



THE FACTORY INTERNATIONAL PITCHING FORUM - AIDC 2027

Submission Guidelines

Want to submit to The FACTory? This guide provides you with all the information you need.

Proudly presented by Screen NSW, and now in its 12th edition, The FACTory is AIDC's international pitching forum for new documentary and factual projects.

Projects with strong market potential will be selected to pitch to international and local decision makers across three strands: Central Showcase, New Talent Showcase, and Rough Cut Showcase. Decision makers come from a range of backgrounds and include commissioning editors, broadcasters, streamers, sales agents, distributors, funders and festivals.

Shortlisted teams will have the opportunity to present their work to a high-profile line-up of international decision makers, and partake in follow up one-to-one meetings.

Entry to The FACTory is competitive so please ensure your projects are original ideas that will appeal to both local and international buyers.

Applications open: Wednesday 16 September 2026 at 11:00 AEST

Regular Deadline: Sunday 1 November 2026 at 23:59 AEDT

Submission cost AUD \$65.00 (inc GST) per project*

Late Deadline: Sunday 8 November 2026 at 23:59 AEDT

Submissions cost AUD \$75.00 (inc GST) per project*

Submissions received after Sunday 8 November 2026 at 23:59 AEDT will not be accepted. Once the submission process is complete, submissions can no longer be amended.

*Please Note: a 2.5% credit card is added to all purchases at checkout.

HOW IT WORKS

In 2027, AIDC is seeking applications for The FACTory International Pitching Forum across features, singles, and series within three showcases: Central Showcase, New Talent Showcase, and Rough Cut Showcase.

Working closely with an international assessment committee, AIDC will shortlist up to 15 projects for this prestigious program. In 2027, the FACTory will feature: a high-profile selection of in-person and online international decision makers assessing and providing feedback on projects; access to tailored mentoring and pitch training conducted by experienced screen practitioners; and greater opportunities for one-on-one meetings with key international decision makers and higher visibility and priority in the marketplace.

Selected projects will be invited to pitch their projects live to a panel of guest decision makers at AIDC 2027 in Sydney between Monday 8 and Thursday 11 March (AEDT), which will include a seven (7) minute pitch including project trailers, or a five (5) minute pitch with 10 minutes of footage for the Rough Cut Showcase. Pitching teams will also be required to submit a pre-recorded pitch ahead of AIDC (with trailer or footage included in this edit), to be made available to decision makers who cannot physically attend. If selected pitching teams cannot attend in-person, they will be able to participate in the pitch online.

A line up of Australian and international decision makers will:

- Take part in the pitch and provide feedback on the projects
- Request meetings with projects to be scheduled during AIDC in Sydney between Monday 8 and Thursday 11 March 2027 (AEDT); plus the international marketplace to be held online from Tuesday 23 to Wednesday 24 March 2027 (AEDT)

Central Showcase and New Talent Showcase

Central Showcase - Projects in development and production demonstrating strong international potential will be considered for this showcase. This showcase has been designed to present experienced project teams to international decision makers, including commissioning editors, broadcasters, streamers, sales agents, distributors, funders and festivals.

New Talent Showcase - Projects in development and production featuring a first-time director or producer will be considered for this showcase. This showcase has been designed to present the brightest new screen talents to decision makers and production companies around the world.

- Selected projects will be offered a place in the Central Showcase, unless invited to the New Talent Showcase.
- AIDC reserves the right to select the most appropriate showcase for each project, regardless of selection on the application form.
- Pitches should be no more than seven (7) minutes in duration, which includes a trailer or key scenes at approximately three (3) minutes.

Rough Cut Showcase

Projects in post-production are featured as part of the Rough Cut Showcase, designed to present projects that need to close financing gaps and secure sales, distribution and festival opportunities.

- Pitches should be no more than fifteen (15) minutes in duration, which includes approximately five (5) minutes of verbal pitch and ten (10) minutes of footage or key scenes.

ELIGIBILITY

Applicant eligibility

- Australian and international filmmakers are eligible to apply.
- Individuals, teams or companies may apply.
- Applicants must be the rights holder in the work.
- Applicants must be 18 years of age or over.
- There is a fee to cover handling and administration of your application.

Additional applicant eligibility requirements for New Talent Showcase

- The director or producer must be presenting their first major documentary or factual work (excluding shorts).
- The director or producer may have experience working in XR, online, commercials, fiction or theatre, and previous credits in these fields will not disqualify them.
- The director or producer may have experience working in documentary, factual or unscripted production, in roles other than their central credit on the submitted project (e.g. cinematographer, editor, assistant director, etc).

Project eligibility

- Entry is open to feature films, singles, and series.
- Entries for each project must be submitted via The FACTory portal.
- For the Central Showcase or New Talent Showcase, projects should be at development or production stage.
- For the Rough Cut Showcase, projects should be in post-production or at rough cut stage, and not be a completed project prior to AIDC 2027.
- Projects need to be clearly recognised factual or documentary formats intended for broadcast and distribution. The Australian Content Standard defines documentary as ‘a program that is a creative treatment of actuality other than a news, current affairs, sports coverage, magazine, infotainment or light entertainment program’. For more info, visit the [ACMA website](#).
- Half-hour broadcast singles, multi-platform projects (that do not have a theatrical or broadcast component), audio documentaries, shorts and XR/VR/AR/MR projects are not eligible for entry to The FACTory.
- AIDC will not accept resubmissions of projects previously submitted to The FACTory if the project is at the same or a similar stage.

APPLICATION AND SELECTION PROCESS

The FACTory Assessment Committee will assess the applications and create a shortlist based upon the following criteria:

- strength and originality of the project;
- commercial viability of the project in the marketplace;
- the project’s international appeal;
- the track record of the creative team and any finance in place.

Chosen project and application information will be published in The FACTory Program, available to decision makers and delegates, and on the AIDC website.

- For consideration in the Central Showcase or New Talent Showcase, it is highly recommended that applicants supply a trailer or teaser (up to three (3) minutes) or key footage (up to five (5) minutes) at the time of submission.

- For consideration in the Rough Cut Showcase, it is compulsory to submit up to twenty (20) minutes of footage, which can comprise either a length of consecutive film or an assembly of 3-4 sequences (approximately five (5) minutes each), provided in a single streamable link.

SUCCESSFUL PROJECTS

- Successful participants are required to be registered to participate in the conference with an All Access Pass (either an online or in-person pass). They will need to confirm acceptance of their place in The FACTory in writing, and by purchasing an All Access Pass by the date advised in the invitation, and provide verified copy and a still image for publication, to the specifications advised by AIDC.
- Selected teams are eligible to purchase an All Access Pass at a 10% discounted rate of a full price All Access pass to participate in The FACTory.
- In the case that a financier trigger (broadcaster, national or federal funding agency, institute, or Executive Producer, etc) is already involved with the project, their presence in the pitch is highly encouraged. However, such involvement will not influence the selection of the project.

CONSULTATIONS

Pitching is a highly competitive process and an art in itself. The teams will be paired with highly experienced experts who will provide feedback on story, the trailer, and the pitch. Teams will also be encouraged to participate in an online welcome session and practice pitch prior to AIDC 2027.

DELIVERY REQUIREMENTS AND DEADLINES

- All final deliverables will require the approval of AIDC.
- Selected participants in the Central or New Talent Showcase will be required to submit a pre-recorded pitch no more than seven (7) minutes in duration, which includes a trailer or key scenes at approximately three (3) minutes in early February 2027 (date to be advised in invitation to selected projects).
- Selected participants in the Rough Cut Showcase will be required to submit a pre-recorded pitch (with footage included), totalling no longer than fifteen (15) minutes, which includes approximately five (5) minutes of verbal pitch and ten (10) minutes of footage or key scenes in early February 2027 (date to be advised in invitation to selected projects).

These pre-recorded pitches will be made available to decision makers who cannot attend physically, ahead of AIDC, in the place of a live pitch.

CULTURAL SAFETY AND COLLABORATION

AIDC supports authentic storytelling told by diverse practitioners, and encourages such applications. This section addresses both practitioners and participants that may identify with the below categories:

- Aboriginal & Torres Strait Islander (Australia-only)
- First Nations / Indigenous (global)
- CALD (Culturally and Linguistically Diverse)
- BIPOC (Black, Indigenous and People of Colour)
- LGBTQIA+ (including gender non-conforming)
- People living with disabilities

When submitting a project that features any of the above populations as the main subject matter, applicants may be required to demonstrate how the lived experience portrayed through the narrative and characters are reflected within the key creative team.

Applicants will be asked to supply information on their consultation and collaboration at the submission stage. Projects selected for The FACTory will be required to provide more detailed material pertaining to this.

Documentaries that include Indigenous participants or content from Australia as the central theme must have an Aboriginal and/or Torres Strait Islander producer, director and/or writer.

KEY INFORMATION AND DATES

Regular Closing Date: Sunday 1 November 2026 at 23:59 AEDT

Late Closing Date: Sunday 8 November 2026 at 23:59 AEDT

Successful Projects notified: Late December 2026

Consultations: January and February 2027

Deadline for delivery of pre-recorded pitch and trailer: 12 February 2027

AIDC 2027: Monday 8 - Thursday 11 March 2027, plus online international marketplace from Tuesday 23 to Wednesday 24 March 2027 AEDT.

For all enquiries, please contact: pitch@aidc.com.au

SUBMISSION QUESTIONS - THE FACTORY

Included in this document is the list of questions you will need to answer to complete your submission. We recommend that you prepare your answers ahead of time.

*All fields marked with an asterisk are mandatory.

FIRST STEP:

To complete your application you will first need to register for a free MY AIDC account (or log into your existing account). The application form [link](#) will prompt you to register (or log in) to your MY AIDC account before you are able to access and complete your form.

IMPORTANT - Once your application has been 'submitted', you will be unable to return to amend it, so please submit only when you have prepared your full submission.

***WHICH CATEGORY OF THE FACTORY ARE YOU APPLYING FOR?**

- The Central Showcase (including the New Talent Showcase)
- The Rough Cut Showcase
- If Central Showcase selected - Is this project eligible for the NEW TALENT SHOWCASE? This pitch is for first-time feature film directors or producers - see eligibility requirements above (not applicable to projects applying for the Rough Cut Showcase).

CREDITS

- * Submitter - Main contact (name, nationality, country, email, mobile)
- Director & Bio/Credits
- * Producer & Bio/Credits
- Executive Producer & Bio/Credits
- Production Companies
- Company Bio
- Company Website

PROJECT INFORMATION

- * Project Title
- * Genre: Select the genres that best describe your project
 - Arts
 - Biography
 - Crime
 - Culture
 - Current Affairs and Investigative
 - Education
 - Environmental
 - Factual Entertainment
 - Food
 - Gender
 - Geopolitics
 - History
 - Human Interest
 - Indigenous
 - LGBTQIA+

- Lifestyle
 - Music
 - Natural History
 - Politics
 - Race
 - Religion and Ethics
 - Science
 - Social Justice or Social Issues
 - Sports
 - Technology
 - Travel and Adventure
 - Wildlife
 - Youth
- * Length / Format. Select as many as apply
 - Single/One-off
 - Series
 - Feature
 - Hour
 - Other _____
 - *Style - Please select the style that best describes your project
 - Factual
 - Hybrid
 - Investigative documentary
 - Observational documentary
 - Poetic/Stylised/Animated documentary
 - Presenter Led/Participatory
 - Other _____
 - *Strand - please select the option that best describes your project
 - Documentary
 - Factual Entertainment
 - Specialist Factual
 - Unscripted
 - * Countries of Production
 - If this is an Australian production - list all states or territories of production
 - * Spoken Languages
 - * Estimated Duration (describe in minutes) - per film or per episode
 - If a series, how many episodes?

REQUESTED SUPPORT

- * What support are you seeking? Select as many as apply:
 - A full commission
 - Acquisition (broadcast, platform, etc)
 - Australian co-producer
 - Distribution (other territories)
 - Distribution (within Australia)
 - Equity investment
 - Executive producer
 - Festival programming
 - Gap financing

- Grants / Funding
- International sales representation
- Pre-sales / Pre-buys
- Other _____

STAGE OF PRODUCTION

- * Current Stage - select one of the following:
 - Early development
 - Late development
 - Production
 - Post-Production
 - Rough cut
- * Date of principal photography (month/year)
- * Estimated completion date (month/year)

PROPOSAL

- * Logline (up to 30 words)
- * Synopsis (up to 100 words)
- *Short Treatment - story arc, main characters, brief description of the project's creative style (up to 1000 words)
- * Short status report - a brief description of planned production schedule, access, pending finances, etc. (up to 500 words)
- Short Director's Statement (up to 500 words)
- Other pitches - list market/forum and year, if applicable (any pitching forums or events, or other buyers pitched to)
- Audience engagement plan (up to 500 words)
- Project website (if available)
- Full treatment upload (optional)

FOOTAGE

- TRAILER, TEASER, OR KEY SCENE DETAILS
 - Streamable link to trailer, teaser, or key scene details (up to 3 minutes)
 - Password (if any)

If the project is selected, the link must remain active until late March, 2027.

- *ROUGH CUT FOOTAGE (*Rough Cut Showcase ONLY*)
 - Single streamable link (up to 20 minutes)
 - Password (if any)

If the project is selected, the link must remain active until late March, 2027.

STILLS

If stills are available, please upload a maximum of two high-res stills in LANDSCAPE format (at 300DPI) (optional).

DIRECTOR'S WORK

Please provide links and passwords to examples of the director's previous work (optional).

Single streamable Link

Password (if any)

Single streamable Link

Password (if any)

FINANCIAL INFORMATION

- * Total budget AUD
- * Secured finance AUD
- * Source of finance
- * Shortfall AUD
- Are there any financing partners, presales or distributors attached to the project? If so, please provide details
- * FINANCE PLAN - Please upload a current 'Finance Plan' including any financial support you have secured, or expect to receive. Do not submit a full budget in this section. You may use the [AIDC Finance Plan Template](#) or the [Screen Australia General Finance Plan](#).
- Are any rights UNAVAILABLE? If so, list territories and types of rights sold.
- Budget - *If available*, please include a one-page top-line production budget in AUD.

CULTURAL SAFETY AND COLLABORATION

AIDC supports authentic storytelling told by diverse practitioners and encourages such applications. This section addresses both practitioners and participants that may identify with one or more of the below categories:

- Aboriginal & Torres Strait Islander (Australia-only)
- First Nations / Indigenous (global)
- BIPOC (Black, Indigenous and People of Colour)
- CALD (Culturally and Linguistically Diverse)
- LGBTQI+ (including gender non-conforming)
- People living with disabilities

Does this project feature any of the above populations as its main subject matter?

YES/NO

*If 'YES', please provide a statement on the level of consultation and collaboration with the relevant peoples or groups (up to 500 words).

Do any of the key creatives identify as belonging to any of the above diverse groups?

YES/NO

*If 'YES', please elaborate.

CUT TO THE CHASE

Do you wish to be considered for Cut to the Chase? If 'YES', AIDC may contact you with an invitation to Cut to the Chase and a registration link to purchase an All Access Pass.

YES/NO

Cut to the Chase is AIDC's curated marketplace, placing projects in one-on-one meetings with decision makers.

Cut to the Chase organisers will also track all projects submitted to The FACTory and may invite unsuccessful projects to participate. If the submitter agrees, they will be required to purchase an All Access Pass to participate in Cut to the Chase.

AGREEMENT & BILLING INFORMATION

Do you agree to the below Terms and Conditions?

By selecting 'I agree' the submitter is agreeing to AIDC's Terms and Conditions for submitting to The FACTory, and to completing the Billing Information that will follow.

- [The FACTory 2027 Terms & Conditions \(.pdf\)](#)
- [The FACTory 2027 Terms & Conditions \(.docx\)](#)

FINALLY, select '**Checkout and Pay**' to complete your submission! Otherwise your submission won't be complete- thank you!