



institute for film **international financing**

*A 501(c)3 corporation
serving the public benefit
by promoting success in
independent film.*

Vision:

*Democratize film financing.
Cultivate independent film.
Grow regional economies.*

Mission:

*To create sustainability in
film financing by bridging
the gap between filmmakers
and financiers through
innovation, education and
networking.*

Values:

*Excellence & Professionalism
Openness & Inclusiveness
Accountability & Respect
Fairness & Impartiality
Integrity & Sincerity
Entrepreneurship*

Initiatives:

*The Think Tank promotes
actionable innovation in
film financing by initiating,
conducting, interpreting
and sponsoring topical
research. It takes select
innovative ventures, such as
FilmAngelsSM, from concept
to realization by incubating
them in-house.*

*The Academy purveys
quality education and
builds mutual trust by
organizing workshops,
seminars, mentoring and
advisory programs that teach
filmmakers and financiers
high standards of ethical
practice, value creation,
and effectiveness in
film financing.*

*The Forum provides a trusted
meeting ground for the film
and finance communities.
Monthly chapter meetings
bring together emerging and
established leaders who wish
to advance the status quo
through collective action.*

Institute for Int'l Film Financing, Inc.

660 Fourth Street #209
San Francisco, CA 94107

<http://www.filmangels.org>
<http://www.filmfinancing.org>

"Making Independent Film Work For You."

Biography: Thomas A. Trenker, Founder & Chairman

Mr. Trenker received an education in international finance and economics from the prestigious University of St. Gallen, Switzerland, and NYU's MBA program. He started his career on Wall Street as an investment banker with **Deutsche Morgan Grenfell (DMG)**. At the time, DMG was the leading technology banking boutique, headed by the preeminent banker of the 1990's tech boom, Frank Quattrone. After Mr. Quattrone's departure to CSFB, Mr. Trenker decided to stay with Deutsche Bank, then the world's largest bank by assets, and was recruited into Deutsche's highly respected team of top-rated equity analysts at DB Alex. Brown.

Mr. Trenker's group at **Alex. Brown** covered leaders in enterprise software and e-business including Microsoft, TIBCO, Oracle, i2, BEA, and Ariba. In the course of his work as an equity analyst, Mr. Trenker had the pleasure of meeting leading high-tech CEO's, VC's, fund managers, and bankers. Among them were many of Silicon Valley's movers and shakers.

During his career as a technology banker in New York City and the San Francisco Bay Area, Mr. Trenker participated in numerous equity, debt, and M&A transactions for clients from the software, internet, and biotech industries. He helped raise approx. \$3B in growth capital through public stock offerings alone. Moreover, Mr. Trenker worked on M&A mandates ranging from billion-dollar mergers to LBO-type industry rollups to strategic divestitures.

Mr. Trenker eventually left Deutsche Bank to supplement his banking credentials with hands-on management experience as a startup executive. As CFO at digital entertainment startup **Eveo**, Mr. Trenker helped close \$15M in early-stage venture capital funding, managed M&A projects, and implemented a rigorous approach to all of Eveo's financial and strategic transactions. The company acted as an incubator and distributor of independent film, made Fortune magazine's coveted list of "Cool Companies / Hot Ideas" and, unlike most of its peers and competitors at the time, has survived the Internet bubble thanks to sound financial planning and spending discipline.

Facing new opportunities in venture incubation, Mr. Trenker founded **Venture Development Partners** to develop and launch high-tech ventures spanning the range from enterprise software to artificial intelligence to nanotechnology. Eventually, Mr. Trenker focused his attention on film financing in pursuit of a lifelong passion for film. Drawing on his experience and networks on Wall Street, in Silicon Valley, and in Hollywood, he has since helped with film financings of varying size and scope.

Mr. Trenker concluded that the independent film industry stood to benefit greatly from a more transparent, systematic and effective approach to financing. Applying lessons from the public and private capital markets, Mr. Trenker set out to develop superior models and strategies for bridging the gap between filmmaking and finance. The **Institute for International Film Financing (IFF)** was born.

Under Mr. Trenker's leadership, IFF remedies inefficiencies in film financing and helps build a more sustainable independent film industry for the long term. By creating viable, new opportunities for filmmakers, financiers and other stakeholders, IFF stimulates film financing dealflow, invigorates local filmmaking communities and, consequently, acts as a growth catalyst for regional economies. Mr. Trenker's forays into social entrepreneurship had previously earned him and his team Ernst & Young's prestigious **Entrepreneur of the Year**[®] award in the "Supporter of Entrepreneurship" category.

In addition to his professional pursuits in film and finance, Mr. Trenker has a particular interest in world politics and international relations that runs in the family; his uncle used to be Austria's Foreign Minister, and several family members are diplomats. Mr. Trenker himself is well connected in diplomatic circles.

For further details, please contact Mr. Trenker at thomas.trenker@filmfinancing.org.