



European
Commission

Markets & Networks 2013

Market, co-production, promotional
& online activities for professionals



MEDIA
Programme

Events and activities: who does what

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77	Shooting Stars	■			■			■	
32	Sofia Meetings	■	■	■					
52	Sunny Side of the Doc			■				■	
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33	TorinoFilmLab Meeting Event	■				■			
78	Variety's Ten European Directors to Watch	■						■	
34	When East Meets West	■		■					

■ Predominant category ■ Other categories

Markets & Networks 2013

Market, co-production, promotional
& online activities for professionals

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Foreword

The MEDIA Programme invests some EUR 10 million annually, and contributes to the development of a coordinated framework of regional and international, 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 MEDIA stand. To complement actions in major international markets MEDIA also supports the development of a network of more than 30 regional, national or thematic markets or events which aim to increase the visibility, financing and sales of works from smaller European countries. In parallel, MEDIA co-finances the development and linking of online tools, databases and portals aimed at professionals. Finally, MEDIA also supports pan-European organisations, such as EFP 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 A/V works in and beyond Europe;
- strive for even more diversity in contents and talent and encourage business to business exchanges.

.../...

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 Initial Training guide, 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.

SARI VARTIAINEN

Head of Unit



European Commission

Education, Audiovisual and Culture Executive Agency (EACEA)

Managing programmes and activities on behalf of the European Commission

Unit P8 – MEDIA Programme



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www.siff.bg



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CONFERENCES EXPOSITIONS

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stand A16

ENCAN



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, TV Series, 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 2014 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 2014.

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

or contact your local MEDIA Desk or Antenna (p. 84)

or e-mail us:

eacea-media-markets@ec.europa.eu



How MEDIA supports the audiovisual industry

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

TRAINING

MEDIA supports the training and the networking of professionals from the audiovisual industry by co-financing over 60 courses in script and project development and production; management, legal and finance; marketing, distribution and exhibition, new media and new technologies, animation and documentaries.

MEDIA also supports the networking of European film schools and universities with a view to reinforcing links with industry and to facilitate the mobility of students and trainers.

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 (www.ifcic.eu) and the Sociedad de Garantía recíproca para el Sector Audiovisual in Spain (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



CREATIVE EUROPE

The Commission's proposal for a Creative Europe programme for the period 2014-2020 will bring the current culture and audiovisual programmes under a single umbrella with distinct identities. The new programme will consist of three strands: one for MEDIA, one for Culture and a cross-sectoral strand. To learn more about the programme, go to: <http://ec.europa.eu/culture/creative-europe>

Where to find the markets & activities



- | | | | |
|---------------|--------------------|---------------|--------------|
| BG Sofia | EE Tallinn | La Rochelle | LV Riga |
| CH Locarno | EL Thessaloniki | Les Arcs | MT Valletta |
| Nyon | ES Barcelona | Lyons | NL Amsterdam |
| CZ Prague | San Sebastian | Toulouse | Rotterdam |
| Jihlava | Sitges (Barcelona) | IE Galway | Utrecht |
| Karlovy Vary | FR Paris | IT Rome | NO Haugesund |
| DE Berlin | Anncy | Turin | PT Lisbon |
| Cottbus | Cannes | Trieste | Estoril |
| Leipzig | Clermont-Ferrand | HR Zagreb | SE Malmö |
| DK Copenhagen | Fontainebleau | LU Luxembourg | UK London |
| | | | Sheffield |

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 2013

37 Jan. 8-13	European Short Pitch	Nisi Masa	HR ZAGREB
75 Jan. 17-27	Film Sales Support, Sundance Film Festival	European Film Promotion	US PARK CITY
34 Jan. 21-23	When East Meets West	Friuli Venezia Giulia Audiovisual Fund	IT TRIESTE
22 Jan. 27-30	CineMart	International Film Festival Rotterdam	NL ROTTERDAM
36 Feb. 2-8	Clermont-Ferrand Short Film Market	Sauve Qui Peut Le Court Métrage	FR CLERMONT-FERRAND
80 Feb. 7-15	MEDIA Stand at European Film Market	Education, Audiovisual & Culture Executive Agency (EACEA), European Commission	DE BERLIN
77 Feb. 9-11	Shooting Stars	European Film Promotion	DE BERLIN
20 Feb. 10-13	Berlinale Co-Production Market	Berlin International Film Festival (Berlinale)	DE BERLIN
37 Feb. 28-March 3	European Short Pitch	Nisi Masa	LU LUXEMBOURG
75 March 2-8	Film Sales Support, Mercado de Cine Iberoamericano	European Film Promotion	MX GUADALAJARA
44 March 4-10	East Doc Platform	Institute of Documentary Film (IDF)	CZ PRAGUE
45 March 5-10	East Silver	Institute of Documentary Film (IDF)	CZ PRAGUE
59 March 6-8	Cartoon Movie	CARTOON – European Association of Animation Film	FR LYONS
32 March 14-17	Sofia Meetings	Art Fest	BG SOFIA
75 March 18-21	Film Sales Support, FILMART	European Film Promotion	HK HONG KONG
46 March 20-24	EDN Workshops Southern Europe	European Documentary Network (EDN)	GR THESSALONIKI
53 March 20-24	Thessaloniki International Doc Market	Thessaloniki Film Festival	EL THESSALONIKI
73 April 2013	Europa Distribution Workshop	Europa Distribution	CH NYON
81 April 8-11	MEDIA Stands at MIPTV	Education, Audiovisual & Culture Executive Agency (EACEA), European Commission	FR CANNES
41 April 19-26	Doc Outlook – International Market	Visions du Réel	CH NYON
55 April 24-26	Series Mania European TV Series Coproduction Forum	Forum des images	FR PARIS
80 May 15-24	MEDIA Stand at Marché du Film, Cannes	Education, Audiovisual & Culture Executive Agency (EACEA), European Commission	FR CANNES
76 May 18-21	Producers on the Move	European Film Promotion	FR CANNES
42 May 28-June 2	DocsBarcelona– International Documentary Film Festival + Pitching Forum	Parallel 40	ES BARCELONA
73 June 2013	Europa Distribution Workshop	Europa Distribution	FR ANNECY
47 June 7	Good Pitch Europe	BRITDOC Foundation	UK LONDON
61 June 12-14	Marché international du Film d'Animation (MIFA)	CITIA	FR ANNECY
50 June 12-16	MeetMarket	International Documentary Festival Sheffield (Sheffield Doc/Fest)	UK SHEFFIELD
63 June 18	Cross Video Days Market	MobilEvent	FR PARIS (SEINE SAINT DENIS)

52	June 25-28	Sunny Side of the Doc	Doc Services	FR LA ROCHELLE
78	June 29-July 1	Variety's Ten European Filmmakers to Watch	European Film Promotion	CZ KARLOVY VARY
56	July 3-6	Série Series, Les Rencontres de Fontainebleau	Kandimari	FR FONTAINEBLEAU
26	July 11-14	Galway Film Fair	Galway Film Fleadh	IE GALWAY
73	Aug. 2013	Europa Distribution Workshops	Europa Distribution	CH LOCARNO
29	Aug. 7-17	Locarno Industry Days	Locarno International Film Festival	CH LOCARNO
31	Aug. 18-22	New Nordic Films	The Norwegian International Film Festival in Haugesund	NO HAUGESUND
73	Sept. 2013	Europa Distribution Workshops	Europa Distribution	ES SAN SEBASTIAN
39	Sept. 4-8	Baltic Sea Forum for Documentaries	National Film Centre of Latvia	LV RIGA
75	Sept. 5-15	Film Sales Support, Toronto International Film Festival	European Film Promotion	CA TORONTO
58	Sept. 17-20	Cartoon Forum	CARTOON – European Association of Animation Film	FR TOULOUSE
51	Sept. 20-25	Nordisk Panorama	Filmkontakt Nord	SE MALMÖ
28	Sept. 20-28	The Industry Club	San Sebastian International Film Festival	ES SAN SEBASTIAN
27	Sept. 26-29	Holland Film Meeting / Netherlands Production Platform	Netherlands Film Festival	NL UTRECHT
74	Oct. 18-21	European Film Event in Moscow	European Film Promotion	RU MOSCOW
74	Oct. 18-21	Film Sales Support, European Film Event in Moscow	European Film Promotion	RU MOSCOW
75	Oct. 7-10	Film Sales Support, Asian Film Market	European Film Promotion	KR BUSAN
81	Oct. 7-10	MEDIA Stand at MIPCOM	Education, Audiovisual & Culture Executive Agency (EACEA), European Commission	FR CANNES
49	Oct. 11-13	MEDIMED 2013	International Association of Independent Mediterranean Producers (APIMED)	ES SITGES (BARCELONA)
25	Oct. 16-17	The Film London Production Finance Market	Film London	UK LONDON
64	Oct. 16-17	The Pixel Market	Power to the Pixel	UK LONDON
46	Oct. 20-24	EDN Workshops Southern Europe	European Documentary Network (EDN)	PT LISBON
60	Oct. 22-25	Cinekid for Professionals		NL AMSTERDAM
45	Oct. 24-29	East Silver	Institute of Documentary Film (IDF)	CZ JIHLAVA
43	Oct. 28-Nov. 3	DOK Leipzig: DOK Industry Programme	Leipziger Dok-Filmwochen GmbH	DE LEIPZIG
73	Nov. 2013	Europa Distribution Workshop	Europa Distribution	PT ESTORIL
17	Nov. 2-9	Agora Film Market & Crossroads Co-production Forum	Thessaloniki Film Festival	EL THESSALONIKI
75	Nov. 6-13	Film Sales Support, American Film Market	European Film Promotion	US LOS ANGELES
23	Nov. 7-8	connecting cottbus	FilmFestival Cottbus	DE COTTBUS
40	Nov. 13-15	CPH:FORUM + CPH:MARKET	CPH:DOx – Fonden de Københavnske Filmfestivaler	DK COPENHAGEN
30	Nov. 13-17	New Cinema Network	Fondazione Cinema per Roma	IT ROME
21	Nov. 14-17	The Business Street	Fondazione Cinema per Roma	IT ROME
48	Nov. 20-Dec. 1	IDFA Forum for international co-financing and co-producing of documentaries	International Documentary Film Festival Amsterdam (IDFA)	NL AMSTERDAM
19	Nov. 27-29	Baltic Event	MTÜ BE	EE TALLINN
73	Dec. 2013	Europa Distribution Workshop	Europa Distribution	FR LES ARCS
24	Dec. 6-8	European Film Awards	European Film Academy e. V./EFA Productions gGmbH	DE BERLIN
18	Dec. 14-17	Les Arcs European Film Festival - Arc 1950 Coproduction Village	Revelations Culturelles	FR LES ARCS

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37	Jan. 7-12	European Short Pitch	Nisi Masa	MT VALLETTA
34	Jan. 20-22 (tbc)	When East Meets West	Friuli Venezia Giulia Audiovisual Fund	IT TRIESTE
22	Jan. 26-29	CineMart	International Film Festival Rotterdam	NL ROTTERDAM
36	Feb. 1-7	Clermont-Ferrand Short Film Market	Sauve Qui Peut Le Court Métrage	FR CLERMONT-FERRAND
20	Feb. 9-11 (tbc)	Berlinale Co-Production Market	Berlin International Film Festival (Berlinale)	DE BERLIN
44	March 3-9	East Doc Platform	Institute of Documentary Film (IDF)	CZ PRAGUE
59	March 5-7	Cartoon Movie	CARTOON – European Association of Animation Film	FR LYONS
37	March 6-9	European Short Pitch	Nisi Masa	LU LUXEMBOURG
32	March 13-16	Sofia Meetings	Art Fest	BG SOFIA
53	March 16-22	Thessaloniki International Doc Market	Thessaloniki Film Festival	EL THESSALONIKI
55	April 18-28	Series Mania European TV Series Coproduction Forum	Forum des Images	FR PARIS
41	April 25-May 2	Doc Outlook – International Market	Visions du Réel	CH NYON
42	May 27-June 1	DocsBarcelona– International Documentary Film Festival + Pitching Forum	Parallel 40	ES BARCELONA
61	June 11-13	Marché international du Film d'Animation (MIFA)	CITIA	FR ANNECY
50	June 11-15	MeetMarket	International Documentary Festival Sheffield (Sheffield Doc/Fest)	UK SHEFFIELD
52	June 24-27	Sunny Side of the Doc	Doc Services	FR LA ROCHELLE
26	July 10-13	Galway Film Fair	Galway Film Fleadh	IE GALWAY
29	Aug. 6-16	Locarno Industry Days	Locarno International Film Festival	CH LOCARNO
39	Sept. 3-7	Baltic Sea Forum for Documentaries	National Film Centre of Latvia	LV RIGA
58	Sept. 23-26	Cartoon Forum	CARTOON – European Association of Animation Film	FR TOULOUSE
51	Sept. 26-30	Nordisk Panorama	Filmkontakt Nord	SE MALMÖ
50	Oct. 14-17	Cinekid for Professionals	Cinekid Foundation	NL AMSTERDAM
49	Oct. 17-19	MEDIMED 2014	International Association of Independent Mediterranean Producers (APIMED)	ES SITGES (BARCELONA)
24	Dec. 12-14	European Film Awards	European Film Academy e. V./EFA Productions gGmbH	LV RIGA
18	Dec. 13-16	Les Arcs European Film Festival - Arc 1950 Coproduction Village	Revelations Culturelles	FR LES ARCS

NOTE: This calendar is based on information available in May 2013, when some dates were still to be confirmed. The inclusion of dates in 2014 as a service to the reader should not be taken as a guarantee that the event will receive MEDIA co-funding in 2014.

01

**FEATURE
FILMS**



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 co-operate with each other with common participants and activities. A third event, Works in Progress, was added in 2007.

Crossroads is a four-day co-production forum which selects projects in advanced stages of development and presents them to buyers and decisionmakers. 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.

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

Agora Industry: November 2-9, 2013
Crossroads Co-production Forum:
November 5-9, 2013
Thessaloniki, EL

APPLICATION DEADLINE

Agora Film Market and Works in Progress:
September 16, 2013

Crossroads Co-production Forum: July 31, 2013

www.filmfestival.gr



THESSALONIKI
INTERNATIONAL
FILM FESTIVAL

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, production, promotion, distribution and exhibition.

Within the Festival, the Les Arcs 1950 Coproduction Village brings together approximately 260 professionals from around 25 different European countries. Twenty-six or twenty-seven projects are selected and participate in one-to-one meetings, conferences, debates and other informal activities. Twelve films currently in post-production and looking for distributors or sales agents are involved in the "work in progress" session.

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

Révélation Culturelles

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

Pierre-Emmanuel Fleurantin
pefleurantin@lesarcs-filmfest.com

Vanja Kaludjercic
village-copro@lesarcs-filmfest.com
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 @lesarcsfilmfest

DATES & LOCATION

December 14-17, 2013
Les Arcs, FR
December 13-16, 2014
Les Arcs, FR

REQUIREMENTS

Confirmed finance.

APPLICATION DEADLINE

September 20, 2013

www.lesarcs-filmfest.com



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 2013, the Baltic Event is continuing its established 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
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Riina Sildos
Eda Koppel
balticevent@poff.ee

DATES & LOCATION

November 27-29, 2013
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.

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 during 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 Countries in Focus sessions offer up-to-date information and first-hand contacts with experts. The programme of

Berlin International Film Festival (Berlinale)

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

Sonja Heinen
coproductionmarket@berlinale.de

DATES & LOCATION

February 10-13, 2013
Berlin, DE
February 9-11, 2014 (tbc)
Berlin, DE

the Berlinale Co-Production Market is planned as 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 full script available in English, with support from local funds 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 23, 2013

www.efm-berlinale.de



The Business Street

Fondazione Cinema per Roma

FEATURE FILMS

The Business Street is the Rome Film Festival Industry programme devoted to film sales and acquisition.

As the main objective is the creation of a strong European film showcase in autumn, its formula represents a 'light' but highly commercial option which offers all attending professionals a flexible and informal environment for discussing potential deals.

It is mainly focused on B2B meetings among buyers and sellers, market screenings, workshops on film industry related topics, 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.

Fondazione Cinema per Roma

viale Pietro De Coubertin 10
00196 Rome – IT
T +39 06 4040 1921

Francesca Palleschi
f.palleschi@romacinemafest

DATES & LOCATION

November 14-17, 2013
Rome, IT

REQUIREMENTS

Feature films (> 60 min.); first release (including Festivals, markets, showcases) after January 1, 2013; Produced after December 31, 2011; English subtitles.

APPLICATION DEADLINE

Early October 2013 (tbc)

www.romacinemafest.org



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 film professionals during one-on-one meetings as well as numerous networking events. 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 emerging 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
(Postbus 21696 3001 AR)
Rotterdam 3012 GP – NL
T +31 10 890 90 90

Marit van den Elshout
Nienke Poelsma
cinemart@filmfestivalrotterdam.com

DATES & LOCATION

January 27-30, 2013
Rotterdam, NL

January 26-29, 2014
Rotterdam, NL

REQUIREMENTS

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, new or recent and not yet having 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 demonstrably talented filmmakers, which have producer and director attached.

APPLICATION DEADLINE

September 1, 2013

www.filmfestivalrotterdam.com



CINEMART

connecting cottbus

FilmFestival Cottbus

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 – financiers, buyers and experienced producers. The participants in the pitching receive individual coaching on project presentation. connecting cottbus also offers up-to-date-information, discussions on current topics and networking events. Particular attention is paid to the financing and marketing situation of East European arthouse films.

FilmFestival Cottbus

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

Bernd Buder

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Martina Bleis

m.bleis@connecting-cottbus.de

Dietmar Haiduk

d.haiduk@connecting-cottbus.de

 FilmFestival-cottbus

 @KlappedesOstens

DATES & LOCATION

November 7-8, 2013
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 by production companies only. Projects must be suited for the European market. Applications accepted for theatrical features or TV movies, but not documentaries or shorts.

APPLICATION DEADLINE

Project applications: July 15, 2013.

Applications without project: October 1, 2013

www.connecting-cottbus.de

[co|co] connecting
cottbus

east west co-production market
at the FilmFestival Cottbus
7.–8. November 2013

European Film Awards

European Film Academy e. V./EFA Productions gGmbH

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

The annual European Film Awards are presented in a ceremony promoting European film culture, its protagonists and new talent.

The 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.

The 40-45 selected films are presented on DVD and/or via VOD to the 2,800 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.

New: There will be no nominations in the six categories of cinematography, editing, production design, costume design, composer and sound design. A special jury will decide immediately on the winners.

www.europeanfilmawards.eu
www.europeanfilmacademy.org
www.efa-productions.com

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

Kurfürstendamm 225
10719 Berlin – DE
T +49 30 887 1670

Rainer Pyls
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Marion Döring
efa@europeanfilmacademy.org

Jürgen Biesinger
info@efa-productions.com

 europeanfilmawards
 @EFA Berlin

DATES & LOCATION

December 6-8, 2013
Berlin, DE
December 12-14, 2014
Riga, LV

REQUIREMENTS

First official screening (festival or cinema) after July 1, 2012; 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 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 20 7613 7676

Angus Finney
Jennifer Corcoran
jennifer.corcoran@filmlondon.org.uk

DATES & LOCATION

October 16-17, 2013
London, UK
tbc, 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.

www.filmlondon.org.uk/pfm



Galway Film Fair

Galway Film Fleadh

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

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

The purpose of the 4-day-event is to foster co-production at a European and international level; 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; provide training elements; platform new Irish and European films.

Activities include:

- The Marketplace, where invited decisionmakers can 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;
- 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

miriam@galwayfilmfleadh.com
fair@galwayfilmfleadh.com

 galwayfilmfleadh
 @filmfleadh

DATES & LOCATION

July 11-14, 2013
Galway, IE
July 10-13, 2014
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.

www.galwayfilmfleadh.com



Holland Film Meeting/ Netherlands Production Platform

Netherlands Film Festival

FEATURE FILMS, CROSS-MEDIA

The Holland Film Meeting (HFM) is a four-day event that takes place during the annual Netherlands Film Festival. Every year the HFM hosts the four-day Netherlands Production Platform (NPP) for which some 20 European film and cross-media projects-in-development are selected to be presented to international decisionmakers and other key industry professionals.

The emphasis in the selection 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.

There will be a focus in 2013 on exploring the co-production opportunities in European TV Drama, including a workshop in cooperation with the Erich Pommer Institute-driven European TV Drama Series Lab. Other workshops will be on TV drama and digital marketing. There will also be a new "Work in Progress" programme.

Each year the Holland Film Meeting focuses on a certain country or region. The 2013 edition highlights Russia. The meeting will host a delegation of Russian funders and producers who will explain their working methods, discuss their recent output and isolate the common areas of interest. In addition, three high-quality Russian projects in development will be selected for the Netherlands Production Platform, joining approximately seventeen others from the Netherlands and Europe.

www.filmfestival.nl/en

Netherlands Film Festival

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

Signe Zeilich-Jensen

signe@filmfestival.nl
npp@filmfestival.nl

 nederlandsfilmfestival
 @Nedfilmfestival

DATES & LOCATION

September 26-29, 2013
Utrecht, NL

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.

REQUIREMENTS

Films suitable for European co-production; minimum length: 70 minutes; local financial support in place.

APPLICATION DEADLINE

NPP projects: July 1, 2013

**HOLLAND
FILM MEETING**



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 professional events, set up to help film industry professionals attending the San Sebastian International Film Festival to foster networking and establish business relations in order to sell films, create projects, find financial backing for the making of new movies etc...

This helps make the San Sebastian Festival Co-production Forum an essential meeting place between producers, distributors, international sales agents, television networks, film festivals and bodies holding European and Latin American institutional financing funds.

The activities of the Co-production Forum include for the selected projects: a personalised diary of one-to-one meetings with industry professionals interested in participants' projects; the opportunity to pitch to an audience of industry professionals, with preparation for the pitching. And for all the attending professionals, social events for informal business networking, including presentations and proposals from associations and professional networks; parallel

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

DATES & LOCATION

September 20-28, 2013
San Sebastian, ES

activities, such as round tables and presentations to encourage exchanges of experience and knowledge on key audiovisual production and distribution issues, particularly those arising from the use of digital technologies.

There will be a focus on fostering co-productions, creating new business and international dissemination of projects.

Several other events are organised during the festival in order to facilitate market access. They include Films in Progress 24 and the Lau Haizetara Documentary Co-production Forum.

www.sansebastianfestival.com

THE INDUSTRY CLUB



DONOSTIA ZINEMALDIA
FESTIVAL DE SAN SEBASTIAN
INTERNATIONAL FILM FESTIVAL

Locarno Industry Days

Festival del Film Locarno

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 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.

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.

Festival del Film Locarno

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

Mario Timbal
mario.timbal@pardo.ch

 FilmFestivalLocarno

 @FilmFestLocarno

DATES & LOCATION

August 7-17, 2013
Locarno, CH
August 6-16, 2014
Locarno, CH

www.pardo.ch



66°
Festival del film
Locarno
7-17 | 8 | 2013

New Cinema Network

Fondazione Cinema per Roma

FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

New Cinema Network (NCN) is the Rome Film Festival's International Project Workshop and Market. Now in its eighth year, filmmakers find here the ideal platform for presenting their projects and connecting with the main players in the European film industry.

An effective market platform with a selected portfolio of projects and international industry delegates where real opportunities for development and financing are to be found, NCN hosts four days of B2B meetings and offers the chance of an update about the various contexts of the international market.

Participation in NCN is upon invitation only: every year NCN selects and presents some 23 projects from all over the world and – by continuously monitoring the international market needs and trends – reviews its list of international industry professional guests in order to ensure an effective pattern of business opportunities for its projects.

Other activities also include:

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

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, 2013
Rome, IT

REQUIREMENTS

By selection only.

Focus Europe: 8-12 projects from direct submissions mainly via European partner institutes.

Circuit: 8-12 projects at a more advanced stage, still seeking financing and previously selected for other co-production markets: Sundance Institute; Cinéfondation L'Atelier du Festival; Film London Production Finance Market; Rotterdam Cinemart; Sarajevo Cinelink; Screen Institute Beirut.

APPLICATION DEADLINE

July 31, 2013

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 an international co-production and finance market. The market has been organised for 19 years. Each year the market is visited by more than 300 film professionals from around 25 different countries.

New Nordic Films seeks to present films from the Nordic countries with high artistic value, new films, films by young talented directors, films for a broad audience and films with international potential. New Nordic Films hosts seminars, debates and case studies of high relevance for the international film industry.

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

The film market programme consists of approximately 25 new feature films 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 market presents a selection of 15 to 20 film projects from all over Europe. In 2013 there is a special focus on the United Kingdom.

The Norwegian International Film Festival in Haugesund

P.O. Box 145
5501 Haugesund – NO
T +47 22 47 46 10/+47 93 66 94 20

Gyda Velvin Myklebust
gyda@kino.no

Gunnar Johan Løvvik
info@filmfestivalen.no

 filmfestivalen.no
 @NorskeFilmFest

DATES & LOCATION
August 18-22, 2013
Haugesund, NO

REQUIREMENTS

Selection criteria are film projects from experienced producers; 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 21, 2013

www.filmfestivalen.no



Sofia Meetings

Art Fest

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES

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 pitching consists of presentation of all the decisionmakers invited, pitching of projects and individual meetings, as well as 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 third 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.

There are also workshops, panels and presentations (MEDIA Programme and training initiatives), and a mini-pitching session for young filmmakers.

www.siff.bg/sofiameetings

Art Fest

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

Stefan Kitanov
kita@sofiaiff.com
Mira Staleva
mira@sofiaiff.com

 sofiameetings
 @SofiaMeetings

DATES & LOCATION

March 14-17, 2013
Sofia, BG
March 13-16, 2014
Sofia, BG

REQUIREMENTS

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

APPLICATION DEADLINE

December 15, 2013



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, Writer's Room, 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.

The TorinoFilmLab Jury assigns a number of Production Awards (from EUR 50,000 to EUR 150,000) to the best projects coming from the FrameWork programme. The FrameWork projects also compete for an Audience Award (EUR 30,000), a Post Production Award (enabling a producer to attend the EP2C training programme), and the Les Arcs Coproduction Village Prize (consisting of the automatic selection of a project at the Les Arcs Coproduction Village). The Script&Pitch participants are also eligible for the International Relations ARTE Prize (EUR 6,000).

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, 2013
Turin, IT

TFL

TorinoFilmLab
Training Development Funding

When East Meets West



Friuli Venezia Giulia Audiovisual Fund

FEATURE FILMS , DOCUMENTARIES

Organised by the FVG Audiovisual Fund in collaboration with the Trieste Film Festival and EAVE, When East Meets West is a co-production forum which every year brings together film professionals from Eastern Europe, Italy and one selected Western European region (a different one every year). The 2013 focus is on the German-speaking territories; the 2014 edition will focus on Benelux and therefore will encourage major new connections with Belgium, the Netherlands and Luxembourg.

When East Meets West selects only film projects in development which clearly connect Eastern and Western Europe (in particular the regions in focus) from either a narrative or artistic or production point of view. This makes it possible to involve many producers who are looking for co-producers, sales agents, broadcasters and financial support specifically in the different countries involved in each edition, while at the same time making it possible to gather together many key players from the selected Western European film industry and explore in detail the funding and co-production possibilities offered by the spotlight countries.

Friuli Venezia Giulia Audiovisual Fund

via Aquini 33
Udine – IT
T +39 0432 500 322

Alessandro Gropplero
info@wemw.it
alessandro@audiovisivofvg.it

DATES & LOCATION

January 21-23, 2013
Trieste, IT
January 20-22, 2014 (tbc)
Trieste, IT

The 2014 edition of When East Meets West will include a pitching component and a forum of round tables and case studies. All selected producers/projects will compete for the WEMW Development Award and for a grant for the participation in the next edition of the EAVE European Producers Workshop.

REQUIREMENTS

Feature films and creative documentaries in development – suitable for a co-production between at least two of the different countries involved in each edition.

APPLICATION DEADLINE

November 8, 2013

www.wemw.it



02

SHORT FILMS



Clermont-Ferrand Short Film Market

Sauve Qui Peut Le Court Métrage

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 a.m. to 9 p.m. for 7 days), two large and comfortable screening rooms, a vast MEDIA Rendezvous 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 and the Clermont-Filmfest smartphone app.

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 Métrage

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

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Roger Gonin

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Anne Parent

a.parent@clermont-filmfest.com

 Clermontferrandshortfilmfestival

 @Clermont_Court

DATES & LOCATION

February 2-8, 2013
Clermont-Ferrand, FR

February 1-7, 2014
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



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 40 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 9 60 39 63 38

Wim Vanacker
wim@nisimasa.com

 nisimasa

 @nisimasanetwork

DATES & LOCATION

January 8-13, 2013
Zagreb, HR

February 28-March 3, 2013
Luxembourg, LU

January 7-12, 2014
Valletta (tbc), MT (tbc)

March 6-9, 2014
Luxembourg, LU

REQUIREMENTS

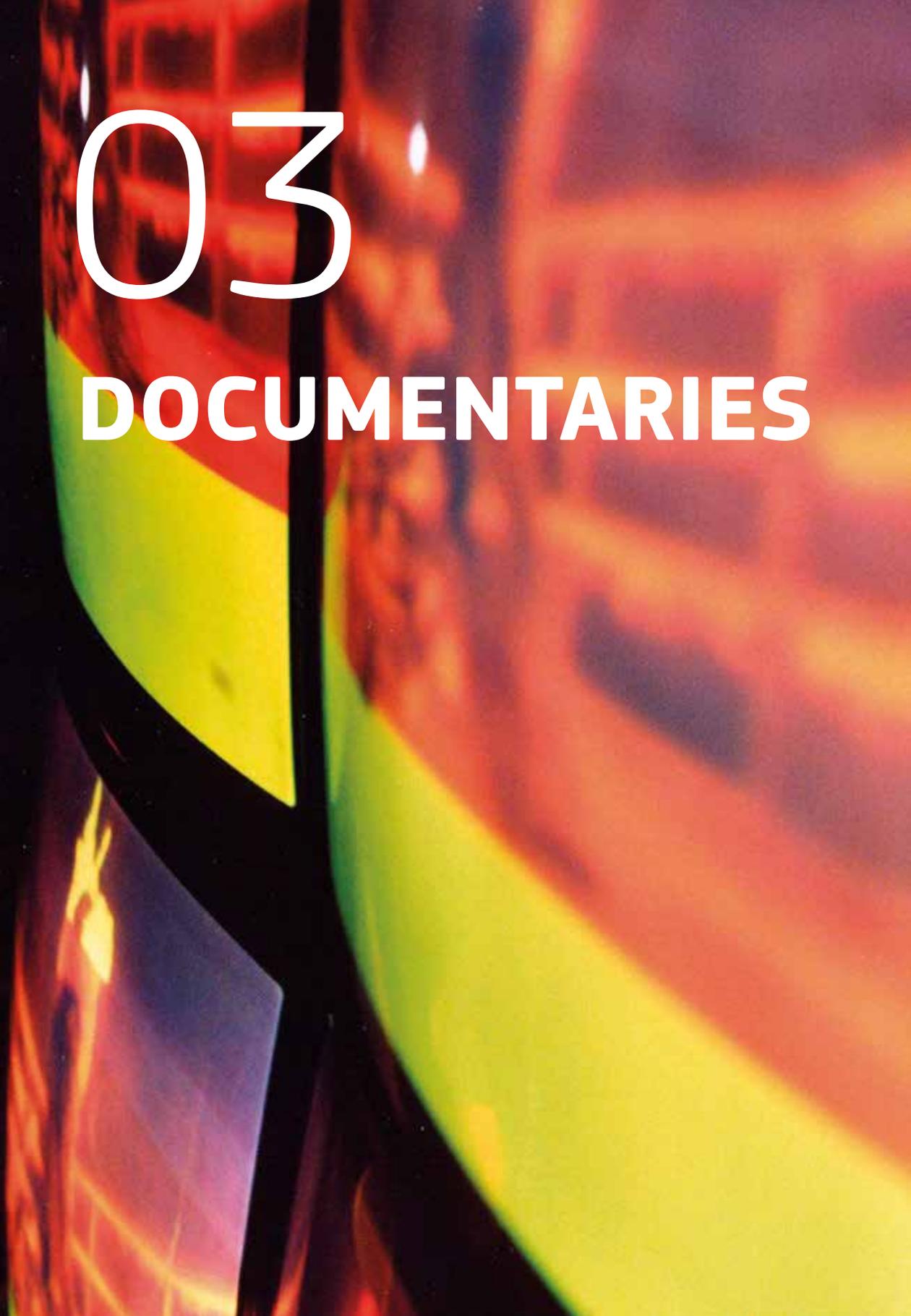
Applicants must be aged 18-35. They submit a short film project, including script, note of intention, CV, and profile of the production company (if already attached to the project).

APPLICATION DEADLINE

September 30, 2013

www.nisimasa.com

NISI MASA
European network of Young Cinema
Réseau européen du jeune cinéma



03

DOCUMENTARIES

Baltic Sea Forum for Documentaries

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 documentaries representing Baltic Sea Region countries 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:

- 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.

National Film Centre of Latvia

Peitavas 10/12
1050 Riga – LV
T +371 6735 8878

Zanda Dudina
Ilze Gailite Holmberg
balticforum@nfc.gov.lv

 Baltic-Sea-Forum-for-Docs

DATES & LOCATION

September 4-8, 2013
Riga, LV

September 3-7, 2014
Riga, LV

REQUIREMENTS

Companies: Independent production companies from wider Baltic Sea region, from developing democracies of former USSR, and other European countries if subject relates to 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 main selection criterion. Priority to projects with some financial commitment from broadcasters or film institutions.

APPLICATION DEADLINE

June 7, 2013

www.nfc.lv
www.mediadesklatvia.eu



CPH:FORUM + CPH:MARKET

CPH:DOX – Fonden de Københavnske Filmfestivaler

DOCUMENTARIES, FEATURE FILMS, CROSS-MEDIA

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:

FICTIONNONFICTION for challenging hybrid works between fiction and non-fiction, **CINEMA** 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:MARKET is a technologically highbrow screening market running throughout the duration of CPH:DOX. It offers the official festival programme as well as specially curated focus areas. There are approximately 200 films available to the attending professionals in an easy to work digital screening system.

CPH:DOX – Fonden de Københavnske Filmfestivaler

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

Tine Fisher
tinef@cphdox.dk

Kim Christiansen
Kim@cphdox.dk

 CPH:DOX - DK

DATES & LOCATION
November 13-15, 2013
Copenhagen, DK

REQUIREMENTS

Treatment and trailer must be available.

APPLICATION DEADLINE

September 1, 2013

www.cphdox.dk

CPH:FORUM INTERNATIONAL
FINANCING
FORUM

Doc Outlook – International Market

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 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. These tools include The Media Library and the co-production market – Pitching du Réel, the country focus, the Doc Think Tank with panels and workshops, Docs in Progress, Rough Cut Lab and networking.

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 both established and younger professionals.

Visions du Réel

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

Gudula Meinzolt
gmeinzolt@visionsdureel.ch

🐦 @visionsdureel

DATES & LOCATION

April 19-26, 2013
Nyon, CH
April 25-May 2, 2014

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, 2013

www.visionsdureel.ch

**VISIONS
DU RÉEL**
INTERNATIONAL
FILM FESTIVAL
DOC OUTLOOK
INTERNATIONAL
MARKET

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;
- interdocs, a session about interactive documentaries;
- Master Classes.

Parallel 40

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

Elena Subirà i Roca
esubira@parallel40.com

Helena Alabart
halabart@docsbarcelona.com

 docsbarcelona

 @DocsBarcelona

DATES & LOCATION

May 28-June 2, 2013
Barcelona, ES
May 27-June 1, 2014
Barcelona, ES

REQUIREMENTS

Project selection is by international independent committee based on analysis of the project, the CVs of producer and director, and information about the company (if there is one supporting the project). Criteria include subject, quality and experience as well as territory of origin.

APPLICATION DEADLINE

April 4, 2013 at 1 p.m.

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 panel discussions which create awareness about new challenges and trends, and pass on knowledge and best practice.

Leipziger Dok-Filmwochen GmbH

Katharinenstrasse 17
04109 Leipzig – DE
T +49 341 308 640

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

 DOKIndustry
 @DOKIndustry

DATES & LOCATION

October 28–November 3, 2013
Leipzig, DE

REQUIREMENTS

The DOK Leipzig selection committee chooses films for DOK Market; they 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.

APPLICATION DEADLINE

Finished films: July 10, 2013

For the Co-Production Meeting: August 1, 2013

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;
- Project Market, a platform for one-on-one meetings;
- Digital Doc Tank, a lab of projects with cross-media potential in any phase of production;
- East Silver Video Library, a video library with over 300 completed films.

The East Doc Platform also offers tailored preparation workshops, master classes, case studies, networking breakfasts and dinners, lectures and screenings.

East Doc Platform's 400 registered professionals include approximately 120 East European filmmakers and producers with creative documentary projects who are seeking financial and distribution support, and around 60 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.

www.dokweb.net

Institute of Documentary Film (IDF)

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

Bojan Schuch
Veronika Lišková
Radka Weiserová
idf@dokweb.net

 Institute-of-Documentary-Film
 @IDF_Prague

DATES & LOCATION
March 4-10, 2013
Prague, CZ
March 3-9, 2014
Prague, CZ

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

REQUIREMENTS

Open to Central and East European creative documentary projects in all stages of completion represented by director and producer. East European Forum focuses on projects in development and production. Project Market and Digital Doc Tank comprises projects in different stages. East Silver Video Library presents completed films.

APPLICATION DEADLINE

December 1, 2013

March
4-10
2013 EAST DOC
PLATFORM 

East Silver

Institute of Documentary Film (IDF)

DOCUMENTARIES, FEATURE FILMS, 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 – from 700 submissions. The market library opens twice yearly.

The year-round support includes:

- East Silver Caravan, a support tool for documentary screenings at festivals and markets. Its showcase of an East European documentary selection (approximately 30 films) reaches over 105 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/stream allows producers to make their titles available to professionals throughout the year;
- East Silver catalogue, an essential reference guide to East European docs: a printed market catalogue, issued once a year, which mirrors the easy-to-navigate online database at www.eastsilver.net.

Institute of Documentary Film (IDF)

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

Miriam Ryndová
Zdeněk Blaha
Anna Kaslová
idf@dokweb.net
office@eastsilver.net

 +Institute-of-Documentary-Film
 @IDF_Prague

DATES & LOCATION

March 5-10, 2013
Prague, CZ

October 24-29, 2013
Jihlava, CZ

REQUIREMENTS

Creative documentary films from Central and Eastern Europe.

www.eastsilver.net
www.dokweb.net

**EAST
SILVER**

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 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. There are 20-24 projects selected per workshop. The target group for both activities is European small- and medium-sized production companies with a special emphasis on countries with a low production capacity.

European Documentary Network (EDN)

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

Cecilie Bolvinkel
edn@edn.dk

 EuropeanDocumentaryNetwork

DATES & LOCATION

March 20-24, 2013
Thessaloniki, EL

October 20-24, 2013
Lisbon, PT

www.edn.dk



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 five years over 1,900 organisations have attended Good Pitch events around the world to share information and ideas and build strategic and successful audience engagement campaigns. Over 120 films have been presented on issues ranging from human rights to environment, health, and education.

Over EUR 7.5 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.

The 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 9628

Edith Finzi
beadie@britdoc.org

 C4BRITDOC
 @C4BRITDOC

DATES & LOCATION

June 7, 2013
London, UK

www.goodpitch.org

goodpitch
EUROPE 2013

IDFA Forum for international co-financing and co-producing of documentaries

International Documentary Film Festival Amsterdam (IDFA)

DOCUMENTARIES, CROSS-MEDIA

The IDFA Forum for international co-financing and co-production of documentaries runs in parallel to the IDFA festival and the sales market 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 and production of new high quality documentary films.

This aim is reached by a combination of public pitches in various settings and individual meetings. The IDFA Forum 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. The Forum is supported by an actively moderated

International Documentary Film Festival Amsterdam (IDFA)

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

Adriek van Nieuwenhuyzen
adriek@idfa.nl

 idfaindustry
 @IDFAindustry

DATES & LOCATION

November 20-December 1, 2013
Amsterdam, NL

online component where projects can be followed after the actual pitch. A limited number of newly added projects (maximum 15) on this platform is enhancing the networking capacity of the platform and thereby the co-financing and co-production opportunities for producers.

REQUIREMENTS

Selection by an international commission of documentary professionals. The Forum decides whether the pitch will be in round table or central pitching format, taking into account elements such as financing in place, content and topic.

www.idfa.nl/idfaforum



idfa forum

MEDIMED 2013

International Association of Independent Mediterranean Producers (APIMED)

DOCUMENTARIES, SHORT FILMS, CROSS-MEDIA

The Euro-Mediterranean Documentary Market (MEDIMED) offers a complete roster of networking opportunities, pre-scheduled individual meetings, 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 key documentary experts and financiers, as well as 25 producer teams and their selected projects. The Market offers 450+ documentary films chosen for their quality and distribution potential.

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, new technologies, cross-media, well established companies and new talents and content from countries with a low documentary production capacity from both shores of the Mediterranean.

International Association of Independent Mediterranean Producers (APIMED)

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

Sergi Doladé
info@apimed.org
medimed@apimed.org

 medimed.docsmarket
 @MedimedMarket

DATES & LOCATION

October 11-13, 2013
Sitges (Barcelona) ES
October 17-19, 2014
Sitges (Barcelona), ES

REQUIREMENTS

Projects that are new to the market, have international appeal, of any form or specialist focus, and with 25-75% of financing in place. Projects in early stages or post-production accepted for one-to-one meetings. Cross-platform projects in development are welcome.

Finished programmes should be documentaries of any length and genre finished in 2012-13.

APPLICATION DEADLINE

July 31, 2013

www.medimed.org

**I BELIEVE
IN DOCS**
medimed
ميديميد 13

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, over 1,000 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 +44 114 276 5141

Charlie Phillips
charlie@sidf.co.uk

 sheffdocfest
 @sheffdocfest

DATES & LOCATION
June 12-16, 2013
Sheffield, UK
June 11-15, 2014
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 2014 (exact date tbc)

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 framework 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 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 33 11 51 52

Katrine Kiilgaard
katrine@filmkontakt.com
katrine@nordiskpanorama.com

 Nordisk-Panorama

DATES & LOCATION

September 20-25, 2013
Malmö, SE
September 26-30, 2014
Malmö, SE

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.

APPLICATION DEADLINE

Films for Market (produced 2012): May 1, 2013
Films for Market (produced 2013): August 1, 2013
Projects for Forum: June 6, 2013

www.filmkontakt.com
www.nordiskpanorama.com



Sunny Side of the Doc

Doc Services

DOCUMENTARIES, CROSS-MEDIA

The 24th Sunny Side of the Doc will bring together 1,800 exhibitors, producers, distributors, financiers and journalists from some 60 countries over four days at the Espace Congrès La Rochelle.

Organised around a 3000 m2 showroom, the market includes the 'Agora' with forums, workshops and case studies around the 2013 central themes: Science & Knowledge, Brazil, Asia and the Middle East, a conference room and the 'Sunny Lab' dedicated to transmedia and multi-platform content.

There will also be three different categories of pitching session:

- Thematic Pitch Sessions, focusing on Science & Environment, History, Investigation and Current Affairs, and Culture;
- the Docs-In-Progress Showcase, coming back for its second run and highlighting near-completed works still looking for funding;
- Cuban Hat Transmedia Pitch: Docs Wanted!: a contest for transmedia and interactive projects (webdoc, multi-platform or cross-media docs etc.)

Sunny Side also offers print resources with all essential information on the market such as a catalogue of projects, a 'who's who' of participants, a Decision Makers guide, and new this year, a Distributor Guide. Its online video library is accessible year-round.

www.sunnysideofthedoc.com

Doc Services

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

Josée Brossard

coordination@sunnysideofthedoc.com

 Sunny-Side-of-the-Doc

 @SunnySideDoc

DATES & LOCATION

June 25-28, 2013

La Rochelle, FR

June 24-27, 2014

La Rochelle, FR

APPLICATION DEADLINE

Pitch selection and Docs In Progress: May 7, 2013

Transmedia projects: May 3, 2013

To appear in the printed catalogue: May 17, 2013



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.

In 2013, the Doc Market included more than 530 films from 67 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 3,450 viewings over seven 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 20–24, 2013
Thessaloniki, EL
March 16–22, 2014
Thessaloniki, EL

APPLICATION DEADLINE

Doc Market: January 14, 2014

Docs in Progress: February 3, 2014

www.filmfestival.gr



THESSALONIKI
INTERNATIONAL
FILM FESTIVAL



04

TV SERIES

Series Mania European TV Series Coproduction Forum

NEW

Forum des images

TV SERIES

This co-production Forum will expand the first international shop window introduced in April 2012 to the third edition of the Series Mania festival organised by the Forum des Images in Paris with professional co-production meetings of European television series in addition to the public festival.

The Forum will select five projects under development and/or in financing and have their producers present them to 30 European and five international guests, producers, international sales agents or commissioning editors of fiction for TV channels.

At the end of the presentation of the projects in front of all guests, individual meetings will be organised to encourage co-productions open to contribute to closing the financing of the projects in the form of direct co-productions, relocation of shooting or pre-purchases of the series with the aim of distribution or of local adaptations. These five projects would benefit from a Series Mania label and when completed would automatically be presented at the next festival.

In parallel, the international shop window of series of the world will continue to present to all the participants in the co-production Forum and to those accredited to the festival, a selection of 50 series of the world, including 30 European series subtitled in English.

Forum des images

Forum des Halles - Porte Saint-Eustache
75001 Paris - FR
T +33 1 44 76 62 00

Séverine Le Bescond
severine.le-bescond@forumdesimages.fr

Frederic Lavigne
frederic.lavigne@forumdesimages.fr

 Forumdesimages
 @festseriesmania

DATES & LOCATION

Festival: April 22-28, 2013
Co-production Forum: April 24 -26, 2013
Paris, FR
April 18-28, 2014
Paris, FR

APPLICATION DEADLINE

February 15, 2013

www.series-mania.fr

Forum
des images

Série Series, Les Rencontres de Fontainebleau

NEW

Kandimari

TV SERIES

Exclusively dedicated to series by and for those who make them, Série Series is a premium event gathering all series creators as well as an international market for business contact opportunities.

Série Series is a showcase for the best European TV series and offers a laboratory for 500 professionals willing to expand their network and the range of their market knowledge – in terms of creation, business and work methods. During four days of screenings and meetings for professionals, which also open to the public, Série Series showcases without competition, the “best” examples of international series creation and invites creators to talk about their work.

The programme consists of:

- viewing European series with the participation of the teams – meaning for each one a whole range of partners who have invested in series i.e. authors, producers, actors, channels...;
- case studies and masterclasses: “decoding” sessions in which professionals evoke concretely how they imagine, create, finance, produce/coproduce, direct, sell, distribute and broadcast TV series;
- forums and discussions on the key issues for European markets;

Kandimari

31 rue Adrien Cramail
92500 Rueil Malmaison – FR
T +33 9 52 10 56 08

Marie Barraco

marie@kandimari.com
Laetitia Duguet laetitia@kandimari.com

 SerieSeries

DATES & LOCATION

July 3-6, 2013
Fontainebleau, FR

- Meeting and Pitching Room: a place dedicated to professionals wishing to meet and discuss their projects, to strengthen their mutual understanding and to boost opportunities;
- social networking opportunities accessible to all the professionals.

REQUIREMENTS

Recent, about to be released, or “not to be missed” series or episodes in any format or genre; meeting qualitative criteria (e.g. creative ambition, innovation) shared by the eight renowned audiovisual professionals on the editorial committee; exemplary in terms of creation, coproduction, finance, working methods.

www.serieseries.fr


SÉRIE SERIES
Les rencontres de Fontainebleau

05

**ANIMATION &
YOUNG
AUDIENCE**



Cartoon Forum

CARTOON – European Association of Animation Film

ANIMATION & YOUNG AUDIENCE, TV SERIES

The Cartoon Forum is a forum for co-production and distribution of European animation series. Approximately 800 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 2013 held in Toulouse, France, is the 24th edition.

CARTOON – European Association of Animation Film

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

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

 CARTOON.eu
 @CARTOON_media

DATES & LOCATION

September 17-20, 2013
Toulouse, FR
September 23-26, 2014
Toulouse, FR

REQUIREMENTS

Animation project with minimum running time of 26 min; a series destined for television or a TV special, frame-by-frame or using new technologies.

APPLICATION DEADLINE

Project submission: April 23, 2013

Participant registration: June 28, 2013

www.cartoon-media.eu



Cartoon Movie

CARTOON – European Association of Animation Film

ANIMATION & YOUNG AUDIENCE, FEATURE FILMS, CROSS-MEDIA

Cartoon Movie is a co-production forum for European animated feature movies. Approximately 700 people from 40 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 also organises 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

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

 CARTOON.eu
 @CARTOON_media

DATES & LOCATION

March 6-8, 2013
Lyons, FR
March 5-7, 2014
Lyons, FR

REQUIREMENTS

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

APPLICATION DEADLINE

Project submission (2014): ca. end-November 2013. Participant registration: December 20, 2013

www.cartoon-media.eu



Cinekid for Professionals

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, gives high-quality programmes international exposure, screens the latest international titles, discusses major issues in children's media and debates the future of the industry. Cinekid offers various events and meetings for like-minded professionals and helps them expand their professional networks.

Key components are:

- Junior Co-production Market: one integrated co-production market for projects across film, television and cross-media sectors with 35-40 projects in total;
- Cinekid Conference, seminars, expert meetings: updates, best practices and internationally acclaimed speakers;
- ScreeningClub: a digital screening facility with over 250 titles;
- Passe-partout for the festival and MediaLab;
- Various networking opportunities.

Kleine-Gartmanplantsoen 21
Amsterdam 1017 RP – NL
T +31 20 531 78 90

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

 cinekid
 @cinekid

ATES & LOCATION
October 22-25, 2013
Amsterdam, NL
October 14-17, 2014
Amsterdam, NL

REQUIREMENTS

Productions targeting children/young people and of outstanding quality. Projects for the co-production markets: at least 10% of financing in place.

APPLICATION DEADLINE

Junior Co-production Market: July 1, 2013
ScreeningClub: September 1, 2013

www.cinekid.com | www.cinekid.nl



Marché international du Film d'Animation (MIFA)

CITIA

ANIMATION & YOUNG AUDIENCE, SHORT FILMS, CROSS-MEDIA

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 2,500 professionals participate each year.

MIFA allows professionals to:

- develop their network and increase opportunities with over 2,500 industry professionals;
- meet up with key decisionmakers to set up co-productions, acquisitions or funding for programmes;
- present their content to over 290 buyers and distributors from TV, film, short films and new media;
- meet the talents of today and tomorrow at the Creative Focus;
- learn about the current and future challenges concerning the industry through the Territory Focus, Share With and MIFA Talks.

CITIA

c/o Conservatoire d'Art et d'Histoire
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BP 399 Annecy – FR
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Tiziana Loschi
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Mickael Marin
mickaelmarin@citia.org

 @annecyfestival

DATES & LOCATION

June 12-14, 2013
Annecy, FR
June 11-13, 2014
Annecy, FR

www.annecy.org

 **ANNECY**
festival mifa

An aerial, high-angle photograph of a red running track. The track is marked with white lines for lanes and a dashed yellow line for a lane boundary. The perspective is from above, looking down at the track as it curves. The text '06' is overlaid in the upper left quadrant, and 'CROSS-MEDIA' is overlaid in the center.

06

CROSS-MEDIA

Cross Video Days Market



MobilEvent

CROSS-MEDIA, SHORT FILMS, DOCUMENTARIES

The Cross Video Days Market is a financial market designed to bring cross-/transmedia producers together with potential investors, co-producers and distributors from across Europe for two days of project pitching, pre-organised individual meetings and networking in Paris. The 2013 edition of this Market is part of the 4th edition of the Cross Video Days - Where content meets technology.

Over 500 one-to-one meetings are organised between the commissioners and the 50 producers selected among the 350 projects received from 34 countries. One thousand professionals, including the guests of the CVD Market involved in the digital transition of the audiovisual content industry (traditional players adapting their strategy plus new digital native players), attend the conferences, workshops and IT Market of the Cross Video Days to discuss new business models and showcase the new trends in European audiovisual creation.

MobilEvent

84 avenue de la République
75011 Paris - France
T +33 1 40 09 89 65

Pervenche Beurier
Pervenche@mobilevent.com
Elie Levasseur
Bruno Smadja
info@mobilevent.com

 CrossVideoDays
 @crossvideodays

DATES & LOCATION

June 18-19, 2013
Paris (Seine Saint Denis), FR

www.crossvideodays.com



The Pixel Market

Power to the Pixel

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

The Pixel Market is a two-day finance market for up to 30 international cross/transmedia projects at an advanced stage of development. There are extensive networking opportunities with the international industry for the duration of the market.

Day 1: In Competition at The Pixel Pitch. Eight 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 five jury members. One team is awarded the EUR 6,000 Arte International Prize for The Pixel Pitch. Additional prizes – Cinekid Pixel Market Prize (best kid's project for 4-14 year olds); beActive Pixel Market Prize (Best Scripted Content) plus more to be announced.

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

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 powertothepixel
 @powertothepixel

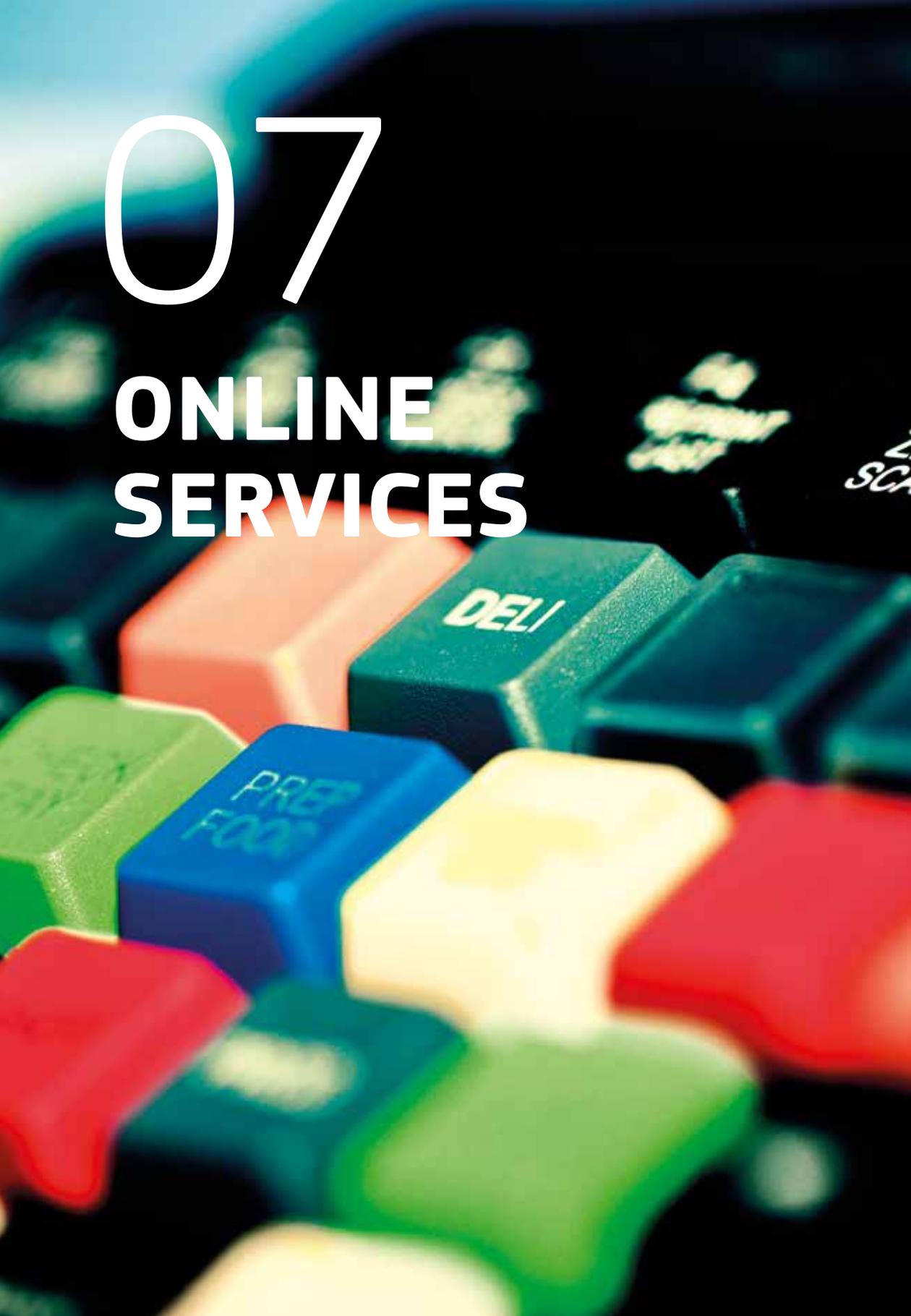
DATES & LOCATION
October 16-17, 2013
London, UK

APPLICATION DEADLINE

July 2013 (exact date tbc)

www.powertothepixel.com



A close-up, shallow depth-of-field photograph of a computer keyboard. The keys are in various colors including red, blue, green, yellow, and black. Some keys have text on them, such as 'DEL', 'PREP', and 'FOOD'. The background is dark and blurred, showing more keys and some light reflections.

07

**ONLINE
SERVICES**

Chaka Pro

Reelport

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.

Reelport

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www.chakapro.com



Cinando

Marché du Film - Festival de Cannes (SOGOFIF)

FEATURE FILMS, DOCUMENTARIES, CROSS-MEDIA

Cinando is an online platform for film professionals providing them with a full database on the industry as well as networking and promotion tools. Cinando includes more than 40,000 industry members, 25,000 films and projects and 4,000 titles available in its online Screening Room.

Cinando covers most of the biggest film events in the world from Cannes to Ventana Sur, including the AFM, Busan, EFM, Sundance and Toronto. Among its main services, Cinando offers an online secured Screening Room allowing rights owners to manage viewing rights, and send streaming and downloading invitations to their peers. An iPhone application gives complete information about ongoing film markets: screening schedules, attendees and companies, and enables direct phone calls, text messages and e-mails. In February 2013 Cinando launched the iPad Viewer App that gives buyers and programmers the possibility of downloading and watching films offline with special iPad invitations from the sellers.

Cinando is also developing partnerships with many national film centres and festivals to offer them personalised screening rooms to promote their films to festival programmers and distributors, and has launched a new web-based Video Library for festivals (cinandoVL.com).

Marché du Film - Festival de Cannes (SOGOFIF)

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David Capaldi
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Carole Joly
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REQUIREMENTS

Recognised film industry professionals.

www.cinando.com



MARCHÉ DU FILM
FESTIVAL DE CANNES

cineuropa.org

Cineuropa

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

Cineuropa is an online news site dedicated to the European audiovisual industry, which targets audiovisual professionals, and European and non-European movie-goers. It is available in four languages (EN, ES, FR, IT).

The site relays information on European cinema (films, releases), covers European audiovisual industry issues, 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 (Berlin, Brussels, Cannes, Karlovy Vary, Locarno, New York, Rome, Rotterdam, San Sebastian, Sundance, Toronto, Venice), and partners with the Cannes and Berlin film markets, training courses financed by MEDIA, the festivals of Annecy, Brussels, Paris, Venice, the European institutions, and the media.

Cineuropa

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Valerio Caruso
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www.cineuropa.org

THE SITE FOR EUROPEAN CINEMA
CINEUROPA

Film New Europe

Film New Europe

PAN-EUROPEAN ORGANISATION, 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 launched a redesigned website in 2012, with more use of visual images and enhanced capabilities to better serve European film professionals. This is providing added value for the countries of low audiovisual capacity in Central Europe and the Baltics.

FNE also produces the FNE Daily with content on production and projects in development, national grant awards, and country information databases. The FNE Daily provides updates for over 13,000 audiovisual professionals worldwide on developments in the audiovisual sector in the Central and East European region.

Film New Europe

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www.filmneweurope.com



Olffi.com 2013

Online Film Financing - OLFFI

ONLINE SERVICES, FEATURE FILMS

OLFFI is a web platform on film finance for audiovisual professionals offering 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.

OLFFI also includes IT tools for the simulation of financing strategies for movie productions and allows targeted searches based on specific project criteria.

The Beta version of the OLFFI Explore information module was launched at the Rome Film Festival in November 2012 and is now available at www.olffi.com/explore. The second module, OLFFI Project, which features interactive tools will be launched at the end of 2013.

Online Film Financing - OLFFI

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Ilann Girard
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08

**PAN-EUROPEAN
ORGANISATIONS**



Europa Cinemas

Europa Cinemas

PAN-EUROPEAN ORGANISATION, 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 for European films with copyright of 2008 or later. Some 80 European film releases are being supported in 2013.

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 in circulation during the release as well as on expenses for prints and advertising. Maximum support is EUR 25,000 (for a release with more than 25 prints). A bonus of up to EUR 5,000 may be awarded to encourage distributors to target young audiences in their release campaigns, and to organise targeted events or cinema screenings for young audiences.

Europa Cinemas

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Marie-Blanche Bétouret
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 Europa-Cinemas
 @EuropaCinemas

DATES & LOCATION

Countries not members of the MEDIA Programme, in particular territories in Latin America, Asia, the Mediterranean area & Australia, New Zealand & S. Africa.

REQUIREMENTS

To encourage diversity, a maximum of three releases supported per year per distributor, of which maximum two of the same European nationality. However, account is taken of the range of European films available in the markets. Special attention is paid to films produced in low audiovisual capacity countries and/or new member states of the EU.

APPLICATION DEADLINE

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

Europa Distribution Workshops

Europa Distribution

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

Europa Distribution is a European network of more than 130 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 salespeople 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 among 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 European distribution.

Europa Distribution

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75020 Paris – FR
T +33 1 44 43 87 10/12

Adeline Monzier
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Olivia Le Dain
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 Europa-Distribution
 @eurdist

DATES & LOCATION

April 2013, Nyon, CH
June 2013, Annecy, FR
August 2013, Locarno, CH
September 2013, San Sebastian, ES
November 2013, Estoril, PT
December 2013, Les Arcs, FR

www.europa-distribution.org
www.cidinet.eu



European Film Event in Moscow



European Film Promotion

PAN-EUROPEAN ORGANISATION, FEATURE FILMS

As part of its aim to open up activities towards the BRIC countries and following intense discussion and market research, EFP has decided to focus more attention on the Russian market. Conscious of the fact that it is a large, yet very difficult market for European films, it will organise a European Film Event in Moscow in autumn 2013. The activity will be supported by professional local partners.

EFP plans to present 10-12 feature films over a period of 6 days in the "35 mm" cinema located in the centre of Moscow. The films will be selected by a jury composed of Russian professionals, including the cinema operator. The films selected will be deemed to have potential in the Russian market.

The event will have a strong industry approach with the involvement of sales agents from Europe and distributors from Russia. It is EFP's ambition to bring together the respective sales representatives with the buyers during this dedicated event for talks and negotiations can take place in a focused atmosphere.

The aim of the initiative is to build awareness of European cinema for Russian audiences and encourage subsequent sales of European films for wide distribution in Russia.

European Film Promotion

Friedensallee 14-16
22765 Hamburg – DE
T +49 40 39 06 252

Renate Rose
info@efp-online.com

DATES & LOCATION

October 18-21, 2013
Moscow, RU

www.efp-online.com



Film Sales Support

European Film Promotion

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

Film Sales Support (FSS) was launched in 2004 by European Film Promotion, a network of 35 organisations and professionals from 36 European countries.

FSS supports the promotional and marketing campaigns of European films by European sales and production companies (without a sales agent) at two international film festivals outside Europe (Sundance, Toronto) and four markets outside Europe (American Film Market, Asian Film Market, FILMART, Mercado de Cine Iberoamericano). The support targets sales activities in North and South America, and Asia. EFP has umbrella offices at the four markets.

By supporting the presence of European professionals at these 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 three films maximum).

www.efp-online.com

European Film Promotion

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22765 Hamburg – DE
T +49 40 390 62 52

Renate Rose
info@efp-online.com

Susanne Davis
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 EuropeanFilmPromotion

DATES & LOCATION

Jan. 17-27, 2013 – Park City, US
March 2-8, 2013 – Guadalajara, MX
March 18-21, 2013 – Hong Kong, HK
September 5-15, 2013 – Toronto, CA
October 7-10, 2013 – Busan, KR
November 6-13, 2013 – Los Angeles, US
October 18-21, 2013 – Moscow, RU

APPLICATION DEADLINE

Sundance: December 12, 2012;
Mercado de Cine Iberoamericano:
February 1, 2013;
FILMART: February 19, 2013;
Toronto: August 8, 2013;
Asian Film Market: September 2, 2013;
American Film Market: October 2, 2013;
European Film Event in Russia: tba.



Producers on the Move

European Film Promotion

PAN-EUROPEAN ORGANISATION

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

The mandate of European Film Promotion, a network of organisations and professionals from 36 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, almost 270 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 180 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

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info@efp-online.com

 EuropeanFilmPromotion

DATES & LOCATION

May 18-21, 2013
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

**PRODUCERS
ON THE
MOVE**

Shooting Stars

European Film Promotion

PAN-EUROPEAN ORGANISATION, FEATURE FILMS, ANIMATION & YOUNG AUDIENCE

With Shooting Stars, European Film Promotion, a network of organisations and professionals from 36 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 2013, EFP introduced a total of 253 new faces in Berlin.

European Film Promotion

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T +49 40 390 62 52

Renate Rose

Karin Dix

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 ShootingStarsEFP

DATES & LOCATION

February 9-11, 2013
Berlin, DE

REQUIREMENTS

The process begins with a nomination from an EFP member organisation based on criteria such as career to date, age (<32), previous roles and awards. The nominated actors are then presented to an international jury of (5) experts who, based on screening of a recent film which featured the actor, select the final ten.

www.shooting-stars.eu
www.efp-online.com

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

Variety's Ten European Directors to Watch

European Film Promotion

PAN-EUROPEAN ORGANISATION, FEATURE FILMS, ANIMATION & YOUNG AUDIENCE

European Film Promotion, a network of organisations and professionals from 36 European countries, markets and promotes European films, including up-and-coming filmmakers. As part of this activity, EFP co-organises Variety's Ten European Directors to Watch at the Karlovy Vary International Film Festival (Czech Republic).

The programme is an official sidebar 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, ground-breaking 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 29-July 1, 2013
Karlovy Vary, CZ

REQUIREMENTS

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

www.efp-online.com

Variety's Ten European Directors
TO WATCH
at the Karlovy Vary International Film Festival 2013

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MEDIA

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



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

Education, Audiovisual & Culture Executive Agency (EACEA),
European Commission

MEDIA@EFM, MIPTV, MARCHÉ DU FILM AND MIPCOM, FEATURE FILMS, DOCUMENTARIES, ANIMATION & YOUNG AUDIENCE

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

media-stands.eu

c/o Cecoforma
14 rue Leon Fredericq
4020 Liège – BE
T +32 474 34 86 16

Pierre Hupin
pierre@media-stands.eu

Stephane Hallet
stephane@media-stands.eu

[@media-stands.eu](https://twitter.com/media-stands.eu)

DATES & LOCATION

EFM: February 7-15, 2013
Berlin, DE

MdF: May 15-24, 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
www.ec.europa.eu/media

media-stands.eu

MEDIA Stands at MIPTV and MIPCOM

Education, Audiovisual & Culture Executive Agency (EACEA), European Commission

MEDIA @ EFM, MIPTV, MARCHÉ DU FILM AND MIPCOM, FEATURE FILMS, TV SERIES, DOCUMENTARIES,
ANIMATION & YOUNG AUDIENCE, CROSS-MEDIA

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 250 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.

media-stands.eu

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DATES & LOCATION

April 8-11, 2013
Cannes, FR

October 7-10, 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
www.ec.europa.eu/media

media-stands.eu

Markets & Activities

- 17 **A**gora Film Market & Crossroads
Co-production Forum
- 18 **L**es Arcs European Film Festival -
Arc 1950 Coproduction Village
- 19 **B**altic Event
- 39 **B**altic Sea Forum for Documentaries
- 20 **B**erlinale Co-Production Market
- 21 **T**he Business Street
- 58 **C**artoon Forum
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MEDIA Desks and Antennae

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