

# MARKETS & NETWORKS 2012

MARKET, CO-PRODUCTION, PROMOTIONAL  
& ONLINE ACTIVITIES FOR PROFESSIONALS



# Events and activities: who does what

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	Feature Films	Short Films	Documentaries	Animation & Young Audience	Online Services	Cross-Media
17	3D Film Mart	■				
18	Agora Film Market & Crossroads Co-production Forum	■				
19	Baltic Event	■				
39	Baltic Sea Documentary Forum		■	■		
20	Berlinale Co-Production Market	■				
21	The Business Street	■				
55	Cartoon Forum			■		
56	Cartoon Movie			■		
62	Chaka Pro				■	
63	Cinando	■	■		■	■
57	Cinekid for Professionals	■	■	■		■
22	CineMart	■				■
64	cineuropa.org	■	■	■	■	
23	Connecting Cottbus	■		■		
40	CPH:FORUM + CPH:MARKET	■				
41	Doc Outlook		■			
42	DoesBarcelona - International Documentary Film Festival + Pitching Forum		■			
43	DOK Leipzig: DOK Industry Programme	■	■	■		■
44	East Doc Platform	■			■	
45	East Silver		■		■	
46	EDN Workshops Southern Europe		■			
70	Europa Cinemas	■	■	■		
71	Europa Distribution Workshops	■	■	■	■	
24	European Film Awards	■	■	■		
36	European Short Pitch		■			
25	The Film London Production Finance Market	■	■	■		
65	Film New Europe		■	■	■	
72	Film Sales Support	■		■	■	
52	the forum for international co-financing of documentaries		■			■
26	Galway Film Fair	■	■	■		
47	Good Pitch Europe		■			
27	Holland Film Meeting	■				
28	The Industry Club	■				
73	Industry Screenings in the USA	■	■	■		
	European Platform at the Busan IFF					
	Umbrella Offices at markets and festivals					
29	Les Arcs European Film Festival - Arc 1950 Coproduction Village	■	■	■		■
30	Locarno Industry Days	■				
58	Marché international du Film d'Animation (MIFA)			■		
78	MEDIA Stands at European Film Market and Marché du Film, Cannes	■	■	■		
79	MEDIA Stands at MIPTV and MIPCOM	■	■	■		■
48	MEDIMED 2012		■			■
49	MeetMarket		■			■
31	New Cinema Network	■		■		
32	New Nordic Films	■		■		
50	Nordisk Panorama		■	■		
66	OLFFI	■			■	
60	The Pixel Market	■	■	■	■	■
67	Pro2film	■	■	■	■	
74	Producers on the Move	■	■	■		
68	reelisor (Documentary Networking Platform)		■		■	
75	Shooting Stars	■				
37	Short Film Market		■			
33	Sofia Meetings	■	■			
51	Sunny Side of the Doc		■			■
53	Thessaloniki International Doc Market		■			
34	TorinoFilmLab Meeting Event	■		■		
76	Variety's Ten European Filmmakers to Watch	■	■	■		

■ Predominant category ■ Other categories

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PUBLISHED IN MAY 2012

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**Note:** Every effort is made to ensure the accuracy of this publication, but dates and locations change, and we only have space for limited information. Please check the websites of the Markets for full and up-to-date detail.

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# Foreword

**The MEDIA Programme invests some EUR 10 million annually in the development of a coordinated framework of regional and international events markets, online tools and promotional events covering feature films, documentaries, shorts, animated films and cross-media activities.**

MEDIA co-finances almost all **major international audiovisual markets** in Europe and is also present at Cannes (Marché du Film), MIPTV, MIPCOM and Berlin (European Film Market) via **its own stands**. In parallel, MEDIA supports the development of a network of more than **50 European regional, national or thematic markets** or events which aim to increase the visibility, financing and sales of European audiovisual works. As a complement, MEDIA co-finances as well the development and linking of **online tools, databases and portals aimed at professionals**. Finally, MEDIA also supports pan-European organisations, such as EFP (European Film Promotion) and Europa Cinemas in their initiatives to **promote European films and companies outside Europe**.

Our support for markets and promotion makes it easier for professionals to meet, exchange ideas, learn and network – both virtually and face-to-face, two approaches that we regard as complementary. Improving the **access to other markets** for European industry is important for competitiveness, not just in terms of the economic benefits, but also for partnerships and to offer professionals a broader range of experience.

Although they differ in terms of positioning, targets and size, these initiatives – which are all listed in this guide – have been selected by MEDIA because they:

- have proven their quality and their professionalism;
- are truly international/European as regards the selection of projects/works or participants;
- are at the service of the industry and have great impact on a better circulation and promotion of European audiovisual works in and beyond Europe;
- strive for even more diversity in content and talent, and encourage business-to-business exchanges

These “market” initiatives are part of a **broad spectrum of support** from the MEDIA Programme for virtually every stage of the life cycle of an audiovisual product. Taken together, the MEDIA Programme’s initiatives constitute a **structured approach** to enabling a major economic sector contribute to the broader EU objectives of providing quality and sustainable jobs and growth in a dynamic knowledge economy equipped to operate in a globalised world.

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The main purpose of this guide is to be helpful to European audiovisual industry professionals in identifying and using market activities at their disposal. This guide is one of a series: the Training & Networks guide presenting more than 60 MEDIA-funded continuous training courses, the guide to initial training consortia of university and film schools, which presents the courses run by 14 consortia co-funded by MEDIA, a guide to 35 initiatives supported by MEDIA Mundus, and a guide to the 100 Festivals which receive MEDIA support .

**Constantin DASKALAKIS**

Head of the MEDIA Unit  
Education, Audiovisual and Culture Executive  
Agency (EACEA)







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# Introduction

This handbook is intended to help professionals to find, in one convenient format, information on events the MEDIA Programme supports and where filmmakers, producers, directors, distributors and sales agents can get together under one roof to exchange ideas and, above all, get their projects off the ground and into the commercial marketplace.

This guide is set out in broad categories – Feature Films, Short Films, Documentaries, Animation & Young Audience, Cross-Media, Online Services, Pan-European Organisations and MEDIA stands. Many events, of course, have a predominant theme, but some also cover other categories. The categories are sometimes necessarily arbitrary. Clearly there are feature films which could be in the animation category and vice-versa. Cross-media projects can straddle a number of categories. Consequently, in this first section we have also provided a table for cross-referencing the options – and a map of the MEDIA Programme countries, showing the physical location of those MEDIA-supported markets and forums which take place in Europe, and a calendar.

One of the MEDIA Programme's key objectives, however, is for European films to circulate not just within Europe, but beyond, and also for European filmmakers to build networks beyond Europe's borders. A number of the events listed fulfil that goal, in particular by promoting European cinema at renowned festivals and markets in virtually every continent. The internet sites and online databases are another way in which the MEDIA Programme reaches out worldwide.

Each entry in the main part of this handbook provides a description of the event, forum, or marketplace (including some which are virtual) and some basic information on what type of projects and productions will be found there and on the requirements for inclusion. This is not comprehensive and not intended as a substitute for going to the website, or contacting the person listed for full information. Where the dates for 2013 are already known, these have been included as a service. They are not an indication that the project or event will necessarily have MEDIA support in 2013.

We have also included detail of the MEDIA Programme's own so-called Umbrella Stands at major international markets. This includes the two largest European audiovisual markets, MIPCOM and MIPTV in Cannes, and Europe's two most important film markets, the Marché du Film/Festival du Film in Cannes, and the European Film Market/Berlinale in Berlin. Stand participants enjoy reduced rates for attending these markets and at the same time receive added-value from a range of services available on these stands.

## FOR MORE INFORMATION

on the MEDIA market initiatives and other funding opportunities, please visit our MEDIA website

[ec.europa.eu/media](http://ec.europa.eu/media)

or contact your local MEDIA Desk or Antenna (p. 71) or e-mail us:

[eacea-media-markets@ec.europa.eu](mailto:eacea-media-markets@ec.europa.eu)



# How MEDIA supports the audiovisual industry

The MEDIA Programme supports companies for the development, distribution and promotion of projects and audiovisual works.

## TRAINING

MEDIA provides international professional training opportunities by co-financing over 60 courses in script and project development; management, legal and finance issues; marketing and distribution; new media and new technology; animation; and documentaries. MEDIA also supports networking of film schools and universities to enhance the link with the industry, and increase student and teacher mobility in Europe.

## DEVELOPMENT FUNDING

MEDIA supports independent European production companies in the development of animation, creative documentaries or fiction projects intended for European and international TV and theatrical markets. Support is provided for single projects or a slate of three to five projects. Similar support is available for interactive works developed specifically to complement an audiovisual project.

## ACCESS TO FINANCE

"i2i Audiovisual" facilitates access to financing from banks and other financial institutions by subsidising part of the production-related financial costs, such as insurance, financial interest and completion bonds.

## MEDIA PRODUCTION GUARANTEE FUND

This fund facilitates access to private sources of financing for film producers by guaranteeing part of their bank loans. The scheme is implemented by the Institut pour le Financement du Cinéma et des Industries Culturelles in France (<http://www.ifcic.eu>) and the Sociedad de Garantía recíproca para el Sector Audiovisual in Spain (<http://www.audiovisualsgr.com>).

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### SUPPORT FOR TELEVISION BROADCASTING

This funding encourages independent European audiovisual production companies to produce work (fiction, documentaries or animated films) that involves the participation or cooperation of at least three broadcasters – and preferably more – from several Member States.

### SUPPORT FOR DISTRIBUTION

MEDIA supports the circulation of European audiovisual works across MEDIA Programme countries. Financial backing is available as automatic or selective support for distributors, automatic support for sales agents, support for Video on Demand and Digital Cinema Distribution (VOD-DCD), and support to cinemas through the Europa Cinemas network.

### PILOT PROJECTS

Pilot projects ensure that the latest developments on the information and communication technology markets are introduced and taken up by the players of the European audiovisual sector.

### MARKET ACCESS

MEDIA supports most major markets and co-production forums in Europe in order to foster the greatest possible diversity and quality of projects and works, as well as the mobility of professionals. MEDIA also provides an umbrella stand, advisory and logistic services for European professionals at the European Film Market (Berlin), MIPTV, MIPCOM and the Marché du Film at the Festival de Cannes ([www.media-stands.eu](http://www.media-stands.eu)).

### FESTIVALS

Every year the MEDIA programme supports nearly one hundred festivals in Europe notable for their particularly rich and varied programme of European films, their efforts to engage with the general public and their activities involving professionals in large numbers.

### MEDIA MUNDUS

Launched in 2011, the MEDIA Mundus programme is a broad international cooperation programme for the audiovisual industry to strengthen cultural and commercial relations between Europe's film industry and filmmakers from other countries. The EU is providing EUR 5 million of funding per year from 2011 to 2013 for projects submitted by audiovisual professionals from Europe in cooperation with their counterparts from the rest of the world.

MEDIA Mundus finances training, networking and market events for professionals and encourages distribution and circulation of European and international films.

[http://ec.europa.eu/culture/media/mundus/funding/index\\_en.htm](http://ec.europa.eu/culture/media/mundus/funding/index_en.htm)

# Where to find the markets & activities



- |                        |                              |                            |                     |
|------------------------|------------------------------|----------------------------|---------------------|
| <b>BE</b> Liège        | <b>DK</b> Copenhagen         | <b>FR</b> Anney            | <b>LV</b> Riga      |
| <b>BG</b> Sofia        | <b>EE</b> Tallinn            | <b>FR</b> Cannes           | <b>MT</b> Valletta  |
| <b>CH</b> Locarno      | <b>EL</b> Thessaloniki       | <b>FR</b> Clermont-Ferrand | <b>NL</b> Amsterdam |
| <b>FR</b> Nyon         | <b>ES</b> Barcelona          | <b>FR</b> La Rochelle      | <b>FR</b> Rotterdam |
| <b>CZ</b> Prague       | <b>ES</b> San Sebastian      | <b>FR</b> Les Arcs         | <b>FR</b> Utrecht   |
| <b>CZ</b> Jihlava      | <b>ES</b> Sitges (Barcelona) | <b>FR</b> Lyons            | <b>NO</b> Haugesund |
| <b>CZ</b> Karlovy Vary | <b>FI</b> Oulu               | <b>FR</b> Toulouse         | <b>PT</b> Lisbon    |
| <b>DE</b> Berlin       |                              | <b>IE</b> Galway           | <b>SV</b> Maribor   |
| <b>DE</b> Cottbus      |                              | <b>IT</b> Rome             | <b>UK</b> London    |
| <b>DE</b> Leipzig      |                              | <b>IT</b> Turin            | <b>UK</b> Sheffield |
|                        |                              | <b>LU</b> Luxembourg       |                     |

**NOTE:** Only events & activities in MEDIA Programme countries are shown, but this publication also includes online services and worldwide activities.

# Calendar of the markets & activities

JANUARY 2012 > MID-DECEMBER 2013

PAGE **2012**

36	Jan. 3-8	<b>European Short Pitch</b>	Nisi Masa	LU LUXEMBOURG
72	Jan. 19-29	<b>Film Sales Support, Sundance Festival</b>	European Film Promotion	US SALT LAKE CITY
22	Jan. 28-Feb. 1	<b>CineMart</b>	International Film Festival Rotterdam	NL ROTTERDAM
37	Jan. 28-Feb. 3	<b>Short Film Market</b>	Sauve qui Peut le Court Metrage	FR CLERMONT-FERRAND
42	Jan. 31-Feb. 5	<b>DocsBarcelona - International Documentary Film Festival + Pitching Forum</b>	Parallel 40	ES BARCELONA
78	Feb. 9-17	<b>MEDIA Stand at European Film Market</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	DE BERLIN
75	Feb. 11-13	<b>Shooting Stars</b>	European Film Promotion	DE BERLIN
20	Feb. 12-14	<b>Berlinale Co-Production Market</b>	Berlin International Film Festival (Berlinale)	DE BERLIN
36	March 1-4	<b>European Short Pitch</b>	Nisi Masa	SI MARIBOR
73	March 2-8	<b>Umbrella Booth, Guadalajara</b>	European Film Promotion	MX GUADALAJARA
72	March 2-10	<b>Film Sales Support</b>	European Film Promotion	MX GUADALAJARA
44	March 5-11	<b>East Doc Platform</b>	Institute of Documentary Film (IDF)	CZ PRAGUE
45	March 6-11	<b>East Silver</b>	Institute of Documentary Film (IDF)	CZ PRAGUE
53	March 12-17	<b>Thessaloniki International Doc Market</b>	Thessaloniki Film Festival	EL THESSALONIKI
46	March 14-18	<b>EDN Workshops Southern Europe</b>	European Documentary Network (EDN)	EL THESSALONIKI
33	March 15-18	<b>Sofia Meetings</b>	Art Fest Ltd.	BG SOFIA
71	March	<b>Europa Distribution Workshops</b>	Europa Distribution	BG SOFIA
73	March 19-22	<b>Umbrella Booth, Filmart</b>	European Film Promotion	CN HONG KONG
72	March 19-22	<b>Film Sales Support</b>	European Film Promotion	CN HONG KONG
79	April 1-4	<b>MEDIA Stand at MIPTV</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	FR CANNES
41	April 20-27	<b>Doc Outlook</b>	Visions du Réel	CH NYON
78	May 16-25	<b>MEDIA Stand at Marché du Film</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	FR CANNES
74	May 19-22	<b>Producers on the Move</b>	European Film Promotion	FR CANNES
58	June 6-8	<b>Marché international du Film d'Animation (MIFA)</b>	CITIA	FR ANNECY
71	June 2012	<b>Europa Distribution Workshops</b>	Europa Distribution	FR ANNECY
49	June 13-17	<b>MeetMarket</b>	International Documentary Festival Sheffield (Sheffield Doc/Fest)	UK SHEFFIELD
72	June 16-24	<b>Film Sales Support</b>	European Film Promotion	CN SHANGHAI
47	June 25-26	<b>Good Pitch Europe</b>	BRITDOC Foundation	UK LONDON

**NOTE:** This calendar is based on information available in May 2012, when some dates were still to be confirmed.

The inclusion of dates in 2013 as a service to the reader should not be taken as a guarantee that the event will receive MEDIA co-funding in 2013.

73	June 25-26	<b>Industry Screenings in the USA</b>	European Film Promotion	US NEW YORK
51	June 26-29	<b>Sunny Side of the Doc</b>	Doc Services	FR LA ROCHELLE
76	June 30-July 2	<b>Variety's Ten European Filmmakers to Watch</b>	European Film Promotion	CZ KARLOVY VARY
26	July 12-15	<b>Galway Film Fair</b>	Galway Film Fleadh	IE GALWAY
30	Aug. 3-7	<b>Locarno Industry Days</b>	Locarno International Film Festival	CH LOCARNO
71	Aug.	<b>Europa Distribution Workshops</b>	Europa Distribution	CH LOCARNO
32	Aug. 15	<b>New Nordic Films</b>	The Norwegian International Film Festival in Haugesund	NO HAUGESUND
39	Sept. 5-9	<b>Baltic Sea Documentary Forum</b>	National Film Centre of Latvia	LV RIGA
72	Sept. 6-16	<b>Film Sales Support</b>	European Film Promotion	CA TORONTO
55	Sept. 11-14	<b>Cartoon Forum</b>	CARTOON - European Association of Animation Film	FR TOULOUSE
50	Sept. 21-26	<b>Nordisk Panorama</b>	Filmkontakt Nord	FI OULU
28	Sept. 21-29	<b>The Industry Club</b>	San Sebastian International Film Festival	ES SAN SEBASTIAN
71	Sept.	<b>Europa Distribution Workshops</b>	Europa Distribution	ES SAN SEBASTIAN
27	Sept. 27-Oct. 1	<b>Holland Film Meeting</b>	Netherlands Film Festival	NL UTRECHT
73	Oct. 8-11	<b>Umbrella Booth, Asian Film Market</b>	European Film Promotion	KR BUSAN
72	Oct. 8-11	<b>Film Sales Support</b>	European Film Promotion	KR BUSAN
79	Oct. 8-11	<b>MEDIA Stands MIPCOM</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	FR CANNES
48	Oct. 12-14	<b>MEDIMED 2012</b>	International Association of Independent Mediterranean Producers (APIMED)	ES SITGES (BARCELONA)
25	Oct. 16-18	<b>The Film London Production Finance Market</b>	Film London	UK LONDON
46	Oct. 16-20	<b>EDN Workshops Southern Europe</b>	European Documentary Network (EDN)	PT LISBON
71	Oct.	<b>Europa Distribution Workshops</b>	Europa Distribution	FR LYONS
57	Oct. 23-26	<b>Cinekid for Professionals</b>	Cinekid Foundation	NL AMSTERDAM
45	Oct. 23-28	<b>East Silver</b>	Institute of Documentary Film (IDF)	CZ JIHLAVA
43	Oct. 28-Nov. 4	<b>DOK Leipzig: DOK Industry Programme</b>	Leipziger Dok-Filmwochen GmbH	DE LEIPZIG
73	Oct. 31-Nov. 7	<b>Umbrella Booth, American Film Market</b>	European Film Promotion	US LOS ANGELES
72	Oct. 31-Nov. 7	<b>Film Sales Support</b>	European Film Promotion	US LOS ANGELES
18	Nov. 3-10	<b>Agora Film Market &amp; Crossroads Co-production Forum</b>	Thessaloniki Film Festival	EL THESSALONIKI
40	Nov. 7-9	<b>CPH:FORUM + CPH:MARKET</b>	CPH:DOX/Fonden de Københavnske Filmfestivaler	DK COPENHAGEN
22	Nov. 8-9	<b>Connecting Cottbus</b>	FilmFestival Cottbus GmbH	DE COTTBUS
29	Nov. 13-17	<b>New Cinema Network</b>	Fondazione Cinema per Roma	IT ROME
32	Nov. 13-17	<b>The Business Street</b>	Fondazione Cinema per Roma	IT ROME
52	Nov. 16-23	<b>the forum for international co-financing of documentaries</b>	International Documentary Film Festival Amsterdam (IDFA)	NL AMSTERDAM
73	Nov.	<b>Industry Screenings in the USA</b>	European Film Promotion	US LOS ANGELES
34	Nov. 25-27	<b>TorinoFilmLab Meeting Event</b>	Museo Nazionale del Cinema – Fondazione Maria Adriana Prolo	IT TURIN
19	Nov. 26-28	<b>Baltic Event</b>	MTÜ BE	EE TALLINN
24	Nov. 30-Dec. 2	<b>European Film Awards</b>	European Film Academy e. V.	MT VALLETTA
17	Dec. 4-5	<b>3D Film Mart</b>	TWIST	BE LIÈGE
27	Dec. 15-18	<b>Les Arcs European Film Festival - Arc 1950 Coproduction Village</b>	Revelations Culturelles	FR LES ARCS
71	Dec.	<b>Europa Distribution Workshops</b>	Europa Distribution	FR LES ARCS

36	Jan.	<b>European Short Pitch</b>	Nisi Masa	HR ZAGREB (TBC)
22	Jan. 27-30	<b>CineMart</b>	International Film Festival Rotterdam	NL ROTTERDAM
42	Jan. 29-Feb. 3	<b>DocsBarcelona - International Documentary Film Festival + Pitching Forum</b>	Parallel 40	ES BARCELONA
37	Feb. 2-8	<b>Short Film Market</b>	Sauve qui Peut le Court Metrage	FR CLERMONT-FERRAND
78	Feb. 7-15	<b>MEDIA Stand at European Film Market</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	DE BERLIN
20	Feb. 10-13	<b>Berlinale Co-Production Market</b>	Berlin International Film Festival (Berlinale)	DE BERLIN
44	March 4-10	<b>East Doc Platform</b>	Institute of Documentary Film (IDF)	CZ PRAGUE
45	March 5-10	<b>East Silver</b>	Institute of Documentary Film (IDF)	CZ PRAGUE
56	March 6-8	<b>Cartoon Movie</b>	CARTOON - European Association of Animation Film	FR LYONS
33	March 14-17	<b>Sofia Meetings</b>	Art Fest Ltd.	BG SOFIA
53	March 25-30	<b>Thessaloniki International Doc Market</b>	Thessaloniki Film Festival	GR THESSALONIKI
41	April 19-26	<b>Doc Outlook</b>	Visions du Réel	CH NYON
79	April	<b>MEDIA Stand at MIPTV</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	FR CANNES
78	May	<b>MEDIA Stand at Marché du Film</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	FR CANNES
49	June 12-16	<b>MeetMarket</b>	International Documentary Festival Sheffield (Sheffield Doc/Fest)	UK SHEFFIELD
26	July 11-14	<b>Galway Film Fair</b>	Galway Film Fleadh	IE GALWAY
39	Sept. 4-8	<b>Baltic Sea Documentary Forum</b>	National Film Centre of Latvia	LV RIGA
55	Sept. 17-20	<b>Cartoon Forum</b>	CARTOON - European Association of Animation Film	FR TOULOUSE
27	Sept. 28-Oct. 2	<b>Holland Film Meeting</b>	Netherlands Film Festival	NL UTRECHT
60	Oct. (tbc)	<b>The Pixel Market</b>	Power to the Pixel	UK LONDON
79	Oct.	<b>MEDIA Stand at MIPCOM</b>	Education, Audiovisual and Culture Executive Agency (EACEA), European Commission	FR CANNES
48	Oct. 11-13	<b>MEDIMED 2012</b>	International Association of Independent Mediterranean Producers (APIMED)	ES SITGES (BARCELONA)
57	Oct. 22-25	<b>Cinekid for Professionals</b>	Cinekid Foundation	NL AMSTERDAM
45	Oct. 22-27	<b>East Silver</b>	Institute of Documentary Film (IDF)	CZ JIHLAVA
43	Oct. 27-Nov. 3	<b>DOK Leipzig: DOK Industry Programme</b>	Leipziger Dok-Filmwochen GmbH	DE LEIPZIG
31	Mid-Nov.	<b>New Cinema Network</b>	Fondazione Cinema per Roma	IT ROME
21	Mid-Nov.	<b>The Business Street</b>	Fondazione Cinema per Roma	IT ROME
52	Nov. 14-25	<b>the forum for international co-financing of documentaries</b>	International Documentary Film Festival Amsterdam (IDFA)	NL AMSTERDAM
24	Dec. 6-Dec. 8	<b>European Film Awards</b>	European Film Academy	DE BERLIN
29	Dec. 14-17	<b>Les Arcs European Film Festival – Arc 1950 Coproduction Village</b>	Révélations Culturelles	FR LES ARCS

# 01

## FEATURE FILMS



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# 3D Film Mart

## TWIST

FEATURE FILMS, 3D

The 3D Film Mart is a co-production market designed to bring 3D film producers together with potential co-producers, financiers, sales agents, and distributors from across Europe and around the world.

The Mart consists of two days of product showcasing, project pitching and licensing activities in Liège.

To be held as part of the international 3D Stereo Film and Technology Festival and after a successful first edition, the 3D Film Mart is in its second year in 2012 and continues to establish itself in the industry by being the first European co-production market dedicated to 3D content.

### TWIST

Rue de Mulhouse 36  
4020 Liège – BE  
T +32 4 349 12 49

Pierre Collin  
p.collin@twist-cluster.com

### DATES & LOCATION

December 4-5, 2012  
Liège, BE

[www.3dstereomedia.eu](http://www.3dstereomedia.eu)



# Agora Film Market & Crossroads Co-production Forum

## Thessaloniki Film Festival

FEATURE FILMS

The Agora Film Market and the Crossroads Co-Production Forum are initiatives of the Thessaloniki International Film Festival. Created independently in 2005, the two events now cooperate with each other with common participants and activities. Thessaloniki, the strategically placed 'Balkan capital of cinema', offers an ideal location.

Crossroads is a four-day co-production forum which selects projects in advanced stages of development and presents them to buyers and decision makers. Its goal is to support mainly the producers of fiction films that contain a link to the Mediterranean, Balkan and southeastern European regions.

The Agora is an eight-day boutique industry event offering networking and trade opportunities, focusing mainly on the film industries of the Balkans, the Mediterranean and southeastern Europe, and providing market support to buyers and sellers. The Agora includes all the film titles participating in the Thessaloniki International Film Festival, and more.

In 2011, more than 650 industry professionals attended the two events; 259 films were shown from 51 countries - 79.5% produced or co-produced by European countries, 25 from MEDIA/European countries, and 26 from other European and non-European countries.

### Thessaloniki Film Festival

7 Dionysiou Areopagitou str.  
11742 Athens – EL  
T +30 210 870 6000

Eleni Rammou  
rammou@filmfestival.gr

Yianna Sarri  
sarri@filmfestival.gr

Angeliki Vergou  
vergou@filmfestival.gr

### DATES & LOCATION

November 3-10, 2012  
Thessaloniki, EL

[www.filmfestival.gr](http://www.filmfestival.gr)



**CROSSROADS**  
CO-PRODUCTION FORUM

# Baltic Event

## MTÜ BE

FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

The objective of the Baltic Event is to raise international awareness and generate interest in feature film projects from the Baltics, Central and Eastern European countries, Russia and Scandinavia, to help finance and distribute the films, to promote projects and producers, and to build a network for further co-productions.

In 2012, the Baltic Event is continuing its established and proven format of a co-production market, a script workshop, presentation of the latest Baltic productions, screenings and an industry day.

The Co-Production Market presents 12 feature films in development from the Baltics, Scandinavia, central and eastern Europe, Russia and Ukraine; the POWR Baltic Stories Exchange workshop features eight scriptwriters with feature film scripts from the Baltic and Nordic countries; the Coming Soon section presents the latest productions from the Baltic countries to sales agents, distributors and festival selectors; the Screenings section introduces completed projects from Estonia, Latvia, Lithuania, and Finland; the Industry Day includes panels, training sessions and roundtables on current issues for the regional film industry.

### MTÜ BE

Nurme 45  
11616 Tallinn – EE  
T +372 677 6363

Riina Sildos  
Eda Koppel  
balticevent@poff.ee

DATES & LOCATION  
November 26-28, 2012  
Tallinn, EE

### REQUIREMENTS

Baltic Event Co-Production Market:

- full-length feature film project in development stage;
- suitable for an international co-production;
- completed screenplay in English;
- national support in place.

### APPLICATION DEADLINE

September 15, 2012

[www.be.poff.ee](http://www.be.poff.ee)

**BALTIC**  **EVENT**

# Berlinale Co-Production Market

## Berlin International Film Festival (Berlinale)

## FEATURE FILMS

The Berlinale Co-Production Market team each autumn selects around 35 projects to be presented at the Co-Production Market the following February. The Market runs in parallel to the Berlin International Film Festival and is attended by around 450 international industry professionals (producers, financiers, sales agents, distributors, broadcasters, funders).

Based on the participants' meeting requests, the market sets up a schedule of 30-minute one-on-one meetings in advance not just on the basis of the times that suit but also taking into account which partners could be a likely good fit for each project.

In the additional Company Matching programme, participants can request meetings with selected, highly experienced production companies. These are not project-centred, but provide opportunities to talk about company strategies and business ideas, and to find common ground for potential collaboration and international alliances. In Speed Matching, producers can make new contacts in informal five-minute meetings. At the special Books at Berlinale event producers can acquire novels for literary adaptations directly from selected publishers and agents.

Case Studies, Theme Talks and Country Tables offer up-to-date information and first-hand contacts with experts. The programme of the Berlinale Co-Production Market is planned as

### Berlin International Film Festival (Berlinale)

Potsdamer Str. 5  
10785 Berlin – DE  
T +49 30 25920 517

Sonja Heinen  
coproductionmarket@berlinale.de

### DATES & LOCATION

February 12-14, 2012  
Berlin, DE

February 10-13, 2013  
Berlin, DE

an integral structure – participants can join all segments of the programme, or pick and mix those parts of the programme which are of main interest to them.

### REQUIREMENTS

Feature-length fiction films (for theatrical release) with a full script available in English, with local production support or at least 30% financing in place (budget between approx. EUR 1-1.5 and EUR 20m) and from producers with experience of at least one completed international co-production.

### APPLICATION DEADLINE

October 24, 2012

[www.efm-berlinale.de](http://www.efm-berlinale.de)



# The Business Street

## Fondazione Cinema per Roma

### FEATURE FILMS

**The Business Street is the Rome Film Festival's industry platform dedicated especially to the sale and acquisition of films.**

The main objective is to re-establish a strong European film showcase in autumn. The event encompasses industry screenings, meeting areas, a digital video library, including the films screened in the different sections of the Festival and/or The Business Street, and a back office to help participants on site. Synergies are developed with the New Cinema Network, the co-production forum which runs in parallel.

The event is organised as a forum for exchanges between buyers and sellers, and offers professionals a flexible and informal environment for discussing potential deals.

#### Fondazione Cinema per Roma

Viale Pietro De Coubertin 10  
00136 Rome – IT  
T + 39 06 4040 1921

Francesca Palleschi  
f.palleschi@romacinemafest

#### DATES & LOCATION

November 13-17, 2012  
Rome, IT

Mid-November, 2013  
Rome, IT

#### REQUIREMENTS

First public screening since January 1, 2012; English subtitles; longer than one hour.

Note: films whose content is blatantly pornographic, violent or detrimental to human rights, or which infringe copyright or breach international regulations on the ownership of intellectual property are not eligible.

#### APPLICATION DEADLINE

Mid-October, 2012

[www.romacinemafest.org](http://www.romacinemafest.org)



INTERNATIONAL ROME FILM FESTIVAL

# CineMart

## International Film Festival Rotterdam

FEATURE FILMS, CROSS-MEDIA

CineMart, the international co-production market of the International Film Festival Rotterdam, takes place during the festival. At CineMart, 30 to 35 international feature film projects are presented to a group of approximately 800 to 850 film professionals during one-on-one meetings and numerous networking events as well. A team of matchmakers and consultants makes sure that all the right matches are made.

Besides the presentation of projects at its co-production market, CineMart organises a training workshop and networking opportunity for emerging producers from all over the world, organised in collaboration with numerous international partners. A group of approximately 70 producers from all over the world is invited to Rotterdam for a five-day programme. This includes plenary and more intimate sessions with key members of the international industry on their projects and the potential for obtaining finance.

During the CineMart, The Film Office promotes the interests of all attending filmmakers and industry guests, and aims to stimulate the buying and selling of films in the festival at a more informal level.

### International Film Festival Rotterdam

Karel Doormanstraat 278B,  
3012 GP Postbus 21696  
Rotterdam 3001 AR – NL  
T +31 10 890 9090

Marit van den Elshout  
Jacobine van der Vloed  
Eva de Jong  
finance@filmfestivalrotterdam.com  
cinemart@filmfestivalrotterdam.com

 CineMartRotterdam

### DATES & LOCATION

January 28 -February 1, 2012  
Rotterdam, NL

January 27-30, 2013  
Rotterdam, NL

### REQUIREMENTS

Films that are feature films with theatrical potential, from all parts of the world, in all stages of production, from script to rough cut, for which a complete screenplay will be available during CineMart, which are new or recent and have not yet made the round of all financiers and other festivals and markets, for which there is a potential international market, films with artistic and other special qualities by demonstrable talented filmmakers, which have a producer and a director attached.

### APPLICATION DEADLINE

September 1, 2012

[www.filmfestivalrotterdam.com](http://www.filmfestivalrotterdam.com)



**CINEMART**

# Connecting Cottbus

## FilmFestival Cottbus GmbH

FEATURE FILMS, ANIMATION & YOUNG AUDIENCE

**Connecting Cottbus is a two-day co-production event in the framework of the FilmFestival Cottbus.**

The main objectives are:

- the presentation of projects from Eastern Europe or related to Eastern Europe, which are searching for co-production partners;
- enhancing the network between European professionals engaged in film productions in cooperation with Eastern Europe;
- information and debate on business issues related to co-production with Eastern Europe.

The pitching focuses on feature film projects for theatrical release and/or television. Twelve projects selected by a jury are presented to the professional audience of about 140 guests – international financiers, buyers and experienced producers. The participants in the pitching receive individual coaching on project presentation, while additional workshops introduce the funding systems in Europe, pitching techniques and additional practical know-how on current production, financing and marketing issues. The pitching is followed by individual meetings the next day.

### FilmFestival Cottbus GmbH

Friedrich-Ebert-Straße 18  
03044 Cottbus – DE  
T + 49 30 432 07779

#### Bernd Buder

b.buder@connecting-cottbus.de

#### Martina Bleis

m.bleis@connecting-cottbus.de

#### Dietmar Haiduk

d.haiduk@connecting-cottbus.de

### DATES & LOCATION

November 8-9, 2012  
Cottbus, DE

### REQUIREMENTS

Producers, sales agents, distributors, television commissioning editors, and financiers (e.g. representatives of film funds) can apply without a project. Applications with a project can be made by production companies only. Projects must be suited for the European market. Applications can be made for theatrical features or TV movies, but not for documentaries and shorts.

### APPLICATION DEADLINE

Projects: July 15, 2012

Participants without a project: October 1, 2012

[www.connecting-cottbus.de](http://www.connecting-cottbus.de)

**[co|co] connecting  
cottbus**  
east west co-production market  
at the FilmFestival Cottbus

# European Film Awards

European Film Academy e. V./EFA Productions gGmbH

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

The annual European Film Awards culminate in a ceremony promoting European film culture, its protagonists and new talent. The 40-45 selected films are presented on DVD and/or via VOD to the 2,600 members who participate actively by voting online. In the 20 countries with the most EFA members, these members vote one film directly into the selection. Another 20-25 films are selected by a committee of EFA Board members and invited experts.

The annual European Film Awards aim to:

- promote to the media in Europe and around the world European film culture and in particular the outstanding productions of the past year;
- help European films find audiences outside their countries of origin;
- celebrate the artistic and entertainment qualities of European cinema;
- offer a promotional platform for film professionals and artists from around Europe;
- strengthen the network of European film industry and artists.

**European Film Academy e. V./  
EFA Productions gGmbH**

Kurfürstendamm 225  
10719 Berlin – DE  
T +49 30 887 167

Rainer Pyls  
rpyls@europeanfilmacademy.org  
Marion Döring  
Jürgen Biesinger  
efa@europeanfilmacademy.org  
info@efa-productions.com  
f europeanfilmawards

#### DATES & LOCATION

**November 30-December 2, 2012**  
Valetta, MT

**December 6-December 8, 2013**  
Berlin, DE

#### REQUIREMENTS

- First official screening (festival or cinema) after July 1, 2011.
- The director must have been born in Europe or have a European passport.
- Qualifying criteria are based on the European Convention on Cinematographic Co-production.
- The 40-45 participating films are selected as follows: in the 20 countries with the most EFA members, these members vote one film directly into the Selection. Another 20-25 films are selected by a committee of EFA Board members and invited experts.

[www.europeanfilmawards.eu](http://www.europeanfilmawards.eu)  
[www.europeanfilmacademy.org](http://www.europeanfilmacademy.org)  
[www.efa-productions.com](http://www.efa-productions.com)



# The Film London Production Finance Market

## Film London

FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

**The Production Finance Market is a two-day event aimed at matching selected feature film producers with approved financiers.**

Film London's objective is to stimulate financial and distribution commitment to predominantly EU-initiated audiovisual works, and to lift the level of producer awareness and professionalism about financiers' needs when selecting product intended for circulation across the international marketplace.

The market attracts studios, private equity firms, sales companies, distributors, banks, tax funds, regional and national support bodies, and broadcasters. The market coordinates meetings (lasting up to 25 minutes each) between registered producers and financiers, as well as financier-to-financier meetings.

Other features include a keynote address and producer workshops.

### Film London

Suite 6.10 The Tea Building  
56 Shoreditch High Street  
London E1 6JJ – UK  
T +44 207 613 7676

Angus Finney  
Chloe Laing  
chloe.laing@filmlondon.org.uk

DATES & LOCATION  
October 16-18, 2012  
London, UK

### REQUIREMENTS

Highly promising feature projects aimed at the international market with packaged elements in place. Budget over EUR 1m, with at least 30% financing in place.

### APPLICATION DEADLINE

July 6, 2012

[www.filmlondon.org.uk/pfm](http://www.filmlondon.org.uk/pfm)

FILM  
LONDON  
DON PFM  
Production Finance Market

# Galway Film Fair

## Galway Film Fleadh

FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE, SHORT FILMS

The Galway Film Fair is an annual film market that takes place during the Galway Film Fleadh (Festival).

The purpose of the four-day event is to:

- foster European and international co-production;
- provide filmmakers with valuable market research and feedback on their projects;
- speed up financial arrangements;
- finalise distribution and pre-sale agreements;
- improve networking between professionals from the film and television industries.

Activities include:

- The Marketplace, invited decision-makers meet other professionals and participants with projects to develop and co-produce, as well as acquire, finished works for distribution;
- Real Deal, a full day conference activity presented in association with the Irish Film Board and Ateliers du Cinéma Européen;
- Market Screenings, providing access to Fair delegates to see new Irish and European cinema in addition to festival screenings;
- Galway Film Lab, incorporating further training elements around talent development presenting an Actors, Directors, Producers and Screenwriters Masterclass;
- Pitching Award, recognising the important role of the screenwriter, offering a starting point within the Fair for the freshest of projects;

### Galway Film Fleadh

36D Merchants Dock  
Merchants Road  
Galway – IE  
T +353 91 56 22 00

Miriam Allen

fair@galwayfilmfleadh.com

 galwayfilmfleadh

 @filmfleadh

### DATES & LOCATION

July 12-15, 2012  
Galway, IE

July 11-14, 2013  
Galway, IE

- MEDIA Co-Production Dinner, an opportunity for European producers to have access to financiers in an informal and relaxed environment ahead of all other Fair activities.

### REQUIREMENTS

Some development and/or production finance in place as well as a demonstrable track record in the industry. Each application is assessed by a preselection committee using a rating system.

### APPLICATION DEADLINE

May 25, 2012

[www.galwayfilmfleadh.com](http://www.galwayfilmfleadh.com)



# Holland Film Meeting

## Netherlands Film Festival

### FEATURE FILMS

The Holland Film Meeting (HFM) is a five-day event that takes place during the annual Netherlands Film Festival. Every year the HFM hosts the Netherlands Production Platform (NPP) for which a maximum of 25 European film projects-in-development are selected to be presented to international decisionmakers and other key industry professionals. The emphasis is on directors and producers whose previous work has been selected for an international film festival and on upcoming talented directors.

The programme includes plenary sessions, round tables and one-on-one meetings. Current topics are addressed in workshops and seminars. The 2012 event also includes keynote speakers and public interviews with industry personalities, all focusing on better circulation and promotion of the productions presented.

Each year the Holland Film Meeting focuses on a certain country or region. The 2012 edition highlights Turkey, including by means of a special exchange programme with the International Film Festival in Istanbul and the co-production market, Meetings on the Bridge.

The Digital Film Library presents films and TV productions from the Benelux during the Holland Film Meeting. Titles include Netherlands Film Festival Competition films, student films and films from the Netherlands Production Platform.

### Netherlands Film Festival

Vinkenburgstraat 19 bis 3512 AA  
Utrecht – NL  
T +31 30 230 38 00

Signe Zeilich-Jensen  
signe@filmfestival.nl

Eva Laurillard  
eva@filmfestival.nl

### DATES & LOCATION

September 27-October 1, 2012  
Utrecht, NL

September 28-October 2, 2013  
Utrecht, NL

### REQUIREMENTS

Films suitable for co-production; minimum length: 90 minutes. Local financial support must be in place. No more than two representatives of selected projects may be present during the Platform.

### APPLICATION DEADLINE

NPP projects: July 1, 2012

[www.filmfestival.nl/en](http://www.filmfestival.nl/en)

HOLLAND  
FILM MEETING



INTERNATIONAL SECTION OF THE  
NETHERLANDS FILM FESTIVAL

# The Industry Club

## San Sebastian International Film Festival

FEATURE FILMS

The Industry Club is an all-round service comprising information, viewing cabins, an online film library in streaming, meeting rooms, computer equipment and social events, set up to help film industry professionals attending the San Sebastian International Film Festival to sell films, create projects and find financial backing for the making of new movies.

Events organised during the meeting include the Documentary Co-production Forum, a gathering point for professionals from European regions. Other events include the Europe-Latin America Co-production Forum, Cinema in Motion, Films in Progress, Lau haizetara Documentary Coproduction Forum and the Basque Country-Brazil Co-Production Meeting.

### San Sebastian International Film Festival

P.O. Box 397  
20080 San Sebastian – ES  
T +34 943 48 12 12

Saïoa Riba  
industryclub@sansebastianfestival.com

 sansebastianfestival

 @sansebastianfes

### DATES & LOCATION

**San Sebastian International Film Festival:**  
September 21-29, 2012

**Europe-Latin America Co-production Forum:**  
September 26-28, 2012

**The Basque Country-Brazil Co-production Meeting:** September 26, 2012

**Films in Progress:** September 25 and 26, 2012

**Cinema in Motion:** September 24, 2012

**Lau haizetara Documentary Coproduction Forum:** September 28, 2012

San Sebastian, ES

### APPLICATION DEADLINE

Europe-Latin America Co-Production Forum,  
Cinema in Motion, Films in Progress:

June 30, 2012

Lau haizetara Documentary Coproduction Forum:

July 8, 2012

[www.sansebastianfestival.com](http://www.sansebastianfestival.com)



# Les Arcs European Film Festival - Arc 1950 Coproduction Village



## Révélation Culturelles

FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE, CROSS-MEDIA

Les Arcs European Film Festival aims to be a platform for European independent cinema where every aspect of the film industry is covered: training, promotion, distribution and exhibition.

The Les Arcs 1950 Co-production Village gathers some 150 professionals from around 20 different European countries. Twenty projects are selected and participate in one-to-one meetings, conferences, debates etc. There is a 'work in progress' session for projects looking for distributors and sales agents.

The event is market-oriented with many decision-makers, a very diversified project selection, and projects fit for different kinds of markets.

### Révélation Culturelles

10 rue des Goncourt  
Paris 75011 – FR  
T +33 1 82 28 10 50

Pierre-Emmanuel Fleurantin

Sophie Bourdon

Vanja Kaludjeric

village-copro@lesarcs-filmfest.com

pefleurantin@lesarcs-filmfest.com

contact@lesarcs-filmfest.com

festivaldecinemaeuropendesarcs

lesarcsfilmfest

### DATES & LOCATION

December 15-18, 2012

Les Arcs, FR

December 14-17, 2013

Les Arcs, FR

### REQUIREMENTS

Already confirmed finance.

### APPLICATION DEADLINE

September 21, 2012

[www.lesarcs-filmfest.com](http://www.lesarcs-filmfest.com)

FESTIVAL  
DE CINEMA  
EUROPEEN  
DES ARCS   
BOURG SAINT MAURICE • LES ARCS • ARC 1950 LE VILLAGE

# Locarno Industry Days



## Locarno International Film Festival

FEATURE FILMS

The three-day Industry Days event offers a full range of activities and services to more than 900 European industry film professionals (including 250 buyers and sellers) in conjunction with the co-production meeting Open Doors and the Carte Blanche.

The event consists of:

- industry screenings (in theatre and digital library);
- a new meeting venue, the Industry Home Base, for buyers and sellers ;
- a focus on distribution of European cinema in Eastern and Central Europe called STEP IN : a one-day conference including a panel discussion, presentations and a half-day workshop between distributors, exhibitors and sales agents in co-operation with CICAIE, Europa International, Europa Distribution, Festival Scope, Film New Europe and Variety;
- a producers' gathering: From Producers to Producers (half-day conference and networking event), an open debate between European independent producers co-designed with the three Swiss producers' associations (SFP, GARP, IG), FOCAL, the MEDIA Desk Suisse and in collaboration with ACE, EAVE and EPC;
- group working sessions between European distributors and international sales agents ;
- one panel discussion on co-production meetings and funds ;
- strategic, one-to-one meetings.

### Locarno International Film Festival

Via Ciseri 23  
6600 Locarno – CH  
T +41 91 756 21 21

Marco Cacciamognaga  
marco.cacciamognaga@pardo.ch

FilmFestivalLocarno

@FilmFestLocarno

### DATES & LOCATION

August 3-7, 2012  
Locarno, CH

The objective is to offer a richer and more structured programme to industry professionals, in a relaxed atmosphere, in order to encourage more concrete dialogue and sharing of experiences between them.

[www.pardo.ch](http://www.pardo.ch)



65°  
Festival del film Locarno  
1-11 | 8 | 2012

# New Cinema Network

## Fondazione Cinema per Roma

FEATURE FILMS, ANIMATION & YOUNG AUDIENCE

**New Cinema Network (NCN) is the International Rome Film Festival's co-production market. The filmmakers find here the ideal platform for presenting their projects and connecting with the main players in the European film industry.**

NCN devotes its Focus Europe section to the new European cinema, aiming to support and promote emerging European directors, while its Circuit section is dedicated to international projects at a more advanced stage of development. These can find in Rome opportunities for financing. The programme showcases some 20 projects selected by the NCN Jury Panel and presented during a 3-day session of co-production meetings between producers and directors, and potential partners.

Other activities also include:

- video library with the previous works of the selected directors;
- round table introductions and discussions;
- a special programme devoted to young emerging filmmakers;
- one-on-one sessions with European financiers and experts.

### REQUIREMENTS

Focus Europe: 8-12 projects selected from among direct submissions that reach NCN mainly via European partner institutes.

### Fondazione Cinema per Roma

Viale Pietro De Coubertin 10  
Rome 00196 – IT  
T +39 06 4040 1777

Lucia Milazzotto  
l.milazzotto@romacinemafest.org

### DATES & LOCATION

November 13-17, 2012 – Rome, IT  
Mid-November, 2013  
Rome, IT

Circuit: 8-12 projects at a more advanced stage of development from among projects previously selected for other co-production market events and still seeking financing.

Projects must have participated in Sundance Institute Feature Film Program Labs 2011 and 2012 (including Screenwriters, Directors and Producers Labs), 2012 Cinéfondation L'Atelier du Festival, 2012 Film London Production Finance Market, 2012 Rotterdam Cinemart, 2012 Sarajevo Cinelink and 2012 Screen Institute Beirut.

### APPLICATION DEADLINE

Focus Europe: July 20, 2012 (Focus Europe)  
Circuit: July 31, 2012

[www.romacinemafest.org](http://www.romacinemafest.org)



# New Nordic Films

## The Norwegian International Film Festival in Haugesund

FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

New Nordic Films (NNF) is an annual Nordic film market and a co-production and finance market. Each year the market is visited by more than 350 film professionals from around 25 different countries.

The film market targets international distributors, TV buyers and festival programmers. The co-production and finance market targets experienced producers and financiers.

The film market programme consists of approximately 25 new features and 15 works in progress of upcoming films produced or co-produced by one of the Nordic countries of Denmark, Finland, Iceland, Norway and Sweden. Each film is presented by the film's producer, the international sales agent and the national film institute.

The New Nordic Films co-production and finance forum presents a selection of 15 to 20 film projects from all over Europe. In 2012 there is a focus on the Baltic and Benelux countries, Germany and Canada.

New Nordic Films hosts seminars, debates and case studies of high relevance for the international film industry.

### The Norwegian International Film Festival in Haugesund

Postboks 145  
5501 Haugesund – NO  
T +47 22 47 46 10/+47 93 66 94 20

Gyda Velvin Myklebust  
Gunnar Johan Løvvik  
gunnar.johan.lovvik@haugesund.kommune.no  
gyda@kino.no

 filmfestivalen.no  
 @NorskeFilmFest

DATES & LOCATION  
August 15, 2012  
Haugesund, NO

### REQUIREMENTS

Selection to New Nordic Films is based on a call for entries for films with high artistic value, new films, films by young talented directors, films for a broad audience, films with international potential.

Selection criteria are film projects suitable for international co-production; a completed screenplay in English; a production budget of at least EUR 1.5m; minimum 30% of budget covered; production company must have completed at least one international co-production.

### APPLICATION DEADLINE

June 15, 2012

[www.filmfestivalen.no](http://www.filmfestivalen.no)



# Sofia Meetings

## Art Fest Ltd.

FEATURE FILMS, DOCUMENTARIES, SHORT FILMS

**Sofia Meetings is a co-production market organised in conjunction with the Sofia International Film Festival. It has two axes – Feature Film Pitching and Balkan Screenings.**

Feature Film Pitching: presentation of feature film projects to an international panel of producers, sales agents, distributors and film professionals sub-divided in two programmes:

- the Main Programme, which includes projects for second feature films;
- One Minus One Programme (pitching for first and third feature film projects).

The Feature Film Pitching consists of presentation of all the decision makers invited, pitching of projects, individual meetings, and sidebar events, such as panels, workshops and master classes with established filmmakers.

Balkan Screenings: presentation of the latest Bulgarian and regional films for festival selectors, sales agents, distributors and international press. For the second year in a row, Europa Distribution is holding one of their workshops on how to improve booking strategies during Sofia Meetings. This gives over 30 distributors the chance to view Bulgarian and Balkan films.

In addition to the main modules there are a mini-pitching section for young filmmakers, workshops designed for young filmmakers and professional audiences, panels and presentations (MEDIA Programme and training initiatives).

[www.siff.bg/sofiameetings](http://www.siff.bg/sofiameetings)

### Art Fest Ltd.

1 Bulgaria Sq.  
1463 Sofia – BG  
T +359 2 9166 029

### Stefan Kitanov

kita@sofiaiff.com  
Mira Staleva  
mira@sofiaiff.com  
sofiameetings@sofiaiff.com

### DATES & LOCATION

March 15-18, 2012  
Sofia, BG

March 14-17, 2013  
Sofia, BG

### REQUIREMENTS

- Logline
- Synopsis
- Treatment
- Director's notes
- Budget
- Financing plan
- Short director's biography
- Production company information.

### APPLICATION DEADLINE

December 15, 2012



# TorinoFilmLab Meeting Event

Museo Nazionale del Cinema – Fondazione Maria Adriana Prolo

FEATURE FILMS, ANIMATION & YOUNG AUDIENCE

This event is part of the TorinoFilmLab, a year-round laboratory which, through training, development and funding activities, supports international emerging talents working on their first and second feature films.

The TorinoFilmLab Meeting Event consists of three days of:

- morning pitches of finished Script&Pitch, FrameWork, and AdaptLab film projects to invited decisionmakers (around 120 industry professionals);
- afternoon one-to-one meetings between project proposers and invited decisionmakers; these are pre-scheduled or arranged after the pitching;
- informal networking and acquaintance-building at evening social events on transmedia and digital distribution, and at screening of previous TFL-produced films.

All decisionmakers vote for the Audience Award (EUR 30,000 for the best FrameWork project) and six Development Awards (possibility for projects to access FrameWork the next year). After reading all scripts, bio-filmographies, budget plans etc., the TFL Jury meets twice and meets with all FrameWork teams before assessment and Award (around EUR 55,000 to be awarded for production).

The wrap-up of the event includes finalising contracts with Award winners.

[www.torinofilmlab.it](http://www.torinofilmlab.it)

**Museo Nazionale del Cinema – Fondazione  
Maria Adriana Prolo**

via Cagliari 42  
10153 Turin – IT  
T +39 011 237 9221

**Mercedes Fernandez**  
info@torinofilmlab.it

**DATES & LOCATION**  
November 25-27, 2012  
Turin, IT

02

SHORT FILMS



# European Short Pitch

## Nisi Masa

SHORT FILMS

**Nisi Masa aims to support the development of European co-production of short films, promote short film projects with European potential starting with the writing phase, strengthen the economic sustainability and the European visibility of these films and extend the European network of professionals involved in short films.**

European Short Pitch consists of three sessions. During the first session, 25 European scriptwriters/directors/producers participate in a five-day scriptwriting workshop coordinated by five professionals. Then, over a period of one month, an on-line session represents an opportunity to rewrite the scripts following the workshop and get feedback from the tutors. Two months after the first session, the participants pitch their film projects to a panel of 35 European producers and financiers. The event is held in conjunction with a short film co-production forum.

Nisi Masa expects that at least 60% of the projects will find producers during the event.

### **Nisi Masa**

99 rue du Faubourg Saint-Denis  
75010 Paris – FR  
T +33 960 39 63 38

Wim Vanacker  
wim@nisimasa.com

 nisimasa

 @nisimasanetwork

### **DATES & LOCATION**

January 3-8, 2012 – Luxembourg, LU

March 1-4, 2012 – Maribor, SI

January, 2013 March, 2013

Zagreb (tbc), HR | Luxembourg (tbc), LU

### **REQUIREMENTS**

Applicants must be aged between 18-35. They submit a short film project, including a script, a note of intention, a CV, and a profile of the production company (if already attached to the project).

### **APPLICATION DEADLINE**

September 30, 2012

# Short Film Market

## Sauve qui Peut le Court Metrage

SHORT FILMS

The Clermont-Ferrand Short Film Market runs parallel to the Short Film Festival. The Short Film Market is a key meeting place and an active business platform for all film professionals involved with short film creation, production, distribution and exhibition.

The Short Film Market offers a trade show space of 1,000 m2, a digital video library equipped with 39 screens (accessible from 9 am to 9 pm for 7 days), two large and comfortable screening rooms, a vast MEDIA Rendez-Vous area where meetings can easily be arranged, and freely accessible multimedia facilities.

Various online and offline tools are available to accredited professionals: the Market catalogue (listings of films, screenings and events), the Industry Guide, the Pro Services online resources, the Clermont-Filmfest app on smartphones.

Professional meetings and events also give visitors opportunities to network, collaborate and share knowledge. Euro Connection is specifically dedicated to short film co-production in Europe.

### Sauve qui Peut le Court Metrage

La Jetée 6 place Michel de l'Hospital  
63000 Clermont-Ferrand – FR  
T +33 4 73 91 65 73

**Georges Bollon**

[g.bollon@clermont-filmfest.com](mailto:g.bollon@clermont-filmfest.com)

**Laurent Crouzeix**

[l.crouzeix@clermont-filmfest.com](mailto:l.crouzeix@clermont-filmfest.com)

**Roger Anne Gonin Parent**

[r.gonin@clermont-filmfest.com](mailto:r.gonin@clermont-filmfest.com)

[a.parent@clermont-filmfest.com](mailto:a.parent@clermont-filmfest.com)

 Clermontferrandshortfilmfestival

 @Clermont\_Court

### DATES & LOCATION

January 28-February 3, 2012

Clermont-Ferrand, FR

February 2-8, 2013

Clermont-Ferrand, FR

### REQUIREMENTS

Films less than 40 minutes long (60 minutes for French films) produced in the year preceding the application deadline.

[www.clermont-filmfest.com](http://www.clermont-filmfest.com)



03

DOCUMENTARIES



# Baltic Sea Documentary Forum

## National Film Centre of Latvia

DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE, CROSS-MEDIA

The BSF is a co-financing forum for documentary projects with significant international potential, which seeks to develop and promote documentary film culture in the Baltic region, promote international co-production and dissemination of Baltic Sea Region countries' documentaries in Europe, provide a platform for networking, raise awareness of the importance of documentary film and give the general public a rare chance to see quality documentaries.

The five-day event consists of:

- a one day workshop on Distribution on Internet Platforms;
- a three-day preparatory workshop for 24 documentary film producers;
- a two day forum/presentation of the documentary projects to a panel of around 20 international buyers;
- five days of documentary film screenings for the general public and professionals in Riga and three other Latvian towns;
- professional networking meetings during all five days.

Approximately 30% of the projects pitched at the Forum become international co-productions and are screened on various European television stations.

[www.nfc.lv](http://www.nfc.lv)  
[www.mediadesklatvia.eu](http://www.mediadesklatvia.eu)

### National Film Centre of Latvia

Peitavas 10/12  
 1050 Riga – LV

Zanda Dudina  
[balticforum@nfc.gov.lv](mailto:balticforum@nfc.gov.lv)

 [Baltic-Sea-Forum-for-Docs](#)

### DATES & LOCATION

September 5-9, 2012  
 Riga, LV

September 4-8, 2013  
 Riga, LV

### REQUIREMENTS

**Companies:** Independent production companies from the wider Baltic Sea Region countries, from developing democracies of the former Soviet Union, and other European countries if the subject relates to the wider Baltic Sea Region.

**Projects:** Traditional documentaries, cross-media projects and documentary animations not previously rejected for selection more than twice nor pitched at previous editions. Co-production potential is the main selection criterion. Projects with some financial commitment from broadcasters or film institutions receive priority.

### APPLICATION DEADLINE

June 8, 2012



# CPH:FORUM + CPH:MARKET

## CPH:DOX/Fonden de Københavnske Filmfestivaler

DOCUMENTARIES, FEATURE FILMS

CPH:FORUM is a three-day international event dedicated to helping facilitate the development and financing of creative and visually strong film projects. It brings together key European and international financiers, industry professionals and producers intent on discovering the latest independent and innovative works in development from documentary filmmakers, fiction filmmakers and visual artists.

CPH:FORUM explores new, untested ways of breaking down conventional notions of genre and connects people from the worlds of non-fiction, fiction and visual art, with the aim of initiating new dialogues, opening up new windows and enabling new production and financing models.

The Forum has three main focus areas: FICTION-ONFICTION for challenging hybrid works between fiction and non-fiction, INEMA for high-end theatrical feature length documentaries with international distribution potential and the ART category for feature-length film projects conceptualised to be screened both within the institution of cinema and that of visual arts.

### CPH:DOX/Fonden de Københavnske Filmfestivaler

Tagensvej 85F  
2200 Copenhagen – DK  
T +45 33 93 07 34

Tine Fisher  
tinef@cphdox.dk  
Daniella Eversby  
daniella@cph-dox.dk

DATES & LOCATION  
November 7-9, 2012  
Copenhagen, DK

### APPLICATION DEADLINE

Submissions online to CPH:FORUM

June 1 > August 15, 2012

# Doc Outlook

## Visions du Réel

### DOCUMENTARIES

Doc Outlook promotes production and post-production activities in the creation and distribution of documentaries. In addition it seeks to refine the tools used for economic, aesthetic and theoretical reflection and analysis in gaining a proactive understanding of change and transformation in this domain. Research on alternative forms of financing production and new digital distribution distribution are key.

Doc Outlook deals with every stage of production of films from the development of projects through to their distribution and marketing, via production and post-production. The tools include The Media Library, the co-production market – Pitching du Réel, the focus on workshops, the Doc Think Tank/ Docs in Progres, Rough Cut Lab and networking, including with Doc Alliance, EDN, Eurodoc, EAVE and Maia Workshops.

The particular asset of Doc Outlook is its association with the Visions du Réel Festival. The major integration of countries with low production capacity adds to its cultural, identical, and political legitimacy. Doc Outlook welcomes established and younger professionals.

#### Visions du Réel

Place du Marché 2  
1260 Nyon – CH  
T +41 22 365 44 53

Gudula Meinzolt  
gmeinztolt@visionsdureel.ch

 visionsdureelfestival

 @visionsdureel

#### DATES & LOCATION

April 20-27, 2012  
Nyon, CH

April 19-26, 2013  
Nyon, CH

#### REQUIREMENTS

**The Media Library:** films produced in the 12 months preceding the Market.

**Pitching du Réel:** full-length film project; subject suitable for an international co-production; initial financing stage (or later).

**Docs in Progress:** projects at late rough cut stage dedicated to a cinematographic view.

**Rough Cut Lab:** coaching for first or second time directors with a project in finishing stage.

#### APPLICATION DEADLINE

December, 2012

[www.visionsdureel.ch](http://www.visionsdureel.ch)

**VISIONS  
DU RÉEL**  
INTERNATIONAL  
FILM FESTIVAL  
DOC OUTLOOK  
INTERNATIONAL  
MARKET – NYON  
[WWW.VISIONSDUREEL.CH](http://WWW.VISIONSDUREEL.CH)

# DocsBarcelona - International Documentary Film Festival + Pitching Forum

## Parallel 40

DOCUMENTARIES

**DocsBarcelona Pitching Forum is a documentary marketplace where mainly European directors and producers seek financing and distribution for their films from international financiers.**

The main objective is to integrate European documentary professionals in the international market by creating financing possibilities, providing information and contacts, and facilitating networking.

The pitching sessions are public, reaching an average of 300 professionals from all over the world. Participants can also attend festival screenings and the networking activities.

The activities are :

- Pitching Workshop to work on project presentations;
- Pitching Forum where projects are presented to 30 television representatives, distribution companies, funds among others (Financing Pitching Panel);
- one-to-one meetings between the financing panel, and producers and directors who have pitched;
- looking for distribution for projects in rough cut;
- Latin Forum for Latin American projects looking for financiers.

### Parallel 40

C/Rossellù 184 5th floor  
08008 Barcelona – ES  
T +34 934 53 00 25

Elena Subirà i Roca  
esubira@parallel40.com  
Joan González  
info@docsbarcelona.com

 docsbarcelona  
 @DocsBarcelona

### DATES & LOCATION

January 31-February 5, 2012  
Barcelona, ES  
January 29-February 3, 2013  
Barcelona, ES

### REQUIREMENTS

Pitching forum project selection is made by an international independent committee. It is based on analysis of the project, the CVs of the producer and director, and information about the company (if there is one supporting the project). Among the criteria taken into account are subject, quality and experience as well as territory of origin.

### APPLICATION DEADLINE

December 4, 2012 at 1 p.m.

[www.docsbarcelona.com](http://www.docsbarcelona.com)

**DOCSBARCELONA**  
International Documentary Film Festival  
Documentary Screenings + Pitching Forum

# DOK Leipzig: DOK Industry Programme

## Leipziger Dok-Filmwochen GmbH

DOCUMENTARIES, FEATURE FILMS, SHORT FILMS, ANIMATION & YOUNG AUDIENCE, CROSS-MEDIA

The DOK Industry Programme consists of different dynamic offers and networking events for professionals from the European audiovisual non-fiction industry. It takes place during the course of DOK Leipzig – the International Leipzig Festival for Documentary and Animated Film.

DOK Industry encompasses the DOK Market, which offers a fully digitised, very efficient video library with more than 400 new selected European and international documentaries, animated docs and animated shorts, targeted at international television buyers, distributors, and other professionals. Informative talks, consultation and networking are also part of the DOK Market. The International DOK Leipzig Co-Production Meeting stimulates international co-productions between European production companies and supports the financing of European creative documentaries by bringing producers and financiers together in one-on-one meetings.

DOK Industry also offers a platform to discuss current developments in and the future of the documentary sector and to pass on knowledge and best practice. While the DOK Summit is a classic panel discussion, the DOK Podiums are smaller, more interactive and practically oriented.

### Leipziger Dok-Filmwochen GmbH

Katharinenstr. 17  
04109 Leipzig – DE  
T +49 341 308 640

Claas Danielsen  
Christine Hille  
hille@dok-leipzig.de  
info@dok-leipzig.de

### DATES & LOCATION

October 28-November 4, 2012  
Leipzig, DE

October 27-November 3, 2013  
Leipzig, DE

### REQUIREMENTS

The films for the DOK Market are chosen by the selection committee of DOK Leipzig and are partly contributed by international partners. European producers can apply for participation in the International DOK Leipzig Co-Production Meeting with a project in development.

[www.dok-leipzig.de](http://www.dok-leipzig.de)



# East Doc Platform

## Institute of Documentary Film (IDF)

DOCUMENTARIES, ONLINE SERVICES

**East Doc Platform (EDP) is the biggest Central and East European documentary industry event designed to support East European documentary films in all stages of completion.**

As an umbrella event, East Doc Platform hosts: East European Forum, since 2001 the leading pitching forum for documentaries from Eastern Europe; Doc Launch Presentation, presentation of East European rough cuts; Project Market, a platform for one-on-one meetings; East Silver Video Library, a video library with over 300 completed films. The East Doc Platform also offers tailored preparation workshops, in-depth rough cut editing consultancy, master classes, case studies, networking breakfasts and dinners, lectures and screenings.

East Doc Platform's 400 registered professionals include some 120 East European filmmakers and producers with creative documentary projects who seek financial and distribution support, and around 70 key international commissioning editors, buyers, festival programmers, distributors, sales agents, film fund and organisation representatives who are able to choose from some of the most promising films and projects in Central and Eastern Europe.

East Doc Platform is complemented by the year-round services of [www.DOKweb.net](http://www.DOKweb.net) – the most comprehensive source of online information on East European docs, professionals and the East European documentary market.

[www.dokweb.net](http://www.dokweb.net)

### Institute of Documentary Film (IDF)

Školská 12  
11000 Prague – CZ  
T +420 224 214 858

Hana Rezková  
Ivana Pauer Milosevic  
Viera Hladišová  
[idf@dokweb.net](mailto:idf@dokweb.net)

 Institute-of-Documentary-Film  
 @IDF\_Prague

### DATES & LOCATION

March 5-11, 2012 – Prague, CZ  
March 4-10, 2013 – Prague, CZ

### REQUIREMENTS

East Doc Platform is open to Central and East European creative documentary projects in all stages of completion (from development to rough cuts) represented by a director and producer. East European Forum focuses on projects in development and production. Doc Launch presentation is aimed at projects in the post-production and rough cut stage. Project Market comprises projects in different stages. East Silver Video Library presents completed films.

### APPLICATION DEADLINE

December 1, 2012



**institute of  
documentary  
film**

# East Silver

## Institute of Documentary Film (IDF)

DOCUMENTARIES, ONLINE SERVICES

East Silver is the first documentary market which supports producers and distributors from Central and Eastern Europe and is the largest internationally recognised database of creative feature and television documentary films from Central and Eastern Europe. Each year, about 300 films from more than 29 countries are included in the market. Since 2012 the market takes place twice yearly.

The year-round support includes specifically designed tools such as:

- East Silver Caravan, a support tool for documentary screenings at festivals and markets. Its nomadic showcase of an East European documentary selection (approximately 30 films) reaches over 90 prestigious international film festivals and markets;
- East Silver TV Focus, designed to enhance and increase international TV broadcasts. Obtaining substantial knowledge about broadcaster slots and also current programming needs, particular documentaries are individually selected and recommended directly to the international TV buyers and networks;
- Silver Eye Award, where the East Silver international jury awards prizes to the best documentaries (feature, mid-length and short documentary). All winners are granted prize money of EUR 1,500 and year-round festival support within the East Silver Caravan;
- online streaming for professionals, providing access to East European titles following the market. Easy-to-navigate online streaming at

[www.eastsilver.net](http://www.eastsilver.net) | [www.dokweb.net](http://www.dokweb.net)

### Institute of Documentary Film (IDF)

Školská 12  
11000 Prague – CZ  
T +420 224 214 858

Hana Rezková  
Ivana Pauer Milosevic  
Viera Hladišová  
idf@dokweb.net

 Institute-of-Documentary-Film  
 @IDF\_Prague

### DATES & LOCATION

Video Library: March 6-11, 2012 – Prague, CZ  
Market: October 23-28, 2012 – Jihlava, CZ  
Video Library: March 5-10, 2013 – Prague, CZ  
Market: October 22-27, 2013 – Jihlava, CZ

- [www.eastsilver.net/stream](http://www.eastsilver.net/stream) allows producers to make their titles available to professionals throughout the year;
- East Silver catalogue, an essential reference guide of East European docs. A printed market catalogue, issued once a year, which mirrors the easy-to-navigate online database at [www.eastsilver.net](http://www.eastsilver.net).

### REQUIREMENTS

East Silver accepts creative documentary films from the region of Central and East Europe. Every year, it receives more than 700 submissions.

### APPLICATION DEADLINE

July 31, 2012



**institute of  
documentary  
film**

# EDN Workshops Southern Europe

## European Documentary Network (EDN)

DOCUMENTARIES

**Docs in Thessaloniki and Lisbon Docs are international pitching forums and workshops providing European producers with an excellent opportunity to create alliances for future collaboration. Participants develop and pitch their projects and network with European colleagues and financiers in a constructive atmosphere.**

Docs in Thessaloniki takes place every year in March in conjunction with the Thessaloniki Documentary Festival in Greece. Lisbon Docs is organised in conjunction with the Docs Lisboa documentary film festival in October in Portugal.

The activities consist of a five-day programme, where selected documentary projects are developed, re-written and pitched. 20-24 projects are selected per workshop. The target group for both activities is European small- and medium-sized production companies with a special emphasis on the countries with a low production capacity.

### European Documentary Network (EDN)

Vognmagergade 10, 1.  
1120 Copenhagen K – DK  
T +45 33 13 11 22

Hanne Skjødt  
edn@edn.dk

 EuropeanDocumentaryNetwork

### DATES & LOCATION

**Docs in Thessaloniki: March 14-18, 2012**  
Thessaloniki, GR  
**Lisbon Docs: October 16-20, 2012**  
Lisbon, PT

[www.edn.dk](http://www.edn.dk)



# the forum for international co-financing of documentaries

## International Documentary Film Festival Amsterdam (IDFA)

DOCUMENTARIES, CROSS-MEDIA

The forum for international co-financing of documentaries runs in parallel to the International Documentary Film Festival Amsterdam (IDFA) and Docs for Sale. The forum's aim is to bring together independent producers/filmmakers and commissioning editors, distributors and other financiers to collaborate in the financing of new high quality documentary films.

This aim is reached by a combination of public pitches in various settings and individual meetings. It offers financing possibilities for creative documentaries: single films, series, and emerging new media formats. Over three days, a total of 50-55 documentary projects are pitched to an international panel of commissioners from (public) broadcasters and other financiers. Some 500 professionals participate.

The forum's market is that of creative feature length documentaries and one-hour long productions as well as cross-media documentaries, ranging from topical socio-political subjects through the arts, culture and history to human interest. Besides pitches and one-on-one meetings, producers and directors get the chance to attend pitch training sessions. The forum also offers industry panels on various subjects and daily cocktail hours. The forum is supported by an actively moderated online component where projects receive follow-up after the actual pitch.

### International Documentary Film Festival Amsterdam (IDFA)

Frederiksplein 52  
Amsterdam 1017 XN – NL  
T +31 20 627 33 29

Adriek van Nieuwenhuizen  
adriek@idfa.nl

 idfaindustry  
 @IDFAindustry

### DATES & LOCATION

November 16-23, 2012  
Amsterdam, NL

November 14-25 2012  
Amsterdam, NL

A limited number of newly added projects (maximum 15) on this platform will enhance the networking capacity of the platform and thereby the co-financing opportunities for producers.

### REQUIREMENTS

Selection is by a commission for the Forum. The Forum decides on whether the pitch will be in round table or central pitching format. The decision takes into account elements such as finance in place, content and topic.

### APPLICATION DEADLINE

**FORUM:** September 1, 2012

**Docs for Sale:** September 15, 2012

[www.idfa.nl/theforum](http://www.idfa.nl/theforum)



# Good Pitch Europe



## BRITDOC Foundation

DOCUMENTARIES

**Good Pitch brings together social issue documentary filmmakers with leading NGOs, foundations, philanthropists, brands and media to create coalitions and campaigns that are good for these partners, good for the films and good for society.**

Over the last three years, more than 1,200 organisations have attended Good Pitch events around the world to share information and ideas, and build strategic and successful audience engagement campaigns. Over 100 films have been presented on issues ranging from human rights to environment, health and education.

Over EUR 2.5 million has been leveraged in direct funding at Good Pitch events as well as a range of non-fiscal benefits for filmmakers, including access to research and archives, access to international membership networks and mailing lists to increase audience figures, access to campaigning and lobbying expertise as well as to national and international policy makers.

Their priority is to share the model and extend the Good Pitch network, bringing new funds and distribution partners across the entire European region.

**BRITDOC Foundation**  
50 Frith Street,  
London, W1-UK  
T +44 20 7535 9624

Edith Finzi  
beadie@britdoc.org

**DATES & LOCATION**  
June 25-26, 2012  
London, UK

# MEDIMED 2012

## International Association of Independent Mediterranean Producers (APIMED)

DOCUMENTARIES, CROSS-MEDIA

The Euro-Mediterranean Documentary Market (MEDIMED) offers a complete roster of networking opportunities, industry conference sessions, and market events and services combined with the finest in contemporary documentaries from the European Union and the southern Mediterranean countries.

The Pitching Forum brings together a panel of documentary experts and financiers, as well as providing individual training and one-to-one meetings.

The industry conference sessions explore some of the issues and concerns facing the present and future of documentary and factual producers, sharing a wealth of insight and expertise while gauging the pulse of the industry. These panels and discussions provide essential ground rules for emerging and mid-career doc-makers. Special attention is given to new formats of documentary production, mobile content, new technologies focused on documentary proposals and a focus on countries with a low documentary production capacity.

### International Association of Independent Mediterranean Producers (APIMED)

c/ Girona 20, 5<sup>th</sup> floor  
08010 Barcelona – ES  
T +34 93 244 98 50

Sergi Doladé  
info@apimed.org

### DATES & LOCATION

October 12-14, 2012  
Sitges (Barcelona), ES

October 11-13, 2013  
Sitges (Barcelona), ES

### REQUIREMENTS

Projects should be new to the market and have between 25% and 75% financing in place.

Projects in early stages or post-production are also accepted.

Programmes should be documentaries of any length and genre finished in 2011-12.

[www.medimed.org](http://www.medimed.org)

medimed  
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# MeetMarket

## International Documentary Festival Sheffield (Sheffield Doc/Fest)

DOCUMENTARIES, CROSS-MEDIA

**MeetMarket is an international marketplace for new and innovative documentary and cross-media/interactive projects. It is part of Sheffield Doc/Fest, a documentary festival, conference and marketplace.**

With a personalised format, MeetMarket provides a structured, intimate, supportive and productive environment for documentary professionals to network and do business. MeetMarket uses extensive online matchmaking systems to arrange individual meetings between independent producers and filmmakers, and potential decisionmakers and financiers to help facilitate European co-financing for new documentary projects.

Over the course of two days, hundreds of meetings take place, involving approximately 65 projects at any stage of development, of any documentary genre, and including one-off films or programmes, series and cross-platform projects.

MeetMarket is based in the UK but actively supports the entire documentary industry across Europe, stimulating European cooperation and co-financing.

### International Documentary Festival Sheffield (Sheffield Doc/Fest)

The Workstation  
15 Paternoster Row – Sheffield – UK  
T +44 114 2765141

Charlie Phillips  
charlie@sidf.co.uk

 sheffdocfest  
 @sheffdocfest

### DATES & LOCATION

June 13-17, 2012  
Sheffield, UK  
June 12-16, 2013  
Sheffield, UK

### REQUIREMENTS

Projects can be at any stage of development, production or post-production, in any genre and from any country, as long as the project is original and exciting.

### APPLICATION DEADLINE

March 28, 2013

[www.sheffdocfest.com/view/meetmarket](http://www.sheffdocfest.com/view/meetmarket)



# Nordisk Panorama

## Filmkontakt Nord

DOCUMENTARIES, SHORT FILMS, ANIMATION & YOUNG AUDIENCE

**Nordisk Panorama offers an annual business venue and showcase, spanning all professional focus areas from development and financing to distribution and exhibition, attracting around 700 participants from more than 20 countries.**

It is the objective of Filmkontakt Nord in general and Nordisk Panorama in particular to serve as the professional communities' 'first stop', either for Nordic professionals venturing internationally or international professionals approaching the Nordic market.

Nordisk Panorama offers expertise, content and frameworks for the professional communities to initiate new contacts and develop existing networks. It includes the Nordisk Forum for Co-financing of Documentaries, Nordisk Panorama Market & Outlook, and the Nordisk Panorama - 5 Cities Film Festival, combining a unique regional profile with an international professional appeal, and boosting marketability both ways.

### Filmkontakt Nord

Vognmagergade 10  
1120 Copenhagen – DK  
T +45 3311 5152

Katrine Kiilgaard  
katrine@filmkontakt.com

### DATES & LOCATION

September 21-26, 2012  
Oulu, FI

### REQUIREMENTS

Films from Denmark, Finland, Iceland, Norway, Sweden, the Åland Islands, the Faroe Islands and Greenland.

Nordisk Forum for Co-financing of Documentaries is also open to projects from Estonia, Latvia and Lithuania.

[www.filmkontakt.com](http://www.filmkontakt.com)  
[www.nordiskpanorama.com](http://www.nordiskpanorama.com)



# Sunny Side of the Doc

## Doc Services

DOCUMENTARIES, CROSS-MEDIA, 3D

**The 23<sup>rd</sup> Sunny Side will bring together 1,800 exhibitors, producers, distributors, financiers and journalists from some 60 countries over four days.**

Organised around a 3000 m<sup>2</sup> showroom, the market includes a catalogue of projects, a 'who's who' of participants, and an Agora with forums around five central themes: German and European cross-border co-production, factual specialists, foundations and alternative financing, the Chinese market and developments in the Middle East.

The Best International Projects Showcase thematic pitching sessions include projects selected by international committees on the themes of history, science and environment, investigation and current affairs, full-length film documentaries and 3D, and favourites.

The Docs in Progress section is for movies close to completion. Breakfasts and meetings provide an opportunity to learn and train with international experts.

### Doc Services

21 bis, Quai Maubec  
17000 La Rochelle – FR  
T +33 5 46 55 79 79

Josée Brossard  
coordination@sunnysideofthedoc.com

### DATES & LOCATION

June 26-29, 2012  
La Rochelle, FR

[www.sunnysideofthedoc.com](http://www.sunnysideofthedoc.com)



# Thessaloniki International Doc Market

## Thessaloniki Film Festival

### DOCUMENTARIES

The Thessaloniki International Doc Market is an independent event taking place in conjunction with the Thessaloniki Documentary Festival. As the 'Balkan capital of cinema' Thessaloniki is an ideal location for attracting the attention of the international film community.

The Doc Market aims to broaden the spectrum of the participating documentaries each year, presenting the most representative and innovative trends in filmmaking, and focusing on new European independent and small company productions. The video library has been digitised for 2012.

In 2012, the Doc Market included more than 500 films from 65 countries. There were 30 viewing booths, one meeting point, and a help desk – for a total of 525 participants, of whom nine out of 10 were European. There were 3,350 viewings over six days. At least a quarter of the programme finds buyers from TV or distribution companies.

#### Thessaloniki Film Festival

7 Dionysiou Areopagitou str.  
11742 Athens – EL  
T +30 210 870 6000

Eleni Rammou  
rammou@filmfestival.gr  
Yianna Sarri  
sarri@filmfestival.gr  
Angeliki Vergou  
vergou@filmfestival.gr

#### DATES & LOCATION

March 12-17, 2012  
Thessaloniki, EL  
March 25-30, 2013  
Thessaloniki, EL

[www.filmfestival.gr](http://www.filmfestival.gr)



THESSALONIKI  
INTERNATIONAL  
FILM FESTIVAL

THESSALONIKI  
DOCUMENTARY FESTIVAL  
Images of the 21st Century 

04

**ANIMATION &  
YOUNG AUDIENCE**



# Cartoon Forum

## CARTOON - European Association of Animation Film

ANIMATION & YOUNG AUDIENCE

The Cartoon Forum is a forum for co-production and distribution of European animation series. Approximately 700 people from 30 European countries participate every year. The objective is to increase the number of European animation series produced, to accelerate financial plans and to improve distribution across Europe.

Unlike large non-specialist markets which can be diluted by considerable crowds, the Cartoon Forum is a very targeted market, which allows any quality project to be quickly located, and business connections and cooperation to be established at a point which is often very useful in terms of achieving financial close of the projects.

The Cartoon Forum 2012 will be the 23<sup>rd</sup> edition and will be held in Toulouse, France. After 22 itinerant editions, the objective is to settle the event in Toulouse for three years.

### CARTOON - European Association of Animation Film

Avenue Huart Hamoir 105  
1030 Brussels – BE  
T +32 2 242 93 43

Marc Vandeweyer  
Annick Maes  
annick.maes@cartoon-media.eu  
forum@cartoon-media.eu

Facebook: CARTOON.eu  
Twitter: @CARTOON\_media

### DATES & LOCATION

September 11-14, 2012  
Toulouse, FR

September 17-20, 2013  
Toulouse, FR

### REQUIREMENTS

An animation project with a minimum running time of 26 minutes. The project can be a series destined for television or a TV special, frame by frame or using new technologies.

### APPLICATION DEADLINE

Project submission: May 3, 2012

Participant registration: June 29, 2012

[www.cartoon-media.eu](http://www.cartoon-media.eu)



# Cartoon Movie

## CARTOON - European Association of Animation Film

ANIMATION & YOUNG AUDIENCE, CROSS-MEDIA, OTHER (VIDEO GAMES)

**Cartoon Movie is a forum for the co-production and distribution of European full-length animation movies. Approximately 700 people from 35 European countries participate. The objective is to increase the number of European full-length movies produced, to accelerate financial plans and to improve the distribution across Europe.**

Key animation industry players discover (in preview) 55 full-length animation movie projects from some 20 European countries, which are either at the concept or development phase, or are in production or finished.

The event is an opportunity to conclude co-production agreements and to negotiate distribution deals. To this end, Cartoon Movie organises various pitching sessions of different lengths, where professionals can get a sneak preview of the latest animated feature film projects. Finished films are screened. New projects at the very early stage of the concept phase are presented during 10 minute sessions.

Cartoon Movie is now also opening its doors on the first afternoon to allow meetings between production companies and video game studios.

### **CARTOON - European Association of Animation Film**

Avenue Huart Hamoir 105  
1030 Brussels – BE  
T +32 2 242 93 43

Marc Vandeweyer  
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annick.maes@cartoon-media.eu  
forum@cartoon-media.eu

 CARTOON.eu  
 @CARTOON\_media

### **DATES & LOCATION**

March 7-9, 2012  
Lyons, FR

March 6-8, 2013  
Lyons, FR

### **REQUIREMENTS**

Full animation + live action combinations  
(minimum 50% animation); cinema quality.  
All new animation.

[www.cartoon-media.eu](http://www.cartoon-media.eu)



# Cinekid for Professionals

## Cinekid Foundation

ANIMATION & YOUNG AUDIENCE, FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, CROSS-MEDIA

Cinekid for Professionals is a four-day event during the Cinekid Festival in October that brings together broadcasters, producers, distributors, directors, networks, sales agents, entertainment companies, academics and journalists who maintain a strong focus on children's media.

The event gives a select group of professionals from around the world the opportunity to explore international co-productions, give their programme international exposure or screen the latest international titles, discuss major issues in children's media and debate the future of the industry.

Cinekid offers various events for expanding professional networks and meeting like-minded professionals.

Key components are:

- Junior Markets: three co-production markets (film, television and cross-media) with 35-40 projects in total;
- Cinekid Conference, seminars, expert meetings: updates, best practices and acclaimed speakers;
- ScreeningClub: a digital screening facility with over 250 titles;
- Passe-partout for the festival and MediaLab;
- Various networking opportunities.

[www.cinekid.nl/professionals](http://www.cinekid.nl/professionals)  
[www.cinekid.nl](http://www.cinekid.nl)

### Cinekid Foundation

Kleine-Gartmanplantsoen 21 1017 RP  
 Amsterdam – NL  
 T +31 20 5317890

Fleur Winters  
 f.winters@cinekid.nl  
 Sannette Naeyé  
 s.naeye@cinekid.nl  
 info@cinekid.nl

 cinekid  
 @cinekid

### DATES & LOCATION

October 23-26, 2012  
 Amsterdam, NL  
 October 22-25, 2013  
 Amsterdam, NL

### REQUIREMENTS

All productions must be targeted at children and young people and have outstanding quality. Projects for the co-production markets must have at least 10% of finance in place.

### APPLICATION DEADLINE

July 1, 2012



# Marché international du Film d'Animation (MIFA)

## CITIA

ANIMATION & YOUNG AUDIENCE

The MIFA is an international animation film market held in parallel to the Annecy International Animation Film Festival. It is a content-based market dedicated to the animation industry in which more than 2,200 professionals participate each year.

MIFA allows professionals to:

- take part in a market recognised the world over;
- raise their company profile and confirm their position within the animation industry;
- develop their network with over 2,300 professionals from television, cinema and new broadcasting platforms;
- meet up with future international co-production partners;
- negotiate licences with more than 230 buyers from television, the cinema and new media;
- meet up with international decisionmakers from programme creation, production and funding;
- discover professionals/companies working outside the audiovisual sectors: publication, video games and digital media;

### CITIA

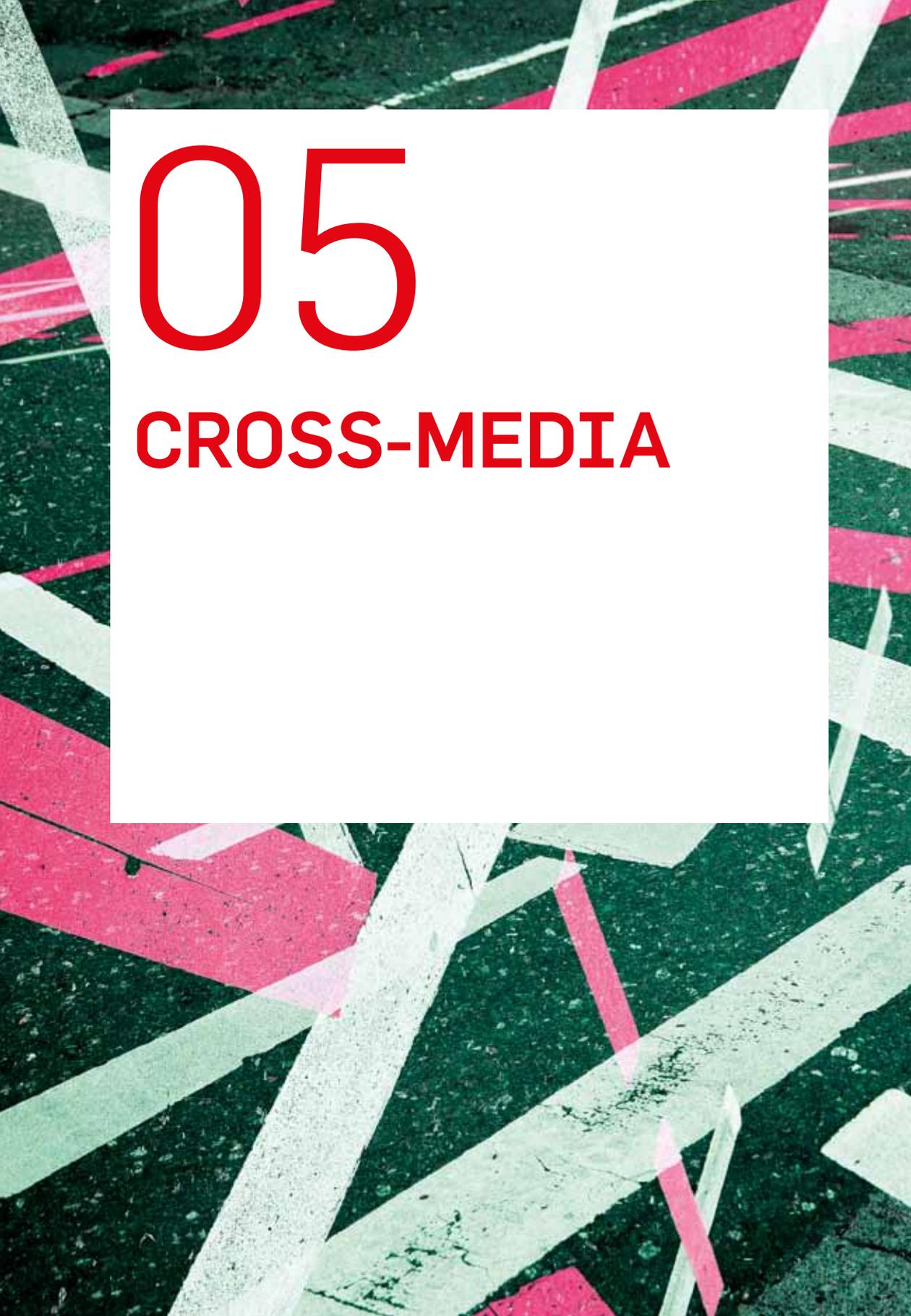
c/o Conservatoire d'Art et d'Histoire  
18 avenue du Trésum BP 399  
Annecy – FR  
T +33 4 5010 0900

Tiziana Loschi  
tizianaloschi@citia.org  
Mickael Marin  
mickaelmarin@citia.org

### DATES & LOCATION

June 6-8, 2012  
Annecy, FR  
June 12-14, 2013  
Annecy FR

- share in the experience of international experts;
- meet up with the talents of today and tomorrow;
- find out about the latest news and future challenges during: topical conferences, workshops co-organised by active European networks (Cine-Regio, Europa Distribution, media-stands.eu, e.g.), networking sessions between delegations and companies, press conferences, and company demonstrations.

The background of the page is an abstract composition of various geometric shapes and lines. It features a dark green base color, overlaid with numerous diagonal and horizontal stripes in bright pink and light green. The lines vary in thickness and orientation, creating a dynamic and layered visual effect. The overall aesthetic is modern and graphic.

# 05

## CROSS-MEDIA

# The Pixel Market

## Power to the Pixel

CROSS-MEDIA, FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

The Pixel Market is a two-day finance market for up to 30 international cross/transmedia projects at an advanced stage of development.

Day 1: In Competition at The Pixel Pitch. Eight project teams are selected to make 10 minute presentations to a jury of decisionmakers and executives from across the media industries, in front of an audience of up to 400 Power to the Pixel delegates. Each team receives direct feedback from six jury members. One team is awarded the €6,000 Arte-sponsored Pixel Pitch Prize. Additional prizes were announced at the Cannes Film Festival 2012.

Day 2: Bespoke one-to-one meetings between the 30 project teams and financiers, co-producers and partners from the film, broadcast, advertising, online, interactive, games, mobile and publishing industries (12 meetings per team).

### Power to the Pixel

1a Adpar Street (3<sup>rd</sup> Floor)  
London W2 1DE – UK  
T +44 20 7535 6725

Tishna Molla

tishna@powertothepixel.com

Liz Rosenthal

liz@powertothepixel.com

info@powertothepixel.com

 powertothepixel

 @powertothepixel

### DATES & LOCATION

October 17-18, 2012  
London, UK

October 2013 (tbc)  
London, UK

### REQUIREMENTS

Fees for 2012: EUR 195 (primary applicant); EUR 150 (additional team members). Stories must span more than one platform e.g. any combination of film, TV, gaming, mobile, online and live events; applicants must have an industry track record; producers must own the rights to develop and produce the project in all required media; a maximum of two members per team will be allowed to pitch (if selected) one of whom must be the producer or director.

### APPLICATION DEADLINE

July 20, 2012

[www.powertothepixel.com](http://www.powertothepixel.com)  
[www.thepixelreport.org](http://www.thepixelreport.org)





06

**ONLINE  
SERVICES**

# Chaka Pro



## Reelport GmbH

ONLINE SERVICES

**Chaka is a b2b online platform bringing together the projects of some of the most prominent European co-production markets. Its goal is to help producers to launch, finance and follow up their projects more effectively and to support distributors, investors and sales companies alike to identify film projects of interest.**

To achieve this, Chaka:

- pools the cinematographic projects selected at different co-production markets and the data of the professionals attending those markets in a single database;
- prepares the producers by providing online tools to better present their projects online;
- creates a network that allows producers and investors to keep in touch on the project;
- follows up on the projects with third parties, like funding bodies, sales agents, distributors and investors and the production markets themselves.

Most of the technology is being set up in 2012. In 2013 and 2014, Chaka will fine-tune the technology, but will focus first and foremost on promoting the solution to the industry.

**Reelport GmbH**  
51/51 Bis rue Piat  
75020 Paris – FR  
T +33 1 43 58 29 55

**Julie Bergeron**  
julie.bergeron@chakapro.com

[www.chakapro.com](http://www.chakapro.com)

# Cinando

## Association Française du Festival International du Film (AFFIF)

ONLINE SERVICES, FEATURE FILMS, DOCUMENTARIES, CROSS-MEDIA

2012 will be dedicated to pursuing the development of the various facets of cinando.com (database, community network and viewing tools) to ensure the best service possible for the promotion, the distribution and the financing of European works in Europe and worldwide.

Cinando is updating the functions and usability of the site to integrate all types of requests and new internet trends. For the Screening Room, where rights owners can upload their films and organise private online screenings for buyers or festival programmers free of charge, cinando.com is pursuing partnerships with festivals and markets and proposing downloading and mobility options for films (iPad, tablets). There are also plans to expand the features of the iPhone application.

### Association Française du Festival International du Film (AFFIF)

3 rue Amélie  
75007 Paris – FR  
T +33 1 53 59 61 30

Jérôme Paillard  
jpaillard@festival-cannes.fr

### REQUIREMENTS

Recognised film industry professionals.

[www.cinando.com](http://www.cinando.com)

**CINANDO**  
More than just a database

# cineuropa.org

## Cineuropa

ONLINE SERVICES, FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

**Cineuropa is an online news site dedicated to the European audiovisual industry. It is available in four languages (ES, FR, IT, EN). The project has three target audiences: audiovisual professionals, European movie-goers and non-European movie-goers.**

The site relays information on European cinema (films, releases), covers issues relating to the European audiovisual industry, and provides news about what is being shot and films in production. There are sections containing interviews, information about festivals, special industry reports, previews, photo galleries and a 'Focus on' section presenting European films showing in major artistic or commercial outlets.

The portal also includes a film database and an industry database (information on production and distribution companies) and several services for professionals: an online training course on script-writing, script analysis, and a translation service.

Cineuropa puts videos and trailers of European films on line. It provides coverage of the most important festivals (Rotterdam, Berlin, Cannes, Brussels, Karlovy Vary, Locarno, Venice, San Sebastian, Rome, Toronto, New York, Sundance), and partners with the Cannes and Berlin film markets, training courses financed by MEDIA, the festivals of Annecy, Brussels, Paris, Venice, European institutions, and the media.

### Cineuropa

84 avenue Besme  
1190 Brussels – BE  
T +32 2 537 19 72

Valerio Caruso  
caruso@cineuropa.org

[www.cineuropa.org](http://www.cineuropa.org)

THE SITE FOR EUROPEAN CINEMA  
**CINEUROPA**

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# Film New Europe

## Film New Europe

ONLINE SERVICES, FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

**Film New Europe acts as a bridge connecting the Central and Eastern Europe/Baltic countries to western Europe and to the wider European and global markets.**

FNE is an informational tool to support market access and facilitate inter-regional cooperation and co-production. FNE is launching a redesigned website in 2012, with more use of visual images. This is providing added value for the countries of low audiovisual capacity in the central Europe/Baltics.

FNE is continuing its FNE Daily with expanded content on production and projects in development, national grant awards, and country information databases. The FNE Daily provides updates for over 12,500 audio-visual professionals worldwide on developments in the audio-visual sector in the central and eastern European region.

### Film New Europe

Krakowskie Przedmiescie 7  
Warsaw – PL  
T +48 22 556 54 78

### Anna Franklin

[anna.franklin@filmneweurope.com](mailto:anna.franklin@filmneweurope.com)

### Michal Klimkiewicz

[michal.klimkiewicz@filmneweurope.com](mailto:michal.klimkiewicz@filmneweurope.com)

[www.filmneweurope.com](http://www.filmneweurope.com)



# OLFFI

## Online Film Financing

ONLINE SERVICES, FEATURE FILMS

OLFFI is a web platform on film finance for audiovisual professionals offering both freely accessible services as well as specific applications for purchase. An alpha version was launched at the Rome International Film Festival in 2011. Roll-out will be in two stages in 2012 – a beta version after the Cannes Film Festival in May and the full application at the Rome International Film Festival in October.

The OLFFI database compiles detailed information on the financing and production of audiovisual works. It contains a complete and up to date overview of all sources of Film Funds available, including all national, regional, local and tax incentives programmes. It also includes IT tools for the simulation of financing strategies for movie productions and will allow targeted searches based on specific project criteria.

### Online Film Financing

3 rue de Duras  
75008 Paris – FR  
T +33 6 29 31 40 73

Joëlle Levie  
levie@olffi.com  
François Farrugia  
farrugia@olffi.com

[www.olffi.com](http://www.olffi.com)

**OLFFI**  
online film financing

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# Pro2film

## Reelport GmbH

ONLINE SERVICES, FEATURE FILMS, SHORT FILMS, DOCUMENTARIES

**Pro2film is a comprehensive online source of information about films and film professionals. Pro2film provides a search engine and an index to some of the existing large databases for film professionals.**

It is possible via pro2film for professionals to retrieve all the information they may need about a specific film and avoid the need to search a multitude of websites. The data is not user-generated, but comes from industry databases. All the data to be found on Pro2film is updated and checked by all the operators of these databases.

In its first phase, pro2film created the website, established the workflows, programmed the technology and rendered some of the most valuable databases searchable. In 2012, the goals are to increase the number of databases that can be searched through pro2film and to fine-tune the existing technology.

### Reelport GmbH

Kaiser-Wilhelm-Ring 7-9  
50672 Cologne – DE  
T +49 221 399 036 31

### Tilman Scheel

tilman.scheel@reelport.com

[www.pro2film.com](http://www.pro2film.com)

The logo for Pro2film, featuring the word "pro2film" in a lowercase, sans-serif font. The "2" is stylized with a circular cutout, and the "i" has a dot. The "o" and "l" are also stylized.

# reelisor (Documentary Networking Platform)

## Documentary Campus

ONLINE SERVICES, DOCUMENTARIES

reelisor.com is the online networking platform for documentary professionals in Europe and worldwide. The network is free and has more than 2,600 members, 1,000 projects, and an extensive pool of knowledge.

Professionals can register with their personal profile and present their projects to documentary professionals ranging from buyers, producers, directors, festivals, funders, distributors and many more. They can use the network to contact each other and form new co-production partnerships. The platform's group feature allows members to exchange and discuss topics with like-minded colleagues.

The event calendar navigates the complex documentary year. Information on upcoming deadlines and calls are included in the news section. New projects in various states of development can be found and added to the user's favourites or personal watchlist.

Reelisor is freely accessible to all documentary professionals.

[www.reelisor.com](http://www.reelisor.com)

### Documentary Campus

e.V., Schliemannstr. 5, 2QGB,  
10437 Berlin – DE  
T +49 30 473 77 403

Manuela Winkler  
info@reelisor.com

 reelisor  
 @reelisor

### REQUIREMENTS

The person has to be active within the documentary industry.



07

**PAN-EUROPEAN  
ORGANISATIONS**

# Europa Cinemas

## Europa Cinemas

PAN-EUROPEAN ORGANISATIONS, FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

Europa Cinemas supports the effective and concrete marketing of European films in non-MEDIA countries with financial assistance to distributors. Some 75 European film releases will be supported in 2012.

The costs supported relate to:

- purchase and strike;
- masterisation, encoding linked to the production of digital prints;
- transport, subtitling and dubbing;
- production of promotional and advertising material, publication costs;
- public relations costs and transport;
- accommodation/subsistence costs of the professionals/talents linked to the films.

The amount of support depends on the number of prints involved in the release plan and can reach EUR 20,000 (for a release with more than 20 prints). Only European films with a recent copyright (2008 or later) can benefit from this support.

### Europa Cinemas

54 rue Beaubourg  
75003 Paris – FR  
T +33 1 42 71 53 70

Fatima Djoumer

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Marie-Blanche Bétouret

mbbetouret@europa-cinemas.org

Guillaume Gaubert

info@europa-cinemas.org

 Europa-Cinemas

 @EuropaCinemas

### REQUIREMENTS

To encourage diversity, distributors are limited to three releases supported each year, among which at most two from the same European country of origin. However, the range of European films available in the markets is taken into account. Special attention is paid to films produced in European countries with low audio-visual production capacities and in the new member states of the European Union.

### APPLICATION DEADLINE

Applications must be sent to Europa Cinemas two months prior to the release date planned.

[www.europa-cinemas.org](http://www.europa-cinemas.org)



# Europa Distribution Workshops

## Europa Distribution

PAN-EUROPEAN ORGANISATIONS, FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

**Europa Distribution is a European network of more than 110 independent distributors, which organises distribution workshops based on discussion forums on hot distribution matters and on case studies based on movies recently released or not yet released in Europe.**

It lines up presentations by international sales-people with an emphasis on the marketing strategy, and organises discussion forums to widen the debate on concrete distribution-related topics. There are also mini-workshops with a focus on new technologies for the employees of distribution companies. These workshops are complemented by the Cidinet database, a European intranet promoting the exchange of material, information and ideas between European distributors.

The objective is to:

- promote more concrete collaboration between distributors and optimise release strategies by integrating a European dimension;
- favour the sharing of the costs of promotional and technical material to strengthen the financial structure of the distributors;
- give European distributors practical tools to develop strategies for innovative releases to conquer new publics;
- improve the promotion and the circulation of European works and the competitiveness of the European distribution.

[www.europa-distribution.org](http://www.europa-distribution.org)  
[www.cidinet.eu](http://www.cidinet.eu)

### Europa Distribution

c/o Films du Losange  
 22 ave Pierre 1<sup>er</sup> de Serbie  
 75116 Paris – FR  
 T +33 1 44 43 87 10/12

### Adeline Monzier

[adeline.monzier@europa-distribution.org](mailto:adeline.monzier@europa-distribution.org)

### Isabelle Obadia

[isabelle.obadia@europa-distribution.org](mailto:isabelle.obadia@europa-distribution.org)

 Europa-Distribution

### DATES & LOCATION

March 2012 – Sofia, BG

June 2012 – Annecy, FR

August 2012 – Locarno, CH

September 2012 – San Sebastian, ES

October 2012 (Festival Lumière Lyon) – Lyons, FR

December 2012 – Les Arcs, FR



# Film Sales Support

## European Film Promotion

PAN-EUROPEAN ORGANISATIONS, FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

The Film Sales Support (FSS) mechanism was launched in 2004 by European Film Promotion, a network of 32 organisations and professionals from 33 European countries.

FSS supports the promotional and marketing campaigns of European films by European sales and production companies (without a sales agent) at five international film festivals outside of Europe (Sundance, Toronto, Guadalajara, Shanghai, Sao Paulo) and three markets outside of Europe (American Film Market, FILMART: Hong Kong, and Asian Film Market: Busan). The support targets sales activities in North and South America, and Asia. EFP has umbrella offices at several of these festivals and markets.

By supporting the presence of European professionals at festivals and markets, EFP contributes towards networking with local buyers and business relationships. FSS covers the following expenses: production of a print (35mm or DCP); subtitling or dubbing; transport of the print and related expenses; production of publicity and advertising material; publication expenses; PR activities; booth rental, fees for market screenings, and travel and accommodation for attending sales representatives and talent (if not covered by the respective festival.)

The support takes the form of financial contributions covering up to 45% of total promotional/marketing costs up to a maximum of EUR 5,000 for one film and EUR 2,500 for any subsequent film per festival (up to four films maximum) and market (up to two films maximum).

[www.efp-online.com](http://www.efp-online.com)

### European Film Promotion

Friedensallee 14-16 – 22765 Hamburg – DE  
T +49 40 390 62 52

Renate Rose  
Susanne Davis  
davis@efp-online.com  
info@efp-online.com

 EuropeanFilmPromotion

### DATES & LOCATION

January 19-29, 2012, Salt Lake City, US  
March 2-10, 2012, Guadalajara, MX  
March 19-22, 2012, Hong Kong, CN  
June 16-24, 2012, Shanghai, CN  
September 6-16, 2012, Toronto, CA  
October 8-11, 2012, Busan, KR  
October 21-November 3, 2012, São Paulo, BR  
October 31-November 7, 2012, Los Angeles, US

### APPLICATION DEADLINE

**Sundance Film Festival:** December 15, 2011  
**Festival Internacional de Cine en Guadalajara:** February 2, 2012; **Hong Kong International Film & TV Market (FILMART):** February 21, 2012; **Shanghai International Film Festival:** May 10, 2012; **Toronto International Film Festival:** August 9, 2012; **Asian Film Market:** September 3, 2012; **São Paulo International Film Festival:** 21 September 21, 2012; **American Film Market:** October 2, 2012.



# Industry Screenings in the USA

## European Platform at the Busan IFF

### Umbrella Offices at markets and festivals

#### European Film Promotion

PAN-EUROPEAN ORGANISATIONS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

**European Film Promotion promotes new European films in Asia and North America by means of industry screenings and/or support at major festivals. EFP is a network of organisations and professionals from 33 European countries.**

Industry Screenings in the USA take place twice a year, usually in June in New York and in November in Los Angeles during the American Film Market. The screenings in New York are for up to six European films. In Los Angeles, priority is given to films nominated for the Academy Award of Best Foreign Language Film. These screenings offer exclusive access to the most interesting European films of the year which have no distribution yet in the USA. The objective is to assist sales agents gain greater access to the overall market and to find in particular distribution for quality films in the highly complex and difficult US market.

Additional support is provided at the:

- Busan International Film Festival: the aim is to highlight the screening of European films at the event, and to raise their visibility with the Asian press, public and industry, providing for the presence of European talent and an operational base for professionals at the Asian Film Market;

#### European Film Promotion

Friedensallee 14-16  
22765 Hamburg – DE  
T +49 40 390 62 52

Renate Rose

Susanne Davis

davis@efp-online.com

info@efp-online.com

 EuropeanFilmPromotion

#### DATES & LOCATION

##### INDUSTRY SCREENINGS

June 25-26, 2012 – Industry screenings, New York, US

November, 2012 – Screenings for Academy Award Entries, Los Angeles, US

##### UMBRELLA BOOTHS

March 19-22, 2012 – FILMART, Hong Kong, CN

March 2-8, 2012 – Guadalajara, MX

October 8-11, 2012 – Asian Film Market, Busan, KR

October 31-November 7, 2012 – American Film Market, Los Angeles, US

- Umbrella Offices and services at the American Film Market, the Hong Kong FILMART and the Guadalajara International Film Festival offer European sales agents and EFP member organisations professional working bases and highlight the diversity of European cinema in countries outside Europe.

[www.efp-online.com](http://www.efp-online.com)



# Producers on the Move

## European Film Promotion

PAN-EUROPEAN ORGANISATIONS

**Producers on the Move is held during the Cannes International Film Festival (France) in May with 20-25 participating European producers from different European countries.**

The mandate of European Film Promotion, a network of organisations and professionals from 33 European countries, is to focus attention on young European talent. Since it initiated Producers on the Move at the Cannes International Film Festival and Film Market more than a decade ago, over 240 of Europe's most talented young producers have been introduced to the industry at large during this international event.

Activities include:

- a press campaign, including producer profiles and advertisements in the major daily trade papers;
- a Producers' Lunch for 160 European producers;
- a Round Table meeting/pitching session for all selected producers;
- one-to-one meetings for the participating producers;
- production of a catalogue and poster;
- on-line presentation of participating producers.

### European Film Promotion

Friedensallee 14-16  
22765 Hamburg – DE  
T +49 40 390 62 52

Renate Rose

Jo Mühlberger

muehlberger@efp-online.com

info@efp-online.com

 EuropeanFilmPromotion

### DATES & LOCATION

May 19-22, 2012  
Cannes, FR

### REQUIREMENTS

- Participants are selected by EFP member organisations. They must be relatively new in the business, not older than 45, and their most recent film must meet one of the following conditions:
- selected at a major festival, such as Berlin, Cannes, Rotterdam, Sundance in the previous year;
  - a success in the producer's home market;
  - released in other countries;
  - have a film (produced or co-produced) in one of the official sections of the current Cannes Film Festival.

[www.efp-online.com](http://www.efp-online.com)

**PRODUCERS  
ON THE  
MOVE**

# Shooting Stars

## European Film Promotion

PAN-EUROPEAN ORGANISATIONS, FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

With Shooting Stars, European Film Promotion, a network of organisations and professionals from 33 European countries to market and promote European films, presents each year 10 up-and-coming European actors and actresses during the first weekend of the Berlin International Film Festival (Berlinale).

These 10 Shooting Stars, each of whom comes from a different country, are introduced at the Berlinale through a series of high profile events, including the Shooting Stars Awards at the Berlinale Palast, an official Press Conference, meetings with Casting Directors and Talent Agents.

The aim is to bring talented young actors and actresses directly into the promotional process, and thereby encourage the development of a 'star system' in Europe. This is essential for the worldwide promotion and marketing of European films. Between 1998 and 2012, EFP introduced a total of 243 new faces in Berlin.

Touring Shooting Stars adapts the concept and promotional platform used in Berlin. EFP annually selects several new partner festivals to present the actors and their films to the press and their local audiences. The goal of this initiative is to bring the actors directly into the promotional process of their films, attracting additional press attention and thereby improving the opportunities for a film's distribution in the region.

[www.efp-online.com](http://www.efp-online.com)  
[www.shooting-stars.eu](http://www.shooting-stars.eu)

### European Film Promotion

Friedensallee 14-16  
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 ShootingStarsEFP

### DATES & LOCATION

February 11-13, 2012  
 Berlin, DE

### REQUIREMENTS

The process begins with a nomination from an EFP member organisation based on criteria such as career to date, age (<35), previous roles and awards. The nominated actors are then presented to an international jury of experts who, based on screening a recent film which featured the actor, select the final ten.

**SHOOTING  
 STARS**  
 europe's best young actors

# Variety's Ten European Filmmakers to Watch

## European Film Promotion

PAN-EUROPEAN ORGANISATIONS

European Film Promotion, a network of organisations and professionals from 33 European countries, markets and promotes European films, including up-and-coming filmmakers. As part of this activity, EFP supports Variety's Ten European Filmmakers to Watch at the Karlovy Vary International Film Festival (Czech Republic).

The programme is an official side-bar of 10 European films by young European directors presented annually at Karlovy Vary. The festival is a key international event which acts as a bridge to the countries and cultures of Eastern Europe.

The filmmakers invited to present their films are selected by Variety critics in conjunction with EFP members and the Festival, and are introduced to the press, industry and public during two days of events with master classes, seminars and screenings.

With the launch of this programme in 2001, EFP and its partners aimed to honour new, groundbreaking European cinema and the talent behind it. Variety is EFP's main partner in the selection of films and presentation of directors.

### European Film Promotion

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 EuropeanFilmPromotion

**DATES & LOCATION**  
June 30-July 2, 2012  
Karlovy Vary, CZ

### REQUIREMENTS

Films selected by Variety critics, which are usually first/second or third-time films.

[www.efp-online.com](http://www.efp-online.com)





08

**MEDIA**

**@ EFM, MIPTV,  
MARCHÉ DU FILM,  
MIPCOM**

# MEDIA Stands at European Film Market and Marché du Film, Cannes

**Education, Audiovisual and Culture Executive Agency (EACEA),  
European Commission**

## FEATURE FILMS

The MEDIA programme seeks to facilitate the access to the market for feature filmmakers from European countries associated with the MEDIA Programme by means of so-called umbrella stands at major markets, including at in Berlin and Cannes.

The umbrella stands at the European Film Market, which is associated with the Berlinale film festival, and at the Marché du Film, which is associated with the Cannes Film Festival, each year provide more than 100 European filmmakers and other industry representatives a base from which to operate at the two leading European feature film markets. They are also a place to meet MEDIA Programme staff and representatives of MEDIA Desks and Antennae.

Space is made available at special rates, which include not only market accreditation, but a welcome desk and messaging service, tables and seating for meetings, an Internet corner and a coffee bar. The MEDIA Programme promotes the existence of the stand in Market publications.

The logistics are handled on behalf of the MEDIA Programme by [media-stands.eu](http://media-stands.eu).

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**Stephane Hallet**  
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### DATES & LOCATION

EFM: February 9-17, 2012 – Berlin, DE  
February 7-15, 2013 – Berlin, DE  
MIF: May 16-25, 2012 – Cannes, FR  
May 2013 – Cannes, FR

## REQUIREMENTS

Applications are subject to eligibility criteria relating in particular to the amount of European content. The MEDIA Programme is the final arbiter of whether these have been met.

## APPLICATION DEADLINE

Applications are dealt with on a first-come, first served basis. Applications open three to four months before the event.

[www.media-stands.eu](http://www.media-stands.eu)  
[www.ec.europa.eu/media](http://www.ec.europa.eu/media)

[media-stands.eu](http://media-stands.eu)

# MEDIA Stands at MIPTV and MIPCOM

**Education, Audiovisual and Culture Executive Agency (EACEA),  
European Commission**

**PAN-EUROPEAN ORGANISATIONS**

The MEDIA programme seeks to facilitate the access to the market for European audiovisual independents in all genres by means of so-called umbrella stands at major audiovisual markets, including MIPTV and MIPCOM in Cannes each spring and autumn.

These umbrella stands host some 150 companies and well over 200 participants. They are also a place to meet MEDIA Programme staff and representatives of MEDIA Desks and Antennae.

Space is made available at special rates and includes not only market accreditation with exhibitor status, but a welcome desk and messaging service, tables and seating for meetings, an Internet corner, a bar, dedicated company booths at attractive rates, meeting rooms, a year-round advisory service, briefings from some twenty buyers from channels from around the world, and workshops run by recognised industry experts.

All participants are listed in a Glimpse of Europe catalogue, in which they can also feature the three productions of their choice. The same information is included in a searchable database on the media-stands.eu website. Special accreditation rates are also available for related events, such as MIPDoc.

The logistics are handled on behalf of the MEDIA Programme by media-stands.eu.

[www.media-stands.eu](http://www.media-stands.eu)  
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**DATES & LOCATION**

April 1-4, 2012  
October 8-11, 2012  
Cannes, FR

April 2013,  
October 2013 (tbc)  
Cannes, FR

**REQUIREMENTS**

Applications are subject to eligibility criteria relating in particular to the amount of European content. The MEDIA Programme is the final arbiter of whether these have been met.

**APPLICATION DEADLINE**

Applications are dealt with on a first-come, first served basis. Applications open three to four months before the event.

[media-stands.eu](http://media-stands.eu)

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# MEDIA Desks and Antennae

## FOR MORE INFORMATION

on the MEDIA Programmes and other funding opportunities, please visit the MEDIA website: [ec.europa.eu/media](http://ec.europa.eu/media) or consult your local MEDIA Desk or Antenna.

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NOTE: List correct as of  
May 15, 2012.





Editing: Cecoforma / Design: signalazer.com

© Photos: cover: Yuri Arcurs, Feature films: eyelab, Short Films: griwaldia, Documentaries: chris-up, Animation & Young audience: jarts, Cross-media: view7, Online services: himberry, Pan-European Organisations: pialhovic, Media @ EFM, MIPTV, Marché du film, MIPCOM: Katharina Fischer, Index: boing, P.4: Cecoforma, P.6: DocsBarcelona Pitching Forum at CCCB, P. 7: Georg Roske, Berlinale 2011, P.8: EDN Workshops Southern Europe, P.10: Institute of Documentary Film (IDF)



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