

European  
Commission

# MEDIA Mundus 2013

Europe joins forces  
with the global film industry



MEDIA  
Mundus



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

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

FULL TITLE OF THE PROJECT / COORDINATING COMPANY	REGIONAL OR OTHER FOCUS				
		TRAINING	MARKET ACCESS	CROSSOVER	CIRCULATION & DISTRIBUTION
<b>Interchange: Development &amp; Co-production for the Arab World /</b> TorinoFilmLab (Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo)	ARAB WORLD	■			
<b>ACE Co-production Labs / ACE - Ateliers du Cinéma Européen</b>	ASIA	■			
<b>Primexchange Europe – India / PRIMEHOUSE</b>	ASIA		■		
<b>Ties that Bind - Asia Europe Producers Workshop / Fondo Audiovisivo Friuli</b> Venezia Giulia	ASIA	■			
<b>Asian Side of the Doc / Doc Services</b>	ASIA		■		
<b>Cartoon Connection / Cartoon - European Association of Animation Film</b>	ASIA/NORTH AMERICA	■			
<b>S.E.A. 2013-2014 / Animation Workshop - VIA University College</b>	ASIA/SOUTH AMERICA	■			
<b>Festival Scope: TeleScope / Moving Scope France</b>	AUSTRALIA / SOUTH AFRICA				■
<b>B'EST Baltic Bridge East by West / MTÜ BE</b>	EASTERN EUROPE		■		
<b>CentEast Warsaw-Moscow / Warsaw Film Foundation / Warszawska Fundacja Filmowa</b>	EASTERN EUROPE/CHINA		■		
<b>Operation Kino /</b> Asociatia pentru Promovarea Filmului Romanesc / Romanian Film Promotion	EASTERN/SOUTHEASTERN EUROPE				■
<b>Berlinale Residency / Berlin International Film Festival</b>	GLOBAL		■		
<b>Boost! / Hubert Bals Fund (Stichting Filmfestival Rotterdam)</b>	GLOBAL		■		
<b>DOX:LAB / CPH:DOX International Documentary Film Festival</b>	GLOBAL		■		
<b>Into the Future 2013 / Wajda Studio/ATC Audiovisual Training Coalition</b>	GLOBAL	■			
<b>World Documentary Exchange (WDE) /</b> International Documentary Film Festival Amsterdam (IDFA)	GLOBAL		■		
<b>Distribution 2.0 / The Match Factory</b>	GLOBAL		■		
<b>Europa Cinemas Mundus / Europa Cinemas</b>	GLOBAL				■
<b>Europa Distribution International 2013 / Europa Distribution</b>	GLOBAL				■
<b>Eye on Films / WIDE</b>	GLOBAL				■
<b>Cine Sin Fronteras / ARCALT -</b> Association Rencontres Cinémas d'Amérique latine Toulouse	LATIN AMERICA		■		
<b>Puentes – Australab Training &amp; Industry Platform /</b> EAVE – European Audiovisual Entrepreneurs	LATIN AMERICA	■			
<b>Ventana Sur: Échanges Europe-Amérique Latine / Marché du Film - Festival de Cannes</b>	LATIN AMERICA				■
<b>Frontières International / Vision-in-Motion</b>	NORTH AMERICA		■		
<b>Trans Atlantic Partners / Erich Pommer Institut</b>	NORTH AMERICA		■		
<b>Ipeda Mundus / Independent PanEuropean Digital Association (IPEDA) – Europe</b>	NORTH AMERICA				■
<b>Producers Lab Toronto 2012 / EFP - European Film Promotion</b>	NORTH AMERICA/AUSTRALASIA	■			





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# Foreword

The digital revolution has opened up exciting possibilities for developing and disseminating innovative audiovisual content. This has led to an unprecedented globalisation of the audiovisual industry and has created new prospects for collaboration between filmmakers.

To make the most of these opportunities, the European Union launched the MEDIA Mundus programme in October 2009 to support cooperation between audiovisual professionals in Europe and the rest of the world. The foundation for MEDIA Mundus had been laid in 2006 when the audiovisual ministers of the European Union, together with the European Commission, adopted a declaration on European film promotion worldwide, *European films go global*.

Running from 2011-2013 with a global budget of EUR 15 million, MEDIA Mundus has benefited both European and non-European audiovisual professionals alike by strengthening cultural and commercial ties and creating new business opportunities.

Of the 98 projects supported by MEDIA Mundus between 2011 and 2013, 36 have been training activities, fostering exchange of information and networking between professionals from Europe and from all over the world. The other 62 supported projects have contributed to the improvement of access to foreign markets, as well as distribution and circulation of films worldwide.

Market events which have received support from MEDIA Mundus range from Filmart in Hong Kong to Ventana Sur in Argentina, not forgetting Hot Docs in Toronto or the Film Bazaar in India, while more than 700 cinemas and 2000 screens from all over the world are now part of Europa Cinema Mundus and make a valuable contribution to the promotion of cultural diversity.

This publication is intended to help professionals to find out more about the 27 initiatives supported by MEDIA Mundus in 2013.

## SARI VARTIAINEN

Head of Unit

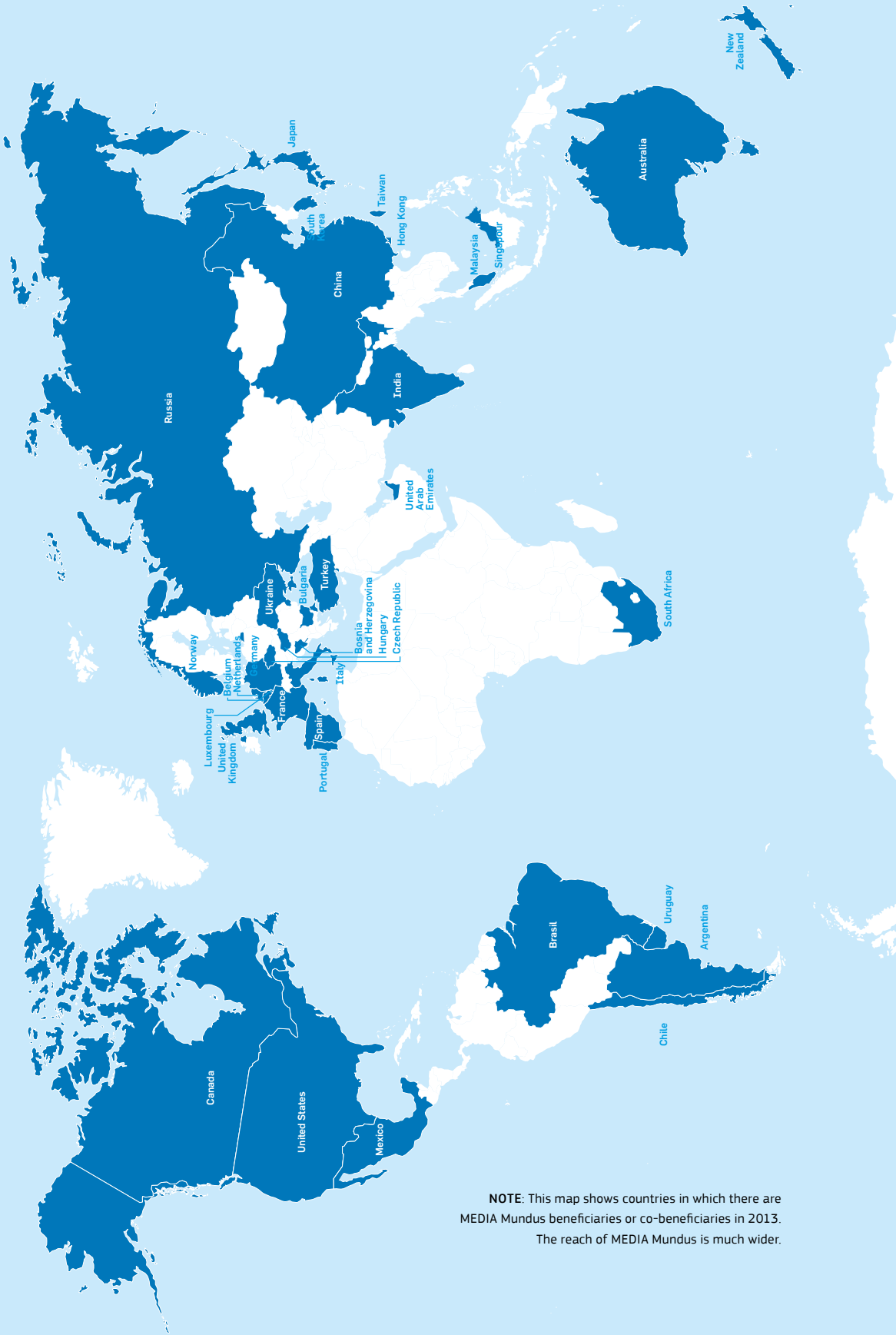


**European Commission**

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

*Managing programmes and activities on behalf of the European Commission*

Unit P8 – MEDIA Programme



**NOTE:** This map shows countries in which there are MEDIA Mundus beneficiaries or co-beneficiaries in 2013. The reach of MEDIA Mundus is much wider.





## How MEDIA and MEDIA Mundus support 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](http://www.ifcic.eu)) and the Sociedad de Garantía recíproca para el Sector Audiovisual in Spain ([www.audiovisualsgr.com](http://www.audiovisualsgr.com)).

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## SUPPORT FOR TELEVISION BROADCASTING

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

## SUPPORT FOR DISTRIBUTION

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

## PILOT PROJECTS

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

## MARKET ACCESS

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

## FESTIVALS

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

## MEDIA MUNDUS

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

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

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



## 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>



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**TRAINING**

# ACE Co-production Labs

ACE - Ateliers du Cinéma Européen

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

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

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

## ACE - Ateliers du Cinéma Européen

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 ACE

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### CO-BENEFICIARIES

HKIFSS/HAF HONG KONG

Unijapan JAPAN

### PARTICIPANTS

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

### LOCATION

March 2013 - Hong Kong HONG KONG

October 2013 - Tokyo JAPAN

### SUBMISSION REQUIREMENTS

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

### FEES

€ 400



[www.ace-producers.com](http://www.ace-producers.com)

*ace*  
ateliers du cinéma européen

# Cartoon Connection

## Cartoon - European Association of Animation Film

These workshops explore new commercial and creative links between animation professionals from Europe and their counterparts in South Korea, other Asian countries, Canada and Latin America.

They are designed to:

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

### Cartoon - European Association of Animation Film

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 CARTOON.eu

 @CARTOON\_media

### CO-BENEFICIARIES

**Rencontres cinématographiques de Québec** CANADA  
**KOTRA** SOUTH KOREA

### LOCATION

**March 19-21, 2013** – Seoul SOUTH KOREA  
**October 28-31, 2013** – Quebec CANADA

### SUBMISSION REQUIREMENTS

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

### APPLICATION DEADLINE

Canada: July 2013

### FEES

tba



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





# Interchange: Development & Co-production for the Arab World

TorinoFilmLab

(Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo)

Interchange is a project development course for 10 teams of writer/director and producers from the European and Arab world, and three Arab trainee script consultants.

The training is designed to match the needs of experienced professionals who want to develop their skills through concrete work on their projects - under the expert guidance of international tutors - and who are ready to share their ideas with colleagues and engage in discussion in order to improve and increase their knowledge. The trainee script consultants are trained as story editors. Each works on four of the 10 selected projects.

A head tutor oversees all 10 project teams of writer/director and producer, with three tutor story editors working on project groups in various combinations and aggregations, thus allowing participants to confront and exchange thoughts and know-how. At the final event in Dubai the 10 projects are pitched to a professional audience at the largest co-production market between Europe and the Arab world with industry attendees from both worlds.

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

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 torinofilmlab

 @TorinoFilmLab

## CO-BENEFICIARIES

**Dubai International Film Festival**  
(United Arab Emirates)

## PARTICIPANTS

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

## LOCATION

**June/July 2013** - Turin ITALY

**December 2013** - Dubai UNITED ARAB EMIRATES

## SUBMISSION REQUIREMENTS

Producers: demonstrable track record;  
European applicants: clear relationship/involvement of them and their projects with the countries of the participants. Arab story editor trainees: from one of designated Arab countries listed + good knowledge of Arabic.

## APPLICATION DEADLINE

March 4, 2013

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

**TFL**

TorinoFilmLab  
Training Development Funding



# Into the Future 2013

Wajda Studio Sp. z o.o. / ATC Audiovisual Training Coalition

The Into the Future 2013 Think Tank will focus on the results of the MEDIA Mundus supported professional training programmes over the past years and professional training trends for the years 2015-2020.

It will:

- look at the experience of training programmes bringing together EU and non-EU participants, partners and teams, funded by MEDIA Mundus, and changes to be integrated as a result of the analysis;
- review current training trends in relation to developments in the industry since 2010 and define shifts, new trends, needs and changes in training programmes for the years to come;
- discuss, along with representatives of the MEDIA programme, the guidelines for the funding of training in the period 2014-2020.

## Wajda Studio Sp. z o.o.

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## CO-BENEFICIARIES

Jirafa Films CHILE

## PARTICIPANTS

EU professional training providers,  
Non-EU professional training providers/professionals  
EU and non-EU film, audiovisual and cross- media  
professionals, (EU) MEDIA and national/  
regional funding bodies representatives.

## LOCATION

July 3-5, 2013 – Berlin GERMANY

[www.at-coalition.org](http://www.at-coalition.org)



# S.E.A. 2013-2014

## Animation Workshop - VIA University College

**SEA 2013 -2014 merges two distinct training courses into one programme. These are the Concept Development Master Class and the Animation Production Master Class.**

The two-week Concept Development Master Class will focus on creating new and unique animation concepts and intellectual properties that can form the basis of new creative brands and universes. The master class will strengthen the participants' ability to create strong, commercially viable concepts through case studies and hands-on development processes. The master class will have a strong focus on creating properties that can transcend geographic and cultural borders. The participants will create new concepts of their own and will cooperate with the Animation Production participants on making these concepts ready to take to market.

This will be followed by the Animation Production Master Class starting a few days later, where six producer participants from the three partner regions of the world will join the Concept Development participants. It will focus on co-production in a cross-national field and will help new and established producers to navigate in this field. Through case-studies and specific subjects such as Building Efficient Animation Pipelines, Creating Unique Style Guides and Sales & Distribution, the course participants, now a mix of development artists and directors and producers, will build their knowledge of the different areas of co-production. The cooperation between the three countries will

### Animation Workshop - VIA University College

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 The-Animation-Workshop-Official-Page

also serve as an excellent foundation for a strong, international network within the animation industry across three continents, paving the way for future co-productions.

SEA 2013-2014 will be taught by high level international teachers with a solid professional background. Teachers will come from all three participating continents.

### CO-BENEFICIARIES

**Anima Mundi** BRAZIL

**Office H** JAPAN

**3Bohemians** (associate partner) CZECH REPUBLIC

### PARTICIPANTS

Professionals from the animation industry: 7 each from Asia, Europe & South America, of whom 5 each for the Concept Development master class and two per region for the Animation Production master class.

### LOCATION

**December 2-15, 2013** (Animation Production

**December 6-15, 2013)** – Viborg DENMARK

### APPLICATION DEADLINE

September 2, 2013

### FEES

Concept development: € 800

Animation Production: € 600



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

# Puentes – Europe/Latin America Producers Workshop

## EAVE – European Audiovisual Entrepreneurs

Puentes targets Latin American and European producers with projects, bringing them together with potential financiers, distributors, sales agents, and reinforcing artistic and industrial cooperation between Europe and Latin America.

The workshop modules gather together five European and five Latin American producers with their feature projects in development for workshops in partnership with the Locarno International Film Festival and its Industry Days, and in cooperation with Mutante Cine in Montevideo. The workshops are for experienced feature film producers from Europe and Latin America wishing to work on an international scale, to create long term creative and business relationships between Europe and Latin America, and with a feature film project in development stage.

Puentes combines producer training, project development, and networking. During the two workshops producers will work together with 'state of the art' experts from both continents on script development, co-production between Latin America and Europe, financing in the two regions, legal aspects of co-production, marketing, pitching and promotion, and meet with decisionmakers during both sessions.

Thanks to a partnership with Ventana Sur, Argentina, free accreditations are offered to selected participants who want to attend the market after the second workshop.

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

### EAVE – European Audiovisual Entrepreneurs

238c rue de Luxembourg – 8077 Bertrange – Luxembourg

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Roxana Ivan

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### CO-BENEFICIARIES

**Mutante Cine** URUGUAY

### PARTICIPANTS

5+5 producers from Latin America and MEDIA countries with feature films in development.

### LOCATION

**August 8-14, 2013** – Locarno SWITZERLAND

**November 30 - December 4, 2013**

Montevideo URUGUAY

### SUBMISSION REQUIREMENTS

Applications with project receive priority.

Project criteria:

- feature-length fiction film (for theatrical release);
- suitable for international co-production and looking for co-producers;
- preferably a minimum of 20% finance in place;
- European applicants' projects should have link to Latin America (thematic, cultural, technical) and producer should be motivated to work with/in Latin America and vice-versa;
- producers must have completed at least one film released theatrically in the last 3 years
- 1<sup>st</sup> draft of script available in English for first workshop and at latest by July 15, 2013.

### APPLICATION DEADLINE

May 31, 2013



# Ties That Bind - Asia Europe Producers Workshop

Friuli Venezia Giulia Audiovisual Fund

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

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

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

**Friuli Venezia Giulia Audiovisual Fund**

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**CO-BENEFICIARIES**

**Centro Espressioni Cinematografiche - Udine Far East Film Festival** ITALY

**EAVE – European Audiovisual Entrepreneurs** LUXEMBOURG

**Busan International Film Festival** SOUTH KOREA

**PARTICIPANTS**

10 producers: 5 from Asia, 5 from Europe

**LOCATION**

**April 22-26, 2013** – Udine ITALY

**October 6-10, 2013** – Busan SOUTH KOREA

**SUBMISSION REQUIREMENTS**

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

**APPLICATION DEADLINE**

February 2013

**FEES**

Partial travel scholarships.



[www.tiestthatbind.eu](http://www.tiesthatbind.eu)



A vibrant, high-angle photograph of a crowded outdoor event, likely a film festival or a public gathering. The scene is filled with people, many of whom are standing on metal step ladders to get a better view or to film. In the foreground, a man with a large blue and black backpack stands with his back to the camera, looking towards the event. To his right, a man in a light blue polo shirt and white shorts stands on a ladder, holding a camera. Further back, a woman in a yellow shirt and a man in a striped shirt are also visible. The background shows a modern building with large windows and a clear blue sky. The overall atmosphere is one of excitement and activity.

02

**MARKET ACCESS**



# CentEast Warsaw Moscow

Warsaw Film Foundation/Warszawska Fundacja Filmowa

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

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

CentEast Warsaw-Moscow aims to give Eastern European films exposure to the international market and provide them with distribution possibilities. Additionally, this year's edition of CentEast includes the China-Europe Film Promotion Project, a joint initiative of Film Factory (FF), based in Beijing, China, and the Warsaw Film Foundation (WFF) based in Warsaw, Poland. The parties involved have declared their will to encourage long-term relationship and cultural exchange between Chinese and European film professionals and to facilitate the exchange of films between China and Europe. The objectives of CEFP are to:

- make quality films from China and their makers part of the international circulation system and to open international distribution channels;
- introduce quality films from Europe to Chinese audiences, and to open Chinese distribution channels to quality films from Europe.

[www.centeast.eu](http://www.centeast.eu)

## Warsaw Film Foundation/ Warszawska Fundacja Filmowa

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## CO-BENEFICIARIES

Beijing Good Film Culture Center and its representative Film Factory – Beijing CHINA  
OOO "Avangard Media" and its representative TVINDIE – Moscow RUSSIA

## PARTICIPANTS

Film professionals from EU (mainly Central/Eastern Europe): EU and non-EU (Belarus, Croatia, Moldova, Ukraine) + Russia.  
Expected total over two events: 400

## LOCATION

18-20 October 2013 – Warsaw POLAND

October 2013 – Moscow RUSSIA

April 2014 – Beijing CHINA

## APPLICATION DEADLINE

For film submission: early September, 2013

CentEast  
Warsaw Moscow



# Frontières International

## Co-production Market for Genre Films Projects connecting North America and Europe

### Vision-in-Motion

Frontières is the first international co-production market focusing on the development of quality genre films and supporting their access to the international market.

The Frontières International Co-Production Market had its first edition at the Fantasia International Film Festival in Montreal (Canada) in July 2012. It will expand in its 2<sup>nd</sup> edition by returning to Fantasia in 2013 with a strong selection of European and North American projects, then making its way to the Brussels International Fantastic Film Festival (BIFFF) in April 2014. Frontières will thus now take place as a circuit between two of the most influential fantastic films festivals in the world.

The objective of Frontières is to create, develop and strengthen business bonds between North America and Europe within the genre film industry, to contribute to an increase in film production within the genre, and to stimulate co-productions and co-financing of these films, as well as their circulation.

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 FantasiaFrontieres

#### CO-BENEFICIARIES

Brussels International Fantastic Film Festival (BIFFF) BELGIUM

Fantasia International Film Festival in Montreal CANADA

#### PARTICIPANTS

12 teams of producers & directors at Frontières in Montreal/12 teams of producers & directors at Frontières in Brussels; 200+ industry executives at both events (financiers, sales agents, producers).

#### LOCATION

July 25-28, 2013 – Montréal CANADA

April 9-12, 2014 – Brussels BELGIUM

#### SUBMISSION REQUIREMENTS

Market premieres with completed script and elements suitable for an international co-production, presented by the majority producer. The Off-Frontières selection allows for the inclusion of projects that do not fit all the guidelines.

#### APPLICATION DEADLINE

Frontières at Fantasia: March 18, 2013;

Frontières at BIFFF: December 16, 2013

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

**Frontières**  
INTERNATIONAL CO-PRODUCTION MARKET

# Producers Lab Toronto 2013

## EFP - European Film Promotion

The aim of this initiative is to facilitate international co-productions and potentially improve the international circulation of films from Europe and Canada, and two guest countries, Australia and New Zealand.

Twenty-four carefully selected producers from Europe, Canada and Australia/New Zealand meet in Toronto to exchange project ideas and knowledge, and to discuss concrete co-production opportunities. EFP selects ten producers from ten different European countries, who have participated in EFP's Producers on the Move initiative which takes place annually during the Cannes Film Festival. The ten Canadian producers are selected by the Canadian partners. Four producers from the guest countries will be selected by Screen Australia and the New Zealand Film Commission.

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

### EFP - European Film Promotion

Friedensallee 14-16 – 22765 Hamburg – Germany

T +49 40 390 6252

F +49 40 390 6249

Renate Rose

rose@efp-online.com

Jo Mühlberger

muehlberger@efp-online.com

 EuropeanFilmPromotion

### CO-BENEFICIARIES

Ontario Media Development Corporation

(OMDC) CANADA

Toronto International Film Festival (TIFF) CANADA

### PARTICIPANTS

10 European producers from 10 different European countries;

10 Canadian producers; 4 producers from Australia/New Zealand.

### LOCATION

September 4-7, 2013 – Toronto CANADA

### SUBMISSION REQUIREMENTS

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

### APPLICATION DEADLINE

June 3, 2013

### FEES

€ 800



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



# World Documentary Exchange (WDE)

## International Documentary Film Festival Amsterdam (IDFA)

WDE is a cooperation between IDFA, Hot Docs, the Busan and Durban International Film Festivals, and the IDFA Bertha Fund. The goal is to create a structural base that will generate attention for European documentaries on the North American market and emerging markets such as Asia, the Middle East and Africa, and vice versa.

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

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

### International Documentary Film Festival Amsterdam (IDFA)

Frederiksplein 52  
1017 XN Amsterdam – Netherlands

T +31 20 627 3329  
F +31 20 638 53 88

Marthe Jongmans  
marthe@idfa.nl

Laurien ten Houten  
laurien@idfa.nl

 idfa.nl

#### CO-BENEFICIARIES

Hot Docs CANADA

IDFA Bertha Fund NETHERLANDS

Durban International Film Festival SOUTH AFRICA

Busan International Film Festival SOUTH KOREA

#### PARTICIPANTS

44

#### LOCATION

April/May 2013 – Toronto CANADA

July 2013 – Durban SOUTH AFRICA

October 2013 – Busan SOUTH KOREA

November 2013 – Amsterdam NETHERLANDS

#### SUBMISSION REQUIREMENTS

By selection only from films submitted to the Docs for Sale catalogue.

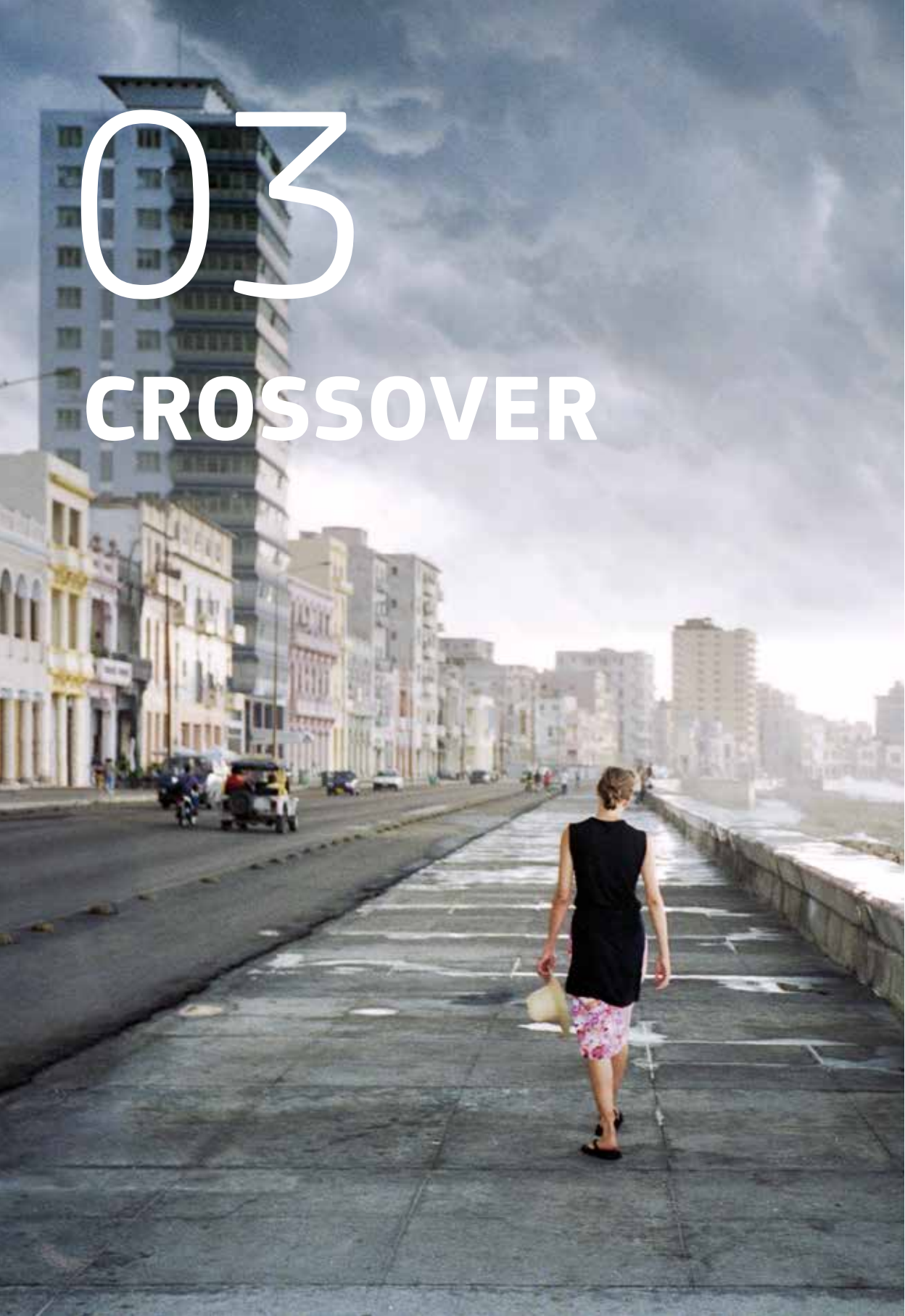
(Fee for catalogue inclusion: € 250 or € 175 if selected for the festival.)

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



03

CROSSOVER



# Asian Side of the Doc

## Doc Services

**Asian Side of the Doc (ASD) is a Co-Production Rendezvous that gives participants a better understanding of the co-production opportunities available in Asia and Europe, and an insight into the differences in the way these markets operate.**

In 2013, Asian Side of the Doc #4 was held in Kuala Lumpur, Malaysia. It brought together 510 participants from 43 countries. Among them, 104 decisionmakers attended this edition (such as exhibitors, distributor-investors, foundations). The 4th Asian Side saw an increase in numbers due to the growing participation of countries from South East Asia and participants coming from 13 new countries.

The coproduction meeting was organised around Pitching Sessions (27 projects have been selected), a Docs-in-Progress showcase, Panels on New media, Stories from Islam, One-to-One meetings (Side by side Meetings), Screenings... as well as many networking opportunities and social events.

Asian Side of the Doc also featured Master classes for local producers as well as the first National Malaysia Documentary Pitching Forum hosted prior to the main event. This was an opportunity for a few selected Malaysian producers trained by Crossing Borders (European Documentary Network/Documentary Campus) to pitch their documentary projects.

Three of the laureates of the Pitching Sessions have the opportunity to pitch their project at the 2013 Sunny Side of the Doc in La Rochelle, France.

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

### Doc Services

21 bis Quai Maubec – 17000 La Rochelle – France

T +33 5 46 55 79 80 | +33 6 31 91 10 61

Josee Brossard

coordination@sunnysideofthedoc.com

 sunny-side-of-the-doc

 @SunnySideDoc

### CO-BENEFICIARIES

**Asian Side of the Doc Ltd Pte** SINGAPORE

**The National Film Development Corporation**  
MALAYSIA (FINAS).

Associated Partners:

**EDN** (European Documentary Network);

**Documentary Campus**

### LOCATION

**March 19-22, 2013** – Kuala Lumpur MALAYSIA



# Berlinale Residency

## Berlin International Film Festival

The Berlinale Residency programme supports writer-directors from around the world who have already enjoyed their first festival and cinema successes in developing their new fiction, documentary film or cross-media projects. Only feature-length projects to which a producer is officially attached are eligible for selection.

The Berlinale Residency offers the filmmakers a great working atmosphere, monthly sessions with renowned script mentors from the Nipkow Programm, and social events with fellow filmmakers. Their producers receive input from widely experienced industry professionals and support in preparing and packaging the selected projects for the international market in a workshop towards the end of the Residency programme. The filmmakers and their producers return to Berlin in February 2014 for the Berlinale Co-Production Market where they present their project to potential co-producers and financiers. In addition, up to two projects will be invited to the Ibero-American Coproduction Meeting during the Guadalajara International Film Festival in March 2014.

The Berlinale Residency gives the filmmakers the opportunity to maximise the potential of their projects and to find their audiences, without limiting the creative qualities of the stories they want to tell. The writer-directors receive three monthly grants of EUR 1,500 each, enabling them to live and work in Berlin for the duration of the programme.

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

### Berlin International Film Festival

Berlinale Residency Potsdamer Strasse 5  
10785 Berlin – Germany

T +49 30 2592 0522

F +49 30 2592 0519

Kathi Bildhauer  
residency@berlinale.de

### CO-BENEFICIARIES

**Nipkow Programm** GERMANY  
**Festival Internacional de Cine en Guadalajara** MEXICO

### PARTICIPANTS

4 filmmakers (writer-directors) from anywhere in world (incl. 2 European).

### LOCATION

**August 15, 2013 > November 15, 2013**

(Residency in Berlin) and

**February 9-11, 2014**

(Berlinale Co-Production Market) Berlin GERMANY

### APPLICATION DEADLINE

March 10, 2013





# B'EST - Baltic Bridge East by West

MTÜ BE

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

Baltic Bridge East by West is held at two international co-production markets taking place on the threshold of the East and West – the Baltic Event in Tallinn, Estonia, and the Northern Seas Film Forum in St. Petersburg, Russia.

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

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

## MTÜ BE

Nurme 45 – 11616 Tallinn – Estonia

T +372 677 6363

F +372 677 6363

Riina Sildos

balticevent@poff.ee

Leana Jalukse

coproduction@poff.ee

 BalticEvent

## CO-BENEFICIARIES

**EAVE – European Audiovisual Entrepreneurs**

LUXEMBOURG

**Northern Seas Film Forum**

(RFilms and CTB Film Company) RUSSIA

## PARTICIPANTS

Europe: 5; CIS countries and Georgia: 5

## LOCATION

**September 11-15, 2013** – St. Petersburg RUSSIA

**November 26-29, 2013** – Tallinn ESTONIA

## SUBMISSION REQUIREMENTS

Full-length feature film co-production projects from EU or CIS countries and Georgia with links across the two regions.

## APPLICATION DEADLINE

June 15, 2013

## FEES

€ 200



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

**BALTIC**  **EVENT**

# Boost!

## Hubert Bals Fund (Stichting Filmfestival Rotterdam)

This initiative provides training and market access for five global filmmakers. Boost! is designed to give high-potential film projects from around the world a creative and financial boost, by combining the strengths and expertise of each of the partners involved.

The Hubert Bals Fund provides financial support to feature film projects from Africa, Asia, Latin America, the Middle East and parts of Eastern Europe. Annually five recipients of the Fund's development support are offered the opportunity to further develop their project at Binger FilmLab in the context of Boost!

Subsequently the Boost! participants each travel to a regional market or networking event in order to launch their projects: NFDC's Film Bazaar, TyPA's Colón Workshop for Emerging Latin American Filmmakers or the Durban FilmMart in South Africa.

To increase their financial opportunities, the complete Boost! selection are subsequently presented at IFFR's CineMart or Rotterdam Lab.

### Hubert Bals Fund

#### (Stichting Filmfestival Rotterdam)

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

T +31 10 890 9090

F +31 (0)10 890 9091

Iwana Chronis

hbf@filmfestivalrotterdam.com

 hubertbalsfund

 @iffrr

### CO-BENEFICIARIES

**Fundación TyPA** ARGENTINA

**National Film Development Corporation** INDIA

**Binger FilmLab Netherlands**

**CineMart/Rotterdam Lab** (Stichting Filmfestival Rotterdam) NETHERLANDS

**Durban FilmMart** SOUTH AFRICA

### PARTICIPANTS

2 from South Asia; 2 from Africa,

1 from Latin America.

### LOCATION

**March - May 2013 & August - October 2013**

Rotterdam NETHERLANDS

**October > December, 2013** – Amsterdam NETHERLANDS

**July 2013** – Durban FilmMart SOUTH AFRICA

**November 2013** – Film Bazaar INDIA

**November 2013** – Colón ARGENTINA

**January/February 2014** – Cinemart/Rotterdam Lab NETHERLANDS

### SUBMISSION REQUIREMENTS

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

### APPLICATION DEADLINE

March 1, 2013 & August 1, 2013

### FEES

n/a



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

# **Boost!**

# Cine Sin Fronteras

## ARCALT - Association Rencontres Cinémas d'Amérique latine Toulouse

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

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

- Cinéma en Construction in Toulouse and San Sebastián, which presents to a professional audience 12 new high quality Latin American films still in progress that are looking for partners for their completion, promotion, circulation in festivals, international sales and distribution;
- Cinemalab in Toulouse and Valdivia, which consists of the coordination of two professional networks, LARED in Latin America and EDEN in Europe. Both networks experiment with new ways of releasing movies through the mutualisation of knowledge and knowhow as well as the mutualisation of costs. They provide a direct support for the cost of P&A for the joint release by the members of European films in Latin America and Latin American movies in Europe.

### ARCALT - Association Rencontres Cinémas d'Amérique latine Toulouse

11-13 Grande Rue Saint Nicolas  
31300 Toulouse – France

T +33 5 6132 9883 | + 33 9 7731 7219

Eva Morsch Kihn

eva.m.k@wanadoo.fr

Elen Gallien

elen.arcalt@gmail.com

### CO-BENEFICIARIES

**Festival International de Cine  
de Valdivia - FICV** CHILE

**Festival International de Cine de Donostia,  
San Sebastián** SPAIN

Associated Partners:

**Confédération Internationale des Cinémas d'Art et  
d'Essai - CICAIE** FRANCE

**Europa Distribution** FRANCE

### PARTICIPANTS

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

### LOCATION

**March 2013** – Toulouse FRANCE

**September 2013** – San Sebastián SPAIN

**October 2013** – Valdivia CHILE

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

CSF

# Distribution 2.0

## The Match Factory

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

Are sales agents in the right position to build up directors as brands beyond B2B exchange and in a direct relationship with consumers? This programme will create concepts in joint collaboration with the directors, producers, sales agents and distributors for selected projects in 2013. Distributors will be asked to use these concepts and shape them by their feedback.

In addition, a number of distributors are directly attached to the project as co-beneficiaries to add their knowledge in the 2013 session. Some of them already took part successfully in the Distribution 2.0 project 2012 and will contribute their experience of their project. They have been selected to work on an unconventional release strategy or marketing model targeting fresh audiences. They will report back and share their results. The combined results of these two strands of Distribution 2.0 will be presented and discussed publicly and transparently.

[www.the-match-factory.com](http://www.the-match-factory.com)

### The Match Factory

Balthasarstr. 79-81 – 50670 Cologne – Germany

T +49 221 5397 090 | +49 30 443 19 050

F +49 221 5397 0910

Jenny Walendy

jenny.walendy@matchfactory.de

Caroline Daube

caroline.daube@matchfactory.de

 thematchfactory

 @thematchfactory

### CO-BENEFICIARIES

**Cinefil** HUNGARY

**Canana Presenta** MEXICO

**Contact Film** NETHERLANDS

**Alambique** PORTUGAL

**Carmen Film Group** RUSSIA

**Joint Entertainment** TAIWAN

**Strand Releasing** USA

**Europa International** BELGIUM

### DATE

February 2012 – March 2013

**THE MATCH FACTORY**

# DOX:LAB

## CPH:DOX International Documentary Film Festival

DOX:LAB is a commissioned training, market access and production programme for filmmakers from EU and non-EU countries (Asia, Middle East, Latin America).

The main objectives are to establish long-term professional relationships between European and non-European producers/filmmakers, and develop new and alternative approaches to international co-production by entering foreign markets via direct collaborative film projects.

At the core of the project lies an actual match and subsequent meeting of a European and non-European filmmaker. Each pair directs a film under the guidance of international tutors.

There are six phases:

- selection/invitation – 20 filmmakers are invited through their production companies and matched;
- workshop/training – during the CPH:DOX International Film Festival in November;
- first pitching by each team by the end of the Copenhagen workshop to a line-up of at least 20 EU and non-EU decisionmakers (broadcasters, film funds, private funds, sales agents, distributors);

### CPH:DOX International Documentary Film Festival

Tagensvej 85 F – 2200 Copenhagen N – Denmark

T +45 3393 0734 | +45 3131 1037

Tine Fischer

tinef@cphdox.dk

Patricia Drati Rønde

patricia@cphdox.dk

 cphdox

 @cphdox

- project development/on-line tutor sessions;
- international pitching/co-production meetings – each DOX:LAB team pitches their project at an international co-production market. Depending whether the co-director is from Asia, the Middle East or Latin America, the market is the Hong Kong Asian Film Financing Forum, Dubai Film Connection or the Buenos Aires Lab (BAL);
- production and post-production – each team receives a starting production grant from DOX:LAB, as well as support with festival distribution of finished films.

#### CO-BENEFICIARIES

**Hong Kong – Asian Film Financing Forum** HONG KONG

#### PARTICIPANTS

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

#### LOCATION

**November 2013** – Copenhagen DENMARK

**December 2013** – Dubai UNITED ARAB EMIRATES

**March 2014** – Hong Kong HONG KONG

**April 2014** – Buenos Aires ARGENTINA

#### APPLICATION DEADLINE

By invitation only.

[www.cphdox.dk/doxlab](http://www.cphdox.dk/doxlab)

**DOX:LAB** CROSS-CULTURAL PRODUCTION PROGRAM

# Primexchange Europe – India

## PRIMEHOUSE

Focused on project development, the Primexchange Co-Production Workshop is a comprehensive training programme that offers a multi-dimensional analysis of the project's potential in European and Indian markets, with practical implementation and advice for reaching these markets. Each project is evaluated extensively in a stimulating and professional environment, initiating frank and focused exchanges and identifying opportunities for further cooperation between Europe and India.

The successful development of the individual projects combined with targeted networking opportunities between European and Indian participants and industry experts is the main focus of the 7-day workshop. The programme combines lecture units with group and individual coaching sessions. Training and professional consultation in the areas of script development, market research and promotion, legal, funding and financing, distribution and international sales, is provided by leading industry experts, providing an invaluable opportunity for interdisciplinary exchange in a think-tank environment.

This programme is for independent European and Indian film producers, or teams consisting of a producer and a screenwriter, who are invited to apply with a substantially developed feature-length film project at packaging stage. A maximum of 5 European and 5 Indian-generated projects are selected for participation in the workshop.

### PRIMEHOUSE

Kantstrasse 149 – 10623 Berlin – Germany

T +49 30 4372 72910 | +49 175 437 2728

Beth Sanders

b.sanders@primehouse.eu

Frank Stehling

f.stehling@primehouse.eu

### CO-BENEFICIARIES

National Film Development Company INDIA

### PARTICIPANTS

5 from Europe, 5 from India

### LOCATION

November 19-24, 2013 (tbc) – Goa INDIA

### SUBMISSION REQUIREMENTS

Submission in English of script, synopsis, producer's notes, author's notes, detailed financing plan, participant CVs and a company profile; projects should generally be at an advanced stage of development with at least a first draft screenplay and a finance plan and have Europe/India co-production/co-finance potential, and for release or filming in Europe and/or India. Indian-generated projects featuring a considerable European cast and/or director, or European projects with significant Indian elements would also be considered. The producer(s) must hold all copyright in and to the project/screenplay.

### APPLICATION DEADLINE

September 27, 2013

### FEES



[www.primehouse.eu](http://www.primehouse.eu) | [www.primexchange.eu](http://www.primexchange.eu)





# Trans Atlantic Partners

Erich Pommer Institut

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

In 2013, there are three modules – two of four days and one of three. The emphasis is on intensive, hands-on training combined with effective networking and partner search.

The programme includes the participation in Strategic Partners, Canada's premier international co-production event, as well as IFP's Independent Film Week featuring Project Forum and the Independent Filmmaker Conference.

## Erich Pommer Institut

Försterweg 2 – 14482 Potsdam – Germany

T +49 331 721 2885

F +49 331 721 2881

Nadja Radojevic

radojevic@epi-medieninstitut.de

## CO-BENEFICIARIES

Atlantic Film Festival Association CANADA

IFP - Independent Feature Project UNITED STATES

## PARTICIPANTS

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

## LOCATION

June 18-23, 2013 – Berlin GERMANY

September 10-15, 2013 – Halifax CANADA

September 15-19, 2013 – New York US

## SUBMISSION REQUIREMENTS

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

## APPLICATION DEADLINE

March 25, 2013

## FEES

€ 2,500



[www.coproduction-training.com](http://www.coproduction-training.com)



TRANS ATLANTIC PARTNERS

# 04

## CIRCULATION & DISTRIBUTION



# Europa Cinemas Mundus

## Europa Cinemas

**Europa Cinemas Mundus offers support for theatrical programming based on circulation and exchange of films between non-MEDIA Member States and MEDIA countries.**

It has the following goals:

- develop the marketing and audience for European films and for films from outside MEDIA countries by providing technical and financial support to the exhibitors for their programming efforts. Films are eligible for support from when they meet the programming criteria detailed in the guidelines. The amount of support for each film and company is capped and cannot exceed € 0.5 per entry and 25% of the box office of the film ;
- bring together cinema professionals in an international network ;
- foster a policy of trade and partnership between the exhibitors in all these countries thanks to professional meetings and joint operations, and targeting young audiences in particular, e.g. the Annual Conference which brings together more than 600 exhibitors and film professionals from around the world, the Bologna Seminar which brings together about thirty exhibitors with the aim of enabling them to develop their activities targeting young people, the Cannes Europa Cinemas Network Meeting, and for the second year, the Mexico Seminar dedicated to 'The public of the Future'.

### Europa Cinemas

54 rue Beaubourg – 75003 Paris – France

T +33 1 4271 4370 | +49 173 608 28 61

F +33 1 4271 4755

Fatima Djoumer

fatim@djoumer.de

Marie-Blanche Bétouret

mbbetouret@europa-cinemas.org

 Europa-Cinemas

 @EuropaCinemas

The theatres involved in this action are located in Asia, Latin America, the Mediterranean as well as in South Africa. All together 502 European theatres and 212 cinemas in other countries are part of the Europa Cinemas International network. From 2013, 37 theatres outside Europe and 63 European theatres have become part of Europa Cinemas Mundus.

### CO-BENEFICIARIES

Theatres located in Asia, Latin America, the Mediterranean as well as in South Africa.

All together there are 502 European theatres and 212 cinemas in other countries participating in the Europa Cinemas International network.

# Europa Distribution International 2013

## Europa Distribution

**Europa Distribution International is an extension of Europa Distribution, a European association of more than 130 leading independent distributors from 26 different European countries.**

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

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

### Europa Distribution

c/o Vision in Motion – 51 rue Piat  
75020 Paris – France

T + 33 6 0765 7040

Adeline Monzier

adeline.monzier@europa-distribution.org

Olivia Ledain

olivia.ledain@europa-distribution.org

### CO-BENEFICIARIES

**Cineart** BENELUX

**Valdivia International Film Festival** CHILE

**Memento** FRANCE

**Pyramide** FRANCE

**Arthaus** NORWAY

**Artificial Eye** UK

### LOCATION

**August 2013** – Locarno SWITZERLAND

**October 2013** – Valdivia CHILE

### SUBMISSION REQUIREMENTS

Direct P&A support to non-European films.

### APPLICATION DEADLINE

2 months before release

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

EUROPA  
DISTRIBUTION

# Eye on Films

## WIDE

Eye on Films is a unique, global network of film professionals, which guarantees the circulation of a selection of first feature films in festival partners in Europe and third countries, and the commercial exploitation of these films by distribution partners in Europe and third countries.

Bringing together more than 86 international partners (including 46 festivals and 40 distributors), Eye on Films aims to implement a selection of a dozen recent films per year, 1<sup>st</sup> or 2<sup>nd</sup> feature films (fiction, animation, feature documentaries) never screened nor released outside their country of origin.

### WIDE

9 rue Bleue – 75009 Paris – France

T +33 1 5395 0462

F +33 1 5395 0465

Loïc Magneron

lm@widemanagement.com

Nawid Sarem

ns@eyeonfilms.org

Ioanna Stais

is@eyeonfilms.org

Laure Hemmer

lh@eyeonfilms.org



Eye on Films



@eyeonfilms

### CO-BENEFICIARIES

Montréal FNC CANADA

Aquelarre SPAIN

CineFile Ltd UK

Seattle International Film Festival USA

+38 other distribution partners

& 44 film festivals that are associated with the EoF initiative.

### SUBMISSION REQUIREMENTS

Recent works from first time directors, preferably never screened outside their country of origin.

Rights holders upload their film on Cinando's Online Screening Room and then notify submission@eyeonfilms.org by sending the Entry Form.

### FEES

€ 100

# Festival Scope: TeleScope

## Moving Scope France

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

In 2011 & 2012, together with the Melbourne International Film Festival (MIFF), Festival Scope created TeleScope, a new competitive section of the MIFF that presents 12 films from 12 different European countries. The jury of the TeleScope Award is made up of Australian film critics. In 2013 MIFF and Festival Scope are looking at widening the exposure of the TeleScope films with online exposure.

Since 2012, the Durban International Film Festival (DIFF) has joined the TeleScope initiative, expanding it to South Africa, a country in which distribution of European arthouse films is extremely challenged.

### **Moving Scope France**

56 quai de Jemmapes – 75010 Paris – France

T + 33 1 7374 1914

F + 33 1 8362 4925

**Alessandro Raja**

alessandro@festivalscope.com

**Mathilde Henrot**

mathilde@festivalscope.com

 FestivalScope

 @FestivalScope

### **CO-BENEFICIARIES**

**Melbourne International Film Festival** AUSTRALIA

**Durban International Film Festival** SOUTH AFRICA

### **LOCATION**

**July - August 2013** – Melbourne International Film Festival AUSTRALIA

**July - August 2013** – Durban International Film Festival SOUTH AFRICA



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# Ipeda Mundus

Independent Pan-European Digital Association (IPEDA) – Europe

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

The action also aims to benefit North American professionals by making a selection of their films available on European VoD platforms. The objective for 2013 is 63 films (45 European and 18 North American films), with the expectation of increasing this substantially in subsequent years. The action includes specific partnerships with Telefilm Canada, and the Irish Film Board.

**Independent Pan-European Digital Association (IPEDA) – Europe**  
24 rue Louis Blanc – 75010 Paris – France  
T +33 6 7739 4670  
Pierre-Alexandre Labelle  
contact@ipeda.eu  
Jerome Chung  
jerome.chung@underthemilkyway.eu

**CO-BENEFICIARIES**

**Gaumont** FRANCE

**Pathé** FRANCE

**Under the Milky Way LLC** US

[www.ipeda.eu](http://www.ipeda.eu)

# IPEDA

# Operation Kino

## Asociatia pentru Promovarea Filmului Romanesc (Romanian Film Promotion)

This programme reaches out to the cinematically, politically and socially most deprived and troubled in Bulgaria, Romania, Bosnia and Herzegovina, Turkey and, beginning with 2013, Ukraine, including encouraging local authorities to support the proliferation of multipurpose digital cinemas in municipally owned cultural centres across the region.

The objectives are to:

- develop and access new, wider audiences for theatrical distribution of foreign and European films in the emerging territories in Eastern and Southeastern Europe;
- widen the reach of films from countries with a smaller audio-visual output through the use of new technologies;
- assist the development of the next generation of talent with a clear focus on the audience, while educating the audience to engage with quality cinema;
- develop the next generation of film festivals capable of attracting audiences to diverse quality content on multiple platforms year round;
- reconstruct the distribution business model in developing markets;
- advocate the proliferation of multipurpose digital cinemas located in cultural centres across Southeast Europe as the infrastructure for wider distribution for quality audio-visual content.

### Asociatia pentru Promovarea Filmului Romanesc (Romanian Film Promotion)

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The Transilvania, Sofia, Sarajevo, Istanbul and Odessa film festivals all programme about 15 feature films to be taken on a highly publicised tour outside their dates and venues in their respective territories. In addition, a number of participating titles are offered worldwide on OK's VoD platform, as well as to digital cinemas across the world as an OK CoD package, reaching target audiences in the most remote parts of the globe and offering additional content diversity to European screens.

#### CO-BENEFICIARIES

**Obala Art Center** BOSNIA AND HERZEGOVINA

**Art Fest Ltd** BULGARIA

**Istanbul Foundation for Culture and Arts** TURKEY

**Arthouse Traffic** UKRAINE

#### LOCATION

**June 2013 - September 2014** – (11 cities) ROMANIA

**March 2013 - August, 2014** – (25 cities) BULGARIA

**April 2013 - August 2014** – (8 cities) TURKEY

**February 2013 - September 2014**

(21 cities) BOSNIA AND HERZEGOVINA

**March 2013 - September 2014** – (8 cities) UKRAINE

[www.operation-kino.com](http://www.operation-kino.com)



# Ventana Sur: Echanges Europe-Amérique Latine

Marché du Film - Festival de Cannes (SOGOFIF)

Ventana Sur is the Market for Latin American films which offers sellers and buyers from across the world the possibility of seeing around 400 films produced in Latin America over the previous 12 months. It is also an opportunity to meet producers, distributors and buyers from this region. It is being held in 2013 for the fifth time.

Ventana Sur includes a Work in Progress selection (Primer Corte), Producers Network meetings and projects from the San Sebastian Co-production Forum (Forging Alliances). Most of the films are available subsequently in the Cinando Screening Room.

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

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

## Marché du Film - Festival de Cannes (SOGOFIF)

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 Ventana-Sur

### CO-BENEFICIARIES

**Instituto Nacional de Cine y Artes Audiovisuales**  
ARGENTINA

### PARTICIPANTS

1,069 industry participants (35% Europe, 15% rest of world, 50% Latin America)  
+ 1,045 producers & other professionals from Argentina.

### LOCATION

**December 3-6, 2013** - Buenos Aires ARGENTINA

### APPLICATION DEADLINE

Registration process

### FEES

For selected buyers only.

[www.ventanasur.com.ar](http://www.ventanasur.com.ar)



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# MEDIA Desks and Antennae

MEDIA Desks and Antennae are one-stop shops in each MEDIA Programme participating country for information on the various types of support available from the MEDIA Programme, and advice and technical assistance in applying for MEDIA co-funding.

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