

# EUROPA DISTRIBUTION

DISTRIBUTION WORKSHOP ON ANIMATION

*at*

**CARTOON MOVIE**

**ANIMATION PITCHING EVENT BORDEAUX**

*March 7 - 10 2018*



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

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**PROGRAM**

*As hosts of the festival, your presence is required not only for the workshop sessions, but for the festival activities too - thank you!*

**Wednesday March 7**

**ARRIVALS**

**16:00 – 18:00**

**ED WORKSHOP - ANIMATION FILMS**

Location: Pullman Hotel, Alienor Theatre (*see maps*)

CASE STUDY: BALLERINA

- Eduardo Escudero, A contra corriente films, Spain
- Madeliene Hammar, Njuta Films, Sweden

CASE STUDY: *MY LIFE AS A ZUCCHINI*

- Arnaud De Haan, Cinéart, Belgium
- Corinne Rossi, Praesens, Switzerland

CASE STUDY: RICHARD THE STORK

- Emil Simenov, Profilms, Bulgaria

CASE STUDY: *ZOMBILLENNIUM*

- Corinne Rossi, Praesens, Switzerland
- Adeline Margueron, Le Parc Distribution, Belgium

DISCUSSIONS \*

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

**18:00 – 19:00**

**ED WELCOME COCKTAIL**

Location: Pullman Hotel, Alienor Theatre (*see maps*)

**19:30**

**PICK-UP**

Bus from Palais des Congrès to Château Giscours — Labarde

**20:00**

**CARTOON WELCOME DINNER**

Location: Château Giscours — Labarde

**Thursday March 8**

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

**09:00 - 13:00**

**CARTOON MOVIE PITCHINGS**

<b>13:00</b>	<b>CARTOON LUNCH</b>
<b>14:30 – 18:30</b>	<b>CARTOON MOVIE PITCHINGS</b>
<b>20:30</b>	<b>EUROPA DISTRIBUTION DINNER</b> Location: Restaurant Les Tontons ( <i>see maps</i> )

### Friday March 9

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

<b>09:00 - 13:00</b>	<b>CARTOON MOVIE PITCHINGS</b>
<b>13:00</b>	<b>CARTOON LUNCH</b>
<b>14:30 – 18:30</b>	<b>CARTOON MOVIE PITCHINGS</b>
<b>20:00</b>	<b>CARTOON FAREWELL COCKTAIL</b> Location: Palais de la Bourse ( <i>see maps</i> )

### Saturday March 10

#### DEPARTURES

## USEFUL INFORMATION

### ACCOMMODATION & ARRIVAL



You should have received information about your hotel from the Festival. If this wasn't the case please contact asap Ana Lacerda: [ana.lacerda@cartoon-media.eu](mailto:ana.lacerda@cartoon-media.eu)

Along with the transportation to Bordeaux, Cartoon Movie provides for the shuttles from the airport. You should find a Cartoon staff member at your arrival who will take you to your shuttle. In case you have troubles you can reach the shuttle service at this number +32 474 98 20 35 .

### LOCAL TRANSPORTATION



To get to the Palais de Congrès  
TRAM C – Direction PARC DES EXPOSITIONS – Stop « PALAIS DES CONGRÈS »

### GENERAL INFORMATION

#### ACCREDITATION

On **March 7<sup>th</sup>** from 14:00 to 19:00 at the lobby of your hotel.

On **March 8<sup>th</sup> and 9<sup>th</sup>** from 08:00 to 18:00 at the Palais des Congrès. Don't forget your e-mail confirmation and your ID.

#### CARTOON INTERACTIVE CATALOGUE DOWNLOAD

<https://cartoon-media.wetransfer.com/downloads/9fca2eaa9eeb1713aea9c383c98b26f020180226143652/e461a1>

#### THE WORKSHOP ON TWITTER

@EurDist                      @CARTOON\_media  
#LetsTalk

### CONTACTS ON-SITE

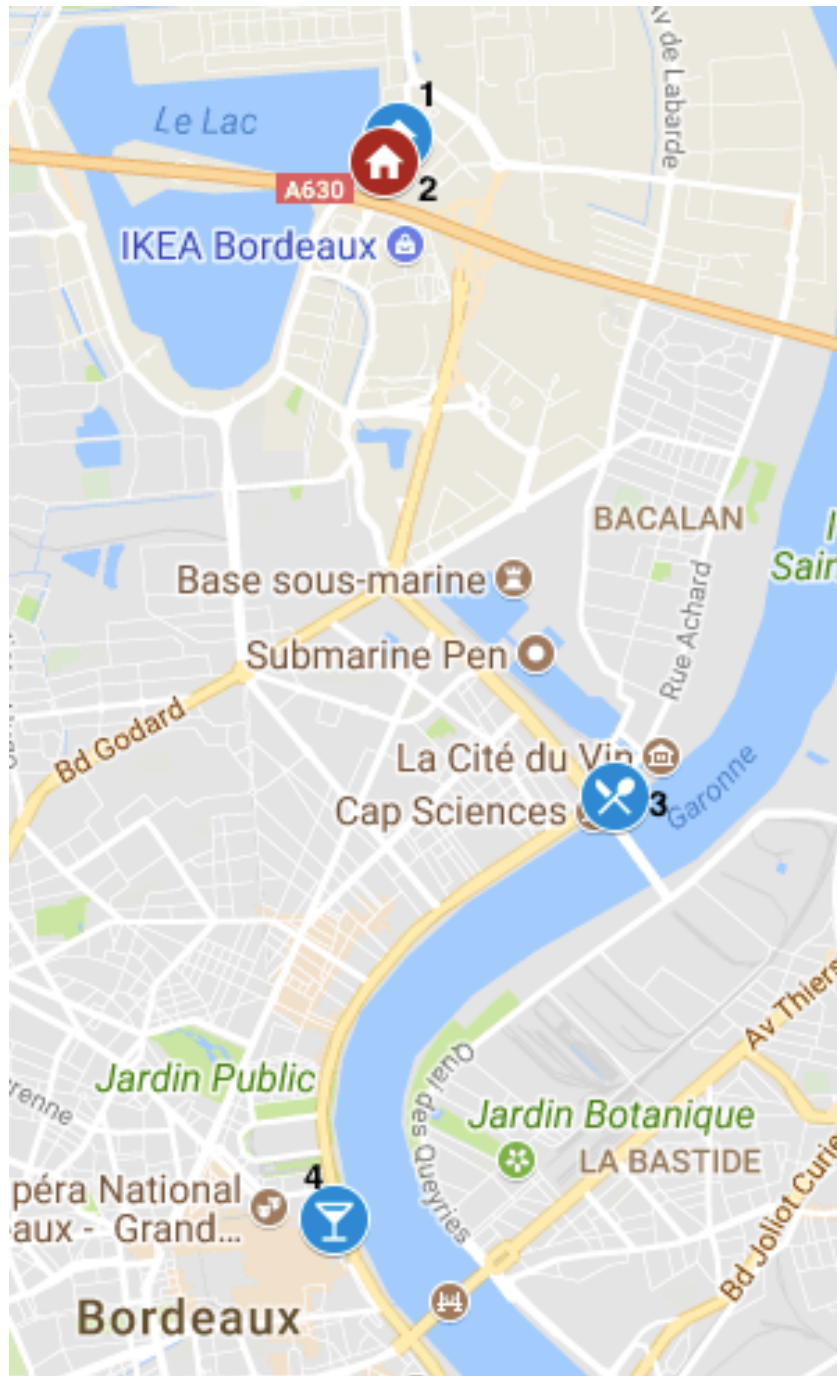
For questions related to the festival (general matters, logistics)

**Cartoon Office:**                      +32 473 940329  
**Annick Maes:**                      +32 479 339179

For questions related to the workshop

**Isabella Weber:**                      +39 338 255 4040  
**Christine Eloy:**                      +32 496 20 86 22

MAPS



**1. Pullman Hotel Bordeaux Lac**

Le lac, Avenue Jean Gabriel Domergue, 33300 Bordeaux

**2. Palais des Congrès**

**3. Restaurant "Les Tontons"**

118 Quai de Bacalan, 33000 Bordeaux

**4. Palais de la Bourse**

17 place de la Bourse, 33076 Bordeaux

**Additional Location** (not on map): **Château Giscours**  
25km from the city centre

Details Europa Distribution venues



Detail 1:  
Pullman Hotel,  
Palais des Congrès



Detail 2:  
Restaurant Les  
Tontons

## EUROPA DISTRIBUTION WORKSHOP

## Speakers

## CASE STUDY: BALLERINA

**Eduardo Escudero - A Contracorriente Cilms, ES**

Eduardo graduated from the University of Barcelona with a degree in Law and a MBA of Audiovisual Companies (Universitat Ramon Llull). From 1998 to 2000, he was Head of Business Affairs at Filmax and was involved in 2000 -2001 in the start up on the international sales division of FILMAX INTL. From 2001 to 2004, he worked at DeAPlaneta, first as Head of Business affairs and then as Head of TV sales, handling the DeAPlaneta's catalogue for TV Operators. From 2004 to 2009 he moved to Notro Films, where he was partner of the company, Head of the Theatrical sales until 2006, and VP of Notro Films in 2006-2007. In 2008 he was named Managing Director of NOTRO FILMS and VP of Film Distribution at Vértice360°. Since December 2009, he is Business Manager (and partner) of A Contracorriente Films.

**Madeleine Hammar – Njutfilms, SE**

Madeleine Hammar has been with Njutfilms for almost three years, working mainly with press and marketing. With her educational background in Contemporary Art and Media Technology, her prior experience has been more focused on film within the arts than on arthouse film within a domestic market. In turn, Madeleine has a passion for visual culture as well as a fearless mindset for "hard to find" audiences. Njutfilms, being a relatively new company, started in 2000 with its first cinema release in 2011, continuously daring to try new things and have a learning-by-doing approach that is fruitful for both the employees and the company as a whole.

## CASE STUDY: MY LIFE AS A ZUCCHINI

**ARNAUD DE HAAN, CINEART, BE**

After spending four years in communication agencies, Arnaud started working for Cinéart in 2010, along with Christine Eloy at the Sales Department in Brussels. He runs now the department with Julie Vanderkelen. He caught the cinema virus when he was a little kid. He always had a special affection for quality animation films, which he hopes to pass on to his two little boys (1,5 and 4,5 years old). Cinéart is a leading independent distributor exploiting theatrical, video, TV and VoD rights in Benelux. Whether small, big, huge, feature, animation, documentary, European, Asian, American, African, arthouse, mainstream, Cinéart works hard to allow every movie to shine on the big screen. Recent animation titles: "Ernest & Celestine", "Minuscule - The Valley of the Lost Ants", "My Life as a Courgette", "The Jungle Bunch"...

**CORINNE ROSSI, Praesens-Film, CH**

After her professional degree Corinne Rossi joined Warner Home Video as a Marketing Assistant where she was promoted in 2001 to Product Manager of the local Acquisition Department. In 2004 she founded her own company MOVIMENTO AG and in 2007 she became co-owner of MAX VISION AG and continued to work for this



company as a CEO. In 2009 MAX VISION merged with PRAESENS-FILM AG. Corinne Rossi has been working as CEO and co-owner of PRAESENS-FILM AG in Zurich. Founded in 1924, Praesens-Film AG is an independent and innovative media organization specializing in all areas of film production and exploitation. Today the company holds the record for being the oldest Swiss film enterprise still in existence, for the number of films produced and the number of awards received: four Oscars from Hollywood and a host of other accolades from film festivals in Cannes, Venice, Berlin, New York and London.

#### **CASE STUDY: RICHARD THE STORK**



##### **EMIL SIMEONOV, PRO FILMS, BG**

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. Films released by the company are "Snow Queen" and "Snow Queen 2"; "The 7th Dwarf", "Oops, Noah is Gone", "Pettson and Findus", "Niko 1" and "Niko 2", "Sheep and Wolves". In 2017 & 2018 films like "Snow Queen 3", "Manou the Swift", "Ploey", "Charming", "Luis and the Aliens" and more are part of their release schedule.

#### **CASE STUDY: ZOMBILLENIUM**

##### **ADELINE MARGUERON, Le Parc Distribution, BE**



Adeline Margueron has been responsible for the distribution for 4 year and has been working with Les Grignoux for 7 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. Since last September, Le Parc has released « Le Vent dans les roseaux », « Zombillénium », « Myrtille et la lettre au père Noël », « Revolting Rhymes », « Wallay », « Rita et Crocodile ». The upcoming line-up includes « Drôles de petites bêtes », « La fête est finie », « L'Insoumis », « Agatha, ma voisine détective ».

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

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

Country	Company	Name	E-mail	Animation films
Croatia	2i Film d.o.o.	Ivana Horvat	ivana@2ifilm.hr	Ooops, Noah is gone; Top Cat; Bling, NEXT: Loving Vincent, Leo da Vinci: Mission Mona Lisa; Clara; Ooops, Noah is gone 2 etc
Spain	A CONTRACOR RIENTE FILMS	Eduardo Escudero	eduardo@acontracorrientefilms.com	The Boy And The Beast ; Ballerina ; Le Grand Mechant Renard ; Droles De Petites Bêtes (Tall Tales)
Switzerland	Agora Films	Laurent Dutoit	ldutoit@agorafilms.ch	Louise en hiver, Tout en haut du monde, Phantom Boy, Tante Hilda, Loulou l'incroyable secret, Le jour des corneilles, Le tableau, Une vie de chat, Kérité la maison des contes
Denmark	Angel Films A/S	Poul Erik Lindeborg	Lindeborg@angelfilms.dk	Moomins and the Winter Wonderland, Vitello
France	ARP Selection	eric vicente	ev@arpselection.eu	Ozzy
Germany	Arsenal Filmverleih	Käte Schaeffer	k.schaeffer@arsenalfilm.de	Not yet
Norway	Arthaus	Nille Elvin Stormoen	nille@arthaus.no	Princess Mononoke, Your Name, My neighbour Totoro, Phantom Boy
France	BAC FILMS	Alexis Hofmann	a.hofmann@bacfilms.fr	Niko And The Way To The Stars, The Great Bear, Arugas, Funan
Italy	Bim Distribuzione	Damiano Ricci	dricci@bimfilm.com	The Red Turtle
Italy	Bim Distribuzione	Eleonora Loiacono	eloiacono@bimfilm.com	The Red Turtle
Belgium	Cinéart	Arnaud de Haan	arnaud@cinéart.be	Les As De La Jungle, Le Grand Mechant Renard, Ma Vie De Courgette...
Finland	Cinema Mondo	Mika Siltala	mikas@cinemamondo.fi	Studio Ghibli all titles, Your name, (Red Turtle as exhibitor)
France	Diaphana	Cécile Salin	cecilesalin@diaphana.fr	Mary and the Witch's Flower, Long Way North, Phantom Boy, Loulou, The Incredible Secret, Azur & Asmar, Persepolis, Triplets of Belleville...

		Didier Lacourt	didierlacourt@diaphana.fr	Mary and the witch's flower; Phantom Boy, Long way North, Loulou, the incredible secret, Persepolis, Azur & Asmar; Triplets of Belleville...
Portugal	Filmes 4 You	Joao Paulo Abreu	joao.abreu@jrp-sgps.pt	Dofus
Sweden	Folkets Bio AB	Rose-Marie Strand	rosemarie.strand@folketsbio.se	Song of the sea, A cat in Paris, Ernest & Celestine, Solan & Ludwig in Pinchcliff, Phantom Boy, My life as Zuchini, Molly Monster, and in february 2018 Nextdoor Spy
Romania	Freealize	Ileana Cecanu	ileana@freealize.com	Magic Mountain (marketing and PR distribution campaign), Oddsockseaters
Lithuania	Greta Garbo Films	Greta Akcijonaite	greta@garbo.lt	None yet
France	Hhaut et Ccourt Ddistribution	Laurence Petit	laurence.petit@hautetcourt.com	Song of the Sea
Belgium	Imagine Film	Tinne Bral	t.bral@imaginefilm.be	Les Hirondelles De Kaboul - Deuxieme Generation
FRANCE	JOUR2FETE	Etienne Ollagnier	etienne.ollagnier@jour2fete.com	The Tower
Poland	Kino Świat	Marcin Piasecki	marcin@kinoswiat.pl	Gnome Alone, White Fang, Charming, Duck Duck Goose, The Little Prince, Norm Of The North, Rock Dog, Richard The Stork, The Snow Queen 3, Ratchet & Clank, Oops! Noah is gone, Yellowbird, Saving Santa, Zambezia
France	KMBO	Gregoire Marchal	gregoire@kmbofilms.com	In the forest of Huckybucky
France	KMBO	Vladimir Kokh	Vladimir@kmbofilms.com	The Big Cheese Race, Huckybucky, Molly Monster
France	Le Pacte	Thomas Pibarot	t.pibarot@le-pacte.com	Waltz With Bashir, Moon Man, Minuscule Valley Of The Ants, The Breadwinner
Belgium	Le Parc Distribution	Adeline Margueron	adeline@grignoux.be	Zombillénium, Un conte peut en cacher un autre, Iqbal, l'enfant qui n'avait pas peur, Monsieur Bout-de-bois, Your Name, La Grande Course au Fromage, Tout en haut du monde, etc.
Italy	Lucky Red	Maria Roberta Micalizzi	m.micalizzi@luckyred.it	Le Petit Prince - Early Man - All studio ghibli titles
Belgium	Lumiere Publishing	Annemie Degryse	annemie@lumiere.be	Red Turtle, Funan

Poland	M2 Films	Marcin Was	marcin.was@m2films.pl	Mune: The Guardian of the Galaxy, The Suicide Shop
Serbia	MCF MegaCom Film	Milena Debeljkovic	milena.debeljkovic@mcf.rs	A cat in Paris, Ernest & Celestine, Belle et Sébastien, Belle et Sébastien L'aventure continue, Little gray Fergie, Pat & Mat, Molly monster, Solan og Ludvig, Bamze, Muumit ,Rivieralla. Next: In the Forest of Huckybucky, Bamse and the Witch's Daughter
Hungary	Mozinet Ltd.	István Mráz	mracist@gmail.com	The Boy and the Beast, The Red Turtle, Early Man
Israel	New Cinema Ltd.	Daniel Melamed	daniel@newcinema.co.il	Only exhibited
Sweden	Njutfilms	Madeleine Hammar	madeleine@njutfilms.com	The Boy and the Beast, The Invisible Boy, Boy and the World, Ballerina, Moomins in the Winter Wonderland, The Junglebunch
Belgium	O'Brother Distribution	Thomas Verkaeren	thomas@obrother.be	Le Chant de la mer, Avril et le monde truqué, Zombillénium
Portugal	Outsider Films Lda	João Froes	joaofroes@outsider-films.pt	Previous - Zambezia, Khumba, The Nut Job 2, Maya The Bee, Blinky Bill, Ratchet & Clank, Wind Rises, Princess Kaguya, When Marnie Was There, The Boy and The Beast, Ma Vie de Courgette, Ozzy To be released - The Nut Job 2, Duck Duck Goose
Switzerland	Praesens-Film AG	Corinne Rossi	cr@praesens.com	Tall Tales (Drôles de petites bêtes), Ma vie de Courgette, Zombillénium, Zambezia, Minuscule 1-3, As de la Jungle, Le Prophète, Song of the Sea, Khumba, Pettersson und Findus, Mune
Bulgaria	PRO FILMS	Emil Simeonov	emil.simeonov@profilms.bg	Ooops, Noah is gone, The 7th Dwarf, The Snow Queen 1-3, Sheep and Wolves, Luis and the Aliens, Ploey: You never fly alone, Richard the Stork, Stolen Princess, Gnome Alone
GREECE	ROSEBUD.21	IOANNA PANAGIOTIDOU	ioanna@rosebud21.gr	Ma Vie De Courgette, Luis And His Friends From Outer Space, Marnies World
Greece	Seven films	Stella Kechagia	stella@sevenfilms.gr	My life as a zucchini, red turtle
France	Sophie Dulac Distribution	Chantal Lian	clian@sddistribution.fr	The King and the Mockingbird (re-release of Paul Grimault's ). The Siren (Sepideh Farsi).
Norway	Storytelling Media AS	Frank Johnsen	frank@storytelling.no	Long Way North/My Life as a Zucchini/Wolf & Sheep/The Jungle Bunch
France	Swift Distribution	Didier Costet	d.costet@swiftprod.com	None yet

Lithuania	Visos muzos	Jurga Liutvinskiene	jurga.liutvinskiene@kinofestivalis.lt	No animation films yet
The Netherlands	Windmill Film	Wallie Pollé	Wallie@windmillfilm.com	Not yet

## EUROPA DISTRIBUTION



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**Isabella WEBER**

Communication consultant

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## ABOUT EUROPA DISTRIBUTION

**EUROPA DISTRIBUTION** is the association of independent film distributors. With over **110 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 enhancing the circulation of information and ideas and to improve the curation, promotion and distribution of independent films.

**Ursula Meier** (Silver Bear 2012 for Sister) 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)

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