V.O.D WORKSHOP

in San Sebastian

September 18-20 2011
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## PROGRAM

### Sunday 18 September

**4:30pm-7:30pm: VOD Workshop: benchmark, business models**

Pierre-Alexandre Labelle, Under the milky way, France:
Moderation and General overview (market overview, legal and technical practices, role of the agregator...)

Current experiences in VOD
- Only in your country or international?
- Which business models ?
- Under which conditions?
- What is the volume of units sold? any trends? correlation with DVD? Theatrical?
- Current obstacles encountered with regards to VoD,
- Any opportunities for independent distributors?
- Outlook to 5 years.

Isabella Lindell, Non Stop Entertainement, Sweden
Frances Harvey, Soda Pictures, UK
Nicola Weissman, Frenetic, Switzerland
Juan Carlos Tous, Filmin, Spain
Josep Monleón, Wuaki TV, Spain

**9:00pm: Opening Dinner of the distribution workshop**

### Monday 19 September

**9:30am-12:30pm: VOD Workshop**

Legal aspects:
Cécile Despringres, Society of Audiovisual Authors, Belgium: Presentation of the SAA White Paper
Ania Jones, Vertice Cine, Spain: VOD clauses in distribution contracts

**Afternoon: Cinéma en mouvement screenings**

### Tuesday 20 September

**Cine en Construccion screenings**
**Departures**

With the support of the MEDIA Programme of the European Union
Sunday 18 September – 4:30pm to 7:30pm

Pierre-Alexandre Labelle, Under The Milky Way, France:

Pierre-Alexandre is the co-founder of « Under The Milky Way », a Paris-based company dedicated to digital distribution and marketing both in France and Internationally. Under The Milky Way was labelled as a global iTunes preferred aggregator in 2011, and is fully operational on all European territories as well as the US and Canada. It has regional offices in Milan, Brussels, Vienna, and Los Angeles.

Pierre-Alexandre Labelle has more than 10 years of professional experience in Europe, Asia, and North America. He immigrated in France in 2001 and worked as a derivatives trader for Cargill (2001-2004). After gaining experience in various Film production companies as an intern/assistant, he then joined the VoD Platform project Universcine. He played an active role in its creation and development as project manager and then as Head of Marketing and International Development (2005-2008).

In parallel, in 2007, he launched the Glitner Pilot Project (collaborative platform for European VoD rights-holders). In 2009, he was appointed Deputy Manager of the European Producers Club. In 2010, the Glitner Project was acquired by the Independent Pan-European Digital Association (IPEDA), a European rights-holder association working for a healthy development of VoD in Europe, and increase circulation of content across borders.

Pierre-Alexandre graduated from McGill University with a B.Comm in International Management (2000), and obtained the title of « Derivatives Market Specialist » from the « Canadian Securities Institute » (2002).

www.underthemilkyway.com

Isabella Lindell, Non Stop Entertainment, Sweden:

NonStop Entertainment purchase, distributes and enriches feature film and TV rights for all media windows and platforms (Theatrical, DVD, PPV, VOD, SVOD, EST, PAY-TV, FREE-TV, Ancillary) for the Nordic and Baltic market. At present NonStop Entertainment acquires 40-50 titles per year, of which 15-20 are theatrical. Distribution of rights to TV channels as well as the Swedish theatrical distribution is made inhouse, while the distribution of rights to the other Nordic and Baltic countries as well as other media windows is made by well chosen sublicensing partners.

Isabella graduated from Stockholm university with a degree in Cinema Studies. She has been working in Non Stop Entertainment since 2006 and became responsible for VOD in 2008.

www.nonstopentertainment.com
Frances Harvey, Soda Pictures, UK:

Started in 2002, Soda Pictures has established an impressive catalogue of world cinema and independent films working with upcoming directors as well as established talent across an eclectic mixture of feature film titles. Theatrical successes over the last few years include Head-On by Fatih Akin; the Oscar nominated After the Wedding by Danish director Susanne Bier and Heading South by renowned French director Laurent Cantet starring Charlotte Rampling. As well as concentrating on world cinema titles Soda Pictures represents an array of films on DVD from vintage and classic titles to emerging talent such as Kelly Reichardt’s cult film Old Joy starring Will Oldham. Frances Harvey is the Acquisitions Coordinator of Soda Pictures. Frances has previously worked at the BFI and Edinburgh International Film Festival. She obtained a BA(hons) in Scriptwriting at Bournemouth University.

www.sodapictures.com

Nicola Weissman, Frenetic Films, Switzerland:

FRENETIC FILMS is a Swiss independent film distribution company, founded 1994. It always aims at acquiring the whole range of different distribution rights. Apart from the theatrical rights, these include most importantly home video, VOD and television rights. FRENETIC FILMS releases around 30 titles per year theatrically. It distributes all its DVD titles through MOVIEMENTO, a Home Video production and distribution company. The television rights are sold to broadcasting companies from all three language territories of Switzerland, with whom FRENETIC FILMS has entertained long-standing and fruitful business relationships.

www.frenetic.ch

Juan Carlos Tous, Filmin, Spain:

Filmin is an ambitious internet portal created in 2006 by Juan Carlos Tous, Jaume Ripoll and José Antonio de Luna with the support of 7 companies which have made of innovation, risk-taking, and quality their priority: Alta Films, El Deseo, Golem, Tornasol, Vértigo Films, Wanda Visión and Cameo. Four years later Avalon Distribución and Versus Entertaiment also joined the project. In addition to this group of leading companies in the cinema field, a leader company in the web-design, Vostok, joined the project. Besides, filmin counts with the collaboration of Brightcove, a specialized company in video transmission on internet. Filmin is the only VoD project based on long feature films supported by Media in Spain. Currently it has more than 1.500 films and it’s the only website in our country with SVOD model, High Definition Streaming and iPad application.

www.filmin.es
Josep Monleón, Wuaki TV, Spain:

Wuaki.tv is a Spanish company offering, through smart tv’s and wuaki.tv website, the best audiovisual content (recent movies and series) with the highest quality. It is an independent company, not affiliated to any corporation, for which the first priority is to attend the clients, without concessions.

www.wuaki.tv
Monday 19 September – 9:30am to 12:30am

Session moderated by Pierre-Alexandre Labelle.

**Ania Jones, Vertice Cine, Spain:**

Ania Jones started her career in 2000 with Manga Films, one of the foremost Spanish independent distributors, working in Audiovisual Rights and Systems Management. In 2007 Manga was integrated in the Vértice 360 Audiovisual Group – Cinema Division, together with Notro Films, specialised in ‘arthouse’ films. Within Vértice Cine she was promoted to Assistant to the Management and then to Business Affairs. Working closely with the Digital Rights and Acquisition Departments, she is responsible for contracts, rights management (for a combined catalogue of almost 3000 titles), grants/subsidies, and organizational issues.

**Cécile Despringres, SAA, Belgium:**

Cécile Despringre is the executive Director of SAA. She studied International and European law at the University of Paris I and obtained a Master in International Economic Law in 1996. After a traineeship at the Delegation of the European Commission to International Organisations in Geneva, she started working in 1997 as the European Affairs Officer of SACD in Brussels, becoming at the same time the legal advisor of FERA (Federation of European Film Directors) and AIDAA (International Association of Audiovisual Authors). In 2006, she became the CEO of FERA a position she held until her appointment at SAA in 2009.
USEFUL INFORMATION

Accommodation
Hotel San Sebastian
Avenida ZUMALACÁRREGUI, 20
Tel: +34 943 316 660

Conference center
Centro Kursaal - Sala 8
Avenida Zurriola
Tel: +34 943 00 30 00

Dinner September 18
Restaurante La Fabrica
Calle del Puerto, 17
Tel: +34 943 432110

Contacts on-site
Saioa Riba – coordination festival – industry events
industryclub@sansebastianfestival.com
Tel. Industry Office: +34 943 481 217 (or +34 943 00 31 06)

Olivia Le Dain – general coordination workshop
Olivia.ledain@europa-distribution.org
Tel: +33 6 71 23 29 17

Accreditation: where to pick up your badge?
Your badge will be available for pick-up at the centro Kursaal, from Sept. 15 on. Please bring an ID with you.
To reach San Sebastian from the BILBAO airport:
You can take the Bus from Bilbao to San Sebastian via the company ALSA. Please find below the timetable. Be careful, the bus station is located in the city centre (Calle Gurtubay 1, Bilbao - Estacion De Autobuses).
The easiest way to get to the city centre is by taxi: 20 min. – about 20 €. The taxi rank is immediately outside the arrivals area at the airport (tel: +34(0)944 800 909).
You can also take the Bizkaibus A-3247 (1 every 30 min.) to the center of Bilbao: 45 min. about 1,5 €.

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<th>Arrival</th>
<th>Duration</th>
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<td>7,34€</td>
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To reach San Sebastian from BIARRITZ airport
You can train the train to end your journey. To get from the Biarritz airport to the train station, you can use the Chronoplus line C – about 15 min. ride for 1 €.
Then, the train trip to San Sebastian takes between 1h – 1h30 and costs about 17 €. See timetable below:

<table>
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<th>Train – SNCF 18/09/2011</th>
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<th>Arrival</th>
<th>Duration</th>
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<td>13 :35</td>
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<tr>
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<td>16 :16</td>
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<td>16,20€</td>
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<td>Biarritz to SS</td>
<td>21:01</td>
<td>22 :37</td>
<td>1h36</td>
<td>16,20€</td>
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To reach San Sebastian from HENDAYE train station
You can take the EUSKOTREN – on the car-park train station. The trip lasts about 40 min.
Departure every 30 minutes (all 3 and 33 of each hour: 7:03, 7:33, 8:03... 22:33).
Rates : 2,50 € round-trip

To reach San Sebastian from IRUN train station
The train is also the best option. The trip lasts about 20 min. and costs between 9 € and 13 €.
SNCF / RENFE
18/09/2011

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<td>Irun to SS</td>
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<td>19.56</td>
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To get around in San Sebastian
You can use the public transportation system (The ‘dBus’), which will take you quickly and cheaply from one point in the city to another. Locate the routes that suit you best on the dBus website: www.dbus.es (Tel : +34 943 000 200).

You can also use taxis
- Taxis Vallina - Tel : +34 943 40 40 40 (www.vallinagrupo.com)
- Radio Taxi Donosti – Tel : +34 943 46 46 46
SCREENINGS & FESTIVAL EVENTS

Please note that only some of the screenings & festival events are indicated here. Please refer to the festival documentation for more details.

CINE EN MOVEMENT / CINEMA EN MOVIMIENTO
Monday 19 – afternoon
Sala de Actos KUTXA Andia

15:30 WHEN I SAW YOU, Annemarie Jacir (Jordania-Palestina / Jordan-Palestine – 45 min.)
17:00 CONFESSION AND STRUGGLE, Eliane Raheb (Libano / Líbano / Lebanon – 38 min.)

WORKS IN PROGRESS / CINEMA EN CONSTRUCCION
Tuesday 20
Sala de Actos KUTXA Andia

09h30 Coffee (Sala Kutxa)
10h00 UN MUNDO SECRETO, Gabriel Mariño. Mexique, 86 min. (VOSE)
12h00 INFANCIA CLANDESTINA, Benjamin Ávila. Argentine, 130 min. (VOSE)
14h30 Lunch at the Restaurant Avenida XXI (Avenida de la Libertad, 21)
15h30 Coffee (Sala Kutxa)
16h00 7 CAJAS, Juan Carlos Maneglia & Tana Schémbori. Paraguay, 105 min. (V.O Spanish/Guaraní. Simultaneous traduction in Spanish/VOSE)

NETWORKING EVENTS

Monday 19 – 21:00
RESTAURANT NINEU, Kursaal
Cocktail and announcement of the Cinema in Motion Awards
(cf. invitation in your accreditation bag)
WHO IS WHO

Participants & Panelists
(in alphabetical order by company)

Marc MOREAUX
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Pierre-Alexandre LABELLE
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Ania JONES
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And also:
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Corentin SENECHAL - Epicentre – FR
administration@epicentrefilms.com

Nicola WEISSMAN - Frenetic Films - CH
nicola.weissman@frenetic.ch

Organisation - Europa Distribution:

Olivia LE DAIN
Europa Distribution - FR
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Europa Distribution, with a membership of 110 leading independent distributors representing 26 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 Films / Poland) is composed of 11 independent European distributors, representative in terms of nationality, type of structure, and cultural diversity.

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

**Members 2011**

**Austria** [Filmladen], Michael Stejskal – Polyfilm, Hans Koenig – Stadtkino Filmverleih, Claus Philipp.


**Bulgaria** [Artfest], Stefan Kitanov & Mira Staleva – Pro Films, Emil Simeonov.

**Canada** [Metropole Films], Charles Tremblay.

**Croatia** [Continental Film], Martin Milinkovic.

**Czech Republic** [Aerofilms], Ivo Andrle – Artcam, Přemysl Martinek.

**Denmark** [Camera Films], Kim Foss – Ost for Paradis, Ole Bjorn Christensen – Scanbox, Mikael Modig – Sunrise Film Distribution, Peter Bendtsen.

**Finland** [Cinema Mondo], Mika Siltala – Scanbox, Mikael Modig.

Workshop on V.O.D
San Sebastian – September 18-20, 2011


**Germany**

**Greece**

**Hungary**
- Budapest Film, Gabor Csurti - Mokép-Pannónia, Balazs Gulyas – Mozinet, Gabor Boszormenyi.

**Italy**
- Bim distribuzione, Valerio de Paolis & Antonio Medici – Bolero Film, Simona Calgagni – Fandango, Gianluca Pignataro – Lucky Red, Andrea Occhipinti & Stefano Massenzi – Nomad Film, Lydia Genchi – Sacher, Margherita Chiti.

**Lithuania**
- Kino Pasaka, Greta Akcijonaite

**Netherlands**
- Amstelfilm, Krijn Meerburg & Marieke Jonker – Cineart Netherlands, Eliane du Bois & Wallie Pollé – Cinemien, Nicoleaine den Breejen – Contact Film, Gerard Huisman – Eye Film Institute, Monica Eckelkamp – Filmfreak Distributie, Kamiel Van der Ster – Just Film Distribution, Jean Heijl – Paradiso Entertainment Nederlands, Martien Uyttendaele.

**Norway**
- Arthaus, Svend Jensen – EuropaFilm, Egil Odegard – Tour de Force, Tor Fosse & Kristian Fyllingsnes.

**Poland**
- Gutek, Jakub Duszinski – Kino Swiat, Marcin Piasecki

**Portugal**

**Romania**
- Transilvania Film, Ileana Cecanu

**Serbia**
- MCF Megacom Film, Igor Stankovic

**Slovakia**
- Film Europe, Ivan Hronce

Sweden Folkets Bio, Marie Booberg – Non Stop Entertainment, Ignas Scheynius – Scanbox, Mikael Modig.


United Kingdom Artificial Eye, Louisa Dent – Soda Pictures, Edward Fletcher.

UNMI Kosovo Genci/Kino ABC, Milazim Salihu

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Isabelle Obadia – isabelle.obadia@europa-distribution.org
Olivia Le Dain – olivia.ledain@europa-distribution.org

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