



Foreign Sales Estimate

When preparing to sell your distribution rights, your sales agent will draft a foreign sales estimate based on their knowledge of the project and what distributors might be willing to pay. As pre-sales are concluded the distribution agreements become bankable, which a lender would consider lending against. Unsold territories, too, may be something a lender would consider lending against, but typically only at half their estimated value. Below is an example of what a foreign sales estimate might look like.

TERRITORY	PRICE ("Ask")	Pre-Sale	MIN ("Take")	Still Available as Collateral
	USD		USD	
AFRICA & MIDDLE EAST:				
ISRAEL	12,500		7,500	7,500
MIDDLE EAST	15,000		10,000	10,000
SOUTH AFRICA	20,000	20,000	12,500	
CENTRAL & SOUTH AMERICA				
ARGENTINA/URU./PARA.				
BRAZIL	50,000		30,000	30,000
CHILE				
COLOMBIA				
DOMINICAN REPUBLIC				
ECUADOR/PERU/BOLIVIA				
LATIN AMERICA (excl. Brazil)	150,000		100,000	100,000
MEXICO (no pay tv)	40,000		25,000	25,000
PAKISTAN				
PANAMA/CENTRAL AM.	10,000		7,500	7,500
VENEZUELA				
ASIA & OCEANIA				
AUSTRALIA/NEW ZEALAND	150,000	200,000	100,000	
CHINA	25,000		15,000	15,000
HONG KONG	20,000		15,000	15,000
INDIA	15,000		10,000	10,000
INDONESIA	12,500		10,000	10,000
JAPAN	320,000		250,000	250,000
KOREA, SOUTH	90,000		60,000	60,000
MALAYSIA	10,000		5,000	5,000
PHILIPPINES	15,000		12,500	12,500
SINGAPORE	12,500		10,000	10,000
TAIWAN	35,000		25,000	25,000
THAILAND	12,500		7,500	7,500



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TERRITORY	PRICE ("Ask")	Pre-Sale	MIN ("Take")	Still Available as Collateral
	USD		USD	
EUROPE:				
BENELUX	75,000		50,000	50,000
BULGARIA	5,000		2,500	2,500
CZECH REPUBLIC	10,000		5,000	5,000
FRANCE	200,000	200,000	150,000	
GERMANY	250,000		200,000	20,000
GREECE	20,000		12,500	12,500
HUNGARY	20,000		12,500	12,500
ITALY	200,000		150,000	150,000
POLAND	20,000	20,000	15,000	
ROMANIA	5,000		3,000	3,000
PORTUGAL	25,000		15,000	15,000
RUSSIA	70,000		40,000	40,000
SCANDINAVIA	75,000	60,000	50,000	
SPAIN	200,000		125,000	125,000
TURKEY	17,500		10,000	10,000
UNITED KINGDOM	250,000		200,000	200,000
YUGOSLAVIA - EX	10,000		5,000	5,000
OTHER /ancillary	75,000		50,000	50,000
TOTAL	2,542,500	500,000	1,808,000	1,300,500
NORTH AMERICA:				
US	1,300,000		700,000	700,000
CANADA	130,000		70,000	70,000
GRAND TOTAL	3,972,500		2,578,000	2,070,500
NOTES and ASSUMPTIONS**				
Budget \$2,500,000 USD				
Assumes Director:				
Assumes Principal Cast:				
Assume N.Am Theatrical Release: 1,000 screens				



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	USD		USD	
Financing Plan:		2,500,000		
Tax Credits	0.30	750,000		
N.Am Advance	0.25	625,000		
Foreign Pre-Sales	0.20	500,000		
Gap Loan (against unsold territories)	0.20	500,000		
Super Gap Loan	0.05	125,000		
	1.00			
Expected Waterfall to Recoupment				
Gap Principal			500,000	
Gap hurdle		0.10	50,000	
Super Gap Principal			125,000	
Super Gap Hurdle		0.20	25,000	
			700,000	
Coverage Ratio against foreign only			2	
Coverage Ratio against all			3	