

EUROPA DISTRIBUTION

WORKSHOP IN LOCARNO

August 9-11 2014



Industry Days
9-11 | 8 | 2014
Festival del film
Locarno

With the support of the MEDIA Programme of the European Union



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PROGRAM

Venues addresses and maps p.6

FRIDAY AUGUST 8

ARRIVALS

18:30 OPENING COCKTAIL OFFERED BY OPEN DOORS

Location: **Al Borgo** (see map, 22)

Via Borghese 2

23:30 OPENING PARTY

Location: **Lido di Ascona** (see map, 51)

Via Lido, 81

SATURDAY 9 AUGUST

9:30-12:30 EUROPA DISTRIBUTION WORKSHOP

ABOUT THE ROLE OF TELEVISION IN THE CAREER OF INDEPENDENT FILMS

Moderation: Wendy Mitchell, screen international (UK)

Panelists: Karen Byot, Arte (FR); Valérie Lardinois, RTBF (BE); Fernando Riera, A Contracorriente (ES); Susan Wendt, Trust Nordisk (DK); Silke Wilfinger, The Independents and Koch Media (DE)

Location: **Hotel Belvedere** (see map, HB)

Via ai Monti della Trinità 44

Tel: +41 (0)91 751 03 63

12:45-14:00 ED GET-TOGETHER LUNCH

Location: **Hotel Belvedere** (see map, HB)

14:30-16:00 STEP IN.CH

Location: **Hotel Belvedere** (see map, HB)

« Bringing together representatives from the Swiss film industry, Swiss film promotion agencies & cultural and political institutions along with European participants from the industry, we will discuss, in a very concrete way, the impact of the exclusion of Switzerland from Creative Europe-MEDIA Programme »

18:30-20:00 INDUSTRY HAPPY HOURS IN PARTNERSHIP WITH EUROPA DISTRIBUTION

Location: Lounge Garden (ex-Area 621, see map, LG)

SUNDAY AUGUST 10

10:00-13:00 STEP IN - PANEL

Overview of the distribution/exhibition market in Brazil and South Africa

Location: **Hotel Belvedere** (see map, HB)

Via ai Monti della Trinità 44

Tel: +41 (0)91 751 03 63

13:00-14:30 BUYERS AND SELLERS BUFFET LUNCH

Location: **Hotel Belvedere** (see map, HB)

14:30-17:30 STEP IN - ROUND TABLES

Location: **Hotel Belvedere** (see map, HB)

- TABLE 1: AUDIENCE DEVELOPMENT IN PUBLIC AND COMMUNAL SETTINGS *About the importance of customizing release strategies for each film; marketing from production stage; development of young audience*
- TABLE 2: AUDIENCE DEVELOPMENT AT HOME *What place for independent films on TV, DVD and VOD?*
- TABLE 3: THE INCREASING IMPORTANCE OF CURATORS AND COMMUNITY BUILDERS FOR RELEASE ON ALL PLATFORMS *New platforms offer a wide choice of films and curators have become vital for indie films to emerge from the mass and find their audience*
- TABLE 4: THE (NOT SO) PRACTICALITIES OF MULTI-PLATFORM/MULTI-TERRITORIES, DAY & DATE AND VOD

18:30-20:00 INDUSTRY HAPPY HOURS

Location: Lounge Garden (ex Area 621, see map)

MONDAY AUGUST 11

09:00-21:00 INDUSTRY SCREENINGS

Location: see *Industry Screenings program p14*

18:30-20:00 INDUSTRY HAPPY HOURS

Location: Lounge Garden (ex Area 621, see map)

TUESDAY AUGUST 12

DEPARTURES

18:30-20:00 INDUSTRY HAPPY HOURS

Location: Lounge Garden (ex Area 621, see map)

USEFUL INFORMATION

ACCOMMODATION

Please refer to the festival information given upon registration or get in touch with us to check out your hotel. For any question regarding accommodation, contact Stefania Marchetti (stefania.marchetti@pardo.ch)

TRANSPORTATION

FROM MILANO MALPENSA AIRPORT

There will be shuttles to and from Locarno (you should have booked your shuttle in advance).

The shuttle will arrive on the Piazza Grande. From there, you will be able to go to your hotel or go directly to get your accreditation badge.

IN LOCARNO

Shuttles

To go from one place to another, the festival has a system of shuttles mostly **departing from The Post Office on the Piazza Grande**. It will drive you to the different venues (FEVI, La Sala, L'Altra Sala), the Spazio Cinema (where different panels and discussions are organized by the festival) and to the hotels located outside Locarno (like Ascona & Monteverita). Shuttles connect all hotels with the Piazza Grande.

Taxis

Ecotaxi Locarno / Tel: +41 (0)800 321 321 (toll free)

Locarno Gio Taxi / Tel: +41 (0)800 54 44 44 (toll free)

Associazioni Autisti Locarno / Tel : +41 (0)91 743 11 33

Taxi Marcos Ascona / Tel : +41 (0)91 791 2323

Benjamino Monte Verita / Tel : +41 (0)91 791 21 21

For any question regarding transportation, contact Leonardo Falconi (leonardo.falconi@pardo.ch)

ACCREDITATION

You can get your accreditation at the **Sopracenerina**, located on the Piazza Grande, behind the Post-Office, right by the big cinema screen (*see map*), from 9AM to 7PM.

Don't forget your confirmation e-mail and your ID.

CONTACTS ON-SITE

For questions related to the festival (general matters, logistics)

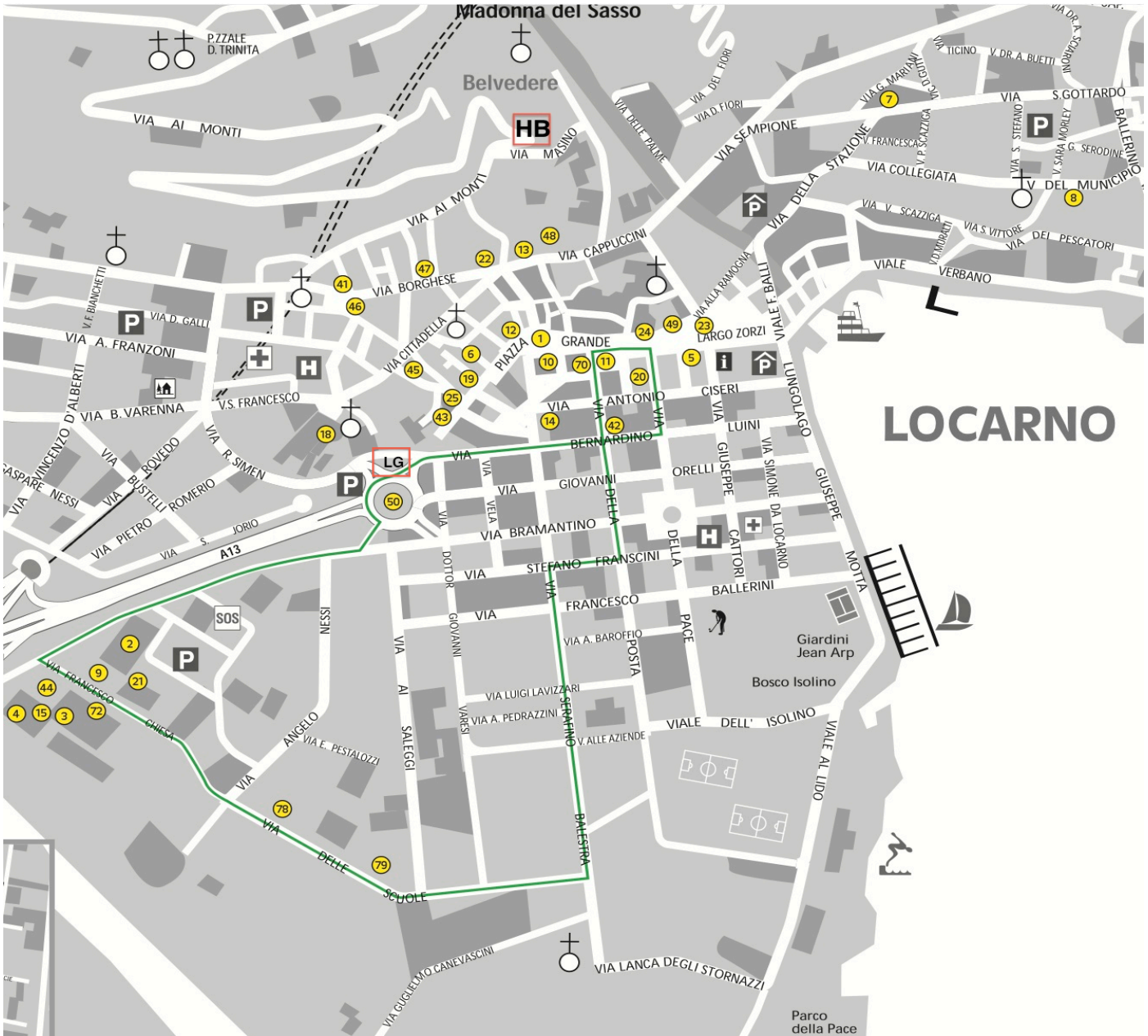
Kata Lucic +41 79 359 94 63

For questions related to the ED workshop

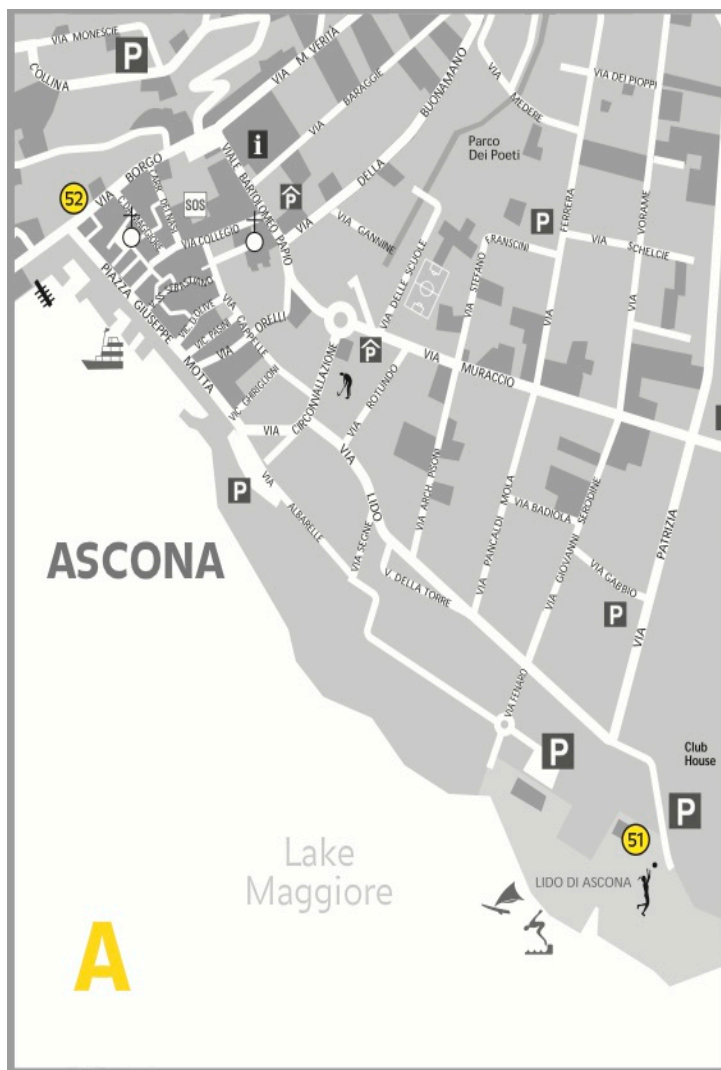
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MAPS - LOCARNO FILM FESTIVAL



HB : Hotel Belvedere
LG : Lounge Garden (ex Arena 116)



Venues

- 1 Piazza Grande
- 2 Auditorium FEVI
- 3 La Sala
- 4 L'altra Sala
- 5 Teatro Kursaal
- 6 Cinema Ex*ReX
- 7 Cinema Rialto
- 7 Industry Home Base
- 7 SWISS FILMS Desk
- 8 PalaVideo
- 9 Spazio Cinema (Forum)
- 10 Festival Center / Info Desk (Sopracenerina)
- 11 La Magnolia
- 11 Pardo Boutique
- 11 Industry Lounge
- 11 Leopard Club Lounge

- 12 Palazzo Marcacci (Press Room)
- 13 Palazzo Morettini (Press Conferences)
- 14 Festival Offices
- 15 Digital Library
- 18 Magistrale – SUPSI
- 19 Pardo Bookshop Libreria Locarnese
- 20 Piazza Grande Lounge
- 21 Kids Corner
- 22 Open Doors Club (Al Borgo)
- 23 Press Lounge
- 24 E-Bike rental station (pick up and return point)
- 25 Swiss Photo Press Exhibiton (Rivellino)

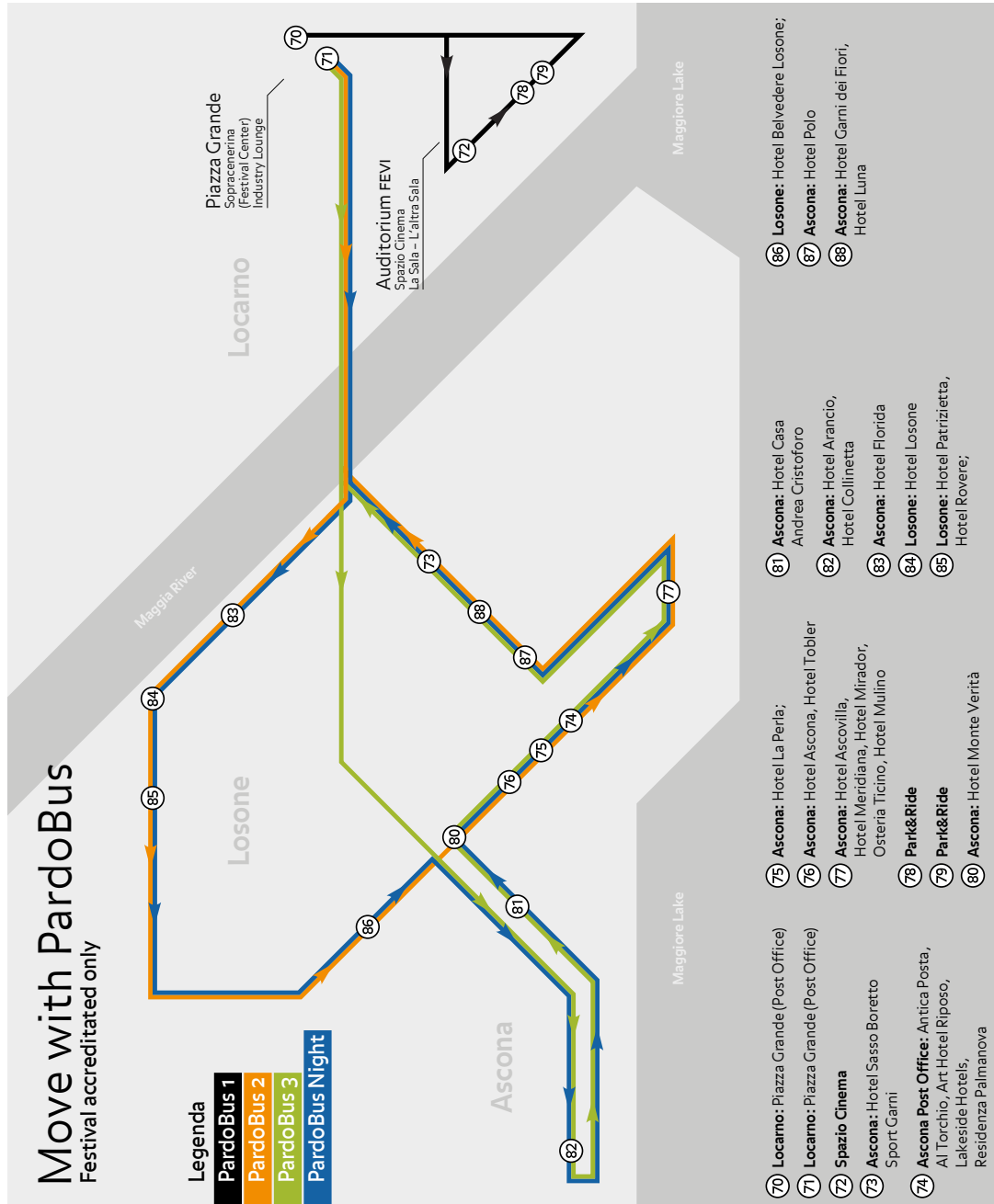
Pardo Way

- | | |
|----------------------------------|------------------------------|
| 11 Bar Magnolia @ Spazio RSI | 46 Happy Carrot Project |
| 22 Al Borgo | 47 Negromante |
| 41 Tea Room e Pasticceria Marnin | 48 Bistrot Teatro Paravento |
| 42 Fashion 2Shé | 49 Cinebar Swisscom |
| 43 Rivellino Garden | 50 La Rotonda del Festival |
| 44 Oasi Casablanca | 51 Lido Patriziale di Ascona |
| 45 Caffè Bartolomeo | 52 Club Seventy7 |

Pardo Bus 1

- 70 Locarno: Piazza Grande (Post Office)
- 72 Locarno: Spazio Cinema (Auditorium FEVI, La Sala, L'altra Sala)
- 78 Park&Ride 1
- 79 Park&Ride 2

— Bus route



PardoBus 1

Piazza Grande (70) Spazio
Cinema (72) Park&Ride (78) (79)
Every 20 minutes
from 8.30 am to 9.30 pm

Shuttle

Return to Park&Ride (78) (79)
20 minutes after the 1st
and the 2nd screening
from (70) Locarno: Piazza Grande
(Post Office)

PardoBus 4

Locarno – Milan
Malpensa Airport (MXP)
guests only / booking required
Departures behind the
Sopracenerina
(Festival Center / Info Desk)
5.30, 6.30, 10 am
1.00, 4.00, 17.30 pm
From Milan Malpensa Airport
9.30 am / 1.00, 4.00, 7.30, 10.30 pm

PardoBus 2

Locarno – Losone –
Ascona Hotels
Every 30 minutes
(6 August – 17 August)

- (71) from 8.30 am until 9.00 pm
 - (83) from 8.35 am until 9.05 pm
 - (84) from 8.38 am until 9.08 pm
 - (85) from 8.39 am until 9.09 pm
 - (86) from 8.43 am until 9.13 pm
 - (80) from 8.45 am until 9.15 pm
 - (76) from 8.48 am until 9.18 pm
 - (75) from 8.50 am until 9.20 pm
 - (74) from 8.51 am until 9.21 pm
 - (77) from 8.52 am until 9.22 pm
 - (87) from 8.53 am until 9.23 pm
 - (88) from 8.54 am until 9.24 pm
 - (73) from 8.55 am until 9.25 pm
 - (71) from 8.59 am until 9.29 pm
- After 7.30 pm
from bus stop (70) instead (71)

PardoBus 3

Locarno – Ascona –
Moscia Hotels (via Monte Verità)
Every 30 minutes (8 – 12 August)
not running from 10.45 am until 14.15 pm

- (71) from 8.15 am until 8.45 pm
 - (82) from 8.22 am until 8.52 pm
 - (81) from 8.25 am until 8.55 pm
 - (80) from 8.27 am until 8.57 pm
 - (76) from 8.28 am until 8.58 pm
 - (75) from 8.29 am until 8.59 pm
 - (74) from 8.30 am until 9.00 pm
 - (77) from 8.32 am until 9.02 pm
 - (87) from 8.33 am until 9.03 pm
 - (88) from 8.34 am until 9.04 pm
 - (73) from 8.36 am until 9.06 pm
 - (71) from 9.40 am until 9.10 pm
- After 7.30 pm
from bus stop (70) instead (71)

PardoBus Night

From Piazza Grande
Every 40 minutes (8 – 11 August)
from 9.30 pm until 3.00 am

- (71)
- (83)
- (84)
- (85)
- (86)
- (82)
- (81)
- (80)
- (76)
- (75)
- (74)
- (77)
- (87)
- (88)
- (73)
- (71)

ED PANEL : *About the role of television in the career of independent films*

SATURDAY 9 AUGUST, 9:30 AM - Hotel Belvedere

Moderation



Wendy Mitchell – Chief editor, Screen International (UK)

Wendy Mitchell has been a journalist for 16 years, and her previous roles include Staff Editor at Entertainment Weekly, Managing Editor at indieWIRE, Assistant Editor at Rolling Stone Press, and News Editor at CMJ New Music Report. In 2005, she joined Screen International as UK reporter. She held different positions and has been appointed Editor of Screen International and ScreenDaily.com in June 2012.

Panelists



Karen Byot - Deputy Manager, Cinema Department ,ARTE (FR)

Karen Byot joined in 1987 the Cinema Department of « LA SEPT », the new French TV channel created in 1986. While “La SEPT” was becoming the European cultural TV Channel known as La Sept/ARTE, she worked as Deputy Advisor, combining this with her role as Head of “Short film ” at the Cinema Department until 1996.

She moved to the Arte Head Office in Strasbourg where she worked as Acquisition Manager from 1996 to 1999. In 1999 she moved back to the ARTE France Cinema Department as financial Advisor. Since 2005 she has been Acquisition Manager in the Cinema Department, particularly in charge of the editorial selection and financial acquisition of feature films.



Valérie Lardinois – Head of acquisitions, RTBF (BE)

Valérie has been working in TV field for almost 20 years. First scheduling manager for pay-TV channel Canal + Belgium, she then became Deputy head of acquisitions for BeTV. In 2006, she joined the national TV channel RTBF, as head of acquisitions.



**Fernando Riera – Director of film production and development,
A Contracorriente Films (ES)**

After graduating from Business & Law School, Fernando acquired diverse experiences in the audiovisual field and worked for TV channels Media Park and TEUVE. In 2010, he joined A Contracorriente in the distribution side and since 2013, he is the director of film production and development for the company.



Susan Wendt – Head of Sales, Trust Nordisk (DK)

Susan Wendt (DK) is President of Europa International, the Sales Agents' Organisation and Head of Sales at TrustNordisk. TrustNordisk has over 35 years of expertise and know-how in film sales on the international film market and represents a feature film catalogue of more than 500 films from highly acclaimed directors such as Lars von Trier, Susanne Bier, Thomas Vinterberg, Anders Thomas Jensen, Lukas Moodysson. TrustNordisk is based in Copenhagen and is the leading sales agent in the Nordic region.



Silke Wilfinger - The Independents – Head of acquisitions and sales, Koch Media (DE)

Silke began her career as head of P&R for French Film Festival Tuebingen/Stuttgart. She worked for German distributor Prokino Filmverleih at the end of the 90s and was then Director P&R for Advanced Medien. She was in charge of acquisition and sales for Telepool during 9 years. Since 2010, she's the head of acquisitions and sales for Koch Media.

Silke is also part of The Independents: this interest group's main objective is to prevent the German film business and consequently the cinemas from losing their diversity and the prospects for acquisitions and productions from totally diminishing. Their goal is to raise the awareness of the decision makers at ARD and ZDF, the public, film commerce and politics of this subject matter and to mutually find solutions.

NOTES

NOTES

SCREENINGS & FESTIVAL EVENTS

Open-air screenings on the Piazza Grande:

There are some well situated seats dedicated to Industry professionals on this place, but it is highly recommended to **arrive at least 20 minutes before the screening** to secure your seat. Otherwise, you will have to be seated at the back of the place with the general audience.

Industry screenings:

All the industry screenings take place in the Rialto (see map below - n°7). You can also access press screenings with your industry accreditation. Press screenings take place at the Kursaal-
There are no festival shuttles to go there, but it is a 7-10 min. walk from the Piazza Grande.

Screenings program

Industry Screenings: Priority given to buyers

Press Screenings: Priority given to journalists

PG: Piazza Grande

CI: Concorso Internazionale

CDP: Cineasti del presenti

FC: Out of Competition

SC: Semaine de la Critique

SOF: Signs of Life

IS: Industry Screening

CB: Carte Blanche Screening

PS: Press Screening

Saturday August 9th

2:00pm

The Iron Ministry

by J.P. Sniadecki, CI, 82', IS, Rialto 1

2:00pm

Perfidia

by Bonifacio Angius, CI, 103, PS, Kursaal

2:30pm

A Hitman's Solitude Before the Shot

by Florian Mischa Böder, PG, 172', IS, Rialto 2

2:30pm

Wild Love Prayer

by Chico Faganello, CB, 105', Rialto 3

4:00pm

A Young Poet

by Damien Manivel, CDP, 71', PS, Kursaal

4:15pm

Dancing Arabs

by Eran Riklis, PG, 105', IS, Rialto 1

4:30pm

Alley

by Camilo Cavalcante, CB, 86', Rialto 3

5:45pm

They Chased me Through Arizona

by Matthias Huser, CDP 86', IS, Rialto 2

6:30pm

Creep

by Patrick Brice, FC, 80', IS, Rialto 1

6:30pm

The Enemies of Pain

by Arauco Hernández, CDP, 80', IS, Rialto 3

7:30pm

White Nights on the Pier

by Paul Vecchiali, CI, 94', IS, Rialto 2

8:30pm

Songs from the North

by Soon-mi Yoo, CDP, 72', IS, Rialto 3

9:00pm

Mary's Story

by Jean-Pierre Améris, PG, 95', PS, Kursaal

Sunday August 10th

9:00am

L'Abri

by Fernand Melgar, CI, 101', PS, Kursaal

10:00am

The Voice of Sokurov

by Leena Kilpeläinen, HDC, 77', IS, Rialto 2

10:00am

Brother and Sister

by Daniel Touati, CDP, 60', IS, Rialto 3

11:00am

Listen Up Philip

by Alex Ross Perry, CI, 108', IS, Rialto 1

11:30am

Gyeongju

by Zhang Lu, CI, 145', IS, Rialto 2

11:30am

A Fresh Start

by Jang Woojin, CDP, 94', IS, Rialto 3

2:00pm

Cure – The Life of Another

by Andrea Štaka, CI, 83', PS, Kursaal

2:30pm

Los Hongos

by Oscar Ruiz Navia, CDP, 107', IS, Rialto 1

2:30pm

Buzzard

by Joel Potrykus, CDP, 97', IS, Rialto 2

2:30pm

The Bull

by Larissa Figueiredo, CB, 85', Rialto 3

4:00pm

Men Who Save the World

by Liew Seng Tat, CDP, 93', PS, Kursaal

4:30pm

Geronimo

by Tony Gatlif, PG, 105', IS, Rialto 1

4:30pm

Point Zero

by José Pedro Goulart, CB, 90', Rialto 3

4:45pm

A Blast

by Syllas Tzoumerkas, CI, 83', IS, Rialto 2

6:00pm

Buzzard

by Joel Potrykus, CDP, 97', PS, Kursaal

6:30pm

Cure – The Life of Another

by Andrea Štaka, CI, 83', IS, Rialto 2

6:30pm

What's Your Job Daddy?

By HPG, SOF, 70', IS, Rialto 3

9:00pm

À la vie

by Jean-Jacques Zilbermann, PG, 104', PS, Kursaal

Monday August 11th

9:00am

Dos Disparos

by Martín Rejtman, CI, 104', PS, Kursaal

9:00am

South to North

by Antoine Boutet, CDP, 110', IS, Rialto 3

9:30am

Yalom's Cure

by Sabine Gisiger, FC, 77', IS, Rialto 1

10:00am

Navajazo

by Ricardo Silva, CDP, 75', IS, Rialto 2

11:00am

La Sapienza

by Eugène Green, CI, 97', IS, Rialto 1

11:00am

Where is She?

by Anna Muylaert, CB, 114', Rialto 3

11:30am

Pause

by Mathieu Urfer, PG, 82', IS, Rialto 2

2:00pm

The Princess of France

by Matias Piñeiro, CI, 70', IS, Rialto 1

2:00pm

A Blast

by Syllas Tzoumerkas, CI, 83', PS, Kursaal

2:30pm

Exit

by Chienn Hsiang, CDP, 94', IS, Rialto 2

2:30pm

Nise da Silveira

by Roberto Berliner, CB, 101', Rialto 3

3:30pm

Difret

by Zeresenay Berhane Mehari, OD, 99', IS, Rialto 1

4:00pm

Los Hongos

by Oscar Ruiz Navia, CDP, 103', PS, Kursaal

4:30pm

August Winds

by Gabriel Mascaro, CI, 77', IS, Rialto 3

4:45pm

Christmas, Again

by Charles Poekel, CDP, 80', IS, Rialto 2

5:30pm

Alive

by Park Jungbum, CI, 179', IS, Rialto 1

6:00pm

Navajazo

by Ricardo Silva, CDP, 75', PS, Kursaal

6:00pm

The Immortal Sergeant

by Ziad Kalthoum, SOF, 75', IS, Rialto 3

6:30pm

Horse Money

by Pedro Costa, CI, 105', IS, Rialto 2

9:00pm

The Hundred-Foot Journey

by Lasse Hallström, PG, 124', PS, Kurs

Digital library:

Where: The digital library is situated on the right of the entrance to the L'Altra Sala theater (*see map*).

When: Open from Wednesday August 6th to Saturday August 16th from 9:00 AM to 9:00 PM.

Reservations by phone or in person are recommended : +41 (0)91 751 77 73

WHO'S WHO

Distributors (in alphabetical order by company)



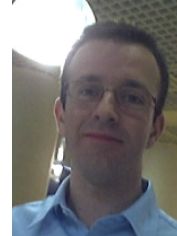
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ABOUT EUROPA DISTRIBUTION



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EUROPA DISTRIBUTION, with a membership of **140 leading independent distributors representing 28 countries**, serves as the voice of the European independent film distributor. It acts as a **LOBBY**, a **THINK TANK** as well as **A NETWORK** and aims to develop a **strong European film industry**. **Cristian MUNGIU** is the President of Honour of the Association. The Board of Administration, chaired by **Annemie DEGRYSE (Lumière / Belgium) & Jakub DUSZYNSKI (Gutek Film / Poland)** is composed of 11 independent European distributors, representative in terms of nationality, type of structure, and cultural diversity. The list of current members is available on our website.

With the support of the MEDIA Programme of the European Union:



ED CONTACTS

info@europa-distribution.org

ED WEBSITE

www.europa-distribution.org