

EUROPA DISTRIBUTION

9TH ANNUAL CONFERENCE

at

KARLOVY VARY INTERNATIONAL FILM FESTIVAL

July 5 - 8 2015



**Karlovy Vary
International Film Festival**

With the support of the MEDIA Programme of the European Union

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PROGRAM

Europa Distribution organises this programme in partnership with Karlovy Vary International Film Festival and with the Support of Creative Europe – Media. We kindly ask you to assist to all activities.

Sunday July 5

ARRIVALS

SCREENINGS

16:30 - 18:00 **OPEN PANEL ORGANISED BY THE LUX PRIZE AND THE CREATIVE EUROPE DESK CZECH REPUBLIC - MEDIA, IN PARTNERSHIP WITH KVIFF AND EUROPA DISTRIBUTION**
Location: Lazne III - Blue Lounge (see maps)

EUROPEAN CONTENTS IN DIGITAL ERA. TOWARDS A MODERNISED COPYRIGHT FRAMEWORK. WHAT IS AT STAKE?

Nearly half of Europeans fail to use streaming services from their own country while on holiday abroad because of geo-blocking. Both technology and how society makes use of it have evolved significantly since the existing legislation on copyright was drafted. It affects not only creators and consumers but also the whole value chain of the audio-visual industry. New attempts to modernize copyright rules on EU level are now on the table. What is at stake in this reform? Is it ambitious enough and how does it affect the distribution models?

MODERATOR **Doris Pack**, LUX Prize coordinator, former chairwoman of the Committee on Culture and Education, European Parliament

SPEAKERS **Pavel Svoboda**, Chair of the Committee on Legislative Affairs, European Parliament
Bogdan Wenta, Member of the CULT committee of the European Parliament,
Petr Ostrouchov, Expert on copyright law
Julie-Jeanne Régnault, Board member of the EFADs, Chair of the EFADs Copyright & Enforcement Working Group
Christine Eloy, General Manager, Europa Distribution

Registration by July 4 and further information at media@kreativnievropa.cz

18:30 - 19:30 **UNVEILING OF THE 2015 LUX OFFICIAL SELECTION AND AUDIENCE MENTION**
Location: Hotel Thermal - Terrace (see maps)

19:30 - 22:30 **FESTIVAL DINNER, ORGANISED BY KARLOVY VARY IFF**
Location: Hotel Pupp - Rendez-Vous (see maps)
!Don't forget to [pick up your invitation](#) at the Protocol Desk!

Monday July 6

10:00 - 12:00

OPEN PANEL ORGANISED IN PARTNERSHIP WITH KVIFF AND THE LUX PRIZE

Location: Lazne III - Cinema (*see maps*)

IS THERE DEMAND FOR ON-DEMAND? WHAT LIES BENEATH THE DIGITAL MARKET

In the frame of the debates on VOD and the fragility of online barriers, Europa Distribution, in partnership with KVIFF and the LUX Prize has set up a panel to enable an in-depth evaluation of the current VOD market and digital opportunities and threats.

What is the reality of the online market today? What could be its evolution? Which future lies online for independent European films and what can be done to enhance their circulation? What are the feedbacks on the players online, big and small (Netflix, Mubi, iTunes, etc..)? Which are the threats (piracy, permeable borders, ...) ?

MODERATOR

Michael Gubbins – SampoMedia, expert on digital matters (UK)

KEYNOTE SPEAKER

Bogdan Wenta - Member of the European Parliament (PL)

SPEAKERS

André Lange - independent expert (FR)

Jelmer Hofkamp – FIAD, Federation of distributors' associations (BE)

Ivo Andrie – Aerofims, distributor & exhibitor, ED member (CZ)

Hadrien Lanvin - Pick Up, e-distributor, ED member (FR)

Edward Arentz - Music Box, distributor & exhibitor (US)

Jan Nazewski - New Europe Film Sales, sales agent (PL)

13:30 - 17:00

WORKS IN PROGRESS

Location: Hotel Thermal - Congres Hall (*see maps*)

17:30 - 19:30

GENERAL ASSEMBLY EUROPA DISTRIBUTION

Location: Lazne III - Blue Lounge (*see maps*)

WELCOME

PRESENTATION OF PAST AND COMING ACTIVITIES

DISCUSSIONS

19:30

DINNER WITH DISTRIBUTORS ORGANISED BY KARLOVY VARY IFF AND CREATIVE EUROPE

DESK CZECH REPUBLIC - MEDIA

Location: Pupp - Mirro Hall and Grand Restaurant (*see maps*)

!Don't forget to pick up your invitation at the Protocol Desk!

Tuesday July 7

09:30 - 17:00

WORKSHOP EUROPA DISTRIBUTION

Location: Lazne III - Blue Lounge (*see maps*)

09:30-10:00

WHO'S WHO

10:00-10:30

FEEDBACK ON THE SELECTIVE AND AUTOMATIC SCHEMES

SPEAKERS

Lucia Giannini, EACEA, Automatic Scheme

Juliette Desseilles, EACEA, Selective Scheme

10:30-10:40

COFFEE BREAK

10:40 - 12:30

THE DIGITAL SINGLE MARKET AND THE COPYRIGHT REFORM: WHAT LIES BENEATH FOR INDEPENDENT FILM DISTRIBUTORS

MODERATOR Michael Gubbins

SPEAKERS

Jelmer Hofkamp - Secretary General, FIAD

Claire La Combe - Consultant on EU affairs for Europa Distribution

Christine Eloy

12:30-13:30

LUNCH OFFERED BY EUROPA DISTRIBUTION

13:30-15:00:

MARKETING AND TOOLS: WHAT ARE THE TOOLS TO USE ONLINE? AS THEY CHANGE SO FAST, HOW TO REMAIN ALWAYS UPDATED AND EFFICIENT?

MODERATOR Michael Gubbins

SPEAKERS

- **Clara Léonet** - ED - *Presentation of Europa Distribution's participative database @Cinando*

- **Domenico La Porta** - Editor @Cineuropa and Head of new media @Wallimage - *Tools and best practices to engage a multi platforms audience*

15:00 - 15:10

COFFEE BREAK

15:10 - 17:00

THINK TANK AND ROUND TABLES - 1ST PART: DISCUSSIONS & DEBATE

17:30 - 20:30

SPECIAL SCREENINGS ORGANISED BY THE FESTIVAL FOR EUROPA DISTRIBUTION MEMBERS

Location: Cinema A, Hotel Thermal

22:00

INDUSTRY PARTY ORGANNISED BY KARLOVY VARY IFF

Location: Pupp, Chopin and Belle Epoque

!Don't forget to pick up your invitation at the Protocol Desk!

Wednesday July 8

10:00 - 12:00

THINK TANK AND ROUND TABLES - 2ND PART

Location: Lazne III, Blue Lounge

DISCUSSIONS & DEBATE AS ON TUESDAY

DEBRIEFING AND ACTIONS TO UNDERTAKE INDIVIDUALLY, NATIONALLY AND AT EUROPEAN LEVEL

SCREENINGS

DEPARTURES

Some time off after these long, hard-working days : Aeroport Club !

Every night, all Europa Distribution members are welcome to the Aeroport Club, organised by Aerofilms, Czech Distributor and member of Europa Distribution.

This year's edition of the legendary Aeroport club will take place in the unique industrial space of a former mineral water bottling plant, in the very heart of Karlovy Vary.

During the 50th Karlovy Vary International Film Festival, the club will be open every night from 8pm until the next morning.

Address: Horova 1361/3, Karlovy Vary (*see maps*)

WHO'S WHO

PANELISTS

Moderator

**MICHAEL GUBBINS, Founder SampoMedia and Chair Ffilm Cymru Wales, UK**

Michael Gubbins is an analyst and consultant, working in the international film, entertainment and media industries, with particular expertise in on-demand and digital change. He is the chair of the Ffilm Cymru Wales (formerly the Film Agency for Wales) and the co-founder of consultancy SampoMedia.

As well as frequent articles for leading newspapers and journals, he is the author of in-depth reports about digital change for business and academic institutions around the world, including the Digital Revolution series, sponsored by CineRegio. He is also a well-known chair, keynote speaker and organiser of conferences around Europe, including prestigious events for Europa Cinemas, the European Audiovisual Observatory, Europa Distribution, Inside Pictures, the European Think Tank, the Media Business School, European Parliament events, Power to the Pixel, CineRegio, the Danish Film Institute, the BFI and festivals including Cannes, Berlin, Rotterdam, Edinburgh, London and Gothenburg.

Speakers

**ANDRÉ LANGE, independent expert (previously Head of Department "Markets & Financing Information" at the European Audiovisual Observatory), FR**

André Lange joined the European Audiovisual Observatory at its creation in 1993. He worked there as a scientific coordinator for the Yearbook and various reports (including The development of the European market for on-demand services in 2015 and Video on Demand and catch up TV in Europe in 2009) and was the supervisor of KORDA, LUMIERE and MAVISE databases. André Lange is renowned worldwide as an expert specialised in the socio-economical aspects of the European media sector. He also held positions in the academic world, as an assistant and lecturer in various European universities, including the Free University of Brussels and the European institution of communication in Manchester.

**JELMER HOFKAMP, FIAD, BE**

Jelmer Hofkamp is the Secretary General of the International Federation of Film Distributors' Associations (FIAD). FIAD gathers the national associations of film distribution companies and provides them with a voice at the European and global stage. Jelmer represents the film distributors' interests at these stages, defending the sector's valuable principles on platforms like the European Institutions, the Audiovisual Observatory Advisory Committee, WIPO and the Council of Europe. Jelmer has a broad range of experience dealing with audiovisual and copyright issues and has previously worked for the Dutch Ministry of Foreign Affairs and in the Cabinet of Neelie Kroes, the former Vice-President of the European Commission.

**IVO ANDRLE, Aerofilms, CZ**

Ivo Andrle is a Czech cinema operator and film distributor. Since 1999 he has co-managed Aero, Prague's cult movie theater, eventually adding two other art cinemas in the city. Co-founder and CEO for Aerofilms, one of the Czech Republic's leading art-house distribution companies. He graduated in international trade from the University of Economics in Prague. With 15 years' experience, he is an internationally recognized specialist and consultant in the fields of cinema operation and film distribution. He is also part of a unique domestic team that takes inspiration from innovative approaches and then tries, with greater or lesser success, to implement them in the Czech cultural sphere.

**HADRIEN LANVIN, Pick Up Films, FR**

Hadrien is co-CEO of Pickup Films, a French film distribution company with a strong focus on digital distribution and film technology. He is also co-CEO of Filmopinion since 2012, a marketing consulting company working exclusively in the film industry. Hadrien has a background in Economics and holds an MSc in Management from HEC Paris.

**EDWARD ARENTZ, Music Box, US**

Since 2007, Edward is co-founder and managing director of Music Box Films, one of the US's leading art house distributors. In a 25 year career in specialty distribution, he has acquired and released well over 100 features. Prominent past releases include the original Swedish version of THE GIRL WITH THE DRAGON TATTOO; the Emmy award winning French TV series "Les Revenants"; and Pawel Pawlikowski's Best Foreign Language Oscar winner IDA. As an exhibitor, also programmed one of Manhattan's oldest art cinemas, Cinema Village, from 1993 to 2014.

**JAN NAZEWSKI, New Europe Film Sales, PL**

Jan Nazewski is a sales agent and festival organizer. He is the owner of the Warsaw-based boutique world sales company New Europe Film Sales, which sells short and feature films. He is also the organizer of industry events at the T-Mobile New Horizons IFF and collaborator of Connecting Cottbus; an expert for the European Film Academy (EFA Young Audience Award 2014 selection committee) and other international bodies; graduate and guest lecturer of EAVE and Wajda School in Warsaw and co-producer of the short film LA ISLA by Dominga Sotomayor and Kasia Klimkiewicz (Canon Tiger Award at Rotterdam IFF in 2014).

**LUCIA GIANNINI, EACEA, Automatic Scheme**

Lucia Giannini studied International Politics and European Affairs at the University of Bologna (Italy) and at the University of Maastricht & European Institute of Public Administration (The Netherlands).

After working in her home country (Italy), she moved to Brussels in 2006 to work for European Associations in higher education. She was member of the communications department of the European University Association (EUA). Later on, she joined Directorate-General for Research and Innovation of the European Commission, where she was mainly responsible for information activities for the EU research programme. Since December 2013 Lucia has joined the MEDIA Unit of the Executive Agency where she is working as Project Officer. She manages projects in the Distribution Sector "automatic scheme", and is also responsible for communication activities

**JULIETTE DESSEILLES, EACEA, Selective Scheme**

Juliette DESSEILLES studied in Brussels "HEG-ECSEDI", she worked for 8 years for an airline company SABENA from 1994 until 2001.

She started to work in 2002 for the European Commission at DG EAC "Education, Culture and MEDIA", as an Assistant for the coordination of the programme, financial Unit and operational Unit. In 2006 she joined the Education and Culture Executive Agency, as Assistant to the Director. Since January 2014 she has joined the MEDIA Unit of the Education and Culture Executive Agency where she is working in the Distribution Sector "selective" sub-programme as Project Officer. The Selective support for the transnational distribution of European Films.

**CLAIRE LA COMBE, Consultant on EU affairs for Europa Distribution, FR**

Graduated in political & communication sciences, Claire La Combe has worked in the film financing sector for four years. In 2013, after two years in Bruxelles and a period at the Executive Agency's MEDIA programme department, she moved back in Paris and became head of Communication & Events of the ACE producers' network. Today, parallel to her production activity in Animation, she is a EU Affair consultant for Europa Distribution and regularly contributes to Cineuropa and Toute L'Europe's websites.

**CHRISTINE ELOY, Europa Distribution, BE**

After graduating in Anthropology at the ULB (Universite Libre de Bruxelles) Christine started to work for an event organization company, then for a pool of European televisual cultural programs. In 2000 she joined Cineart, one of the leading independent distributors in Benelux, where she worked at the sales department for twelve years, releasing about 600 films amongst which AMOUR, PERSEPOLIS, LORD OF THE RINGS or STILL LIFE. Since September 2013, Christine is Europa Distribution's general manager.

**CLARA LÉONET, Europa Distribution, BE**

Clara worked in a cinema in Brussels for 5 years as a student, which raised her curiosity on how the films get on the screens. She was an intern for Belgian distributor Cineart at the end of 2012 and then for Europa Distribution in 2014. She graduated in cultural management in June 2014 and is working for Europa Distribution as project assistant since last October.

**DOMENICO LA PORTA, Transmedia expert, BE**

Domenico La Porta is a man of many hats. He's a movie critic (tv host @ RTBF), an industry journalist (Editor of CINEUROPA.org) and a Transmedia producer (with his company KWEB). He is also the head of Transmedia at WALLIMAGE, the Belgian economical film fund investing in multi-platform story developments. As a Transmedia architect, Domenico has shaped multi platforms story worlds and cross media creative promotion around films such as *The Suicide Shop*, *Ernest & Célestine*, *Mood Indigo*, *Cub* (...) and the upcoming animated series URBANCE, of which Domenico is currently writing the multi-platform script. Domenico is also an international consultant in multi-platform architecture, social media, community building and cross-media strategies for the audiovisual sector and he is currently developing an upcoming gamification app with the support of the MEDIA programme of the European Union.

DISTRIBUTORS (in alphabetical order by company)

Company	Name	Country	Email address
A Contracorriente Films	Eduardo Escudero	Spain	eduardo@acontracorrientefilms.com
Aerofilms s.r.o.	Ivo Andrlé	Czech Republic	ivo.andrle@aerofilms.cz
Aerofilms s.r.o.	Zuzana Pudilová	Czech Republic	zuzana.pudilova@aerofilms.cz
Aerofilms s.r.o.	Jakub Němeček	Czech Republic	jakub@aerofilms.cz
Aerofilms s.r.o.	Radim Habartik	Czech Republic	radim@aerofilms.cz
Agora Films	Laurent Dutoit	Switzerland	ldutoit@agorafilms.ch
Alambique	Hugo Lopes	Portugal	hugo.lopes@alambique.pt
Amstelfilm	Mirjam van Ansem	Netherlands	mirjam@amstelfilm.nl
Arsenal Filmverleih	Käte Schaeffer	Germany	k.schaeffer@arsenalfilm.de
Artcam	Anna Kopecka	Czech Republic	anna.kopecka@artcam.cz
Artcam	Artemio Benki	Czech Republic	sylvie.leray@artcam.cz
Artcam	Hedvika Petrželková	Czech Republic	hedvika.petrzelkova@artcam.cz
BAC Films	Alexis Hofmann	France	a.hofmann@bacfilms.fr
Chrysalis Films	Pierre-Francois Bernet	France	pfb@chrysalis-films.com
Cinemien	Babette Wijntjes	Netherlands	babette@cinemien.nl
Contact Film	Nick Muijs	Netherlands	nick@contactfilm.nl
drei-freunde	Andreas Baumann	Germany	baumann@drei-freunde.de
Epicentre Films	Grégory Tilhac	France	gregory@epicentrefilms.com
Europafilm AS	Frank Johnsen	Norway	frank@europafilm.no

EYE	René Wolf	Netherlands	renewolf@eyefilm.nl
Artcam	Sylvie Leray	czech republic	sylvie.leray@artcam.cz
Film Europe	Ivan Hronec	Slovakia & Czech Republic	ivan.hronec@filmeurope.eu
Filmbazar	Peter Bendtsen	Denmark	peterb@filmbazar.dk
Filmbazar	Trine Hauerslev	Denmark	trine@filmbazar.dk
Filmcoopi	Carola Stern	Switzerland	carola.stern@gmx.net
Freealize	Ileana Cecanu	Romania	ileana@freealize.com
GMfilms	Michael Hoefner	Germany	michael.hoefner@freenet.de
Gutek Film	Marek Bien	Poland	marek.bien@gutekfilm.pl
Haut et Court	Laure Caillol	France	laure.caillol@hautetcourt.com
Imagine Film Distribution	Christian Thomas	Belgium	c.thomas@imaginefilm.be
Just Film Distribution	Jean B. Heijl	Netherlands	jean@justfilmdistribution.nl
Kino pasaka	Greta Akcijonaitė	Lithuania	greta.garbo@kinopasaka.lt
Les Films du Losange	Alexandra Leduc	France	a.leduc@filmsdulosange.fr
Lucky Red	Stefano Massenzi	Italy	stefano.massenzi@luckyred.it
Mozinet	Bálint Szalóky	Hungary	szb@mozinet.hu
Mozinet	Gábor Böszörményi	Hungary	bg@mozinet.hu
Neue Visionen Filmverleih GmbH	Torsten Frehse	Germany	Frehse@neuevisionen.de
New Cinema LTD.	Daniel Melamed	Israel	daniel@newcinema.co.il
Nomad Film Distribution	Simone Genchi	Italy	s.genchi@nomadfilm.it
NonStop Entertainment	Philippa Dahl	Sweden	philippa.dahl@turner.com
O'Brother Distribution	Olivier Meyvaert	Belgium	omeyvaert@obrother.be
Øst for Paradis	Rikke Johnsen	Denmark	rj@paradisbio.dk
Øst for Paradis	Runne Schmidt	Denmark	spasbas@gmail.com
Pandora Film GmbH & Co. Verleih	Michael Schmetz	Germany	michael.schmetz@pandorafilm.com
Peccadillo Pictures Ltd	Kahloon Loke	United Kingdom	Kahloon@peccapics.com
Peccadillo Pictures Ltd	Tom Abell	United Kingdom	tom.abell@peccapics.com
PICKUP FILMS	Hadrien Lanvin	France	hadrien.lanvin@pickupfilms.com
Prokino Filmverleih GmbH	Emma Klopff	Germany	emma.klopff@prokino.de
Reel Pictures ApS	Henrik Neumann	Denmark	henrik@reelpictures.dk
Remain In Light	Kay Doms	Benelux	kay@remaininlight.be
Schwarz Weiss Filmverleih	Matthias Keuthen	Germany	info@schwarzweiss-filmverleih.de
Soda Pictures	Nick McKay	United Kingdom	nick@sodapictures.com
The Works Film Group	Steve Bestwick	United Kingdom	steve.bestwick@theworksfilmgroup.com
Tongariro	Leszek Maslowski	Poland	leszek.maslowski@tongariro.pl
Tongariro Releasing	Jakub Mroz	Poland	jakub.mroz@tongariro.pl
Tour de Force	Tor Fosse	Norway	fosse@biff.no
Urban Distribution	Claire Beaudoin	France	claire@gomedia.fr
Urban Distribution	Frédéric Corvez	France	frederic@urbandistribution.fr

USEFUL INFORMATION

ACCOMMODATION

Unless notified otherwise by the festival, you will be accommodated at:



Hotel Ambassador Národní důmnečy
T.G. Masaryka 24 - 360 01 Karlovy Vary
Phone: +33 (0)4 50 45 43 21

TRANSPORTATION



ARRIVALS/DEPARTURES

Do not forget to update your exact arrival and departure details via the online accreditation system, so that the festival can arrange transfers between Prague airport and Karlovy Vary for you.

All you need to do after your arrival to Prague airport is to get in touch with the festival welcoming service at the festival booths located in both arrival halls. They will know about you and will assist your departure to Karlovy Vary.

INVITATIONS FOR EVENING EVENTS

The dinners on Sunday and Monday nights and the party on Wednesday night are all upon invitation. Invitations will be prepared for you under your name at the **Protocol Desk** in the Accreditation Hall in Hotel Thermal.

! You should come, check and pick up your invitations every day, since they will not be distributed at once.

GENERAL INFORMATION

ACCREDITATION

Accreditation must be collected in person in the accreditation hall of the Thermal Hotel (Mezzanine) from July 3, open daily from 08:00 to 22:00.

INDUSTRY OFFICE

The Industry Office is located on the 1st floor of Hotel Thermal and is open daily from 10:00 to 20:00

SHUTTLES

A festival shuttle service is at the disposal for all festival participants. There are three bus lines free of charge - F1, F2, F3. The lines will be in operation from July 3 to July 11.

F1- Tent Village - Kino Drahomíra- Festival Hotel - Tent Village

F2- Tent Village - Hotel Thermal - Richmond- Březová, Camp

F3 - Tent Village - Hotel Thermal- Divadelní náměstí

Please see the map and all the details at <http://www.kviff.com/en/guide/transportation>

CONTACTS ON-SITE

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

Guest Department/Hugo: +420 604 123 173 michael.rosak@me.com

Jana Ptackova: +420 777 483 490 ptackova@kviff.com

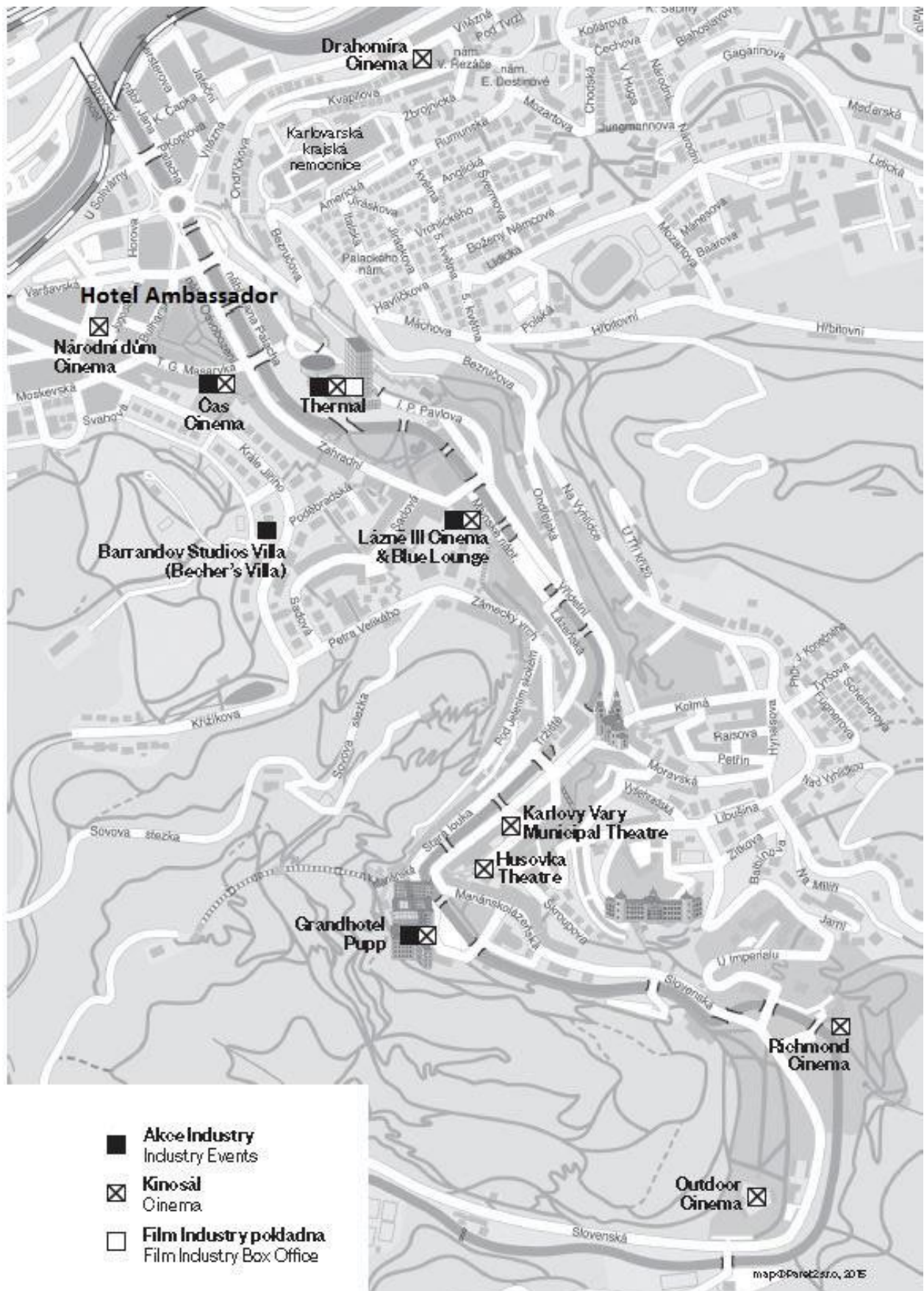
For questions related to the workshop

Clara Léonet: +32 472 62 54 48

Christine Eloy: +32 496 20 86 22

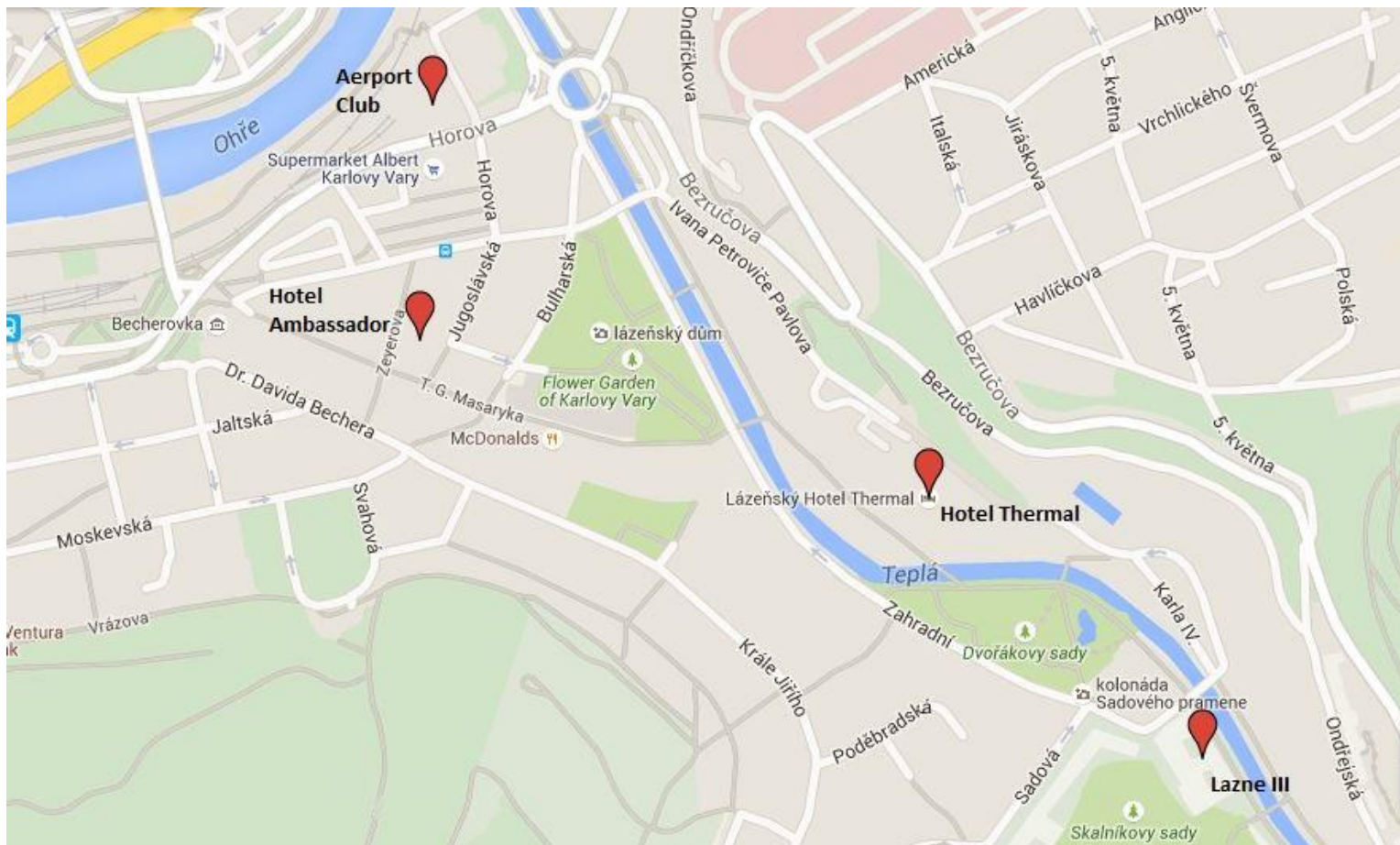


MAPS



NB Narodni dum Cinema is located inside Hotel Ambassador

Detail



Addresses

Hotel Ambassador

T.G. Masaryka 24

Lazne III

Mlýnské nábřeží 5

12 minutes walk from the Ambassador

Hotel Thermal

Ivana Petroviče Pavlova 11

8 minutes walk from the Ambassador

Hotel Pupp

Mariánská 2

25 minutes walk from the Ambassador

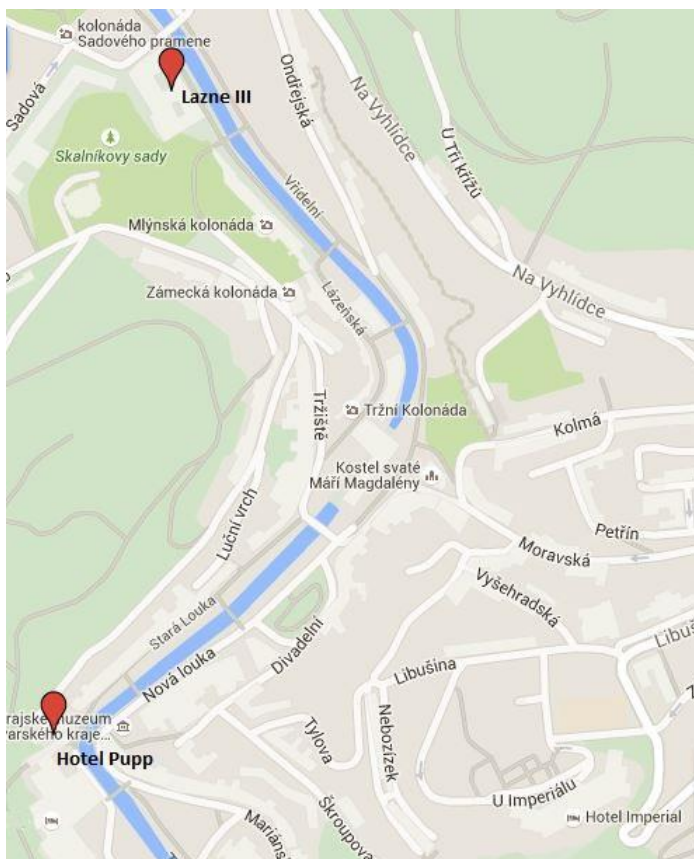
Aeroport Club

Horova 1361/3

3 minutes walk from the Ambassador

Online map:

https://www.google.com/maps/d/edit?hl=fr&authuser=0&mid=z1ZI_NBUuYcU.k2a3gByXNG7o



ABOUT EUROPA DISTRIBUTION

EUROPA DISTRIBUTION is the **European network of independent film distributors**. Since its creation, Europa Distribution has accompanied and reinforced the integration and collaboration process between its members through information, and brainstorming and training sessions. The network's aim is to strengthen the European existing ties to improve the curation, promotion and distribution of independent films.

With more than **140 leading independent distributors representing 28 countries in Europe and beyond**, it serves as the **VOICE OF THE SECTOR** and acts as a **NETWORK** and a **THINK TANK**.

Ursula Meier is the President of Honor of the Association. The Board of Administration, chaired by **Laurent Dutoit (Agora Films / Switzerland)** and **Jakub Duszynski (Gutek Film / Poland)** is composed of 13 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

EUROPA DISTRIBUTION

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