

EUROPA DISTRIBUTION

15th ANNUAL CONFERENCE IN ROME
October 13-17 2021



**Business
ahead**

Mercato Internazionale
Audiovisivo
Film-Drama-Doc

ROME OCTOBER 13 | 17 2021

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Creative
Europe
MEDIA



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PROGRAMME

In **Purple** the Europa Distribution activities and in **Grey**, the activities linked to the MIA (see programme on [MyMIA](#) access with your personal credentials)

WEDNESDAY OCTOBER 13

ARRIVALS

17:00 – 19:15 **EUROPA DISTRIBUTION GENERAL ASSEMBLY**
Venue: Cinema Moderno, Sala 1 – Piazza della Repubblica 43

19.30 **EUROPA DISTRIBUTION GET-TOGETHER DINNER**
Venue: Ristorante il Boncompagni, Via Boncompagni, 83, Rome

THURSDAY OCTOBER 14

09.00 – 11.45 **EUROPA DISTRIBUTION CLOSED WORKSHOP – Round tables and discussions**
Venue: Cinema Moderno, Sala 1 – Piazza della Repubblica 43

Round Tables topics:

- Discussion on the MEDIA Schemes and paths for positive evolution
- Creation of a template for efficient local Selective scheme and the support for non-national independent/arthouse film distribution post-Covid support
- Discussion on the impact of streamers on theatrical and online releases (exhibition, windows, day-and-date, impact Majors' policy on releases and windows and the consequent evolution of BO shares)
- Recipes for enhanced collaboration between distributors (shared marketing, material, ideas...)
- Ideas to reach out to young audiences
- How to make the distribution sector greener
- Innovation tools to support distributors and their work

FRIDAY OCTOBER 15

All Day **MIA Activities (market screenings, meeting, TV and Doc co-productions, market pitching sessions)**
See programme on [MyMIA](#) access with your personal credentials

SATURDAY OCTOBER 16

9.30 - 11.00 EUROPA DISTRIBUTION & MIA PUBLIC PANEL

Venue: Cinema Moderno, Sala 3 – Piazza della Repubblica 43

**The “EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT DISTRIBUTION BUT WERE AFRAID TO ASK” Series:
RECOVER, REBOOT, RESHAPE**

The Covid-19 outbreak brought huge disruption to the film industry and impacted the way audiences watched films when there was no other choice. Theatres and traditional movie-going were hugely disrupted, and the streamers provided nearly the only possible option to access stories and entertainment during the long hours of the confinement. If some saw the emergence of a revolutionary “New Normal” in terms of business and culture, others suggested that pre-pandemic trends were accelerated. Where is the reality in such diverse markets?

Film publishers and distributors are now coming to terms with the longer-term effects of the crisis and in what ways their business would evolve. Among the discussion points will be:

- *How far have audience consumption patterns really changed and where are they going?*
- *How can tradition and innovation match to bring quality films to audience everywhere?*
- *How to build findability and visibility and increase this visibility and the diversity of subscription in every household*
- *When it comes to visibility of independent films online, what are the tools available? Will the quotas and prominence tools change anything for the films released by distributors?*
- *Is VOD capable of building its own demand without a theatrical push and is there finally a sustainable VOD revenues model?*
- *How will the VOD market develop and will streamers’ demand for quality European film disrupt independent distribution? Will it impact the availability of these titles on different windows?*
- *How is the theatrical market and cinema experience developing and how can distributors maximise the reach, engagement and revenues in a constantly evolving ecosystem?*

SPEAKERS: **Thania Dimitrakopoulou** – Head of Sales, The Match Factory (DE)
Eve Gabereau – CEO, Modern Films (UK)
Catalina-Mihaela Iordache – PhD Researcher, SMIT-VUB (BE)
Olivier Van den Broeck – Managing Partner, The Searchers (Benelux)

MODERATOR: **Michael Gubbins** – Analyst, journalist and consultant (UK)

DEPARTURES

SUNDAY OCTOBER 20

MIA ACTIVITIES & DEPARTURES

USEFUL INFORMATION

TO ENTER IN ITALY

It is mandatory for everybody to fill in the following Self-declaration [e-Form](#) and to present a valid Covid-19 Green Certificate (Green Pass) for entering Italy from abroad.

For more information relative to the measures applied in Italy, please check the updates on the [website of the Italian Ministry of Foreign Affairs](#), the [InfoCOVID questionnaire](#) and the [website of Rome's Airports](#).

TRANSPORTATION

TO REACH ROME CITY CENTRE

All the information below comes from the airports' websites. Please refer to them for all the details:

- Ciampino (<https://www.adr.it/web/aeroporti-di-roma-en/pax-cia-to-from>) or
- Fiumicino (<https://www.adr.it/web/aeroporti-di-roma-en/pax-fco-to-and-from>)

TRAIN:

- Ciampino: **The nearest train station to the airport is in the town of Ciampino**, connected to the airport by buses (journey time of 10 minutes on average, buses every 30 minutes); A train service connects the Ciampino railway station to the Termini railway station in an average time of 15 minutes. You can buy an integrated ticket (Ciampino Airlink) at the airport for 2,70 €.

- Fiumicino: **Leonardo Express**, a non-stop service exclusively for airport passengers to/from Rome Termini railway station leaving every 15 minutes with a journey time of 32 minutes. The ticket is 14 €.

!! Definitely the best option!!

At Termini railway station change to **METRO Line A** and stop at Barberini station to reach the MIA district.

TAXIS:

Taxi service is available at the Arrivals Terminals of both airports. Fixed fees apply. Going from Fiumicino to Termini railway station costs 48 €, from Ciampino to Termini railway station the price is 30 €.

Authorized Taxi vehicles are white with a "TAXI" sign on the roof. The symbol of the Municipality of reference is fixed to the front doors and the license number is located on the doors, on the back and inside the vehicle. Any other vehicle could be driven by persons not in possession of a valid taxi permit.

Pay attention to Uber cars: in Rome Uber only provides luxury cars at expensive rates.

BUS:

A daily connection between the airports and Rome Termini railway station is provided by these companies:

Sit

Tel.: +3906 5916826 / 06
5923507

www.sitbusshuttle.it

Terravision

Helpdesk: Tel: +39 06 97610632
Termini Kiosk: +39 06 97843383

email:helpdesk@terravision.eu

www.terravision.eu

Romeairportbus-schiaffini

Tel.: +39 06 7130531 /+39 06
71305377

Email: aptciampino@schiaffini.com

www.romeairportbus.com

METRO:

Once you arrive at Termini railway station by bus, train or taxi, you can take **METRO Line A** and stop at Barberini station to reach the MIA district.

From **Ciampino airport**, you can take a local bus (run by Atral company) departing from Gate 2 of Atral and reach the Anagnina metro station. The ticket costs 1.20 € and the ride takes about 20 minutes. From Anagnina metro station you can take the A line of the metro, which stops both at Termini railway station and at Barberini station.

THE MIA DISTRICT

The MIA district is in the restricted traffic area in the centre of Rome:

- **CINEMA MODERNO – Piazza della Repubblica 43/45**

- **PALAZZO BARBERINI – Via delle Quattro Fontane 13**

Accessible by:

METRO:

Line A to Barberini

BUS:

Lines C3, 52, 53, 61, 62, 63, 80, 83, 85, 116, 150, 160, 175, 492, 590

CAR, PARKING LUDOVISI:

Via Ludovisi, 60 at 7-minute walk

GENERAL INFORMATION

ACCREDITATION

You won't need to collect a physical badge, you should have received the festival accreditation with your information and the QR Code to access the event via mail from MIA.

You will need to present your virtual access badge with the QR Code in order to enter the Barberini District.

Accreditation desk contact: accreditation@miamarket.it

CONTACTS ON-SITE

FOR QUESTIONS RELATED TO THE MIA

Francesca Palleschi f.palleschi@miamarket.it

FOR QUESTIONS RELATED TO THE ED ANNUAL CONFERENCE

Lucrezia Staccoli +32 485 23 72 85

Christine Eloy +32 496 20 86 22

MAP – MIA DISTRICT & ED ACTIVITIES



PALAZZO BARBERINI

Via delle Quattro Fontane, 13
+39 06 481 4591

RISTORANTE IL BONCOMPAGNI

Via Boncompagni, 83
+39 06 4201 6251

CINEMA MODERNO

Piazza della Repubblica, 43
+39 06 4890 0627

WHO'S WHO

MODERATOR



Michael Gubbins

Analyst, journalist and consultant (United Kingdom)

Michael Gubbins is an analyst, journalist and consultant, who has been working in the film, media and cultural sector for more than 15 years. He writes influential reports on the changing media and cultural environment in Europe; and is a sought-after and experienced moderator, keynote speaker and organiser of conferences, Think Tanks and events around the world. He has worked in more than 30 countries with organisations and businesses along the film value chain and across media sectors, including music, games and television. Gubbins was been

editor of leading film and creative industry publications, including Screen International and Screen Daily, and Music Week in a 25-year career in newspapers and magazines.

SPEAKERS



Thania Dimitrakopoulou

Head of Sales, The Match Factory (Germany)

Thania Dimitrakopoulou joined The Match Factory in 2007, first as festivals manager, but during her time at the company, she has been promoted to the sales team. Thania Dimitrakopoulou is the Head of Sales at The Match Factory.



Eve Gabereau

Founder & CEO, Modern Film (UK)

Eve Gabereau is the Founder and CEO of Modern Films, a London-based, female-led, social issues-driven production, distribution and virtual cinema company. The company was launched in 2017 with the release of *Manifesto* (starring Cate Blanchett) and Executive Production on the UK-Zambian feature *I Am Not a Witch*, winner of a BAFTA and selected as the UK entry for the Oscars. As a direct response to COVID-19, Modern Films created a digital platform to build bespoke virtual screening rooms, online event spaces for cinemas and cultural organisations. Key library titles include Alice Rohrwacher's *Happy as Lazzaro*, *Yuli*, *Dirty God*, *Shooting the Mafia*, *White Riot*, *Beyond the Visible* and *Luxor*. Modern Films have worked with organisations such as BFI, Media, Royal Opera House, Royal Albert Hall, Tate Modern, the British Library to UN Women and the Kering Foundation. Prior to Modern Films, Eve ran Soda Pictures for 15 years, the indie distributor behind films such as *Paterson* starring Adam Driver, German hit *Toni Erdmann* and animated feature *My Life as a Courgette*.



Catalina-Mihaela Iordache

PhD Researcher, SMIT-VUB (Belgium)

Catalina-Mihaela Iordache is a PhD researcher in media and communication studies and a teaching assistant in the Social Sciences programme at the Vrije Universiteit Brussel in Belgium. Her dissertation focuses on the transnational flow of audiovisual content in the online environment and the rise of VOD platforms. In her recent publications, Catalina discusses the way on-demand services are reshaping the distribution of audiovisual content, traces the investments made in European 'Netflix Originals', investigates the various affordances for the discoverability and prominence of on-demand content, and examines the ways in which media policy is adapting to the new landscape. Previous projects include research on media literacy, digital literacy, and e-inclusion. Catalina holds a master's degree in Communication Studies from the Vrije Universiteit Brussel and a bachelor's in International Relations, European Studies from the University of Bucharest. Before joining academia, she worked for several years in the cultural sector in Edinburgh, Scotland.



Olivier Van den Broeck

Managing Partner, The Searchers (Benelux)

Olivier Van den Broeck is the managing partner at Benelux film distribution company. The Searchers. A graduate from the Antwerp University, Olivier started his career as sales manager for Imagine Film Distribution, and was involved with the releases of *Melancholia*, *We Need to Talk About Kevin* and *Beginners*. He joined Remain In Light in the aftermath of their *Intouchables* success, and negotiated deals for forty films and closed TV and VOD deals for over a hundred titles.

In the summer of 2015, he started his own company The Searchers, along with his partner Elise Van Marcke. They enjoyed immediate successes such as *The Boy*, *Hell or High Water*, *Jackie*, *Wind River* and *I Tonya*. Today The Searchers holds exclusive partnerships with companies such as STX Entertainment ('Bad Moms' franchise), FilmNation Entertainment (*Promising Young Woman*), Teddy Schwarzman's Black Bear Pictures (*The Imitation Game*) and Basil Iwanyk's Asbury Park. In 2017 they also announced a slate co-financing deal with UK based company Anton Capital, which recently produced box-office hit *Greenland*.

ED DISTRIBUTORS (in alphabetical order by country)

Country	Company	Name	Email
Austria	Filmladen	Michael Stejskal	m.stejskal@filmladen.at
Austria	Polyfilm	Gerald Knell	knell@polyfilm.at
Belgium	Imagine Film	Romain Leloux	romain@imaginefilm.be
Belgium	O'Brother Distribution	Thomas Verkaeren	thomas@obrother.be
Belgium	The Searchers	Olivier Van den Broeck	olivier@thesearchers.be
Bulgaria	Pro Films	Emil Simeonov	emil.simeonov@profilms.bg
Bulgaria	Art Fest	Mira Staleva	mira@siff.bg
Denmark	Camera Film	Kim Foss	kim@camerafilm.dk
Estonia	Must Käsi	Kristi Porila	mustkasi.distribution@gmail.com
France	BAC Films	Alexis Hofmann	a.hofmann@bacfilms.fr
France	Epicentre Films	Daniel Chabannes	daniel@epicentrefilms.com
France	Haut et Court Distribution	Laure Caillol	laure.caillol@hautetcourt.com
France	Jour2Fête	Sarah Chazelle	contact@jour2fete.com
France	Swift Distribution	Didier Costet	d.costet@swiftprod.com
Germany	Eksystemt Filmverleih	Jakob Kijas	jakob@eksystemt.com
Germany	GMfilms	Michael Höfner	gmfilms@gmfilms.de
Germany	Mindjazz Pictures	Alessandro Lombardo	alessandro@mindjazz-pictures
Germany	Prokino Filmverleih	Ira Von Gienanth	ira.gienanth@prokino.de
Greece	Feelgood Entertainment	Soli Beraha	sberaha@feelgoodentertainment.gr
Greece	Rosebud.21	Ioanna Panagiotidou	ionna@rosebud21.gr
Italy	I Wonder Pictures	Andrea Romeo	romeo@iwonderpictures.com
Italy	Lucky Red	Stefano Massenzi	s.massenzi@luckyred.it
Lithuania	Kino Pavasaris Distribution	Aiste Racaityte	aiste@kinopavasaris.lt
Netherlands	Arti Film	Hans Kok	hans@artifilm.nl
Netherlands	Cherry Pickers Filmdistributie	Huub Roelvink	huub@cherrypickersfilm.nl
Netherlands	Cinema Delicatessen	Daan Vermeulen	daan@cinemadelicatessen.nl
Netherlands	Cinemien	Marc Putman	marc@cinemien.nl
Netherlands	Eye Filmmuseum	René Wolf	renewolf@eyefilm.nl
Norway	Arthaus	Svend Jensen	svend@arthaus.no

Poland	M2Films	Marcin Was	marcin.was@tongariro.pl
Poland	Gutek Film	Marek Bien	marek.bien@gutekfilm.pl
Poland	Tongariro Releasing	Leszek Maslowski	l.maslowski@tongariro.pl
Portugal	Films 4 you	João Paulo Abreu	Joao.abreu@films4you.pt
Portugal	Outsider Films	João Froes	joaofroes@outsider-films.pt
Romania	Bad Unicorn	Stefan Bradea	stefan@badunicorn.ro
Spain	Atalante	Ramiro Ledo Cordeiro	ramiro@atalantecinema.com
Spain	Segarra Films	Xenia Puiggros	xenia.puiggros@segarrafilms.com
Sweden	Doclounge	Jonas Pedersen Hardebrant	jonas@doclounge.se
Sweden	Folkets Bio	Oscar Eriksson	oscar.eriksson@folketsbio.se
Switzerland	Agora Films	Laurent Dutoit	ldutoit@agorafilms.ch
Switzerland	Cineworx	Pascal Traechslin	traechslin@cineworx.ch
Switzerland	Pathé Films	Loic Trocmé	Loic.trocme@pathefilms.ch
United Kingdom	Curzon Artificial Eye	Eleonora Pesci	eleonora.pesci@curzon.com

NOTE-TAKER



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ABOUT EUROPA DISTRIBUTION

Europa Distribution is the association of independent film distributors. **With about 110 leading independent distributors representing 30 countries in Europe and beyond**, it serves as the **voice of the sector**, and acts as a **network** and a **think tank**.

Since 2006, Europa Distribution has been creating new bridges for its members to share knowledge and mutualise experience. Through dedicated brainstorming and training sessions, open panels, informal gatherings, the Association's aim is to enhance the circulation of information and ideas and to improve the curation, promotion and distribution of independent films.

Isabel Coixet is the President of Honour of the Association. The Board of Administration, chaired by **Stefano Massenzi (Lucky Red, Italy)** and **Kim Foss (Camera Film, Denmark)** is composed of 11 independent European distributors, representative of all members in terms of nationality, type of structure and cultural diversity. The list of current members is available on our website: <http://www.europa-distribution.org>



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• let's •
TALK

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