

ANDREW HILDEBRAND

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Ranked by the Legal 500 as a leading UK commercial mediator, I handle a wide range of disputes and have a specialist film, television and entertainment practice. I am an IFTA Arbitrator and an associate member of the Chartered Institute of Arbitrators. I am also a commercially astute negotiator, adept at raising co-finance, closing multi-party deals and maintaining excellent working relationships with commercial partners. My extensive production, finance and distribution expertise is underpinned by a first rate legal training.

Career Summary

Hildebrand Mediation: 2011 to date

Momentum Pictures: Senior Vice President, Business and Legal Affairs, Europe: 2008-2010

Future Films UK: Managing Director: 2006-2008

Closing the Ring: Executive Producer: 2006

Qwerty Films: Head of Commercial and Business Affairs: 2003-2006

Film4: Director of Business Affairs: 1998-2003

Channel 4: Head of Business Affairs. Channel 4 Management Committee Member: 1993-1998

Mishcon de Reya, Solicitors: 1985-1993. I became a Partner aged 28.

Career

Hildebrand Mediation: Dispute Resolution Practice: 2011 to date

I act as an independent arbitrator, mediator and facilitator. I also handle disputes earlier, especially where people experience difficulties managing a commercial relationship, resolving problems before they escalate and getting the relationship safely back on track. As a conflict consultant, I help clients manage conflict more effectively, provide 'triage' so they can evaluate the best course of action for a potential dispute and a resolution brokerage service. I run bespoke training, coaching and seminars including for the Intellectual Property Office, Institute of Chartered Accountants and the Law Society. I also continue to act as a business affairs consultant.

Momentum Pictures: Senior VP, Business and Legal Affairs, Europe: 2008-2010

- Senior negotiator and legal counsel for independent UK/Spanish distributor.
- Managed key co-financing productions including 'the King's Speech' and US acquisitions.
- Established UK theatrical co-distribution arrangements with Paramount and a white label video operation.
- Reporting direct to CEO, led full time business affairs team of 4.

Future Films UK Limited: Managing Director: 2006-2008

- Identifying suitable production partners, sourcing and managing co-financing and developing a film and TV tax credit businesses from scratch
- Led full-time multi-disciplinary co-production team of 10.

'Closing the Ring', directed by Richard Attenborough: Executive Producer: 2006

Hired at UK Film Council's instigation, executive produced and project managed multi-party film financing. Obtained interim funding to keep film afloat and successfully closed production financing on schedule, working closely with the production and 6 co-financing teams.

Qwerty Films: Head of Commercial and Business Affairs: 2003-2006

UK film finance/production outfit created by Michael Kuhn and backed by €150 million Citibank fund and 20th Century Fox multi-territory first look distribution deal.

- Led small business affairs team handling commercial, legal and day to day production and distribution issues, sourcing and raising co-finance and liaising with distribution partners.
- Jointly set up DVD label to distribute part of Fox Kids' animation library.

Film4: Director of Business Affairs: 1998-2003

- With CEO and FD, set up Film4 as a mini-studio with an annual turnover of £35 million and developed our commercial strategy.
- Created and managed cornerstone co-financing/distribution output deal that generated 25% of budget for 21 films, secured international rights and provided funding leverage.
- Structured and negotiated co-financing deals for over 100 films and for all key UK production and talent deals and UK and US distribution, liaising with co-finance and distribution partners
- Led full-time Business Affairs team of 5. We handled all negotiations and business/legal issues across production, distribution, acquisition and sales. We radically improved standard commercial terms through regular dealings with, and benchmarking against, US mini-majors and other co-financiers. Set up systems to streamline deal procedures and standardise documentation.
- Co-managed orderly wind-down transition following Channel 4's decision to disband Film4, protecting productions and minimising losses.

Channel 4: Head of Business Affairs. Management Committee Member: 1993-1998

- Reported to Board and led 15 strong legal/business affairs team, negotiating and contracting programmes across drama, comedy, news, music and arts. Handled key talent and flagship production deals and managed team performance.
- Restructured Programme Finance Committee to simplify and accelerate green-lighting procedures and enable C4 to snatch projects ahead of rival broadcasters.
- Established 'rapid response' team and streamlined deal processes and documentation.

Mishcon de Reya, Solicitors: 1985-1993. Partner since 1989

Specialised in film & tv production, financing & distribution, representing producers, financiers, broadcasters and talent and negotiating regularly with Hollywood studios. Clients included Richard Attenborough, Anglia TV, CBS Fox Video and Leo Kirch's Beta Taurus Group.

Qualifications

- 2013: Appointed as IFTA Arbitrator. Accredited Family Mediator.
- 2006: Regent's College: Accredited Mediator
- 1983/1985: Taylor Wessing, Solicitors: Trainee, qualifying as a Solicitor in 1985
- 1982/1983: Law School, Chester
- 1979/1982: Warwick University. Law, LLB: 2: 1
- 1974/1978: St Paul's School, London

I am a Bafta member and former British Screen Advisory Council member. I mentor on Skillset's 'Guiding Light's' programme and in the Not For Profit sector and regularly write, including chapters for Lexis Nexis' 'Singapore International Arbitration: Law & Practice', the UK chapters for OUP's 'EU Mediation Law and Practice' and for the EU Parliament's report 'Rebooting the Mediation Directive'.