

## **Biography**

### **MR CHUCK VIANE** ***President, Global Distribution*** ***Walt Disney Studios Motion Pictures***

Chuck Viane, President, Global Distribution, Walt Disney Studios Motion Pictures, is responsible for overseeing all worldwide sales and distribution operations for motion pictures released under the Walt Disney Pictures and Touchstone Pictures banners. From 1999 through January, 2010, Viane was in charge of domestic distribution in his role as president, Distribution, Walt Disney Studios Motion Pictures, and led the division to unprecedented success. Most recently, under Viane's leadership, Global Distribution had one of its biggest hits of all time with Disney's "Alice in Wonderland," directed by Tim Burton, becoming the seventh top-grossing film of all time at the worldwide box office.

During his 25-year tenure with Disney, the Studio's distribution company has broken numerous industry records and finished in first position in overall market share in the '90s. Disney is the only distributor to hit the billion-dollar plateau thirteen times (in the past 16 years). In 2007, the division had one of its best years on record with Walt Disney Pictures/Jerry Bruckheimer Films' "Pirates of the Caribbean: At World's End" generating over \$309 million at the domestic box office. "National Treasure: Book of Secrets," also from Disney and producer Bruckheimer, finished in 8<sup>th</sup> place for the year with a domestic gross of \$220 million. Additionally, the Studio had major hits with "Ratatouille," from Pixar Animation Studios (\$206 million), "Wild Hogs" (\$168 million), "Enchanted" (\$128 million), and "The Game Plan" (\$90 million), among others. In 2006, the division generated over \$1.5 billion and had the #1 and #3 top grossing films of the year, respectively, with Disney/Jerry Bruckheimer's "Pirates of the Caribbean: Dead Man's Chest," and Disney/Pixar's "CARS."

Among the highlights of Viane's tenure: In 2003, Disney's distribution division enjoyed the highest-grossing year in its history, also becoming the first distributor in industry history to ever have two films gross over \$300 million in the same year ("Finding Nemo" and "Pirates Of The Caribbean: The Curse Of The Black Pearl," both of which were back-to-back releases). In 1999, Disney became the first distributor in industry history to ever have two films join the exclusive \$200 million club in the same year ("The Sixth Sense," which became the studio's all-time top live-action grosser at that time, and "Toy Story 2," the second biggest animated feature released to that point). Since 1999, 25 of the Studio's releases have grossed in excess of \$100 million and Viane credits his sales team for helping to achieve these milestones.

Viane began his association with Disney in 1985, when he took on the role of vice president and assistant general sales manager for the distribution division (then called Buena Vista Pictures Distribution). He was subsequently promoted, in 1995, to senior vice president and general sales manager. Prior to joining Disney, he served as vice president and head buyer for General Cinema Theater Corp., where he started his career as a film buyer in 1973. In 1980, he relocated to Chicago as regional vice president of film, and, three years later, moved to the corporate headquarters in Chestnut Hill, Mass. to assume the role of vice president. A graduate of De Paul University, Viane holds a B.S. degree in marketing.