

EUROPA INTERNATIONAL

Europa International 4th Annual Conference

“ SET THE TREND! “

27 – 29 November 2015 @ Prague, Czech Republic

With the support of



And the help of

Y MAGIS



In cooperation with



OUTLINE PROGRAMME

Friday 27 November

13.00 - 14.00: Welcome Coffee

14.00 - 16.00: GENERAL ASSEMBLY (*for EI members only*)

16.00 - 16.30: Coffee Break

16.30 - 18.00: COMMON PANEL with EUROPA CINEMAS

19.00 - 20.30: Reception & Dinner

21.00: Europa Cinemas Award Ceremony & European Film Preview “*Lampedusa in Winter*” by Jakob Brossmann @ Kino Lucerna

Saturday 28 November

9.30 - 10.30: PRESENTATION OF PARTNERS

10.45 - 13.00: PANEL 1: IMPACT OF THE DIGITAL PLATFORMS ON DISTRIBUTION

13.00 - 14.30: Networking Lunch

14.30 - 16.00: PANEL 2: TV SALES IN DIGITAL WORLD

16.00 - 18.00: GENERAL ASSEMBLY (*for EI members only*)

18.00: Get Together

Sunday 29 November

10.00 - 13.00: EUROPA CINEMAS conference

13.00: Closing Lunch

***El conference will take place in room Klementinum Belvedere on the top floor
EC conference will take place in room Congress Hall on ground floor***

CHAIRMAN & MODERATOR

BRIAN NEWMANN

CEO @ Sub-Genre, New York, USA

Brian Newman is the founder of Sub-Genre, a consulting company focusing on developing and implementing new business models for film and new media.

Current and former clients: Patagonia, developing film strategies and marketing and distribution for numerous films, including *DamNation*, *The Fisherman's Son*, and *Jumbo Wild*; Sundance Institute on the *Transparency Project*; Vulcan Productions on *Racing Extinction*; Imprint Projects on two films for Levi's and several filmmakers on fundraising, distribution and marketing.

Brian is also the producer of *Love & Taxes*, and executive producer of *Shored Up*, *The Invisible World* and *Remittance*.

Brian has served as CEO of the Tribeca Film Institute, president of Renew Media and executive director of IMAGE Film & Video. Brian serves on the boards of Rooftop Films, Muse Film & Television and IndieCollect and the advisory board of the Camden International Film Festival.

He authored "Inventing the Future of the Arts: Seven Digital Trends that Present Challenges and Opportunities for Success in the Cultural Sector" for the book *20 Under 40: Reinventing the Arts and Arts Education for the 21st Century*. He was born in North Carolina and has an MA in Film Studies from Emory University.

PANEL 1: IMPACT OF DIGITAL PLATFORMS ON DISTRIBUTION

- **Digital platforms: Independent vs Gafa (Google, Apple, Facebook, Amazon)**
- **Consequences for distribution and exhibition**
- **New business models experimentations (Direct to VoD, D&D)**
- **US vs EU: different VoD challenges for different countries?**

RUSS COLLINS

CEO @ Michigan Theater Foundation & @ Art House Convergence, U.S.A

Russ Collins is the CEO of the Michigan Theater Foundation which operates: Two historic cinemas - a 1920s Movie Palace and 1940s Cinema Style theater; A conference presented in association with the Sundance Film Festival - Art House Convergence; Detroit's Annual International Film Festival - Cinetopia.

His home is in Ann Arbor, Michigan, USA.

Professional recognition includes: Being named to the first class of IndieWire "Influencers" of North America's independent cinema; Appointed as an Arts Administration Fellow of the National Endowment for the Arts; Knighted by the Republic of Italy for promotion of Italian film culture in the USA.

He teaches film studies and arts management at Eastern Michigan University and holds a Bachelors and Master Degree in Arts from the University of Michigan.

ALEXIA KRIEF

Tide & Walk This Way Coordinator @ Under The Milky Way, France

Graduated from Sciences Po Paris in 2012, Alexia joined Under The Milky Way (international aggregator) New York office in 2013 where she worked on Day and Date Releases and monitored the VoD releases on major US platforms (iTunes, Google Play, Amazon, Netflix).

Since September 2014, she coordinates two MEDIA Programme supported projects: TIDE and WALK THIS WAY. Both programs aims to meet the challenges of the digital era by experimenting new economic models for the exploitation of films on VoD platforms.

She is coordinating the editorial line, the sourcing, subtitling and delivery of the movies while she is monitoring partnerships with the main VoD platforms. The Film Agency is coordinating the marketing approach for both programs. Europa International is bringing sales agents' involvement.

MADELEINE PROBST

Cinema Programme Producer @ Watershed, United-Kingdom

Madeleine Probst is the Cinema Programme Producer at Watershed in Bristol, a cross art form venue and producer, sharing and developing and showcasing exemplary cultural ideas and talent.

She manages the Film Hub South West and West Midlands as part of the British Film Institute's Film Audience Network and produces a portfolio of projects including DepicT! short film competition as part of Encounters Short Film & Animation Festival and Conversations About Cinema, a BFI Film Audience Network initiative opening up issues, debates and discussion through film.

She has directed several international Europa Cinemas Audience Development Innovation Labs in Italy, Spain, Bulgaria, Mexico and Japan and is currently Vice-President of Europa Cinemas. Prior to this, she worked for Vital Distribution, the leading UK provider of sales, marketing and distribution services to over 75 independent music labels (vitaluk.com)

FFI: visit: watershed.co.uk / @wshed / @MaddyProbst

JAUME RIPOLL

Cofounder and Editorial Director @ Filmin in Spain, VP @ EuroVoD

Editorial Director & Cofounder of Filmin (leading portal for independent film in Spain, with more than 800,000 visitors a month, Time Out Award Best Film Company), Director of Atlántida Film Fest (largest online film festival with 40.000 admissions per year) and vice president of EuroVoD, Europe's leading association responsible for distributing online film, which operates in 11 countries.

After beginning his career as director of bio-documentaries and videoclips of national music groups, he has been collaborating with the national press (El País), writing articles for movies related and video games magazines, working for six years in Manga Films. In 2005 he joined Cameo, a relevant independent-film company, as Editor Head.

Since 2007, next to Cameo, he was one of the Filmin three founder members. Filmin is honoured of being the one and only Spanish online movie distribution project receiving the support of the European Union MEDIA programme and the first in Spain to commit to a subscription model, to have high definition streaming and to create an application for mobiles and tablets.

CLAIRE WEINGARTEN

Director, New Media @ Film Movement, U.S.A

Claire Weingarten is a 13-year veteran of the Independent Film Industry with extensive experience working in Film Distribution, Exhibition and Production.

She has been with the North American art-house film distributor, Film Movement, for the last 8 years and is currently the Director of New Media, overseeing all cable and digital Video on Demand initiatives including partnerships with iTunes, Netflix, Amazon Video, Hulu, Google Play and many others.

Film Movement began operation in 2003 as a subscription DVD service and quickly expanded to begin releasing films at hundreds of North American film festivals, in theaters and on DVD, television, airlines, hotels, universities and libraries. Film Movement has an expansive Video on Demand footprint and was an early art-house distribution partner of Netflix Digital and Hulu. Film Movement's programming can now be found on cable operators in approximately 90 million homes and on hundreds of millions of connected televisions, streaming devices, gaming systems, computers and mobile devices.

Prior to her time with Film Movement, Claire served as a theater manager for the American Film Institute and worked for The Film Society of Lincoln Center.

She received a B.A. in Film Studies, Ethnic Studies and Anthropology from Columbia University, and after completing a Master's Degree from New York University's Cinema Studies Program she co-produced the documentary *Burning In The Sun*. The film portrays a young Malian micro-entrepreneur who starts a business building the first solar panels ever produced in West Africa. *Burning In The Sun* played at over 40 film festivals internationally and won a Cinema for Peace award in Berlin and the Grand Jury Prize for Best Environmental Film at the Santa Cruz Film Festival. The film won numerous grants and aired on PBS, Al Jazeera World and Link TV; it is available for streaming on Amazon Video and Hulu.

PANEL 2: TV SALES AT DIGITAL AGE

- **Representatives of European TV organizations: Public & Private channels**
- **Past and Future of TV channels: Changes & challenges**
- **VoD & TV: New horizons**

ROSS BIGGAM

Former Director General @ Association of Commercial Television, BE

After studying at Exeter and Saarbrücken, Ross started work as deputy Legal Adviser to the House of Lords EU Select Committee before joining ITV, the leading commercial broadcaster in the UK as Head of European Affairs.

In April 2000, he moved to Brussels to become Director General of the Association of Commercial Television in Europe (ACT) which represents the business interests of the commercial television sector at the EU institutions. Its member companies are free-to-air television broadcasters, multimedia groups and digital TV platform operators in 37 European countries. The ACT is regularly consulted by the EU on all aspects of the media business, including content regulation, media freedom, copyright and competition cases.

On 31 October 2015 Ross stepped down from his role at the ACT. His next career move will be announced shortly.

Ross is also a visiting professor in Creative and Cultural Industries at the University of Glasgow a regular guest lecturer at other European universities and author of several articles in academic and professional journals.

BETTINA BRINKMANN

Head of TV @ European Broadcasting Union, CH

Dr Bettina Brinkmann has over 25 years of experience in the Media business - both for feature films, TV and non-scripted - ranging from development, production, financing, planning, packaging, acquisition and distribution.

She worked for some of the major international players and was part of several award-winning productions before starting to work in the TV sector (European Broadcasting Union, ZDF, RTL).

She studied Film, TV and Psychology and completed her academic training with a PhD.

LIST OF PARTICIPANTS

SALES AGENTS

Autlook Filmsales / Peter Jäger, Partner / *Austria*
Be For Films / Pamela Leu, CEO / *Belgium*
Coccinelle / Sara Monacelli, Acquisition & Sales Consultant / *Italy*
Doc & Film International / Daniela Elstner, CEO / *France*
EastWest Filmdistribution / Sasha Wieser, CEO / *Austria*
Fandango Sales / Stefano Basso, Acquisitions / *Italy*
Films Boutique / Jean-Christophe Simon, CEO / *Germany*
Fortissimo Films / Nelleke Driessen, Managing Director / *Netherlands*
Intramovies / Paola Corvino, CEO / *Italy*
LevelK / Lars Langballe / *Denmark*
New Europe Film Sales / Jan Naszewski, Owner / *Poland*
Red Film Sales / Gerhard Spiehs, CEO / *Austria*
Soul Food / Misha Mogorovic, Managing Director / *Serbia*
TF1 International / Sabine Chemaly, EVP Intl Distribution / *France*
The Match Factory / Nadja Jumah, Marketing / *Germany*
TrustNordisk / Susan Wendt, Head of Sales / *Denmark*
Wide Management / Loïc Magneron, President / *France*
Wild Bunch / Olivier Barbier, International Sales / *France*

OFFICIAL PARTNERS

Ymagis / Christophe Lacroix, COO / *France*
Ymagis / Arnaud Denoual / Post Production Sales Manager / *France*

PROFESSIONALS PARTNERS

ADEF / Agnès Durvin, General Secretary / *France*
CNC / Catherine Souyri-Desrosières / *France*
Europa Distribution / Christine Eloy, Managing Director / *Belgium*
Europa Distribution / Clara Leonet, Coordination Assistant / *Belgium*
European Film Promotion / Susanne Davis, Project Director FSS / *Germany*
European Producers Club / Alexandra Leuret, Managing Director, *France*
EuroVoD / Nadine Luque, Head of International Operations / *France*
SEDPA / Raphaëlle Mathieu, Managing Director / *France*
The Festival Agency / Leslie Vuchot, CEO / *France*

PRACTICAL INFORMATION

Accommodation & Conference Center

Intercontinental Prague
Parizska 30
110 00 Prague 1
Czech Republic
Tel: +420 296 631 111

Hotel check-in: from 2.00 pm
Hotel check-out: by 12.00 pm
A cloakroom will be available for
luggage storage on your day of
departure.

Moving around

AAA Radio Taxi: +420 233 113 311
City Taxi: +420 257 257 257
Tick Tack Taxi: +420 721 300 300

Where to eat

Café Slavia

Smetanovo nábř. 1012
110 00 Prague
Tel: +420 224 218 493

Kolkovna Olympia

Vítězná 7
110 00 Prague 1
Tel : +420 251 511 080

Lokál Dlouhá

Dlouhá 33
110 00 Prague 1
Tel.: + 420 222 316 265

Accreditation

The Europa Cinemas team will be at the Intercontinental Hotel from Thursday 26 November at 09:30 to welcome you and give you your accreditation badge.

You will find in the bag:

- your accreditation
- the programme for Europa International conference
- the programme for Europa Cinemas conference

Contacts

Europa International Daphné Kapfer / Tel: +33 6 78 88 76 67
Europa Cinemas Fatima Djoumer / Tel: +49 30 61 40 22 00

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