



The **WALT DISNEY** Company Europe, Middle East & Africa

Paolo Matteo Agostinelli

Senior Vice President, Affiliate and Content Distribution, The Walt Disney Company EMEA

Paolo Agostinelli is Senior Vice President, Affiliate and Content Distribution, for The Walt Disney Company Europe, Middle East and Africa (EMEA). He is responsible for affiliate distribution agreements for Disney's Direct-to-Consumer propositions; and for affiliate sales of channels and non-linear subscription services across Disney's combined entertainment, kids, factual and sports portfolio.

Paolo is also responsible for the Content Sales business in EMEA, covering the vast portfolio of content coming from The Walt Disney Company's television and motion picture studios. This sees feature films from The Walt Disney Studios, as well as TV series and factual content from Walt Disney Television Studios, FX, Freeform and National Geographic, distributed via broadcasting platforms, digital platforms and pay TV networks across EMEA.

Paolo joined the Walt Disney Company following the acquisition of 21st Century Fox, where he was latterly Executive Vice President, Distribution, Europe & Africa, for Fox Networks Group (FNG), a business unit of 21st Century Fox, where he led affiliate distribution across the region, looking after revenues for all channels and services. He joined FNG in April 2017.

Previously, Paolo was at Tata Sky, the leading pay TV platform in India and a JV between Tata Group and 21st Century Fox, as Chief Content & Business Development Officer, where he was responsible for business strategy and all content acquisition and programming.

Paolo also held roles at Sky Italia, the leading pay TV platform in Italy, where he looked after content acquisition for all third party channels and launched Sky on Demand; and as Marketing Director and Head of IPTV at Fastweb, the first Italian triple play operator.

A graduate from Bocconi University, Milan, and MBA from Columbia Business School, New York, Paolo started his career as a consultant at Bain & Company, where he spent ten years working with key Italian players in telecommunications and media.

Passionate about art, Paolo serves as Board Member of Fondazione Bagatti Valsecchi, an historic house museum in his native city, Milan, as representative of the Municipality.