



**DIGITAL WORKSHOP**  
**in San Sebastian**  
**September 27 2012**



DONOSTIA ZINEMALDIA  
FESTIVAL DE SAN SEBASTIAN  
INTERNATIONAL FILM FESTIVAL



Workshop on Digital issues  
San Sebastian – September 27 2012



**INDEX**

<b>PROGRAM</b>	<b>4</b>
<b>SPEAKERS – Thursday 27 2012</b>	<b>6</b>
<b>SPEAKERS – Friday 28 2012</b>	<b>9</b>
<b>EUROPE - LATIN AMERICA CO-PRODUCTION FORUM</b>	<b>11</b>
<b>USEFUL INFORMATION</b>	<b>12</b>
<b>WHO IS WHO</b>	<b>15</b>
<b>ABOUT EUROPA DISTRIBUTION</b>	<b>18</b>

**PROGRAM**

**Workshop Venue: Kursaal – Industry Club Room 9**

**10am-12:30pm: The technical issues of the digital roll out**

Finn Halligan (Screen International, UK): Moderation

- 10:00-11:15 : Sophie Juin (Bac Films, France) : Digital Materials and Delivery Schedule

*Coffee Break – 15min*

- 11:30-12:00: Michael Gillessen (Dcinex, Belgium) : the Lab's point of view
- 12 :00-12 :30 : Thierry Delpit & Marie Razin (CN Films, France) : EDCL 2012 - Facts & Figures, perspectives & tools for distributors

**12:30pm-2:30pm: Lunch Break**

**2:30pm-3pm: CIDINET Presentation**

**3pm-4pm: Distributors' Feedback and Case Studies of recent digital releases**

- Finn Halligan (Screen International, UK) : Moderation
- Denis Boric (Continental Film, Croatia)

*Coffee Break – 30 min*

**4:30-6pm: Round tables on digital issues**

- **Round Table 1:** Digital Materials – moderated by Sophie Juin (Bac Films, France) and Michael Gillessen (Dcinex, Belgium)
- **Round Table 2:** EDCL project – moderated by Thierry Delpit & Marie Razin (CN Films, France)
- **Round Table 3:** VPF (Negotiation & Practices) & changes in booking patterns – moderated by Christine Eloy (Cineart, Belgium) and Eric Vicente (Sophie Dulac Distribution, France)

**8:30pm: Europa Distribution Dinner**

With the support of the MEDIA Programme of the European Union



## EUROPE-LATIN-AMERICA CO-PRODUCTION FORUM

### Friday September 28

### Panel Europa Distribution & San Sebastian festival

**Open to all Industry pass holders.**

**09.00-10.00** – Breakfast offered by Gran Canaria Film Commission (Cloister)

**10.00-14.00** – Round Tables / Presentations (Auditorium)

**10.00** – *Challenges and Opportunities of New Technologies for the Production and Distribution of Independent films (panel ED – moderated by Finn Halligan)*

- Latin-American producer: Julian Giraldo, RCN Cine, Colombia
- Company specialized in digital throughout Europe: Thierry Delpit, CN Films, France.
- European Distributor: Christine Eloy, Cineart, Belgium
- VOD/New business models Specialist: Ricardo Torres, Consultant, Spain.

**11.00** – *International Fundings for Co-production*

- Susana de la Sierra, Director of the Instituto de Cine y Artes Audiovisuales-ICAA
- Blanca Urgell, Basque Government Minister of Culture
- André Sturm, President of Cinema do Brasil
- Elena Vilardell, Director of the Ibermedia Program
- Aizpea Goenaga, Director of the Etxepare Institute.

**12.15** – *Co-production forums: Precisions and Improvements (moderated by Manolo Pérez Estremera)*

- Gerardo Herrero, Tornasol Films
- Hernán Musaluppi, Rizoma
- Andrea Stavenhagen, Festival Int. De Cine de Guadalajara.

## VENUE

- **Panel Co-Production forum:** San Telmo Museum - Pza. Zuloaga, 1

**SPEAKERS – Thursday 27 2012**

**10:00 am – 1pm**



**Introduction & Moderation:**

**Finn Halligan, Screen International, UK:**

Fionnuala Halligan is a writer and editor specialising in cinema. Trained as a journalist, she currently works as a critic for Screen International, where she also compiles the annual, hotly-contested Stars of Tomorrow issue profiling new British film-making talent. She has attended all the major film festivals as a critic for the last twenty years and has worked on several international juries and selection committees. In 2011/2012 she wrote her first book, FilmCraft: Production Design for Ilex Press (UK)/Focal Press (US) and it will ship in October 2012. She is currently working on Movie Story Boards, again for Ilex Press in the UK but with Chronicle Books as US publisher. It is scheduled to be published in fall 2013.



**10:00-11:15 - Digital Materials and Delivery Schedule:**

**Sophie Juin, Bac Films, France**

Since 2000, Sophie Juin is head of the technical department of Bac Films, a French independent distribution company. For 8 years, she has also worked in marketing and publicity at Bac Films. Previously, she worked for Les films Ariane, a production and distribution company, as head of technical department in charge of Servicing, restoration supervision of classic movies and also experienced artistic direction in coloring black/white movies. Her technical knowledge comes from several work experiences she had in different facilities (film, video, sound studios).



**11:30-12:00 - the Lab's point of view**

**Michael Gillessen, Dcinex, Belgium**

With sound engineering & motion picture background, Michael Gillessen joined the company "EVS" 12 years ago to support the launch of Digital Cinema. He has been managing projects and installations around the world until 2004 when XDC created "XDC Digital Lab", a division providing a complete range of economically efficient solutions and services for D-Cinema mastering & distribution chain. Michael is Operations Manager of the division. This year XDC has been rebranded dcinex and is the European leading service provider of digital cinema services.



**12:00-12:30 - EDCL 2012: Facts & Figures, main issues**

**Thierry Delpit** & Marie Razin, CN Films, France:

Graduated from the Ecole Nationale Supérieure des Télécommunications (National Higher Telecommunication School), Thierry Delpit worked for 4 years at the CST (Image and Sound Technical Commission) where he followed the developments of digital cinema from its beginnings. In charge of digital projections at the Cannes Festival from 2003 to 2006, he acquired a solid understanding of the technological and strategic stakes of these evolutions, whether it be at the preparation, distribution or exhibition stage of a release.

He started working at CN Films as partner and development director in October 2006, where he has developed several services dedicated to independent distributors throughout Europe:

- cinego.net: a complete management tool for film releases. It covers the whole process from the preparation of release plan up to the invoicing and the collection of payments, in a simple and easy to operate interface
- EDCL: a digital material library, allowing sales agents and distributors to easily share and transmit DCP and DKDM. This platform gathering 60 European companies is supported by MEDIA.

**2:30pm-3pm: CIDINET Presentation**

**CIDINET (Cinema Distribution Network)** is Europa Distribution's database for the sharing of information on films' promotional and technical material and distribution data. The sharing of information, ideas and even costs at European level is essential today for independent distributors who are facing a very competitive market. By providing information on European releases, CiDiNet facilitates these exchanges among European professionals, including sales agents and producers who can now easily follow the career of their films at the European level.

**[HTTP://NEW.CIDINET.EU](http://new.cidinet.eu)**

**3pm-4pm: Distributors' Feedback and Case Studies of recent digital releases**

**Moderation: Finn Halligan, Screen International, UK**



**Denis Boric, Continental Film, Croatia**

I graduated from University of Zagreb, Croatia, at Faculty of Economics and Business. I'm working at Continental Film, film distributing company, for 5 years – first as Brand manager for Universal Pictures, then for Disney, and later as Sales manager in theatrical dept. After working on these various positions for major companies, I was given the opportunity to work with independent arthouse films, so now I'm Head of acquisitions and working only on independent films. My responsibilities include: acquisition & distribution, marketing, cooperation with MEDIA programme.



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San Sebastian – September 27 2012



#### **4:30-6pm: Round tables on digital issues**

The idea of these simultaneous round tables is to address the questions that distributors might have after the presentations of the day. We will have 3 tables:

**Round Table 1: Digital Materials** – moderation by Sophie Juin & Michael Gillessen

**Round Table 2: EDCL project** – moderation by Thierry Delpit & Marie Razin

**Round Table 3: VPF (Negociation & Practices) & changes in booking patterns** – moderation by Christine Eloy, Cinéart and Eric Vicente, Sophie Dulac



**SPEAKERS – Friday 28 2012**

**Open to all Industry pass holders.**

**10.00 – Challenges and Opportunities of New Technologies for the Production and Distribution of Independent films (panel ED)**



**Julian Giraldo, RCN Cine, Colombia**

RCN CINE & E-NOVVA develops, produces, post-produces, finances and promotes approximately 80% of colombian local projects, with some of the best box-office results. Some of these productions are: "SOÑAR NO CUESTA NADA", "PARAISO TRAVEL", "EL VUELCO DEL CANGREJO" and "LOS COLORES DE LA MONTAÑA". Some of our this year releases are:

"EN COMA" directed by Juan David Restrepo and Henry Rivero, "LOS COLORES DE LA MONTAÑA", directed by Carlos C. Arbelaez Produced by Juan Pablo Tamayo, "LECCIONES PARA UN BESO" directed by Juan Pablo Bustamante, Produced by Carlos Bustamante, "PEQUEÑAS VOCES" directed and Produced by Jairo Carrillo.

RCN's products are cutting edge in the industry with new narrative, visual, economic and financial proposals. The products carrying RCN's brand are made with the highest quality standards; our short films, movies, documentaries and animations are known as differential products in the Colombian market.

With the support of RCN (Radio and Television), the films unit offers the highest capacity in promoting products with statistical demonstrations showing that films with our brand, RCN CINE can double the average assistance in movie theaters around the country.

**Thierry Delpit, CN Films, France.**  
(cf. previous page)



**Christine Eloy, Cineart, Belgium**

After graduating in Anthropology at the ULB (Universite Libre de Bruxelles) Christine started to work for an event organization company, then for a pool of European televisions. In 2000 she joined Cineart where she is now heading the sales department.

Cineart exists for more than 35 years and is one of the leading independent distributors in the Benelux with titles such as SLUMDOG MILLIONAIRE, LE SILENCE DE LORNA, THE TREE, TAMARA DREWE, UN HOMME QUI CRIE.



**Ricardo Torres, Consultant VOD/New business models, Spain.**

Ricardo Torres is a business consultant specialized in the media & entertainment industry, who recently started Hubb Media & Entertainment, after serving as a full-time consultant to Sony Entertainment Network in content acquisition and strategy on a pan-European and ANZ level. Hubb is a company focused on consulting, projects and services in the media & entertainment industry, seeking to optimize monetization and content offering for both license holders and digital platforms. Having built a global network across North America, Europe, LATAM and ANZ, his experience covers both the digital platform perspective through Sony, as well as the content owner perspective through Spanish Vértice 360°. As former Head of Distribution for Portugal for independent film distributor Notro Films and as former Strategic Marketing Manager for EMI Music Brazil, he also holds a broad experience in film and music traditional distribution models, and over ten years of experience in the industry overall.

**11.00 – International Funding for Co-production**

(please refer to the festival documentation for more information)

**12.15 – Co-production forums: Precisions and Improvements.**

(please refer to the festival documentation for more information)



## EUROPE - LATIN AMERICA CO-PRODUCTION FORUM

Please refer to the festival documentation for more details.

**Location:** San Telmo Museum. Pza. Zuloaga, 1

**Shuttle:** The bus stop for the forum is **Paseo Nuevo** (see special itinerary & schedule p.13).

### **Thursday September 27:**

**19h00 – Cocktail:** Forging alliances drink - San Sebastián/Producers Network/Ventana Sur  
*San Telmo Museum (Cloister)*

### **Friday, September 28:**

**09.00-10.00:** Breakfast offered by Gran Canaria Film Commission  
*Cloister*

**10.00-14.00** Round Tables / Presentations

*Auditorium*

- 10.00 – Challenges and Opportunities of New Technologies for the Production and Distribution of Independent films.
- 11.00 – Fundings for Co-production.
- 12.15 – Co-production forums: Precisions and Improvements.

**10.00-19.00** One to one meetings for the selected projects

*Church*

**10.00-14.00** Networking and Informal Meetings

*Cloister*

**14.00-15.30 Cocktail-Lunch** - Offered by Etxepare Institute

*Cloister*

**15.30-19.00** Networking and informal meetings

*Cloister*

**23.00 Industry Party**

*Cloister*

## USEFUL INFORMATION

### **ACCOMMODATION**

#### **Hotel San Sebastian**

Avenida ZUMALACÁRREGUI, 20

Tel: +34 943 316 660

### **CONFERENCE CENTER**

#### **Centro Kursaal - Room 9**

Avenida Zurriola

Tel: +34 943 00 30 00

### **MEALS**

#### **Lunch September 27 : Restaurante Kostalde**

Avenida de Zurriola, 28

Tel : +34 943 27 77 91

#### **Dinner September 27 : Restaurante La Fabrica**

Calle del Puerto, 17

Tel: +34 943 432110

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### **ACCREDITATION: where to pick up your badge?**

Documentation should be collected from the accreditations desk, Other Guests section, in the **Kursaal Centre**. From Sunday 23, the desk will open **from 9:00 to 14:00 and 16:00 to 20:00**.

Don't forget to bring an ID with you.

### **WIFI:** There is a WiFi area in the Kursaal Center. Connect to "Kursaal WIFI", and use the codes below:

- USERNAME: zinemaldia (all in lower case)
- PASSWORD: 2012

**TRANSPORTATION: How to reach San Sebastian / your hotel?**

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

If you asked for this service and have any problem (delay, etc...) during your trip, please contact the festival transfer department's hotline: **+34 943 483 337** 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**).

Rates: 2,55 € round-trip

You can get more information by following this link: [www.euskotren.es/es/](http://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 (main festival place).

You will find the schedule below. Please note that only the departure time (first column) is fixed. The rest of indicated times are informative only.

**FROM THE HOTEL to THE KURSAAL:**

SALIDA: HOTEL SAN SEBASTIÁN	HOTEL ARÁNZAZU	HOTEL CODINA	HOTEL COSTA VASCA	HOTEL AMARA PLAZA	CENTRO KURSAAL
* 8:15	8:17	8:19	8:24	8:30	8:40
9:30	9:32	9:34	9:39	9:45	9:55
10:30	10:32	10:34	10:39	10:45	10:55
11:30	11:32	11:34	11:39	11:45	11:55
12:30	12:32	12:34	12:39	12:45	12:55
13:30	13:32	13:34	13:39	13:45	13:55
15:30	15:32	15:34	15:39	15:45	15:55
16:00	16:02	16:04	16:09	16:15	16:25
17:00	17:02	17:04	17:09	17:15	17:25
18:00	18:02	18:04	18:09	18:15	18:25
19:00	19:02	19:04	19:09	19:15	19:25
20:00	20:02	20:04	20:09	20:15	20:25
21:00	21:02	21:04	21:09	21:15	21:25

**On Thursday 27 & Friday 28, there will be a special itinerary to go to the San Telmo Museum** (Coproduction Forum, on Friday):

SALIDA: HOTEL SAN SEBASTIÁN	HOTEL ARÁNZAZU	HOTEL CODINA	HOTEL COSTA VASCA	HOTEL AMARA PLAZA	Paseo Salamanca, 1	Paseo Nuevo
8:45	8:47	8:49	8:53	9:00	9:07	9:10

**FROM THE KURSAAL to THE HOTEL:**

SALIDA: CENTRO KURSAAL	C/ Zubieta, 14	HOTEL NIZA	HOTEL SAN SEBASTIAN	HOTEL ARANZAZU	HOTEL COSTA VASCA	HOTEL AMARA PLAZA
9:00	9:06	9:08	9:12	9:14	9:20	9:24
10:00	10:06	10:08	10:12	10:14	10:20	10:24
11:00	11:06	11:08	11:12	11:14	11:20	11:24
12:00	12:06	12:08	12:12	12:14	12:20	12:24
13:00	13:06	13:08	13:12	13:14	13:20	13:24
14:00	14:06	14:08	14:12	14:14	14:20	14:24
16:00	16:06	16:08	16:12	16:14	16:20	16:24
16:30	16:36	16:38	16:42	16:44	16:50	16:54
17:30	17:36	17:38	17:42	17:44	17:50	17:54
18:30	18:36	18:38	18:42	18:44	18:50	18:54
19:30	19:36	19:38	19:42	19:44	19:50	19:54
20:30	20:36	20:38	20:42	20:44	20:50	20:54
(+/-) 00:00- 00:30	00:06- 00:36	00:08- 00:38	00:12- 00:32	00:14- 00:44	00:20- 00:50	00:24- 00:54

**TAXIS:**

- Taxis Vallina - Tel : +34 943 40 40 40 ([www.vallinagrupo.com](http://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](http://www.dbus.es) (Tel : +34 943 000 200).

**WHO IS WHO**

**Participants & Panelists**

(in alphabetical order by company)



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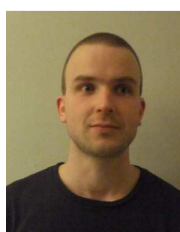
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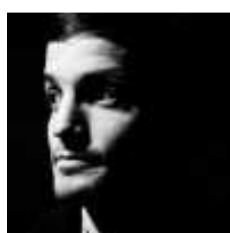
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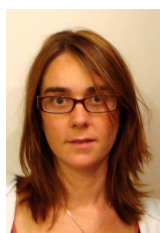
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## ABOUT EUROPA DISTRIBUTION

Europa Distribution, **with a membership of 125 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 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.

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



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### WEBSITES

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