International Sales since 1996

Over 600 docs and feature films in the Catalogue

Internationally acclaimed directors: C. Akerman, B. Dumont, J. Doillon, S. Fiennes, R. Minervini, G. Rosi, P. Schoeller, F. Wiseman...

Representing first time directors: V. d'Alcantara, K. Bakhtiari, R. Chkonia, F. Mollo...
Work with Cinemas

Contact with cinemas all over the world

Advantages

- Limited costs
- Shared income between cinema and sales agents
- Local marketing

Limits

- Time consuming work for sales agents
- Small income
- Subtitle issues (Who pays ?)
- Lack of national marketing strategy
Initiatives & Challenges

Initiatives

- Regroupment of different theater owners in one country (ex. CINELIBRE in Switzerland)
- One cinema acting almost as a distributor (ex. LES GRIGNOUX in Belgium)
- Festivals: organizing tours of a film in their country (ex. AMBULANTE in Mexico)

Challenges: From Festivals back to Theatrical Distribution

Creation of a « Club of European Cinemas »:

- Selection of European films
- Weekly screenings throughout Europe
- Simultaneous Q&A in different European cities