



V.O.D WORKSHOP

in San Sebastian

September 18-20 2011



**DONOSTIA ZINEMALDIA
FESTIVAL DE SAN SEBASTIAN
INTERNATIONAL FILM FESTIVAL**



Workshop on V.O.D
San Sebastian – September 18-20, 2011





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PROGRAM

Sunday 18 September

4:30pm-7:30pm: VOD Workshop: benchmark, business models

Pierre-Alexandre Labelle, Under the milky way, France:
Moderation and General overview (market overview, legal and technical practices, role of the agregator...)

Current experiences in VOD

- Only in your country or international?
- Which business models ?
- Under which conditions?
- What is the volume of units sold? any trends? correlation with DVD? Theatrical?
- Current obstacles encountered with regards to VoD,
- Any opportunities for independent distributors?
- Outlook to 5 years.

Isabella Lindell, Non Stop Entertainment, Sweden

Frances Harvey, Soda Pictures, UK

Nicola Weissman, Frenetic, Switzerland

Juan Carlos Tous, Filmin, Spain

Josep Monleón, Wuaki TV, Spain

9:00pm: Opening Dinner of the distribution workshop

Monday 19 September

9:30am-12:30pm: VOD Workshop

Legal aspects:

Cécile Despringres, Society of Audiovisual Authors, Belgium: Presentation of the SAA White Paper

Ania Jones, Vertice Cine, Spain: VOD clauses in distribution contracts

Afternoon: Cinéma en mouvement screenings

Tuesday 20 September

Cine en Construcción screenings

Departures

With the support of the MEDIA Programme of the European Union

SPEAKERS

Sunday 18 September – 4:30pm to 7:30pm



Pierre-Alexandre Labelle, Under The Milky Way, France:

Pierre-Alexandre is the co-founder of « Under The Milky Way », a Paris-based company dedicated to digital distribution and marketing both in France and Internationally. Under The Milky Way was labelled as a global iTunes preferred aggregator in 2011, and is fully operational on all European territories as well as the US and Canada. It has regional offices in Milan, Brussels, Vienna, and Los

Angeles.

Pierre-Alexandre Labelle has more than 10 years of professional experience in Europe, Asia, and North America. He immigrated in France in 2001 and worked as a derivatives trader for Cargill (2001-2004). After gaining experience in various Film production companies as an intern/assistant, he then joined the VoD Platform project Universcine. He played an active role in its creation and development as project manager and then as Head of Marketing and International Development. (2005-2008).

In parallel, in 2007, he launched the Glitner Pilot Project (collaborative platform for European VoD rights-holders). In 2009, he was appointed Deputy Manager of the European Producers Club. In 2010, the Glitner Project was acquired by the Independent Pan-European Digital Association (IPEDA), a European rights-holder association working for a healthy development of VoD in Europe, and increase circulation of content across borders.

Pierre-Alexandre graduated from McGill University with a B.Comm in International Management (2000), and obtained the title of « Derivatives Market Specialist » from the « Canadian Securities Institute » (2002).

www.underthemilkyway.com



Isabella Lindell, Non Stop Entertainment, Sweden:

NonStop Entertainment purchase, distributes and enriches feature film and TV rights for all media windows and platforms (Theatrical, DVD, PPV, VOD, SVOD, EST, PAY-TV, FREE-TV, Ancillary) for the Nordic and Baltic market. At present NonStop Entertainment acquires 40-50 titles per year, of which 15-20 are theatrical. Distribution of rights to TV channels as well as the Swedish theatrical distribution is made inhouse, while the distribution of rights to the other Nordic and Baltic countries as well as other media windows is made by well chosen sublicensing partners.

Isabella graduated from Stockholm university with a degree in Cinema Studies. She has been working in Non Stop Entertainment since 2006 and became responsible for VOD in 2008.

www.nonstopentertainment.com



Frances Harvey, Soda Pictures, UK:

Started in 2002, Soda Pictures has established an impressive catalogue of world cinema and independent films working with upcoming directors as well as established talent across an eclectic mixture of feature film titles.

Theatrical successes over the last few years include *Head-On* by Fatih Akin; the Oscar nominated *After the Wedding* by Danish director Susanne Bier and *Heading South* by renowned French director Laurent Cantet starring Charlotte Rampling. As well as concentrating on world cinema titles Soda Pictures represents an array of films on DVD from vintage and classic titles to emerging talent such as Kelly Reichardt's cult film *Old Joy* starring Will Oldham. Frances Harvey is the Acquisitions Coordinator of Soda Pictures. Frances has previously worked at the BFI and Edinburgh International Film Festival. She obtained a BA(hons) in Scriptwriting at Bournemouth University.

www.sodapictures.com

F R E N E T I C Nicola Weissman, Frenetic Films, Switzerland:
FILMS

FRENETIC FILMS is a Swiss independent film distribution company, founded 1994. It always aims at acquiring the whole range of different distribution rights. Apart from the theatrical rights, these include most importantly home video, VOD and television rights. FRENETIC FILMS releases around 30 titles per year theatrically. It distributes all its DVD titles through MOVIMENTO, a Home Video production and distribution company. The television rights are sold to broadcasting companies from all three language territories of Switzerland, with whom FRENETIC FILMS has entertained long-standing and fruitful business relationships.

www.frenetic.ch



Juan Carlos Tous, Filmin, Spain:

Filmin is an ambitious internet portal created in 2006 by Juan Carlos Tous, Jaume Ripoll and José Antonio de Luna with the support of 7 companies which have made of innovation, risk-taking, and quality their priority: Alta Films, El Deseo, Golem, Tornasol, Vértigo Films, Wanda Visión and Cameo. Four years later Avalon Distribución and Versus Entertainment also joined the project. In addition to this group of leading companies in the cinema field, a leader company in the web-design, Vostok, joined the project. Besides, filmin counts with the collaboration of Brightcove, a specialized company in video transmission on internet. Filmin is the only VoD project based on long feature films supported by Media in Spain. Currently it has more than 1.500 films and it's the only website in our country with SVOD model, High Definition Streaming and iPad application.

www.filmin.es



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Josep Monleón, Wuaki TV, Spain:

Wuaki.tv is a Spanish company offering, through smart tv's and wuaki.tv website, the best audiovisual content (recent movies and series) with the highest quality. It is an independent company, not affiliated to any corporation, for which the first priority is to attend the clients, without concessions.

www.wuaki.tv

Monday 19 September – 9:30am to 12:30am

Session moderated by **Pierre-Alexandre Labelle**.



Ania Jones, Vertice Cine, Spain:

Ania Jones started her career in 2000 with Manga Films, one of the foremost Spanish independent distributors, working in Audiovisual Rights and Systems Management. In 2007 Manga was integrated in the Vértice 360 Audiovisual Group – Cinema Division, together with Notro Films, specialised in ‘arthouse’ films. Within Vértice Cine she was promoted to Assistant to the Management and then to Business Affairs. Working closely with the Digital Rights and Acquisition Departments, she is responsible for contracts, rights management (for a combined catalogue of almost 3000 titles), grants/subsidies, and organizational issues.



Cécile Despringre, SAA, Belgium:

Cécile Despringre is the executive Director of SAA. She studied International and European law at the University of Paris I and obtained a Master in International Economic Law in 1996. After a traineeship at the Delegation of the European Commission to International Organisations in Geneva, she started working in 1997 as the European Affairs Officer of SACD in Brussels, becoming at the same time the legal advisor of FERA (Federation of European Film Directors) and AIDAA (International Association of Audiovisual Authors). In 2006, she became the CEO of FERA a position she held until her appointment at SAA in 2009.



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USEFUL INFORMATION

Accommodation

Hotel San Sebastian

Avenida ZUMALACÁRREGUI, 20

Tel: +34 943 316 660

Conference center

Centro Kursaal - Sala 8

Avenida Zurriola

Tel: +34 943 00 30 00

Dinner September 18

Restaurante La Fabrica

Calle del Puerto, 17

Tel: +34 943 432110

Contacts on-site

Saioa Riba – coordination festival – industry events

industryclub@sansebastianfestival.com

Tel. Industry Office: +34 943 481 217 (or +34 943 00 31 06)

Olivia Le Dain – general coordination workshop

Olivia.ledain@europa-distribution.org

Tel: +33 6 71 23 29 17

Accreditation: where to pick up your badge?

Your badge will be available for pick-up at the **centro Kursaal**, from Sept. 15 on. Please bring an ID with you.

To reach San Sebastian from the BILBAO airport:

You can take the Bus from Bilbao to San Sebastian via the company ALSA. Please find below the timetable. Be careful, the bus station is located in the city centre (Calle Gurtubay 1 , Bilbao - Estacion De Autobuses).

The easiest way to get to the city centre is by taxi: 20 min. – about 20 €. The taxi rank is immediately outside the arrivals area at the airport (tel: +34(0)944 800 909).

You can also take the Bizkaibus A-3247 (1 every 30 min.) to the center of Bilbao: 45 min. about 1,5 €

ALSA buses 18/09/2011	Departure	Arrival	Duration	Price one way
Bilbao to SS	05:15	06:40	1h 25	7,34€
Bilbao to SS	08:40	10:00	1h20	7,34€
Bilbao to SS	11:20	12:30	1h10	14,39€
Bilbao to SS	14:00	16:00	2h	7,34€
Bilbao to SS	17:30	18:40	1h10	7,34€
Bilbao to SS	18:30	19:40	1h10	7,34€
Bilbao to SS	20:45	21:55	1h10	7,34€
Bilbao to SS	22:00	23:10	1h10	7,34€

To reach San Sebastian from BIARRITZ airport

You can train the train to end your journey. To get from the Biarritz airport to the train station, you can use the Chronoplus line C – about 15 min. ride for 1 €.

Then, the train trip to San Sebastian takes between 1h – 1h30 and costs about 17 €. See timetable below:

Train – SNCF 18/09/2011	Departure	Arrival	Duration	Price one way
Biarritz to SS	12 :33	13 :35	1h 02	16,20€
Biarritz to SS	15:11	16 :16	1h05	16,20€
Biarritz to SS	21:01	22 :37	1h36	16,20€

To reach San Sebastian from HENDAYE train station

You can take 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).

Rates : 2,50 € round-trip

To reach San Sebastian from IRUN train station

The train is also the best option. The trip lasts about 20 min. and costs between 9 € and 13 €.

SNCF /RENFE 18/09/2011	Departure	Arrival
Irun to SS	07.30	07.46
Irun to SS	08.25	08.40
Irun to SS	08.45	09.01
Irun to SS	13.20	13.35
Irun to SS	15.17	15.35
Irun to SS	15.55	16.11
Irun to SS	16.20	16.37
Irun to SS	19.37	19.56

To get around in San Sebastian

You can use the public transportation system (The 'dBus'), which will 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).

You can also use taxis

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

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

SCREENINGS & FESTIVAL EVENTS

Please note that only some of the screenings & festival events are indicated here. Please refer to the festival documentation for more details.

CINE EN MOVEMENT / CINEMA EN MOVIMIENTO

Monday 19 – afternoon

Sala de Actos KUTXA Andia

15:30 WHEN I SAW YOU, Annemarie Jacir (Jordania-Palestina / Jordan-Palestine – 45 min.)

17:00 CONFESSION AND STRUGGLE, Eliane Raheb (Libano / Líbano / Lebanon – 38 min.)

WORKS IN PROGRESS / CINEMA EN CONSTRUCCION

Tuesday 20

Sala de Actos KUTXA Andia

09h30 Coffee (Sala Kutxa)

10h00 UN MUNDO SECRETO, Gabriel Mariño. Mexique, 86 min.
(VOSE)

12h00 INFANCIA CLANDESTINA, Benjamin Ávila. Argentine, 130 min.
(VOSE)

14h30 Lunch at the Restaurant Avenida XXI (Avenida de la Libertad, 21)

15h30 Coffee (Sala Kutxa)

16h00 7 CAJAS, Juan Carlos Maneglia & Tana Schémbori. Paraguay, 105 min.
(V.O Spanish/Guaraní. Simultaneous traduction in Spanish/VOSE)

NETWORKING EVENTS

Monday 19 – 21:00

RESTAURANT NINEU, Kursaal

Cocktail and announcement of the Cinema in Motion Awards

(cf. invitation in your accreditation bag)

WHO IS WHO

Participants & Panelists

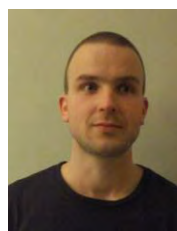
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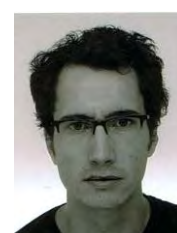
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Organisation - Europa Distribution:



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ABOUT EUROPA DISTRIBUTION

Europa Distribution, **with a membership of 110 leading independent distributors representing 26 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 (Gutek Films / Poland)** is composed of 11 independent European distributors, representative in terms of nationality, type of structure, and cultural diversity.

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



Members 2011

Austria ☐ *Filmladen*, Michael Stejskal – *Polyfilm*, Hans Koenig – *Stadtkino Filmverleih*, Claus Philipp.

Belgium ☐ *ABC*, Nicolaine Den Breejen – *Cineart-Cinelibre*, Eliane du Bois & Stephan de Potter – *Imagine Films*, Christian Thomas & Tinne Bral – *Le Parc Distribution*, Jean-Pierre Pécasse – *Lumière*, Jan de Clerq & Annemie Degryse – *O'Brother*, Olivier Bronckart – *Paradiso Filmed Entertainment*, Olivier Mortagne – *U-Dream*, Stephanie Van den Berge.

Bulgaria ☐ *Artfest*, Stefan Kitanov & Mira Staleva – *Pro Films*, Emil Simeonov

Canada ☐ *Metropole Films*, Charles Tremblay.

Croatia ☐ *Continental Film*, Martin Milinkovic

Czech Republic ☐ *Aerofilm*, Ivo Andrlé – *Artcam*, Přemysl Martinek

Denmark ☐ *Camera Films*, Kim Foss – *Ost for Paradis*, Ole Bjorn Christensen – *Scanbox*, Mikael Modig – *Sunrise Film Distribution*, Peter Bendtsen.

Finland ☐ *Cinema Mondo*, Mika Siltala – *Scanbox*, Mikael Modig

France ☐ *Ad Vitam*, Alexandra Henochsberg – *Bac Films*, Roch Lenner – *Chrysalis*, Pierre-François Bernet – *Diaphana*, Michel Saint-Jean – *Epicentre*, Dabiel Chabannes – *Equation*, Didier Costet – *Les Films du Losange*, Régine Vial – *Gebeka*, Marc Bonny – *Haut et Court*, Carole Scotta – *Heliotrope*, Laurent Haléonard – *Jour de Fête*, Etienne Ollagnier & Sarah Chazelle – *Memento Films Distribution*, Alexandre Mallet-Guy – *MK2*, Nathanaël Karmitz – *Pyramide*, Eric Lagesse – *Rezo Films*, Jean-Michel

Rey – *Shellac*, Thomas Ordonneau – *Sophie Dulac Distribution*, Sophie Dulac – *Wildbunch Distribution*, Jean-Philippe Tirel.

Germany ☐ *Alamode Filmdistribution*, Fabien Arseguel & Tobias Lehmann – *Arsenal Filmverleih*, Egon Nieser – *Fantasia Film*, Wolfram Weber – *GMFilms*, Michael Höfner – *Kairos Filmverleih*, Wilfried Arnold & Helge Schweckendiek – *Kool Filmdistribution*, Michael Isele – *MFA+ FilmDistribution*, Christian Meinke – *Mindjazz Pictures*, Holger Recktenwald & Manuel Stremmel – *Neue Visionen Filmverleih*, Torsten Frehse – *Pandora Film*, Thomas Matlok – *Piffli Medien*, Hans-Christian Boese – *Prokino*, Ira von Gienanth & Emma Klopff – *Real Fiction Filmverleih*, Joachim Kühn, Dirk Steinkühler, Juliane Teut – *Reelport*, Tilman Scheel – *Schwarz-Weiss-Filmverleih*, Matthias Keuthen – *Senator Film Verleih*, Peter Heinzemann – *W-Film*, Miriam Pflüger – *Zorro Film*, Werner Fuchs & Michael Seidel.

Greece ☐ *Filmtrade*, Vassilis Sourapas – *PCV SA*, Peggy Carajopoulou-Vavali – *Rosebud*, Zinos Panagiotidis.

Hungary ☐ *Budapest Film*, Gabor Csurdi – *Mokép-Pannónia*, Balazs Gulyas – *Mozinet*, Gabor Boszormenyi.

Italy ☐ *Bim distribuzione*, Valerio de Paolis & Antonio Medici – *Bolero Film*, Simona Calgagni – *Fandango*, Gianluca Pignataro – *Lucky Red*, Andrea Occhipinti & Stefano Massenzi – *Nomad Film*, Lydia Genchi – *Sacher*, Margherita Chiti.

Lithuania ☐ *Kino Pasaka*, Greta Akcijonaite

Netherlands ☐ *Amstelfilm*, Krijn Meerburg & Marieke Jonker – *Cineart Netherlands*, Eliane du Bois & Wallie Pollé – *Cinemien*, Nicolaine den Breejen – *Contact Film*, Gerard Huisman – *Eye Film Institute*, Monica Eckelkamp – *Filmfreak Distributie*, Kamiel Van der Ster – *Just Film Distribution*, Jean Heijl – *Paradiso Entertainment Netherlands*, Martien Uyttendaele.

Norway ☐ *Arthaus*, Svend Jensen – *EuropaFilm*, Egil Odegard – *Tour de Force*, Tor Fosse & Kristian Fyllingsnes.

Poland ☐ *Gutek*, Jakub Duszinski – *Kino Swiat*, Marcin Piasecki

Portugal ☐ *Atalanta Filmes*, Paolo Branco – *Midas*, Pedro Borges – *Valentim de Carvalho*, Luis Froes.

Romania ☐ *Transilvania Film*, Ileana Cecanu

Serbia ☐ *MCF Megacom Film*, Igor Stankovic

Slovakia ☐ *Film Europe*, Ivan Hronec



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Spain ☑ *Alta Films*, Enrique Gonzales Kuhn – *Golem*, Josetxo Moreno – *Vertice Cine*, Jesús Prieto Sacristan – *Wanda Vision*, Miguel Morales.

Sweden ☑ *Folkets Bio*, Marie Booberg – *Non Stop Entertainment*, Ignas Scheynius – *Scanbox*, Mikael Modig.

Switzerland ☑ *Agora*, Laurent Dutoit – *Cineworx*, Pascal Trächslin – *Filmcoopi*, Felix Hächler – *Frenetic*, Monika Weibel & Daniel Treichler – *Look now!*, Bea Cuttat – *Pathé Films*, Hélène Cardis – *Xenix*, Cyril Thurston.

United Kingdom ☑ *Artificial Eye*, Louisa Dent – *Soda Pictures*, Edward Fletcher.

UNMI Kosovo ☑ *Genci/Kino ABC*, Milazim Salihu

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WEBSITES

www.europa-distribution.org

www.cidinet.eu