



Centtrip
Stories

Pat Wintersgill
FILM PRODUCER



Producer Pat Wintersgill chooses Centtrip to mitigate film finance stress

From colourist on award-winning films, to founding the Film Shed and producing his own films, Pat Wintersgill is a respected industry veteran. Here he explains why he's chosen Centtrip Film Finance Management.

With 16 producer credits to his name, Pat Wintersgill knows all about the highs and lows of film production.

"So many things can go wrong," he says, "but when they all go right, that's an amazing feeling! To create something that's there – and will always be there – and to share it on the big screen –

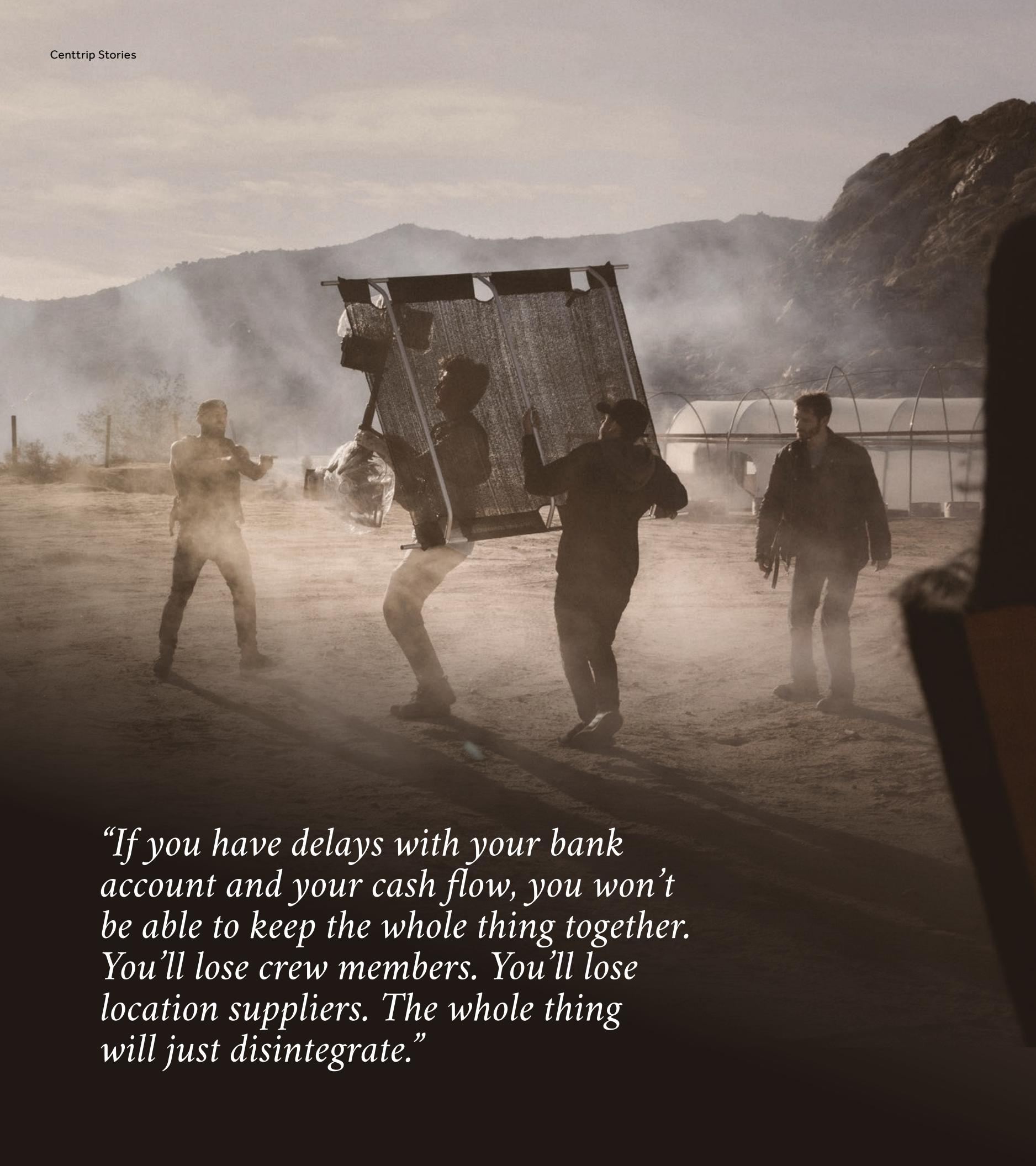
it's hard to get that feeling from anything else!"

While the boutique post house Film Shed – "Stories personally tuned in colour and sound" – prides itself on being in the trenches with its client filmmakers, Pat's parallel role as producer sees him involved from the earliest planning stages.

"To create something and share it on the big screen – it's hard to get that feeling from anything else!"

PAT WINTERSGILL, FILM PRODUCER





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Set-up delays increase the risk of failure

One of film producers' biggest challenges is keeping the whole project on track, especially in the critical early stages.

“Whenever anything goes a bit off track, there is the risk of total failure,” Pat explains. “A source of finance could pull out, an actor could pull out, a location could pull out. And then, as producer, you’re the one who’s got to fix it. The buck stops with you, so you’ve got to find a way through.”

Timing is critical and often dependent on cash flow. Delays in setting up the SPV or opening bank accounts can create cash flow problems right from the beginning.

“It’s one of the worst things that can happen. You start losing key people and the whole project is jeopardised, especially on the shoot.

Your schedules are cast-dependent, especially if you have a high-profile actor. You’re only going to get them for those six weeks, or however long you’ve got them for. If you don’t shoot them in those six weeks, they’ll be onto a different project and then you’re scuppered. If you have delays with your bank account and your cash flow, you won’t be able to keep the whole thing together. You’ll lose crew members. You’ll lose location suppliers. The whole thing will just disintegrate.”

Having experienced stressful delays on previous projects, Pat was looking for a better solution.

Centtrip: Refreshingly personal engagement

"Centtrip was recommended by another producer," Pat recalls. "He said he'd had a great experience. I was planning a new project at the time, so I reached out to them."

"I was really impressed," he continues. "When you set up any sort of bank account, you expect it to be quite procedural, but the first thing Centtrip suggested was to jump on a Teams call. It was, 'Let's just have a chat, find out what you want, what you do, and how we can help.' It was a refreshingly personal, above and beyond, kind of approach."

Centtrip is an FCA-regulated e-money institution. It provides an end-to-end, one-stop-shop, solution for film finance management from safeguarded escrow and production accounts, through foreign exchange and international and domestic payments (including payment cards), to managing tax credits, distributions and residuals at project end.

New SPV accounts can usually be onboarded within 48 hours.



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A dedicated relationship manager

"There are moments in the life of a production – you might be waiting for a large investment of cash to land – when you really need to get through to someone and find out what's going on."

Whether it's checking on receipts or discussing international, multi-currency payments, Pat is in regular contact with his Centtrip relationship manager.

Frequently commended on the quality of its client support and its understanding of the film industry, Centtrip prides itself on responsive service.

"Our initial Teams call wasn't a one-off, it reflects Centtrip's whole approach," Pat says. "It's been a continuous engagement, which is great. Cash flow is one of the most stressful choke points you can have on a production and Centtrip mitigates that massively."



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Arranging a legal charge over the account

Assembling the finance for a film project can be complicated. Centtrip’s position as a regulated institution with expertise in the needs of the film industry can help.

Centtrip provides secure, safeguarded, multi-currency escrow and production accounts to enable seamless film financing. Funds can be transferred instantly between escrow and production accounts using CenttripNow and stakeholders can have the visibility and control they require to ensure their investment is safe.

For a recent project, the senior lender required a legal charge over the account.

“I had a call with Centtrip’s legal team,” recalls Pat, “and they came back shortly afterwards with guidance on how it would work, what the implications would be and what it would cost. I can’t see how they could make it more straightforward than they have. It’s just great having that direct contact so you can cut through layers of noise and have a very direct conversation on what’s required.”

Seamless multi-currency receipts and payments

Centtrip's foreign exchange expertise supports an increasingly international film industry.

"For my current film, shooting is in Bulgaria and the post-production is in the UK. Our finance is in sterling, but our Bulgarian suppliers want paying in US dollars," explains Pat.

"The Centtrip platform, multi-currency account and payments make it all really simple. I have one place where I can receive money in any currency, pay out in any currency quickly and easily and I don't have to think about it."

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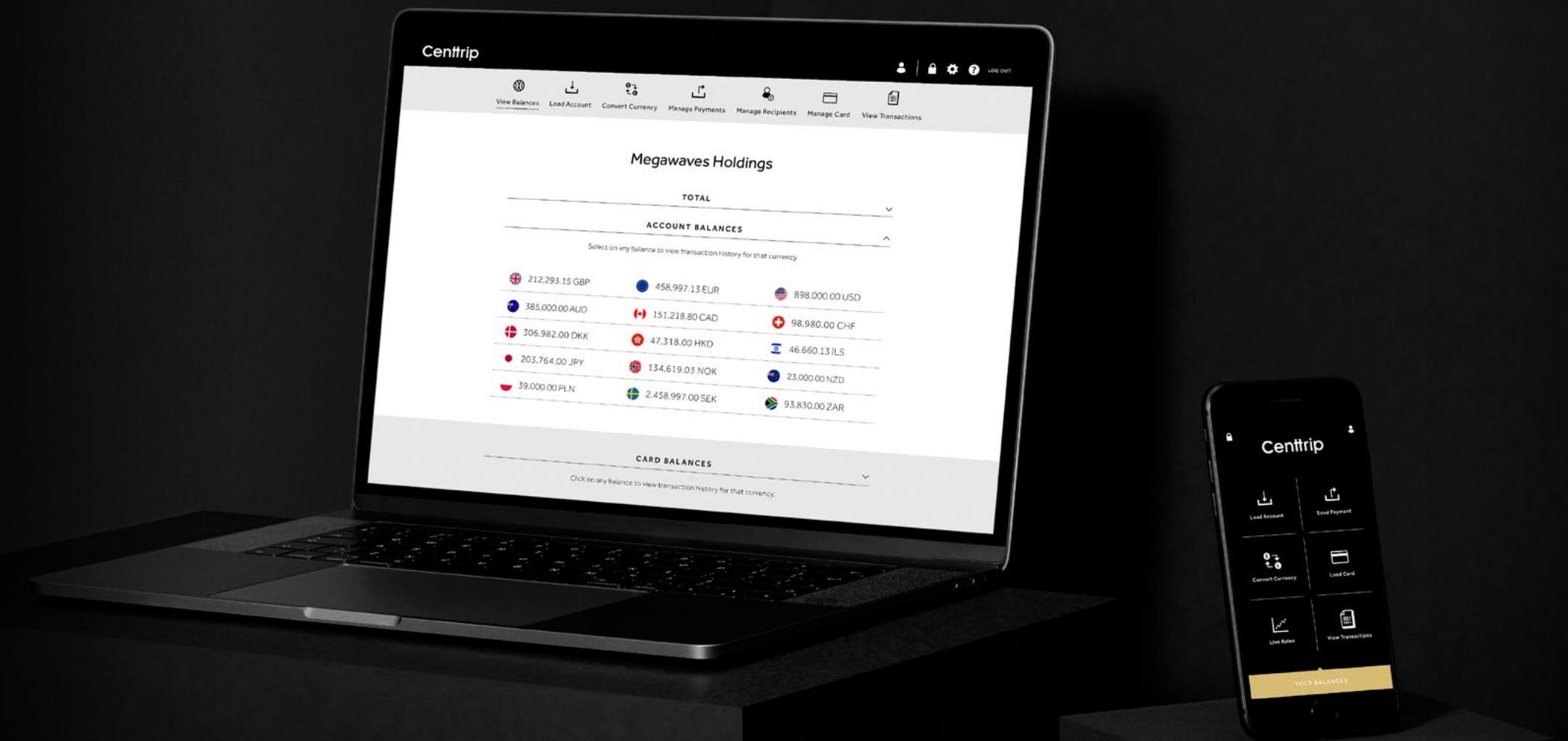
A trusted partner for future projects

Working with Centtrip frees up time and removes unnecessary stress.

As both producer and head of Film Shed, Pat has a busy slate in front of him. Whatever the film, the financing or the challenge, Centtrip looks forward to working together and deepening our relationship.

“Film finance is notoriously tricky. It’s definitely one of the more stressful elements of indie film production, so it’s good to have Centtrip as a trusted partner. It gives me one less thing to worry about.” Pat concludes.

Centtrip



Centtrip is an award-winning financial technology company with global reach. We provide intelligent real-time treasury and payment solutions to companies of all sizes.

Our cutting-edge technology is used by over 16,000 clients worldwide and our premier financial services and dedication to customer experience have made us industry leaders in the music and marine sectors, paving the way for successful partnerships in other industries, including aviation, film and TV, sports and media.

To discuss how Centtrip can support you, contact us today

📞 UK +44 (0)20 3735 1735 📞 NL +31 (0)20 240 0886 📞 USA +1 833 426 1492

✉️ info@centtrip.com 🌐 centtrip.com

