



European Network of Independent Distributors

EUROPA DISTRIBUTION MEETING 17/11/2006 – Paris REPORT

VOD / Distribution on line

- Presentation of the stakes and issues of VOD for independent distributors by Jérôme Chung, manager of the French initiative Universciné.com
 - Universciné gathers 34 independent French producers who decided to join forces and to create their own VOD platform in order to have full control over the exploitation of their films in vod (pricing, commercialization, editorialization...). Universciné has now decided to open the shareholding to independent distributors in order to have a large catalogue of independent movies coming from France, Europe and the rest of the world.
 - Powerpoint presentation enclosed
- Universciné`s proposal :
 - To create a federation of European independent VOD platforms
 - The aim is to build a strong cooperation between those European platforms in order to cover many potential aspects: political, content, technology, financial
 - Universciné is ready to technically help independent distributors to create their own VOD platform in their country (with independent producers)

Points to be discussed:

- ***Problem of the Internet rights to be discussed with sales agents.***
- ***What do you think of Universciné's project?***

MEDIA Program

- **Media video support** (cancellation of Media support 2006):
 - Letter proposal enclosed
 - This letter should be signed by Europa Distribution and all the national associations of distributors and video editors that wish to join. In France, the syndicate of independent video distributors (UNEVI) will sign it.
 - Each distributor can also send this letter personally to the MEDIA Program.
 - This letter will be sent to the European Commission and to the MEDIA Program with copy to all European National Agencies.

Proposal:

Please confirm the validation of this letter and tell me if there's any national association which wants to sign it too.

- **Proposals for a slate funding**

This support should be a complement of the current Media Support for the distribution of single projects.

- It would really help the distributors who have a regular activity in European cinema.
- It would allow European distributors who cannot apply for Media Selective support on specific movies to have another chance to get helped for their work on European diversity.
- Besides, it would also mean less paperwork for both the Commission and the distributors.

1/ Budget: 2M€



1/ Eligibility Criteria

- **Eligible society:** Applicants for support should be **independent European distribution companies**.
- **Eligible films:** **Non National European movies with a production budget under 20M€**
At the moment, films with a production budget over € 25 million are not eligible for MEDIA selective support. But the big European art house movies (Almodovar, Haneke) often have a budget of 8-12M€. Only big French or English movies (Stalingrad, Vatel, le transporteur 2...) have budgets over 15M€. We suggest that films with a production budget over € 20 million are not eligible for support.

Points to be discussed:

- ***Is 20M€ the right limitation for the production budget?***
- ***Limitation of the eligible movies with a maximal distribution budget (or a maximal number of prints)?***
- ***Limitation of the eligible movies with a minimal number of prints (or a minimal number of admissions per print) to avoid technical releases?***

2/ Award Criteria

Points to be discussed:

- ***How many non national European movies must be included in the program?***
- ***Should this support be given to a program of movies that haven't been released yet? In this case, how does the distributor know that his movies won't have the current selective support?***
Cf Slate Funding for development (guidelines enclosed)
- ***Should this support be given to distributors who have already released a certain percentage of European movies in the past year?***
Cf Europa Cinemas: the cinema has to have screened a certain percentage of non national European Cinema in order to get Europa Cinemas 's support (guidelines enclosed).
- ***Should this support include national and non national European movies?***
- ***Could Europa Distribution be the one in charge of the repartition of the slate funding support (cf Europa Cinemas)?***

Please send me all your suggestions asap. I will summarize them and send back a complete document in December.

- **Digital cinema:** Support for the fabrication of digital masters in order to provide European screens with European digital content (and not to abandon the market to American movies).

Next actions

- **A letter** underlying the essential role of independent distribution for the European cultural diversity and summarizing the difficulties independent distributors are facing will be signed by independent distributors and European talents and sent to all Ministries of Culture.
 - + Press Conference in Berlin?
 - + communication on independent distribution: around 85% of the movies awarded in Cannes, Venise and Berlin during the last 6 years have been released by independents. 75% of the European movies selected in Cannes during the last 3 years have been released by independents.



European Network of Independent Distributors

Proposal:

I will send to you the list of the European distributors of the selected or awarded movies in Cannes, Berlin and Venice, please check the exactitude of them and complete when necessary.

- Website – sharing of material (promotional and technical) + case studies on line
We're working on it.

Proposal:

When you create a website for a specific movie, please send me the link as soon as possible.

Next meetings of ED

- Unifrance Days: January 11 between 3 and 6 pm
Agenda: Preparation of the meetings of the Berlinale
- Berlinale 2006
 - Meeting with the EFAD (European National Agencies) on Monday 12th February
 - Meeting with the EAFA (European Sales agents)
 - Press conference about independent distribution?
- Workshops with MEDIA in February/March on
 - Media Automatic Support
 - Media Slate Funding
- Workshop with Europa Cinemas on digital

Is there any other question you want to be discussed?