

Hollywood's Top Dealmakers of 2020: The Pandemic Players

Edited by Ashley Cullins

The entertainment landscape continues to evolve at a breakneck pace thanks to developments in technology and an increasing consumer appetite for content — but this year change happened at warp speed as companies across Hollywood looked for ways to stay afloat amid the novel coronavirus pandemic. From shattering theatrical windows to deal with shuttered cinemas to playing professional sports in a bubble, in 2020, there was no such thing as business as usual. The Hollywood Reporter's fifth annual dealmakers list spotlights the people who kept on their toes to keep the entertainment industry on its feet.

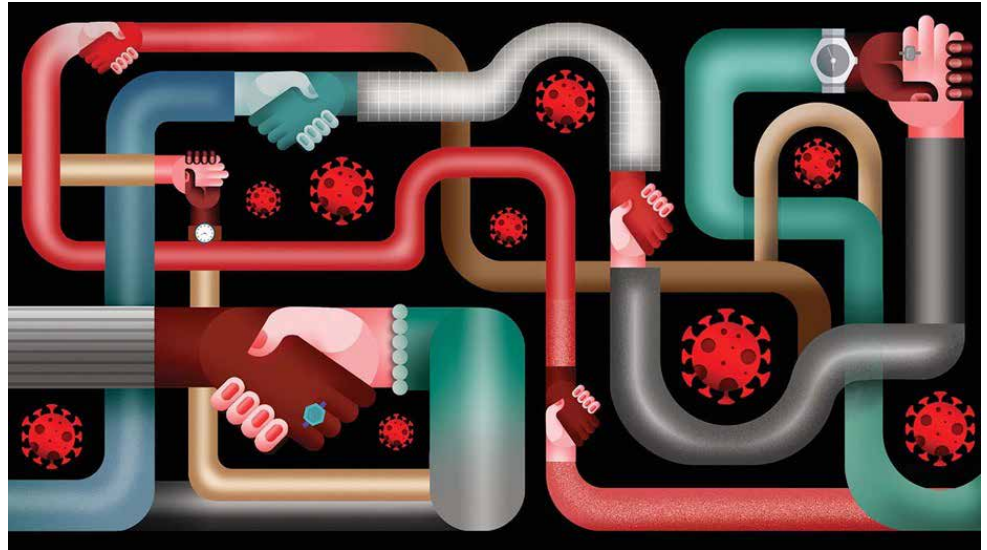


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Faiza Saeed & Paul Zumbro



Partners, Cravath Swaine & Moore

During a quiet year for media M&A, Saeed and Zumbro focused their attention on the unwinding of a company. The pair led the team that worked with Jeffrey Katzenberg and Meg Whitman's mobile video startup Quibi on its shutdown after just six months. "They were very thoughtful," says Zumbro of Katzenberg and Whitman's decision to call it quits due to lagging subscriber interest while they still had about \$350 million (of \$1.75 billion raised) in the bank to return to investors. Their work included helping Quibi find a new home for its library of around 75 shortform original shows on Roku, which Saeed — a veteran dealmaker who in the past represented Disney in its acquisition of the 21st Century Fox assets and the Viacom board in the company's merger with CBS — calls "a silver lining in the wind down."

Most significant deal of 2020 that I wasn't involved in
Saeed: "TikTok-Oracle-Walmart, for the sheer mystery of it all."

CRAVATH, SWAINE & MOORE LLP