

WELCOME to the information session on the European Film Distribution call for proposals

We will start promptly at 2 pm
Please mute your microphone and switch off your camera

European Education and Culture Executive Agency



Information session European Film Distribution 9 February 2022

This info session will be recorded using WebEx for the purpose of publication on EACEA's website. Only the presentations will be recorded: the Q&A sections will not be recorded.

Please refer to the Data Protection Notice of the event for more information.

European Education and Culture Executive Agency



1. Key features



- 2. Structure of the call + Q&A
- 3. MEDIA database and how generate your admissions + Q&A
- Introduction to the submission system in e-Grants + Q&A
- Tips for proposal preparation





2022: positive developments!

- Increase of total budget (by 11%)
- Increase of co-funding rate (from 60% to 70%)



- Increase of pre-financing rate to (also from 60% to 70%)
- Increase of number of films for reinvestment (from 10 to 12)
- Simplification no progress reports
- Simplification one application per PIC number (multiple territories)
- Support measures to tackle Covid and Brexit effect (co-efficients and reference years for admissions)
- New submission system (eGrants) and MEDIA database



Key features

- Available budget: EUR 33 000 000
- Project duration: 24 months
- Deadline: 05/04/2022
- Evaluation: April September 2022
- Information on evaluation results: October 2022
- GA signature: **December 2022**







1. Key features

2. Structure of the call + Q&A



- 3. MEDIA database how generate your admissions + Q&A
- 4. Introduction to the submission system in e-Grants + Q&A
- 5. Tips for proposal preparation





Eligibility criteria (1)

Eligible participants – no changes compared to Automatic scheme

Eligible films – no changes compared to Automatic scheme

➤ New MEDIA database (check the step-by-step guide)

Eligible admissions

- ➤ admissions achieved between 2018 and 2021 (copyright n-3)
- >e-ticket admissions eligible if they are certified
- >other eligibility criteria remain unchanged (certified admissions)





Eligibility criteria (2)

Participating countries for European Film Distribution as of February 2022:

- EU 27
- Norway, Iceland, Liechtenstein
- Albania, Bosnia, Montenegro, North Macedonia, Serbia





Generation of a potential fund (1)



<u>Unchanged compared to Automatic scheme</u>:

- > On the basis of eligible admissions certified by national authority
- Co-efficients applied according to nationality of film and territory of distributor
- Maximum threshold per film and per distributor
- Minimum availability per country of distribution
- Films with less than 200 admissions in a given year not eligible



Generation of a potential fund (2)



New this year: potential fund generated includes two parts

- ➤ Part 1 eligible certified admissions in 2020 and 2021
- ➤ Part 2 50% of average of **eligible** admissions declared and approved in Automatic calls 27-2018 and 22-2019
- > All encoded in MEDIA database
- Certification by national authority for 2020 and 2021
- > Fund capped at 1 million EUR



Part 1: co-efficients for 2020 and 2021

(exceptional increase due to Covid)

	Nationality of the film								
Country of distribution	France	Germany, Spain, Italy	Other eligible countries						
	2022 coefficient*	2022 coefficient*	2022 coefficient*						
France, Germany, Italy, Spain	1,10	1,20	2,20						
Austria, Belgium, Poland, The Netherlands	1,20	1,55	2,20						
Czech Republic, Denmark, Finland, Greece, Hungary, Norway, Portugal, Sweden.	1,70	1,95	2,20						
Other eligible countries	1,95	2,20	2,20						

^{*}Exceptionally, the coefficients have been adjusted for 2022 taking into account the impact of the Covid crisis in the business models of the European distributors.



Part 2: co-efficients for 2018 and 2019

	III	ity of the film ion "Eligibility'	")
Country of distribution	France UK	Germany Spain Italy	Other eligible countries
Germany, Spain, France, Italy	0,45	0,50	0,90
Austria, Belgium, The Netherlands, Poland, UK	0,50	0,65	0,90
Czech Republic, Denmark, Finland, Greece, Hungary, Norway, Portugal, Sweden	0,70	0,80	0,90
Other eligible countries	0,80	0,90	0,90



Example of calculation of eligible admissions to calculate estimated potential fund (1)

	PART 1		PART 2				
FILM XXX	2021	2020	2019	2018			
Certified Admissions/film per reference year	600	500	1200	800			
Total admissions Part 1 and Part 2	11	00	20	00			
Total admissions Part 1 (sum 2020 and 2021) & Part 2 (average 2018/2019)	11	00	1000				
Eligible admissions Part 1 (sum 2020 and 2021) & Part 2 (50% average 2018/2019)	11	00	500				
Total eligible admissions for calculation of potential fund - subject to applicable coefficients		16	00				



Example of calculation of eligible admissions to calculate estimated potential fund (2)

	PART	Г1	PAF	RT 2			
FILM XXX	2021	2020	2019	2018			
Certified Admissions/film per reference year	300	200	1200 800				
Total admissions Part 1 and Part 2	Į.	500	2000				
Total admissions Part 1 (sum 2020 and 2021) & Part 2 (average 2018/2019)		500	1000				
Eligible admissions Part 1 (sum 2020 and 2021) & Part 2 (50% average 2018/2019)	3. Part 2 (50% 500						
Total eligible admissions for calculation of potential fund – subject to applicable co-efficients	1000						



Part 2 – eligible admissions in 2018-2019

- For distributors with declared, approved admissions in 2018 and 2019 (calls 27-2018 and 22-2019)
- ➤ Pre-encoded in the system
- ➤ 50% of the average of all eligible admissions in 2018 and 2019 (the calculation is done in the system)





Eligible re-investment activities

➤ New this year: reinvestment on maximum 12 films



- > Eligible activity 1: investment in co-production
- ➤ Eligible activity 2: investment in acquisition of distribution rights
- ➤ Eligible activity 3: promotion, marketing and advertising (at least 25% to be reinvested in this activity)
- Eligible activities cannot include personnel work and travel arrangements



Project start date

- ➤ After date of grant signature
- Exceptionally, can be earlier if duly justified
- ➤ Never earlier than proposal submission date
- ➤ Re-submission(s) of proposal latest date before deadline counts!
- ➤ Only costs incurred during eligibility period count!



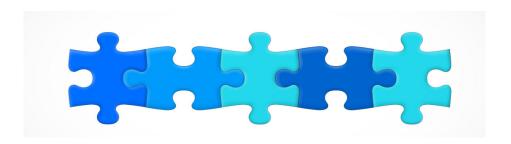
Questions?

Please use the chat function









- 1. Key features
- 2. Structure of the call + Q&A

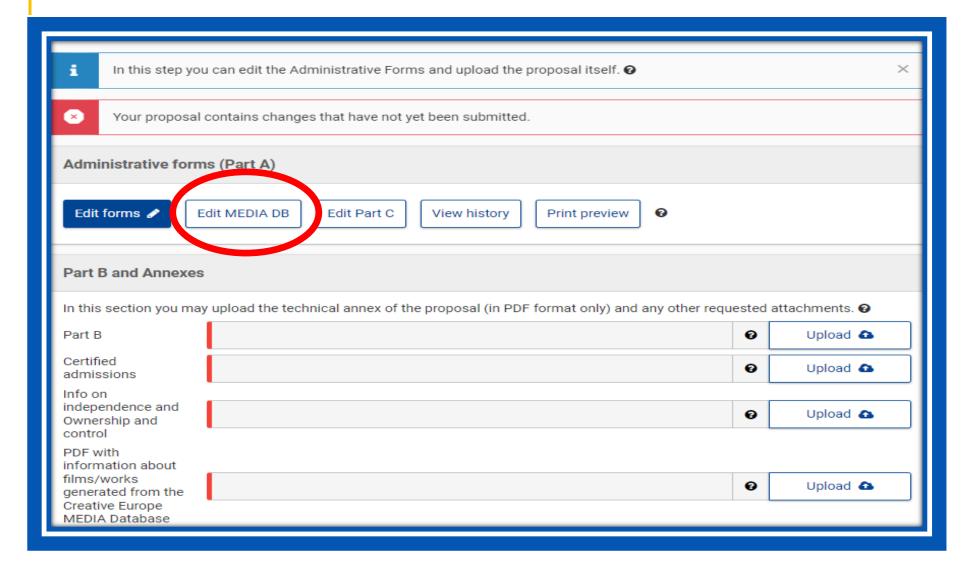


- 4. Introduction to the submission system in e-Grants + Q&A
- 5. Tips for proposal preparation



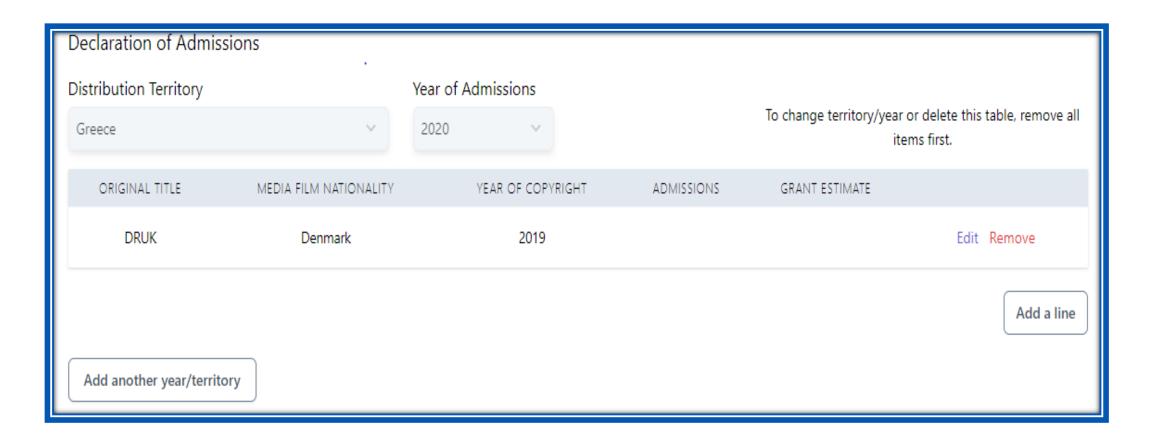


Click on 'Edit MEDIA DB' in the submission system



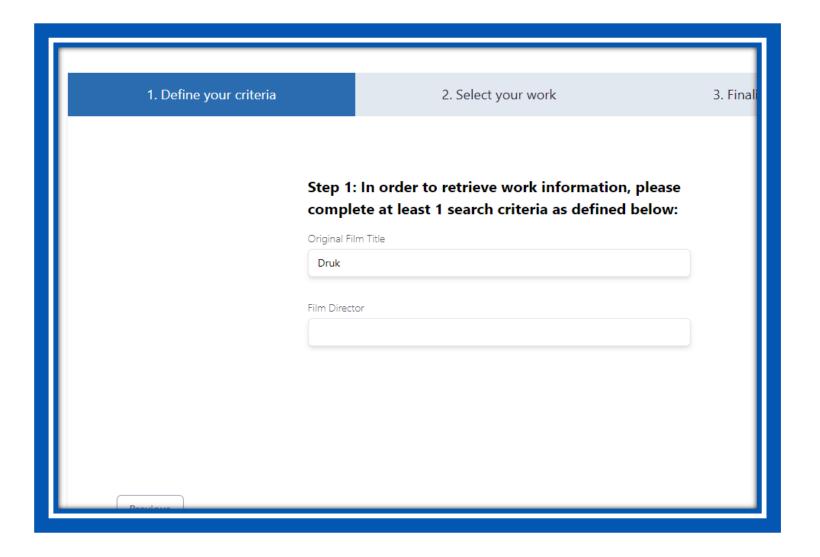


Part 1 Eligible, certified admissions in 2020 and 2021



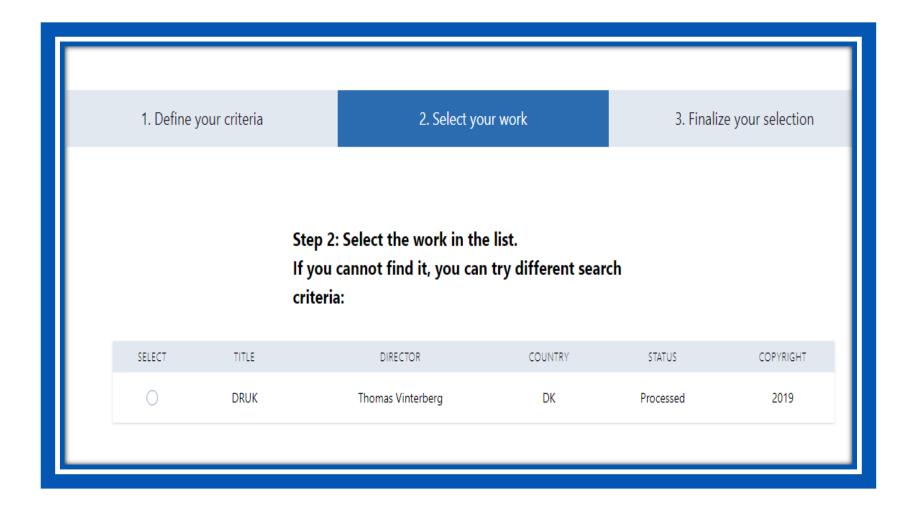


Search for your film



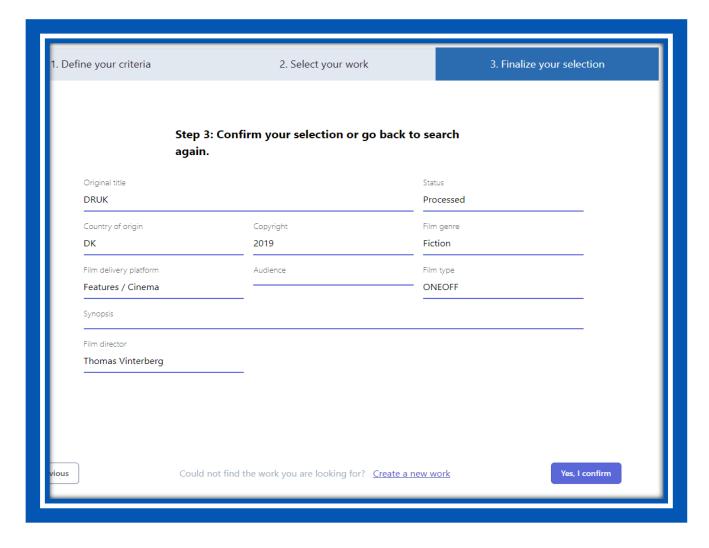


Select the film in the list



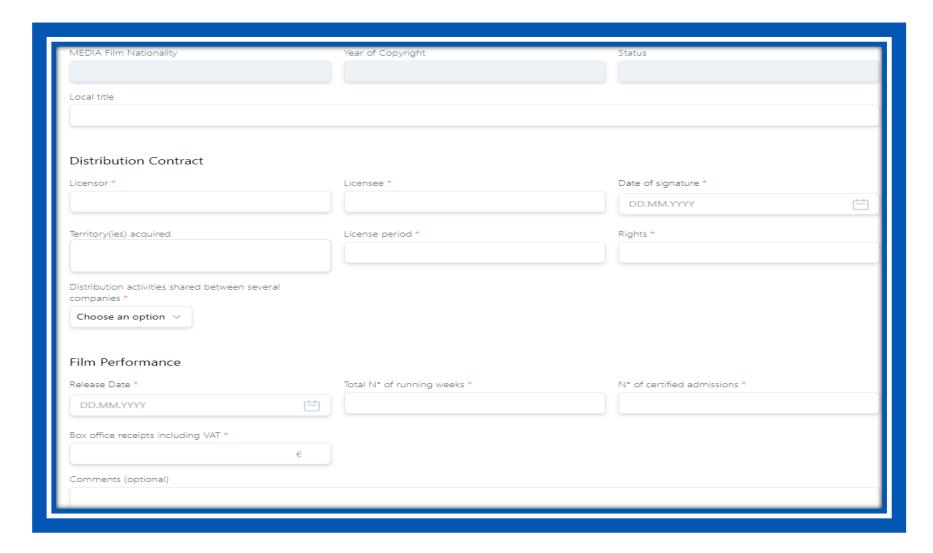


Confirm your selection



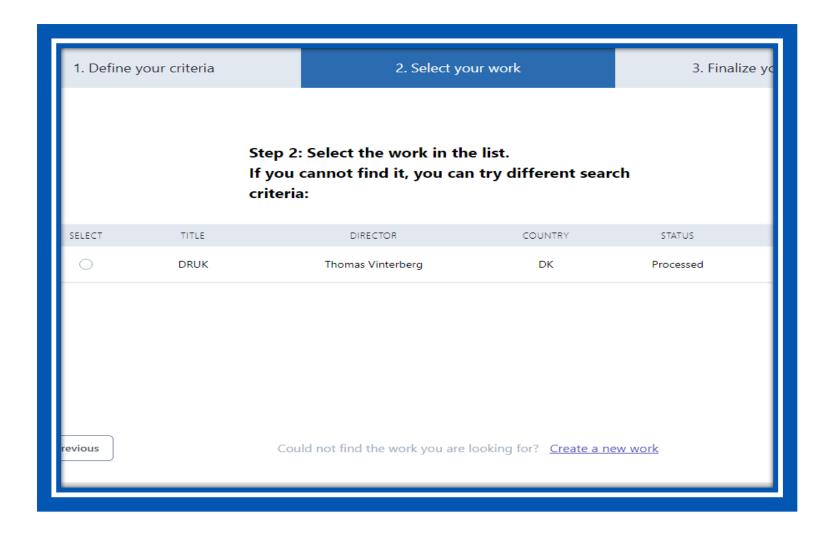


Complete all the fields for your selected film





Add new films to the DB yourself by clicking on 'Create a new work'





Fiction	Points	Documentary	Points	Animation	Points
Director	3	Director	3	Director	3
Author/(Script)writer	3	Author/(Script)writer	3	Author/(Script)writer	3
Actor 1	2	Composer	1	Composer	1
Actor 2	Actor 2 2		1	Editor	1
Actor 3	2	Director of Photography	1	Sound	1
Composer	1	Editor	1	Storyboard Artist	2
Production Designer	1	Sound	1	Character Designer	2
Director of Photography	1	Shooting Location	1	Animation Supervisor	2
Editor	1	Post Production Location	1	Art(istic) Director	1
Sound	1			Technical Director	1
Shooting Location 1				Post Production Location	1
Post Production Location	1			Studio Location	1
TOTAL	19		13		19



Selecting films with different status

'Processed' = the film has been reviewed, the nationality has been attributed. Before selecting, always check if country of origins and the copyright year is eligible for the Call. 'Processed' status ≠ eligible for your particular Call!

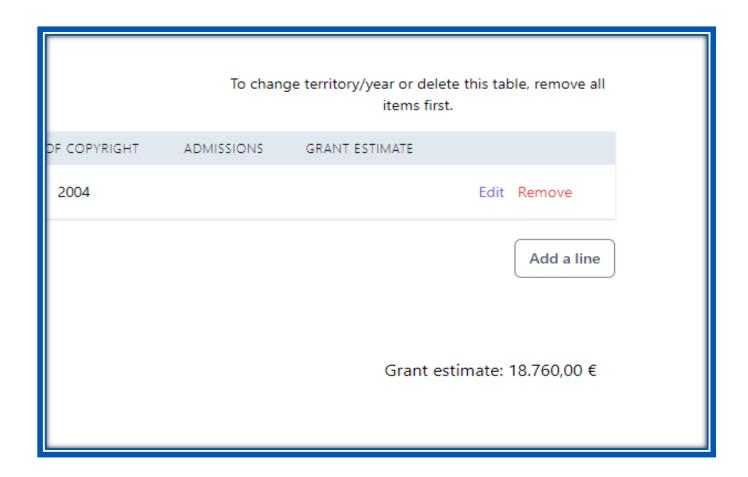
'Criteria not met' = the film has been reviewed and declared as ineligible.

'Submitted' and 'Under processing' = the film has been submitted for review but not yet validated. In order to select this film, please insert 'Estimated nationality' to generate the potential fund.

'Missing information' = the film was submitted for review in the past, but was missing elements. In order to select this film, please insert 'Estimated nationality' to generate the potential fund. You will be contacted by EACEA staff to provide the missing information.



After encoding all films, the system estimates your total (estimated!) grant for 2020-2021





Important

- ➤ Repeat for each film for which you are declaring admissions for each year and/or territory
- ➤ All admissions in 2020 and 2021 must be certified by the national authority for the territory concerned
- ➤ Always select your year and territory first





Part 2: Eligible admissions achieved in 2018 and 2019

Admissions declared and approved in calls 27/2018 and/or 22/2019

50% of the average of all eligible admissions multiplied by the relevant coefficient





Search using

- your PIC number or
- company name

Eligible admissions achieved in 2018 and 2019

In addition to the first section, the potential fund generated will include 50% of the average of all eligible admissions achieved in 2018 and 2019 multiplied by the relevant coefficient per eligible admission. This section is only available for admissions declared and approved in call for proposals EACEA/27/2018 and EACEA/22/2019.

YEAR OF ADMISSIONS	COMPANY	ELIGIBLE ADMISSIONS	TOTAL GRANT ESTIMATION		
2018	TEST COMPANY	554.416	124.743,60 €	Details	Remove
2019	TEST COMPANY	286.062	64.363,95 €	Details	Remove
TOTAL		840.478	189.107,55 €		

Search



Click on 'Details' to see the list of films and calculation

Detailed list o	f admissions for year							
FILM ID	ORIGINAL TITLE	NATIONALITY	DISTRIBUTION TERRITORY	YEAR	ADMISSIONS	AVERAGE AND 50%	COEFFICIENT	TOTAL GRANT ESTIMATION
3761	LUMIERE ! L'AVENTURE COMMENCE	FR	NO	2018	276	69	0.7	48,30 €
3878	THE PARTY	UK	NO	2018	4.018	1004.5	0.7	703,15 €
4176	MUSKARCI NE PLACU	ВА	NO	2018	677	169.25	0.9	152,33 €
4295	THE PLACE	IT	NO	2018	698	174.5	0.8	139,60 €
4319	LES GARDIENNES	FR	NO	2018	4.401	1100.25	0.7	770,18 €
4358	LA CH'TITE FAMILLE	FR	NO	2018	1.274	318.5	0.7	222,95 €
4								•
								Close



Once you have completed all these steps

- >The system gives you a total generated fund estimate
- >Save and export your dossier as a pdf document
- Indicate your *Total fund estimate* as *Purchase costs: other works, goods and services* in the 'budget' section of the proposal
- ➤ Add your pdf dossier to your annexes

Total grant estimate

Please note, that this is only an indicative estimated generated grant. The final calculation of the total generated grant will be determined by the EACEA during the evaluation process.

Total grant estimate: 189.107,55 €



Budget table – indicate your estimated fund ONLY

1. **NB**: You should only fill in column C3! This is an amount allowing you to get the estimated grant calculated in the MEDIA DB

MANUAL FORMULA: estimated grant from MEDIA DB * 1,33512

2. **Make sure** this corresponds to the estimated grant (=potential fund) from the MEDIA DB

Calculated automatically

3 - Budget								?									
No.	Name of beneficiary	Country	Role	Personnel costs - without volunteers/EUR	Personnel costs volunteers/EUR	Subcontracting costs/EUR	Purchase costs - Travel and subsistence/ EUR	Purchase costs - Equipment/EUR	Purchase costs - Other goods, works and services/EUR	Financial support to third parties/ EUR	Indirect costs/EUR	Total eligible costs/EUR		Total estimated project costs and contributions/EUR		Maximum EU contribution to eligible costs/EUR	
1	Rea International	BE	Coordinator	0	0				133 512	2	9 345.84	142 857.84	O	142 857.84	70	100 000.48	100 000.00
			Tota1	0	0	0	0	0	133 512	2 0	9 345.84	142 857.84	0	142 857.84		100 000.48	100 000.00



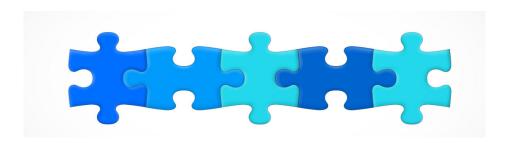
Questions?

Please use the chat function







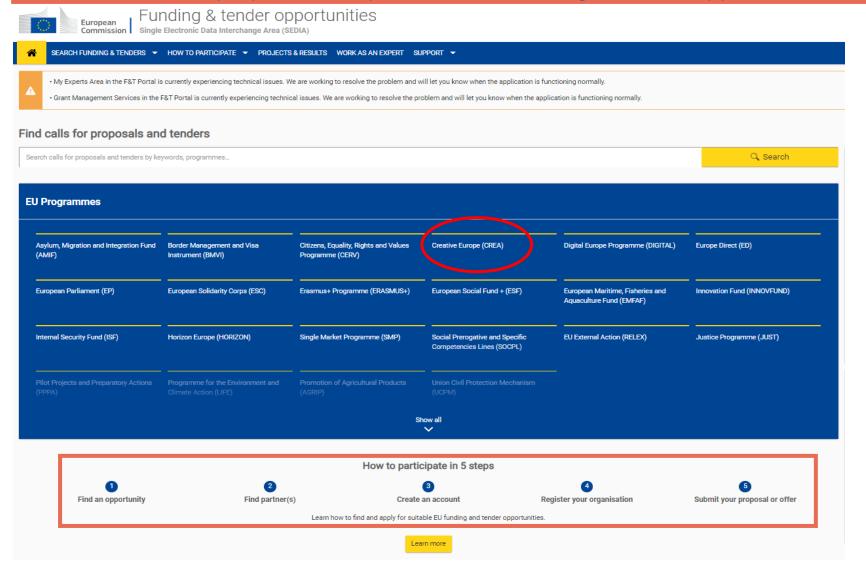


- 1. Key features
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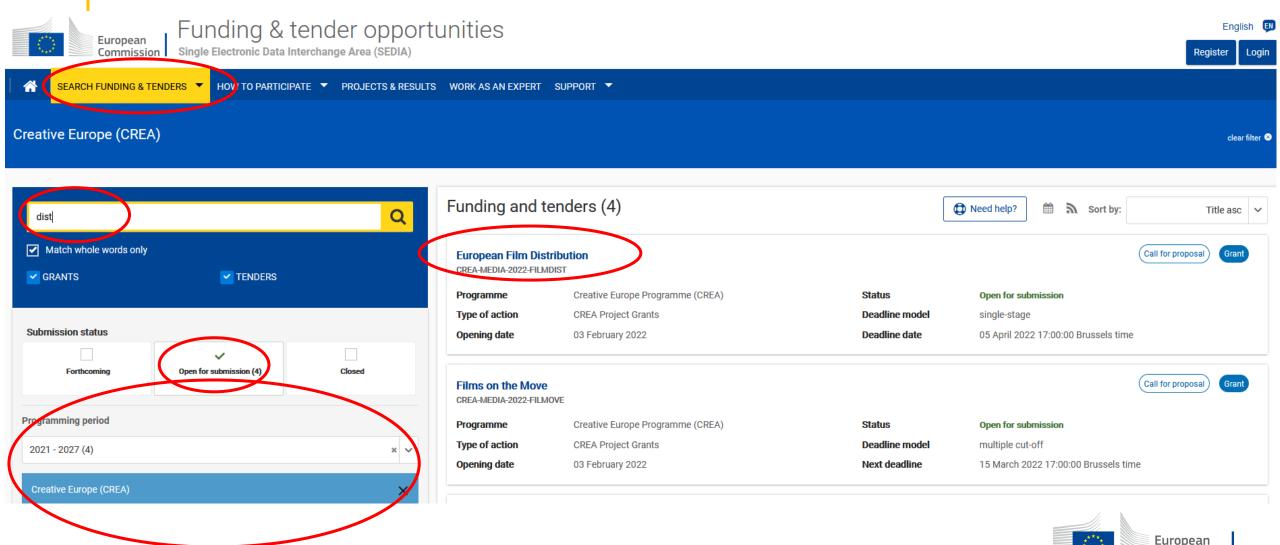
All MEDIA call for proposals are published in Funding & tender opportunities Portal (F&TP)







Find European Film Distribution call



Commission

European Film Distribution call page

	 -	
General		

Topic conditions and documents

Topic description

Conditions and documents

Partner search announcements

Submission service

Topic related FAQ

Get support

Call updates



1. Eligible countries: as described in the Call document.

2. Eligibility and admissibility conditions: as described in the Call document.

3. Proposal page limits and layout: Please refer to Part B of the standard proposal template.

4. Evaluation

Evaluation criteria, scoring, threshold and process are described in the Call document.

5. Indicative timetable for evaluation and grant agreement: as described in the Call document.

Publication of the call: 07 February 2022

Deadline for submitting applications: 05 April 2022 17:00 (Brussels Time)

Evaluation period: April - September 2022

Information to applicants: October 2022

Signature of grant agreement: December 2022

6. Proposal templates, guidance and model grant agreements (MGA):

Standard proposal template

Information on Independence and Ownership Control

Certified Admissions

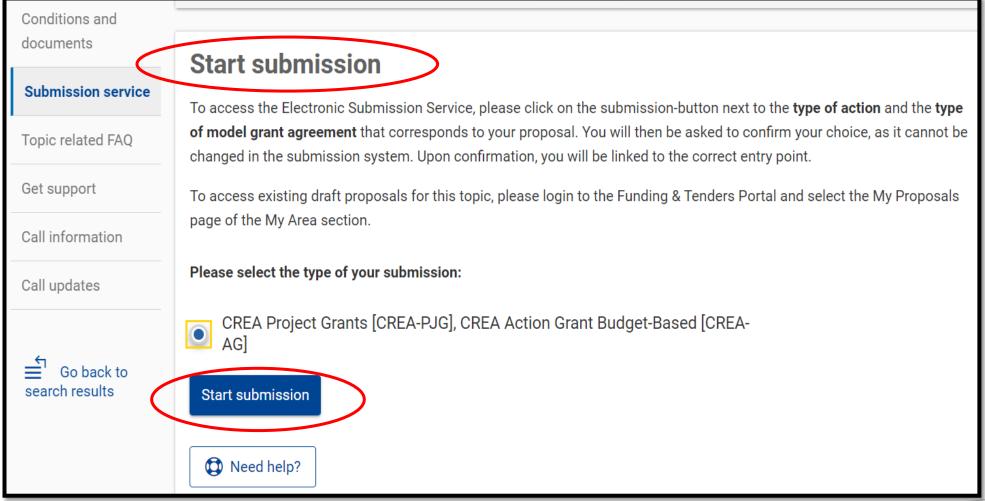
Call document

Guide for applicants

Mono/Multi-beneficiary Model Grant Agreement

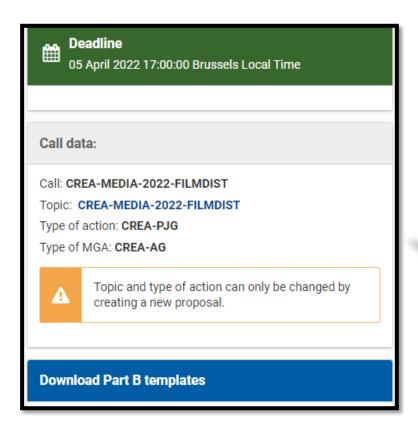


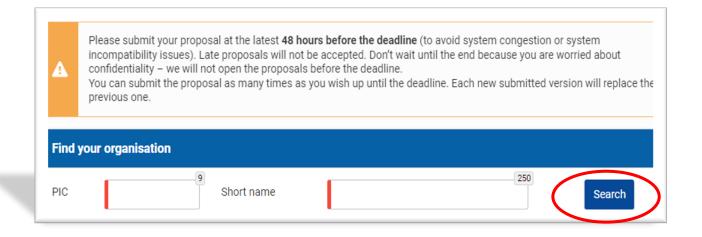
Start submission





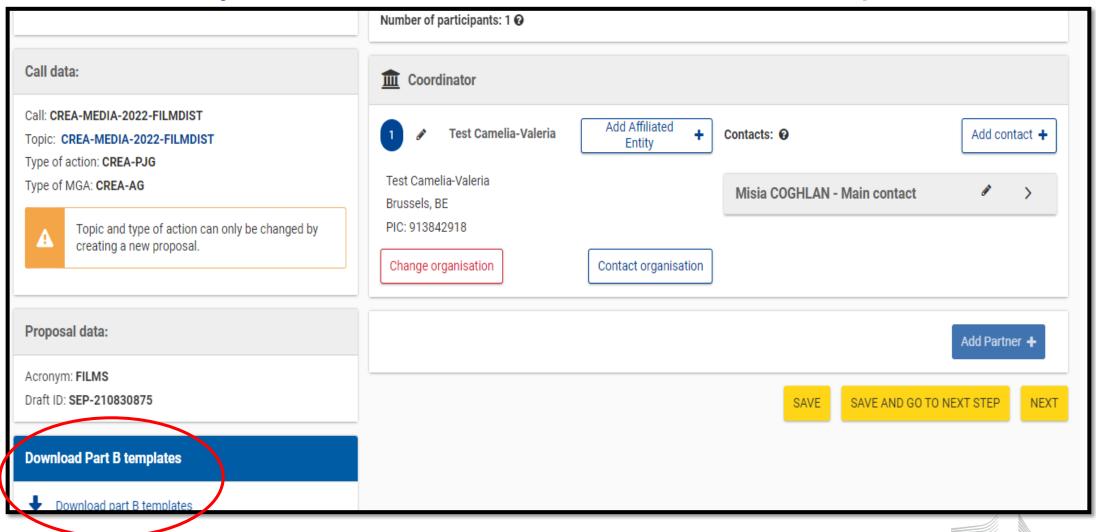
Submission system – find your organisation







Submission system – Add main contact and contact persons



European Commission

Submission system – complete all parts of the proposal

In this step you can edit the Administrative Forms and upload the proposal itself. 🚱							
Your proposal contains changes that have not yet been submitted.							
Administrative forms (Part A)							
Edit forms 🖋							
Part B and Annexes							
In this section you may upload the technical annex of the proposal (in PDF format only) and any other	er requested a	ttachments. 🔞					
Part B	0	Upload 🕰					
Certified admissions	0	Upload 🕰					
Info on independence and Ownership and control	0	Upload 🕰					
PDF with information about							
films/works generated from the Creative Europe MEDIA Database	0	Upload 🕰					

Submission system

Part A - administrative form

Who Can Fill in the proposal?

Click edit forms to access the administrative forms.



- Main Contact (only one): the only person who can finalise the forms, including the budget table and all other administrative details.
- Contact Person (optional, one or more): may fill in or review parts of the proposal.

Main Contact can grant each Contact Person full access rights or read-only access to the forms data.



Part A – Administrative Forms

Validate each section regularly!

Section	Title
1	General information
2	Participants
3	Budget

Application forms

Validation result



The red 'Show Error' button indicates an error due to a missing or incorrect value related to the call eligibility criteria. The submission of the proposal will be blocked unless that specific field is corrected!



The yellow 'Show Warning' button indicates a warning due to a missing or incorrect value related to the call eligibility criteria. The submission of the proposal will not be blocked (proposal will be submitted with the missing or incorrect value).



Part A – Administrative Forms

Budget – indicate ONLY your costs and estimated grant

1. **NB**: You should only fill in column C3! This is an amount allowing you to get the estimated grant calculated in the MEDIA DB

MANUAL FORMULA: estimated grant from MEDIA DB * 1,33512

2. **Make sure** this corresponds to the estimated grant (=potential fund) from the MEDIA DB

Calculated automatically 3 - Budget Purchase costs Indirect costs/EUR Name of Country Role Personnel costs Personnel costs Subcontracting Purchase costs Purchase costs -Financial support Total eligible Ineligible costs/ Total estimated Funding rate Maximum EU beneficiary volunteers/EUR costs/EUR Travel and Equipment/EUR Other goods. to third parties/ costs/EUR without project costs and eligible costs/EUR ligible costs/EUF volunteers/EUR subsistence/ works and contributions/EUR services/EUR EUR 133 512 142 857.84 142 857.84 Coordinator 9 345.84 100 000.48 100 000.00 International Tota1 133 512 9 345.84 142 857.84 142 857.84 100 000.48 100 000.00



Part B Description of Action

NB: Only <u>three</u> sections to be completed

Indicate the project team

Indicate only ONE work package to cover the whole reinvestment activity for the project

TABLE OF CONTENTS

5.4 Subcontracting

DMINISTRATIVE FORMS (PART A)
ECHNICAL DESCRIPTION (PART B)
COVER PAGE
PROJECT SUMMARY
1. RELEVANCE
1.1 Background and general objectives
1.2 Needs analysis and specific objectives
1.3 European added value
1.4 Environment and sustainability
1.5 Gender balance, inclusion and diversity
2. QUALITY
2.1 Concept and methodology
2.2 Format
2.3 Potential
2.4 Cost effectiveness and financial management
2.5 Risk management
3. DISSEMINATION
3.1 Communication, promotion and marketing
3.2 Dissemination and distribution
3.3 Impact
4. PROJECT MANAGEMENT
4.1 Partnership and consortium, roles and tasks division
4.2 Project teams
4.3 Dovolopment strategy
4.4 Financing strategy
5 WORK PLAN, WORK PACKAGES, TIMING AND SUBCONTRACTING
5.1 Work plan
5.2 Work packages and activities
Work Package 1
Work Package
Overview of Work Packages (n/a for programmes with detailed budget table) (n/a for Lump SumGrants)
For-t-

Part B - Description Of Action

Section 1.1: Only one question to be answered:

For 'European Film Distribution' and 'European Film Sales': Describe your company position on the national and European/international market as well as your editorial line/catalogue (size, genre, speciality, etc.) and the latest developments/changes in regards to release windows. Describe typical/planned marketing and promotion campaigns for the release/sale of European non-national film(s). If a release is already planned please be specific on the release campaign (number of prints and cinemas, type of marketing and promotion activities, innovative ways to attract audiences, type of audience, objectives in terms of admissions, etc). For European Film Distribution, please also explain how you intend to co-produce and/or acquire European non-national films. For European Film sales, you can also indicate the festivals/markets that you principally target.

Pay attention to instructions in green: all other explanations starting with "n/a" do not concern this
action

for example:

Needs analysis and specific objectives (n/a for 'European Film Distribution' and 'European Film Sales', 'Subtitling of cultural content' and 'Audience Development and Film Education')

Delete instructions not relevant to this action



Part B - Description Of Action Only 1 Work package Reinvestment activities for the project

Work Package 1

Duration:

Objectives

3 Tasks (1 per
reinvestment

1. Investment in coproduction

activity)

- 2. Investment in acquisition of distribution rights
- 3. Promotion, marketing and advertising

List the spe	ecific objectives t	to which this	s work package	is linke

Activities (what, how, where) and division of work

Provide a concise overview of the work (planned tasks). Be specific and give a short name and number for each task.

Lead Beneficiary:

Show who is participating in each task: Coordinator (COO), Beneficiaries (BEN), Affiliated Entities (AE), Associated Partners (AP), indicating in bold the task leader.

Ensure consistence with the detailed budget table/calculator (if applicable). (n/a for 'European Slate development', 'European Mini-Slate development' and 'European festivals')

1-Short name

Add information on other participants' involvement in the project e.g. subcontractors, in-kind contributions.

Work Package 1: [Name, e.g. Project management and coordination]

MX - MX

Note:

In-kind contributions: In-kind contributions for free are cost-neutral, i.e. <u>cannot be declared</u> as cost. Please indicate the in-kind contributions that <u>are provided</u> in the context of this work package.

The Coordinator remains fully responsible for the coordination tasks, even if they are delegated to someone else. Coordinator tasks cannot be subcontracted.

If there is subcontracting, please also complete the table below.

Task No (continuous	Task Name	Description	Participants		In-kind Contributions and Subcontracting	
numbering linked to WP)			Name	Role (COO, BEN, AE, AP, OTHER)	(Yes/No and which)	
T1.1						
T1.2						

Certification of admissions

CERTIFICATION OF ADMISSIONS BY THE DESIGNATED NATIONAL AUTHORITY

DISTRIBUTOR	(company in	full name):
-------------	-------------	-------------

PIC code:

TERRITORY OF DISTRIBUTION:

(Please use two worlds at if you are declaring damissions for two territories as part of your application (beigium and Eastern Lourg or Greece and Cyprus)

ab: Eligible admissions declared under calls for proposals EACEA 27/2018 and EACEA 22/2019 do not require to be re-certified as certification has already been achieved.

TO BE FILLED IN BY THE APPLICANT				CERTIF	ICATION
Original Title of film(s) (as per MEDIA Film database, see https://creative-europe-media-database.eacea.ec.europa.eu)	Media Film ID code (if available)	Release date	N° of eli	शिक्ष विभागिति year n- 2	N° of eligible admission year n-1

- Download the excel
- fill in admission numbers for 2020/21
- have it signed and stamped by the national authority (yellow box at the bottom)
- convert it to pdf to upload as an annex

Fill in (ONLY!) 2 COLUMNS:

2020 eligible admissions (n-2)

2021 eligible admissions (n-1)

Do not add info for 2018 / 2019 admissions!

TO BE FILLED BY THE NATIONAL CORRESPONDENT OF THE NATIONAL AUTHORITY

I, the undersigned, certify that the above admissions are correct.

SIGNATURE OF THE NATIONAL CORRESPONDENT:.....

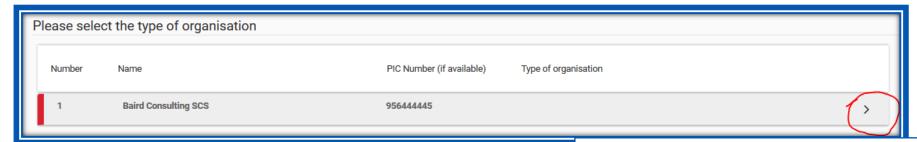
Name and first name:

Name and stamp of the DESIGNATED AUTHORITY:.....

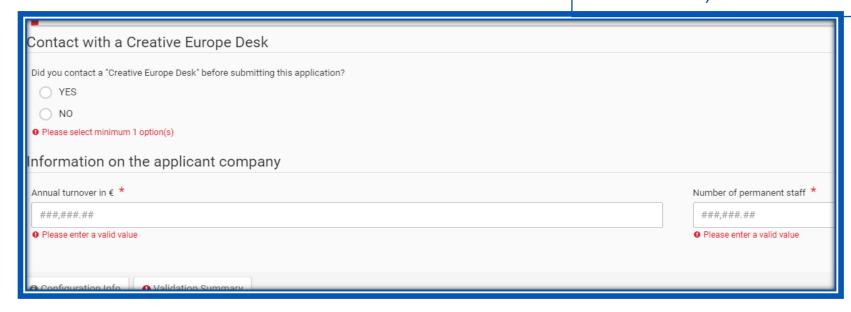




Part C Statistical data (online)

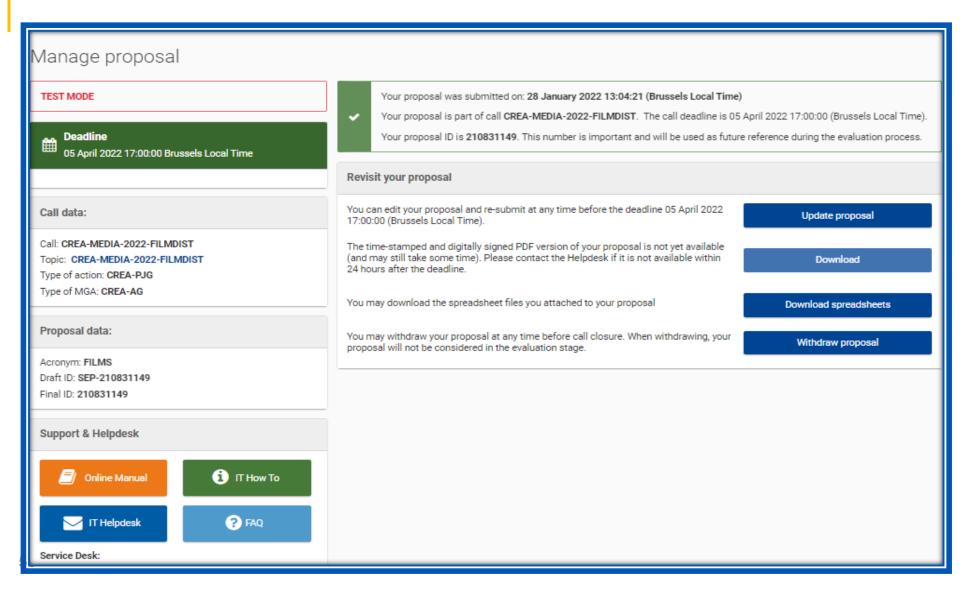


Click on the arrow to be able to select the type of organisation (otherwise the form cannot be saved)





After submission, your proposal is sent to the EU services for evaluation





What's next after submission?



After the finalisation of the evaluation, applicants will receive the Evaluation Result Letter with the Maximum accepted Grant Amount

You can find and download your Evaluation Result Letter in "My project area"

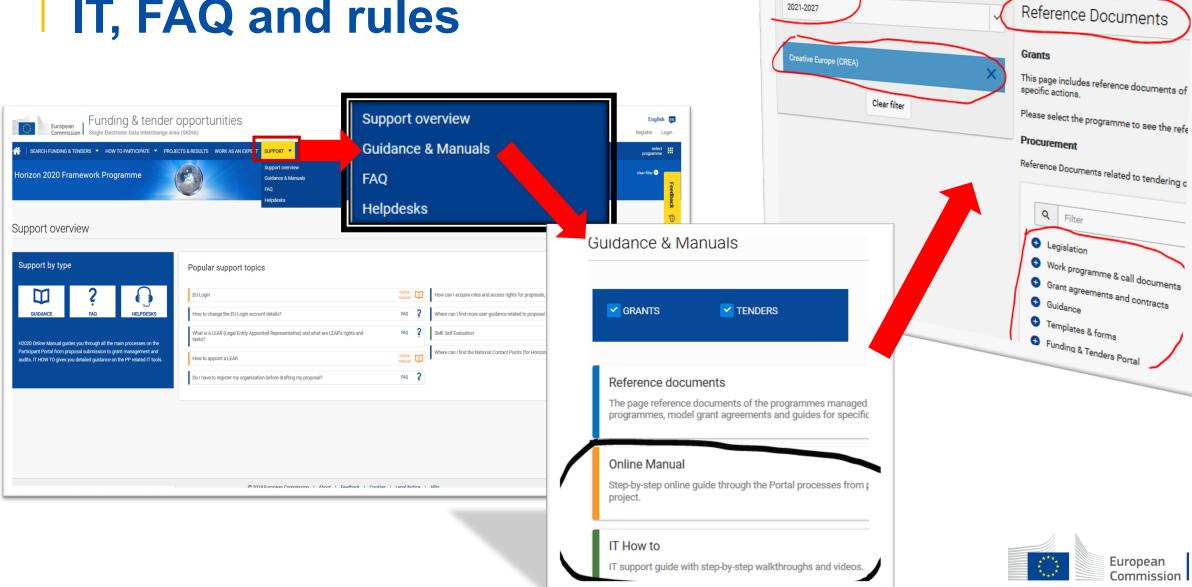
Notifications sent by email to main and contact persons listed in proposal

Successful applicants start Grant Agreement Preparation in Grant Management system





Support: IT, FAQ and rules



Creative Europe (CREA)

Programming period

Creative Europe Desks

Your gateway to the Creative Europe Programme

https://ec.europa.eu/programmes/creative-europe/contact_en

Help to develop your project, prepare your application and build partnerships.

The Desks provide these services:

- 1. Free information and guidance on how to access funding opportunities under the Creative Europe Programme;
- 2. Regular updates on European audiovisual and culture issues;
- 3. Networking support facilitating contact between cultural operators in different countries and partner finding;
- 4. Targeted info days, workshops, seminars;
- Informative websites with all the latest news.





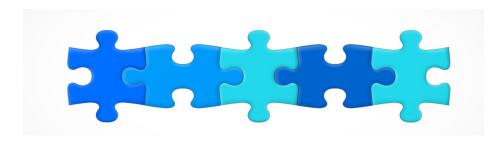
Questions?

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Tips for proposal preparation (1)



Get familiar with:

- the submission Wizard, online manual and IT helpdesk
- the structure of the application form
- the templates to be filled in (part B, annexes, part C...)

Submit proposals well in advance before call closure.

You can resubmit your proposal as needed until the closure of the call.

Once the Call is closed, the last submitted version will be evaluated



Tips for proposal preparation (2)



One PIC number = one application **even** if you cover more than one territory (NB: the national authority still has to certify your admissions for each country separately)

Certification of admissions – single annex, separate worksheets per national authority (upload as pdf)

The annex called 'Info on Independence and Ownership/Control' is the former 'shareholding attestation' annex (upload in excel format)

You need to re-name your annexes (remove brackets) before uploading



Tips for proposal preparation (3)



<u>Budget</u>

- Use budget category 'purchase costs other goods, works and services' only
- Indirect costs (7%) added automatically to your costs
- 'Requested EU contribution' = estimated grant in MEDIA DB

Calculate the amount corresponding to 70% of direct + indirect costs to match your requested EU contribution

Determine the amount of direct costs in light of this



Tips for proposal preparation (4)



Part B: technical description

- project summary = abstract (part A)
- parts 1 4 = two questions to answer (leave the rest blank) 1.1
 background & general objectives and 4.2 project team
- work plan & work packages = only one WP (corresponding to the 'reinvestment strategy')



Tips for proposal preparation (5)



MEDIA database

- Study eligibility criteria to ensure maximum accuracy of estimated grant (copyright year, nationality of film, etc.)
- Ensure that year and territory are filled in before adding films
- 'Edit' available even after 'submission'



Thank you for your attention!

Contact:

for questions about the call

EACEA-FILM-DISTRIBUTION@ec.europa.eu

for questions about the MEDIA database

EACEA-MEDIA-DB@ec.europa.eu



for IT support

https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/helpdesks/contact-form



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