

EUROPA DISTRIBUTION

12th ANNUAL CONFERENCE IN ROME

October 17-21 2018



With the support of the MEDIA Programme of the European Union



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PROGRAMME

In **Black**, the Europa Distribution activities and in **Grey**, activities linked to the MIA.

WEDNESDAY OCTOBER 17

ARRIVALS

16.30 – 20.00 **EUROPA DISTRIBUTION GENERAL ASSEMBLY**
Venue: Hotel Sina Bernini Bristol, Giada room (see maps)

Note: please have a look at the summary you have received to use this dedicated time for discussion & debate essentially. We ask you to be well on time so we can immediately start with the presentation by MEDIA.

16.30– 18.30 **Presentation of the new distribution schemes by the MEDIA COMMISSION & EACEA**

SPEAKERS **Gaële Broze** – Head of Sector Distribution, Creative Europe MEDIA-EACEA
Ivan Brincat – Policy Officer, Audiovisual Industry and MEDIA, European Commission

18.30 – 20.00 **Work Session**

20.30 **EUROPA DISTRIBUTION GET-TOGETHER DINNER**
Venue: Ristorante Fiore (see maps)

THURSDAY OCTOBER 18

09.30 – 13.00 **Creative Europe and the EU cultural and creative sector guarantee facility** (*in Italian with simultaneous translation into English*)
Venue: Cinema Barberini, Sala 2 (see maps)
Session by the Italian Creative Europe Desk including a presentation dedicated to the future of the MEDIA programme at 12.00
(Registration at <http://cedesk.beniculturali.it/eventi.aspx?europa-creativa-e-il-fondo-di-garanzia-per-le-industrie-culturali-e-creative>)

09.00 – 19.00 **Market Screenings**
Venue: Cinema Barberini & Cinema Quattro Fontane
See programme on [MYMIA](https://my.miamarket.it/en/my-mia/) (https://my.miamarket.it/en/my-mia/), access with your personal credentials

16.30 **C EU Soon Session**
Venue: Cinema Quattro Fontane, Sala 2 (see maps)
Presentation of 6 European first and second features in post-production, moderated by Wendy Mitchell

***The Human Part** by Juha Lehtola (Finland/Denmark), **Inland** by Juan Palacios (Spain), **The Silence and the Fury** by Guillermo Benet (Spain), **Stay Still** by Elisa Mishto (Germany/Italy), **Tales from the Lodge** by Abigail Blackmore (UK), **Taste of Pho** by Mariko Bobrik (Germany/Poland)*

19.30 **Opening Reception organised by the MIA: welcome cocktail, show, dinner**
Venue: Auditorium Conciliazione (see maps)
(Registration at opening@miamarket.it)

FRIDAY OCTOBER 19

09.30 – 12.30 EUROPA DISTRIBUTION CLOSED WORKSHOP – Roundtables and discussions

Venue: Hotel Sina Bernini Bristol, Rooftop terrace

Will provide the opportunity for members to discuss further the points raised during the General Assembly, including a reflection on the best possible orientation for the future 2021-2027 MEDIA distribution schemes.

09.00 – 19.30 Market Screenings

Venue: Cinema Barberini & Cinema Quattro Fontane

See programme on [MYMIA](https://my.miamarket.it/en/my-mia/) (<https://my.miamarket.it/en/my-mia/>), access with your personal credentials

13.30 – 15.00 What's Next Italy - Session 1

Venue: Cinema Quattro Fontane, sala 2

2019 Italian films in production or post-production

The Great Spirit by Sergio Rubini, *Bangla* by Phaim Bhuiyan, *My Body will Bury You* by Giovanni La Parola, *Bartali's Bicycle* by Enrico Paolantonio, *The Finch Thief* by Carlo Luglio, *Volare* by Gabriele Salvatores

SATURDAY OCTOBER 20

11.00 - 12.45 EUROPA DISTRIBUTION PUBLIC PANEL

Venue: Cinema Quattro Fontane, sala 2

Everything you always wanted to know about Distribution but were afraid to ask: Blockchain and its application to the distribution of films

Presented by a few observers and early adopters as the technology that will soon revolutionize practices in all types of businesses, blockchain has also become a big topic of discussion within the film industry sector, notably as part of the events organized in the scope of major film festival markets. An increasing number of startups are developing dedicated applications and promoting them as solutions to some of the industry's inherent inefficiencies and difficulties that appeared with the digital shift at all levels of the film value chain.

The experts gathered around the topic will offer a general idea of what blockchain actually is and how it works. What are its potential applications in the film industry? How may the BVOD impact the distribution of films and what new perspectives is this technology bringing to the table?

SPEAKERS

Sam Klebanov – CEO, Cinezen Blockchain Entertainment (SE)

Alan Milligan – CEO/Founder, White Rabbit (NO)

Nguyet Nguyenova – Operations & CEE Account Manager, Gruvi (DK)

Claire Roman – Legal & Business Affairs Manager, Curzon Artificial Eye (UK)

MODERATOR:

Michael Gubbins – Founder, SampoMedia; Chair, Ffilm Cymru Wales (UK)

09.00 – 19.00 Market Screenings

Venue: Cinema Barberini & Cinema Quattro Fontane

See programme on [MYMIA](https://my.miamarket.it/en/my-mia/), access with your personal credentials

13.30 – 15.00 What's Next Italy - Session 2

Venue: Cinema Quattro Fontane, sala 2

Dieci Giorni Senza la Mamma by Alessandro Genovesi, *Freaks Out* by Gabriele Mainetti, *The Champion* by Leonardo D'Agostini, *Flesh Out* by Michela Occhipinti, *Hope* by Francesco Filippini

DEPARTURES

SUNDAY OCTOBER 21

MIA ACTIVITIES & DEPARTURES

USEFUL INFORMATION

ACCOMMODATION

You should have received information on your accommodation from the MIA hospitality office (unless organised yourself). If this isn't the case, then please get in touch with us we'll be happy to help!

Hospitality Office : +39 348 557 5558 – hospitality@miamarket.it

TRANSPORTATION

TO REACH ROME CITY CENTRE

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

- Ciampino (<http://www.adr.it/web/aeroporti-di-roma-en-/pax-cia-to-from>) or
- Fiumicino (<http://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 COTRAL/SCHIAFFINI buses every 30 minutes (journey time of 5 minutes on average, bus ticket cost: 1 euro). A **light rail** service connects the Ciampino railway station to the Termini railway station in an average time of 15 minutes.

- 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

!! 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 Terminal.

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 licence 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.

BUS:

A daily connection between the airport 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

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

THE MIA DISTRICT

The MIA district is in the restricted traffic area in the center of Rome (see maps) :

- HOTEL BERNINI BRISTOL – Piazza Barberini 23

The hotel Bernini Bristol hosts panels and conferences and is the headquarter for the Accreditation Office.

- MULTIPLEX QUATTRO FONTANE – Via delle Quattro Fontane 23

This four-screen multiplex is the location for market screenings, special events and conferences

- MULTIPLEX BARBERINI – Piazza Barberini 24

In the heart of the district, this five-screen multiplex hosts market screenings, the three Pitching Forums and conferences.

- PALAZZO BARBERINI – Via delle Quattro Fontane 13

Hosts the MIA lounge, Sales&Buyers rooms and the Co-production market.

Accessible by



METRO

Line A to Barberini



BUS

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 should collect your festival documentation from the accreditation desk, in the **Hotel Bernini Bristol** (lower ground) from October 17, open daily from 9.00 to 19.00. **Don't forget to bring your ID with you!**

Accreditation desk contact: accreditation@miamarket.it

CONTACTS ON-SITE

FOR QUESTIONS RELATED TO THE MIA (GENERAL MATTERS, LOGISTICS)

MIA Office +39 06 4425961 – mia@miamarket.it

FOR QUESTIONS RELATED TO THE ED ANNUAL CONFERENCE

Sandrine Pujar +32 483 43 17 38

Christine Eloy +32 496 20 86 22

MAPS

GENERAL MAP



1. HOTEL BERNINI BRISTOL

Piazza Barberini, 23
+39 06 488931

2. CINEMA BARBERINI

Piazza Barberini, 24
+39 06 4201 0392

3. PALAZZO BARBERINI

Via delle Quattro Fontane, 13

4. CINEMA QUATTRO FONTANE

Via delle Quattro Fontane, 23
+39 06 8880 1283

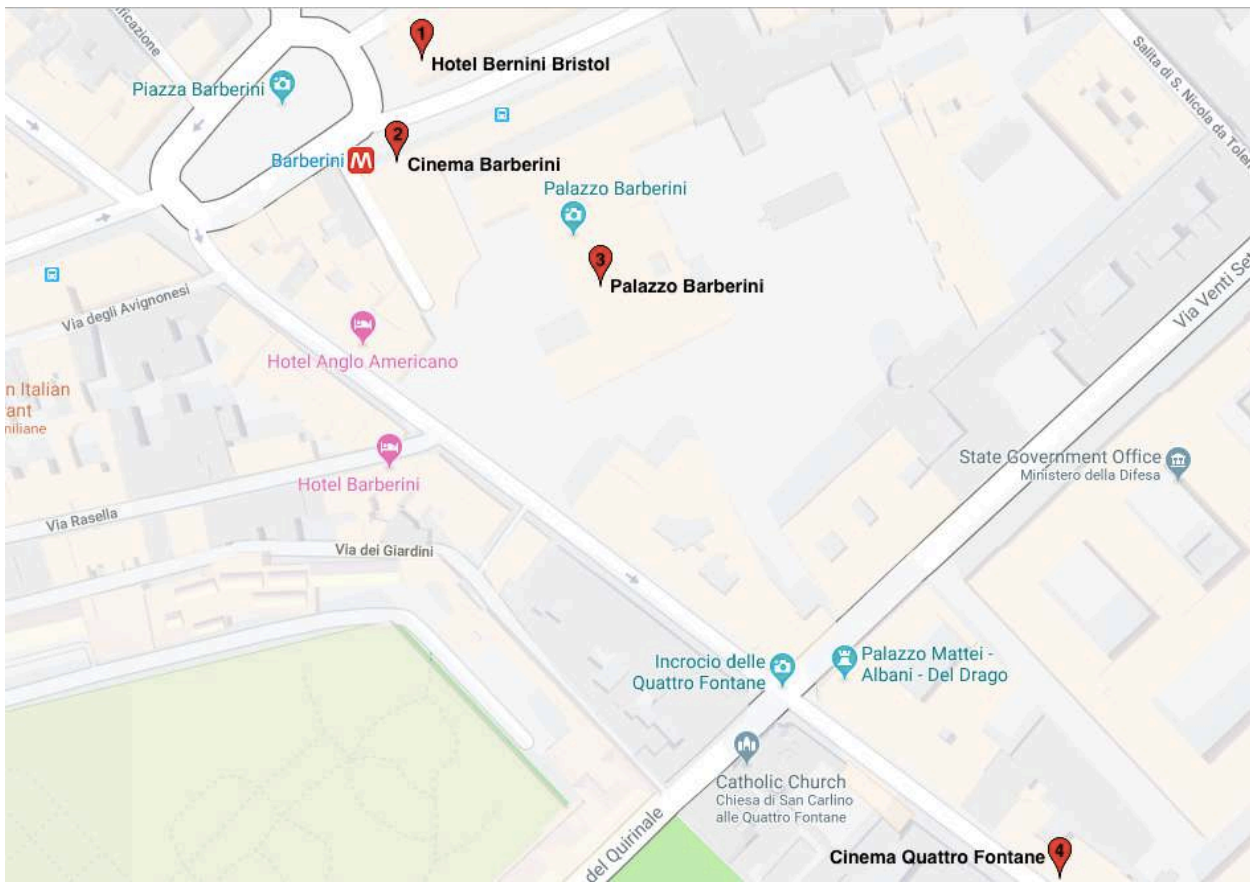
5. RISTORANTE FIORE

Via Boncompagni, 31-33
+39 0642020400

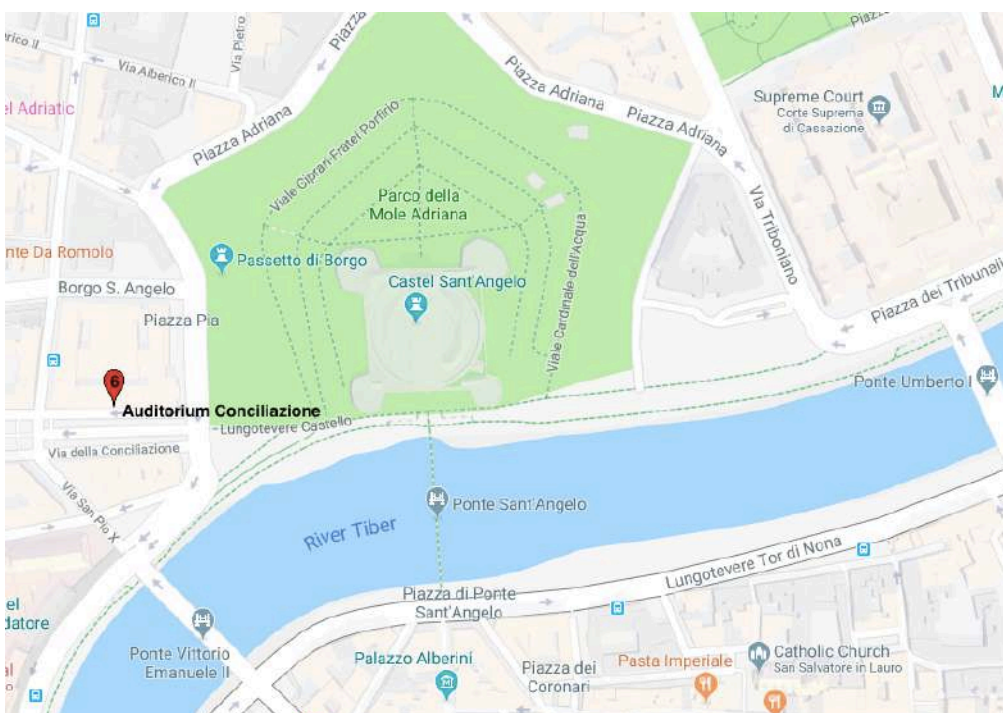
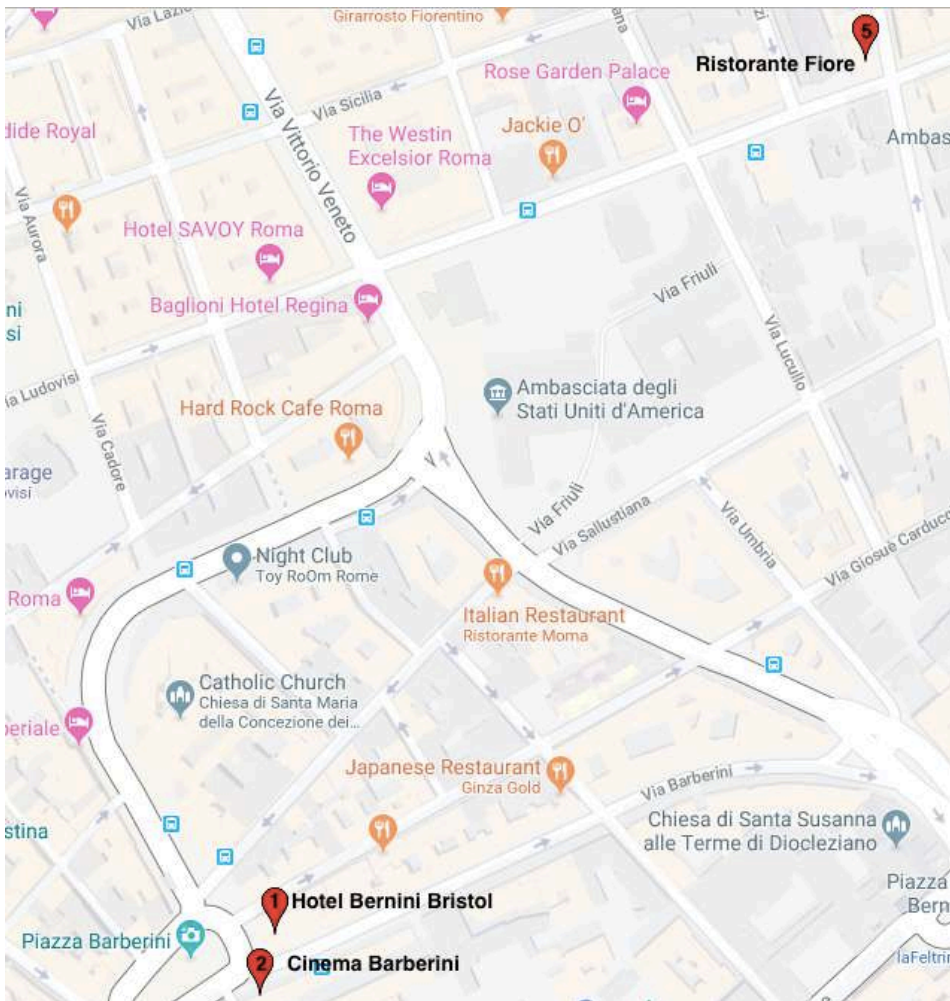
6. AUDITORIUM CONCILIAZIONE

Via della Conciliazione, 4

THE MIA DISTRICT



DETAILS



WHO'S WHO

MODERATOR



Michael Gubbins

Founder, SampoMedia; Chair, Ffilm Cymru Wales (UK)

Michael Gubbins is co-founder of analysis and consultancy company SampoMedia, chair of film fund, Ffilm Cymru Wales and project leader of a major creative cluster development in the West Midlands of the UK.

Gubbins was editor of titles, including Screen International and Screen Daily, and Music Week in a 25-year career in newspapers and magazines. 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.

In the last six years, Gubbins has worked in more than 30 countries with clients interested in the changing on-demand, always-on converged economy.

He is an Honorary Visiting Fellow of the University of Exeter, a member of the West Midlands Film Bureau, and sits on the advisory boards of Power to the Pixel and Met Film School.

SPEAKERS



Ivan Brincat

Policy Officer, Audiovisual Industry and MEDIA, European Commission

Ivan Brincat is responsible for a number of policy files in the unit responsible for the Creative Europe MEDIA programme in DG Connect. These include among others distribution, animation and level playing field among others. He follows technological developments and has worked in the field of telecommunications and ICT policy for the past 15 years covering areas such as roaming, net neutrality, cybersecurity, privacy and media.



Gaële Broze

Head of Sector Distribution, Creative Europe MEDIA-EACEA

After a degree in History of Art in Brussels, Gaële Broze graduated in Law at the University of London. Her career in European Affairs started when she worked for British Music Rights, a London-based interest group representing British music rightsholders at UK and EU level. She joined the MEDIA programme in 2004, first in the legal and finance team then as programme manager for the support to Festivals. Since 2014 she is Head of the Distribution sector, in charge of the distribution, sales agents and cinema network schemes.



Sam Klebanov

CEO, Cinezen Blockchain Entertainment AB (SE)

Sam Klebanov was born in Leningrad (USSR) in 1965 and moved to Sweden in 1991. In 1996 he started the film distribution company Maywin Media / Cinema Without Borders, which became a leading force of arthouse film distribution in Russia and former USSR. Between 1996 and 2018 the company has released over 600 films including works of Takeshi Kitano, Dardenne brothers, Roy Andersson, Ruben Östlund, Kim Ki-duk, Abdelatif

Kechiche, Nuri Bilge Ceylan, Chan Wook-pak, Michael Haneke, Ulrich Seidl and many other internationally acclaimed directors. He produced and co-produced a number of films, including Newmakers (Sweden-Russia, 2009), Gardens in Autumn (France-Italy-Russia, 2006), Galle Road: The Volunteer Diarees (Sweden, 2006). Sam also

hosted prime-time TV shows "Magic of the cinema" (2001-2008) and "Distinctive look: cinema of XXI century" at Russian TV channel Kultura (2012-recently).

In 2017, he founded a new company, Cinezen Blockchain Entertainment in Gothenburg, Sweden. The company is developing the world's first truly decentralized Blockchain-VOD marketplace, scheduled for launch in Q4 2018. Alpha-version of the platform was presented at Cannes Film Festival in May 2018.



Alan Milligan
CEO & Founder, White Rabbit (NO)

Alan is a film producer with awards and nominations from Cannes, Venice, Gothenburg and more than 50 other festivals since 2014. Prior to this, Alan was a software entrepreneur, developing MCIS, a database for safe transportation of chemicals at sea with an automated stowage system for chemical tankers. MCIS has become the global industry standard for the chemical tanker industry and was sold to Heidenreich Innovation in 2008. Alan holds an MA in International Relations and International Business.



Nguyet Nguyenova
Operations & CEE Account Manager, Gruvi (DK)

Nguyet Nguyenová joined Gruvi in 2017 and since then she has been helping film and entertainment companies developing and executing marketing strategies including locating and building audiences online. Nguyet has a great understanding of various strategies on how to cut through the noise in a digital sphere. While post-graduating from the University of Copenhagen in Film & Media Communication, Nguyet has conducted in collaboration with Gruvi an in-depth research "Film Market Analysis and Opportunities for Innovation: Building Business Efficiency through Blockchain Technology Application" in which she researches the potential significance of the blockchain technology implementation within the film business to build efficiency.



Claire Roman
Legal & Business Affairs Manager, Curzon Artificial Eye (UK)

Claire has ten years of experience as Legal and Business Affairs gained across the media industry: she started in production at Gaumont Television and MK2 (MK2 Music / NADA) in Paris; then worked for the TV channels Voyage, NatGeo (broadcast from the UK), FOXlife (broadcast from Rome), 13eme Rue and Syfy (broadcast from the UK) in Paris; and, moved to London to work in distribution at ContentFilm Plc (now known as Kew Media). She works for Curzon across the various divisions of this vertically integrated business, which includes cinema exhibition, film distribution (Curzon Artificial Eye) and video-on-demand multi-outlet platform (Curzon on Demand). Curzon's integrated business provides her with a distinctive opportunity to join the dots between the various stages of the industry, giving her the ability to analyse the chain of agreements flowing from the various parts of the business; she thrives on finding ways to modernise, de-isolate and streamline the legal function. Her key focus is on challenges brought in by new technologies, how they fit within the current legal framework; implications on intellectual property rights, protection of personal data with the view of rendering it relevant to the business. Currently, she enjoys unlocking the Distributed Ledger Technology and blockchain Video-on-Demand to explore the regulatory considerations and a range of legal issues that should be taken into account. Claire studied Business Law in Aix-en-Provence before obtaining a Master in Intellectual Property Law at the University of Paris Pantheon-Assas and then a Graduate Diploma in Law at the BPP Law School in London. Separately, she also completed an MBA in Film Production at ESG Paris.

ED DISTRIBUTORS (in alphabetical order by country)

Country	Company	Name	Email
Austria	Polyfilm	Hans Koenig	koenig@polyfilm.at
Austria	Filmladen	Michael Stejskal	m.stejskal@filmladen.at
Belgium	Imagine BE	Clara Léonet	c.leonet@imaginefilm.be
Belgium	O'Brother	Thomas Verkaeren	Thomas@obrother.be
Belgium	Paradiso BE	Martien Uyttendaele	martien@paradiso.lu
Croatia	2i Film	Ivana Horvat	ivana@2ifilm.hr
Czech Republic	Aerofilms	Ivo Andrlé	ivo.andrle@aerofilms.cz
Denmark	Angel Films	Poul Erik Lindeborg	Lindeborg@angelfilms.dk
Denmark	Camera Film	Kim Foss	kim@camerafilm.dk
Finland	Cinemanse	Hanna Lajunen	hanna@cinemanse.fi
France	ARP Selection	Eric Vicente	ev@arpselection.eu
France	BAC Films	Alexis Hofmann	a.hofmann@bacfilms.fr
France	Diaphana	Karin Beyens	karinbeyens@diaphana.fr
France	Epicentre Films	Daniel Chabannes	daniel@epicentrefilms.com
France	Epicentre Films	Corentin Sénéchal	corentin@epicentrefilms.com
France	Equation	Didier Costet	d.costet@swiftprod.com
France	Haut et Court	Carole Scotta	production@hautetcourt.com
France	KMBO	Vladimir Kokh	vladimir@kmbofilms.com
France	Les Films du Losange	Alexandra Leduc	a.leduc@filmsdulosange.fr
Germany	Alamode Filmdistribution	Julius Windhorst	windhorst@alamodefilm.de
Germany	Alpenrepublik	Xavier Chotard	xavier.chotard@alpenrepublik.eu
Germany	Alpenrepublik	Amélie Linder	amelie.linder@alpenrepublik.eu
Germany	Arsenal Filmverleih	Harald Baur	h.baur@arsenalfilm.de
Germany	GMfilms	Michael Höfner	gmfilms@gmfilms.de

Germany	Prokino Filmverleih	Emma Klopff	Emma.klopff@prokino.de
Greece	Rosebud.21	Zinos Panagiotidis	zinos@rosebud21.gr
Greece	Rosebud.21	Ioanna Panagiotidou	ioanna@rosebud21.gr
Greece	Seven Films	Stella Kechagia	stella@sevenfilms.gr
Israel	New Cinema LTD.	Daniel Melamed	daniel@newcinema.co.il
Italy	Academy Two	Alessandro Giacobbe	a.giacobbe@academytwo.com
Italy	Lucky Red	Stefano Massenzi	s.massenzi@luckyred.it
Italy	Teodora Film	Margherita Chiti	margherita.chiti@teodorafilm.com
Italy	Tucker Film	Elisabetta Pieretto	elisabetta.pieretto@gmail.com
Lithuania	Greta Garbo Films	Greta Akcijonaite	greta@garbo.lt
Netherlands	Amstelfilm	Krijn Meerburg	krijn@amstelfilm.nl
Netherlands	Art Film	Hans Kok	hans@artfilm.nl
Netherlands	Cherry Pickers	Huub Roelvink	huub@cherrypickersfilm.nl
Netherlands	Cinema Delicatessen	Anne Vierhout	anne@cinemadelicatessen.nl
Netherlands	Eye Filmmuseum	René Wolf	renewolf@eyefilm.nl
Netherlands	Just Entertainment	Jean Heijl	jean@justfilmdistribution.nl
Netherlands	Windmill Film	Wallie Pollé	wallie@windmillfilm.com
Norway	Arthaus	Svend Jensen	svend@arthaus.no
Norway	Storytelling Media	Frank Johnsen	frank@storytelling.no
Norway	Tour de Force	Kristian Fyllingsnes	post@tourdeforce.no
Poland	Tongariro Releasing	Jakub Mroz	jakub.mroz@tongariro.pl
Poland	Tongariro Releasing	Leszek Maslowski	leszek.maslowski@tongariro.pl
Portugal	Alambique	Luis Apolinario	luis.apolinario@alambique.pt
Portugal	Filmes 4 you	Joao Paulo Abreu	joao.abreu@jrp-sgps.pt
Portugal	Outsider Films	Joao Froes	joaofroes@outsider-films.pt
Romania	Freealize	Ileana Cecanu	ileana@freealize.com

Slovakia	Film Europe	Ivan Hronec	ivan.hronec@filmeurope.eu
Spain	A Contracorriente Films	Eduardo Escudero	eduardo@acontracorrientefilms.com
Spain	Avalon	Enrique Costa	ecosta@avalon.me
Spain	Segarra Films	Ramon Termens	ramon.termens@segarrafilms.com
Spain	Segarra Films	Daniel Faraldo	danielfaraldo323@gmail.com
Spain	Surtsey Films	Cesar Clemente	cesarclem@gmail.com
Spain	Wanda Vision	Miguel Morales	mmorales@wanda.es
Sweden	Njutafilms	Madeleine Hammar	madeleine@njutafilms.com
Sweden	TriArt Film	Jonas Pedersen Hardebrant	jonas@triart.se
Switzerland	Agora Films	Laurent Dutoit	ldutoit@agorafilms.ch
Switzerland	Cineworx	Pascal Traechslin	traechslin@cineworx.ch
Switzerland	Filmcoopi Zürich	Carola Stern	carola.stern@gmx.net
Switzerland	Frenetic Films	Daniel Treichler	daniel.treichler@frenetic.ch
Switzerland	Xenix Film distribution	Cyril Thurston	c.thurston@xenixfilm.ch
United Kingdom	Dogwoof	Andy Whittaker	Andy@dogwoof.com
United Kingdom	Peccadillo Pictures	Tom Abell	tom.abell@peccapics.com

EUROPA DISTRIBUTION TEAM



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ABOUT EUROPA DISTRIBUTION

Europa Distribution is the association of independent film distributors. **With over 115 leading independent distributors representing 29 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.

Ursula Meier is the President of Honour of the Association. The Board of Administration, chaired by **Laurent Dutoit (Agora Films / Switzerland)** and **Stefano Massenzi (Lucky Red, Italy)** is composed of 12 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>



[Europa Distribution](https://www.facebook.com/EuropaDistribution)



[@EurDist](https://twitter.com/EurDist)

• let's
TALK

With the support of the MEDIA Programme of the European Union



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