



NOTES FOR A SPEECH BY
GRANT MACHUM
VICE CHAIR, BOARD OF DIRECTORS

2017 ANNUAL PUBLIC MEETING

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TORONTO, ONTARIO

CHECK AGAINST DELIVERY

Thank you for those kind words.

As Vice Chair, it's my pleasure to be here with you today in Toronto.

Good morning ladies and gentlemen, industry colleagues, Telefilm employees, and all of you joining us from all over via Facebook. Hello everyone!

Thank you Dean Falzon of the Faculty of Communication and Design and his team for hosting today's event. Ryerson University, along with some 40 educational institutions and cooperatives, is a very valued partner in the discovery of promising new creators via the Micro-Budget Production Program.

I'd like to take a moment to congratulate writer-director Samuel Plante and producer Josh Ary – both of them Ryerson alum. Their movie *Honeymoon* was one of the 18 2017-18

Micro-Budget Production Program recipients. A big congratulations! We look forward to seeing the results of your hardwork on the big screen!

As you may know, the Micro-Budget Production Program is largely financed by the Talent Fund. The Fund relies on the support it receives from its Advisory Committee to broaden its sources of funding. My sincerest thanks to all committee members and our major partners Bell Media and Corus Entertainment for their dedication to the initiative's success.

It seemed particularly apt to hold our annual public meeting in Toronto – a city that knows how to celebrate film thanks to its many film festivals. Each year, Telefilm partners with them with a renewed sense of enthusiasm to ensure that Canadian audiences discover the best in Canadian content!

This morning, we're going to provide you with a few results. We'll speak about achievements – both ours and yours. We'll

seek to identify the challenges that await us, and tell you about our key priorities.

Carolle Brabant will present highlights from the 2016-2017 fiscal year – highlights contained in the annual report released earlier this month, titled *Play it Forward*. And if any of you haven't had the chance, I highly recommend you take a peak at our website.

But first off, I'm going to reel off, in quick succession, a few numbers that speak to Telefilm's rigorous management, to the ongoing benefits of coproduction, and to the support provided for the industry's development.

Are you ready? It's pretty impressive. In 2016-2017:

- Telefilm funded 107 films for a total investment of 70.4 million dollars in production;
- 23.2 million was dedicated to promotional and export activities;

- an additional 2 million dollars was added to Telefilm's budget – and this will rise to 5 million dollars for the next coming years;
- the organization held its management expense ratio to 5.2 percent for the third year running. This represents 9.7 million dollars in savings over the last five years reinvested.

This year, Canada joined Eurimages as the first ever non-European member nation, and let me tell you why this is so exciting. Coproduction equals greater success. For example, over the last 10 years:

- the 20 best-performing Canadian films funded by Telefilm generated 274 million dollars in gross sales;
- 85 percent of these sales stem from Canadian international coproductions.

I would like to recognize the work of the senior management team and, above all, the leadership of Ms. Carolle Brabant.

There's no doubt in my mind that the excellent relationship between Telefilm's executive and its Board, as well as their mutual respect for each other's skills, expertise, and responsibilities, provide the foundation for good governance.

And the results of this are reflected in Telefilm's annual reports that have won top honours at various competitions year after year.

To this end, I'd like to express my gratitude to Michel Roy, our outgoing Chair, for his commitment and continued dedication over the last 10 years. I also applaud my colleagues, the current members of the Board for their contribution. Ram Raju, thank you for being here today.

Finally, I would like to take this opportunity to acknowledge Ms. Brabant's important contribution to Telefilm. Your acute management skills, in-depth knowledge of the industry, and openness to new ideas are valued assets for Telefilm and

account for the success it has achieved over the last few years.
Thank you so much for your tireless dedication, Carolle.

On that note, I would like to turn things over to you.