



MEDIA MUNDUS 2012

EUROPE JOINS FORCES
WITH THE GLOBAL FILM INDUSTRY

MEDIA 
MUNDUS



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Note: Fees not only vary from one to another, but do not always cover the same elements. Exact terms and conditions vary. But an indication of when travel, lodging and meals are provided is shown by the following symbols → H I O I

Every effort is made to ensure the accuracy of the information in this publication. However, much of the information has to be presented in abbreviated form in order to provide a publication that can act as a one-stop shop. Moreover, dates and places often change. Please go to the websites of the programmes for full information.

FULL TITLE OF THE PROJECT / COORDINATING COMPANY	REGIONAL OR OTHER FOCUS	TRAINING	MARKET ACCESS	CROSSOVER	CIRCULATION & DISTRIBUTION
Best Practice Exchange / ACE - Ateliers du Cinéma Européen	GLOBAL	■			
S3D World / CIANT	GLOBAL	■			
Berlinale Filmmakers-in-Residence Programme / Kulturveranstaltungen des Bundes – Internationale Filmfestspiele Berlin	GLOBAL			■	
Boost! / Hubert Bals Fund (Stichting Filmfestival Rotterdam)	GLOBAL			■	
Collab: Rotterdam Lab - Taller Colon - Durban FilmMart / CineMart	GLOBAL			■	
DOX:LAB / CPH:DOX International Documentary Film Festival	GLOBAL			■	
World Documentary Exchange (WDE) / International Documentary Film Festival Amsterdam (IDFA)	GLOBAL		■		
Interchange: TFL/DIFF/EAVE Development & Co-production for the Arab World / TorinoFilmLab (Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo)	ARAB WORLD	■			
ACE Co-production Labs / ACE - Ateliers du Cinéma Européen	ASIA	■			
Primexchange Europe – India / PRIMEHOUSE	ASIA			■	
Ties that Bind - Asia Europe Producers Workshop / Fondo Audiovisivo Friuli Venezia Giulia	ASIA	■			
Baltic Bridge East by West / BE MTÜ	EASTERN EUROPE			■	
CentEast / Warsaw Film Foundation / Warszawska Fundacja Filmowa	EASTERN EUROPE		■		
Docstories – Storytelling in Documentary Film / ART DOC	EASTERN EUROPE	■			
ACE Mundus 4 / ACE - Ateliers du Cinéma Européen	EUROPE	■			
EAVE European Producers Workshop / EAVE – European Audiovisual Entrepreneurs	EUROPE	■			
EAVE Film Finance Forum / EAVE – European Audiovisual Entrepreneurs	EUROPE	■			
EP2C - European Post-Production Connection / Entre Chien et Loup	EUROPE	■			
EURODOC International 2012 / EURODOC	EUROPE	■			
MEGA PLUS / Media Business School	EUROPE	■			
Script&Pitch International / TorinoFilmLab (Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo)	EUROPE	■			
Cine Sin Fronteras / ARCALT - Association Rencontres Cinémas d'Amérique latine Toulouse	LATIN AMERICA			■	
Latin Side of the Doc / Doc Services	LATIN AMERICA		■		
Puentes – Australab Training & Industry Platform / EAVE – European Audiovisual Entrepreneurs	LATIN AMERICA			■	
Ventana Sur: Échanges Europe-Amérique Latine / Marché du Film - Festival de Cannes	LATIN AMERICA				■
Producers Lab Toronto 2012 / EFP - European Film Promotion	NORTH AMERICA		■		
Trans Atlantic Partners / Erich Pommer Institut	NORTH AMERICA			■	
Distribution 2.0 / The Match Factory	GLOBAL DISTRIBUTION				■
Europa Cinemas Mundus / Europa Cinemas	GLOBAL DISTRIBUTION				■
Europa Distribution International 2012 / Europa Distribution	GLOBAL DISTRIBUTION				■
Eye on Films / WIDE	GLOBAL DISTRIBUTION				■
Festival Scope: TeleScope / Moving Scope France	GLOBAL DISTRIBUTION				■
Ipeda Mundus / Independent Pan- European Digital Association (IPEDA) – Europe	GLOBAL DISTRIBUTION				■
Operation Kino / Asociatia pentru Promovarea Filmului Romanesc/ Romanian Film Promotion	GLOBAL DISTRIBUTION				■
Cartoon Connection 2012 / Cartoon - European Association of Animation Film	CARTOON	■			



Europe Joins Forces with the Global Film Industry

The audiovisual industry is increasingly globalised, with new technologies opening up exciting possibilities for developing and disseminating innovative audiovisual content. These changes are also leading to new kinds of collaboration between filmmakers.

To make the most of these opportunities, the European Union launched the MEDIA Mundus programme in October 2009 to support cooperation between audiovisual professionals in Europe and the rest of the world.

Running from 2011-2013, the programme will benefit both European and non-European audiovisual professionals alike by strengthening cultural and commercial ties and creating new business opportunities.

MEDIA Mundus aims to foster the exchange of information and networking between professionals from Europe and from all over the world.

MEDIA Mundus also seeks to improve access to foreign markets and the distribution and circulation of films worldwide, so that more audiences get the chance to see films from around the world in cinema and on other platforms.

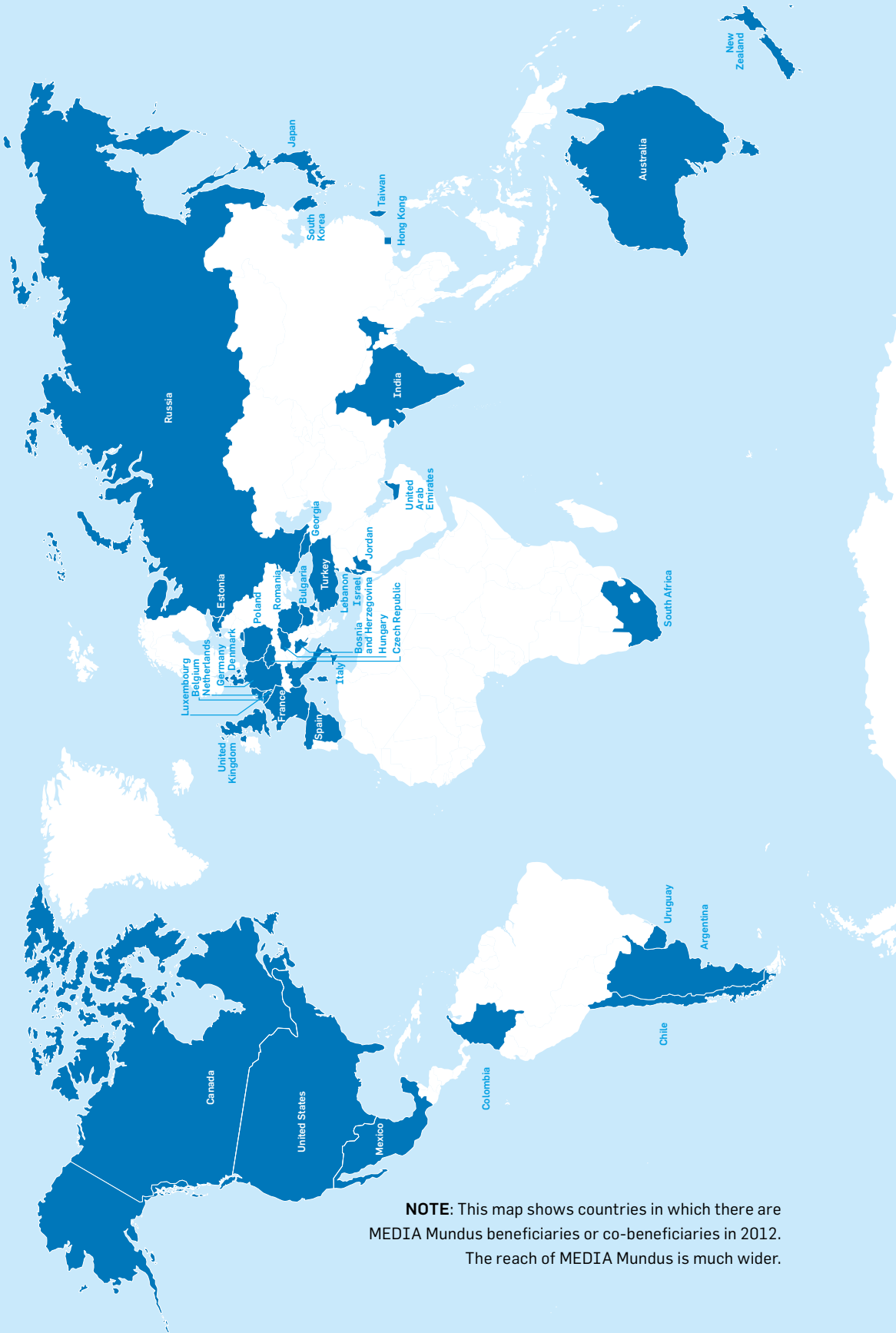
The idea of the programme is derived from an initiative taken in 2006 by the European Commission and Gilles Jacob, President of the Cannes Festival, to adopt a declaration on European film promotion worldwide, entitled 'European films go global'.

MEDIA Mundus follows up on MEDIA International (2008-2010), a Preparatory Action initiated by the European Parliament. Under MEDIA International, for example, some 1000 professionals from 25 EU Member States and 58 third countries were able to benefit from training.

This guide is intended to help professionals to find out about MEDIA Mundus, its benefits and how to take part in the programme. The European Union is providing EUR 5 million annually of funding for projects submitted by audiovisual professionals from Europe and elsewhere.

Aviva Silver

Head of Unit MEDIA Programme and Media Literacy



NOTE: This map shows countries in which there are MEDIA Mundus beneficiaries or co-beneficiaries in 2012. The reach of MEDIA Mundus is much wider.



How to take part

MEDIA Mundus supports co-operation projects in the field of training, market access, distribution, and circulation. Audiovisual professionals from both inside and outside Europe must apply together for funding and then, if accepted, jointly carry out the project.

The projects supported should aim to:

- Enhance the skills of audiovisual professionals from Europe and the rest of the world ('third countries');
- Improve access to international markets;
- Strengthen the distribution and circulation of European audiovisual works in non-European markets and vice versa.

To ensure that projects promote networking between audiovisual professionals from around the world, each project team should in principle have a minimum of three partners. Of these, at least one should be from a non-EU country. The coordinator of the project must be European.

In 2012, 35 projects are receiving a total of EUR 5 million in funding from MEDIA Mundus.

To find out more about MEDIA Mundus, the guidelines and the application form visit the MEDIA Mundus website:

<http://ec.europa.eu/culture/media/mundus>.



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 six 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>).

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).

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

“Everyone loves to see good films in the cinema and on TV. MEDIA Mundus – the global version of our successful MEDIA programme – encourages international co-productions, boosts worldwide distribution and makes the audiovisual industry more competitive. The idea is to give audiences more choice and the chance to see films made all over the world.”

ANDROULLA VASSILIOU, European Commissioner for Education, Culture, Multilingualism and Youth

01

TRAINING



ACE Co-production Labs

ACE - Ateliers du Cinéma Européen

The main objectives of the ACE Co-production Labs (ACL) are to help the participants improve their management skills and their knowledge of the marketplace in the EU and in the region visited, to enlarge their network of contacts, and to increase their business opportunities.

The ACL are a series of project-based workshops welcoming groups of selected experienced producers with a feature film project that shows strong potential for co-productions or co-financing with the economic players in the markets visited, i.e. China and Japan in 2012. Trainers for each workshop are chosen among key industry players from the EU and from both Asian countries (including world sales agents, talent agents and distributors) for group and 1-to-1 meetings.

Each participant gains a better understanding of the film industry in the countries visited, and reciprocally the participants from third countries learn about the European film business. Topics include commercial practices, financial opportunities, and various legal or unwritten rules. In the long term, participants should become a professional interface between their national colleagues and these markets, and develop or consolidate business collaboration with very different Asian film industries.

ACE - Ateliers du Cinéma Européen

8 rue Mayran – 75009 Paris – France

T +33 (0)1 5325 0001

Noëmi Haire-Sievers
noemi@ace-producers.com
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 ACE
 @ACE_RonanGirre

CO-BENEFICIARIES

HKIFSS/HAF HONG KONG

Unijapan JAPAN

PARTICIPANTS

25 producers: EU - 10; Japan - 5; China - 10.

LOCATIONS

18-22 March 2012 – Hong Kong HONG KONG

October 2012 – Tokyo JAPAN

SUBMISSION REQUIREMENTS

Experienced independent European producers, having theatrically released at least one feature film and with one under way for co-production with a partner in the corresponding Asian country. Or Chinese or Japanese producers with the same professional profile, who must apply via HAF or Unijapan respectively.

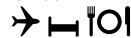
APPLICATION DEADLINE

Hong Kong October/November, 2012 - tba

Japan June/July, 2012 - tba

FEES

€ 400



www.ace-producers.com

ace
ateliers du cinéma européen

ACE Mundus 4

ACE - Ateliers du Cinéma Européen

The main objectives of ACE Mundus are to help the participants improve their professional/management skills and their knowledge of the European marketplace, to enlarge their networks and increase their opportunities to do business with Europe.

ACE Mundus welcomes experienced feature producers from outside Europe to the existing ACE annual programme for European independent producers. ACE Mundus consists of the three traditional types of ACE activity: training through projects (including individual project follow-up for each participant), audiovisual skills training, and project placement/industry networking (especially with ACE alumni belonging to the ACE Network of Producers).

The core of the project is a four-part eight-day workshop: three days on the EU audiovisual industry, one day of 1-to-1 meetings with experts on projects, a 1-day co-production seminar and a three-day pitching/networking meeting with ACE EU producers. This meeting is to encourage co-production opportunities not only for non-EU participants but also for EU producers looking for co-producers outside Europe. In addition, ACE offers year-round remote follow-up of projects and industry networking/project placement activities at festivals for new participants and alumni.

ACE - Ateliers du Cinéma Européen

8 rue Mayran – 75009 Paris – France

T +33 (0)1 5325 0001

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 ACE

 @ACE_RonanGirre

ASSOCIATED PARTNERS

Screen AUSTRALIA

Telefilm CANADA

ProImagenes COLOMBIA

Israel Film Fund ISRAEL

New Zealand Film Commission NEW ZEALAND

CNC FRANCE.

PARTICIPANTS

8 international producers.

2012 Focus: North America CANADA, Latin America, Pacific Ring, Middle East.

LOCATIONS

March 25 > April 1, 2012

Paris FRANCE / Bucharest ROMANIA

SUBMISSION REQUIREMENTS

Experienced independent main producers, with a fiction feature film project in the early stages of development.

APPLICATION DEADLINE

Early November (tba);

call for applications: mid- September

FEES

€ 5.800



www.ace-producers.com

ace
ateliers du cinéma européen

Best Practice Exchange

ACE - Ateliers du Cinéma Européen

Best Practice Exchange (BPX) is a high-level training initiative which enables decisionmakers from film funding agencies in European and non-European countries to share and compare their experience, their expertise and their methodologies.

The aim of BPX is to set new international standards of excellence, harmonisation and compatibility in funding policies and procedures in order to facilitate co-production at global level and stimulate cultural diversity, competitiveness and long-term, reciprocal relationships.

BPX takes the form of a two-day workshop held in a country outside Europe, in which the participants are (a) principals of national and regional European film funds, (b) principals of funds in the host country and other non-European countries, and (c) European and non-European producers whose experience will provide additional input.

ACE - Ateliers du Cinéma Européen

8 rue Mayran – 75009 Paris – France

T +33 (0)1 5325 0001

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 ACE
 @ACE_RonanGirre

CO-BENEFICIARIES

Israel Film Fund ISRAEL

PARTICIPANTS

45

LOCATIONS

February 2013 (tba)

Tel Aviv ISRAEL

FEES

€ 200



www.ace-producers.com

ACE
ateliers du cinéma européen

Cartoon Connection 2012

Cartoon - European Association of Animation Film

These workshops explore new commercial and creative links between animation professionals from Europe and their counterparts in South Korea and Canada.

They are designed to:

- expand the professional networks of both sides;
- improve the knowledge of respective markets;
- encourage cooperation and circulation of animation works between the continents;
- find new partners and co-production opportunities.

Cartoon - European Association of Animation Film

Avenue Huart Hamoir 105 – 1030 Brussels
Belgium

T +32 (0)2 245 1200

Marc Vandeweyer
marc.vandeweyer@cartoon-media.eu

 Cartoon
 @CARTOON_medi

CO-BENEFICIARIES

Festival de Cinéma des 3 Amériques CANADA

KOTRA SOUTH KOREA

PARTICIPANTS

Ca. 100 participants per edition from 14 European countries and 1 > 3 other countries, depending on event.

LOCATIONS

March 19 > 22, 2012 – Busan SOUTH KOREA

December 10 >12, 2012 – Quebec CANADA

SUBMISSION REQUIREMENTS

Free application to Cartoon; preference to producers actively taking part in animation projects and attending Cartoon Forum and Cartoon Movie.

APPLICATION DEADLINE

Canada: August 2012

FEES

tba



Docstories – Storytelling in Documentary Film

ART DOC

Docstories is a workshop aimed at developing creative documentary projects and innovative non-fiction formats in the greater Black Sea region.

Docstories supports a minimum of 15 projects (creative documentary, innovative TV formats and new media projects). Additionally around 30 professionals from the region are trained in storytelling: 15 participants are selected for all three sessions; there are six different other participants per session (in Tbilisi and in Sibiu).

Docstories also aims to create a network of documentary professionals in the region, a network that facilitates the circulation of audiovisual content and the exchange of best practice. The project also works on cooperation models at a regional and European level in order to initiate co-productions and facilitate access to the European audiovisual market.

ART DOC

Macedonski Street 8 – 010591 Bucharest – Romania

T +40 (0)21 2115 756

T +40 (0)724 466 065

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ile-stancu@gmx.de

Artchil Khetagouri
info@noosfera-foundation.com

 docstories blacksea

CO-BENEFICIARIES

NOOSFERA Foundation GEORGIA

IDFA - International Documentary Festival

Amsterdam NETHERLANDS

PARTICIPANTS

15-30 participants from Black Sea basin and EU countries.

LOCATIONS

July 2 > 7, 2012

Tbilisi GEORGIA

October 16 > 20, 2012

Sibiu ROMANIA

November 15 > 19, 2012

Amsterdam NETHERLANDS

SUBMISSION REQUIREMENTS

A documentary project at the development, production or rough-cut stage. Applicants from countries outside of the Black Sea region: proof of motivation to co-produce in the region

APPLICATION DEADLINE

May 21, 2012

FEES

€ 350 without scholarship. € 150 for the 5 participants offered a scholarship.



www.docstories-blacksea.com



EAVE European Producers Workshop

EAVE – European Audiovisual Entrepreneurs

The EAVE European Producers' Workshop is a 12-month programme conducted through three one-week residential workshops connected by participant work and long-distance tutoring between workshops. Each workshop combines group work, plenary lectures, case studies, one-on-one meetings and screenings.

Between the workshops participants work on all aspects of developing their projects and will have been set specific tasks. Contact between the participants, and between participants and the teaching team takes place via e-mail, Skype and online community contact. Of the 50 participants, approximately 30 attend with projects (fiction or documentary) and 20 without. Four non-European producers are eligible.

Training through working on the development of real projects is at the heart of EAVE's methodology. Participants without projects are paired with those with projects. Participants without a project can be producers, but also related industry professionals such as lawyers, those working for regional and national funds, sales agencies, distribution companies, co-production markets and festivals.

EAVE – European Audiovisual Entrepreneurs

238c rue de Luxembourg
8077 Bertrange – Luxembourg

T +352 445 2101
F +352 4452 1070

Kristina Trapp
tina@eave.org

ASSOCIATED PARTNERS

19 film markets and industry meetings in Europe and elsewhere.

PARTICIPANTS

4 non-MEDIA

LOCATIONS

March 12 > 19, 2012

Luxembourg LUXEMBOURG

June 13 > 20, 2012

Opatija CROATIA

November 5 > 12, 2012

Amsterdam NETHERLANDS

APPLICATION DEADLINE

October 1, 2012

FEES

Residents of non-MEDIA countries:

€ 4000 with project; € 2500 without a project

www.eave.org



EAVE Film Finance Forum

EAVE – European Audiovisual Entrepreneurs

The EAVE Film Finance Forum provides an exploration and update of the latest financial developments and funding sources in Europe. It aims to increase producers' and distributors' knowledge of the financial aspects of film making, taking new technologies into account.

The Forum is a four-day workshop offering a concise and comprehensive guide to European film financing in a concentrated round table format. The course includes an overview of European film financing, sources of public and private finance, co-production and the legal issues involved, tax incentives, sales and distribution finance, revenue from exploitation, new forms of online financing, sales and distribution, and working with banks and other financial institutions.

To ensure that the participants from outside Europe are fully integrated, EAVE offers an introductory session with information on the structures and mechanisms of European finance and production and edits a section of the infobook with detailed information on the financing sources available in Europe for non-EU productions.

EAVE – European Audiovisual Entrepreneurs

238c rue de Luxembourg
8077 Bertrange – Luxembourg

T +352 445 2101
F +352 4452 1070

Kristina Trapp
tina@eave.org

PARTICIPANTS

8 non-MEDIA

LOCATIONS

April 19 > 22, 2012

Luxembourg LUXEMBOURG

SUBMISSION REQUIREMENTS

Appropriate professional/company profile.
Priority is given to applicants working within independent and/or small and medium-sized companies.

APPLICATION DEADLINE

March 2, 2012

FEES

€ 1800 for residents of non-MEDIA countries



www.eave.org



EP2C

European Post-Production Connection

Entre Chien et Loup

EP2C extends its workshop to six participants from non-European countries. This one-week seminar is the occasion to examine the main artistic, technical and financial challenges involved in post-production. It is open to six participants from non-European countries. The aim is to facilitate the post-production process, especially in the case of demanding and multi-country productions.

EP2C was created in the firm belief that a well-scheduled, -budgeted and -conducted post-production stage can save a lot of work and money, and can avoid unnecessary artistic compromise. This workshop targets producers and post-production supervisors involved in co-production projects and offers in-depth knowledge of image and sound workflows, technical possibilities and post-production management methods. It gives participants a better understanding of new technologies and their positive and negative impacts on post-production and also focuses on the specific requirements when working on an international film co-production.

Producers come with a feature film project (fiction or documentary), which will be further developed with the support of experts. Post-production supervisors acquire knowledge of the more technical side of post-production at meetings designed specifically for this group.

Entre Chien et Loup

28 rue de l'Amblyè – 1160 Brussels – Belgium

T +32 (0)2 736 48 13

T +32 (0)475 73 66 16

Michi Noro

michi@ep2c.com

 EP2C-European-Post-Production-Connection

ASSOCIATED PARTNERS

Israel Film & TV producers Association ISRAEL
Meetings on the Bridge - International Istanbul Film Festival TURKEY

Festival Internacional de Cine de Valdivia CHILE
Cinéma en Construction, Produire au Sud FRANCE

PARTICIPANTS

14 producers + 8 post-production supervisors including 16 European participants + 6 participants from non-European countries.

LOCATIONS


October 2012 (tba)
 Cologne GERMANY

APPLICATION DEADLINE

June 20, 2012

FEES

Selected participants receive a scholarship covering training course, accommodation, food costs and half of the travel costs.

→ 50% 

www.ep2c.com



EURODOC International 2012

EURODOC

This programme opens up the EURODOC Executives Seminar and EURODOC Production to three non-European commissioning editors and five non-European producers respectively.

EURODOC International seeks to increase the number of potential co-production territories for original documentaries, and in so doing not only enrich the EURODOC network, but also improve circulation of films in a wider number of countries. The inclusion of non-European participants in EURODOC courses is of mutual benefit to the Europeans and non-Europeans alike. There are already concrete examples of co-productions being developed as a result of earlier editions of EURODOC International, including with public television producers from Chile, South Africa and South Korea.

The collaboration with ITVS (Independent Television Service) of the US is another means of broadening the scope of cross-border collaborative projects.

EURODOC

4 rue Astruc – 34000 Montpellier – France

T +33 (0)4 6760 2330

Anne-Marie Luccioni
eurodoc@wanadoo.fr

ASSOCIATED PARTNERS

ITVS - Independent Television Service US

PARTICIPANTS

EURODOC Production

5 producers

EURODOC Executives Seminar

3 commissioning editors.

LOCATIONS

EURODOC Production

March 2012

Verviers BELGIUM

June 2012

Gera GERMANY

October 2012

Nimes FRANCE

EURODOC Executives Seminar

June 2012

Gera GERMANY

October 2012

Nimes FRANCE

FEES

EURODOC Production € 840

EURODOC Executives Seminar € 780

Interchange: TFL/DIFF/EAVE Development & Co-production for the Arab World

TorinoFilmLab

(Museo Nazionale del Cinema – Fondazione Maria Adriana Prolo)

Interchange is a project development course for 12 teams of writer, director and producer from the European and Arab world and three Arab trainee script consultants.

The training is designed to match the needs of experienced professionals who want to develop their skills through concrete work on their projects - under the expert guidance of international tutors - and who are ready to share their ideas with colleagues and engage in discussion in order to improve and increase their knowledge. The trainee script consultants are trained as story editors. Each works on four of the 12 selected projects.

A head tutor oversees all 12 project teams of writer, director and producer, with three tutor story editors working on project groups in various combinations and aggregations, thus allowing participants to confront and exchange thoughts and know-how. At the final event in Dubai the 12 projects are pitched to a professional audience at the largest co-production market between Europe and the Arab world with industry attendees from both worlds.

TorinoFilmLab
(Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo)
TorinoFilmLab Via Cagliari 42 – 10153 Turin – Italy
T +39 011 237 9221
Mercedes Fernandez Alonso
interchange@torinofilmLab.it
f torinofilmLab
@TorinoFilmLab

CO-BENEFICIARIES

Dubai International Film Festival
UNITED ARAB EMIRATES

ASSOCIATED PARTNERS

Royal Film Commission JORDAN
Beirut DC LEBANON
EAVE LUXEMBOURG

PARTICIPANTS

12 teams of writer/director/ producer from EU and/ or one of 22 designated Arab countries. 3 Arab trainee script consultants from these countries.

LOCATIONS

May 2012 Turin ITALY
December 2012 Dubai UNITED ARAB EMIRATES

SUBMISSION REQUIREMENTS

Producers: demonstrable track record;
European applicants: clear relationship/involvement of them and their projects with the countries of the participants.

Arab story editor trainees: from one of designated Arab countries listed + good knowledge of Arabic.

APPLICATION DEADLINE

March 4, 2012 (for 2013 edition: March 4, 2013)

FEES

n/a



www.torinofilmLab.it

TFL

TorinoFilmLab
Training Development Funding

MEGA PLUS

Media Business School

MEGA PLUS is a nine-month, project-based master's programme designed for young professionals wishing to 'fast-track' their careers in the entertainment industry through specialised training in audiovisual company management and audiovisual project planning and positioning.

The course content includes project development, financing, positioning, production budgeting and scheduling, traditional and digital distribution, marketing and exploitation strategies, company management and business administration. Digital media is embedded as a cross-cutting theme in all the MEGA modules.

The course programme consists of:

- residential training (14 weeks): lectures, workshops and tutorials;
- a six-month internship programme;
- Mega Final Evaluation Week (Mega Few).

The extension of MEGA PLUS through MEDIA Mundus enables European participants to enlarge their international network and, as a consequence, extend the scope of their potential collaboration and exploit dissemination of their future projects beyond Europe.

Media Business School

Fundación Cultural Media
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 MEGAPlus.Mbs

 @mbs_fcm

ASSOCIATED PARTNERS

ICAA - Ministry of Culture, Regional Government of Andalusia, City Council of Ronda, Deloitte, FAPEA SPAIN
New Media Law UK
Cineuropa BELGIUM

PARTICIPANTS

5 from non-MEDIA countries

LOCATIONS

June > September, 2012

Ronda, Malaga SPAIN
(Residential Training)

September > December, 2012

Worldwide (internship)

December 2012

Ronda, Malaga SPAIN
(MEGA FEW - Final Evaluation Week)

January > March 2013

Worldwide (internship)


SUBMISSION REQUIREMENTS



- University degree or excellent professional track record;
- Course project (film, TV, digital/transmedia or company project).

APPLICATION DEADLINE

April 12, 2012

FEES € 7,000

 (from/to airport)

 +  (during MEGA FEW)

www.mediaschool.org

mega plus : european master
: in audiovisual
: management

S3D World

CIANT

S3D WORLD is a multidisciplinary training initiative offering European, American and Japanese audiovisual professionals intensive workshop sessions on new technologies.

It covers:

- Stereoscopic 3D (S3D) movie making – integrated approach;
- S3D Computer Graphics (S3DCG) Animation;
- Distributed post-production techniques in the field of S3D visual effects.

The main objectives are to:

- create an innovative and comprehensive training programme which helps increase competence and competitiveness through mutual sharing of knowledge and experience between American, European and Japanese professionals;
- foster working relationships within the global audiovisual industry by facilitating overseas professional networking and setting up new long-term working relationships aiming for a new inter-cultural approach to audiovisual creation;
- extend CIANT's seven years of experience with TransISTor courses.

CIANT

Imrychova 882 – Prague 4 - Kamyk – Czech Republic

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F +420 (0) 296 330 967

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Jan K. Rolník

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 CIANT-International-Centre-for-Art-and-New-Technologies

CO-BENEFICIARIES

Center for Research in Computing and the Arts, University of California, San Diego UNITED STATES

ASSOCIATED PARTNERS

Cesnet CZECH REPUBLIC

Computer Graphics Arts Society, Tokyo JAPAN

PARTICIPANTS

14 participants – 7 European;

4 United States; 3 Japan

LOCATIONS

March 12 > 15, 2012

San Diego UNITED STATES

May 7 > 10, 2012

Tokyo JAPAN

June 11 > 14, 2012

Prague CZECH REPUBLIC

August 31, 2012

online session

September 14, 2012

online session

Script&Pitch International

TorinoFilmLab

(Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo)

Script&Pitch International extends to six participants from other parts of the world the possibility of participating in the Script&Pitch Workshops - an advanced project development course for professional writers, writer/directors, story editors, creative producers, audience designers and transmedia storytellers.

The course consists of three week-long workshops taking place in Sweden, France and Italy over a period of 10 months. The third workshop ends with a public pitching/presentation of the projects in front of an audience of around 120 producers and sales agents from all over the world during the TorinoFilmLab Meeting Event, which takes place in November each year. In 2011 S&P successfully experimented in transmedia with the Writer's Room, dedicating one group to the development of a transmedia project and included audience engagement designers in the final two workshops to start thinking about the audience during the development stage. Both initiatives will be repeated in 2012.

The general aim of the course is to guide professional participants through the process of developing their projects (script development, story editing, co-production strategies, marketing, promotion, audience design). Working both in groups and individually, participants develop awareness of how to work in teams, a necessary skill in the film production community. Throughout this process participants strengthen their pitching skills and networking abilities and learn how to create connections with the industry.

www.torinofilmlab.it

TorinoFilmLab (Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo)

Via Cagliari 42 – 10153 Turin – Italy

T +39 011 237 9220

Agata Czerner

scriptandpitch@torinofilmlab.it

[torinofilmlab](https://www.facebook.com/torinofilmlab)

[@TorinoFilmLab](https://twitter.com/TorinoFilmLab)

ASSOCIATED PARTNERS

Israel Film Fund ISRAEL

BAL ARGENTINA

International Istanbul Film Festival, Istanbul Meetings on the Bridge TURKEY

Nisi Masa FRANCE

Le Groupe Ouest FRANCE

Dubai International Film Festival

UNITED ARAB EMIRATES

PARTICIPANTS

6 participants from non-EU countries (other than Croatia, Liechtenstein, Norway, Iceland and Switzerland)

LOCATIONS

March 2012 Helsingborg SWEDEN

June 2012 Brignogan FRANCE

November 2012 Turin ITALY

APPLICATION DEADLINE

Script&Pitch: Scriptwriters having already made several short films & working on first/second feature project; **Writer's Room:** experience in working across different platforms and media.

APPLICATION DEADLINE

Script&Pitch: October 31, 2012

Writer's Room: December 10, 2012

Audience Design: March 30, 2012

(2013 edition: April 15th, 2013).

FEES

Writers: € 2,000; Story editors: € 1,000. Writer's Room participants: € 1500. Audience designers: free.



TFL

TorinoFilmLab
Training Development Funding

Ties that Bind - Asia Europe Producers Workshop

Fondo Audiovisivo Friuli Venezia Giulia

Ties that Bind enables 10 experienced feature film producers from Asia and Europe to work together on their projects in two one-week workshops during the Far East Film Festival in Udine, Italy, and during the Busan International Film Festival in South Korea.

The Asian participants can come from Cambodia, China (incl. Hong Kong and Macao), Indonesia, Japan, Korea, Malaysia, Mongolia, Myanmar, Laos, Philippines, Singapore, Taiwan, Thailand or Vietnam. The goal is high level professional development with a view to short, medium and long term collaboration, co-operation and co-production on the 10 selected projects as well as future projects; the creation of an in-depth awareness of the audiovisual market and operating conditions; and a better understanding of legal frameworks, financing, sales, distribution and exhibition practices in both continents.

The outcomes are a common understanding of the role of the producer and of co-production issues, networking between the participants to create co-financing and co-production relationships, and high level project development with customised expertise on each relevant aspect (e.g. legal, script, marketing, financing, pitching); access to the partners' networks of producers, markets, festivals and decisionmakers in Asia and Europe.

Fondo Audiovisivo Friuli Venezia Giulia

Via Asquini 33 – 33100 Udine – Italy

T +39 0432 500 322

F +39 0432 200 825

Alessandro Groppero

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Tanika Sajatovic

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CO-BENEFICIARIES

Busan International Film Festival KOREA

Centro Espressioni Cinematografiche -

Udine Far East Film Festival ITALY

EAVE – European Audiovisual

Entrepreneurs LUXEMBOURG

PARTICIPANTS

10 producers: 5 from Asia, 5 from Europe.

LOCATIONS

April/May 2012

Udine ITALY

October 2012

Busan SOUTH KOREA

SUBMISSION REQUIREMENTS

Experienced feature film producers wishing to work on an international scale with a feature film project in development stage.

APPLICATION DEADLINE

February

FEES

Partial travel scholarships.



www.tiesthatbind.eu



An aerial, top-down view of a diverse group of people standing on a light-colored, possibly concrete, floor. The people are scattered across the frame, some looking towards the camera, others looking away. They are wearing various casual and business-casual clothing. The overall scene suggests a public gathering or a busy area.

02

**MARKET
ACCESS**

CentEast

Warsaw Film Foundation / Warszawska Fundacja Filmowa

The CentEast system is based on a package of up to 10 annually selected works-in-progress from both EU and non-EU countries: Belarus, Bulgaria, Croatia, Czech Republic, Hungary, Moldova, Poland, Romania, Russia, Slovakia, Slovenia and Ukraine.

The films are presented to a wide range of film professionals attending two industry events, which are important for the region of Eastern Europe and Russia: CentEast Warsaw Market, which is held during the Warsaw Film Festival in Poland, and Projects for 2morrow, which is held during the 2morrow International Film Festival in Moscow, Russia.

CentEast Warsaw-Moscow aims to give Eastern European films exposure to the international market and provide them with distribution possibilities.

**Warsaw Film Foundation /
Warszawska Fundacja Filmowa**
Lwowska Street, 11/11 – 00-660 Warsaw – Poland
T +48 (0)605 289 795
F +48 (0)22 621 4647/6268
Magdalena Banasik
centeast@gmail.com
**Ekaterina Gershenzon, co-ordinator
of the CentEast in Moscow**
centeast.moscow@gmail.com

CO-BENEFICIARIES

TVINDIE Film Production RUSSIA

ASSOCIATED PARTNERS

**CentEast members, i.e. eight central
and eastern European film festivals.**

PARTICIPANTS

Film professionals from EU (mainly Central/Eastern Europe): EU and non-EU (Belarus, Croatia, Moldova, Ukraine) + Russia.

Expected total over two events: 400

LOCATIONS

October 19-21, 2012

Warsaw POLAND

October 2012

Moscow RUSSIA

SUBMISSION REQUIREMENTS

Deadline for film submission: early September, 2012.

APPLICATION DEADLINE

none

www.centeast.eu

CentEast
Warsaw Moscow

Latin Side of the Doc

Doc Services

Latin Side of the Doc (LSD) gives 350 participants a better understanding of the opportunities available in the Americas and Europe, and an insight into the differences in the way these markets operate.

This is the fourth LSD. Held in Mexico, it will bring together 350 participants, including 60 decision makers (such as exhibitors, distributor-investors, foundations). Of these 25 will be from Europe, 25 from Latin America and 10 from North America.

Ten European and ten Latin American projects submitted for LSD will be selected for pitching in plenary. Prizes will be awarded for the best projects. Two works in progress will be selected as a starting point for the panel discussions in plenary focusing on the opportunities and modus operandi of the markets on both sides of the Atlantic.

Latin Side of the Doc will also feature a workshop with France's Institut National de l'Audiovisuel on archive-based documentaries.

Doc Services

21 bis Quai Maubec
– 17000 La Rochelle – France
T +33 (0)5 4655 7980
T +33 (0)6 3191 1061

Josee Brossard
coordination@sunnysideofthedoc.com

 sunny-side-of-the-doc

 @SunnySideDoc

CO-BENEFICIARIES

DOCSDF MEXICO

ASSOCIATED PARTNERS

INA – Institut National de l'Audiovisuel France

PARTICIPANTS

> 350; Europe: 100; Latin America:
220; North America: 30.

LOCATIONS

November 7 > 9, 2012
Mexico City MEXICO

www.sunnysideofthedoc.com



Producers Lab Toronto 2012

EFP - European Film Promotion

The aim of this initiative is to facilitate international co-productions and potentially improve the international circulation of films from Europe and Canada.

Twenty-four carefully selected producers from Europe and Canada meet in Toronto to exchange project ideas and knowledge, and to discuss concrete co-production opportunities. EFP selects 12 producers from 12 different European countries, who are picked from the participants in EFP's Producers on the Move initiative, which takes place in Cannes at the time of the Festival. The Canadian producers are selected by the Canadian partners.

Over a four-day period, the producers are involved in events which provide opportunities for international networking, pitching sessions, and the examination of Co-Production Treaties. To strengthen industry participation, sales agents, financiers and distributors are also in attendance at key events.

EFP - European Film Promotion

Friedensallee 14-16 – 22765 Hamburg – Germany

T +49 (0)40 390 6249

F +49 (0)40 390 6249

Renate Rose

rose@efp-online.com

Jo Mühlberger

muehlberger@efp-online.com

 EuropeanFilmPromotion

CO-BENEFICIARIES

Ontario Media Development Corporation;
Toronto International Film Festival CANADA

ASSOCIATED PARTNERS

Telefilm Canada CANADA

PARTICIPANTS

12 European producers from
12 different European countries
12 Canadian producers

LOCATIONS

September 5 > 8, 2012

Toronto CANADA

September 2012

Toronto CANADA

SUBMISSION REQUIREMENTS

Track record of successful project development and production + a concrete interest in collaboration between Europe and Canada + a project for a European - Canadian co-production to pitch.

APPLICATION DEADLINE

June 1, 2012

FEES

€ 600



www.efp-online.com



World Documentary Exchange (WDE)

International Documentary Film Festival Amsterdam (IDFA)

WDE is a cooperation between IDFA, Hot Docs, the Busan and Durban International Film Festivals, and the Jan Vrijman Fund.

The goal is to create a structural base that will generate attention for European documentaries on the North American market and emerging markets such as Asia, the Middle East and Africa, and vice versa.

WDE invites sales representatives from North America, Africa, Asia and developing countries to IDFA and sales representatives from Europe to Toronto, Busan and Durban. The sales representatives are offered extensive introductory programmes focused on networking, doing business and increasing market knowledge at each festival.

The Jan Vrijman Fund advises Docs for Sale on inviting buyers and programmers from emerging markets. These buyers and programmers are invited to give presentations on their markets to the participants. Theatrical distributors are invited to Docs for Sale to boost theatrical sales of documentaries from all over the world.

International Documentary Film Festival Amsterdam (IDFA)

Frederiksplein 52
1017 XN Amsterdam – Netherlands
T +31 (0)20 627 3329

Marthe Jongmans
marthe@idfa.nl

Laurien ten Houten
laurien@idfa.nl

 idfa.nl

CO-BENEFICIARIES

Jan Vrijman Fund NETHERLANDS

Hot Docs CANADA

Busan International Film Festival KOREA

Durban International Film Festival SOUTH AFRICA

PARTICIPANTS

50 participants

LOCATIONS

Apri/May 2012

Toronto CANADA

July 2012

Durban SOUTH AFRICA

October 2012

Busan SOUTH KOREA

November 2012

Amsterdam NETHERLANDS

SUBMISSION REQUIREMENTS

By selection only from films submitted in the Docs for Sale catalogue.
(Fee for catalogue inclusion: € 250 or € 210 if selected for the festival.)

www.idfa.nl



03

CROSSOVER



Baltic Bridge East by West

BE MTÜ

This project brings together established and internationally oriented filmmakers from Europe and the post-Soviet countries in the development phase of their feature film projects at Baltic Bridge East by West.

Baltic Bridge East by West is held at two international co-production markets taking place on the threshold of the East and West - the Baltic Event in Tallinn, Estonia, and the Moscow Business Square in Moscow, Russia.

Both events host a Producers' Workshop organised in conjunction with EAVE. At the workshop, the projects are presented, and one-to-one meetings between project representatives and potential co-producers, financiers and sales agents are organised. A development process is designed for the six-month period separating the two markets.

During the events, the European professionals have privileged access to national institutions and film commissions, and the opportunity to meet producers from the whole region.

BE MTÜ

Nurme 45 – 11616 Tallinn – Estonia

T +372 (0)677 6363

F +372 (0)677 6363

Riina Sildos

balticevent@poff.ee

Anna Katchko

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CO-BENEFICIARIES

EAVE – European Audiovisual Entrepreneurs

LUXEMBOURG

Moscow Business Square Co-Production Forum

(Invest Collegium) RUSSIA

PARTICIPANTS

Europe: 5; Russia and other post-Soviet countries: 5

LOCATIONS

June 23 > 27, 2012

Moscow RUSSIA

November 25 > 28, 2012

Tallinn ESTONIA

SUBMISSION REQUIREMENTS

Full-length feature film co-production projects from EU or Russia and former Soviet countries with link across the two regions.

APPLICATION DEADLINE

April 30, 2012

FEES

€ 200



www.be.poff.ee

BALTIC  EVENT

Berlinale Filmmakers-in-Residence Programme

Kulturveranstaltungen des Bundes – Internationale Filmfestspiele Berlin

Rooted in the Berlinale, one of the largest audience film festivals in the world, the Berlinale Residency supports filmmakers with feature-length projects in the development stage to maximise the market potential of their films and define their audiences, without limiting the creative qualities of the stories they want to tell.

The Berlinale Residency programme offers six directors from around the world the opportunity to work on a fiction or documentary film or cross-media project, to prepare and package these projects for the international market. Only projects to which a producer is officially attached are eligible for selection.

One of the main objectives of the Berlinale Residency is to increase the early involvement of market professionals in film projects and to encourage filmmakers from the start to consciously consider and keep their target audience in mind. The Berlinale Residency aims to bridge the gap between high-quality cinema projects and audiences.

**Kulturveranstaltungen des Bundes –
Internationale Filmfestspiele Berlin**
Berlinale Residency Potsdamer Platz 11
10785 Berlin – Germany
T +49 (0)30 2592 0522
Kathi Bildhauer
residency@berlinale.de

CO-BENEFICIARIES

Nipkow Programm GERMANY
Festival Internacional de Cine en Guadalajara MEXICO

PARTICIPANTS

6 filmmakers (directors) from anywhere in world (inc. 3 European).

LOCATIONS

**September 1, 2012 > December 31, 2012 +
during 63rd Berlinale (February 7 > 12, 2013)**
Berlin GERMANY

APPLICATION DEADLINE

March 26, 2012

FEES

€ 1,500

www.berlinale-residency.de



Boost!

Hubert Bals Fund (Stichting Filmfestival Rotterdam)

This initiative provides training and market access for five global filmmakers through a joint venture between the International Filmfestival Rotterdam (IFFR) – which supports independent filmmaking from around the globe through the Hubert Bals Fund (HBF), CineMart, the Binger Filmlab and India's National Film Development Corporation.

This is a new programme designed to give the projects of five global filmmakers a creative and financial Boost! The HBF already provides financial support to film projects from Africa, Asia, Latin America and the Middle East. This programme means that each year five recipients of HBF development support can have the opportunity to further develop their project at the Binger Filmlab.

In order further to strengthen independent filmmaking in South Asia, Boost! annually selects one project from this region and presents this project at the Goa Film Bazaar. To increase the financial potential of the five selected projects, the complete Boost! selection is subsequently launched at the CineMart, where these projects are offered special pitching sessions prior to taking part in one-to-one meetings at the market.

Hubert Bals Fund

(Stichting Filmfestival Rotterdam)

International Film Festival Rotterdam P.O. Box 21696
3001 AR Rotterdam – Netherlands

T +31 (0)10 890 9090

F +31 (0)10 890 9091

Iwana Chronis

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 hubertbalsfund

 @iffr

CO-BENEFICIARIES

Binger Filmlab NETHERLANDS

National Film Development Corporation INDIA

ASSOCIATED PARTNERS

CineMart (Stichting Filmfestival Rotterdam)

NETHERLANDS

PARTICIPANTS

1 from South Asia;

4 from Africa, Asia, Latin America, the Middle East or parts of Eastern Europe.

LOCATIONS

March > May 2012 & August > October 2012

Rotterdam NETHERLANDS

September > December, 2012

Binger Film Lab NETHERLANDS

December 2012

Film Bazaar INDIA

January > February 2013

Rotterdam NETHERLANDS

SUBMISSION REQUIREMENTS

Application for Hubert Bals Fund 'Script and Project Development' support

APPLICATION DEADLINE

March 1, 2012 & August 1, 2012

FEES

n/a



Boost!



www.filmfestivalrotterdam.com

Cine Sin Fronteras

ARCALT - Association Rencontres Cinémas d'Amérique latine Toulouse

The Cine Sin Fronteras platform aims to promote and expand the diversity of the offering of Latin American cinema in Europe and European cinema in Latin America by means of cooperation between professionals and the creation of professional cross-borders networks.

A consortium of the festivals of Toulouse, Valdivia and San Sebastián together with CICAIE and Europa Distribution implement these objectives through:

- Cinéma en Construction in San Sebastian and Toulouse, which focuses on the completion, promotion and distribution of films for international distribution;
- Cinemalab in Toulouse and Valdivia, which consists in the organisation and coordination of two professional networks - La Red in Latin America for Latin American distributor+D12s, which is designed for joint acquisition and distribution of European films or Latin American films (with a European sales agent); EDEN, which is a network of European professionals (distributors, exhibitors, festival programmers) for cross-cutting cooperation between professionals along the value chain focusing on Latin American films and alternative means of distribution.

This programme is implemented through a workshop offer a training programme to the members of the networks on topics that enhance their skills in order to encourage the circulation of cinematographic works in both markets, legal issues, financing strategies and to gain more skills in the field of independent films promotion in order to develop

www.cinesinfronteras.org

ARCALT - Association Rencontres Cinémas d'Amérique latine Toulouse

11-13 Grande Rue Saint Nicolas
31300 Toulouse – France

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T + 33 6 6223 7348

Eva Morsch Kihn
eva.m.k@wanadoo.fr

their career and company competitiveness. The methodology adopted is based on exchange of experiences, competencies and knowledge, a focus on regional market situations and networks through lectures and case studies, on market structure and access to film copies, national and international public policies, impact and digital opportunities for film distribution, studies on film releases, project management, audience development, development of young audiences, mutualisation and professional networking, coaching of releases and screenings in the presence of the sellers of the films.

CO-BENEFICIARIES

Festival Internacional de Cine de Valdivia, FICV CHILE

Festival Internacional de Cine de Donostia San Sebastian SPAIN

Confédération internationale des cinémas d'art et d'essai – CICAIE FRANCE

ASSOCIATED PARTNERS

Europa Distribution FRANCE

PARTICIPANTS

9 distributors/exhibitors/festivals from MEDIA countries; 6 from Latin America.

LOCATIONS

March 23 > April 1, 2012 Toulouse FRANCE

September 2012 San Sebastián SPAIN

October 2012 Valdivia CHILE



/// Cine Sin Fronteras

Collab: Rotterdam Lab - Taller Colon - Durban FilmMart

CineMart

Collab aims to create an opportunity for emerging Latin American, African and Asian producers/filmmakers to gain (more) knowledge about film production in an international setting, to network with a large group of experts and to stimulate the exchange between beginner producers/filmmakers from Latin America, Africa, Asia, Europe and the rest of the world.

Producers/filmmakers from all over Africa and Latin America can attend the Rotterdam Lab thanks to collaboration between CineMart, Fundación TyPA, and the Durban FilmMart. CineMart, with the help of CineMart's International Advisory Board members, is responsible for selecting Asian participants.

Set up in 2001, the Rotterdam Lab is a training workshop and networking opportunity for emerging producers/filmmakers organised by CineMart, the co-production market of the International Film Festival Rotterdam. The workshop is organised in close cooperation with various partner organisations involved with the training of young producers, funding bodies and other institutions.

CineMart

International Film Festival Rotterdam P.O. Box 21696
3001 AR Rotterdam – Netherlands

T +31 (0)10 890 9090

Jacobine van der Vloed

cinemart@filmfestivalrotterdam.com

CO-BENEFICIARIES

Fundación TyPA ARGENTINA

Durban FilmMart SOUTH AFRICA

ASSOCIATED PARTNERS

Fundación TyPA ARGENTINA

CineMart/Rotterdam Lab NETHERLANDS

Durban FilmMart SOUTH AFRICA

PARTICIPANTS

Latin America: 5; Africa: 3; Asia 5

LOCATIONS

July 2012

Durban SOUTH AFRICA

November > December 2012

Colon ARGENTINA

January > February 2013

Rotterdam NETHERLANDS

January 26 - 30, 2013

Rotterdam NETHERLANDS

SUBMISSION REQUIREMENTS

Nomination of emerging producers through affiliated CineMart partners.



www.filmfestivalrotterdam.com



CINEMART

DOX:LAB

CPH:DOX International Documentary Film Festival

DOX:LAB is a three-step – training, market access and production – programme for filmmakers from EU and non-EU countries (Asia, Middle East, Latin America). The main objectives are to establish long-term professional relationships and develop new and alternative approaches to international co-production via direct collaborative film projects.

At the core of the project lies an actual match and subsequent meeting of a European and non-European filmmaker.

There are six phases:

- Selection/invitation – 20 filmmakers are invited through their production companies and matched;
- Workshop/ Training - during the CPH:DOX International Film Festival in November;
- First pitching to a line-up of at least 20 EU and non-EU decision-makers (broadcasters, film funds, private funds, sales agents, distributors);
- Project development/on-line tutor sessions;
- International pitching/co-production meetings – each DOX:LAB team pitches their project at an international co-production market. Depending whether the co-director is from Asia, the Middle East or Latin America, the market is the Hong Kong Asian Film Financing Forum, Dubai Film Connection or the Buenos Aires Lab (BAL);
- Production and post-production – each team receives a starting production grant from DOX:LAB.

CPH:DOX International Documentary Film Festival

Tagensvej 85 F – 2200 Copenhagen N – Denmark

T +45 (0)3393 0734 – T +45 (0)3131 1037

Tine Fischer tinef@cphdox.dk

Patricia Drati Rønde patricia@cphdox.dk

 cphdox

 @cphdox

CO-BENEFICIARIES

Hong Kong – Asian Film Financing Forum HONG KONG

ASSOCIATED PARTNERS

Buenos Aires Lab (BAL) ARGENTINA

Dubai Film Connection UNITED ARAB EMIRATES

Screen Institute Beirut LEBANON

PARTICIPANTS

20 filmmakers from EU (specific focus on Scandinavia and Eastern Europe) and non-European regions of Middle East, Asia, South America.

LOCATIONS

November 1 > 10, 2012

Copenhagen DENMARK

December 2012

Dubai UNITED ARAB EMIRATES

March 2013

Hong Kong HONG KONG

March 2013

Buenos Aires ARGENTINA

APPLICATION DEADLINE

By invitation

www.cphdox.dk/doxlab

CPH:DOX

*
COPENHAGEN
INTERNATIONAL
DOCUMENTARY
FILM FESTIVAL

Primexchange Europe - India

PRIMEHOUSE

PRIMEXCHANGE is the first co-production initiative to provide a forum for independent European and Indian producers to engage in an open and collaborative environment with hands on media industry experts. The programme supports all areas of project development, including script, finance, legal, marketing, sales and distribution. The aim is to initiate an exchange of ideas and provide practical guidance to foster cooperation between the participants from both territories by offering two integrated services: **The Co-Production Workshop and The Network.**

The Co-Production Workshop is a seven-day professional training programme under the banner of the Film Bazaar at the Goa International Film Festival that focuses on feature-length projects. These projects have the potential to be exploited in both Europe and India, and/or provide opportunities for meaningful collaboration between these two sub-continent. The workshop looks at script, legal, finance, marketing and promotion, and sales and distribution issues.

The Network offers the first Business to Business platform between Europe and India, focused on all aspects of media production.

The Network is open to the whole of the media industry – film and TV studios, post production companies, publishers, service providers, sales agents, distributors, financiers, funding bodies and press agencies, as well as producers, screen-writers, directors and actors.

PRIMEHOUSE

Kantstrasse 149 – 10623 Berlin – Germany
T +49 (0)30 4372 7290 – +49 (0)175 437 2728
Frank Stehling
f.stehling@primehouse.eu

CO-BENEFICIARIES

National Film Development Corporation Limited
INDIA

ASSOCIATED PARTNERS

Film Bazaar Goa INDIA
NyAc Ltd. UK

PARTICIPANTS

5 from Europe, 5 from India

LOCATIONS

Late Nov 2012 (TBA)
Goa INDIA

APPLICATION DEADLINE

September 28, 2012

FEES

None



Puentes – Australab Training & Industry Platform

EAVE – European Audiovisual Entrepreneurs

Combining two successful initiatives connecting Europe and Latin America, Puentes – Australab creates an innovative platform for producers, offering a unique opportunity for Latin American and European producers, enabling them to reinforce artistic and industrial cooperation between the two continents.

There are two workshop modules, one in Uruguay and one in Chile. They bring together five European and five Latin American producers (to whom 10 directors are added in session 2) with feature projects in development. The (second) co-production module in Valdivia is an opportunity for these projects to enter the market.

In addition six recently finished films (three from Latin America and three from Europe), which are looking for distribution in commercial circuits, are presented to decisionmakers from both continents. The programme combines producer training, project development, co-production meetings and distribution opportunities. It offers a strong and direct connection between the different parts of the value chain of film production in Europe and Latin America – development, training and access to markets, encouraging distribution and circulation of audiovisual works by bringing together the key players: talents-producers-financiers-sales agents-distributors-cinema owners.

EAVE – European Audiovisual Entrepreneurs

238c rue de Luxembourg
8077 Bertrange – Luxembourg

T +352 445 2101
F +352 4452 1070

Kristina Trapp
tina@eave.org

CO-BENEFICIARIES

Australab CHILE
Mutante Cine URUGUAY

PARTICIPANTS

5+5 producers from Latin America and MEDIA countries with feature films in development + 10 directors, selected industry guests from Latin America and Europe + 6 representatives of showcased films (3+3).

LOCATIONS

April 25 > 29, 2012
Montevideo URUGUAY
October 10 > 14, 2012
Valdivia CHILE

APPLICATION DEADLINE

March 5, 2012

FEES

None



www.eave.org



Trans Atlantic Partners

Erich Pommer Institut

Trans Atlantic Partners (TAP) is a training and networking programme for independent film producers from Europe, Canada and the US. It is designed to provide essential industry knowledge along with the legal and financial framework for initiating trans-Atlantic co-productions.

In 2012, there are three modules – two of four days and one of three. The emphasis is on intensive, hands-on training combined with effective networking and partner search. The programme includes the participation in Strategic Partners, Canada's premier international co-production event, as well as IFP's Independent Film Week featuring Project Forum and the Independent Filmmaker Conference.

Erich Pommer Institut

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Nadja Radojevic

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CO-BENEFICIARIES

Atlantic Film Festival Association CANADA

IFP - Independent Feature Project UNITED STATES

PARTICIPANTS

24 producers (8 European, 8 Canadian, 8 US)

LOCATIONS

June 19 > 24, 2012

Berlin GERMANY

September 11 > 16, 2012

Halifax CANADA

September 16 > 20, 2012

New York UNITED STATES

SUBMISSION REQUIREMENTS

Independent producers with 5+ years of professional experience in film/television and at least one feature film/TV series produced. Citizen of Canada, US or MEDIA country.

APPLICATION DEADLINE

March 20, 2012

FEES

€ 2,100



www.coproduction-training.com



Erich Pommer Institut

04

**CIRCULATION &
DISTRIBUTION**



Distribution 2.0

The Match Factory

Distribution 2.0 aims to create a professional network to explore new ways of marketing and distributing international feature films and embrace the challenges of the digital environment. It encourages the distributors involved to pioneer and exchange new ideas and experiences to create circulation, visibility and awareness of independent arthouse films through social networks, viral marketing, digital distribution, day and date releases, and flexible programming structures.

Are sales agents in the right position to build up directors as brands beyond B2B exchange and in a direct relationship with consumers? This programme will create concepts in joint collaboration with the directors, producers, sales agents and distributors for three to four titles in 2012. And then distributors will be asked to use these concepts and shape them by their feedback.

In addition, a number of distributors are directly attached to the project to add their knowledge to it: Strand Releasing (USA), Pandora Film (Germany), Canana (Mexico), Cinefil (Hungary) and Joint Entertainment (Taiwan). They have been selected to work on an unconventional release strategy or marketing model targeting fresh audiences. They will report back and share their results. The combined results of these two strands of Distribution 2.0 will be presented and discussed publicly and transparently.

The Match Factory

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 @thematchfactory

CO-BENEFICIARIES

Strand Releasing USA

Pandora Film GERMANY

Canana MEXICO

Cinefil HUNGARY

Joint Entertainment TAIWAN

Europe's Finest GERMANY

LOCATIONS

February 2012 > March 2013

www.the-match-factory.com

THE MATCH FACTORY

Europa Cinemas Mundus

Europa Cinemas

Europa Cinemas Mundus offers support for theatrical programming based on circulation and exchange of films between non-EU Member States and EU countries with the following goals:

- develop the marketing and audience for European films and for films from outside MEDIA countries by providing technical and financial support to the exhibitors for their programming efforts;
- bring together cinema professionals in an international network;
- foster a policy of trade and partnership between the exhibitors in all these countries thanks to professional meetings and joint operations, targeting young audiences in particular.

The countries involved in this action are in Asia, Latin America and the Mediterranean. In 2012, there are 440 European theatres and 193 cinemas in other countries participating in the Europa Cinemas International network. Of these, 68 outside Europe and 57 in Europe have become part of Europa Cinemas Mundus.

Europa Cinemas

54 rue Beaubourg – 75003 Paris 2 – France

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 Europa-Cinemas

Europa Distribution International 2012

Europa Distribution

Europa Distribution International is an extension of Europa Distribution, a European association of more than 100 leading independent distributors from 26 different European countries.

The overriding objective of Europa Distribution is to improve the circulation of European films and the competitiveness of European distribution by reinforcing information exchange, distributor cooperation and cost mutualisation. Europa Distribution also organises workshops for distributors.

Europa Distribution International complements the distribution scheme implemented by Europa Cinemas, focusing only on the distribution of audiovisual works from third countries on European markets. Thirty-five European distributors are part of the network. They meet at the Valdivia and Locarno film festivals to strengthen their partnerships. The distributors are from Austria, Belgium, the Benelux, Chile, the Czech Republic, France, Germany, Hungary, the Netherlands, Romania, Spain, Switzerland and the UK.

Europa Distribution

c/o Films du Losange
22 avenue Pierre 1^{er} de Serbie
75116 Paris – France
T + 33 (0)6 0765 7040

Adeline Monzier
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CO-BENEFICIARIES

**35 distribution companies in MEDIA countries +
Valdivia Film Festival CHILE**

ASSOCIATED PARTNERS

Europa Cinemas FRANCE

PARTICIPANTS

35 distributors Locarno SWITZERLAND

August 2012

Valdivia CHILE

October 2012

SUBMISSION REQUIREMENTS

Direct P&A support to non-European Films

APPLICATION DEADLINE

2 months before release

www.europa-distribution.org



Eye on Films

WIDE

Eye on Films is a global network of film professionals which, on the one hand guarantees the circulation of a selection of 6-12 first feature films per year (50% European and 50% non-European) in 39 film festivals in 26 different territories (9 non-European countries and 17 European countries) and on the other the commercial exploitation in 2012 of at least one of these films by 29 distributors in 25 different territories (15 EU and 10 non-EU territories).

The objectives are to:

- build a network of festival and distribution partners throughout the world, in both European and third countries;
- implement a label of 6 to 12 first feature films, selected by the partners with the support of well-known advisors;
- ensure the screening of these films in the Festivals;
- ensure the commercial exploitation by the distributors of at least one film in each territory;
- create synergies between festivals and distributors, in order to maximise the visibility of the Films;
- adapt the traditional media chronology if necessary;
- provide online access to the EoF Films through a new VoD platform (to be implemented in 2012);
- use new digital opportunities in order to offer films straight to exhibitors or to screening venues in unsold territories.

WIDE

40 rue Sainte-Anne – 75002 Paris – France

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CO-BENEFICIARIES

70 distribution and festival partners in more than 30 countries in EU and around the world.

ASSOCIATED PARTNERS

6 EU (Cinando, Screen Int'l, LVT, Europa Distribution, XDC, GPCI), 1 non-EU (Imovision, Brazil)

SUBMISSION REQUIREMENTS

Recent works from first time directors, preferably never screened outside their country of origin. Rights holders upload their film on Cinando's Online Screening Room and then notify submission@eyeonfilms.org by sending the Entry Form.

Festival Scope: TeleScope

Moving Scope France

Festival Scope is an innovative Internet platform for audiovisual professionals, allowing festivals' programming to be viewed online worldwide. Launched in 2010, it brings together the programming from a network of the most prestigious festivals.

In 2011, together with the Melbourne International Film Festival (MIFF), Festival Scope created TeleScope, a new competitive section of the MIFF that presents 12 films from 12 different European countries. The jury of the TeleScope Award is made up of Australian film critics. For 2012 the MIFF will assure Australian distribution for the TeleScope award winning film.

In 2012, the Durban International Film Festival (DIFF) has agreed to expand the TeleScope initiative to South Africa, a country in which distribution of European art house films is extremely limited.

Moving Scope France

Festival Scope

21 rue Jean-Pierre Timbaud – 75011 Paris – France

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F 33(0)183624925

Alessandro Raja

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Mathilde Henrot

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 FestivalScope

 @FestivalScope

CO-BENEFICIARIES

Melbourne International Film Festival AUSTRALIA

Durban International Film Festival SOUTH AFRICA

ASSOCIATED PARTNERS

Festivals in MEDIA Programme countries:

Austria, Bulgaria, Czech Republic, Denmark (3), Finland, France (12), Germany (5), Greece (3), Iceland, Italy (4), Lithuania, Netherlands (3), Poland, Portugal (2), Romania, Spain (2), Sweden, Switzerland (4), UK (2)

LOCATIONS

July > August 2012

Melbourne International Film Festival AUSTRALIA

July 2012

Durban International Film Festival SOUTH AFRICA

Ipeda Mundus

Independent Pan- European Digital Association (IPEDA) – Europe

By providing a suitably adapted framework and direct marketing and promotion support to professionals, IPEDA MUNDUS facilitates the release of a selection of European films on the most prominent VoD platforms in the US and Canada.

The action also aims to benefit North American professionals by making a selection of their films available on European VoD platforms. The objective for 2012 is 125 films (100 European and 25 North American films), with the expectation of increasing this substantially in subsequent years.

Independent Pan- European Digital Association (IPEDA) – Europe
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Peter Bognar
Pierre-Alexandre Labelle

CO-BENEFICIARIES

Gaumont FRANCE
Pathé FRANCE
Hanway UNITED KINGDOM
Elephant Eye UNITED STATES
Screen Media UNITED STATES
Under the Milky Way LLC UNITED STATES

Operation Kino

Asociatia pentru Promovarea Filmului Romanesc/ Romanian Film Promotion

This programme reaches out to the cinematically, politically and socially most deprived and troubled in Bulgaria, Romania, Serbia and Turkey, including encouraging local authorities to support the proliferation of multipurpose digital cinemas in municipally owned cultural centres across the region.

The objectives are to:

- develop and access new, wider audiences;
- widen the reach of films from countries with a smaller audio-visual output through the use of new technologies;
- assist the development of the next generation of talent with a clear focus on the audience;
- develop the next generation of film festivals;
- advocate the proliferation of multipurpose digital cinemas located in cultural centres across Southeast Europe.

The Transilvania, Sofia, Sarajevo and Istanbul Film Festivals all programme some 15 feature films to be taken on a highly publicised tour. At the same time a number of participating titles with less potential for wide circulation are offered worldwide on OK's VoD platform, as well as to digital cinemas across the world as an OK CoD package, reaching target audiences in the most remote parts of the globe and offering additional content diversity to European screens.

Asociatia pentru Promovarea Filmului Romanesc/Romanian Film Promotion

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CO-BENEFICIARIES

Obala Art Center BOSNIA AND HERZEGOVINA

Art Fest Ltd BULGARIA

Reelport GERMANY

Istanbul Foundation for Culture and Arts TURKEY

ASSOCIATED PARTNERS

Wide Management GERMANY

LOCATIONS

June 13 > September 1, 2012

13 cities ROMANIA

January 15 > December 2012

13 cities BULGARIA

April 1 > November 2012

6 cities TURKEY

www.romfilmpromotion.ro – www.tiff.ro



Ventana Sur: Échanges Europe-Amérique Latine

Marché du Film - Festival de Cannes

Ventana Sur is the Market for Latin American films which offers sellers and buyers from across the world the possibility of seeing around 400 films produced in Latin America over the previous year. It is also an opportunity to meet producers, distributors and buyers from this region. It is being held in 2012 for the fourth time.

There is an associated European Cinema Week, which is organised for Latin American distributors and the Argentine public. It is also an occasion when European sales agents can conclude agreements with distributors from Latin America and around the world.

The overriding objective is to create networks between European and Latin American professionals, to facilitate buying and selling, distribution and future exhibition of works from both regions, to promote co-productions between the two regions, and to promote European and Latin American cinema across a range of platforms.

Marché du Film - Festival de Cannes

Association Française du Festival
International du Film (AFFIF)

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 Ventana-Sur

CO-BENEFICIARIES

Instituto Nacional de Cine y Artes Audiovisuales
ARGENTINA

ASSOCIATED PARTNERS

Vision-in-Motion FRANCE

PARTICIPANTS

700 industry participants
(35% Europe, 15% rest of world, 50% Latin America)
+ 500 producers & other professionals from Argentina


LOCATIONS


November 30 > December 3, 2012

Buenos Aires ARGENTINA

APPLICATION DEADLINE

Registration process

 For selected buyers only

 For selected buyers only

www.ventanasur.com.ar



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International du Film (AFFIF).



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