

EUROPA DISTRIBUTION

WORKSHOP IN SAN SEBASTIAN

*An European Puzzle: Current State of Play of
Day & Date Releases*

September 21-25 2014



DONOSTIA ZINEMALDIA
FESTIVAL DE SAN SEBASTIAN
INTERNATIONAL FILM FESTIVAL

With the support of the MEDIA Programme of the European Union



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PROGRAMME

SUNDAY SEPTEMBER 21

ARRIVALS

MONDAY SEPTEMBER 22

10.00 – 11.30: PANEL - "AN EUROPEAN PUZZLE: CURRENT STATE OF PLAY OF DAY AND DATE RELEASES"

Venue: San Telmo Museum - Function Hall

Moderator & Keynote speaker: Michael Gubbins, Sampo Media, UK

- Coro Odriozola, Sade Cinemas, Spain
- Mathias Holtz, Folkets Hus Och Parker, Sweden
- Jan Nohac, Aerofilms, Czech Republic
- Eduardo Escudero, A Contracorriente, Spain
- Johannes Glaumann, Non Stop Entertainment, Sweden

12.00 CINE EN CONSTRUCCION Screening: *Paula*, Eugenio Canevari (Argentina – Spain – 74 min.)

Venue: Cines Príncipe

20.30: Europa Distribution Dinner - Restaurant La Muralla

Calle Embeltrán, 3

+34 943 43 35 08

TUESDAY SEPTEMBER 23

09.30 - 13.30 CINE EN CONSTRUCCION Screenings

Venue: Cines Príncipe

- **09.30:** *Ixcanul*, Jayro Bustamante, (Guatemala – Francia – 90 min.)
- **12.00:** *Mi amiga del parque*, Ana Katz (Argentina – Uruguay – 89 min.)

14.00-15:00 – Lunch (San Telmo museum)

15.00-17.30: Case Studies - Day & Date in Europe & Beyond (part 1)

Venue: Kursaal, The Industry Club, room 9

- Laurent Aléonard, Héliotrope, France
- Frank Johnsen, Europa film, Norway
- Natalie Ralph, Soda Pictures, UK
- Carola Stern, Filmcoopi, Switzerland
- Olivier Van den Broeck, Remain in Light, Benelux
- Tinne Bral, Imagine, Belgium
- Charles Tremblay, Metropole, Canada

WEDNESDAY SEPTEMBER 24

09.30 - 13.45 CINE EN CONSTRUCCION Screenings

Venue: Cines Príncipe

- **09:00:** *O homem que matou minha amada morta / To My Beloved Dead* (Brasil – 125 min.)
- **12:00:** *La mujer de barro* (Chile – Argentina – 96 min.)

14.00-15.30 – Lunch offered by Panamá Film Commission (San Telmo museum, Cloister)

15.00-17.00: Case Studies (part 2)

Venue: Kursaal, The Industry Club, room 9

17.30-19.00: Round tables

Venue: Kursaal, The Industry Club, room 9

THURSDAY SEPTEMBER 25

PARTICIPATION TO INDUSTRY ACTIVITIES

DEPARTURES

An European Puzzle: Current State of Play of Day & Date Releases

PANEL

Monday September 22

Moderator & keynote speaker



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.

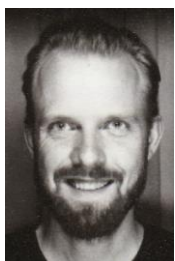
As well as frequent articles for leading newspapers and journals, he is the author of in-depth reports about digital change for business and academic institutions around the world, including the Digital Revolution series, sponsored by CineRegio. He is also a well-known chair, keynote speaker and organiser 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.

Panelists



Coro Odriozola – SADE, ES

Coro Odriozola is the General Manager of SADE, an exhibition company that has 4 theatres and a total of 28 screens. Three of them are located in San Sebastian and collaborate with the Film Festival. SADE was founded in 1925 and has always been active in the exhibition field. Their love and involvement for cinema has inclined them to program quality films in original version that represent cultural diversity and embrace all ages. One of their fundamental aim is to always improve quality of projection. SADE is member of Europa Cinemas.



Jan Nohac - Aerofilms, CZ

Jan works as a PR and marketing specialist for both Aerofilms (a distribution company specialized in art-house films) and Světozor Cinema in Prague (the most attended Czech movie theatre, excluding multiplexes). Recently he worked on campaigns to promote the Czech releases of Nymphomaniac, Le meraviglie or Ida. In Světozor cinema, he is responsible for setting the cinema's communication strategies and promoting its many activities, including festivals, special events, loyalty and fundraising programs, exhibitions, its poster and DVD shop etc. He also works on promoting Aerofilms's VOD platform, Aerovod. Jan's professional interest lies in establishing and deepening the relationship with viewers on as many levels as possible, thus building a loyal audience in the long run.



Eduardo Escudero - A contracorriente films, ES

Eduardo graduated from the University of Barcelona with a degree in Law and a MBA of Audiovisual Companies (Universitat Ramon Llull)

From 1998 to 2000, he was head of business affairs at Filmax and was involved in 2000 -2001 on the start up on the international sales division of FILMAX INTL .

From 2001 to 2004, he worked at DeAPlaneta, first as Head of Business affairs and then as Head of TV sales, handling the DeAPlaneta's catalogue for TV Operators.

From 2004 to 2009 he moved to Notro Films, where he was partner of the company, Head of the Theatrical sales until 2006, and VP of Notro Films in 2006-2007. In 2008 was named Managing Director of NOTRO FILMS VP of Film Distribution at Vértice360º.

Since December 2009, he is Business Manager (and partner) of A CONTRACORRIENTE FILMS.



Mathias Holtz - Folkets Hus och Parker, SE

Mathias graduated from Lund University with a degree in film and theatre. From 2002 to 2004, he worked as Distribution manager of Triangelfim, a Swedish distribution company.

Since 2005, he has been working at the cinema Folkets hus Och Parker as Cinema programmer, and now as Programming manager.



Johannes Glaumann - NonStop Entertainment, SE

Johannes is Sales coordinator, as well as interim Distribution & Acquisitions Director at NonStop Entertainment, a Swedish distribution company. NonStop Entertainment acquires and distributes all rights to upmarket features with strong break-out potential for the Scandinavian, Icelandic and Baltic markets. About 35 to 40 titles are picked up yearly. NonStop Entertainment is part of Turner Broadcasting.

CASE STUDIES

Tuesday September 23 & Wednesday September 24

Day & Date in Europe and Beyond: a mosaic of realities

FRANCE

Laurent Aléonard, Héliotrope Films



UK

Natalie Ralph, Soda Pictures, UK



BENELUX

Olivier Van den Broeck, Remain in Light



BENELUX

Tinne Bral, Imagine



NORWAY

Frank Johnsen, Europa Film



SWITZERLAND

Carola Stern, Filmcoop



CANADA

Charles Tremblay, Metropole Films





NOTES



NOTES

USEFUL INFORMATION

ACCOMMODATION

Hotel San Sebastian

Avenida Zumalacárregui, 20
Tel: +34 943 316 660
sansebastian@aranzazu-hoteles.com

TRANSPORTATION

To reach San Sebastian/your hotel

There will be shuttles to and from San Sebastian connecting with the following airports: San Sebastian, Biarritz, Bilbao and Pamplona.

The festival organized pick-ups for the guests who gave us their arrival/departure information. Please refer to the information provided by the festival.

If you have any problem (delay, etc...) during your trip, please contact the festival transfer department's hotline: **+34 943 483 324** or **+34 639 739 533**.

For your information, **from the HENDAYE train station, you can reach San Sebastian** by the **EUSKOTREN** (on the car-park train station). The trip lasts about 40 min.

Departure every 30 minutes (all 3 and 33 of each hour: **7:03**, 7:33, 8:03... **22:33 – last train**).

You can get more information by following this link: www.euskotren.es/es/. The station to stop for San Sebastian is **Donostia/Amara**.

To get around in San Sebastian

There will be a shuttle service provided to the accredited to go from/to your hotels to/from the Kursaal or other festival places.

More info will be given to you with your welcome bag or the hotel desk.

TAXIS:

- **Taxis Vallina** - Tel : +34 943 40 40 40 (www.vallinagrupo.com)

- **Radio Taxi Donosti** – Tel : +34 943 46 46 46

The public transportation system (The 'dBus'), will also take you quickly and cheaply from one point in the city to another. Locate the routes that suit you best on the dBus website: www.dbus.es (Tel : +34 943 000 200).

ACCREDITATION

Documentation should be collected from the accreditations desk, Other Guests section, in the **Kursaal Centre**. **Don't forget to bring an ID with you.**

CONTACTS ON-SITE

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

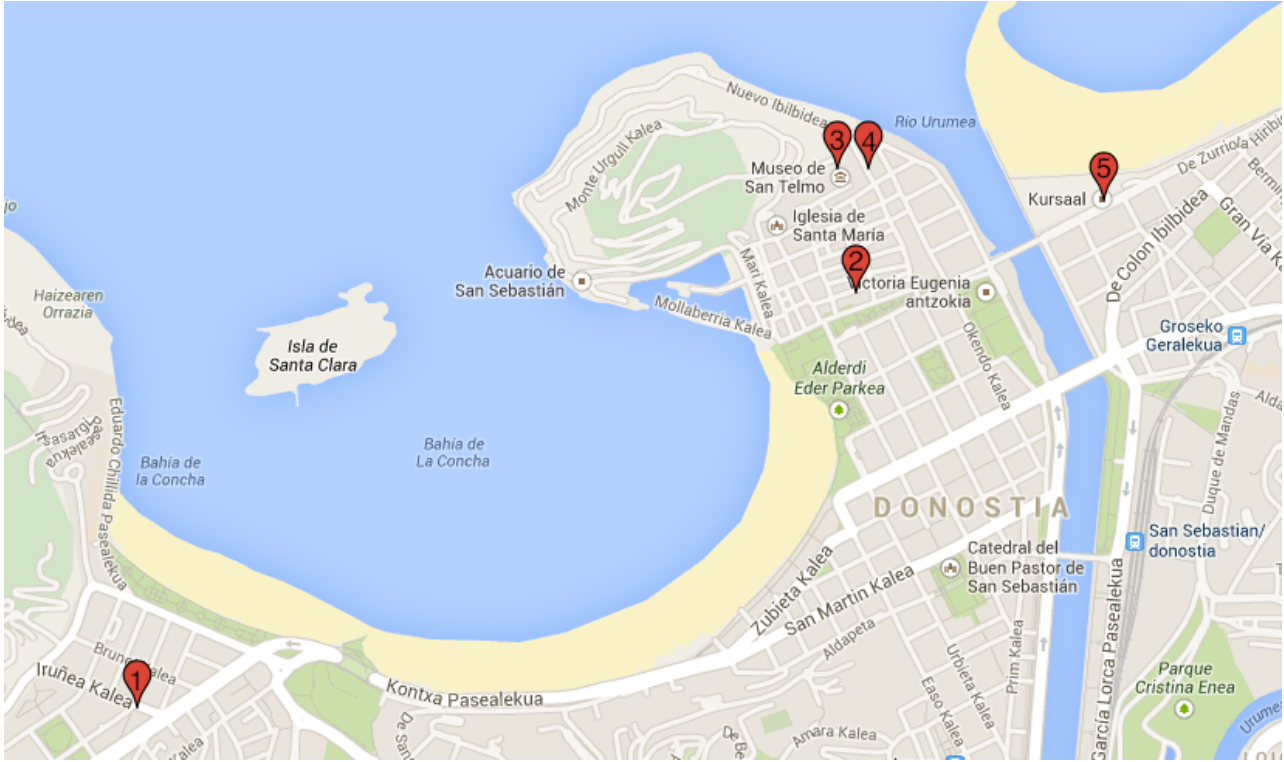
Industry Club +34 943 48 12 17

For questions related to the ED workshop

Christine Eloy +32 4 96 20 8 622

Olivia Le Dain +33 6 71 23 29 17

MAPS



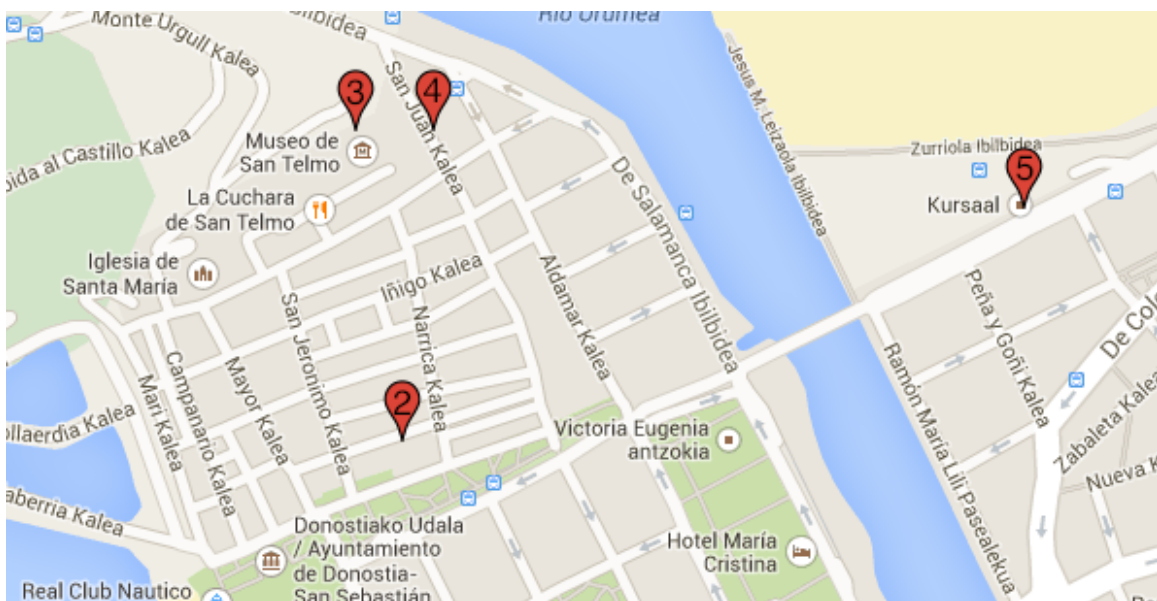
1. Hotel San Sebastian
Avenida Zumalacárregui, 20
Tel: +34 943 316 660

2. La Muralla Restaurante
Calle Embeltrán, 3
Tel: +34 943 43 35 08

3. Museo San Telmo
Plaza Zuloaga, 1
Tel : +34 943 4 15 80

4. Cines Príncipe
Calle San Juan, 10
Tel : +34 943 42 12 47

5. Centro Kursaal
Avenida Zurriola, 1



WHO IS WHO

Distributors (in alphabetical order per company)



Eduardo ESCUDERO
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eduardo@acontracorriente.es



Jan NOHAC
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Daniel O DOCHARTAIGH
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Filmcoopi - CH
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Anna HARDING
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Tinne BRAL
Imagine - BE
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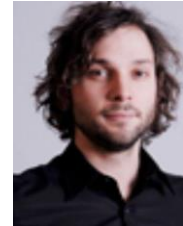
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Observers



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ABOUT EUROPA DISTRIBUTION



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Olivia LE DAIN

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Europa Distribution, **with a membership of more than 140 leading independent distributors representing 28 countries**, serves as the voice of the European independent film distributor. It acts as a **lobby**, a **think tank** as well as a **network** and aims to develop a **strong European film industry**. **Cristian MUNGIU** is the President of Honour of the Association. The Board of Administration, chaired by **Annemie DEGRYSE (Lumière / Belgium) & Jakub DUSZYNSKI (Guttek Film / Poland)** is composed of 11 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

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

