

**EUROPA  
DISTRIBUTION**

at the  
Festival  
**PARIS CINÉMA**

**JULY 6-8 2009**

**MAIRIE DE PARIS**



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**MEDIA**

A programme of the European Union



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## Program of the conferences

### Monday 6<sup>th</sup> July

**3.15pm-3.30pm: Official Opening - Régine Vial & Antonio Medici**

**3:30-7pm: Europa Distribution General Assembly (opened only to ED members)**

- Digital cinema
- Media Distribution Support
- Miscellaneous
- Approval of the 2008 financial statements

**7pm: Opening cocktail of Paris Project (MK2 Bibliothèque)**

**8:30pm: Turkish party**

### Tuesday 7<sup>th</sup> July

**9:00-10:00: Paris Project Breakfast**

**10:00 - 1:00: How can we promote concretely more working with other European distributors on releases and reduce costs maybe? (opened only to ED members)**

General presentations

Presentation of the database CIDINET - Etienne Traisnel/Christophe Sigaud

Presentation of Indie Circle - Laure Caillol

Case Studies on recently released or upcoming movies :

*Antichrist*

Jakub Duszinski - Gutek - Poland

Pim Hermeling (Wild Bunch Benelux) & Tinne Bral (Imagine Film) - Benelux

*The White Ribbon*

Régine Vial - Les Films du Losange - France

Agathe Valentin - Les Films du Losange - France (sales)

**1:00-2:30: Lunch Break with all the Paris Project participants**

**2:45-7.00: VOD: general aspects and concrete experiences of independent distributors (opened to Paris Project accredited and ED members)**

**2:45 - 4:15: 1<sup>st</sup> session: The question of multiterritorial licensing for European distributors (opened only to ED members)**

What does multiterritorial licensing mean for independent distributors?

Moderation : Philippe Leconte, Pyramide, France

Adeline Monzier - Europa Distribution - France

Cécile Despringre - Fera - Belgium

Pierre-Alexandre Labelle - European Producers Club - France

Elodie Vaisberg & Jan Runge - KEA Affairs - Belgium

**4:45 - 7:00: 2<sup>nd</sup> session: Concrete VOD experiences of independent distributors** (opened to Paris Projects accredited)

What are the specificities of each market? What is the global strategy of distributors concerning VOD rights (direct deals with telcos, own platform...)? How are the vod rights being licensed (rental, sell thru, s-vod, free vod....)? What are the interactions with the other rights (Theatrical, dvd, tv)? Which legal problems are distributors facing? What are the current revenues? What are the main expectations for the future?

Moderation : André Lange, European Audiovisual Observatory

Philippe Leconte - Pyramide - France  
Ania Jones - Notro Films - Spain  
Ross Fitzsimons- Artificial Eye - UK  
Petra van Horssen - ABC - Cinemien - Benelux (Cinemalink.tv)

**7pm: Paris Project Cocktail**

**9pm: Europa Distribution Dinner**

## Wednesday 8<sup>th</sup> July

### Participation to Paris Project

#### **-10:00-1pm: Paris Project Screenings (MK2 Bibliothèque)**

Paris Project will organize a screening of 3 films in postproduction seeking partners such as sales agents and/or distributors to achieve completion. Each film will be presented by their producer or director.

#### **-1:00-2:30: Lunch Break with all the Paris Project participants**

#### **-2:30-5:30pm: Paris Project meetings/ sidebar meetings**

-Paris Project invites the filmmakers and producers of the 14 selected projects to spend 4 days in Paris: personalized one to one meetings are organized with professionals interested in those selected projects.

-Mingle also with producers with projects in development from Korea, Turkey and the Cinéfondation Residents.

You can find all the necessary information on the projects selected and the meetings on this page:

<http://www.pariscinema.org/fr/paris-project/parisprojectfr09b.html>

## Speakers:

**Monday 06th of July:**

### Panelists:

#### **-Adeline Monzier (Europa Distribution, France):**

After graduating from Sciences Po Paris (Master of Culture and Media Management) and the Ecole Normale Supérieure in Paris (Master of Contemporary German Studies), Adeline Monzier joined DIRE, a French syndicate gathering 9 independent distributors (Bac Films, Diaphana, Haut et Court, Le Pacte, Les Films du Losange, Memento, Pyramide, Rezo, Wild Bunch Distribution). Within DIRE, she created Europa Distribution, a European network of independent distributors, which she is now in charge of. The network gathers today 70 leading independent distributors representing 19 countries and is headed by the Dardenne Brothers.

#### **-Thierry Delpit (CN Films, France):**

After graduating as an engineer from the ENST Ecole Nationale Supérieure des Télécommunications in Paris, Thierry Delpit worked for four years and a half for the Commission Supérieure Technique de l'Image et du Son (Image and Sound Technical Commission aka CST), where he followed the evolutions of digital cinema since its beginning.

As the person in charge of the Cannes Festival's digital projections since 2003, he acquired a solid knowledge of the technological and strategical stakes of these mutations, be it during preparation level, distribution or exhibition of the films.

In October 2006, Thierry Delpit joined CN films as Development Director. He is, among other things, in charge of the D-Platform project and the development of the programmation tool : cinego.net.

**CN Films** was founded in 2003, and is active in a number of areas relating to digital cinema:

1. Organisation of the IDIFF (International Digital Film Forum), a trade fair dedicated to film professionals, which takes place each year in Paris at the end of January
2. Support for the digital distribution of films via the European D-Platform project
3. Development of a digital film release management tool called cinego.net
4. Consultancy missions with institutions and companies interested in the development of digital cinema.

[www.cnfilms.fr](http://www.cnfilms.fr)

## Tuesday 07th of July:

### General presentations:

#### **-Etienne Traisnel (CN Films, France):**

Etienne Traisnel is graduated from a telecom engineering school. Since 2003, he is in charge of IDIFF (International Digital Film Forum), a trade-show dedicated to digital cinema which takes place every January in Paris ([www.idiff.org](http://www.idiff.org)). He has also worked as a digital cinema expert for EuroPalaces (cinémas Gaumont et Pathé).

#### **-Laure Caillol (Indie Circle, France):**

After graduating from sciences po paris, Laure joined Indie Circle in 2004 as an acquisitions and distribution coordinator. Indie Circle is the union of five independant European distributors — Haut et Court (France), Lucky Red (Italy), Cinéart (Belgium), A-Film Distribution (Netherlands), and Frenetic Films (Switzerland).

### Case Studies:

#### Moderator:

#### **-Michael Gubbins:**

Michael Gubbins is a journalist and consultant, specialising in digital change in the film and the wider media. He was formerly editor of Screen International and has written for newspapers and magazines, including The Times and Time Out. He has also made frequent appearances on television, including the BBC's flagship film programme, ABC News and Channel Four.

Gubbins has spoken at more than 50 festivals and events, including Cannes, Berlin, Rotterdam and Hong Kong and has chaired major events including debates at Europa Cinemas, the European Film Market and the European Parliament.

He is on a member of advisory board of Power To The Pixel and BAFTA Learning And Events and a director of the Screenwriters Festival.

He has acted as a consultant or written reports for bodies including the UK Film Council, the Swedish Film Institute and CineRegio.

### Panelists:

#### **-Jakub Duszynski (Gutek Film, Poland):**

After obtaining a MA degree in philosophy of Law from the Warsaw University in 1997, Jakub Duszynski immediately got involved in the cinema industry, first as the author of a screenplay of «The Harbour», a feature film which was selected in several international film festivals including Raindance in London in 2000.

In 1998, he joined the distribution company Gutek Film, as artistic director and head of acquisitions. Since 1998, Gutek Film has been releasing 250 titles.

Apart from this activity, Jakub Duszynski as various other commitments: among other activities, he is a Feature Film Expert at the Polish Film Institute, the creator and host of a

TV program which promotes art-house films, trainer at annual audiovisual events (such as CICAIE training for exhibitors during the Mostra in Venice).

### **-Pim Hermeling (Wild Bunch Benelux, Netherlands):**

In 1994 Pim Hermeling started as marketing manager at RCV (Recorded Cinematographic Variety). Then became head of the film department at 20th Century Fox where he was in charge of the marketing campagne for titles such as Fight Club and Star Wars. In November 1999 he co-founded A-Film Distribution and by 2004 the company was the biggest independent distributor in the Benelux for theatrical and video/DVD. A-Film distributed both major and independent films like Lord of the Rings, Magnolia, The Passion of the Christ, Alexander, Bowling for Columbine, The Constant Gardener, Brokeback Mountain, Dear Wendy and Motorcycle Diaries. In February 2008 he sold his shares in A-Film and in September he started Wild Bunch Benelux Distribution. This film distribution company is based in Amsterdam and is a joint venture with Wild Bunch (France). Amongst other titles Wild Bunch Benelux released The Visitor, The Wrestler, Two Lovers, Che: The Argentine & Guerilla and Ponyo on the cliff by the sea.

### **-Tinne Bral (Imagine Film Distribution, Belgium):**

Born in Belgium in 1962. Studied Art History at Leuven University. Lives in Brussels. She was founding director of *[kine]kunst, International Festival of Films on Art* from 1994 to 1996, and also co-director of the *Brussels International Film Festival* from 1997 to 2000. In 2001 she started working as PR and Communication Officer at the Amsterdam-based international training and development centre Binger. She left Amsterdam to become Director of Communication of Flagey in Brussels. In spring 2007 she decided to join her former colleague and co-director of the Brussels International Film Festival, Christian Thomas, as Associate Manager of Imagine Film Distribution. Tinne Bral also serves as adviser on various boards and is a member of the selection committee of the Flanders Audiovisual Fund.

### **-Agathe Valentin (Les Films du Losange, France):**

After 3 years as an International sales manager at Wide Management, Agathe Valentin joined in March 2007 the International team of Les Films du Losange where she is now head of sales.

## **Multiterritorial licencing for European distributors:**

### **Moderator:**

### **-Philippe Leconte (Pyramide, France):**

He is the head of Legal affairs, in charge of VOD development at Pyramide, and a member of the board of Universciné. After graduating from Law School in Paris, with a major in international business law, and a first experience at AXA Financial in New York, Philippe Leconte started his career in the film industry in 2001. After a quick training at MK2, he joined Pyramide as legal assistant on international sales. Promoted head of legal affairs for production, distribution and international sales in 2004, he developed a strong interest in VOD and joined the board of Universciné late 2006 on behalf of Pyramide.

## **Panelists:**

### **-Cécile Despringre (FERA, Belgium):**

Cécile Despringre has studied international and European law at the University of Law of Paris and was graduated in International Economic Law in 1996. After a traineeship at the Delegation of the European Commission to International Organisations in Geneva in 1997, she started working as an Executive in charge of European affairs at SACD (the French authors' rights collective management society) in Brussels and became the legal advisor of FERA (Federation of European Film Directors) and AIDAA (International Association of Audiovisual Authors). In 2001, she moved to Paris to continue to deal with European affairs and trade negotiations in SACD and in addition she has been involved in the movement of the Coalitions for Cultural Diversity, a gathering of cultural organizations supporting the adoption of the UNESCO Convention on the Protection and Promotion of the Diversity of Cultural Expressions in 2005. In 2006 she became Chief Executive Officer of the Federation of European Film Directors (FERA) which gathers 36 directors' organisations from 27 European countries. FERA represents the rights of European directors and defends the cultural significance of audiovisual works, with the aim of creating a European audio-visual space.

### **-Pierre Alexandre Labelle (European Producers Club, France):**

Pierre-Alexandre Labelle is the Managing Director of Busy Bee, a consulting company specialised in Digital Content Strategy and Project Management based in Paris. Moreover, he initiated The Glitner Project in 2007, and has been appointed General Manager of Glitner in 2008. In February 2009, he was concomitantly appointed Deputy Manager of the European Producers Club temporarily replacing the General Manager.

Through these projects, Pierre-Alexandre has been very active at developing projects and networks, notably by initiating partnership with various prominent organisations in the film industry from around the world.

Pierre-Alexandre has more than 10 years of business experience in Europe, North America and Asia. He was previously in charge of Marketing and International Development at Universcine.com after having spent more than two years on the creation/development of the company. Through this experience, he gained extensive experience in public/private fundraising, business development, start-up ventures, as well as management in the Film and Internet Industries. He also has in-depth knowledge of high-level finance due to his past experience (2001-2004) as a derivatives trader for Cargill on North American and European markets.

### **-Jan Runge (KEA Affairs, Belgium):**

Jan is Manager of International Projects. He previously worked with Olsberg|SPI (London) and was a development manager for a public support agency for IT and media in Germany (MFG Baden-Wuerttemberg). Jan has analysed and created support strategies for the cultural and creative sectors for clients at regional and national levels across the EU and overseas. He holds a MSc from the London School of Economics and a BA from the Liverpool Institute for Performing Arts. Jan speaks English, German and French.

### **-Elodie Vaisberg (KEA Affairs, Belgium):**

Elodie is a European Affairs consultant. She deals with research and public affairs issues. She is specialised in IP, audiovisual, new media and culture. She also has expertise in EC competition law. Before joining KEA, she worked as a lawyer at ARTE. She graduated in

European Legal studies at the College of Europe in Bruges (L.L.M.), after having obtained a L.L.B. from King's College London and a Maîtrise in Law from Paris-1 Panthéon-Sorbonne. Elodie speaks fluent French, English, German, Dutch and Spanish.

## **Concrete VOD experiences of independent distributors:**

### **Moderator:**

#### **-André Lange (European Audiovisual Observatory, France):**

Prior to joining the Observatory in 1993 as part of the initial team, had a distinguished international career as a researcher, specialising in socio-economic aspects of the European media sector. Worked as university lecturer and researcher at the University of Liège, the European Institute for the Media in Manchester, the University of Paris-Dauphine and the Free University of Brussels, and held a lecturer traineeship (1988-89) with the Directorate of Human Rights at the Council of Europe. Headed the Audiovisual and Cultural Industries Department of the French research institute IDATE (1989-1993) before joining the Observatory. Has published a large number of books, studies and scientific papers for international bodies, national ministries, professional organisations and research institutes. Formerly was lecturer on the History of television at the Free University of Brussels. Doctorate in Communications Studies from the University of Liège (1986). Member of the ORBICOM network and the scientific committee of the journal *Communications et stratégies* (France) and in 2003 member of the Jury of the Kraszna Krausz Awards for Best Books on Moving Picture. His book, *The Future of the European Audiovisual Industry* (1988), received the Emile Bernheim Prize for European Integration. Editor of the website "History of television"

### **Panelists:**

#### **-Ania Jones (Notro Films, 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, and she was promoted to Assistant to the Management for both companies and then to Business Affairs, where she is responsible for contracts, rights management (for a combined catalogue of almost 3500 titles), grants/subsidies and organizational issues.

#### **-Ross Fitzsimons (Artificial Eye, UK):**

Ross Fitzsimons is Director of Strategy and Business Development for Curzon Artificial Eye (CAE). He joined the newly formed CAE in June 2006 having advised Philip Knatchbull of Knatchbull Communications and Roger Wingate of Curzon Cinemas on the acquisition of Artificial Eye and the formation of the new group. Ross's current projects include the joint venture between HMV and CAE to build and run cinemas in HMV's stores and the development of Fusion Media Sales, CAE's sales company which sells films via DVD and other channels for Artificial Eye and 15 other labels. A mathematics graduate of Trinity College Dublin, Ross worked in music, television and film in Dublin and London before taking an MBA at Imperial College Business School in London in 2002-03. He is a

season ticket holder at Chelsea FC and his favorite directors are Carl Theodor Dreyer and Tony Scott.

### **-Petra Van Horsen (ABC/Cinemien, Netherlands):**

For 7 years now, Petra van Horsen is marketing manager at ABC Theatrical Distribution She was involved by the implementation and the launch of Cinemalink.tv from the start of the project in 2007

Petra studied Film and Television at the University of Amsterdam. She also did a master in Strategic Communication planning at the Hogeschool Utrecht and joined the Marketing & Distribution course at the Media Business School in Malaga.

After graduation she worked freelance for festivals on publicity and for several years for The Publicity Company - an agency specialized in free publicity for the entertainment branch - as a project manager for films and projects for the film industry.

### **Marcus van der Zwaag (ABC/Cinemien, Netherlands):**

Since 2002 Marcus van der Zwaag is sales manager/Booker at ABC Theatrical Distribution /Cinemien. Within the company he is also concerned with new film acquisitions. Marcus van der Zwaag was involved by the implementation of Cinemalink.tv from the start of the project in 2007.

Marcus is also a member of the Expert Group on Digital Cinema of the European Commission.

Marcus van der Zwaag studied production at the Dutch Film Academy in Amsterdam. After graduation he worked as a freelance producer for film and TV productions for several years (1998 -2002)

## Case Studies

- **Das Weiße Band (The White Ribbon)**



**Directors:** Michael Haneke

**Nationality:** Austria/France/Germany/Italy

**Producers:** Margaret Menegoz, Stefan Arndt, Veit Heiduschka, Stefano Massenzi

**Production companies:**

- Les Films du Losange
- X Filme Creative Pool
- Wega Film
- Lucky Red

**International Sales:** Les Films du Losange

**Distributors:**

- Germany:** X Filme (15/10/2009)
- France:** Les Films du Losange (21/10/2009)
- Austria:** Filmladen
- Italy:** Lucky Red
- Benelux:** Cinéart
- Denmark:** Camera Film
- Switzerland:** Filmcoopi
- Greece:** Rosebud
- Sweden:** Sweden
- Norway:** Arthaus
- UK:** Artificial Eye
- Poland:** Monolith
- USA:** Sony Pictures Classics
- Brazil:** Imovision
- Sebia:** MegaCom Film

**Synopsis :**

Some inexplicable events disturb the quiet life of a German village, just before World War I. A cable has been put up to trip the doctor riding his horse, a barn is set on fire, two children are abducted and tortured... The schoolteacher observes, investigates and little by little discovers the incredible truth.

• **Antichrist**



**Directors:** Lars von Trier

**Nationality:** Denmark, Italy, France, Germany, Poland, Sweden

**Producers:** Meta Louise Foldager, Bettina Brokemper, Lars Jönsson, Marianne Slot, Andrea Occhipinti, Ole Østergaard

**Production companies:**

- Zentropa Entertainment
- Slot Machine
- Memfis Film
- Trollhättan Film AB
- Lucky Red

**International Sales:** TrustNordisk

**Distributors:**

- Italy:** Lucky Red (22/05/2009)
- Poland:** Gutek Film (29/05/2009)
- France:** Les Films du Losange (03/06/2009)
- Scandinavia:** NordiskFilm (05/06/2009)
- Spain:** Golem Distribucion (21/08/2009)
- Germany:** MFA (10/09/2009)
- Switzerland:** Ascot Elite Entertainment (10/09/2009)
- Belgium:** Imagine Films (16/09/2009)
- Romania:** Prorum Media Trade (16/10/2009)
- Netherlands:** Wild Bunch Benelux (29/10/2009)
- Bulgaria:** Pro Films
- Estonia:** Estinfilm
- Hungary:** Budapest Film
- Greece:** Seven Films
- Czech Republic:** ArtCam

**Synopsis:**

He and she lose their little son and she subsequently suffers from terrible anxiety attacks. Her husband is a therapist, and in spite of warnings not to treat people with whom you have close relations, they begin to tackle her fears together, and in the place where her anxiety is strongest: Eden, a deserted cabin in the woods. The tough therapeutic struggle develops into a battle of the sexes. Her fears inhabit them both and even he is not exempt from experiencing the merciless evil of nature. Natural brutality takes over and his cool reason is rendered futile. The evil in her runs wild.

**Europa Distribution  
DIGITAL PROTOCOLE  
July 2009**

*This protocol is only an indication of the average prices. Practices and prices fluctuate a lot in this period of transition.*

## **PRODUCER**

- **Digital Source Master (DSM) = Postproduction File (2K, 4K...)** (included in the usual digital postproduction costs)
- **MASTERING (coding + encryption) = between 5000 and 10 000€**
  - o If mastering in the same lab as the post-production lab = between 5000 and 7000€ (depending on the length of the film)
  - o If mastering outside of the post production lab = between 8500€ and 10 000€
    - Around 5000€ to get the post production file out of the lab
    - Between 3500€ and 5000€ mastering (depending on the length of the film)
- The producer controls the quality of the master and has the best quality possible
- This solution should be the **usual & normal solution : producers have to provide a 2K JPEG2000 encoding in the same manner as they provide an interneg.**
- This is the **solidarity approach Europa Distribution supports**

## **DISTRIBUTOR**

### 1/ Mastering Costs :

This solution should only be **the solution by default during the transition period**, when (and only when) the producer/sales agents does not provide a 2K Master:

- **Master : between 4000 and 5000€**
  - o Purchase of the HD CAM /HD CAM SR (originally for TV) to the sales agent = 1500€
  - o coding + encryption = between 2500€ and 3000€
- **Why can't the distributor use the digital posproduction file?**
  - o If the producer has not planned to create digital prints during the posproduction phase, the postproduction file (DSM) is usually destroyed
  - o The distributor faces the the same situation as if the postproduction hadn't been digital, this is why he has to create its DCP from the HD CAM or HD CAM SR.

### 2/Digital Distribution Costs

- **SUBTITLING = between 650€ and 950€ per subtitling**
  2. Subtitling during the mastering process = between 300€ and 450€
  3. Subtitling after the mastering process = between 600€ and 700€
  4. Sourcefile (.stl) = around 350€
- **DCP = between 80 and 150€**
  6. Third parts = between 80 and 100€
  7. Labs = between 100 and 150€
- **GUARANTEE = between 70 and 250€ per DCP**

9. If the distributor does not send back the DCP within a certain period of time the third part/lab will keep this guarantee = The distributor does not own the DCP unless he leaves the guarantee
10. Third parts : 250€
11. Lab = 70€
- **KEY = between 5 and 20€ per key**
  13. Initial package : around 20€ per KDM
  14. Extra KDM (prolongation or creation of new KDM) : between 5 and 20€ per KDM
- **TRANSPORTATION= around 20€ per hard disk** (can be included in the initial package)
- **16. ELECTRONIC DELIVERY (like Smartjog) = between 80 and 100€ per theater**
  17. The distributor does not have to pay the following costs : DCP, guarantee, physical transportation.
  18. But in this system, you have to pay for each theater (whereas with a DCP, you can have the same DCP circulate in various theaters)
- **TRAILERS**
  20. Mastering = between 250 and 700€ (depending on the length)
  21. Prints = between 5 and 10€ (dvd) and between 15 and 30€ (USB stick)
  22. Only one digital trailer per cinema (and not per screen) is needed
- **VPF / Digital Contribution = between 500 and 750€**
  2. Third parts : fluctuates between 650 and 750€
  3. Alternative business models (access fees, public or parapublic models) = around 500€

## EXHIBITOR

- **Direct equipement**
  2. Equipement = 60 000€
  3. Financial costs = 15 000€
- **Third part business modell**
  5. Between 15 % and 20% of the price of the equipment = between 9000 and 12 000€
  6. Maintenance Costs : monthly fee = between 250€ and 500€ per month per screen

## Third parts business models: comparison

	<b>XDC</b>	<b>Ymagis</b>	<b>AAM</b>
<b>Situation</b>	<p>1/ Austria: 69 screens equipped, 180 at the end. In negotiation with 3 independent Austrian distributors</p> <p>2/ Portugal : 180 screens (Lusomundo) are going to be equipped - start during the summer. In negotiation with 3 local independent distributors</p> <p>3/ Czech Republic, Slovakia and Hungary: 170 of Palace Cinema's screens in the from the second half of 2009</p> <p>4/ Spain: in negotiation with 100 independent screens who have gathered for the digital transition</p>	<p>1/ France - Cinéville : 50 screens already equipped, 200 in the contract. In each cinema, the minimal configuration is : one small screen, one medium screen and one large screen equipped.</p> <p>2/ France - Cap Cinemas (7 multiplexes, 5 complexes = 90 screens)</p> <p>3/ Belgium: One cinema - 2 screens in June, one screen during the summer</p> <p>4/ Switzerland : negotiation with one multiplex and around 20 independent cinemas</p>	<p>1/ UK: 240 screens via the UKFC</p> <p>2/ France : 350 screens for CGR - 50 more to be equipped (but more difficult, because smaller screens with a more diverse programming...)</p> <p>3/ Netherlands : 13 screens for ABC - 60 screens at the end of 2009</p>
<b>Signature with US majors for all European territories</b>	All 6	4 (except Sony and Warner)	5 (except Warner)
<b>Estimated equipment costs</b>	100 000€ = 60 000€ (projector + server + TMS) + financial costs + profit XDC	60 000€ (projector + server + TMS)	62 000€ per screen
<b>Contract's length</b>	10 years but ends after recoupment of the equipment (estimated time : 8 years)	10 years but ends after recoupment of the equipment (estimated time : 7,5 years)	10 years but ends after recoupment of the equipment (estimated time : 8 years)
<b>Targeted Screens</b>	Screens with a minimum of 15 national releases per year	<p>1/ For multiplexes: screens with a minimum of 15 national releases per year</p> <p>2/ But global approach: the cinemas with lots of national releases make up for the cinemas with a smaller number of films per year : cf the Cineville/Cinediffusion System in France (creation of a mutualized fund supplied with the Cineville multiplexes and the Cinediffusion smaller screens, so that all the screens can be equipped)</p>	
<b>Contracts' obligations</b>	<p>A certain percentage of the releases have to be digital and this percentage increases each year. This percentage usually fluctuates between 80% and 95%.</p> <p>But the determination of this percentage is part of the commercial negotiation between XDC and the distributors, and depends on the editorial line of each distributor.</p>	<p>1/ No obligation of releasing a minimal number of movies digitally during the first 2-3 years</p> <p>2/ But obligation to release digitally the movies that have a certain number of prints. For instance, in France, all the movies with more than 50 prints have to be released digitally.</p>	If a distributor signs a contract with AAM, a certain percentage of his releases have to be digital. This percentage usually fluctuates between 85% and 100% from the very beginning.

<b>Who pays the VPF</b>	Distributors, alternative content No VPF for trailers	Distributors, advertising companies, alternative content => common fund No VPF for trailers	Distributors, alternative content No VPF for trailers
<b>VPF model</b>	Decreasing VPF VPF starts at 700€ Week 2 : 100% = 700€ Week 3 : 75% = 525€ Week 4 : 60% = 420€ Week 5 : 45% = 315€ Week 6 : 30% = 210€ Week 7 : 0% = 0	Flexible model (VPF, screening fee, weekly fee...) 2 basic solutions: 1/ Decreasing VPF each week. VPF starts at 750€ (but this price can be negotiated). 2/ Flat VPF for the first 2 weeks and then you only pay a small percentage of the VPF Currently, the difference between the print cost paid by a large distributor and the one paid by a smaller distributor can reach 30%. Ymagis makes the commitment that the costs difference with digital prints won't exceed 10%. In addition, Ymagis analyzes with each distributor its 35mm costs and makes then a VPF proposal that enables cost savings with digital.	°Flexible model (flat fee or decreasing fee) °Depends on the commitment of the distributor to provide digital prints. 1/ If the distributor wants to sign only one movie : Flat fee = 750€ Decreasing Fee starts at 690€ 2/ if the distributor signs a one year contract with AAM: Flat fee : between 670 and 700€ (depending on the percentage of movies the distributor promises to release digitally) Decreasing Fee starts at 660-690€ 3/ if the distributor signs a 10 year contract with AAM: Flat fee : 645€ Decreasing Fee starts at 615€ ° Decreasing system: Week 1 : 100% Week 2 : 65% Week 3 : 45% Week 4 : 33% Week 5 : 25% Week 6 : 10% Week 7 : 0% = 0 °Possibility of screening fees, time fees, week fees....
<b>Cost of DCP</b> <i>(duplication, logistics, hard disk or dematerialized transportation...)</i> <b>+KDM</b>	1/DCP= 100€ 2/ KDM: 20€ package KDM (national releases ) and 5€ KDM after. 3/ The distributor has to pay a guarantee (250€) for the hard disk, then must send it back within 3 months. Otherwise XDC keeps the guarantee and the hard disc belongs to the distributor.	1/ DCP : *80€ when it's for screens equipped by Ymagis *100€ for other screens 2/ KDM : fixed price for one cinema, whatever the number of screens is. The price determination does not depend on the distributor's size but on its fidelity to Ymagis. 3/ No paying of a guarantee for the hard disk, but if the disk gets lost, the distributor has to pay a small fee afterwards	1/ DCP+first KDM package =100€ ; and 19€ KDM after (creation or prolongation) 2/ transportation : 20€ per hard disk 3/ The hard disk has to be sent back to AAM 3 weeks after the last booking of the film
<b>Trailer's costs</b> - Only one digital trailer per cinema (and not per screen) is needed	1/ Master : between 250€ and 500€, depending on the length of the trailer 2/ Print: 5€ (dvd) - 15€ (USB stick)	Print : 10€ (hard disk)	Print : 10€ (dvd) or 30€ (USB stick)
<b>Exhibitors' commitment</b>	The exhibitor promises not to ask for a new VPF after the end of the 10year contract.	The exhibitor promises not to ask for a new VPF after the end of the 10year contract.	The exhibitor promises not to ask for a new VPF after the end of the 10year contract.
<b>Financing of 3D</b>	No financing of the 3D via the VPF	No financing of the 3D via the VPF	No financing of the 3D via the VPF
<b>Alternative content</b>	VPF Fee depends on the booking time (higher fee on Saturday evening for instance). If the screening lasts more than 3 hours (operas...), then the VPF is doubled.	Time fees (fee per minute) Fee depends on the booking time (higher fee on Saturday evening for instance)	Time fees (fee per minute) Fee depends on the booking time (higher fee on Saturday evening for instance)

## List of participants

Company	Name	E-mail adress
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Cirko Film	Zsuzsi BANKUTI	zsuzsi@cirkofilm.hu
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Senator	Reik MÖLLER	r.moeller@senator.de
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## Last and upcoming releases of the participants

### ABC Distribution

**Country: Belgium**  
**Contact: Chantal Krakowski**  
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#### References - Last films released

	Title	Director(s)	Country	Date of release
1	Soul Power	Jeffrey Levy-Hinte	USA	01/07/09
2	Pranzo di Ferragosto	Gianni di Gregorio	Italy	10/06/09
3	London River	Rachid Bouchareb	UK/France/Algeria	29/04/09
4	Boy A	John Crowley	UK	11/03/09
5	Birdwatchers	Marco Bechis	Italy/Brazil	04/03/09

#### References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	La Ventana	Carlos Sorin	Argentina/Spain	05/08/09
2	Un Prophète	Jacques Audiard	France/Italy	26/08/09
3	Buddenbrooks	Heinrich Broeler	Germany	02/09/09
4	Il papa di Giovanna	Pupi Avati	Italy	14/10/09
5	La Siciliana Ribelle	Marco Amenta	Italy/France	04/11/09

### Agora Films

**Country: Switzerland**  
**Contact: Laurent Dutoit**  
**Email: ldutoit@agorafilms.ch**

#### References - Last films released

	Title	Director(s)	Country	Date of release
1	Les Plages d'Agnès	Agnès Varda	France	01/04/09
2	Welcome	Philippe Lioret	France	11/03/09
3	Elève Libre	Joachim Lafosse	Belgium/France	11/02/09
4	La Vie Moderne	Raymond Depardon	France	07/01/09
5	Témoign Indésirable	Juan José Lozano	Switzerland/France	19/11/08

#### References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Le Roi de l'Evasion	Alain Guiraudie	France	15/07/09
2	Demain Dès l'Aube	Denis Dercourt	France	12/08/09
3	Z32	Avi Mograbi	France/Israel	26/08/09
4	Les Regrets	Cédric Kahn	France	02/09/09
5	La Horde	Yannick Dahan/Benjamin Rocher	France	30/09/09

# Artificial Eye

**Country: UK**  
**Contact: Ross Fitzsimons**  
**Email: ross.fitzsimons@curzonae.com**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Katyn	Andrezj Wajda	Poland	19/06/09
2	La Fille Coupée en Deux	Claude Chabrol	France	22/05/09
3	O'Horten	Bent Hamer	Norway/Germany/France	08/05/09
4	Il Divo	Paolo Sorrentino	Italy/France	20/03/09
5	Entre les Murs	Laurent Cantet	France	27/02/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Antichrist	Lars Von Trier	Denmark/Germany/France	24/07/09
2	Katalin Varga	Peter Strickland	Romania/UK/Hungary	24/07/09
3	Pranzo di Ferragosto	Gianni di Gregorio	Italy	14/08/09
4	Fish Tank	Andrea Arnold	UK	11/09/09
5	Les Plages d'Agnès	Agnès Varda	France	TBA

# Atalanta Filmes

**Country: Portugal**  
**Contact: Sofia Benard**  
**Email: sofiab@atalantafilmes.com**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Home	Ursula Meier	France/Belgium/Switzerland	02/07/09
2	Shotgun stories	Jeff Nichols	USA	11/06/09
3	Un Conte de Noël	Arnaud Desplechin	France	21/05/09
4	Une Vieille Maîtresse	Catherine Breillat	France	21/05/09
5	Tulpan	Sergei Dvortsevov	Germany/Kazakhstan	23/04/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Soit je meurs, soit je vais mieux	Laurence Ferreira Barbosa	France	16/07/09
2	Les Bureaux de Dieu	Claire Simon	Belgium/France	23/07/09
3	Séraphine	Martin Provost	France	06/08/09

# Budapest Film

**Country: Hungary**  
**Contact: Gabor Csurdi**  
**Email: gcsurdi@budapestfilm.hu**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Blindness	Fernando Meirelles	Canada/Brazil/Japan	11/06/09
2	Brideshead Revisited	Julian Jarrold	UK	14/05/09
3	Man on Wire	James Marsh	UK/USA	14/05/09
4	Les Femmes de l'ombre	Jean-Paul Salomé	France	07/05/09
5	The Reader	Stephen Daldry	USA/Germany	23/04/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Last Chance Harvey	Joel Hopkins	USA	06/08/09
2	Drag me to Hell	Sam Raimi	USA	13/08/09
3	Two Lovers	James Gray	USA	03/09/09
4	Los Abrazos Rotos	Pedro Almodovar	Spain	24/09/09
5	The Limits of Control	Jim Jarmusch	Spain/USA/Japan	01/10/09

# Cineworx

**Country: Switzerland**  
**Contact: Marynelle Debétaz**  
**Email: debetaz@cineworx.ch**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Revanche	Götz Spielmann	Austria	18/06/09
2	Aanrijding in Moscou (Moscow, Belgium)	Christophe Van Rompaey	Belgium	22/04/09
3	Trigger	Gunnar Vikene	Norway	11/12/08
4	Princess of Nebraska	Wayne Wang	USA	10/09/08
5	Khadak	Peter Brosens/Jessica Hope Woodworth	Belgium/Germany/Netherlands	05/06/08

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Storm	Hans-Christian Schmid	Germany/Denmark/Netherlands	Fall 2009
2	Willi und die Wunder dieser Welt	Arne Sinnwell	Germany	Fall 2009
3	Pettson & Findus – Glömligheter	Jørgen Lerdam/Anders Sørensen	Sweden	Fall 2009

# Cirko Film

**Country: Hungary**  
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**Email: zsuzsi@cirkofilm.hu**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Aanrijding in Moscou (Moscow, Belgium)	Christophe Van Rompaey	Belgium	02/07/09
2	Entre les Murs	Laurent Cantet	France	23/04/09
3	Slepé Lásky (Blind Loves)	Juraj Lehotský	Slovakia	19/03/09
4	Louise Michel	Gustave de Kervern/Benoît Delépine	France	15/01/09
5	Fuera de carta	Nacho G. Velilla	Spain	01/01/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Pranzo di Ferragosto	Gianni di Gregorio	Italy	27/08/09
2	In einem Jahr mit 13 Monden	Rainer Werner Fassbinder	West Germany	03/09/09
3	In the Loop	Armando Iannucci	UK	10/09/09
4	Sveitabrúðkaup (Country Wedding)	Valdís Óskarsdóttir	Iceland	01/10/09
5	Nord	Rune Denstad Langlo	Norway	22/10/09

# Estinfilm

**Country: Estonia**  
**Contact: Mati Sepping**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	Beautiful Bitch	Martin Theo Krieger	Germany	22/05/09
2	Fighter	Natasha Arthy	Denmark	24/04/09
3	Leo	Josef Fares	Sweden	06/02/09
4	Joulutarina (Christmas Story)	Juha Wuolijoki	Finland	28/11/09
5	Chasseurs de Dragons (Dragon Hunters)	Guillaume Ivernel/Arthur Qwak	France/Germany/Luxembourg	07/11/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Kærlighed på film (Just Another Love Story)	Ole Bornedal	Denmark	Tbc September 2009
2	Antichrist	Lars Von Trier	Denmark/Italy/France...	09/10/09
3	Der Knochenmann	Wolfgang Murnberger	Germany	November 2009
4	Lilly the Witch	Stefan Ruzowitzky	Germany/Italy/Austria	January 2010
5	Turtle: the incredible journey	Nick Stringer	UK/Austria	Tbc February 2010

# Filmmuseum

**Country: Netherlands**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	Liverpool	Lisandro Alonso	Argentina/France	04/06/09
2	Rocco e i suoi Fratelli	Luchino Visconti	Italy/France	28/05/09
3	Tulpan	Sergei Dvortsevov	Germany/Kazakhstan	07/05/09
4	Delta	Kornél Mundruczó	Germany/Hungary	23/04/09
5	Still Walking	Hirokazu Kore-eda	Japan	09/04/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	The Most Distant Course	Jing-Jie Lin	Taiwan	25/07/09
2	Wendy And Lucy	Kelly Reichardt	USA	06/08/09
3	Blind Pig Who Wants to Fly	Edwin	Indonesia	20/08/09
4	Last Conversation	Noud Heerkens	Netherlands	10/09/09
5	Gigante	Adrián Biniez	Uruguay/Argentina/Germany	01/10/09

# Filmtrade

**Country: Greece**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	La Fille de Monaco	Anne Fontaine	France	02/07/09
2	Lola Montès	Max Ophüls	France/West Germany	11/06/09
3	La frontière de l'aube	Philippe Garrel	France	14/05/09
4	Séraphine	Martin Provost	France/Belgium	09/04/09
5	Comme les autres (Babylove)	Vincent Gareng	France	15/01/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Pranzo di Ferragosto	Gianni di Gregorio	Italy	23 July 2009
2	Birdwatchers	Marco Bechis	Italy/Brazil	August 2009
3	Desert Flower	Sherry Horman	UK/Germany/Austria	October 2009
4	Welcome	Philippe Lioret	France	November 2009

# Folkets Bio

**Country: Sweden**  
**Contact: Marie Booberg**  
**Email: marie@folketsbio.se**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Séraphine	Martin Provost	France	26/06/09
2	Maradona	Emir Kusturica	Spain/France	29/05/09
3	Pour Elle	Fred Cavayé	France	22/05/09
4	Filth And Wisdom	Madonna	UK	15/05/09
5	A Complete History Of My Sexual Failures	Chris Waitt	UK	24/04/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Still Walking	Hirokazu Kore-eda	Japan	17/07/09
2	Pranzo di Ferragosto	Gianni di Gregorio	Italy	31/07/09
3	99% Ærlig	Rune Denstad Langlo	Norway	07/08/09
4	Il Divo	Paolo Sorrentino	Italy	14/08/09
5	Videocracy	Erik Gandini	Sweden	28/08/09

# Frenetic Films

**Country: Switzerland**  
**Contact: Monika Weibel**  
**Email: monika.weibel@frenetic.ch**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Venkovský ucitel (The Country Teacher)	Bohdan Sláma	Czech Republic/France/Germany	26/06/09
2	Ne te retourne pas	Marina de Van	France/Italy/Luxembourg	17/06/09
3	Millenium - Män som hatar kvinnor	Niels Arden Oplev	Sweden/Denmark/Germany	13/05/09
4	Der Knochenmann	Wolfgang Murnberger	Austria	19/03/09
5	The Wrestler	Darren Aronofsky	USA/France	18/02/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Freunde	Tony Loeser/Jesper Møller	Germany/Italy/France	23/07/09
2	Whatever Works	Woody Allen	USA/France	12/08/09
3	Ocean 3D	Jean-Michel Cousteau	UK	26/08/09
4	I Love You Phillip Morris	Glenn Ficarra/John Requa	USA	09/09/09
5	Peppermint	Pipilotti Rist	Switzerland/Austria	10/09/09

# Genci / Kino ABC

**Country: Republic of Kosova**  
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## References - Movies released in the last 6 months

	Title	Director(s)	Country
1	Terminator Salvation	McG	USA/Germany/UK/Italy
2	Ama Doren (Hold my Hand)	Ismet Sijarina	Albania
3	Ne dhe Lenini	Saimir Kumburo	Albania/France/Macedonia
4	Fauteuil d'orchestre	Danielle Thompson	France
5	Tout un hiver sans feu	Greg Zglinski	Greg Zglinski

## References - Movies to be released in the next 3 months

	Title	Director(s)	Country
1	Bay	Jon Hurwitz/Hayden Schlossberg	USA
2	Revolutionary Road	Sam Mendes	USA/UK
3	Slumdog Millionaire	Danny Boyle	UK
4	The Talking of the Pelham 1 2 3	Tony Scott	USA/UK

# Gutek Film

**Country: Poland**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	Venkovský učitel	Bohdan Sláma	Czech Republic/France	19/06/09
2	Antichrist	Lars Von Trier	Denmark/Germany/France	29/05/09
3	Elle s'appelle Sabine	Sandrine Bonnaire	France	29/05/09
4	Disgrace	Steve Jacobs	Australia/South Africa	22/05/09
5	Wino truskawkowe	Dariusz Jabłoński	Poland/Slovakia	08/05/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Palermo Shooting	Wim Wenders	Germany/France/Italy	21/08/09
2	Los Abrazos Rotos	Pedro Almodovar	Spain	25/09/09
3	My Winnipeg	Guy Maddin	Canada	02/10/09
4	Séraphine	Martin Provost	France/Belgium	23/10/09
5	Nord	Rune Denstad Langlo	Norway	06/11/09

# Imagine Film Distribution

**Country: Belgium**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	Chop Shop	Ramin Bahrani	USA	10/06/09
2	Muukalainen (The Stranger)	J.-P. Valkeapää	Finland/Estonia/Germany	20/05/09
3	Enjoy Poverty	Renzo Martens	Netherlands	13/05/09
4	Pescuit sportiv	Adrian Sitaru	Romania/France	15/04/09
5	Nos enfants nous accuseront	Jean-Paul Jaud	France	15/04/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Asbe du-pa (Two-legged Horse)	Samira Makhmalbaf	Iran	29/07/09
2	Kabul Kid	Barmak Akram	France/Afghanistan	29/07/09
3	Polvo nuestro que estás en los cielos	Beatriz Flores Silva	Uruguay	05/08/09
4	Bancs publics (Versailles rive droite)	Bruno Podalydes	France	12/08/09
5	Goodbye Solo	Ramin Bahrani	USA	26/08/09

# Jour 2 Fête

**Country: France**  
**Contact: Sarah Chazelle**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	La teta Asustada	Claudia Llosa	Spain/Peru	17/06/09
2	Jerichow	Christian Petzold	Germany	22/04/09
3	Yella	Christian Petzold	Germany	22/04/09
4	Of Time And The City	Terence Davies	UK	04/02/09
5	La vraie vie est ailleurs	Frédéric Choffat	Switzerland	07/01/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Munyurangabo	Lee Isaac Chung	Rwanda/USA	07/10/09
2	DeUsynlige (Troubled Water)	Erik Poppe	Norway	November 2009

# Kino Swiat

**Country: Poland**  
**Contact: Marcin Piasecki**  
**Email: marcin@kinoswiat.pl**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Moomin and the midsummer madness	Maria Lindberg	Finland/Austria/Poland	15/05/09
2	30 Days of Night	David Slade	USA	30/04/09
3	Vicky Cristina Barcelona	Woody Allen	Spain/USA	17/04/09
4	Diario de una ninfómana	Christian Molina	Spain	03/04/09
5	The Reader	Stephen Daldry	USA/Germany	13/03/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Dorothy Mills	Agnès Merlet	Ireland/France	17/07/09
2	The true Story of Puss'n Boots	Jérôme Deschamps, Pascal Hérold	France	31/07/09
3	Largo Winch	Jérôme Salle	France	14/08/09
4	Miłość na wybiegu	Krzysztof Lang	Poland	21/08/09

# Les Films du Losange

**Country: France**  
**Contact: Régine Vial**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	Antichrist	Lars Von Trier	Denmark/Italy/France	03/06/09
2	Sois sage	Juliette Garcias	Denmark/France	15/04/09
3	Un chat un chat	Sophie Fillières	France	25/03/09
4	Z32	Avi Mograbi	France/Israel	18/02/09
5	Ein Augenblick Freiheit	Arash T. Riahi	Austria/France/Turkey	28/01/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Le roi de l'Evasion	Alain Guiraudie	France	15/07/09
2	Marching Band	Claude Miller	France	05/08/09
3	36 vues du Pic Saint-Loup	Jacques Rivette	Italy/France	09/09/09
4	Le Ruban Blanc	Michael Haneke	Austria/France/Germany	21/10/09
5	Le père de mes enfants	Mia Hansen-Løve	France/Germany	16/12/09

# Lumière

**Country: Belgium**  
**Contact: Annemie Degryse**  
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## References - Last films released

	Title	Director(s)	Country	Date of release
1	Still Walking	Hirokazu Kore-eda	Japan	27/05/09
2	Millenium - Män som hatar kvinnor	Niels Arden Oplev	Sweden/Denmark/Germany	20/05/09
3	In the Electric Mist	Bertrand Tavernier	USA/France	22/04/09
4	Chéri	Stephen Frears	UK/France/Germany	08/04/09
5	La fille du RER	André Téchiné	France	18/03/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Partir	Catherine Corsini	France	12/08/09
2	Les Regrets	Cédric Kahn	France	09/09/09
3	Le siffleur	Philippe Lefebvre	France	16/09/09
4	The September Issue	R.J. Cutler	USA	16/09/09
5	Demain Dès l'Aube	Denis Dercourt	France	TBA

# Midas

**Country: Portugal**  
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**Email: marta.fernandes@midas-filmes.pt**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	To each his own Cinema	Various	France	14/05/09
2	As Operações SAAL	João Dias	Portugal	07/05/09
3	A Corte do Norte	João Botelho	Portugal	19/03/09
4	Patti Smith: Dream of Life	Steven Sebring	USA	05/03/09
5	Caos Calmo	Antonio Luigi Grimaldi	Italy	18/12/08

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Les Plages d'Agnès	Agnès Varda	France	July 2009
2	Filth And Wisdom	Madonna	UK	August 2009
3	Gigante	Adrián Biniez	Uruguay/Argentina/Germany	TBA
4	Tales from the Golden Age	Ioana Uricaru/Cristian Mungiu...	Romania/France	TBA
5	Katalin Varga	Peter Strickland	Romania/UK/Hungary	TBA

# Mikado Films

**Country: Italy**  
**Contact: Emilia Bandel**  
**Email: emilia.bandel@mikado.it**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Fist of the North Star: Raoh Side Story Fierce	Toshiki Hirano	Japan	12/06/09
2	How To Lose Friends & Alienate People	Robert B. Weide	UK	08/05/09
3	L'ultimo crodino	Umberto Spinazzola	Italy	20/03/09
4	Aspettando il sole	Ago Panini	Italy	20/02/09
5	Il y a longtemps que je t'aime	Philippe Claudel	France/Germany	06/02/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	L'uomo che verrà	Giorgio Diritti	Italy	September 2009
2	Untitled Michael Moore project	Michael Moore	USA	October 2009
3	Blindness	Fernando Meirelles	Canada/Brazil/Japan	November 2009
4	Io sono l'amore	Luca Guadagnino	Italy	November 2009
5	In the Electric Mist	Bertrand Tavernier	USA/France	December 2009

# Non Stop Entertainment

**Country: Sweden**  
**Contact: Johannes Glaumann**  
**Email: johannes.glaumann@milleniumgroup.se**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Downloading Nancy	Johan Renck	USA	01/05/09
2	The Wrestler	Darren Aronofsky	USA/France	13/02/09
3	Lars and the real girl	Craig Gillespie	USA	23/01/09
4	Gomorra	Matteo Garrone	Italy	09/01/09
5	Frozen River	Courtney Hunt	USA	02/01/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Johnny Mad Dog	Jean-Stéphane Sauvaire	France/Belgium/Liberia	10/07/09
2	Brúðguminn (White Night Wedding)	Baltasar Kormákur	Iceland	07/08/09
3	Man tänker sitt	Henrik Hellström, Fredrik Wenzel	Sweden	28/08/09
4	The September Issue	R.J. Cutler	USA	04/09/09
5	London River	Rachid Bouchareb	UK/France/Algeria	TBA

# Notro Films

**Country: Spain**  
**Contact: Ania Jones**  
**Email: ajones@notrofilms.com**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Cleaner	Renny Harlin	USA	12/06/09
2	Cosas insignificantes	Andrea Martinez	Mexico/Spain	15/05/09
3	Una cierta verdad	Abel García Roure	Spain	08/05/09
4	Le Voyage du Ballon Rouge	Hou Hsiao Hsien	France	17/04/09
5	Blindness	Fernando Meirelles	Canada/Brazil/Japan	13/03/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Ex	Fausto Brizzi	Italy/France	24/07/09
2	Mal día para pescar	Álvaro Brechner	Spain/Uruguay	Autumn 2009
3	The New Daughter	Luis Berdejo	USA	Autumn 2009
4	Oceans	Jacques Perrin/Jacques Cluzaud	France/Spain	2010

# Prokino Filmverleih

**Country: Germany**  
**Contact: Ira Von Gienanth**  
**Email: ira.gienanth@prokino.de**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Alle Anderen	Maren Ade	Germany	18/06/09
2	Slumdog Millionaire	Danny Boyle	UK	19/03/09
3	Bienvenue chez les ch'tis	Dany Boon	France	30/10/08
4	Gomorra	Matteo Garrone	Italy	11/09/08
5	Paris	Cedric Klapisch	France	17/07/08

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Le code a changé	Danièle Thompson	France	16/07/09
2	Chéri	Stephen Frears	UK/France/Germany	16/08/09
3	Hachiko: A Dog's Story	Lasse Hallström	USA	15/10/09
4	Sin Nombre	Cary Fukunaga	Mexico/USA	TBA

# Pyramide Distribution

**Country: France**  
**Contact: Philippe Leconte**  
**Email: phleconte@pyramidefilms.com**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Fais-moi Plaisir	Emmanuel Mouret	France	24/06/09
2	Easy Virtue	Stephan Elliott	UK/Canada	06/05/09
3	Still Walking	Hirokazu Kore-eda	Japan	22/04/09
4	Boy A	John Crowley	UK	25/02/09
5	La régate	Bernard Bellefroid	Belgium	17/02/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Sans rancune	Yves Hanchar	Belgium	15/07/09
2	Partir	Catherine Corsini	France	12/08/09
3	Ordinary People	Vladimir Perisic	France/Switzerland/Serbia	26/08/09
4	Humpday	Lynn Shelton	USA	16/09/09
5	Irène	Alain Cavalier	France	28/10/09

# Rosebud

**Country: Greece**  
**Contact: Zinos Panagiotidis**  
**Email: zpan@odeon.gr**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Southland Tales	Richard Kelly	Germany/USA/France	14/05/09
2	Ne touchez pas la hache	Jacques Rivette	France/Italy	07/05/09
3	Güz sancisi	Tomris Giritlioglu	Turkey	30/04/09
4	Tulpan	Sergei Dvortsevov	Germany/Kazakhstan	23/04/09
5	Z	Costa Gavras	Algeria/France	02/04/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Home	Ursula Meier	Switzerland/France/Belgium	09/07/09
2	That Day	Jacob Berger	Switzerland/France	30/07/09
3	Five Minutes of Heaven	Oliver Hirschbiegel	UK	27/08/09
4	Ricky	François Ozon	France/Italy	10/09/09
5	Millenium - Män som hatar kvinnor	Niels Arden Oplev	Sweden/Denmark/Germany	01/10/09

# Schwarzweiss

**Country: Germany**  
**Contact: Matthias Keuthen**  
**Email: info@schwarzweiss-filmverleih.de**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Sagan	Diane Kurys	France	01/01/09
2	Novemberkind	Christian Schwochow	Germany	20/11/08
3	Die Entdeckung der Currywurst	Ulla Wagner	Germany	11/09/08
4	Saint-Jacques... La Mécque	Coline Serreau	France	06/09/07
5	Vitus	Fredi M. Murer	Switzerland	21/12/06

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Die Ständesbeamtin	Micha Lewinsky	Switzerland	15/10/09

# Senator

**Country: Germany**  
**Contact: Reik Möller**  
**Email: r.moeller@senator.de**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Crossing Over	Wayne Kramer	USA	15/06/09
2	The Promotion	Steven Conrad	USA	04/06/09
3	L'ennemi public n°1	Jean-François Richet	France/Canada/Italy	21/05/09
4	Boy A	John Crowley	UK	07/05/09
5	L'instinct de Mort	Jean-François Richet	France/Canada/Italy	21/04/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	La misma luna	Patricia Riggen	Mexico/USA	09/07/09
2	Killshot	John Madden	USA	16/07/09
3	Mitte Ende August	Sebastian Schipper	Germany	30/07/09
4	Tropa de elite	José Padilha	Brazil/Netherlands/USA	06/08/09
5	Zack and Miri Make a Porno	Kevin Smith	USA	13/08/09

# Soda Pictures

**Country: UK**  
**Contact: Edward Fletcher**  
**Email: edward@sodapictures.com**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Fugitive Pieces	Jeremy Podeswa	Canada/Greece	29/05/09
2	Modern Life	Raymond Depardon	France	03/04/09
3	Wonderful Town	Aditya Assarat	Thailand	13/03/09
4	Wendy And Lucy	Kelly Reichardt	USA	06/03/09
5	Who Killed Nancy	Alan G. Parker	UK	06/02/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Wolke Neun	Andreas Dresen	Germany	10/07/09
2	Mad, Sad & Bad	Avie Luthra	UK	31/07/09
3	Home	Ursula Meier	Switzerland/France/Belgium	07/08/09

# Valentim de Carvalho

**Country: Portugal**  
**Contact: Luis Froes**  
**Email: lfroes@valentim.pt**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	The True Story of Puss'n Boots	Jérôme Deschamps, Pascal Hérold	France	10/06/09
2	Five Minutes of Heaven	Oliver Hirschbiegel	UK	21/05/09
3	La journée de la Jupe	Jean-Paul Lilienfeld	France	30/04/09
4	Última Parada 174	Bruna Barreto	Brazil	02/04/09
5	Adam Resurrected	Paul Schrader	Germany/USA/Israel	12/03/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	Anonyma - Eine Frau in Berlin	Max Färberböck	Germany/Poland	16/07/09
2	My Life in Ruins	Donal Petrie	USA/Spain	27/08/09
3	Lesbian Vampire Killers	Phil Claydon	UK	10/09/09
4	Away we go	Sam Mendes	USA/UK	24/09/09
5	Taking Woodstock	Ang Lee	USA	15/10/09

# Wild Bunch Benelux

**Country: Netherlands**  
**Contact: Pim Hermeling**  
**Email: pim@wildbunch.nl**

## References - Last films released

	Title	Director(s)	Country	Date of release
1	Témoign Indésirable	Juan José Lozano	Switzerland/France	18/06/09
2	Soeur Sourire	Stijn Coninx	Belgium/France	13/05/00
3	Pranzo di Ferragosto	Gianni di Gregorio	Italy	12/03/09
4	Picnic	Adrian Sitaru	Romania/France	04/02/09
5	Séraphine	Martin Provost	France/Belgium	28/01/09

## References - Upcoming releases

	Title	Director(s)	Country	Date of release
1	El niño pez	Lucía Puenzo	Argentina/France/Spain	09/07/09
2	Goodbye Solo	Ramin Bahrani	USA	17/09/09
3	Gigante	Adrián Biniez	Uruguay/Argentina/Germany	12/11/09
4	Welcome	Philippe Lioret	France	26/11/09
5	North	Rune Denstad Langlo	Norway	07/01/09

## Useful Information

### **Going from the airport to the hotel :**

Of course, there will be no problem if you take a taxi, but some of you may prefer to take the train, as it will be as fast and much cheaper. Here is how it works:

#### **From Orly Airport:**

Take the **RER C** from the station called **“Pont de Rungis Aéroport d'Orly”** in the direction of **Pontoise**. Then stop at **Bibliothèque François Mitterand**, then you can look on the maps below how to walk to the hotel.

The train trip should last normally **20 minutes**.

#### **From Roissy Charles de Gaulle:**

Take the **RER B** from **Aéroport Charles de Gaulle 1** in the direction of **Robinson or Saint Rémy les Chevreuses**. Then **stop at Chatelet les Halles**. Finally, take the **Metro line 14** in direction of **Olympiades** and stop at **Bercy**.

Then, you will be very close from the hotel on the rue de Bercy.

### **ACCREDITATION:**

-We will give you your badge on the first day of conference on Monday afternoon

### **Hotel:**

All Seasons - Paris Bercy  
77 rue de Bercy  
Tel: (+33)1/53465050

### **Workshop venues:**

Bibliothèque Nationale François Mitterand (BNF)  
Quai François-Mauriac  
75706 Paris Cedex 13

### **Cocktail and party on Monday night:**

Limelight - MK2 bibliothèque  
128-162 avenue de France  
75013 Paris

### **Restaurant of Tuesday night:**

Cha Cha Club  
47 rue Berger  
75001 Paris  
Metro, line 14, from Bibliothèque François Mitterrand to Chatelet.

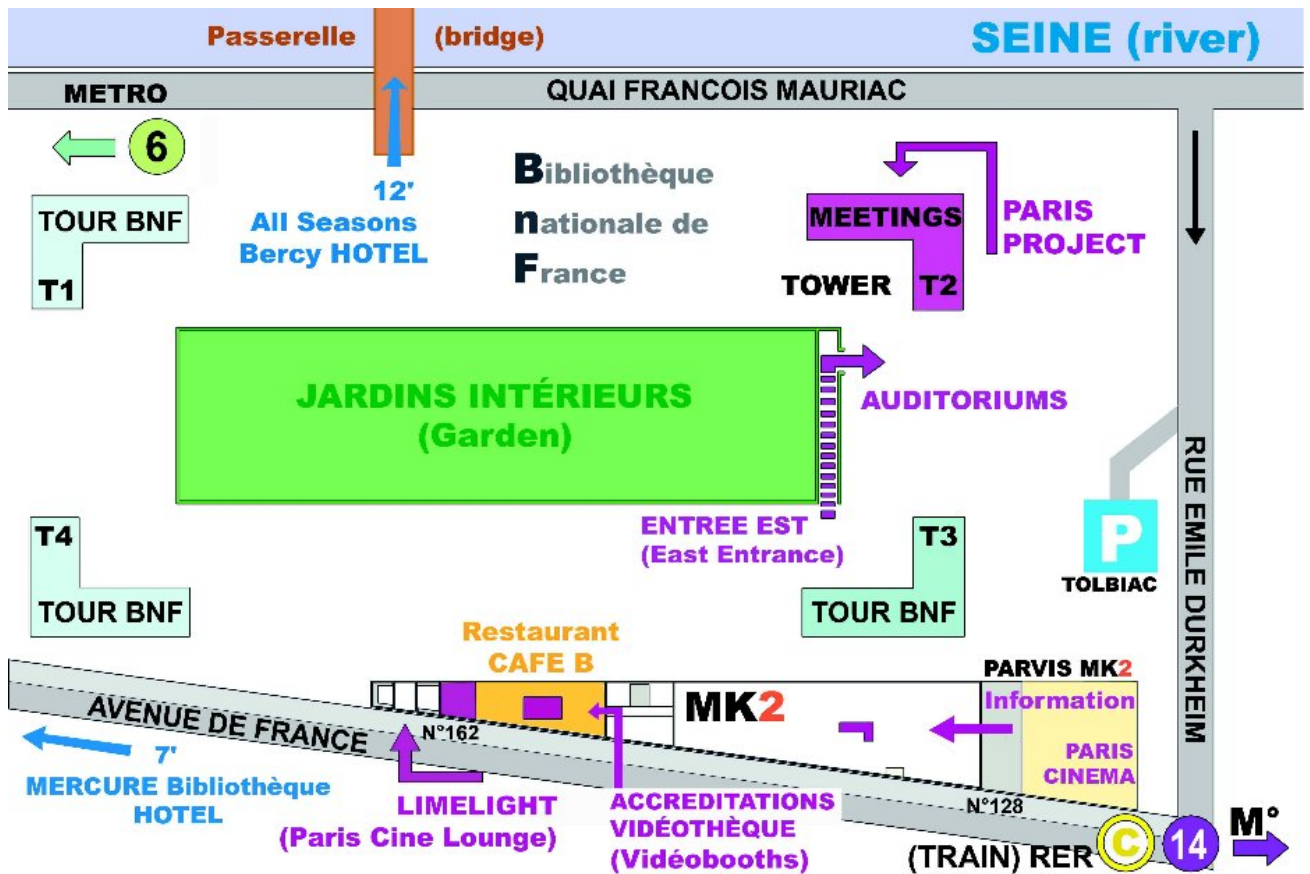
### **Contacts in Paris Project:**

**-Lucas Rosant :** +33 6 09 18 26 67

**-Thibaut Bracq :** +33 6 25 86 49 74

**-Csilla Deak:** +33 6 87 05 21 29

## Map of the main useful places:



## About Europa Distribution

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**Italy** ▪ *Bim distribuzione*, Valerio de Paolis & Antonio Medici – *Lucky Red*, Andrea Occhipinti & Stefano Massenzi – *Media Film SPA*, Ernesto Tabarelli – *Mikado*, Emilia Bandel – *Teodora*, Cesare Petrillo.

**Kosovo** ▪ *Genci/Kino ABC*, Milazim Salihu

**Norway** ▪ *Arthaus*, Svend Jensen – *Oro Films*, Willy Johansen.

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

**Portugal** ▪ *Atalanta Filmes*, Paolo Branco – *Lnk Audiovisuals*, João Paulo Abreu – *Midas*, Pedro Borges – *Valentim de Carvalho*, Luis Froes.

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**Contact : Adeline Monzier** – [adeline.monzier@europa-distribution.org](mailto:adeline.monzier@europa-distribution.org)

**More information on :** [www.europa-distribution.org](http://www.europa-distribution.org)