



## Benefits for Members – 2026

### The Network

Europa Distribution, an international non-profit established in Belgium, was created in 2006 by independent European film publishers and distributors in order to have their own dedicated network. It now gathers close to 130 members, based in 32 countries, in Europe and beyond. The association acts as a network, a think tank, informs and voices the sector, being a regular interlocutor for the EU institutions.

For 20 years, Europa Distribution has been creating opportunities for its members to share knowledge and pool experience, gather new skills and exchange ideas, views and concerns on both the audio-visual industry and films. Through dedicated panels, round tables, think tanks, labs, training sessions and gatherings, the association works to foster the circulation of inspiring initiatives, fresh ideas and good practices related to the various publishing and distribution strategies needed to connect films to audiences.

Through its public activities, Europa Distribution offers an insight on the world of independent film distribution to a broader audience. This helps professionals from the audio-visual, academic or institutional sectors to look at the bigger picture of the constantly evolving film eco-system, focusing on the curation, promotion and distribution of independent films across Europe and beyond.

The Spanish film director Isabel Coixet is the President of Honour of Europa Distribution. The Board of Administration, chaired by Kim Foss (Camera Film, Denmark) and Eduardo Escudero (A ContraCorriente, Spain), is composed of 13 independent film publishers and distributors, representative in terms of regions, gender, type of structure and cultural diversity. Christine Eloy, a former Belgian distributor, is managing the association since 2013, with the help of Marie-Line Lormans.

### Think Tank

#### DISTRIBUTION WORKSHOPS & PUBLIC PANELS

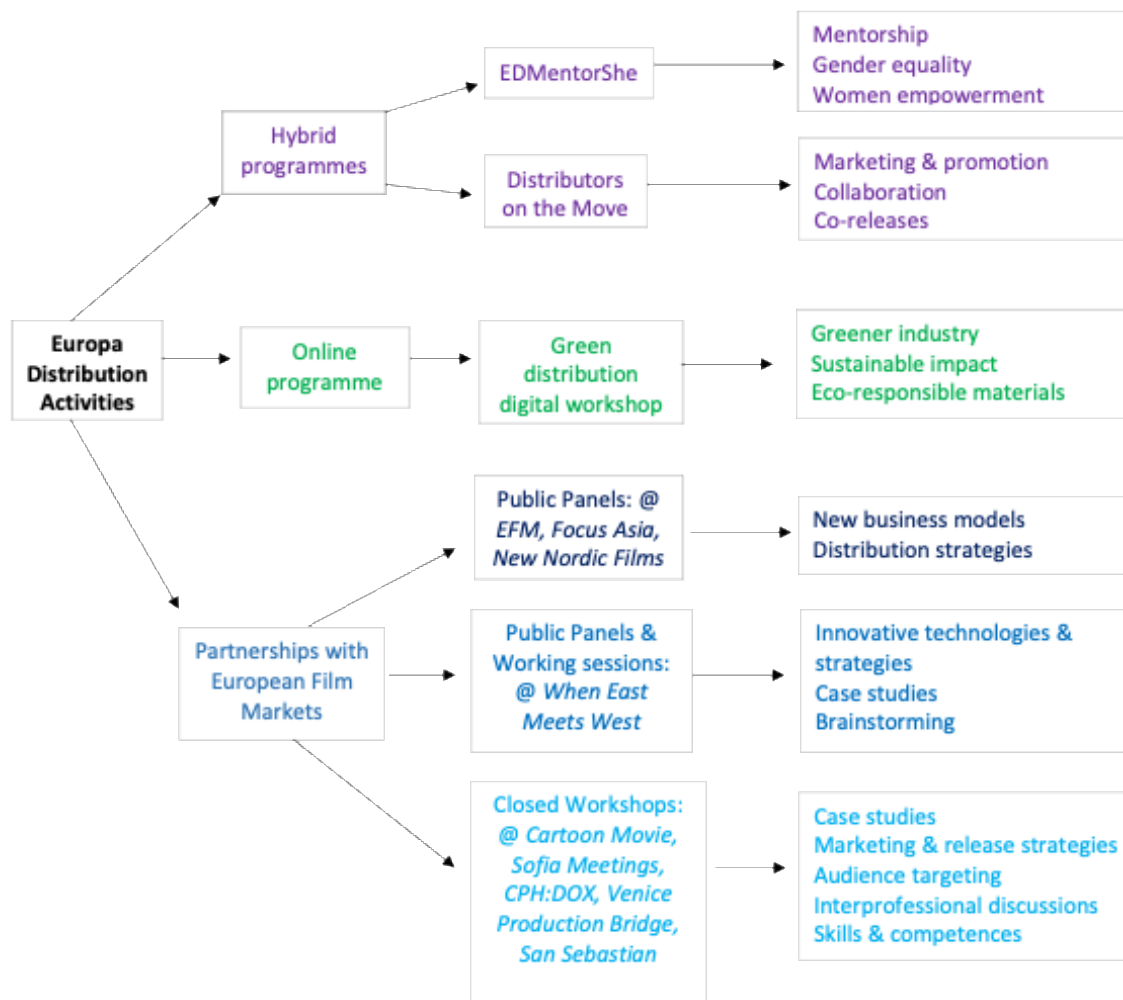
We regularly organise activities focusing on key aspects of distribution (European films release strategies, marketing campaigns – online & physical – reaching young audiences, new business models and innovative tools, communication and negotiation skills, script analysis ...) and looking to anticipate the challenges of tomorrow. Together with the film markets we partner with, we invite our members to these events and to the related market (accommodation, accreditation and a large part of the travel costs are covered), in order to make each activity as complete and efficient as possible. By combining

markets and workshop activities, we support the circulation of European films by enhancing their access and acquisition and organising events centred on their promotion.

The public panels we organise are open not only to distributors, but to all professionals accredited at the festivals we partner with. These panels offer an opportunity to tackle issues common to the broader AV chain, with an emphasis on film distributors' points of view and realities.

We have also developed two networking projects; one is an exchange programme offering a digital and immersive experience in another distribution company abroad, the other is a mentorship programme targeting young women active in distribution, who will benefit from the knowledge of their experienced peers.

## OUR ACTIVITIES AT A GLANCE



## **CALENDAR OF ACTIVITIES 2026**

*Note that participation to our activities comes with very few expenses for our members, since accommodation is covered, travel costs are partly reimbursed and market accreditation fees are free or reduced.*

### **Film Distribution Innovation Hub – January 18-21, 2026, When East Meets West, Trieste (IT)**

Europa Distribution's Innovation Hub will be held for the first time in the scope of When East Meets West in Trieste. The hub is intended to provide participants a dedicated one-stop-shop where various innovative tools with a potential use for distributors will be presented by tech companies, including AI & its various applications to publishing and distribution.

### **Public Panel at the European Film Market – February 15, 2026, Berlin (DE)**

This open panel will provide a space where representatives of various sectors of the film ecosystem will voice the needs of their evolving sectors and explore together how to strengthen the circulation of independent European films and their reaching audiences.

### **Animation Case Studies Workshop – March 3-6, 2026, Cartoon Movie, Bordeaux (FR)**

Building on a long and fruitful partnership, ED will once again host a closed workshop for distributors to discuss the curation, promotion, and release of European animation films. Held in the scope of the well-known pitching event Cartoon Movie, intended to create synergy between producers, investors and distributors of feature-length animation films.

### **Documentary Case Studies Workshop – March 15-18, 2026, CPH:DOX, Copenhagen (DK)**

ED's traditional closed workshop dedicated to the release of documentary films will take place for the second year in partnership with CPH:DOX, the Copenhagen International Documentary Film Festival (March 11 - 22). Members of the association will delve into recent marketing campaigns and release strategies through in-depth case study presentations.

### **Training on effective communication in professional interactions, team management and negotiation & working session with exhibitors – March 18-22, 2026, Sofia Meetings (BG)**

Another regular among ED's activities is the closed workshop on 'Effective communication in professional interactions, team management and negotiation', taking place in scope of the Sofia Meetings during the Sofia International Film Festival. This training will provide participants with tools to increase their relational and managerial skills, with a focus on negotiation. The workshop also includes a joint working session with exhibitors from Europa Cinemas.

### **Green Lab – Green Distribution Workshop – April TBC (Online)**

This online brainstorming session will explore environmentally respectful business strategies and online marketing campaign tools to reduce CO2 emission. The workshop will also include a case studies' session focusing on films with a green impact by members of the association.

**Workshop on the publishing and distribution of Asian films – April 26-29, 2026, Focus Asia, Udine (IT)**  
ED will host the fourth edition of its open panel dedicated to Asian films, in scope of Focus Asia during the Far East Film Festival (April 24 - May 2). This event aims to deepen understanding and build connections within the Asian film sector. It will offer a platform for in-depth exploration of industry trends, distribution strategies, and collaborative opportunities for releasing Asian films in Europe.

**Panel on the publishing and distribution of Nordic films – August 25-28, 2026, New Nordic Films, Haugesund (NO)**

Europa Distribution will host an open panel during New Nordic Films & the Norwegian International Film Festival (August 22-28), featuring presentations from distributors across different regions, who will discuss the circulation of Scandinavian films in their respective countries and beyond. This session will provide valuable insights into the strategies and challenges of promoting and distributing Nordic cinema internationally.

**Working Session on collaborative strategies between producers and distributors, Sunday 6 September 2026, Venice Production Bridge (IT)**

For the fourth time, Europa Distribution will host a working session with producers at the Venice International Film Festival to strengthen collaboration between production, publishing, and distribution. This session will facilitate the exchange of best practices and ideas, covering everything from creation to promotion, with the aim of enhancing films' reach and audience engagement.

**Workshop & working session with sales agents in the scope of the San Sebastián International Film Festival, September 20-24 TBC, 2026 (ES)**

As part of their longstanding partnership, Europa Distribution will organise a workshop in the scope of the San Sebastián International Film Festival (18-26 September), which will include a working session with Sales Agents, in collaboration with Europa International. The theme still has to be defined.

**Working Session on collaborative strategies between distributors and exhibitors – date and place TBC**

Together with CICAIE, The International Confederation of Arthouse Cinemas, ED will host the second edition of the working session for exhibitors and distributors to foster dialogue and develop collaborative strategies for the release and marketing of non-national European films across diverse regions.

**Distributors on the Move: the exchange programme for marketing and publishing employees (All year long - Hybrid)**

This programme is designed to offer participants a one-week immersive experience in a company abroad to help them, through the exchange of know-how and ideas with foreign colleagues, to improve their skills, learn new tools and get inspired by successful strategies. A new edition has started in April 2025 and will conclude in April 2026. A new call will be launched in Spring 2026.

**EDMentorShe: the digital one-to-one mentoring programme dedicated to women distributors (All year long - Hybrid)**

This programme is dedicated to young women in distribution who are looking for career advice in a safe and confidential space, or want to reinforce specific competences in their professional field, and to experienced women in distribution who would be happy to share with a younger professional. A new call will be launched in spring 2026, and the exchange period will run from Spring 2026 to February/March 2027, concluding with a final group session with all pairs in Brussels in April 2027 (with a possible online/on-site hybrid version of the meeting).

## **NETWORKING & GATHERINGS**

Our workshops are great occasions to meet and exchange with fellow distributors from different countries. During these events, we organise get-together dinners that allow participants to continue discussions and network in a more informal context. We also organise gatherings at major events such as Cannes, Berlin, and Venice, providing our members with additional networking occasions while attending such important events on the acquisition side.

## **Partnerships**

### **PARTNERSHIPS WITH PROFESSIONAL EVENTS**

Cinelatino - Cinéma en Construction (Latin-American Works in Progress), March, Toulouse (FR): 2 members are invited to be part of the jury.

Visions du Réel, April, Nyon (CH): 8 members will get a special invitation by the festival for the VdR–Buyers' Boutique - an exclusive market designed to enhance and expand opportunities in both international theatrical and non-theatrical documentary distribution.

Festival del film Locarno, August, Locarno (CH): participation in the *Step-In* roundtables, of which we are an active partner, and application for junior distributors to take part in the *Industry Academy*.

Zurich International Film Festival, September, Zurich (CH): application to take part in their three-day talent promotion programme *ZFF Summit Climber*

EAVE, November, Luxembourg: ED members get a reduced fee for the EAVE Marketing Workshop.

### **PRESS PARTNERSHIPS**

The articles and interviews that are written for our blog are also published on [Cineuropa](#), in order for the results of our discussions to reach a larger audience.

## COMMERCIAL PARTNERSHIPS

**GRUVI** (online marketing agency): Europa Distribution has a partnership that allows members to benefit from a discount on Gruvi's services.

## DISTRIBUTION DATABASE ON CINANDO

Europa Distribution and the Cannes Marché du Film have established a partnership to handle the Cinando database, to enhance the sharing of information related to film releases, including on promotional and technical materials. Based on a collaborative and participative approach, it enables distributors -among other professionals- to have access to what their colleagues have developed in other countries for their releases (posters, trailers, figures...), and thus facilitates the exchange of material and knowledge.

## Voice of the sector

We aim to build a positive and constructive dialogue with the institutions and to increase awareness of the essential role independent film distributors play in developing audiences for independent films and enhancing cultural diversity. The network remains very close to its members, with communication channels always open, allowing us to remain well informed and up to date on matters related to film publishing and distribution.

Europa Distribution is a regular interlocutor for the European Parliament and the European Commission, more particularly for the Media Unit and its the Executive Agency (EACEA). We have always been very active defending the distribution schemes of the MEDIA Programme, ensuring they remain aligned with the needs of independent film publishers and distributors, as well as with the realities of diverse markets.

We also maintain regular contact with other international associations representing the entire audiovisual value chain, as well as with national bodies, to contribute to discussions and report on independent distributors' perspectives while gaining a clearer understanding of the challenges faced by colleagues in other sectors. This collective dialogue strengthens us all and enables the entire film sector to speak with one voice when necessary. This is particularly relevant regarding territoriality and geo-blocking—essential pillars of a viable European audiovisual ecosystem—regularly questioned by some within the European Institutions and therefore requiring ongoing defence.

## Communication

Europa Distribution aims at gathering information for our members on what is going on for the publishing and distribution sector. We send a couple of newsletters per year (public) and regular digests (only for members) with press articles, studies, reports but also with information on our activities.



Our digests and social media posts (on LinkedIn, Facebook, Instagram and Bluesky) are aimed at offering a complete digest of news related to distribution and useful information.

We publish our own articles on our website and on Cineuropa, including pieces on our events. For some workshops we provide detailed reports available on the members' closed section of our website.

Any questions? Don't hesitate to write us at [communication@europa-distribution.org](mailto:communication@europa-distribution.org)

Find out more about who we are, what we do, who our members are, our projects and events on:

<http://www.europa-distribution.org>



• let's •  
TALK

*Most networking activities are organised with the support of the Creative Europe - MEDIA Programme of the European Union*



**Europa Distribution aisbl** – 229 Rue Royale – 1210 Brussels  
BCE 0668.997.122

[communication@europa-distribution.org](mailto:communication@europa-distribution.org) – [www.europa-distribution.org](http://www.europa-distribution.org)