

“We had the ability to see the opportunities
where others didn’t...
and the balls to seize them.”

THE DISOBEDIENT

Always watch your back and never forgive.

CONFIDENTIAL PARTNER DECK

THE DISOBEDIENT

ELEVATOR PITCH

The Godfather meets StartUp.

THE DISOBEDIENT is a modern-day international series based on a best-selling book about four friends who offer their skills in the start-up world, cybersecurity and the law, to the drug business. They start their ruthless climb to the top of the food chain in a world where values are drowned in a lust for the sweet life and the only goal is to survive as a winner.

The events of this action-drama take place in multiple countries between the present day and the 2010s when the Silk Road and Bitcoin revolutionized trading on the dark side of the internet.

Benchmarks: *War Dogs, Ozark, Gangs of London, Snabba Cash*



PRODUCTION

Language: Finnish

Length: 6 times 45 minutes/Season

Genre: Crime thriller

Budget: X€

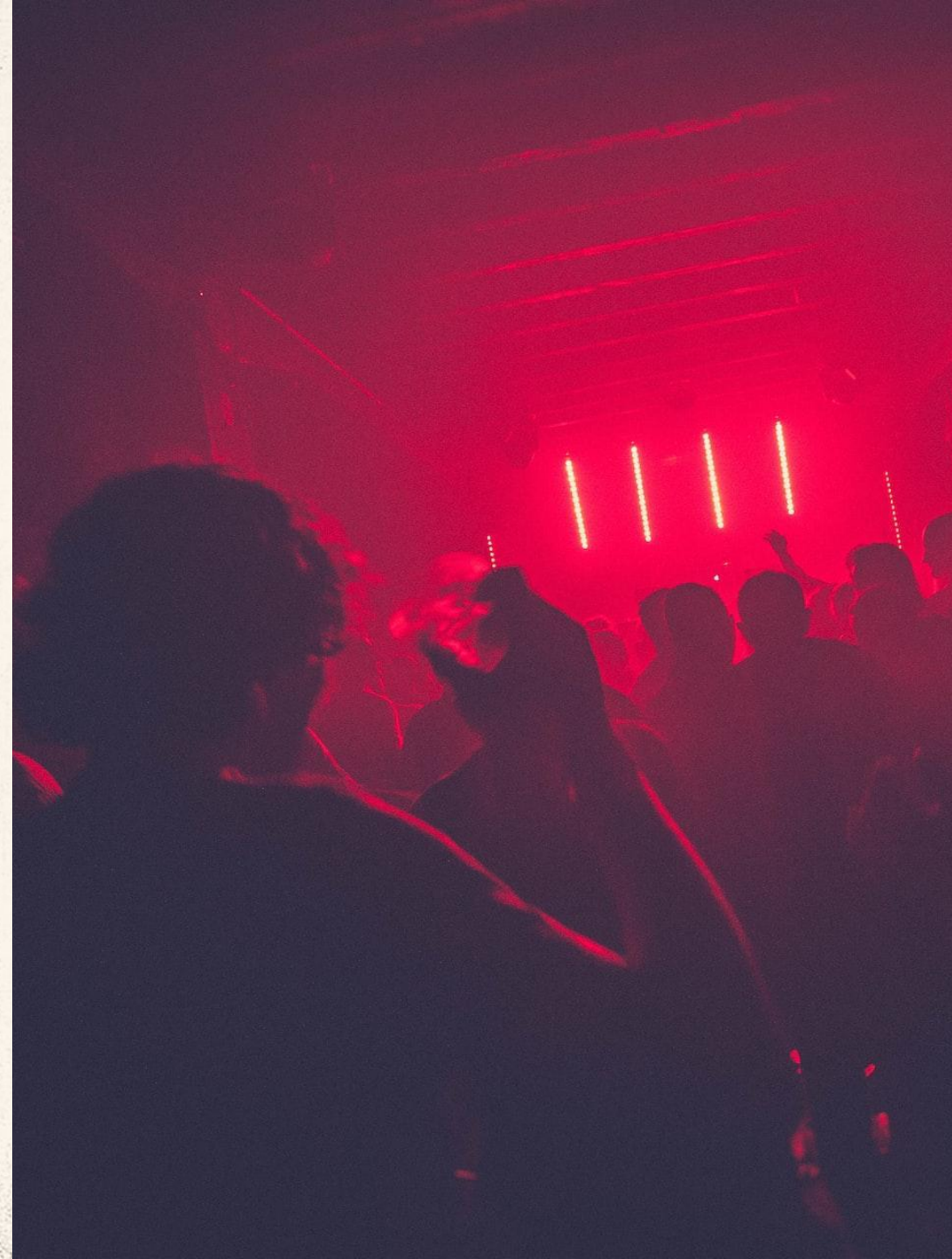
Status: Pre-production

Schedule: **Development, pre-production** 06/2022-06/2023;
Production 01-06/2024; **Post-production:** 04-08/2024; **Delivery:**
12/2024

Team: Riku Suokas, Heikki Syrjä, Hihhihii Ltd, Ilkkas' Creative Studio, Joonas Keskitalo

Based on a book: *Tottelemattomat (The Disobedient)*, Joonas Keskitalo

The rights to the book series have already been sold to Germany, Austria and Switzerland.



SYNOPSIS

Four Finnish life-long friends, **Maria**, a failed marketing start-up entrepreneur, **Oona**, a brilliant lawyer, **Jenna**, a cybersecurity expert and **Max**, a shameless opportunist, realize that drug trafficking in 2010 in Finland is astonishingly rudimentary and put all their marketing, branding, and logistics skills to use finding a new way to promote, sell, and distribute drugs on the dark web's *Silk Road*.

Their disrupting approach to the drugs trade quickly gathers the interest of rival gangs, the police and Russian mafia, and soon they are plummeting head first into a vortex of international drug trafficking, lies, betrayal and violence. Their loyalties are tested and oaths are broken as a South-American cartel gets involved...



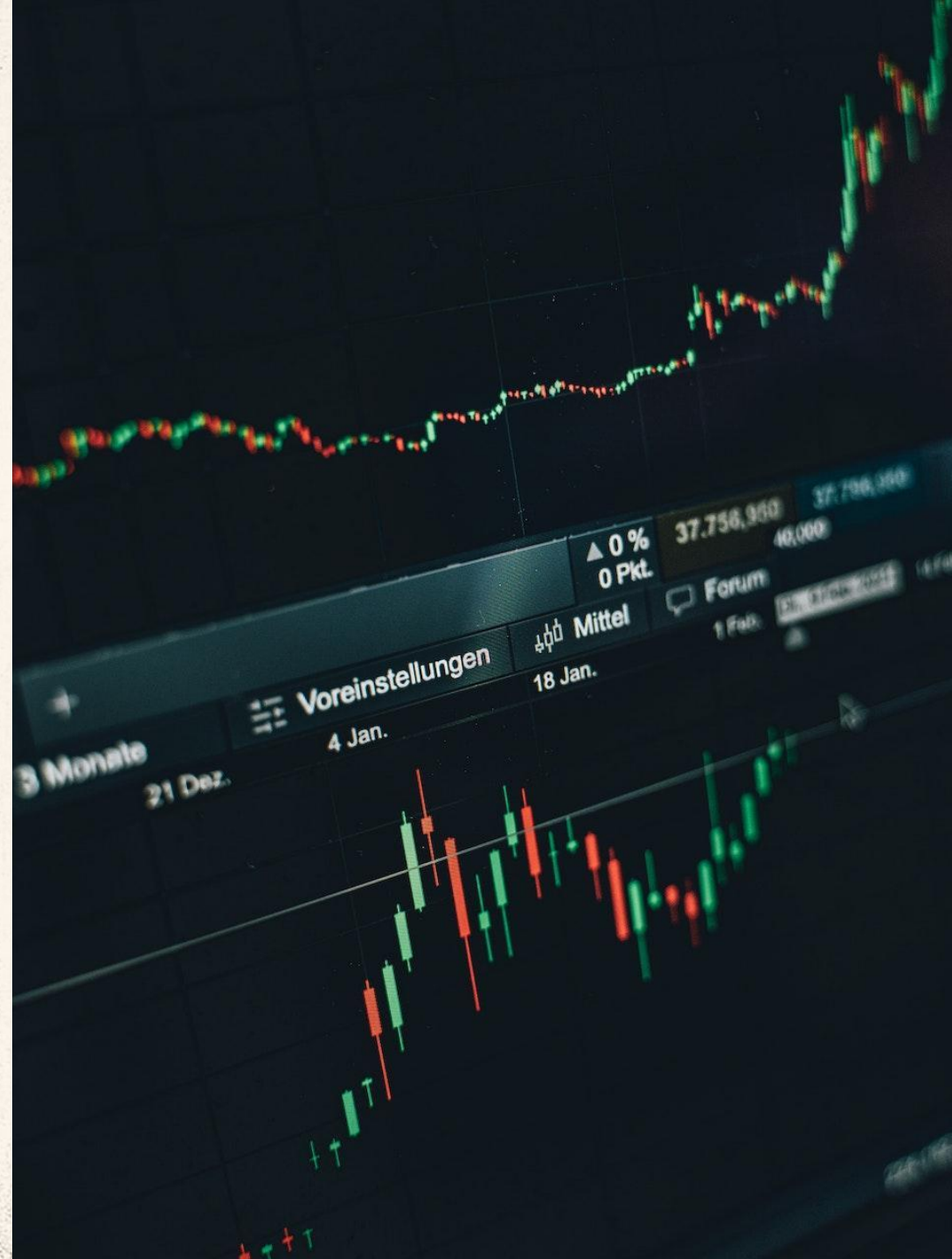
WORLD

The world of *The Disobedient* is one of heightened realism rooted in the here and now, with compelling locations spanning downtown Helsinki and the Finnish archipelago to the tundras of Siberia and a Paraguayan prison.

Ours is a world of complex characters, greed, cruelty, drug lords, gangsters, bikers, crooked cops and shameless business people, all trying to double-cross and outmaneuver each other.

It's realistic in its depiction of the international drug trade, the dark web and cutting edge technology. The violence has real-life consequences for victims and those who commit it.

How the four females find their way to operate in a world that used to be ruled by men?



WHY NOW?

Today, where the pandemic has pushed everything online, technology is advancing more rapidly, and where criminals are constantly becoming more agile and adapting to these new technologies, it's possible that we could soon see a globalized market where all drugs are more available and accessible everywhere. Drug world is masculine, this unique series takes a look from fresh perspective. How four female friends work their way through a masculine world.

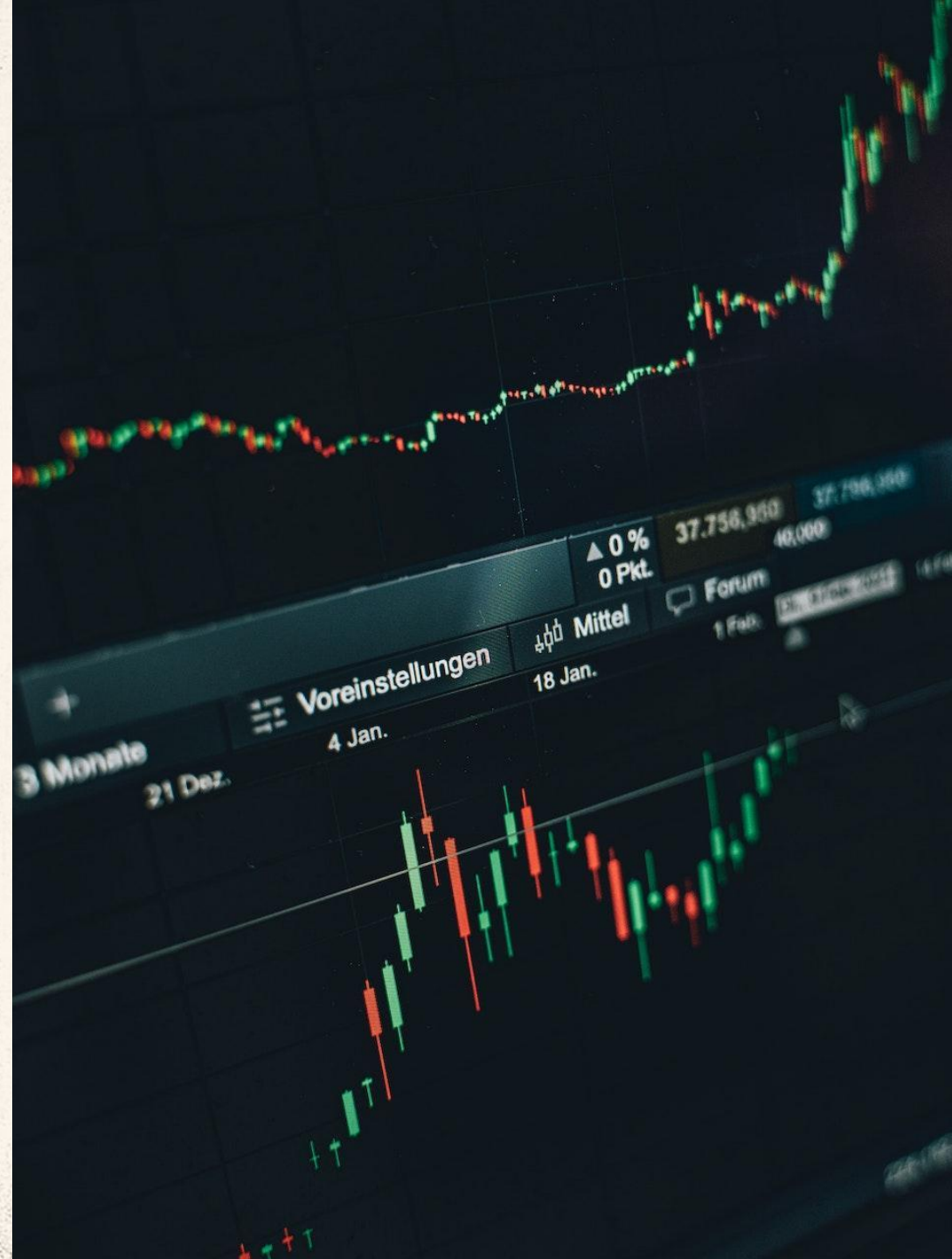
The first darknet market of notoriety was Silk Road, which opened at the end of January 2011 and was seized by the FBI in October 2013. Soon after came a proliferation of darknet markets worth around \$315 million annually in 2021. Between mid 2017 and 2020 there was a near 300% increase in growth in the size of this market.



PRODUCTION

"Our goal is to develop modern drama. The Disobedient explores the mindset of ordinary people thrust into situations where they have to make impossible choices, and the cost of sacrificing friendships, values and even your humanity for power and money. In this series we have special twist, the point of view is a feminine perspective."

Ilkkas' Creative Studio has gathered top-notch creators, such as the writing and production team behind *Lakeside Murders*, Finland's most streamed and internationally successful drama series.



MARIA VAARNO

An impulsive marketing start-up entrepreneur

Maria thinks she has a unique idea for a facial recognition marketing software, but she needs a significant investment to turn her vision into reality. Things begin to sour when she loses one of her most important clients who publicly shot down Maria's idea. The worst thing, however, is that Maria had "borrowed" some money from her spouse to cover the company's expenses. She's neck deep in trouble.



OONA STORMAN

A skilled but standoffish lawyer

A strategic thinker with a keen analytical mind, Oona is good at problem solving. Oona has a wife and two children, but she immerses herself in work. If only it were not for her colleague Elias who repeatedly takes credit for all of Oona's achievements, she would have already been promoted. However, the feeling of power she gets from the successful drug deals just might be the boost her confidence has needed all along...



MAX MOSER

The boisterous owner of an ailing workwear company

Once a fiddler, always a fiddler, Max will sell seconds at best quality prices whenever possible, especially to construction businesses. Max is still the same shameless opportunist she was back in school with only one thing on her mind – money. The problem is that she is so much better at spending it than making it. Men are disposable to her.





JENNA KORPIMAA

A successful cyber security developer

Jenna is a devoted wife and mother who, according to the others, was a real girl scout back in school. She eventually agrees to join the gang only because Oona also said yes, but her programming skills might not help her adopt the code of the streets.



ROBIN OTS

A ridiculously handsome Casanova who is up for anything to shake off the suburbs of Tallinn. Most of the time, at the expense of rich and gullible women.

A man with a beard and short hair is shown from the chest up, looking upwards and to the left. He is wearing a dark, collared shirt. The background is dark with a grid of glowing yellow lines, suggesting a futuristic or industrial setting. The lighting is dramatic, with strong highlights on his face and neck.

ARI KAARNA

Ari – a dirty cop who has decided to help both society and himself by signing cooperation agreements with suitable parties.

EPISODE SUMMARY

EPISODE 1: FROM BAD TO WORSE

Maria's "startup idea of the century" gets shot down at a big investor event. Besides publicly embarrassing herself, Maria has invested her own, her company's and even her husband's money in the idea. She's pissed.

At the same time, shabby entrepreneur Max retires after a long work week to get drunk and ends up at the biker gang clubhouse with a cocaine pipe up her nose. She wakes up realizing that she's agreed to buy 60k worth of cannabis from the president of the club, Stefu. The problem is that Max doesn't have a cent, only debts.

Both women are in trouble of a lifetime and accidentally hit the same bar. Being old friends, they and two other girls used to deal Russian marlboro to the kids in their middle school, getting a nickname "The Company". Maria and Max figure out how to fix the situation - they reunite the old group, borrow money to buy the drugs and pay off their debts with the profits. They manage to persuade Oona, a cold-blooded lawyer and Jenna, a software business entrepreneur, to lend the money: but with a condition that the resale takes place anonymously on the dark web's *Silk Road*, using untraceable Bitcoin as currency.

The sales tactic proves to be a success and the load is sold in no time in small branded bags, which are marketed like Coca-Cola. Greed for profit increases and women decide to buy more. This time, the meeting at Stefu's club doesn't go as planned and the episode ends with Stefu holding a knife to Maria's throat.



EPISODE SUMMARY

EPISODE 2: ALL BETS ARE OFF

Stefu decides to keep all of the women's profits, strips them to their underwear and sends them home barefoot. The four are about to give up when Oona notices that the Bitcoin rate has skyrocketed and continues to rise. Had they not cashed out almost all of their winnings, they would've made a small fortune.

Despite Jesse's protesting, the group decides to take a risk and arrange another drug deal, a bigger one this time. Max has connections in Russia and they go to St. Petersburg to meet Bratva member Alexis Mogilevits, who likes the business idea but wants to get to know them better. He flies everyone to Siberia for a hunting trip. Negotiations in Russia are headed for a disaster when Max decides to lie about having been in the industry for a long time, to appear more reliable.

Alexis' second-in-command, Juri, who is in charge of operations in Finland, is ready to get rid of the group, but Maria and Oona convince Alexis with their vision of marketing the Silk Road and handling all the money laundering through an online casino, operating with bitcoins. Juri doesn't care about his boss' opinion and tries to take matters into his own hands, only ending up getting shot at the dinner table.

Alexis trusts the entire Finnish drug trade in the hands of these women. Meanwhile, Ari Kaarna, the corrupt leader of the police drug squad, being deeply involved in the business himself, picks up a *Company*-labeled bag of hash from the floor and makes a decision to get rid of the annoying competition.



EPISODE SUMMARY

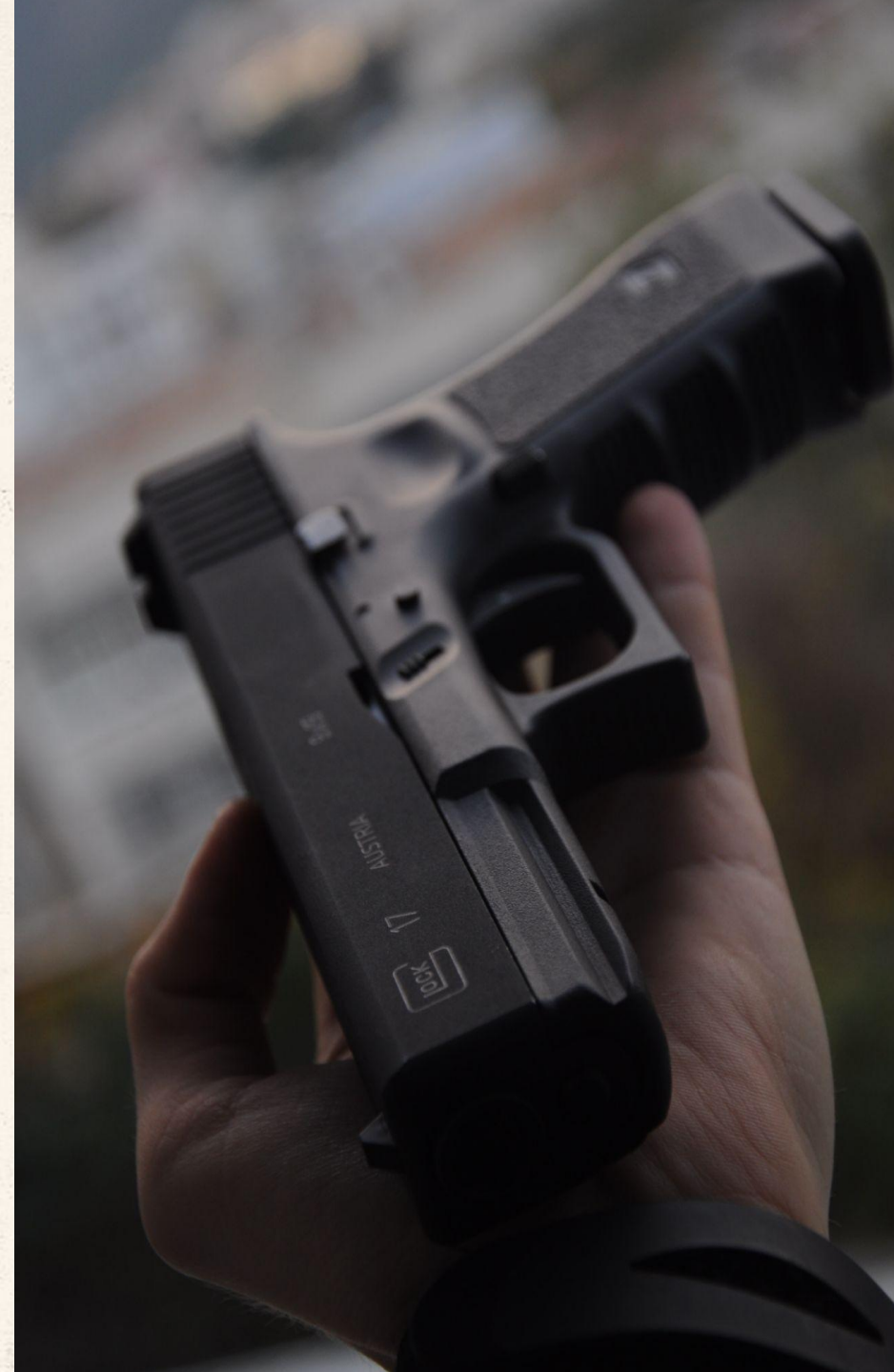
EPISODE 3: IF YOU WANT A FRIEND, GET A DOG

Over the next year, money keeps pouring in. An exceptional sales system in the dark web guarantees income, but the real moneymaker is the huge increase in bitcoin value, which multiplies the profits. The four become richer than they could have ever imagined.

Money also brings problems. Max gets hooked on drugs and Maria's marriage comes to a dead-end. She finds herself having an affair with a hot Estonian playboy, Robin. Together they take a holiday in Spain. Oona invests everything in growth and plans a new business idea – she intends to solve the biggest challenge of the criminal world and design a telephone software, KrypTed, which ensures that the police won't be able to listen or intercept messages. For that, she buys a large software company. Jenna, on the other hand, would just like her old life back.

The four get into arguments. Max spends everyone's money on drugs, partying and paid escorts, while Maria focuses on playing two men at the same time. Oona is making huge investments in the phone business and even takes a loan. At the same time, Ari creeps closer and the authorities are right behind them. Max gets a hint of this, but she doesn't have time to tell her friends as Stefu catches her – the president of the biker gang has realized how geniously the women are running their business and he plans to force Max to spill the group's secrets.

Suddenly, the Bitcoin rate collapses to zero and the four lose all their money. Russians have also invested in Bitcoin, following Oona's advice, and the news is not well received by them. The four women find themselves being in debt for 10 million.



EPISODE SUMMARY

EPISODE 4: A RECIPE FOR DISASTER

Everything has gone haywire. The money has disappeared and the group owes to everyone. At the same time, the “*Company Scheme*” is all over news and the heat is on. Stefu has squeezed out everything he needs from Max and is now demanding ransom for her life. The money is paid with what is left of their cash and Max is released. During her imprisonment, however, Max has learned something useful – Ari Kaarna, the head of the drug force, and Stefu are working together.

A preposterous plan is born that might just save the four women from trouble. At the same time the Russians are waiting for their money, and finally get fed up and decide to act.

Jenna is killed in front of her friends. The debt grows and the schedule gets even tighter.

All hope is gone, Max falls back into binge-drinking and Maria is tangled in her relationship mess. At the same time, it becomes clear that Robin, the young Estonian Casanova, is not quite what he claims to be – Robin is in debt all over, for example to the bikers, and Stefu blackmails him for information about the women’s movements. However, Oona is not going to concede. She decides to turn the tables for her own advantage.

The episode ends when Oona knocks on the door of a rival motorcycle club.



EPISODE SUMMARY

EPISODE 5: THE PLAN

Maria and Oona force themselves to act while Max continues drinking herself to death.

The plan is to frame Ari Kaarna guilty of his actual crimes and to negotiate a payment plan with the Russians until bitcoin rises again and they get out of their debts - although some leverage is needed when associating with the Russians. Oona arranges a large cocaine deal with a rival biker club, but she's got something else in mind besides money - they need new friends.

Kaarna thinks he's on the verge of victory, and doesn't know that his name is currently being dropped in places where it shouldn't be. He doesn't have enough evidence to arrest the women, so he sets a trap at the train station by hiding amphetamine in a locker there and gets Stefu to make a deal with the trio.

At this point, Robin, who knows about the set up, chooses his side and makes sure that Maria doesn't go to the station, but sends Max there instead. Max is already about to have a breakdown and she ends up getting arrested in a detention jail (and eventually in prison for years).

At the same time, it turns out that Maria is pregnant and expecting her ex-husband's child. Maria and Oona go to meet the Russians on the ice at Eira shore. They are supposed to bring 10 million, but arrive empty handed. Alexis orders the women to be executed, but suddenly shots are fired behind the Russians.



EPISODE SUMMARY

EPISODE 6: ENDGAME

Oona has made a deal with the motorcycle club and they have surrounded the Russians on the ice, to prevent them from killing Oona and Maria so that they have time to propose a solution. Oona has an idea that would benefit everyone.

They have staged Ari Kaarna guilty of his crimes and it's only a matter of time when the biggest corruption scandal in Finnish history is revealed and the media circus will begin. Along with Kaarna, Stefu and his club will also fall. This creates a chance to take over the Finnish market - Alexis and the Russians get the majority of it if they agree to extend the payment time and lend a few millions that could be used to get KrypTed started. In return, Alexis gets a stake in the company.

Alexis refuses, things escalate and all the Russians get killed. Maria and Oona escape - only to find out that Max has exposed their plan to Kaarna while being arrested, and Stefu is waiting for them in the hideout.



THE DISOBEDIENT

Oona won't surrender and shoots Stefu and her completely innocent, bystander sister, who is waiting in the car. Maria is shocked but it's already too late. They must flee the country.

Maria goes to her house where Robin is waiting; he wants to leave with her and she agrees, but says that she's pregnant with her ex-husband's child and plans to return to him as soon as possible. This doesn't sit well with Robin, who has just chosen sides and staked everything on Maria. Robin slips an abortion pill into Maria's drink, and she miscarries on a plane to Spain.

Three years later, Maria and Robin have a child. The price of Bitcoin is sky-high and the women have made a huge success from their phone business, even though their friendship is ruined in the process.

Maria can't forgive Oona for shooting Stefu's sister, and Oona feels that Maria is standing in her way, slowing her down.

Max is released from prison. She's resentful for the success of her friends – at the expense of her prison sentence – and is ready to rat them out and sacrifice everything to settle the score.



REVIEWS

"WARNING, THIS BOOK WILL GET YOU HOOKED." EPISODE

"THE END RESULT IS VERY ENTERTAINING! EVEN MORE INTERESTING THAN THE CRIMES AND THE PLOT IS KESKITALO'S VIEW OF POWER AND MONEY.", KAUPPALEHTI

"JOONA KESKITALO'S NARRATIVE STYLE IS LAKIN TO INTERNATIONAL ACTION MOVIES." COMPANY

"THE SENSATIONAL THE DISOBEDIENT REVISES CRIME LITERATURE FOR THE 2020S." KU

Keskitalo's modern style is receiving praises: Storytel's best reviews of all time, Audio Awards finalist, the massive sales of printed books.

Future sequels are subject to exceptionally high expectations, accelerated by the international tv series.

ILKKAS' CREATIVE STUDIO

Ilkkas' Creative Studio ICS is here to create stories with impact and inspiration.

We believe in good stories, cooperation, and international creative teams. Our vision is to work with an international network model to produce a handful of high-level stories to screen yearly.

The company was founded by two Ilkkas in the fall of 2022. They each have 20+ years of experience managing various media companies and productions in Finland and globally.

The ICS logo consists of the letters 'ICS' in a large, white, serif font, centered within a white square border. Below the letters is a thin white horizontal line, and underneath that, the words 'ILKKAS' CREATIVE STUDIO' are written in a smaller, white, sans-serif font.

ICS

ILKKAS'
CREATIVE STUDIO

