







# ACM Distribution New territories, new audiences for international co-productions



### Introduction – what is ACM?

Since 2012, **Aide aux Cinémas du monde** (ACM), co-managed by the CNC and Institut français, has supported the production of 270 films from 90 different countries.

With the support of the European Commission through its subprogram MEDIA, the CNC launched a new scheme in 2015:

#### **ACM Distribution**

Purposes are:

Promote circulation of films in Europe and throughout the world and help them find new audiences

Boost distribution of ACM-funded international coproductions on all platforms







## 2017 – ACM Distribution is changing

Starting December 2017, **ACM Distribution will be open** to all international co-productions between a MEDIA country and a non-MEDIA country, in order to enlarge its field of application – there will no longer be a need for the film to be part of the ACM catalogue.

However, a **particular attention** will be given to ACM-funded films in the decision process.

Other rules remain the same.







## Who can apply?

1. Right holders of a film or a selection of up to 4 films...

2. ...established in a country belonging to MEDIA...

3. ...initiators of a coordinated distribution strategy of the film

In minimum 3 countries







## Is your film eligible?

1. At least 1 coproducer is established in a MEDIA country 2. At least 1 coproducer is established in a non MEDIA nor Eurimages country

3. Share of the MEDIA coproducer:

- between 25% and 70% for fiction and animation feature films

- between 20% and 70% for documentaries

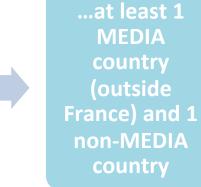






## Candidates are expected to:

1. Present a distribution strategy for 1 film (or up to 4 films) in at least 3 countries...





2. Offer at least 1 VOD exploitation in at least 1 country

3. Implement innovative approaches







## **Eligible costs**

#### **Promotion and publicity**

marketing, websites, trailer, market research, social media, posters, press...

#### **Technical costs**

subtitles, digitization...

#### **Overhead costs**

up to 7,5% of eligible costs

#### NB

- MG are not eligible
- The expenses may be made by the coordinator or the involved national distributors







## **Selection process**

# **Committee** assessment

- Selection by a committee of 7 international experts
- Two committees per year (April and November)

## Award criteria

- Financial capacity and experience of the applicant and its partners; partnership structure
- Relevance of strategy to reach the audience
- Innovative aspects

# Specific attention to

- First and second films
- ACM-funded films







### Amout of the grant

A total envelope of 440 000 €

is available in 2018 to support between 6 and 18 projects

Maximum amount per project:

60 000 €

Subsidy capped at 50%

of eligible expenses (80% for difficult/low-budget films) Maximum amount per distributor:

15 000 €

NB: No possibility to cumulate with support from another fund supported by MEDIA:

**IDFA Bertha Fund** 

**Torino Film Lab Distribution** 







#### **Next calls**

#### **CALENDAR**

#### **Next call for projects:**

11 December 2017: Launch of call for applications

23 February 2018: Deadline for submission

April 2018: Selection and results

June 2018: Launch of call for applications

September 2018: Deadline for submission

November 2018: Selection and results

**Application online** → <u>cnc.fr/web/en/acm-distribution</u>







#### **Success stories**

4 selection committees have been organized so far and

24 films were granted support

13 of these films were first or second feature films

Thanks to the grant, those films were released (or are to be released) in over

137 extra countries

overall

Already **over 200 000 admissions and 6 000 VOD views** were generated so far in these extra countries









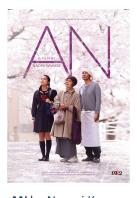
As I Open My Eyes by Leyla Bouzid (Tunisia) Released in 8 extra countries



Ixcanul by Jayro
Bustamante (Guatemala)
Released in 4 extra
countries



Clash by Mohamed Diab (Egypt) Released in 17 extra countries



AN by Naomi Kawase (Japan) Released in 4 extra countries



Neruda by Pablo Larrain (Chile) Released in 6 extra countries



Cemetery of Splendour
by Apichatpong
Weerasethakul (Thailand)
Released in 3 extra
countries

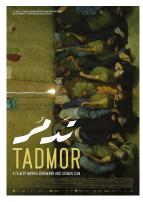


Kalo Pothi by Min Bahadur Bham (Nepal) Released in 8 extra countries









Tadmor by M. Borgmann &
L. Slim (Lebanon)
Released in 7 extra
countries



Mrs B by Jero Yun (Korea) Released in 6 extra countries



The Road to Mandalay by Midi Z (Burma/Taiwan) Released in 3 extra countries



Tramontane by Vatche Boulghourjian (Lebanon) Released in 3 extra countries



Apprentice by Boo Junfeng (Singapore) Released in 3 extra countries



**Hedi** by Mohamed Ben Attia (Tunisia) Released in **3 extra countries** 



Jesus by Fernando Guzzoni (Chile) Released in 6 extra countries



Harmonium by Kôji Fukada (Japan) Released in 9 extra countries







## Thank you for your attention!

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