



**DISTRIBUTION WORKSHOP ON ANIMATION**

**@ CARTOON MOVIE**

**ANIMATION PITCHING EVENT BORDEAUX**

**3 – 5 MARCH 2020**



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

Co-funded by the  
European Union



Creative  
Europe  
MEDIA

## INDEX

PROGRAMME	3
USEFUL INFORMATION	5
MAPS	6
ED WORKSHOP SPEAKERS	8
ED DISTRIBUTORS AT CARTOON	11
ABOUT EUROPA DISTRIBUTION	17

## PROGRAMME

*As hosts of Cartoon Movie, your presence is required not only for the workshop sessions, but for the Event's activities too – thank you!*

### Tuesday March 3

#### ARRIVALS

**16:30 – 18:45**

#### **ED WORKSHOP – ANIMATION FILMS**

Location: Ibis Bordeaux Le Lac (*see maps*)

##### CASE STUDY: MARONA

- Adeline Margueron, **Le Parc Distribution**, Belgium

##### CASE STUDIES: CATS AND PEACHTOPIA –

MARY AND THE WITCH'S FLOWER

- Joao Froes, **Outsider Films**, Portugal

##### CASE STUDY: MANOU THE SWIFT

- Frank Johnsen, **Storytelling**, Norway

##### CASE STUDY: MARNIE'S WORLD

- Joao Paulo Abreu, **Films4You**, Portugal
- Emil Simeonov, **Pro Films**, Bulgaria

##### CASE STUDY: BUNUEL IN THE LABYRINTH OF TURTLES

- Sabine Hofmann, **PolyFilm**, Austria

##### CASE STUDY: PACHAMAMA

- Laure Caillol, **Haut et Court**, France

#### DISCUSSIONS\*

\*If you have any merchandise sample from your past animation releases bring it with you to offer inspiration to others!

<b>18:45 – 19:30</b>	<b>ED WELCOME COCKTAIL</b> Location: Ibis Bordeaux Le Lac ( <i>see maps</i> )
<b>19:30</b>	<b>PICK-UP</b> Shuttle from Palais des Congrès to Restaurant <i>Halle Boca</i>
<b>20:00</b>	<b>CARTOON WELCOME DINNER</b> Location: Halle Boca, 208 Quai de Paludate, 33800 Bordeaux

### Wednesday March 4

*Unless otherwise specified, all Cartoon activities take place at the Palais des Congrès (see maps)*

<b>9:00 – 10:00</b>	<b>CROISSANT SHOW</b>
<b>10:00 – 13:00</b>	<b>PITCHING SESSIONS</b>
<b>13:00</b>	<b>CARTOON LUNCH &amp; COFFEE SHOW</b>
<b>14:45 – 19:15</b>	<b>PITCHING SESSIONS</b>
<b>17:30</b>	<b>HAPPY HOUR</b> Location: Luxembourg Corner in the Palais des Congrès
<b>20:00</b>	<b>EUROPA DISTRIBUTION DINNER</b> Location: Restaurant Le M, 53 Rue Lafaurie de Monbadon ( <i>see maps</i> )

### Thursday March 5

*Unless otherwise specified, all Cartoon activities take place at the Palais des Congrès (see maps)*

<b>9:00 – 9:30</b>	<b>CROISSANT SHOW</b>
<b>9:30 – 13:00</b>	<b>PITCHING SESSIONS</b>
<b>13:00</b>	<b>CARTOON LUNCH &amp; COFFEE SHOW</b>
<b>14:45 – 17:45</b>	<b>PITCHING SESSIONS</b>
<b>20:00</b>	<b>CARTOON FAREWELL COCKTAIL</b> Location: Palais de la Bourse

### Friday March 6

#### DEPARTURES

## USEFUL INFORMATION

### ACCOMODATION & ARRIVAL

You should have received information about your hotel from Cartoon Movie.

If this wasn't the case, please contact Ana Lacerda at: [ana.lacerda@cartoon-media.eu](mailto:ana.lacerda@cartoon-media.eu)

Along with the transportation to Bordeaux, Cartoon Movie offers shuttles from the airport (**Attention: NOT** from the train station). Upon arrival, you should find a Cartoon staff member who will take you to your shuttle. Should you have any difficulties, you can reach the shuttle service at this number:

+32 474 98 20 35

### LOCAL TRANSPORTATION



To get to Palais des Congrès

**TRAM C** – Direction *PARC DES EXPOSITIONS* – Stop **PALAIS DES CONGRÈS**

### GENERAL INFORMATION

#### Accreditation

On **March 3<sup>rd</sup>** from 14:00 to 19:00 at the lobby of your hotel

On **March 4<sup>th</sup> and 5<sup>th</sup>** from 08:00 to 19:00 at Palais des Congrès.

Do not forget your email confirmation and your ID.

#### CARTOON INTERACTIVE CATALOGUE [DOWNLOAD](#)

#### THE WORKSHOP ON TWITTER

@EurDist

@CARTOON\_madia

#LetsTalk

### CONTACTS ON-SITE

#### For questions related to the festival (general matters, logistics)

Cartoon Office: +32 473 940329

Annick Maes: +32 479 339179






#### For questions related to the workshop

Christine Eloy: +32 483 55 49 18

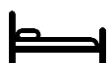
Isabella Weber: +39 338 25 54 040

MAPS

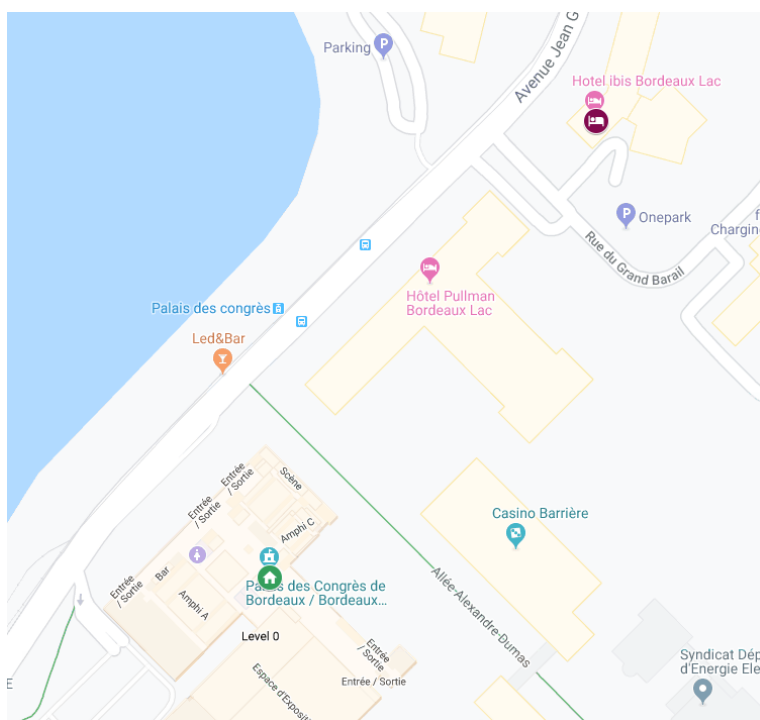


-  Palais des Congrès
-  Hotel ibis Bordeaux Lac
-  Bordeaux Palais de la Bourse
-  Le M
-  Halle Boca

DETAILS EUROPA DISTRIBUTION VENUES



Hotel Ibis Bordeaux Lac - rue du petit Barail, 33300 Bordeaux



Restaurant Le M – 53 rue Lafaurie de Monbadon, 33000 Bordeaux



To get there: **TRAM C** - Direction **LES PYRÉNÉES** - Stop **JARDIN PUBLIC**



## EUROPA DISTRIBUTION WORKSHOP

### SPEAKERS

#### **CASE STUDY: BUNUEL IN THE LABYRINTH OF TURTLES**



**Sabine Hofmann, Polyfilm, Austria**

*Sabine Hofmann holds the position of the General Manager at Filmcasino & Polyfilm GmbH since 2013. Born in Vienna, graduated in laws and IT, she has worked in cultural organizations, creative industries and film industry for quite a long time. Mainly as production manager and head of finance for festivals and theatres, as a dramaturg, and funding specialist. Polyfilm, the distribution company, exists for more than 30 years and has released over 1.000 titles so far. The enterprise also runs two beautiful single screen arthouse theatres in Vienna and a DVD publishing department.*

#### **CASE STUDY: MARONA**



**Adeline Margueron, Le Parc Distribution, Belgium**

*Adeline Margueron has been responsible for the distribution for 6 year and has been working with Les Grignoux for 9 years. She holds a history and a cinema degree from the French university. Le Parc Distribution is a part of the cultural centre «Les Grignoux» which runs eight screens in three different theatres of Liège city centre and five screens in one theatre in Namur. They also organise the activity « Écran large sur tableau noir » (« Wide screen on blackboard »), which proposes several movies shown during school “matinées” in more than fifteen cities of French-speaking Belgium. The distribution is a growing activity. Le Parc distributes each year 10 to 12 films, mainly animation movies, but also documentaries and sometimes long feature films.*

#### **CASE STUDIES: CATS AND PEACHTOPIA - MARY AND THE WITCH’S FLOWER**



**Joao Froes, Outsider Films, Portugal**

*Outsider Films is a motion picture distributor created by three long standing professionals in the Portuguese market. It operates in the segment of independent movies. Initially planning to release 6 to 7 pictures per year, Outsider Films is now releasing 16 films with a special focus on animation. Last animated movies released in the last 3 years : “Ozzy and the Coackroaches”, “My Life as Zucchini”, “The Nut Job 2”, “Loving Vincent”, “Duck Duck Goose”, “Mirai”, “Mary & the Witch’s Flower”, “Breadwinner” and “Cats”.*



### **CASE STUDY: MANOU THE SWIFT**



**Frank Johnsen, Storytelling, Norway**

*Frank Johnsen has a varied background from theatrical distribution and marketing, from 1989 at Warner Bros. Norway. Later also acquisition for the Nordic territories. Today head of distribution and acquisition at Storytelling Media. Storytelling Media AS, was founded in 2009 and is owned by Trondheim Cinema, as the only shareholder. Trondheim Cinema is the third largest chain in Norway.*

### **CASE STUDY: MARNIE'S WORLD**



**Joao Paulo Abreu, Films4You, Portugal**

*João Paulo Abreu is the Managing Director of SOCORAMA – Castello Lopes Cinemas, FIRSTPICK and FILMS4YOU, where he is also the Head of Acquisitions. With a strong academic background in Business and Management, he started working in the film industry back in 1998, acquiring the Portuguese cinema chain “Castello Lopes Cinemas”. In 2000 he started a distribution company – LNK – which has recently become FILMS4YOU, and is engaged in the activities of film distribution through all distribution platforms, such as theatrical, television, home entertainment, and emerging digital ones, keeping a very eclectic and distinct catalogue, both in genre and aimed public. In 2015 FIRSTPICK was born as an arthouse cinema chain and is now part of the EUROPA CINEMAS network.*



**Emil Simeonov, Pro Films, Bulgaria**

*Emil Simeonov started his journey in the cinema business in 1997 as a programmer in one of the first private cinemas in Sofia. In 2002 he was recruited as Head of Program Department by Sofia film - the biggest exhibitor in the country at that time. At the end of 2004 Emil left the company and at the beginning of 2005 he co-founded PRO FILMS, an independent distributor of European films where he holds the position of General Manager. PRO FILMS is the leading distributor of indie animations in Bulgaria, with more than 20 successfully distributed animated films during the last five years.*

## **CASE STUDY: PACHAMAMA**





**Laure Caillol, Haut et Court, France**

*Laure Caillol is the head of acquisitions at Haut et Court, an independent French production and distribution company, where she scouts projects and films, for co-production and distribution. Before joining Haut et Court, Laure Caillol worked as the acquisition and distribution coordinator for Indie Circle, a European pool of independent distributors (Cineart in Benelux, Frenetic Films in Switzerland, Lucky Red in Italy and Haut et Court in France). Haut et Court is releasing around nine films per year, among which one animation film such as "Song of the Sea" by Tomm Moore, "Yellow Bird" by Christian de Vita and "Pachamama" by Juan Antin. The upcoming release is "Wolfwalkers" by Tomm Moore (last quarter of 2020).*

**ED DISTRIBUTORS (IN ALPHABETICAL ORDER BY SURNAME)**

You can find the complete list of all Cartoon Movie Participants on their [website](#)

SURNAME & NAME		DISTRIBUTION COMPANY & COUNTRY	ANIMATION FILMS	EMAIL
	ABREU JOAO PAULO	FILMS 4 YOU, PORTUGAL	Marnies World, Giant Pier, Kathmandu, Captain Sabertooth, The Elfkins, Artic Dog's, Magic Arch, Maya II, Mission Kathmandu, Vic The Vicking, Noha's Ark	joao.abreu@jrp-sgps.pt
	AKCIJONAITE GRETA	GRETA GARBO FILMS, LITHUANIA	Dilili in Paris	greta@garbo.lt
	BRUNO GIULIO	BIM DISTRIBUZIONE, ITALY	La famosa invasione degli orsi in Sicilia, Dreambuilders, La tourte rouge	gbruno@bimfilm.com
	CAILLOL LAURE	HAUT ET COURT DISTRIBUTION, FRANCE	Pacha mama, Song of the Sea, Yellow Bird	laure.caillol@hautetcourt.com
	CHAZELLE SARAH	JOUR2FETE, FRANCE	Wardi, Les voisins de mes voisins sont mes voisins	contact@jour2fete.com
	CHITI MARGHERITA	TEODORA, ITALY	My life as a zucchini	margherita.chiti@teodofilm.com
	COSTET DIDIER	SWIFT PRODUCTIONS, FRANCE	None	d.costet@swiftprod.com

	DEGRYSE ANNEMIE	LUMIERE, BELGIUM	This magnificent Cake, Funan, Josep, La Sirène	annemie@lumiere.be
	DENAMUR NAOMI	AD VITAM, FRANCE	None	naomi@advitamdistribution.org
	FEKETE ANGELIKA	MOZINET, HUNGARY		fekete.angelika@mozinet.hu
	FROES JOÃO	OUTSIDER FILMS, PORTUGAL	Zambezia, Khumba, The nut job, Maya the bee-the moovie, Blinky bill, Ratchet & clank, The nut job 2, The wind rises, Ma vie de courgette, Ozzy, Duck duck goose, The tale of princess Kaguya, The boy and the beast, When marnie was there, The breadwinner, Loving Vincent, Mirai, Mary and the witch's Flower <i>To be released:</i> Cats, Checkered ninja, Latte, blazing samurai, 10 lives, Dog"y"s dog, Seal team	joaofroes@outsider-films.pt
	HEIJL JEAN	JUST FILM DISTRIBUTION, THE NETHERLANDS		jean@justfilmdistribution.nl
	HOLMIN JOHANNA	NJUTAFILMS & STUDIO S ENTERTAINMENT, SWEDEN	Mirai, Ploey, Meari to majo no hana, Les As de la Jungle, Moomins and the Winter Wonderland, Ballerina, Bakemono no ko, O Menino e o Mundo, Le tableau, Panique au Village, Minuscule 1 & 2, The Giant Pear, Kutoppen, Hurvínek a kouzelné muzeum	johanna@njutafilms.com


	HOFMANN ALEXIS	BAC FILMS DISTRIBUTION, FRANCE	Funan, Terra Willy, The Siren	a.hofmann@bacfilms.fr
	HOFMANN SABINE	POLYFILM/FILMCASINO, AUSTRIA	Miniscule 2, Fritzi - Eine Wendewundergeschichte, Bamse, Akira, Tenkû no shiro Rapyuta; La Tortue Rouge, L'illusionniste, Song Of The Sea, Mary and Max, Gake no ue no Ponyo, The best of Aardman Animations 1 & 2, Persepolis	hofmann@polyfilm.at
	HORVAT IVANA	2I FILMS, CROATIA	Loving Vincent, Leonardo da Vinci: Mission Mona Lisa, Ooops, Noah is gone, <u>To be released</u> : Captain Sabertooth, Magic Diamond	ivana@2ifilm.hr
	JOHNSEN FRANK	STORYTELLING MEDIA, NORWAY	Latte and the Magic Waterstone, Manou the Swift, Lotte and the Lost Dragons, Sheep & Wolves 2, The Big Bad Fox and Other Tales, Ploey Vitello, The Jungle Bunch, Moomins and the Winter Wonderland, Sheep & Wolves, My Life as a Zucchini	frank@storytelling.no
	KIJAS JAKOB	EKSYSTENT, GERMANY	Gordon & Paddy	jacob@eksystent.com
	KOKH VLADIMIR	KMBO, FRANCE	Cristal magique, Le voyage dans la lune, Amir et mina, Ernest et Célestine en hiver	vladimir@kmbofilms.com
	LOIACONO ELEONORA	BIM DISTRIBUZIONE, ITALY	The red turtle, La famosa invasione degli orsi in Sicilia, Dreambuilder, Ainbo	eloiacono@bimfilm.com

	MARCHAL GREGOIRE	KMBO, FRANCE		gregoire@kmbofilms.com
	MARGUERON ADELINE	LE PARC DISTRIBUTION, BELGIUM	L'Extraordinaire Voyage de Marona, Le Voyage du Prince, Zebulon le dragon, Loups tendres et loufoques, Wardi (The Tower), Pachamama, La Grande Aventure de Non-non, Les Ritournelles de la Chouette	adeline@grignoux.be
	MELAMED DANIEL	NEW CINEMA LTD, ISRAEL	None	daniel@newcinema.co.il
	OLLAGNIER ETIENNE	JOUR2FETE, FRANCE	Wardi, Les voisins de mes voisins sont mes voisins	contact@jour2fete.com
	PETIT LAURENCE	HAUT ET COURT DISTRIBUTION, FRANCE	<u>To be released:</u> Wolfwalkers	laurence.petit@hautetcourt.com
	PETRZELKOVA HEDVIKA	ARTCAM FILMS, CZECH REPUBLIC	Tout en haut du monde	hedvika.petrzelkova@artcam.cz
	POLLÉ WALLIE	WINDMILL FILM, THE NETHERLANDS	Marona's fantastic voyage	wallie@windmillfilm.com
	RANIN ANNIKA	CINEMANSE, FINLAND	Loving Vincent, Ma vie de Courgette, Jungle Bunch, The Queen's Corgi, Missing Link, Trouble, Ainbo, Arctic Dogs	annika@annikaranin.com



	SALIN CÉCILE	DIAPHANA, FRANCE	Mary and the witch Flower, Longway North, Phantomboy, Wolfy the incredible secret, Persépolis, Belleville Rendez-vous, <u>To be released</u> : The Summit of the gods, Charlotte	cecilesalin@diaphana.fr
	SCHAEFFER KÄTE	ARSENAL FILMVERLEIH, GERMANY	Buñuel in the Labyrinth of the Turtles	k.schaeffer@arsenalfilm.de
	SILTALA MIKA	CINEMA MONDO, FINLAND	All Studio Ghibli, Shinkai: your name, Little Prince, White Fang, next Weathering with You	mikas@cinemamondo.fi
	SIMEONOV EMIL	PRO FILMS, BULGARIA	Snow Queen 1-4, Sheep and Wolves 1&2, Red Shoes and the seven dwarfs, Ooops! Noah is gone, Marnie's world, 100% Wolf, Dreambuilders, Elf King	emil.simeonov@profilms.bg
	STRAND ROSE-MARIE	FOLKETS BIO, SWEDEN	Latte and the magic Waterstone, Little Caribou, Previous; The Tower, Big bad fox,	rosemarie.strand@folketsbio.se
	THOMSEN PETER SØLVSTEN	ANGEL FILMS, DENMARK	Mary & The Witch's Flower, Ploey, Terra Willy, The Bears Famous Invasion of Sicily, Latte and the Magic Waterstone.	peter@angelfilms.dk
	TRNKOVÁ JANA	AEROFILMS, CZECH REPUBLIC	Hura na pohadky, Teheran Tabu	jana@aerofilms.cz
	VALLÉ MARIE- PIERRE	WILDBUNCH, FRANCE	La tortue rouge, Croc- Blanc, Mirai notre petite soeur	mpvalle@wildbunch.eu



	VERKAEREN THOMAS	O' BROTHER DISTRIBUTION, BELGIUM	Zombillenium	thomas@obrother.be
---	---------------------	--	--------------	--------------------

## EUROPA DISTRIBUTION TEAM



Christine Eloy  
**General Manager**

christine.elay@europa-distribution.org



Isabella Weber  
**Communication Consultant**

isabella.weber@europa-distribution.org

## ABOUT EUROPA DISTRIBUTION

Europa Distribution is the association of independent film distributors. With over 115 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 enhancing the circulation of information and ideas and to improve the curation, promotion and distribution of independent films.

Ursula Meir (Silver Bear 2012 for Sisters) is the President of Honor 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 in terms of nationality, type of structure and cultural diversity. The list of current members is available on our website: [www.europa-distribution.org](http://www.europa-distribution.org)

Co-funded by the  
European Union



Creative  
Europe  
MEDIA

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