

# EUROPA DISTRIBUTION

11<sup>TH</sup> ANNUAL CONFERENCE

*at*

**KARLOVY VARY INTERNATIONAL FILM FESTIVAL**

*July 2-6 2017*



**Karlovy Vary  
International Film Festival**

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



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## PROGRAMME

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 attend all activities.

### Sunday July 2

#### ARRIVALS

#### SCREENINGS

**16.30 – 18.00** **OPEN PANEL ORGANISED BY THE LUX FILM PRIZE OF THE EUROPEAN PARLIAMENT IN PARTNERSHIP WITH CREATIVE EUROPE DESK CZ-MEDIA, WITH KVIFF AND EUROPA DISTRIBUTION**

Location: Industry Pool, Hotel Thermal (see maps)

#### AN INSIGHT INTO THE PROMOTION AND VISIBILITY OF EUROPEAN AUDIOVISUAL WORKS

*An insight into the promotion and visibility of European audio-visual works from a European perspective. The LUX Film Prize and the Creative Europe Programme strive among others for better visibility and circulation of European films across Europe. In which way the promotion of European films should be boosted? A legal frame establishing the level playing field that would help to foster the cultural diversity is a first step...?*

*The panel is organised by the LUX Film Prize of the European Parliament and Creative Europe Desk CZ-MEDIA, in partnership with Karlovy Vary IFF and Europa Distribution.*

**MODERATOR** **Doris Pack** - Coordinator, LUX Film Prize

**SPEAKERS** **Helga Trupel** - Vice-Chair of the CULT Committee, European Parliament  
**Bogdan Wenta** - Member of the CULT Committee, European Parliament  
**Peter Dinges** - President, EFADs – The European Film Agencies Association  
**Christian Grece** - Analyst, European Audiovisual Observatory (FR)  
**Ivo Andrie** - Distributor and exhibitor, Aerofilms (CZ)

**19.00 – 21.00** **UNVEILING OF THE 2017 LUX FILM PRIZE OFFICIAL SELECTION AND AUDIENCE MENTION**

Location: La Belle Epoque, Grand Hotel Pupp (by invitation only) (see maps)

*Mrs Helga Trupel, Mrs Martina Dlabajova, Mr Bogdan Wenta and Mrs Doris Pack will unveil the 10 films of the 2017 LUX Film Prize Official Selection and also the 2016 LUX Audience Mention.*

**20.00 – 22.00** **FESTIVAL DINNER, ORGANISED BY KARLOVY VARY IFF**

Location: Rendez-Vous, Grand Hotel Pupp (by invitation only) (see maps)

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

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

*This year's special 10th anniversary edition of the legendary Aeroport club will take place just a stone's throw away from Hotel Thermal. The club is open every day from noon (you can stop by for a coffee or browse in a pop-up designer's shop during the day) until the early hours – there are different DJs playing every night. Location: Zahradní 734/23, Karlovy Vary (see maps)*

Monday July 3

09.30 – 11.30

OPEN PANEL ORGANISED IN PARTNERSHIP WITH KVIFF AND THE LUX FILM PRIZE

Location: Lazne III Cinema (*see maps*)

THE CONSTANT GARDENERS - WHAT ROLE FOR DISTRIBUTORS IN THE NEW FILM INDUSTRY ECOSYSTEM?

*Europa Distribution has invited experts and academics to discuss the current state of film distribution in Europe with distributors, and present the findings of their research to distributors from across the Europa Distribution network. Such input and the following discussion with independent distributors could prove useful in identifying aspects of distribution that could benefit or hold back the industry as it moves forward.*

*What are the new trends of the market? How can the available data be interpreted? What are the challenges faced by distributors today? And, where to look to find the best solutions to have a strong and vivid sector?*

MODERATOR

**Michael Gubbins** - SampoMedia (UK)

KEYNOTE SPEAKER

**Bogdan Wenta** - Member of the European Parliament, Committee on Culture and Education

SPEAKERS

**Ben Johnson** - Marketing Expert; Founder, GRUVI (DK)  
*GRUVI's white paper on distribution*

**Huw Jones** - Postdoctoral Research Associate, University of York (UK)  
*Indie film distribution in Europe: State of play*

**Nikolas Moschakis** - Secretary General, FIAD (BE)  
*A perspective on European policy and its impact on independent distribution*

**Liesbeth Sträter** - Research Intern, Europa Distribution; Master Student, University of Antwerp (BE)  
*Crossing borders: Research on the implementation of schemes and measures for European independent film distribution*

12.00 – 13.30

INNOVATIVE EXAMPLES OF FILM DISTRIBUTION IN EUROPE

CREATIVE EUROPE MEDIA SHOWCASE

Location: Industry Pool (*see maps*)

14.00 – 15.30

WORKS IN PROGRESS @KVIFF

Location: Congress Hall, Hotel Thermal (*see maps*)

16.00 – 17.30

EURIMAGES PROJECT LAB AWARD

Location: Congress Hall, Hotel Thermal (*see maps*)

19.30

DINNER ORGANISED BY KARLOVY VARY IFF AND CREATIVE EUROPE MEDIA

Location: Grand Restaurant, Grand Hotel Pupp (*see maps*)

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

## Tuesday July 4

09.00 – 12.30

### EUROPA DISTRIBUTION WORKSHOP (CLOSED): FINDING NEW TOOLS

Location: Lazne III Blue Hall (*see maps*)

*During this private workshop, experts from the fields of marketing (GRUVI) and piracy (MUSO) will share their thoughts on new tools and innovative possibilities for film distribution. Distributors will be encouraged to share their own experiences with such methods and services, in the interest of collecting constructive feedback on where we are as a sector and what possibilities there are to move forward collectively.*

#### SPEAKERS

**Chris Anderson** - Piracy Expert; Head of Film & TV: UK & Europe, MUSO (UK)

*MUSO: The Bigger Picture*

*Seeing the opportunity in online piracy*

**Ben Johnson** - Marketing Expert; Founder, GRUVI (DK)

*Winning your audiences! Marketing movies in the connected world*

14.00 – 16.00

### DOCU TALENTS

Location: Cinema A, Hotel Thermal (*see maps*)

17.00 – 19.30

### EUROPA DISTRIBUTION GENERAL ASSEMBLIES

Location: Press Hall, Hotel Thermal (*see maps*)

EUROPA DISTRIBUTION GENERAL ASSEMBLY, FRANCE

EUROPA DISTRIBUTION EXTRAORDINARY GENERAL ASSEMBLY, FRANCE

EUROPA DISTRIBUTION GENERAL ASSEMBLY, BELGIUM

#### GENERAL DISCUSSION

*Note: please have a look at the summary you have received to use this dedicated time for discussion & debate essentially*

20.30

### EUROPA DISTRIBUTION MEMBERS' DINNER

Location: Hotel Ambassador (*see maps*)

22.00

### INDUSTRY PARTY

Location: Lazne I (*see maps*)

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

## Wednesday July 5

10.00 – 12.30

### SPECIAL SCREENINGS ORGANISED BY THE FESTIVAL: A TASTE OF KVIFF FILMS

Location: Cinema A, Hotel Thermal (*see maps*)

*Festival Director, Karel Och, has put together a special programme for distributors composed of short excerpts of films with potential to circulate.*

#### SCREENINGS & MEETINGS

## Thursday July 6

#### SCREENINGS & MEETINGS

#### DEPARTURES

## USEFUL INFORMATION

### ACCOMMODATION

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



#### Hotel Ambassador Národní důmnecey

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 upon arrival at Prague airport is get in touch with the festival welcoming service at the festival booths located in both arrival halls. They will find you in their system and assist with your transfer to Karlovy Vary.

### INVITATIONS FOR EVENING EVENTS

The dinners on Sunday and Monday nights and the party on Wednesday night are by invitation only. 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.**

### 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, a Czech Distributor and member of Europa Distribution.

During the 52nd Karlovy Vary International Film Festival, the club will be located at Zahradní 23, in front of the Hotel Thermal (*see maps*).

### GENERAL INFORMATION

#### ACCREDITATION

Accreditation must be collected in person in the accreditation hall of the Thermal Hotel (Mezzanine) from June 30, open daily from 08.00 to 22.00.

#### INDUSTRY OFFICE

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

#### INDUSTRY POOL

The Industry Pool is located in the Hotel Thermal and is open from 10.00 to 01.00 from July 1 to July 7. In this space the Festival holds many of its industry events and where Industry members can socialize, get coffee, some small snacks and have a calm time for their meetings.

### TRANSPORTATION IN KARLOVY VARY

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 June 30 to July 8.

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

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

F3- Tent Village - Hotel Thermal- Divadelní náměstí

### Taxi

Georgia Taxi guarantees the rate CZK 30 / 1 km when you order by phone. Initial rate is CZK 50, the waiting rate is CZK 5 / 1 min.

Tel.: +420 353 223 010, +420 353 223 020, +420 606 605 605

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)

**Industry Services: Viktorie Sedlackova** +420 770 136 870 - sedlackova@kviff.com (anything related to accreditations, industry guide and industry services)

**Industry Pool Contact: Lenka Pavlickova** +420 733 371 471 - pavlickova.lenka@gmail.com (anything related to the venue, set up or other production needs)

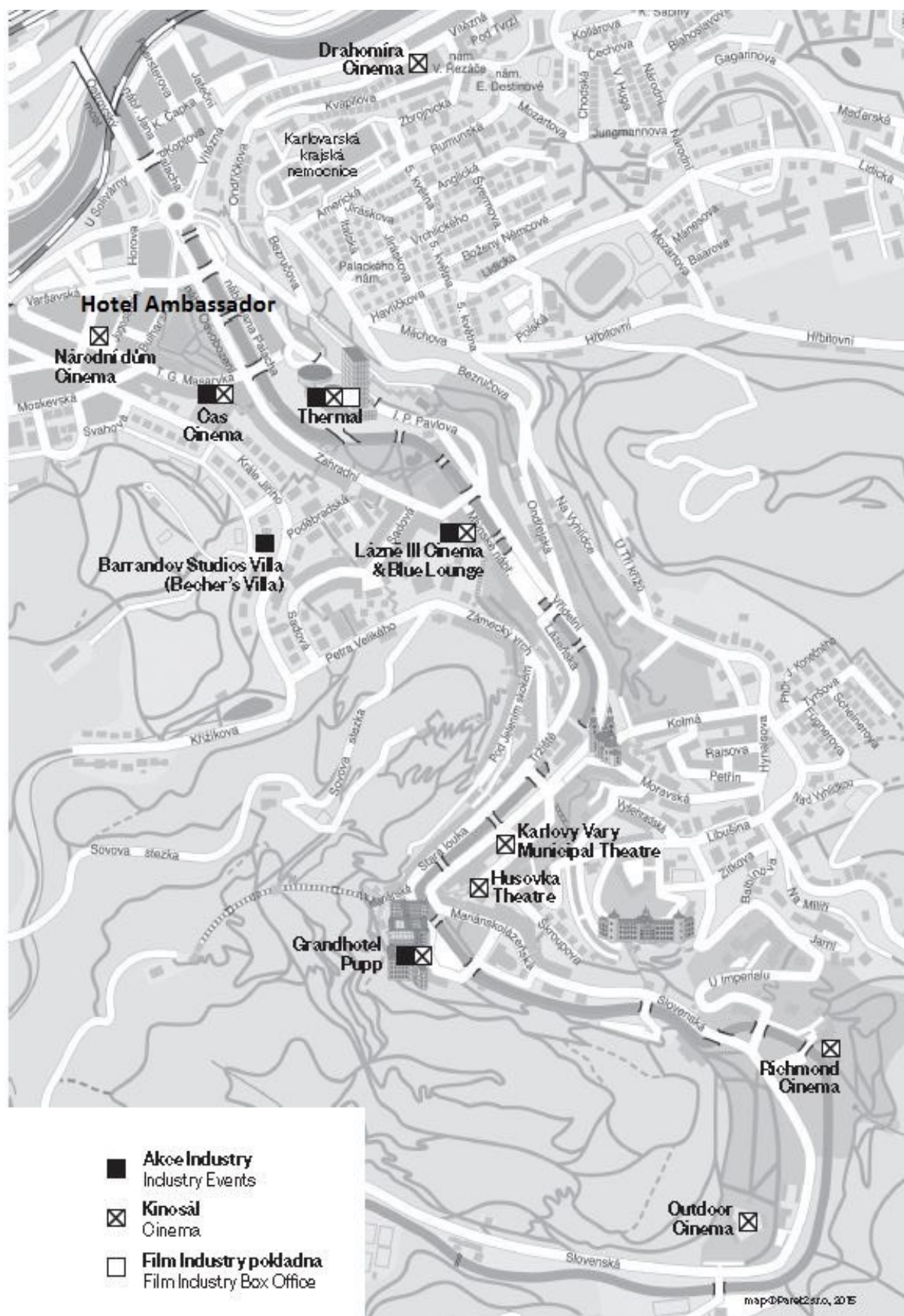
**Guest Service Contact: Ivana Hrbackova** +420 778 481 577 – hrbackova@kviff.com (anything related to accommodation, transport etc.)

### For questions related to the conference

<b>Chris Mill:</b>	+32 470 41 93 88
<b>Christine Eloy:</b>	+32 496 20 86 22
<b>Isabella Weber:</b>	+39 338 255 4040



MAPS



**NB** Narodni dum Cinema is located inside Hotel Ambassador



## Addresses

### 1. Hotel Ambassador

T.G. Masaryka 24

### 2. Hotel Thermal (including Industry Pool)

Ivana Petroviče Pavlova 11

8 minute walk from the Ambassador

### 3. Aeroport Club

Zahradní 23

10 minute walk from the Ambassador

### 4. Lázně III Cinema

Mlýnské nábř. 507/5

15 minute walk from the Ambassador

### 5. Hotel Pupp

Mariánská 2

25 minute walk from the Ambassador

### 6. Lázně I Cinema/Kaiserbad

Mariánskolázeňská 306/2

25/30 minute walk from the Ambassador







## WHO'S WHO

### PANELISTS

#### Moderator



**MICHAEL GUBBINS - Founder SampoMedia; Chair, Ffilm Cymru Wales**

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



**BOGDAN WENTA - Member of the European Parliament**

Born in Szpęgawsk, Poland, he is a former handball player and coach who played in several handball clubs from Poland, Germany and Spain and, in his career, appeared in seven European Cup finals. In February 2007, he was honoured with the Knight's Cross of Polonia Restituta by President Lech Kaczyński for his contribution to the development of Polish sport. He was elected as Member of the European Parliament during the 2014 elections and joined the Committee on Culture and Education. He is active in audiovisual sector policies and was a rapporteur of the report on EC Communication on European Film in the Digital Era.



**BEN JOHNSON - Marketing Expert; Founder, GRUVI**

Ben Johnson is the founder of Gruvi, a company active in all aspects of distribution and exhibition which helps with the marketing of films, games, TV shows, events and festivals. Gruvi's platform provides efficient tools to reach, connect with and engage audiences, with trackable results. Gruvi's client base includes HBO, Sony and Disney, as well as many independent distribution companies globally.



**HUW JONES - Postdoctoral Research Associate, University of York**

Dr Huw Jones was recently appointed as a Lecturer in Film Studies at the University of Southampton (UK) and is currently a Postdoctoral Research Associate at the University of York (UK). For the last three years, he has been working on the Mediating Cultural Encounters through European Screens (MeCETES) project ([www.mecetes.co.uk](http://www.mecetes.co.uk)), an international project on the cross-border production, distribution and audience reception of European film and television drama. He has published in *The Routledge Companion to World Cinema*, *Transnational Cinemas*, *Comunicazioni Sociali*, *Journal of*

*British Cinema and Television and Cultural Trends*. He also edited the book *The Media in Europe's Small Nations* (CSP, 2014) and occasionally writes for *Cineuropa*.



**NIKOLAS MOSCHAKIS - Secretary General, FIAD**

Nikolas 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 on the European and global stages. Nikolas represents their interests at these stages, defending the sector's valuable principles vis-a-vis the European Institutions, the Audiovisual Observatory Advisory Committee, WIPO and the Council of Europe. Nikolas has a broad range of experience in Brussels, dealing with Audiovisual, media and copyright issues. Before Brussels, he worked in international organisations in both New York and Washington D.C.

He is from Greece and studied International and European Economic and Political Studies at the University of Macedonia in Thessaloniki. He also holds an M.A. in EU International Relations and Diplomacy from the College of Europe in Bruges.



**LIESBETH STRÄTER - Research Intern, Europa Distribution; Master Student, University of Antwerp**

From March to June 2017, Liesbeth worked at Europa Distribution as a research intern. To finalise her masters degree, she wrote a thesis in collaboration with Europa Distribution on the subject of schemes and measures for European independent film distribution. She recently graduated with a Masters in Cultural Management from the University of Antwerp. In 2016, she interned at the international policy department of the Ministry of Education, Culture and Science in the Netherlands. She completed her bachelors degree in Theatre, Film and Television sciences at the University of Utrecht.



**CHRIS ANDERSON - Piracy Expert; Head of Film & TV: UK & Europe, MUSO**

MUSO's trusted technology platform is enabling hundreds of major content owners to grow their relationship with online audiences in three stages - protecting content through anti-piracy, measuring global real-time demand, and driving online traffic back towards licensed websites. Chris joined MUSO at the start, and now fronts the Film & TV arm across the UK and Europe. Starting in music, and also working in publishing, Chris has had a wealth of experience in copyright infringement and the legal distribution of creative content. He has spent a decade helping to create events, including the curation of a successful music festival, and has also launched a very successful blog and presented at a number of industry markets including EFM and MipTV. Chris is now really enjoying helping MUSO launch a series of new tools and develop their brand across the film & TV industries.

**DISTRIBUTORS (in alphabetical order by company)**

Company	Name	Country	Email address
A Contracorriente	Eduardo Escudero	Spain	<a href="mailto:eduardo@acontracorrientefilms.com">eduardo@acontracorrientefilms.com</a>
A-One Films	Christina Ayrapetyan	Russian Federation	<a href="mailto:christina@a-onefilms.com">christina@a-onefilms.com</a>
Aerofilms	Ivo Andrlé	Czech Republic	<a href="mailto:ivo.andrle@aerofilms.cz">ivo.andrle@aerofilms.cz</a>
Aerofilms	Radka Urbancova	Czech Republic	<a href="mailto:radka.urbancova@aerofilms.cz">radka.urbancova@aerofilms.cz</a>
Agora Films	Laurent Dutoit	Switzerland	<a href="mailto:ldutoit@agorafilms.ch">ldutoit@agorafilms.ch</a>
Amstelfilm	Fleur Dopheide	The Netherlands	<a href="mailto:fleur@amstelfilm.nl">fleur@amstelfilm.nl</a>
Arsenalfilm	Käte Schaeffer	Germany	<a href="mailto:k.schaeffer@arsenalfilm.de">k.schaeffer@arsenalfilm.de</a>
Artcam Films	Sylvie Leray	Czech Republic	<a href="mailto:sylvie.leray@artcam.cz">sylvie.leray@artcam.cz</a>
Arthaus	Svend Jensen	Norway	<a href="mailto:svend@arthaus.no">svend@arthaus.no</a>
BAC Films Distribution	Véronique Crasset	France	<a href="mailto:v.crasset@bacfilms.fr">v.crasset@bacfilms.fr</a>
Bim Distribuzione	Dafne Mauro	Italy	<a href="mailto:dmauro@bimfilm.com">dmauro@bimfilm.com</a>
Cherry Pickers Filmdistributie	Huub Roelvink	Benelux	<a href="mailto:huub@cherrypickersfilm.nl">huub@cherrypickersfilm.nl</a>
Cinefile	Richard Mowe	UK	<a href="mailto:richardmowe@mac.com">richardmowe@mac.com</a>
Cinema Delicatessen	Katrien Lamers	The Netherlands	<a href="mailto:katrien@cinemadelicatessen.nl">katrien@cinemadelicatessen.nl</a>
Cinemanse	Hanna Lajunen	Finland	<a href="mailto:hanna@cinemanse.fi">hanna@cinemanse.fi</a>
Contact Film	Nick Muijs	The Netherlands	<a href="mailto:nick@contactfilm.nl">nick@contactfilm.nl</a>
Curzon Artificial Eye	Laura Dos Santos	UK	<a href="mailto:laura.dos.santos@curzon.com">laura.dos.santos@curzon.com</a>
Dogwoof	Andy Whittaker	UK	<a href="mailto:andy@dogwoof.com">andy@dogwoof.com</a>
Eye Film Institute	Monica Eckelkamp	The Netherlands	<a href="mailto:monicaeckelkamp@eyefilm.nl">monicaeckelkamp@eyefilm.nl</a>
Film Europe	Ivan Hronec	Czech Republic & Slovakia	<a href="mailto:ivan.hronec@filmeurope.eu">ivan.hronec@filmeurope.eu</a>
Filmcoopi Zürich	Carola Stern	Switzerland	<a href="mailto:carola.stern@gmx.net">carola.stern@gmx.net</a>
Folkets Bio AB	Rose-Marie Strand	Sweden	<a href="mailto:rosemarie.strand@folketsbio.se">rosemarie.strand@folketsbio.se</a>
Freealize	Ileana Cecanu	Romania	<a href="mailto:ileana@freealize.com">ileana@freealize.com</a>
Frenetic Films	Daniel Treichler	Switzerland	<a href="mailto:daniel.treichler@frenetic.ch">daniel.treichler@frenetic.ch</a>
GMfilms	Michael Höfner	Germany	<a href="mailto:gmfilms@gmfilms.de">gmfilms@gmfilms.de</a>
Imagine Film	Clara Léonet	Belgium	<a href="mailto:c.leonet@imaginefilm.be">c.leonet@imaginefilm.be</a>
Just Entertainment	Jean Heijl	The Netherlands	<a href="mailto:jean@justfilmdistribution.nl">jean@justfilmdistribution.nl</a>
Kino pasaka	Greta Akcijonaite	Lithuania	<a href="mailto:greta.garbo@kinopasaka.lt">greta.garbo@kinopasaka.lt</a>
M2 Films	Marcin Was	Poland	<a href="mailto:marcin.was@m2films.pl">marcin.was@m2films.pl</a>
MAD Solutions	Alaa Karkouti	Egypt	<a href="mailto:alaa.karkouti@mad-solutions.com">alaa.karkouti@mad-solutions.com</a>
Madman Entertainment	Vera Herchenbach	Australia	<a href="mailto:vera@madman.com.au">vera@madman.com.au</a>
MCF MegaCom Film	Vuk Strahinja Starčev	Serbia	<a href="mailto:vuk.starcev@mcf.rs">vuk.starcev@mcf.rs</a>
mindjazz pictures	Alessandro Lombardo	Germany	<a href="mailto:alessandro@mindjazz-pictures.de">alessandro@mindjazz-pictures.de</a>
Mozinet	Szabolcs Bálint	Hungary	<a href="mailto:szb@mozinet.hu">szb@mozinet.hu</a>
Neue Visionen Filmverleih GmbH	Torsten Frehse	Germany	<a href="mailto:frehse@neuevisionen.de">frehse@neuevisionen.de</a>
New Cinema LTD.	Daniel Melamed	Israel	<a href="mailto:daniel@newcinema.co.il">daniel@newcinema.co.il</a>
NjutaFilms	Madeleine Hammar	Sweden	<a href="mailto:madeleine@njutafilms.com">madeleine@njutafilms.com</a>
O'Brother Distribution	Thibaut Quiryren	Belgium	<a href="mailto:thibaut@obrother.be">thibaut@obrother.be</a>
Outsider Films Lda	João Froes	Portugal	<a href="mailto:joaofroes@outsider-films.pt">joaofroes@outsider-films.pt</a>
Peccadillo Pictures	Diane Gabrysiak	UK	<a href="mailto:diane@peccapics.com">diane@peccapics.com</a>
Prokino Filmverleih GmbH	Emma Klopff	Germany	<a href="mailto:emma.klopff@prokino.de">emma.klopff@prokino.de</a>
Storytelling Media AS	Frank Johnsen	Norway	<a href="mailto:frank@storytelling.no">frank@storytelling.no</a>
Surtsey Films	Miguel Angel Perez	Spain	<a href="mailto:mperezboronat@gmail.com">mperezboronat@gmail.com</a>
Tour de Force AS	Lars Longva	Norway	<a href="mailto:lars.longva@gmail.com">lars.longva@gmail.com</a>

## 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, brainstorming and training sessions. The network's aim is to strengthen existing European ties to improve the curation, promotion and distribution of independent films.

With **120 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](http://www.europa-distribution.org)

## EUROPA DISTRIBUTION



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