



7th ANNUAL CONFERENCE

Lisbon & Estoril Film Festival

November 7-9 2013

**Lisbon
& Estoril '13
Film Festival**

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PROGRAM

November, Thursday 7th

17:30-19:30: Art house animation films for children.

Do they work outside their own countries? Which ones? Are the costs of a release similar or higher than of a regular art house film? Is our art house audience sending their kids to art house animated films? What are the challenges?

Moderator : Michael Gubbins (SampoMedia and chair of the Film Agency for Wales, UK)

Panelists :

Jakub Duszynski (Gutek, PO) : Gutek Kids

This Bay (Lanterna Magica, CH): Discovering cinema

Case studies:

Edward Fletcher (Soda Pictures, UK), Unnur Sande (Arthaus, NO): A CAT IN PARIS

Felix Vanginderhuysen (Jekino, BE) : THE BIG BEAR

Q&A and experience sharing

20:30: Opening Dinner (at the Vila Gale Hotel)

November, Friday 8th

9:30-9:45: Official Opening

Jakub Duszynski (GUTEK, PO)

9:45-10:45: Focus on Creative Europe: what's next?

Gaele Broze (EACEA, BE)

Q&A

10:45: Coffee break

11-13:00: Protecting our rights: fighting against piracy and pushing legal offer

We should not only focus on a fight against piracy but also pushing further the legal offer, as well as educating the public on what is legal and what is not in our European countries.

Moderator: Leo Barraclough (Variety, UK)

Panelists:

Olivier Maeterlinck (Belgian Entertainment Federation & Belgian Anti-piracy Federation, BE)

Olivier DOCK (Motion Picture Association, BE)

Christopher Elkins (Musos, commercial company fighting against piracy, UK)

Daniela Eltsner (Doc & Film, Sales agent, FR)

Q&A and experience sharing

13:00-14:30: Lunch Break at the Congress Center

14:30-16:30: VOD: towards more flexibility? Between opportunities and challenges

Moderator : Michael Gubbins (SampoMedia and chair of the Film Agency for Wales, UK)

Panelists:

- Dragoslav Zachariev (Eurovod, FR): Vod, portability and multilinguism: towards more flexibility?
- Edward Fletcher (Soda, UK): feedback on "Remodelling the release" (BFI UK)
- David Cabannes (Under the Milky Way, FR): The Tide Experiment: learning in progress

Case studies:

- Edward Fletcher (Soda Pictures, UK): VIRAMUNDO
- Hugo Lopes (Alambique, PT): VIRAMUNDO
- Tom Abell (Peccadillo, UK): MAGNIFICA PRESENZA

Coffee Break – 15 min

16:45-17:30: Q&A and experience sharing

19:30: bus to Lisbon

20:00: Dinner

November, Saturday 9th

10:00-11:30: Round tables

- Children Movies
- Piracy
- VOD and Day & date experiences

Coffee Break – 15 min

11:45-13:00: General Assembly

13:00: Lunch

Afternoon: departures

With the support of the MEDIA Programme of the European Union



SPEAKERS – Thursday November 7



Moderator: Michael Gubbins (SampoMedia and chair of the Film Agency for Wales, UK)

Michael Gubbins is the chairman of the Film Agency for Wales and the co-founder of media and film consultancy SampoMedia.

He is an analyst and consultant, with a particular focus on film and media business models and audience development and has written reports on audience development and business change for clients including the Film4, BFI Film London, CineRegio, Europa Cinemas, European Think Tank, NESTA, Film London, the Swedish Film Institute, the Danish Film Institute and Power to the Pixel.

Gubbins is also the former editor of *Screen International* and *Screen Daily*, and also edited *Music Week* and business technology magazine *Computing* in a 25-year career as a journalist and editor on magazines and daily newspapers, which has given him a strong breadth of experience of digital change.

He is frequently used as an expert by agencies and government bodies around Europe and often chairs debates, think tanks and workshops at major events around the world, and is closely engaged with the current debates in digital releasing. He chaired the European Audiovisual Observatory conference in Cannes and will chair the Europa Cinemas annual conference in Athens. He lectures at the Media Business School in Ronda, and is a member of the British Screen Advisory Council.

Panelists:



Jakub Duszynski (Gutek Film, PO)

Jakub Duszynski is head of acquisitions and artistic director at Gutek Film, one of Poland's oldest and leading distribution companies. Gutek Film focuses on director driven films, works by Almodovar, von Trier, Lynch, Jarmusch, Ozon, Ceylan and many European art house festival favorites. The company released more than 300 films in theatres from 1994.

Jakub Duszynski was elected co-President of Europa Distribution in 2011.



This Bay (Lanterna Magica, CH)

1980, Studies of English Linguistics and Literature and History at the University of Berne, Switzerland. Has worked in advertising and as a presenter at the radio. Co-Founder of the Audio-Festival sonOhr in Berne. Works at the Magic Lantern as Coordinator of the German speaking Clubs in Switzerland since 2013.



Edward Fletcher (Soda Pictures, UK)

Edward Fletcher is Managing Director of Soda Pictures, a UK based film distribution company he founded with Eve Gabereau in 2003. Soda Pictures were one of the earliest distributors releasing in 2K digital in the UK market starting with its release of Fatih Akin's CROSSING THE BRIDGE in March 2006. The company has continued to develop its digital releasing patterns as the technology has developed and VPF models have emerged. Prior to Soda Pictures, Edward was distribution manager at the Institute of Contemporary Arts and has also managed cinemas in London and Cambridge. He holds an M.A. in Film & Television and currently sits on the board of Film London and Europa Distribution.



Unnur Sande (Arthaus, NO)

Co manager and Head of marketing, Arthaus since 2006.
20 years of experience, various positions in the Norwegian film industry.



Felix Vanginderhuysen (Jekino, BE)

Felix has been the managing director of Jekino-Films since 1978. The company received the Flemish Cultural Award for Film in 2007 for its 30 years of achievement in providing quality movies for children and young people. Right from the start, Jekino dealt with media education and offered films and workshops customised for children and young people. In 1986 Jekino established an independent, specialised distribution of films for children and young people in Europe, which became one of the biggest to date. Before working for Jekino, Felix Vanginderhuysen gained his degree in Social Sciences at the University of Louvain in Belgium. Moreover, he was one of the driving forces behind the creation of the European Children's Film Association (ECFA) in 1988, immediately volunteering as the general secretary of this association. In 1989 he founded the European Youth Film Festival of Flanders in Antwerp, of which he is the current president. Since 2003 he has also been president of the school screening circuit Lessen in het Donker.

SPEAKERS – Friday November 8

9:30-9:45: Official Opening by Europa Distribution's co-President

Jakub Duszynski (GUTЕК, PO) – cf. biography on p. 6

9:45-10:45: Focus on Creative Europe: what's next?



Gaelle Broze (EACEA, BE)

After a Master Degree in Art History and a post-graduate degree in Cultural Management at the Université Libre de Bruxelles, Gaelle Broze graduated in Law at the Queen Mary and Westfield College in London. She joined the London-based interest group British Music Rights in 1998 where she acted as European Affairs Officer for 4 years, defending the interest of British composers, songwriters and music publishers. She first started working for the MEDIA Programme in 2002 when she joined the legal department of the Programme's technical assistance office, D&S Media Service. From 2004 to 2010 she managed the Audiovisual Festivals scheme, first within D&S Media Service and from 2006, within the newly created Education Audiovisual and Culture Agency. In 2010, Gaële joined the Distribution sector of the MEDIA Programme as Selection Coordinator and three years later, she was appointed Head of Sector. Her responsibilities cover the Selective and Automatique Distribution, the Sales Agents, the Digitisation and the Cinema Network schemes.

11-13:00: Protecting our rights: fighting against piracy and pushing legal offer



Moderator: Leo Barraclough (Variety, UK)

Leo Barraclough has worked as an Entertainment Business Journalist for more than 20 years. He is Senior International Correspondent for Variety magazine, responsible for coverage of the film and TV industries in the U.K., Germany, Russia, and Central and Eastern Europe. He previously served as International Features Editor and News Editor (London) for Variety. Before joining Variety, Leo was Managing Editor of Screen International, where he started as Features Editor. He began his career in trade journalism as News Editor at Moving Pictures International, rising to Deputy Editor.

Panelists:



Olivier Maeterlinck (Belgian Entertainment Federation & Belgian Anti-piracy Federation, BE)

Olivier Maeterlinck is the General Manager of the Belgian Entertainment Association (BEA), representing the federations of producers and distributors of music, video and games in Belgium. He sits on the board of directors of the Belgian Anti-Piracy Federation (BAF). BAF is a non-profit association established in 1985 to tackle audiovisual piracy. BAF has since evolved into a organisation charged with protecting books, movies, music and games against (online) infringements in both Belgium and Luxembourg.



Olivier Dock (Motion Picture Association, BE)

Vice President, All Media - Deputy Managing Director Motion Picture Association * – EMEA

Olivier joined the MPA's Brussels Office in August 1996 and took his current position in April 2013, overseeing content protection activities in France and Spain, and national regulatory/commercial issues in the Region. Olivier's academic qualifications include a BA from the Brussels School for Translators and Interpreters, (ISTI 1991-1995, High Honours), an MA in International Politics from the Université Libre de Bruxelles (ULB, 2001-2002, High Honours), a European Certificate in Audiovisual Financing and Commercialisation (ECAFIC) from the Sorbonne Panthéon / INA (July 2005) and an MBA with Honours from the Solvay Business School (2005-2007). He lives in Brussels with his wife and son.

*The MPA's members comprise: Paramount Pictures Corporation, Sony Pictures Entertainment Inc., Twentieth Century Fox Film Corporation, Universal City Studios LLLP, Walt Disney Studios Motion Pictures, Warner Bros. Entertainment Inc.



Christopher Elkins (Musos, UK)

MUSO is a global anti-piracy company with regional offices in London, UK and Los Angeles California.

Founded in 2008, MUSO bridges the gap between cutting-edge technology and rights empowerment, in over 15 countries worldwide for the motion picture, music, software, sports and games industries.

Backed by best-in-class software engineers and experienced legal consultants, and fronted by a dedicated 24/7 customer support team, MUSO has experienced strong growth and expansion into new key markets.

MUSO executive and sales team regularly appear at seminars, educational, and industry trade events to discuss not only the MUSO platform but the advances we've made in the anti-piracy space for our users directly.



Daniela Elstner (Doc & Film International, FR)

After growing up and studying in Germany, Taiwan and France, Daniela Elstner started working in France for Unifrance Film in 1996. In October 1998 she joined LES FILMS DU LOSANGE in order to develop the international sales department. Over these years, Daniela Elstner has been selling films by, amongst others, Eric Rohmer, Barbet Schroeder. At Les Films du Losange she has been actively assisting Margaret

Menegoz for all international coproductions.

End of 2008, Daniela Elstner joined Doc & Film International as head of the company and shareholder. The company created by a pool of producers in 1996 had been very active in selling TV-documentaries. Daniela Elstner has been expanding the activities to sales of all kind of cinema films, working with internationally acclaimed directors, such as Rachid Bouchareb, Pierre Schoeller, Jacques Doillon, Gianfranco Rosi, Frederick Wiseman, Alexander Sokurov, Sophie Fiennes, to mention a few.

Daniela Elstner has been president of the French Sales Agent Organisation (ADEF) from 2009 to 2011. She is currently Vice-President of ADEF and EUROPA INTERNATIONAL and UNIFRANCE.

14:30-16:30: VOD: towards more flexibility? Between opportunities and challenges

Moderator: Michael Gubbins (SampoMedia and chair of the Film Agency for Wales, UK)

Cf. biography on page 6.

Panelists:



Dragoslav Zachariev (Eurovod, FR)

Dragoslav Zachariev is Secretary-General of the European Federation of Independent Cinema Video on Demand Platforms – EuroVoD. He has organized the creation of EuroVoD in May 2010 and is now in charge of its international development and European activities – integration of new partners, acquisitions of VoD rights for transnational circulation, promotion of legal VoD services

throughout Europe.

Before joining the French start-up company LMC/UniversCiné (one of the founding members of EuroVoD), Dragoslav worked at the Marché du Film du Festival de Cannes as Client Manager and Marketing Executive for the international cinema industry database Cinando. He also practiced at Media Consulting Group, where he was in charge of Media funding applications for various European companies, as well as of studies on the audiovisual market.

A native of Bulgaria, Dragoslav holds a Master's degree in Cinema and Audiovisual Studies from the University Paris I (Panthéon-Sorbonne) and a Master's degree in Media Management from the Ecole Supérieure de Commerce de Paris (ESCP Europe).



Edward Fletcher (Soda Pictures, UK)

Cf. biography on page 7



David Cabannes (Under the Milky Way, FR)

David Cabannes worked first in Film Production at Denis Friedman Productions after he graduated from the École Centrale Paris with an Engineering degree. He then completed a Specialized Master in Media, Art and Creation at HEC Paris and is now VoD Manager at Under the Milky Way since 2011.

His role includes the UMW international network coordination, the distribution in France and the structuring of the processes and the back office of the company.



Hugo Lopes (Alambique, PT)

Graduated in Cinema, Television and Advertising at IAT/Universidade Moderna. Began his professional career in the marketing department of Lusomundo Audiovisuais. Worked for 5 years as product manager at LNK Audiovisuais. Co-founded Alambique in 2009. Alambique is a theatrical distribution company with 4 years of activity and 100 titles in its catalog (BEASTS OF THE SOUTHERN WILD,

SEARCHING FOR SUGAR MAN, NO, DETACHMENT, HANNAH ARENDT, CAESAR MUST DIE, OSLO AUGUST 31ST)



Tom Abell (Peccadillo Pictures, UK)

Peccadillo Pictures is an award-winning* UK film distributor of Art House, Gay & Lesbian and World Cinema titles with an impressive collection of films from across the world. Launched in 2000, Peccadillo nurtures new and upcoming talent alongside established directors. In addition, Peccadillo Pictures also distributes short films and rereleases of classic titles. As well as bringing an array of films to cinemas across the UK and Ireland, Peccadillo provides film viewing on a variety of platforms, from online, video on demand, iTunes, Blu-ray and DVD.

USEFUL INFORMATION

Arrivals:

There will be a **welcome desk** at the Lisbon airport, on the left at the arrivals lounge. Someone of the festival will be there to inform you where to find the car to Estoril and give you any additional information you may need.

Accommodation:

HOTEL VILA GALE

Av. Marginal - Apartado 49 - 2766-901 ESTORIL
(+351) 214 648 400

Conference Center:

CONGRESS CENTER OF ESTORIL

Avenida Amaral. 2765-192 Estoril

Free wifi:

Public areas of the hotel + Festival's press room, at the Congress Center, from 10am to 10pm.

Lunch: Conference center

Europa Distribution Dinners :

Thursday 7: Vila Gale Restaurant (buffet dinner)

Friday 8: Restaurant Chefe Cordeiro, Praça do Comércio, 20/23, Lisbon

Accreditation:

The accreditation will be at the hotel or at the Congress Center within your Festival bag. The accreditation gives you free access to all Europa Distribution events during the days of the conference. For those who are staying more days, the festival will offer a guest accreditation on the 9th November.

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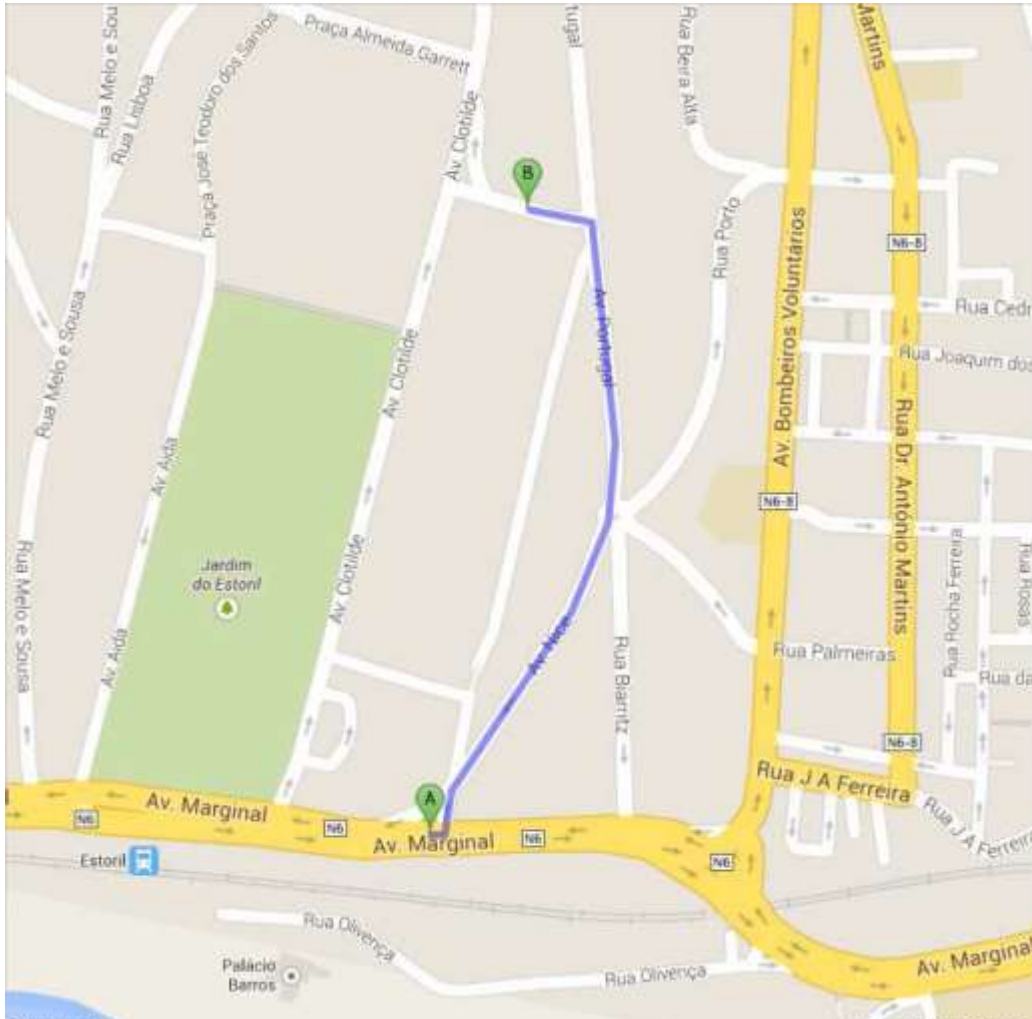
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MAP

A: Hotel Vila Galé

B: Centro de Congressos



<http://goo.gl/maps/HzPaO>

INDUSTRY EVENTS:

Thursday Nov. 7:

Screening of Portuguese movies – before the opening of the festival.

Please refer to the information given in your welcome letter.

Saturday Nov. 9:

Screenings at the Congress Center:

19h *Inside Llewyns Davis* by Joel and Ethan Coen

21h30 *Jimmy P.* by Arnaud Desplechin

Screenings at the Casino:

18h *Two Lovers* by James Gray

22h *In the mood for love* by Wong Kar-Wai

Exhibition of Vihls (portuguese graffiti/street artist):

15h – Official opening

LIST of PARTICIPANTS

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ABOUT EUROPA DISTRIBUTION

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:



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