

MARKETS & NETWORKS

MARKET, CO-PRODUCTION, PROMOTIONAL
& ONLINE ACTIVITIES FOR PROFESSIONALS

2010 1ST EDITION

MEDIA

A programme of the European Union



EAC
EA
Education, Audiovisual & Culture
Executive Agency



Education and Culture DG

Events and activities: who does what

PAGE

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65	European Platform at the Pusan IFF	•		•	•	•		★	
29	European Short Pitch		★					★	
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61	Film New Europe	•	•	•	•		■	★	
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41	FORUM for International Co-financing of Documentaries	•		★		•	■	★	
19	Galway Film Fair	★		•	•		■	★	
65	Gateway to the North American Market (Toronto)	•		•	•	•		★	
65	Industry Screenings in the USA	•		•	•	•		★	
30	Marché du Film Court de Clermont-Ferrand 2011		★	•	•		■	★	
53	Marché International du Film d'Annecy			★			■	★	
42	Medimed			★			■	★	
43	MeetMarket	•		★	•	•	■	★	
20	Netherlands Production Platform	★		•	•			★	
21	New Cinema Network	★						★	
22	New Nordic Films	★		•	•	•	■	★	
44	Nordisk Panorama Event		•	★	•	•	■	★	
55	Pixel Market at The Cross-Media Forum	•	•	•	•	•	★	■	★
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67	Pro2film	•	•	•	•	•		■	★
63	Producers on the Move	•	•	•	•	•		■	★
45	reelisor (International Documentary Film Platform)			★			■	★	
23	Sales Office	★						★	
24	Shooting Stars	★						★	
25	Sofia Meetings	★	•	•				★	
46	Sunny Side of the Doc			★			■	★	
47	Thessaloniki International Doc Market			★			■	★	
26	TorinoFilmLab Meeting Event	★			•			★	
27	23 rd European Film Awards	★	•	•	•			★	
65	Umbrella Office at the AFM	•		•	•	•		★	
64	Variety Critics' Choice: Europe Now!	•	•	•	•	•		★	
48	World Congress of Science and Factual Producers	•	•	★		•	■	★	

★ Predominant category. Other markets/activities are considered to be multidisciplinary.

MARKETS & NETWORKS

**MARKET, CO-PRODUCTION, PROMOTIONAL
& ONLINE ACTIVITIES FOR PROFESSIONALS**

2010 1ST EDITION

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Foreword

The MEDIA Programme supports well over 50 market and promotion initiatives each year – ranging from conventional markets to websites, from co-production forums to databases, from “smaller” regional meetings to major international markets. They cover feature films, documentaries, shorts, animated films and cross media activities.

Our support for markets and promotion makes it easier for professionals to meet, exchange ideas, learn and network – both virtually and face-to-face, two approaches that we regard as complementary. Moreover, these activities include markets and forums both inside and outside Europe. Improving the access of the European industry to other markets is important to competitiveness, not just in terms of the economic benefits, but also for partnerships and to offer professionals a broader range of experience.

Although they differ in terms of positioning, targets and size, these initiatives have been selected by MEDIA because they:

- have proven their quality and their professionalism;
- are truly international/European as regards the selection of projects/works as well as participants;
- are at the service of the industry;
- strive for even more diversity in contents and talents.

These “market” initiatives are part of a broad spectrum of support from the MEDIA Programme for virtually every stage of the life cycle of an audiovisual product. They cover cinema, television and new media. Taken together, the MEDIA Programme’s initiatives constitute a structured approach to enabling a major economic sector contribute to the broader EU objectives of providing quality and sustainable jobs and growth in a dynamic knowledge economy equipped to operate in a globalised world.

The main purpose of this guide is to be helpful to European audiovisual industry professionals in identifying and using market activities, with the aim of meeting the needs of potential participants.

It complements the “Training & Networks” guide presenting more than 60 MEDIA funded training courses already available.

Constantin DASKALAKIS

Head of the MEDIA Unit
Education, Audiovisual and Culture Executive
Agency (EACEA)

Introduction

This handbook is intended to help professionals to find, in one convenient format, information on events the MEDIA Programme supports and where filmmakers, producers, directors, distributors and sales agents can get together under one roof to exchange ideas and, above all, get their projects off the ground and into the commercial marketplace.

This guide is set out in broad categories – Feature Films, Short Films, Documentaries, Animation/Young People, Cross-Media and Multidisciplinary. Many events, of course, have a predominant theme, but some also cover other categories. The categories are sometimes necessarily arbitrary. Clearly there are feature films which could be in the animation category and vice-versa. Cross-media projects can straddle a number of categories. Consequently, in this first section we have also provided a table for cross-referencing the options – and a map of the MEDIA Programme countries, showing the physical location of those MEDIA-supported markets and forums which take place in Europe, and a calendar.

One of the MEDIA Programme's key objectives, however, is for European films to circulate not just within Europe, but beyond, and also for European filmmakers to build networks beyond Europe's borders. A number of the events listed fulfil that goal, in particular by promoting European cinema at renowned festivals and markets in virtually every continent. The internet sites and online databases are another way in which the MEDIA Programme reaches out worldwide.

Each entry in the main part of this handbook provides a description of the event, forum, or marketplace (including some which are virtual) and some basic information on what type of projects and productions will be found there and on the requirements for inclusion. This is not comprehensive and not intended as a substitute for going to the website, or contacting the person listed for full information. Where the dates for 2011 are already known, these have been included as a service. They are not an indication that the project or event will necessarily have MEDIA support in 2011.

In addition to its involvement in the events included here, the MEDIA Programme is present via its own so-called Umbrella Stands at major international markets. This includes the two largest European audiovisual markets, MIPCOM and MIPTV in Cannes, and Europe's two most important film markets, the Marché du Film/Festival du Film in Cannes, and the European Film Market/Berlinale in Berlin. Stand participants enjoy reduced rates for attending these markets and at the same time receive added-value from a range of services available on these stands. To find out more, go to **www.media-stands.eu**.

FOR MORE INFORMATION

on the MEDIA Market initiatives and other funding opportunities, please visit our MEDIA website **ec.europa.eu/media** or contact your local MEDIA Desk or Antenna (p. 71) or e-mail us:

eacea-media-markets@ec.europa.eu

What can MEDIA do for you?

The MEDIA Programme gives support to companies for the development, distribution and promotion of projects and audiovisual works.

TRAINING

MEDIA co-finances more than 60 different training courses for professionals in script & project development; management, legal and finance issues; marketing & distribution; new media & new technology; animation and documentary. More information can be found at:

http://ec.europa.eu/information_society/media/training/guide/docs/guide2010.pdf

MEDIA also supports networking of film schools and universities to enhance the link with the industry, and increase student and teacher mobility in Europe.

DEVELOPMENT FUNDING

MEDIA Development has the objective of promoting, through financial support, the development of audiovisual projects intended for European and international markets presented by independent European production companies in the following categories: animation, creative documentary and drama. Similar support is provided for the development of on and off-line interactive works that are specifically developed to complement an audiovisual project.

The development support is a grant that can be provided to:

- support a Single Project;
- support a Slate of projects (3 to 6 projects);
- support an Interactive Work.

ACCESS TO FINANCE

"i2i Audiovisual" is designed to facilitate access to financing from banks and other financial institutions by subsidising part of the cost of the guarantees required by these institutions and/or part of the financing itself.

SUPPORT FOR TELEVISION BROADCASTING

This funding seeks to encourage independent European audiovisual production companies to produce work (fiction, documentaries or animated films) that involves the participation or cooperation of at least three broadcasters – and preferably more – from several Member States.

SUPPORT FOR DISTRIBUTION

MEDIA encourages the circulation of European audiovisual works among the different countries participating in the programme.

The following financial backing is available: automatic and selective support for distributors and sales agents. MEDIA also supports the distribution of European audiovisual works at other levels:

- Video on Demand (VoD): service enabling individuals to select audiovisual works from a central server for viewing on a remote screen by streaming and/or downloading;
- Digital Cinema Distribution (DCD): digital delivery (to an acceptable commercial standard) of content to cinemas for theatrical exploitation (via hard disk, satellite, online etc.);
- support for cinemas through the Europa Cinemas network.

MEDIA INTERNATIONAL

MEDIA International is an initiative to strengthen cultural and commercial relations between Europe's film industry and filmmakers around the world. In 2010 it finances training, networking and market events for international projects. In 2011 MEDIA International will be succeeded by the programme MEDIA MUNDUS.

Where to find the markets & activities



ONLY EVENTS IN MEDIA PROGRAMME COUNTRIES ARE SHOWN

BG Sofia	EL Thessaloniki	HU Budapest	NO Bergen
CH Locarno	ES Barcelona	Sopron	Haugesund
Nyon	San Sebastian	IE Galway	PL Krakow
CZ Jihlava	Sitges	IT Bardonecchia	PT Lisbon
Karlovy Vary	FR Andé	Rome	RO Bucharest
DE Berlin	Annecy	Turin	UK London
Cottbus	Cannes	LV Riga	Sheffield
Dresden	Clermont-Ferrand	NL Amsterdam	
Leipzig	La Rochelle	Rotterdam	
DK Copenhagen	Lyon	Utrecht	
EE Tallinn			

Calendar of the markets & activities

MARCH 2010 > FEBRUARY 2011

PAGE 2010

51	03-05 /03	Cartoon Movie	CARTOON European Association of Animation Film	FR LYON
25	10-13 /03	Sofia Meetings	Art Fest	BG SOFIA
47	15-20 /03	Thessaloniki International Doc Market	Thessaloniki Film Festival	EL THESSALONIKI
40	17-23 /03	EDN Workshops Southern Europe	European Documentary Network (EDN)	EL THESSALONIKI
33	15-21 /04	Doc Outlook - International Market	Visions du Reel	CH NYON
24	23 /05	Touring Shooting Stars	European Film Promotion	DK COPENHAGEN
17	15 /05	EPC European Co-production Meetings	Club des Producteurs Europeens	FR CANNES
63	15-18 /05	Producers on the Move	European Film Promotion	FR CANNES
37	01-06 /06	Dragon Forum	Arkana Studio	PL KRAKOW
53	09-11 /06	Marché International du Film d'Annecy	CITIA	FR ANNECY
56	22-25 /06	Sunny Side of the Doc	Doc Services	FR LA ROCHELLE
66	23-25 /06	Premiere Screenings at DISCOP	Basic Lead	HU BUDAPEST
64	03-05 /06	Variety Critics' Choice: Europe Now!	European Film Promotion	CZ KARLOVY VARY
19	06-11 /07	Galway Film Fair	Galway Film Fleadh	IE GALWAY
35	07-10 /07	Documentary in Europe Workshop	Documentary in Europe Associazione	IT BARDONECCHIA
17	/08	EPC European Co-production Meeting	Club des Producteurs Europeens	CH LOCARNO
22	12-18 /08	New Nordic Films	The Norwegian International Film Festival Haugesund	NO HAUGESUND
32	07-12 /09	Baltic Sea Forum for Documentaries	National Film Centre of Latvia	LV RIGA
50	14-17 /09	Cartoon Forum	CARTOON - European Association of Animation Film	HU SOPRON
23	17-25 /09	Sales Office	San Sebastian International Film Festival	ES SAN SEBASTIAN
64	19-22 /09	European Distributors: Up Next!	European Film Promotion	ES SAN SEBASTIAN
20	23-27 /09	Netherlands Production Platform	Stichting Nederlands Film Festival	NL UTRECHT
44	24-29 /09	Nordisk Panorama Event	Filmkontakt Nord	NO BERGEN
17	/10	EPC European Co-production Meeting	Club des Producteurs Europeens	UK LONDON OR IT ROME
42	08-10 /10	Medimed	Associació Internacional de Productors Audiovisuals Independents de la Mediterrània (APIMED)	ES SITGES
55	13-14 /10	Pixel Market at The Cross-Media Forum	Power to the Pixel	UK LONDON
36	18-24 /10	DOK Leipzig: Industry Offers	Leipziger Dokfilmwochen	DE LEIPZIG
18	20-21 /10	Film London Production Finance Market	Film London	UK LONDON
23	21-28 /10	East European Forum	Institut Dokumentarniho Filmu (IDF)	CZ JIHLAVA
40	23 /10	EDN Workshops Southern Europe	European Documentary Network (EDN)	PT LISBON
39	25-31 /10	East Silver	Institut Dokumentarniho Filmu (IDF)	CZ JIHLAVA
52	26-29 /10	Cinekid for Professionals	Stichting Cinekid Amsterdam	NL AMSTERDAM

14	28 /10-01 /11	Business Street	Fondazione Cinema per Roma	IT ROME
21	28 /10-01 /11	New Cinema Network	Fondazione Cinema per Roma	IT ROME
43	03-07 /11	MeetMarket	Sheffield Doc/Fest	UK SHEFFIELD
16	04-05 /11	Connecting Cottbus	pool production gmbh	DE COTTBUS
11	20-27 /11	Agora Film Market & Crossroads Co-Production Forum	Thessaloniki Film Festival	EL THESSALONIKI
41	22-24 /11	FORUM for International Co-financing of Documentaries	Stichting International Documentary Filmfestival Amsterdam - IDFA	NL AMSTERDAM
26	27 /11-01 /12	TorinoFilmLab Meeting Event	Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo	IT TURIN
12	30 /11-03 /12	Baltic Event	MTÜ BE	EE TALLINN
48	30 /11-03 /12	World Congress of Science and Factual Producers	World Congress of Science and Factual Producers	DE DRESDEN
27	03-05 /12	23rd European Film Awards	European Film Academy	EE TALLINN

2011

29	/01	European Short Pitch	NISI MASA	FR ANDÉ
15	30 /01-02 /02	CineMart 2011	Stichting Filmfestival Rotterdam	NL ROTTERDAM
17	/02	EPC European Co-production Meeting	Club des Producteurs Europeens	DE BERLIN
24	/02	Shooting Stars	European Film Promotion	DK COPENHAGEN
34	01-06 /02	DocsBarcelona Pitching Forum	Planeta Med	ES BARCELONA
30	05-11 /02	Marché du Film Court de Clermont-Ferrand	Sauve Qui Peut Le Court Metrage	FR CLERMONT-FERRAND
13	13-15 /02	Berlinale Co-Production Market	Berlin International Film Festival	DE BERLIN

The background of the image is a collage of automotive and mechanical elements. In the top left, there's a close-up of a car's wheel hub and brake components, showing a mix of orange and blue colors. On the right side, there's a vertical strip showing a mechanical assembly, possibly a suspension or steering component, with a metal rod and a circular disc. At the bottom left, there's a close-up of a car's wheel rim, which is silver and has a multi-spoke design. The overall image has a gritty, industrial feel with various textures and colors like orange, blue, silver, and black.

01

**FEATURE
FILMS**

Agora Film Market & Crossroads Co-Production Forum

Thessaloniki Film Festival

FEATURE FILMS

The Agora Film Market is an international meeting and trading place; the Crossroads Co-Production Forum is a promotional infrastructure for international collaboration and co-productions. Both are held in conjunction with the Thessaloniki International Film Festival.

The **Agora** is a market where the film production of the Balkans, North-Eastern Europe and the Mediterranean is concentrated in one place. It offers a range of services to the professionals registered: matchmaking, consulting, Internet facilities, a digital library with 30 viewing booths, industry screenings, and presentation of works in progress.

It welcomes more than 250 films (completed or in development) from well over 50 countries. More than 650 professionals attend, including buyers and distributors, journalists, producers and directors, training entities and institutions.

Crossroads aims to promote projects from the Mediterranean and Balkan regions through professional meetings with potential buyers/co-financiers and distributors. It supports feature-length fiction film projects with a link to the Mediterranean and Balkan regions. The primary goal is to help stimulate cross-border activities by countries with low audiovisual production capacities – mostly through co-productions. There is a €10 000 'Crossroads Award' attached.

Thessaloniki Film Festival

9 Alexandras Ave.
11473 Athens – EL
T +30 (0)21 08 70 60 28

Sofia Angelidou
angelidou@filmfestival.gr

DATES

November 20-27, 2010: Thessaloniki, EL

REQUIREMENTS

Crossroads: Projects with a producer attached, but at any stage of production; to be produced or co-produced by a country from the region or contain elements linking them to these regions.

Application deadline: August 31, 2010.

www.filmfestival.gr



CROSSROADS
CO-PRODUCTION FORUM
THESSALONIKI INTERNATIONAL
FILM FESTIVAL



Baltic Event

MTÜ BE

FEATURE FILMS, DOCUMENTARIES, ANIMATION

Baltic Event takes place in Tallinn during the Black Nights Film Festival. It promotes films, production and distribution companies from the Baltic states and the region.

The objectives are to:

- raise international interest in film projects from Baltic, Eastern and Central European countries, Russia and Scandinavia;
- help the financing and distribution of films from the region;
- build up networks for further co-productions.

The four-day-event consists of:

- presentations of projects in development and works in progress;
- a co-production market presenting 12 projects;
- market screenings of the newest Baltic films;
- international panels for participants and Baltic producers (Industry Day);
- training sessions for Baltic producers,
- meetings and roundtables,
- an overview of the regional film industry, and
- co-production possibilities.

Baltic Event also offers a video library consisting of the newest productions of European and Baltic feature, documentary and animation productions.

MTÜ BE

Nurme 45
Tallinn 11616 – EE
T +372 (0)677 63 63

Riina Sildos
balticevent@poff.ee

DATES

November 30-December 3, 2010
November 27-30, 2011
Tallinn, EE

REQUIREMENTS

Eligibility criteria for Baltic Event Co-Production Market:

- full-length feature film project in development stage;
- suitable for an international co-production;
- completed screenplay in English;
- national support in place.

Application deadline: September 1, 2010.

Berlinale Co-Production Market

Berlin International Film Festival

FEATURE FILMS

The Berlinale Co-production Market is held as part of the Berlin International Film Festival (Berlinale). It is aimed at producers, financiers, broadcasting representatives, distributors and sales agents working in international co-productions.

The two and a half-day event welcomes more than 450 industry professionals from all over the world. Some 35 projects suitable for international co-production are presented in various sections (Official Projects, Talent Projects, Rotterdam-Berlinale Express and World Cinema Market). For the projects selected, more than 1,000 half-hour one-on-one meetings are organised in advance.

The Rotterdam-Berlinale Express is a co-operation with the CineMart Rotterdam covering projects presented in both co-production markets. The Talent Project Market (10-15 projects) makes the link between new talent and industry professionals.

The main features of the event are:

- individual project meetings (one meeting every 30 minutes with selected potential co-producers and financiers);
- information (with case studies, themed round-tables and country tables);
- networking (speed matchmaking and social events)
- a Producers' Lounge;

Berlin International Film Festival

Potsdamerstr. 5
10785 Berlin – DE
T + 49 (0)30 25 92 05 17

Sonja Heinen
heinen@berlinale.de

DATES

February 14-16, 2010
February 13-15, 2011
Berlin, DE

- Breakfasts & Books, where some 10 selected new, bestselling and award-winning books are pitched to international producers, who can talk directly to the film rights' holders afterwards.

REQUIREMENTS

Feature-length fiction projects (for theatrical release) with a full script in English; at least 30 % financing in place (budget between approx. €1m and €10m); from producers with experience of at least one completed international co-production.

Application deadline: October 28, 2010.

www.efm-berlinale.de



Business Street

Fondazione Cinema per Roma

FEATURE FILMS

The Business Street is the Rome Film Festival's industry platform dedicated especially to the sale and acquisition of films.

The main objective is to re-establish a strong European film showcase in autumn. The event encompasses industry screenings, meeting areas, a digital video library, including the films screened in the different sections of the Festival and/or The Business street and a back office to help participants on site. Synergies are developed with the New Cinema Network, the co-production forum which runs in parallel.

The event is organised as a forum for exchanges between buyers and sellers, and offers professionals a flexible and informal environment for discussing potential deals. The event is housed in several hotels and theatres along the Via Veneto.

Fondazione Cinema per Roma

Viale Pietro De Coubertin 10

00196 Roma, IT

T + 39 06 40401921

Diamara Parodi

d.parodi@romacinemafest.org

DATES

October 28-November 1, 2010: Rome, IT

REQUIREMENTS

First public screening after January 1st, 2010;
English subtitles; longer than one hour.

Note: films whose content is blatantly pornographic, violent or detrimental to human rights, or which infringe copyright or breach international regulations on the ownership of intellectual property are not eligible.

Application deadline: October 4, 2010
(from June 28, 2010 onwards).

www.romacinemafest.org



CineMart 2011

Stichting Filmfestival Rotterdam

FEATURE FILMS, DOCUMENTARIES, ANIMATION, CROSS MEDIA

CineMart is an annual co-production market taking place in conjunction with the International Film Festival, Rotterdam.

Over four days, CineMart presents some 30-35 new film projects for which additional financing needs to be found. These new films are presented during one-on-one (30 minute) business meetings to a large yet selected group of international film professionals, such as sales agents, producers, distributors, TV buyers, funds etc.

In addition, CineMart is a meeting place for filmmakers and professionals from all over the world to exchange information and knowledge at:

- the Rotterdam Lab - a five-day training workshop for emerging producers, organised by CineMart in close cooperation with its partners and separate from the selected projects;
- the Film Office;
- industry consultancies;
- press and industry screenings;
- the digital video library containing films from the festival programme as well as previous works from directors with a new project in CineMart.

Stichting Filmfestival Rotterdam

Karel Doormanstraat 278B, 3012 GP
Postbus 21696, 3001 AR
Rotterdam – NL
T + 31 (0)10 890 90 90

Marit Van den Elshout
Jacobine Van der Vloed
cinemart@filmfestivalrotterdam.com

DATES

January 31-February 3, 2010
January 30-February 2, 2011
Rotterdam, NL

The CineMart also functions as a platform for discussion, especially on current issues around new technologies and new methods of content production. Some 850 professionals attend.

REQUIREMENTS

Films from Europe, the rest of the world and/or with one or more European partners.

Application deadline: September 1, 2010.

www.filmfestivalrotterdam.com



CINEMART

Connecting Cottbus

pool production gmbh

FEATURE FILMS

Connecting Cottbus is a co-production platform run in conjunction with the Cottbus Film Festival.

The main objectives are to:

- create future co-productions between Eastern and Western European countries;
- enhance a network between professionals from these regions.

The event focuses on feature film projects for theatrical release and/or TV which show the potential for a co-production. Some 13 projects selected by a jury plus the new project of the winner of the FilmFestival Cottbus 2009 (CoCo Special Pitch Award) are presented to the professional audience of some 145 guests. Each project is introduced by the producer and writer or director.

The pitching is moderated and followed by Q&A. Thus, the producer receives comprehensive feedback from international financiers, commissioning editors, sales agents and representatives of film funding institutions. The pitching is followed by individual meetings the next day.

Ahead of the event, the participants in the pitching receive individual coaching and participate as a group in master classes on financing possibilities and market strategies.

pool production gmbh

Friedrich-Ebert-Straße 18
03044 Cottbus – DE
T +49 (0)355 43 124 40

Doreen Goethe

d.goethe@pool-production.de

DATES

November 4-5, 2010
November 3-4, 2011
Cottbus, DE

The accompanying programme includes round tables and panel discussions, and covers current film industry issues.

The CoCo Best Pitch Award is offered to the best pitch as a concrete support measure for further development.

Application deadline/s:

with a project – July 15, 2010;

without a project: October 1, 2010.

www.connecting-cottbus.de

**Connecting
Cottbus**

East West Co-production Market
at the FilmFestival Cottbus

EPC European Co-production Meetings

Club des Producteurs Europeens

FEATURE FILMS, DOCUMENTARIES, ANIMATION

The European Producers Club (EPC) is an association of some 50 independent film producers from 20 countries across Europe, which acts as a think tank and a lobby, and works to promote international film co-production.

The EPC will organise four Co-production Forums in 2010 during the International Film Festivals of Berlin in February, Cannes in May, Locarno in August, Rome (or London) in October.

The European Producers Club has successfully organised 41 Co-production Forums, involving over 2,500 participants since December 2002.

Through Co-production Forums, the EPC attains its mission of fostering closer cooperation among the key players of the European film industry. The events consist of a morning conference organised in association with national producer associations and film bodies, and an afternoon session of pre-arranged, individual meetings. In the afternoon, the producers whose projects have been selected have the opportunity to make up to ten new important contacts for their current and/or future projects based on their needs (producers, sales agents, distributors, etc.)

Club des Producteurs Europeens

18 rue de Vienne
75008 - Paris - FR
T +33 (0)1 44 90 06 13

Alexandra Lebreton
alexandra.leclub@wanadoo.fr

DATES

February - Berlin, DE
May - Cannes, FR
August - Locarno, CH
October - London, UK or Rome, IT

REQUIREMENTS

Approximately 25 European projects are selected (after an annual call procedure and quarterly call) and all projects participate in all forums. These events are open to the professionals who are Members of the association and those who are not.

Producers must have produced at least two films that have been released in theatres.

www.europeanproducersclub.org



Film London Production Finance Market

Film London

FEATURE FILMS, DOCUMENTARIES, ANIMATION

The Film London Production Finance Market is a two-day film finance matchmaking event.

The objectives are to:

- match selected film producers with approved financiers;
- stimulate the financial market's involvement in film productions intended for the international market.

Some 50 production companies attend, representing around 50 projects with a total value of almost €300m (the average project budget was €4.5m in 2008 and €5.8 in 2009).

More than 50 financing companies are present, including studios, private equity, sales companies, distributors, tax funds, banks, regional and national support bodies, and broadcasters.

The market coordinates approximately 750 tabled meetings (up to 25 minutes each) between attending producers and financiers.

In addition to the main programme of scheduled meetings, the event also features a keynote address, an industry-wide networking reception and a producer workshop.

Application deadline: July 9, 2010.

Film London

Suite 6, 1056 Shoreditch High Street
London, E1 6JJ – UK
T + 44 (0)20 7613 7676

Angus Finney
angus.finney@gmail.com

DATES

October 20-21, 2010: London, UK

www.filmlondon.org.uk/pfm

**FILM
LON
DON** **PFM**
Production Finance Market

Galway Film Fair

Galway Film Fleadh

FEATURE FILMS, DOCUMENTARIES, ANIMATION

This is an annual film market within the Galway Film Fleadh (Festival).

The purpose of the 4-day-event is to:

- foster co-production at a European and international level;
- provide filmmakers with valuable market research and feedback on their projects;
- speed up financial arrangements;
- finalise distribution and pre-sale agreements;
- improve networking between professionals from the film and television industries;
- provide training elements;
- platform new Irish and European films.

This market encompasses:

- **The Marketplace:** invited decision-makers meet other professionals and participants with projects to develop and co-produce, and acquire finished works for distribution;
- **Real Deal:** a full day conference in association with the Irish Film Board and the ACE training programme;
- **Market Screenings:** access for Fair delegates to new Irish and European cinema in addition to festival screenings;
- **Galway Film Lab:** training around talent development, including an Actors, Directors, Producers and Screenwriters Masterclass;
- **Pitching Award:** a starting point within the Fair for the freshest of projects;
- **MEDIA Co-Production Dinner:** an informal environment for European producers and financiers to meet in advance of all other Fair activities.

www.galwayfilmfleadh.com

Galway Film Fleadh

36D Merchants Dock
Merchants Road
Galway – IE
T +353 (0)91 56 22 00

Miriam Allen

miriam@galwayfilmfleadh.com

DATES

July 6-11, 2010
July 5-10, 2011
Galway, IE

REQUIREMENTS

To be selected for The Marketplace, projects must have some development and/or production finance in place as well as a demonstrable track record in the industry. Each application is assessed by a pre-selection committee using a rating system.

Application deadline: May 28, 2010.



Netherlands Production Platform

Stichting Nederlands Film Festival

FEATURE FILMS, DOCUMENTARIES, ANIMATION

The Netherlands Production Platform (NPP) targets European feature filmmakers, writers and producers. The five-day event is part of the Holland Film Meeting (HFM), which takes place during the annual Netherlands Film Festival and focuses on both the national and international film industries.

The objectives are to:

- promote and initiate the (co)-production of European feature films;
- enhance collaboration between European professionals.

The main activities are the introduction and presentation of no more than 25 European feature film projects-in-development to international decision makers and other key industry professionals.

An initial per-project public presentation is followed by a round-table session with audiovisual representatives (sales/production, funding financing) and then one-on-one meetings.

Other activities are:

- training sessions;
- public interviews with key industry personalities;
- networking possibilities.

Current topics are addressed in workshops, with emphasis on new models for promotion, distribution, financing and production.

Stichting Nederlands Film Festival

P.O. Box 1581
3500BN Utrecht – NL
T +31 (0)30 230 38 00

Willemien van Aalst
hfm@filmfestival.nl

DATES

September 23-27, 2010
September 22-26, 2011
Utrecht, NL

REQUIREMENTS

Films suitable for co-production and with a minimum duration of 90 minutes. Local financial support must be in place. No more than two representatives of selected projects may be present during the Platform.

Application deadline: July 12, 2010.

www.filmfestival.nl/en



New Cinema Network

Fondazione Cinema per Roma

FEATURE FILMS

The New Cinema Network is a co-production forum organised in conjunction with the International Rome Film Festival.

The goals of this co-production forum are to help producers to secure financing of their projects and to expand their network.

Films are selected either as part of NCN Focus Europe – second films of European directors selected with a view to supporting and promoting emerging European directors, or as part of NCN Circuit – for projects at a more advanced stage of development. Some 30 projects are selected and presented. The network encourages the participation of young filmmakers. The forum includes primarily participants from Europe, with a minority from outside Europe.

Other activities include:

- arranging one-on-one meetings between producers and directors, and potential partners;
- screeners of the first works of the chosen directors available in the video library;
- round table introductions and discussions;
- midday panel discussions;
- one-on-one sessions with European financiers and experts;
- an online forum.

REQUIREMENTS

NCN – Focus Europe: is devoted to 12-15 projects selected from among direct submissions that reach NCN mainly thanks to its European partner institutes for the promotion of cinema.

www.romacinemafest.org

Fondazione Cinema per Roma

Viale Pietro De Coubertin 10
00196 Roma, IT
T + 39 06 40401933

Lucia Milazzotto

l.milazzotto@romacinemafest.org

DATES

October 28-November 1, 2010: Rome, IT

NCN-Circuit: is devoted to projects at a more advanced stage of development. Circuit selects 10 to 12 projects drawn from among the projects previously selected for other co-production market events and are still seeking financing.

All projects selected for the 2010 editions of the following events are eligible for "NCN Circuit":

- Berlinale Co-Production Market,
- Cinéfondation Atelier du Festival,
- Film London Production Finance Market,
- Sundance Screenwriters Lab,

NCN – ITALIAN PANORAMA: thanks to NCN's collaboration with 100Autori, an association of directors and producers, three Italian projects with a strong international appeal are selected for the Italian Panorama section every year.



New Nordic Films

The Norwegian International Film Festival Haugesund

FEATURE FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

New Nordic Films (NNF) is an annual Nordic film market aimed at international distributors, TV buyers, festival programmers and the Nordic Co-Production Forum.

The event is a meeting place for professionals with an interest in Nordic films. It attracts 300-350 professionals from around 30 countries. The event includes presentation of films in three different stages of production: completed Nordic films, upcoming Nordic films as works in progress, and film projects seeking co-production partners and co-financing. The main focus countries for co-production in 2010 will be Austria, Canada, Germany and Switzerland.

In 2010 there will be a specific children's section both in the film market, *Works in Progress*, and in the co-production and film financing forum under the title *New Nordic Children's Films*.

In addition, the event will host seminars, debates and case studies with themes relevant for the film industry. There will also be workshops dealing with issues specific to the Nordic region and about co-producing with these countries.

Some 20-25 completed films will be presented, plus 15-20 projects and 10-15 works in progress.

The Norwegian International Film Festival Haugesund

Postboks 145
5501 Haugesund – NO
T +47 (0)22 474 500

Gyda Velvin Myklebust
gyda@kino.no

Roger Grosvold
roger@kino.no

DATES

August 12-18, 2010
August 17-20, 2011
Haugesund, NO

REQUIREMENTS

Selection is made on the basis of a call for entries.

Finished films and works in progress:

- recent - primarily those with no national or Nordic premiere in the previous 6 months at least;
- by young directors;
- for a broad audience;
- with Nordic and international potential.

PROJECTS

- suitable for international co-production;
- (preferably) a completed screenplay in English;
- a production budget of at least €1.5m;
- (preferably) minimum 30% of budget covered;
- production company must have completed at least one international co-production.

www.filmfestivalen.no



Sales Office

San Sebastian International Film Festival

FEATURE FILMS

The Sales Office was created by the San Sebastian International Film Festival to serve the needs of film industry professionals attending the Festival.

It is a place at which to organise meetings, view films and to exhibit advertising material for movies either already completed or at the production stage.

Professional accreditation allows access to: the Film Library, two private meeting rooms, a common work area with wi-fi technology and computers with Internet access, and professional events, which include: Digital Audiovisual Forum, Cinema in Motion, Films in Progress, a Co-Production Forum, European Distributors: Up Next with European Film Promotion (EFP), and an international film students meeting.

The **Digital Audiovisual Forum** aims at sharing a realistic view of the sector and its latest developments.

Cinema in Motion, organised in collaboration with the Amiens and Fribourg festivals, serves as a platform for unfinished feature films from the Maghreb, Portuguese-speaking African countries and developing Arab countries to be seen by professionals.

Films in Progress is designed for Latin American films with post-production issues.

The **Co-production Forum** is a gathering point for professionals from all regions of Europe.

www.sansebastianfestival.com

San Sebastian International Film Festival

P.O. Box 397
20080 San Sebastian – ES
T +34 (0)943 48 12 12

Saïoa Riba
salesoffice@sansebastianfestival.com

DATES

September 17-25, 2010: San Sebastian, ES

European Distributors: Up Next! is a discussion panel allowing selected emerging European distributors to meet with other professionals; this activity is implemented in collaboration with European Film Promotion (EFP).

The international film students meeting offers future filmmakers the opportunity to exchange know-how and to show their work.



Shooting Stars

European Film Promotion

FEATURE FILMS

With Shooting Stars, EFP annually presents 10 up-and-coming European actors and actresses from 10 different European countries to the international press, public and industry during the first weekend of the Berlin International Film Festival (Berlinale).

These 10 SHOOTING STARS are then introduced at the Berlinale through a series of high profile events, including the SHOOTING STARS Awards at the Berlinale Palast, an official Press Conference, a meeting with Casting Directors and a Gala Dinner.

The aim of this initiative is to bring talented young actors and actresses directly into the promotional process, and thereby encourage the development of a 'star system' in Europe, which is essential for the worldwide promotion and marketing of European cinema. Between 1998 and 2010, EFP introduced a total of 223 "new faces" in Berlin.

Touring Shooting Stars Programme: adapting the concept and promotional platform used in Berlin, EFP annually selects several new partner festivals who present the actors and their films to the press and their local audiences. The goal of this initiative is to bring the actors directly into the promotional process of their films, attracting additional press attention and thereby improving the opportunities for a film's distribution in the region.

European Film Promotion is a network of organisations and professionals from 31 European countries to market and promote European films.

European Film Promotion

Friedensallee 14-16
22765 Hamburg – DE
T + 49 (0)40 390 62 52

Renate Rose
Karin Dix
info@efp-online.com

DATES

February 12-16, 2010 - Shooting Stars: Berlin, DE
April 23, 2010 - Touring Shooting Stars:
Copenhagen, DK
February 2011 - Shooting Stars: Berlin, DE

REQUIREMENTS

The process begins with a nomination from an EFP member organisation, which is based. criteria such as career to date, age (<35), previous roles and awards.

The nominated actors are then presented to an international jury of experts who, based on screening a recent film which featured the actor, select the final ten actors as Shooting Stars.

24Art Fest

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES

Sofia Meetings is a co-production forum run in conjunction with the Sofia International Film Festival.

The project goals are to:

- foster production and co-production in Europe and in particular in the region;
- promote new films from the Balkan region to European film festivals and distributors.

To this end, the event is structured along two axes:

- 1 Feature Films Pitching – presentation of a first, second or third feature film project to an international panel of producers, sales agents, distributors and film professionals in three programmes;
- 2 Balkan Screenings: presentation of the latest Bulgarian and regional films for festival selectors, sales agents, distributors and international press.

Art Fest

1 Bulgaria Sq.
1463 Sofia – BG
T +359 (0)2 9166 029

Mira Staleva
sofiameetings@soliaiff.com

DATES

March 10-13, 2010
March 9-12, 2011
Sofia, BG

REQUIREMENTS

- Synopsis
- Treatment
- Director's notes
- Budget
- Financing plan
- Short director's biography
- Production company information.

www.siff.bg/sofiameetings/



TorinoFilmLab Meeting Event

Museo Nazionale del Cinema - Fondazione Maria Adriana Prolo

FEATURE FILMS, ANIMATION

This event is part of TorinoFilmLab, a year-round laboratory that, through training, development and funding activities, supports international emerging talents working on their first and second feature films.

This 3-day/4-night event consists of public pitches of finished training and development film projects (26-30) in the presence of 120 invited decision makers, one-on-one meetings, informal networking activities, and an evening Awards Ceremony.

The meeting event is specifically designed to allow selected projects from the TorinoFilmLab to:

- gain first-hand experience, knowledge and awareness of market necessities and requirements;
- create co-production and networking opportunities;
- share experience;
- create partnerships;
- facilitate production strategies, including financing and marketing
- receive production funding of €50,000-€200,000 (€600,000 in total).

TorinoFilmLab coordinates several hundred one-on-one meetings. In addition, it offers financial support to a number of films selected by its Advisory Board every year.

**Museo Nazionale del Cinema
Fondazione Maria Adriana Prolo**

via Cagliari 42
Torino – IT
T + 39 011 23 79 221

Savina Neirotti
info@torinofilmlab.it

DATES

November 27-December 1, 2010: Turin, IT

REQUIREMENTS

Training: projects should have a treatment;

Development:

- a) first or second features;
- b) have a producer attached.

Good knowledge of English.

www.torinofilmlab.it

TFL
TorinoFilmLab
Training Development Funding

23rd European Film Awards

European Film Academy

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION

This is an annual ceremony to promote European film culture, its protagonists and new talents. There are 17 categories.

The objectives are to:

- promote European film culture in general and more specifically to highlight the productions of the past year;
- help European films find audiences outside their countries of origin;
- celebrate the artistic and entertainment qualities of European cinema;
- offer an annual meeting platform for film professionals and artists from around Europe;
- strengthen the network of European film industry and artists.

Forty-to-fifty selected films are presented on DVD and/or via VOD to the 2,150 members who actively participate in the online voting system. The ceremony is made available in selected territories via live streaming. It is broadcast on TV (in over 40 countries) in HD and SD. There is a People's Choice Award involving the European audience. There is also a meeting point for professionals to network, a master class and cinema night.

European Film Academy

Kurfürstendamm 225
10719 Berlin – DE
T +49 (0)887 1670

Marion Doering

mdoering@europeanfilmacademy.org

DATES

December 3-5, 2010: Tallinn, EE
December 2-4, 2011: Berlin, DE

REQUIREMENTS

First official screening (festival or cinema) after July 1, 2009.

A director born in Europe/with a European passport.

Qualifying criteria are based on the Council of Europe Convention on Cinematographic Co-production. The 40-45 films participating in the European Film Awards are selected as follows: in the 20 countries where EFA has its most members, these vote for one film each to be included in the selection. Another 20-25 films are selected by the EFA Board and a group of experts.

www.europeanfilmacademy.org
www.europeanfilmawards.eu





02

SHORT FILMS

European Short Pitch

NISI MASA

SHORT FILMS

European Short Pitch is a co-production event for European short programmes from young creators.

European Short Pitch consists of two sessions:

- at the Moulin d'Andé-Céci (Normandy, FR): 24 scriptwriters/directors participate in a one-week rewriting session (preparatory phase) and are tutored in pitching techniques by 5 professional scriptwriters or script-consultants;
- in Bucharest (RO): the scriptwriters/directors pitch to a panel of 30 European producers/buyers, and have individual meetings during the NexT film festival.

At least one in five projects can expect to find a co-production deal during the event.

Emphasis is placed on creating a permanent network for the production and promotion of short films. The objective is to establish new links between creative and production professionals, and trigger new possibilities for production and co-production of European short programmes.

NISI MASA is a European network of young cinema professionals between 18 and 35 years' old, based in 19 countries across Europe.

NISI MASA

99 rue du Faubourg Saint-Denis
75010 Paris – FR
T + 33 (0)9 60 39 63 38

Joanna Gallardo
joanna@nisimasa.com

DATES

January 18, 2010 – April 18, 2010
Andé, FR – Bucharest, RO
January 2011 – Andé, FR

REQUIREMENTS

Residents of countries participating in the MEDIA Programme, aged 18-30. Applicants must submit a short film script (20 000 characters maximum with spaces).

Application deadline: July 31, 2010 (for 2011).

www.nisimasa.com

NISI MASA

Marché du Film Court de Clermont-Ferrand

Sauve Qui Peut Le Court Metrage

SHORT FILMS, DOCUMENTARIES, ANIMATION

Clermont-Ferrand Short Film Market is organised and held in parallel to the well-established Short Film Festival. The market is a key meeting place for all professionals, in particular those dealing with short films.

The market offers an exhibition hall of 1000 sq.m. There is a screening space equipped with a dedicated internal video server (39 screening boxes are available over 7 days from 9 a.m.- 9 p.m. for more than 6,000 films). There are also two screening rooms for 16 and 35mm films, and video for two market programmes, equipped with computing and Internet facilities, and a multimedia room.

Several publications are at the disposal of professionals, such as a bilingual catalogue of the programmes available, a guide listing all professionals attending and a 'daily news'. Various Round Tables and professional meetings are also organised, including **Euro Connexion**, which is specifically dedicated to European co-productions. This encompasses pitching sessions for the development of projects.

Various specific computing tools have been developed, such as the **Shortfilmdepot**, enabling the registration of audiovisual works, and the **Online Video Library**, enabling an online extension of the market video library during a period of 6 months.

Sauve Qui Peut Le Court Metrage

La Jetée 6 place Michel de l'Hospital
63000 Clermont-Ferrand – FR
T + 33 (0)4 73 14 73 11
T + 33 (0)4 73 14 73 18
T + 33 (0)4 73 14 73 12

Georges Bollon

g.bollon@clermont-filmfest.com

Roger Gonin

r.gonin@clermont-filmfest.com

Laurent Crouzeix

l.crouzeix@clermont-filmfest.com

DATES

January 30-February 5, 2010
February 5-11, 2011
Clermont-Ferrand, FR

REQUIREMENTS

Films less than 40 minutes long (60 minutes for French productions) and produced in the year before the most recent deadline.

www.clermont-filmfest.com



A hand is holding a small, light-colored globe. The globe has a detailed facade of a building with several windows. The background is a blurred city street scene with buildings and a car.

03

DOCUMENTARIES

Baltic Sea Forum for Documentaries

National Film Centre of Latvia

DOCUMENTARIES, ANIMATION, CROSS MEDIA

The Baltic Sea Forum (BSF) aims to promote documentary projects and films from the Baltic countries, Russia, Poland and the Nordic regions, building up a pan-European professional network.

BSF also has a section for projects from Belarus, Georgia, Russia and Ukraine, extending the network of film professionals and providing outlets for the stories from these countries to European television.

The BSF opens with a one-day special-focus seminar. In 2010, the spotlight is on documentary animation films. This is followed by a three-day Pitching Workshop: six experienced tutors guide producers of selected projects through pitching and co-production know-how. The event culminates with a two-day public pitching session: 25 selected projects are presented to an international panel of commissioning editors, film fund representatives and distributors.

Screenings for the general public and professionals take place in parallel

National Film Centre of Latvia

Peitavas 10/12
1050 Riga – LV
T +371 (0)67 35 88 58

Zanda Dudina
zanda.dudina@nfc.gov.lv

DATES

September 7-12, 2010
September 6-11, 2011
Riga, LV

REQUIREMENTS

Companies: Independent production companies from the Baltic States, Belarus, Georgia, Poland, Russia and Ukraine, and other European countries if the subject relates to the Baltic Region or Russia.

Projects: Traditional documentaries, cross-media projects and documentary animations not previously rejected for selection more than twice nor pitched at previous editions. Co-production potential is the main selection criterion. Projects with some financial commitment from broadcasters or film institutions receive priority. Selection will be made by July 9, 2010.

Application deadline: June 4, 2010.

www.nfc.lv



Doc Outlook International Market

Visions du Réel

DOCUMENTARIES, FEATURE FILMS

Doc Outlook, the market for documentaries in conjunction with the International Festival of Nyon, Visions du Réel, is a meeting point for professionals interested in documentaries of different genres from feature-length stories to investigations, from home movies to essays, from spectacular spectacles to intimate reflections.

The event combines:

- 1 **The Market Screening:** some 250 selected international documentary films screened to exhibitors, buyers, festival programmers and sales agents. It encompasses films which are part of the official programming of the festival and a selection of documentaries targeted more at the television market. Booths are available, equipped with the latest technologies (e.g. VOD, 16:9);
- 2 **Co-Production Market:** pitching sessions and one-on-one Meetings dedicated to documentary feature films; some 40 commissioning editors and sales agents attend;
- 3 **Think Doc Tank:** primarily an Agora – a half-day for discussion of themes linked to the business of commissioning editors, producers and filmmakers and panels about new production and distribution strategies integrating new media. There are breakfasts for invited participants. These make the link between experienced professionals and younger filmmakers or professionals from smaller European countries.

Copenhagen, Jihlava, Leipzig, Nyon and Warsaw collectively form the Doc Alliance and provide the platform www.docalliancefilms.com

www.visionsdureel.ch

Visions du Réel

Rue Juste-Olivier 18
1260 Nyon – CH
T + 41 (0)22 365 44 53

Gabriela Bussmann
gbussmann@visionsdureel.ch

DATES

April 15-21, 2010
May 5-11, 2011
Nyon, CH

REQUIREMENTS

Market Screenings: Films produced in the 12 months preceding the Market.

Pitching du Réel:

- full-length film project;
- subject suitable for an international co-production
- initial financing stage (or later).

One-on-one-Meetings:

- full-length films and shorter films;
- subject suitable for an international co-production
- financing assured up to a minimum of 20% and a maximum of 65%.

 **VISIONS DU REEL - NYON**
INTERNATIONAL FILM FESTIVAL
DOC OUTLOOK-INTERNATIONAL MARKET

DocsBarcelona Pitching Forum

Planeta Med

DOCUMENTARIES

The DocsBarcelona Pitching Forum is a four-day market event for professionals run in conjunction with the DocsBarcelona International Documentary Film Festival.

The primary goals of DocsBarcelona are to:

- encourage the European documentary industry and market;
- stimulate the financing of documentary projects;
- provide a meeting point for documentary professionals from all over the world.

At the Pitching Forum filmmakers and producers can present their documentary projects in development in order to attract finance, co-production, pre-buys and/or distribution from documentary broadcasters, producers or distributors.

The highlights of the event are a two-day workshop, followed by two-day pitching sessions in front of a panel of 26 financial backers along with up to 20 other financiers among the observers.

The event includes One to One meetings between professionals and financiers. The pitching sessions are public upon accreditation.

Planeta Med

c/ Provença 175, Atic 2ª
08036 Barcelona – ES
T +34 (0)93 452 46 18

Elena Subirà i Roca
esubira@docsbarcelona.com

DATES

February 2-5, 2010
February 1-6, 2011
Barcelona, ES

REQUIREMENTS

Selection is based on analysis of the project which is the subject of the application and the CVs of the Producer, the Director and the company (if there is one supporting the project).

The selection is made by an international independent committee, and different criteria are taken into account: subject, quality and experience as well as territory of origin are the most relevant.

www.docsbarcelona.com

DOCSBARCELONA
International Documentary Film Festival
Documentary Screenings • Pitching Forum

Documentary in Europe Workshop

Documentary in Europe Associazione

DOCUMENTARIES

Documentary in Europe is a promotional event dedicated to European documentary professionals.

The event brings together directors, producers and distributors of the genre from all European countries. Approximately 35 new pre-selected documentary projects are presented.

The event includes:

- a Pitching Forum for 22 documentary projects in front of commissioning editors and public, preceded by a pitching lab where the filmmakers are trained in pitching by an international group of tutors;
- matchmaking sessions, where 12 projects by young filmmakers are presented to experienced producers and distributors;
- screenings of new European documentaries, as well as 'successful Pitch' screenings;
- master classes, case studies and discussions, encouraging and inspiring young filmmakers/producers, and providing important information on changes in the documentary field.

A video-on-demand facility is also available.

Documentary in Europe Associazione

via C. Lombroso 26

Turin – IT

T + 39 011 66 96 772

Stefano Tealdi

stefano@stefilm.it

documentary@docineurope.org

DATES

July 7-10, 2010: Bardonecchia, IT

There is a focus on small and medium-sized production companies, and countries with a low production capacity, as well as the new EU Member States.

Application deadline: May 12, 2010.

www.docineurope.org



DOK Leipzig: Industry Offers

Leipziger Dokfilmwochen

DOCUMENTARIES, FEATURE FILMS, SHORT FILMS, ANIMATION, CHILDREN/YOUNG PEOPLE, CROSS MEDIA

DOK Industry is an event running in parallel with DOK Leipzig – the International Leipzig Festival for Documentary and Animated Film – to provide a meeting place for professionals.

The event encompasses DOK Market, a fully digitised, convenient and very efficient video library with 30 viewing stations, which promotes more than 400 new documentaries, animadocs and animated films to TV buyers, distributors, commissioning editors, festival programmers and other professionals.

It also includes the International DOK Leipzig Co-Production Meeting. This connects producers from various countries (2010: Benelux, and Central and Eastern Europe) and helps them finance their documentary projects in development.

It offers knowledge about the international non-fiction market, case studies and one-on-one meetings between producers from various countries and international commissioning editors, distributors and other financiers.

Several panel discussions are organised, including the Leipzig Forum on innovative non-fiction TV, where international broadcasters present new trends and developments (2010: 'The Future of Television – How broadcasters manage the challenge of cross-media projects'), and DOK Summits (2010: 'Public Broadcasters between Quality and Ratings' and 'Hail or Horror? The Documentary Enthusiast's Guide through the Chances and Risks of Cross Media Creation').

www.dok-leipzig.de

Leipziger Dokfilmwochen

Grosse Fleischergasse 11
04109 Leipzig – DE
T + 49 (0)341 30 86 40/
+ 49 (0)341 30 86 4-27

Claas Daniels
danielsen@dok-leipzig.de
ChristineHille
hille@dok-leipzig.de

DATES

October 18-24, 2010
October 17-23, 2011
Leipzig, DE

REQUIREMENTS

DOK Market and International DOK Leipzig Co-Production Meeting: selection by committee of DOK Leipzig and international partners. Panel Discussions: Open to all accredited delegates.

Application deadline (DOK Market): May 31, 2010 for films completed before May 1, 2010; July 10, 2010 for films completed after May 1, 2010.



Dragon Forum

Arkana Studio

DOCUMENTARIES

This pitching and co-production project is dedicated to documentary films from Central and Eastern Europe. The pitching takes place during the Krakow Film Festival.

The main objective is to help filmmakers from Central and Eastern Europe to access the international documentary market. Commissioning editors from leading TV stations, producers and distributors are invited to Krakow where the projects selected and developed under the Masters' supervision are pitched. The event is preceded by a pre-pitching workshop to help participants present their projects to the international buyers. The pitching is followed by coordinated individual meetings.

This is a marketplace where professionals from East and West can meet and start co-productions. Follow-up of the best Dragon Forum projects is assured during the Jihlava and Leipzig Documentary Festivals. The completed films are helped by the promotional activities.

Arkana Studio

ul. Chelmska 21
00-724 Warszawa – PL
T +42 (0)22 840 27 45

Dorota Roszkowska
dragon@arkanastudio.pl

DATES

June 1-6, 2010
May 30-June 3, 2011
Krakow, PL

REQUIREMENTS

The projects are selected based on applications received; film-oriented education is not required and there are age limits; the most important criteria are the quality of the proposed subject and potential of the creative team. A call for projects will be issued in September 2010.

www.dragonforum.pl

dragon
forum

East European Forum

Institut Dokumentarniho Filmu (IDF)

DOCUMENTARIES

The East European Forum (EEF) is organised by the Institute of Documentary Film with the aim of supporting Eastern European creative documentary films. It is the region's largest co-financing and networking event.

The EEF consists of a preparatory workshop and a Pitching Forum for 24 Eastern European projects presented by independent producers and directors. They are pitched to some 22 European and North American commissioning editors, film fund representatives, sales agents and distributors. The Forum is followed by one-on-one meetings.

Participating projects are further supported by a follow-up programme offering additional advice, promotion by www.DOKweb.net and tailored support until the films are completed and able to enter the distribution phase with its initial step – the East Silver market (organised by IDF).

Along with the East Silver market, the EEF opens the industry section at the Jihlava International Documentary Film Festival.

REQUIREMENTS

Directors and producers with their own creative projects; knowledge of English; participation of both (director and producer) at the Forum Workshop and Pitching Forum.

Institut Dokumentarniho Filmu (IDF)

Školská 12
Prague 1 – CZ
T +42 (0)224 21 48 58

Ivana Milošević
forum@dokweb.net

DATES

October 21-28, 2010: Jihlava, CZ

The East European Forum focuses on Central and Eastern European creative projects in any documentary genre:

- for which the author has already completed the research and has a clear idea of the main line of the film;
- subjects with strong topics with broad and cross-cultural appeal;
- a story relating to a universal human experience.

Application deadline: September 9, 2010.

www.dokweb.net



East Silver

Institut Dokumentarniho Filmu (IDF)

DOCUMENTARIES

East Silver Market is a year-round project, organised by the Institute of Documentary Film in partnership with Jihlava IDFF with the aim of gathering in one place new Eastern European documentaries and creating a comprehensive printed and online catalogue, and digitised video library accessible to buyers from major TV channels, programme selectors of international festivals and sales agents.

- **East Silver Caravan** – best Eastern European docs submitted to international festivals and markets;
- **East Silver TV Focus** – enhances the broadcast of Eastern European documentaries in international TV channels;
- **Silver Eye Award** – financial prize and festival support for best films;
- **East Silver Project Market** - upcoming projects from the region;
- **East Silver Meetings**, networking dinners with producers;
- **Market co-production panels**;
- **Industry screenings** – latest East European films and rough cuts.

Along with the East European Forum, East Silver forms the industry section at the Jihlava International Documentary Film Festival.

Institut Dokumentarniho Filmu (IDF)

Školská 12

Prague 1 – CZ

T +42 (0)222 95 45 26

Miriam Šimková

office@eastsilver.net

DATES

October 25-31, 2010: Jihlava, CZ

REQUIREMENTS

Creative feature and TV documentaries produced in 2009-2010, or projects in development, English- subtitled or VO.

2 DVDs, trailer and other materials must accompany the application.

Application deadline: July 31, 2010.

www.eastsilver.net

**EAST
SILVER**

EDN Workshops Southern Europe

European Documentary Network (EDN)

DOCUMENTARIES

Lisbon Docs and Docs in Thessaloniki: the events aim to promote the production and co-production of documentaries by providing producers, filmmakers and other industry professionals and students with a meeting place equipped to suit their needs.

Lisbon Docs takes place in connection with Portugal's international documentary festival doclisboa and has been developed in close co-operation with AporDoc (the Portuguese Documentary Association).

Docs in Thessaloniki takes place in the context of the Thessaloniki Documentary Festival, Images of the 21st Century, and is organised in co-operation with the festival.

The events consist of:

- a 2-3-day workshop where 20-24 selected projects are presented by producers and directors, who have previously been coached by international experts during a project development workshop;
- a public pitching forum where the selected projects are introduced to a panel of international financiers;
- master classes/general sessions (also open to the festival public), focusing, for example, on new methods of distribution and the demands of the production process.

European Documentary Network (EDN)

Vognmagergade 10, 1.
1120 Copenhagen K – DK
T + 45 (0)33 13 11 22

Hanne Skjødt
hanne@edn.dk

DATES

March 17, 2010: Thessaloniki, EL
October 23, 2010: Lisbon, PT

Participants also have access to evening festival screenings.

www.edn.dk



FORUM for International Co-financing of Documentaries

**Stichting International Documentary
Filmfestival Amsterdam - IDFA**

DOCUMENTARIES, FEATURE FILMS, CROSS MEDIA

The FORUM for International Co-financing of Documentaries runs parallel to the International Documentary Film Festival Amsterdam (IDFA) and its other market, Docs for Sale.

The FORUM's aim is to bring together independent producers and filmmakers with commissioning editors, distributors and other financiers to collaborate in the financing of new high-quality documentary films. This is achieved by matchmaking the participants in seven-minute pitching sessions (pitching techniques are taught in a workshop beforehand), round table discussions, and individual meetings, and by providing networking opportunities, catalogues and guides.

Over three days, 45-50 documentary projects are pitched to a panel of commissioning editors from international TV stations (public and private). Some 500 professionals participate.

An actively moderated online component enables projects to benefit from follow-up after the actual pitch. This enhances the networking capacity of the platform and increases co-financing opportunities for producers.

**Stichting International Documentary
Filmfestival Amsterdam - IDFA**

Frederiksplein 52
1017XN Amsterdam – NL
T +31 (0)20 62 73 329

Adriek Van Nieuwenhuyzen
adriek@idfa.nl

DATES

November 22-24, 2010: Amsterdam, NL

REQUIREMENTS

Creative documentaries (feature-length films, possibly with cross-media elements), documentary series and one-hour-long productions, ranging from topical socio-political subjects, arts, culture and history to human interest.

Selection is by a commission for the FORUM. The FORUM decides on whether the pitch will be in round table or central pitching format based on elements, such as finance in place, content and topic.

Application deadline: September 1, 2010
(apply online from July 1, 2010).

www.idfa.nl/theforum



Medimed

Associació Internacional de Productors Audiovisuals Independents de la Mediterrània (APIMED)

DOCUMENTARIES

Medimed is a small-scale documentary market focused on the promotion of new projects and productions from European and Mediterranean countries.

The aim is to foster professional and creative exchanges between audiovisual professionals from the Mediterranean and European countries. Medimed aims to improve the development, promotion and distribution of independent European documentary projects, especially those produced in the Mediterranean region.

This three-day-event in Sitges, Spain, comprises:

- pitching sessions (followed by scheduled one-to-one meetings),
- private screenings,
- channel updates,
- workshops, and
- promotional activities.

Documentary projects and over 300 recent documentary programmes are presented to a select group of international broadcasters and distributors. Approximately 50-70 buyers/commissioning editors are invited and some 100 producers join the event. Catalogues with full details on all finished documentaries, new projects and participants' business data are made available to attendees.

More than 300 documentary titles are available on DVD from a video library. Priority is given to private viewings of accredited buyers (in a 'Docs Gallery' equipped with 30 stations) in addition to the communal viewing area for both buyers and producers.

www.medimed.org

Associació Internacional de Productors Audiovisuals Independents de la Mediterrània (APIMED)

c/ Girona, 5th floor
08010 Barcelona – ES
T + 34 (0)93 244 98 50

Sergi DOLADE
info@apimed.org

DATES

October 8-10, 2010: Sitges (Barcelona), ES

REQUIREMENTS

Programmes should be:

- new to the market;
- have at least 25% financing in place (and up to 75%).

Projects in early stages (seedling projects) are also accepted, for which pre-arranged meetings are organised.

medimed
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MeetMarket

Sheffield Doc/Fest

DOCUMENTARIES, FEATURE FILMS, ANIMATION, CHILDREN/YOUTH, CROSS MEDIA

MeetMarket is an international marketplace for new and innovative documentary and cross-media projects. It is part of Sheffield Doc/Fest, a documentary festival, conference and marketplace.

MeetMarket uses extensive online matchmaking systems to arrange individual meetings between independent producers and potential financiers to help facilitate European co-financing for new documentary projects.

Over two days, hundreds of meetings take place involving 60 projects in any stage of development, of any documentary genre and including one-offs, series and cross-platform projects.

In addition to the face-to-face meetings, MeetMarket offers:

- a pitching workshop for all selected projects in order to prepare for the meetings;
- a Who's Who session to introduce all decision makers attending;
- commissioning panels and marketplace conference sessions to give participants more general feedback on the European and international marketplace.

Sheffield Doc/Fest

The Workstation 15 Paternoster Row
Sheffield – NO
T + 44 (0)114 276 5141

Charlie Phillips
charlie@sidf.co.uk

DATES

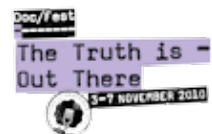
November 3-7, 2010
June 8-12, 2011 (tbc)
Sheffield, UK

REQUIREMENTS

Projects can be at any stage of development, production or post-production, in any genre and from any country, as long as the project is original and exciting.

Application deadline: September 1, 2010
(from June 1, 2010).

<http://sheffdocfest.com/view/meetmarket>



Nordisk Panorama Event

Filmkontakt Nord

DOCUMENTARIES, SHORT FILMS, ANIMATION, CHILDREN/YOUNG PEOPLE

Nordisk Panorama Event is organised by Filmkontakt Nord. It is attended by up to 800 accredited professionals from more than 20 countries.

It comprises:

- 1 **Nordisk Forum for Co-financing of Documentaries**, which welcomes around 200 professionals for two days. It offers 24 live pitching sessions and over 200 individual meetings. Nordisk Forum Online offers digital project presentations and pre-booking of meetings.
- 2 **Nordisk Panorama Market**, which presents some 300 new shorts, animations and documentaries. It also offers possibilities for individual meetings and **Nordisk Panorama Market Outlook**, which consists of some 15 industry seminars. The market is mirrored by **Nordisk Panorama Market Online** where all the films are presented online to over 800 market representatives from all around the world. It is a high-quality streaming platform with full length presentations of all the films and available 24/7. In 2010, some 900 films will be presented, adding yet another 300 films/year.
- 3 **Nordisk Panorama – 5 Cities Film Festival** – dedicated to short/animation and documentary films from and/or for the Nordic countries, focusing on professional development of this sector.

Filmkontakt Nord

Vognmagergade 10
1120 Copenhagen – DK
T +45 (0)33 11 51 52

Karin Johansson-Mex
karin@filmkontakt.com

DATES

September 24-29, 2010: Bergen , NO
September 23-28, 2011: Århus, DK

REQUIREMENTS

Films from Denmark, Finland, Iceland, Norway, Sweden, the Åland Islands, the Faroe Islands and Greenland.

Nordisk Forum for Co-financing of Documentaries is also open to projects from the Baltic countries, e.g. Estonia, Latvia and Lithuania.

Application deadline:

May 15, 2010 (festival and market);
June 14, 2010 (Nordisk Forum Project);
August 6, 2010 (observer application;
financier accreditation).

www.filmkontakt.com
www.nordiskpanorama.com

NORDISK PANORAMA
FIVE CITIES FILM FESTIVAL
NORDIC SHORTS AND DOCUMENTARIES



reelisor

(International Documentary Film Platform)

Documentary Campus

DOCUMENTARIES

reelisor.com is a non-profit social network for the professional documentary film community.

The objective is to provide networking opportunities and information both to filmmakers and to buyers, festivals, training initiatives and funding institutions.

The platform allows documentary professionals from Europe and all over the world to register with their personal profile, present their projects, contact each other, find current news of the industry and improve their knowledge.

reelisor aims for strong cooperation with all existing platforms, thereby connecting and spurring the growth of the documentary film industry. In addition to the networking features, news, exclusive downloads, interviews, trailers and links, reelisor offers an event calendar and a database of film funds.

The reelisor community benefits from partnerships with renowned documentary festivals etc., and support from Documentary Campus.

Established in 2008, reelisor is already more than 1,200 members strong.

Documentary Campus

c/o Documentary Campus e.V.
Einsteinstraße 28
81675 Munich – DE
T +49 (0)89 410 739 35

Steve Buchta

s.buchta@reelisor.com
info@reelisor.com

www.reelisor.com

 **reelisor**
documentary networking

Sunny Side of the Doc

Doc Services

DOCUMENTARIES

Sunny Side of the Doc is an international documentary market held in La Rochelle, France,

The goals of the event are to:

- foster co-production, pre-buying and buying of finished films;
- open up new territories, e.g. Asia, Eastern Europe, Latin America and the Middle East;
- anticipate new technologies;
- discuss and exchange ideas, and share experiences and innovations;
- facilitate access to the profession for young European independents by giving them the opportunity to meet those with more experience.

Some 2,000 professionals participate, including over 300 buyers/financiers or investors, 200 distributors and 1,000 producers. Some 85% of the attendance is European.

The catalogue provides information on:

- who is who, updated each year;
- registered commissioned projects, supported by at least one broadcaster and in search of additional financing;
- registered projects in development;
- films finished in the year of the event, available in the digital video library and classified by themes;
- events, including the projects to be pitched as part of the BIPS (Best International Projects Showcase).

Doc Services

15 rue de la Ferté
17000 La Rochelle – FR
T + 33 (0)5 46 55 79 80

Josée Brossard

coordination@sunnysideofthedoc.com

DATES

June 22-25, 2010
June 21-24, 2011
La Rochelle, FR

There are conferences, screenings, debates, special initiatives for newcomers, panels, and networking activities.

Recent developments include the BIPS (with two new categories in 2010: Under 30's Pitch, and Cross-Media Content), exhibition space redesign an 'Innovations' space, as well as the creation of the 'decision makers' category and the Pocket Guide, bringing together all types of buyers from all formats (cinema, Internet, mobile telephone and TV).

www.sunnysideofthedoc.com



Thessaloniki International Doc Market

Thessaloniki Film Festival

DOCUMENTARIES

The Thessaloniki International Documentary Market complements the Thessaloniki Documentary Festival.

The Doc Market has expanded its reach from the Balkans to Europe and is now international. It presents new European independent and small company productions. The Documentary Market consists of an area equipped with 30 digital viewing booths, a meeting point and a help desk.

The event welcomes nearly 500 participants (90% European) and viewings are registered for a period of six days. It is estimated that 25-30% of the programmes presented are purchased by TV broadcasters and distribution companies.

In 2010, the Doc Market converted its video library to digital and created an interactive Internet Place for future applicants.

Application deadline: January 15, 2011.

Thessaloniki Film Festival

9 Alexandras Ave.
11473 Athens – EL
T +30 (0)2 10 87 06 000

Despina Mouzaki
director@filmfestival.gr

DATES
March 15-20, 2010

www.filmfestival.gr

World Congress of Science and Factual Producers

World Congress of Science and Factual Producers

DOCUMENTARIES, FEATURE FILMS, SHORT FILMS, CHILDREN/YOUNG PEOPLE

The World Congress of Science and Factual Producers (WCSFP) is an annual 4-day conference for the international community of producers, broadcasters, distributors, content creators and academics interested in the intellectual debate and the business of science and history.

The objectives are to:

- increase the access and promotion of European audiovisual works to other European and international delegates;
- strengthen the competitiveness of the European audiovisual sector by providing numerous and significant networking and market opportunities for attending delegates;
- increase the amount of European audiovisual content available via the Science and Factual Online Library;
- facilitate more co-production opportunities between the European audiovisual industry and other non-European players;
- offer enticing and in-depth programming that covers changing industry trends and timely issues;
- provide insightful business and creative analysis;
- profile new talents and established veterans.

World Congress of Science and Factual Producers

c/o 110 Spadina Avenue Suite 333
Toronto, ON – CA
T +1 (0)416 203 2155 ext 261

Isaac Meyer Odell
imo@wcsfp.com

DATES

November 30-December 3, 2010: Dresden, DE

The WCSFP features workshops, networking events, pitching sessions and panels that present emerging content trends and highlight industry issues. The WCSFP also encompasses **Meet the Commissioning Editor** sessions and an on-demand video library of delegates' productions.

www.wcsfp.com



04

**ANIMATION |
YOUNG PEOPLE**



Cartoon Forum

CARTOON

European Association of Animation Film

ANIMATION

The Cartoon Forum is a co-production initiative targeting European animated TV projects.

The goals of the Cartoon Forum are to facilitate the:

- financing of co-productions;
- pre-purchasing of projects still to be finalised;
- negotiation of distribution agreements, as well as of publishing rights and ancillary products.

The Cartoon Forum is the meeting place for European producers, authors, broadcasters, distributors and investors to:

- find co-productions to finance,
- meet and discuss issues relating to the animated sector in a very informal way.

The three-day event consists on average of twenty pitching sessions per day of some 40 minutes each. The projects are selected in advance. Approximately 60 projects are presented during the Forum.

Some 750 professionals participate from a score or more of countries. Around 250 potential investors, buyers, broadcasters, financiers or video publishers participate each year.

Application deadline: April 28, 2010.

CARTOON

European Association of Animation Film

Avenue Huart Hamoir 105

1030 Brussels – BE

T + 32 (0)2 245 12 00

Annick Maes

forum@cartoon-media.eu

DATES

September 14-17, 2010: Sopron, HU

www.cartoon-media.eu

**MAGYAR
CARTOON
FORUM**

Cartoon Movie

CARTOON

European Association of Animation Film

ANIMATION, FEATURE FILMS

Cartoon Movie is a co-production Forum organised by the Association Européenne du Film d'Animation and designed to attract investment for animated feature film projects.

The Forum's particularity is that it brings together European producers, potential buyers and cinema distributors to make possible the co-production of feature-length animation projects for the cinema with a good commercial potential.

The event is a meeting point for professionals from the animation sector and cinema distributors at which they can conclude co-production agreements and negotiate distribution deals. To this end, Cartoon Movie organises various pitching sessions of different lengths depending on the category, where professionals can get a sneak preview of the latest animated feature film projects. There are also screenings of finished films. New projects at the very early stage of the concept phase are also presented during 10-minute sessions.

Cartoon Movie 2010 welcomed some 600 participants from 32 countries, including 180 investors, of whom 90 were distributors. Professionals from new platforms and the video game sector can participate in the event and therefore build an economic bridge with the animation industry. Some 45-50 projects are presented each year.

CARTOON

European Association of Animation Film

Avenue Huart Hamoir 105
1030 Brussels – BE
T + 32 (0)2 245 12 00

Annick Maes

movie@cartoon-media.eu

DATES

MARCH 3-5, 2010: LYONS, FR
March 2-4, 2011: Lyons, FR

www.cartoon-media.eu



Cinekid for Professionals

Stichting Cinekid Amsterdam

ANIMATION, FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, CHILDREN/YOUNG PEOPLE, CROSS MEDIA

Cinekid for Professionals is a four-day-event running in parallel to the Cinekid Festival in Amsterdam, a Film, TV and New Media Festival for Children.

Cinekid for Professionals promotes children's programmes, films and productions, and comprises:

- the Screening Club, a closed four-day market with screening facilities for professionals and a catalogue of over 250 titles (of all genres, e.g. animation, documentaries, series, films etc.) available at the time of the current edition, mainly of European origin. There are some 1 000 viewings each year;
- the Junior Cross Media Market (Day two), Junior Television Market (Day three), and Junior Film Market (Day four), which are aimed at the co-financing of films for a young audience. Thirty projects are presented and matched with potential co-financiers;
- meeting programmes, in order for professionals to network and learn more about children's media (informal meetings, seminars, expert meetings, presentations, promotional activities etc.);
- a guest programme, which gives the approximately 150 participating international professionals a chance to meet and set up collaboration in the future.

Stichting Cinekid Amsterdam

Korte Leidsedwarsstraat 12
1017RC Amsterdam – NL
T + 31 (0)20 531 78 90

Sannette Naeye
info@cinekid.nl

DATES

October 26-29, 2010: Amsterdam, NL

The event welcomes approximately 350 professionals. It also comprises a website and database.

Application deadline: August 15, 2010.

www.cinekid.nl/professionals



Marché International du Film d'Annecy

CITIA

ANIMATION

The MIFA is an international animated Film Market that is held in parallel to the Annecy International Animated Film Festival.

The MIFA is a content-based market specialising in animation with 2,000 participating professionals. It enables producers, broadcasters, buyers, service companies, publishers, creators and training institutes to:

- negotiate all aspects of production, co-production, distribution and broadcasting on an international scale;
- source financing (over 200 buyers attend MIFA);
- find out about new tools and processes;
- increase contacts and network;
- find new talents.

The MIFA offers professionals a varied range of services, such as an exhibition hall with diverse individual stands or pavilions, a chill-out area and a digital video library with screening booths. This space dedicated to buyers provides access to more than 500 productions or projects.

CITIA

c/o Conservatoire d'Art et d'Histoire
18 avenue du Trésum BP 399
Annecy – FR
T +33 (0)4 50 10 09 00

Tiziana Loschi
tizianaloschi@citia.org

DATES

June 9-11, 2010
June 6-11, 2011
Annecy, FR

In 2010, in coordination with the MEDIA Desk France, MIFA – through its space dedicated to young talents, the Creative Focus – ran a 'call for projects' dedicated to professionals from Croatia, Hungary and Poland in a bid to support the development of the industry in these countries.



05

CROSS MEDIA

The Pixel Market at The Cross-Media Forum

Power to the Pixel

CROSS MEDIA, SHORT FILMS, FEATURE FILMS, DOCUMENTARIES, ANIMATION,
CHILDREN/YOUNG PEOPLE

This is a two day event comprising The Pixel Pitch – a pitching forum for cross-media film properties followed by a day of one-to-one business meetings.

Up to 20 cross-media projects will be selected, of which eight will be in competition at The Pixel Pitch. Competition teams present their project to a roundtable jury of invited international experts, decision-makers and financiers from the film, TV, online, advertising, tech and games industries, and in front of a public audience of up to 400 people. Presentations will be followed by direct feedback from the roundtable jury. One project will be awarded a cash prize.

On the second day, all 20 teams selected for the Market will be allocated half-hour meeting slots where they will present their cross-media film projects to potential international partners, financiers and co-producers from across the media industries.

Power to the Pixel

c/o 01-ZeroOne Peter Street
London W1F 0HS – UK
T +44 (0)20 70 25 19 93

Liz Rosenthal

liz@powertothepixel.com

Tishna Molla

tishna@powertothepixel.com

DATES

October 13-14, 2010: London, UK

REQUIREMENTS

- project stories must be able to span a mixture of film, TV, gaming, mobile, online and live event;
- producers must own the rights to develop and produce the project in all required media;
- a maximum of two members per team will be allowed to pitch, one of whom *must be* the producer or director;
- applicants must have an industry track record.

www.powertothepixel.com





06

**MULTI-
DISCIPLINARY**

Cinando

Association française du Festival International du Film (AFFIF)

FEATURE FILMS, DOCUMENTARIES, ANIMATION

Cinando.com is a database dedicated to cinema industry professionals.

It offers a broad panorama of the film industry: contacts, profiles, films for sale, projects in development. In addition the new Online Screening Room replaces older models of sending DVD screeners to buyers.

Members promote their activity by showcasing their business and by interacting in the cinando networking community.

Cinando is a reference tool for professionals year-round, as well as for all major film events such as the Berlin EFM, the Filmmart, the Marché du Film in Cannes, the Toronto Film Festival and the AFM.

cinando.com has seven million page views per year: 23,900 people, 9,350 companies, and 10,500 films and projects are part of the cinando.com platform.

Association française du Festival International du Film (AFFIF)

3 rue Amélie
75007 Paris – FR
T + 33 (0)1 53 59 61 30

Jérôme Paillard
jpaillard@festival-cannes.fr

REQUIREMENTS

Recognised professionals from the film industry.

www.cinando.com



cineuropa.org

Cineuropa

FEATURE FILMS, DOCUMENTARIES, ANIMATION

Cineuropa is an online news site dedicated to the European audiovisual industry. It is available in four languages (FR, IT, SP, UK).

The project has three target audiences: audiovisual professionals, European movie-goers and non-European movie-goers.

The site relays information on European cinema (films, releases), covers issues relating to the European audiovisual industry, and provides news about what is being shot and films in production.

There are sections containing interviews, information about festivals, dossiers, previews, photo galleries and a 'Focus on' section presenting European films showing in major artistic or commercial outlets.

The portal also includes a film database and an industry database (information on production and distribution companies) and several services for professionals: an online training course on script-writing, script analysis, financing and copyright advice, and a translation service.

Cineuropa is creating a 'community of European audiovisual professionals'. It has also put 400 videos and previews of European films on line.

Cineuropa

84 avenue Besme
1190 Brussels – BE
T +32 (0)2 537 91 72

Valerio Caruso
caruso@cineuropa.org

www.cineuropa.org

THE SITE FOR EUROPEAN CINEMA
CINEUROPA

Europa Cinemas

Europa Cinemas

FEATURE FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Europa Cinemas provides financial support to distribution companies in countries that are not members of the MEDIA Programme, in particular countries in Latin America, Asia and around the Mediterranean. In 2009, some 70 European films were supported.

Distributors whose applications are approved receive reimbursement of up to 50% of their costs, e.g. for copies/prints, subtitling/dubbing, promotion/advertising/public relations, and transport/accommodation/subsistence costs of the professionals/talents linked to the films.

The maximum amount of support per film is €20,000, ranging from €6,000 for 2-5 copies to €20,000 for more than 20. Preference is given to distribution companies active in several territories in the same region.

Europa Cinemas

54 rue Beaubourg
75003 Paris - FR
T +49 (0)30 61 40 22 00

Fatima Djoumer
fatim@djoumer.de

REQUIREMENTS

Only European films with recent copyright (2005 or later) are eligible.

To encourage diversity, distributors are normally limited to three releases from the same country per year. However, the range of European films available in the markets is nevertheless taken into account.

Special attention is paid to films produced in European countries with low audio-visual production capacities and in the new Member States of the European Union.

www.europa-cinemas.org


EUROPA CINEMAS
MEDIA-PROGRAMME OF THE EUROPEAN UNION

Europa Distribution

Europa Distribution

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Europa Distribution is a European association of 80 independent distributors from 22 European countries.

The overriding objective is to improve the circulation of European films and the competitiveness of European distribution through the reinforcement of information exchange and distributor cooperation.

The association organises distribution workshops on recent and future films, and forums to broaden the debate on concrete themes on distribution topics. Those workshops complement a European intranet – the CIDINET database – which aims to improve exchanges of information and ideas among European distributors, notably before the release of a film.

Europa Distribution

22 ave Pierre de Serbie

75116 Paris - FR

T +33 (0)1 44 43 87 10

T +33 (0)1 44 43 87 12

M + 33 (0)6 11 31 12 12 12

Adeline Monzier

adeline.mozier@europa-distribution.org

Isabelle Obadia

isabelle.obadia@europa-distribution.org

Both activities aim to:

- improve distributors' promotional strategies well before a film's release, with a view to adopting a European approach;
- share the information and costs of promotional and technical equipment in order to consolidate distributors' financial structures, while cost savings are used to improve the promotion of European film releases;
- promote more concrete collaboration between distributors through the creation of perennial and occasional structures for purchase and distribution;
- encourage distributor participants to purchase films analysed within distribution structures.

Film New Europe

Film New Europe

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Film New Europe provides audiovisual professionals from Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Hungary, Lithuania, Latvia, Malta, Poland, Romania, Slovenia and Slovakia with an information tool to support their access to European and international markets, and facilitate co-production and inter-regional co-operation.

FNE Daily, a “paperless newspaper”, provides daily news about the audiovisual sector, including weekly box office figures, grants, production and links to regional organisations. FNE Daily has over 11,000 audiovisual professional subscribers worldwide. They include nearly 5,000 producers, 2,000 film journalists and over 1,200 buyers and festival programmers.

FNE has media partnerships with 20 festivals and markets and is supported by Polish Film Institute, Hungarian Motion Picture Foundation, Czech Ministry of Culture, Estonian Film Foundation, Slovenian Film Foundation, Polish Filmmakers Association, Bulgarian National Film Centre, Slovak Film Institute and the MEDIA Programme.

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Film Sales Support

European Film Promotion

FEATURE FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Film Sales Support (FSS) is a support mechanism for European sales agents and producers who actively promote and sell their European films at a selection of international film festivals and/or markets.

FSS provides financial support to the promotion and marketing campaigns of European sales agents and production companies (where no sales agent is handling the respective films).

The maximum support per film per festival/market is €5,000 for one film and €2,500 for subsequent films promoted/marketed by the same sales agent/production company. The minimum amount is €1,000.

The number of films supported per company per festival is unlimited, but limited to two films at markets.

Targets in 2010 are:

- Sundance International Film Festival (USA), January;
- Guadalajara (Mexico), March;
- FILMART in Hong Kong (China), March;
- Shanghai International Film Festival (China), June;
- Toronto International Film Festival (Canada), September;
- Rio de Janeiro International Film Festival (Brazil), September/October;
- Asian Film Market, Pusan (South Korea), October;
- AFM, Los Angeles (USA) in November.

www.efp-online.com

European Film Promotion

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DATES 2010

January 1-21: Sundance/Park City, US
March 12-19: Guadalajara, MX
March 21-April 6: Hong Kong, HK
June 12-20: Shanghai, CN
September 23-October 7: Rio de Janeiro, BR
September 9-19: Toronto, CA
October 10-13: Pusan, KR
November 3-10: Los Angeles, US

European Film Promotion is a network of organisations and professionals from 31 European countries to market and promote European films.

REQUIREMENTS

See guidelines on website.



Producers on the Move

European Film Promotion

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Producers on the Move is held at the Cannes International Film Festival (France) in May, with 20-25 participating European producers from different European countries.

European Film Promotion's mandate is to focus attention on young European talent. In the decade since it initiated Producers on the Move at the Cannes International Film Festival and Market, a total of 196 of Europe's most talented young producers have been selected to be introduced to the industry at large during this important international event.

Activities include:

- a press campaign, including producer profiles and advertisements in the major daily trade papers;
- a Producers' Lunch for 160 European producers;
- a Round Table meeting/pitching session for all selected producers;
- production of a catalogue, poster and on-line presentation of participating producers.

European Film Promotion is a network of organisations and professionals from 31 European countries to market and promote European films.

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DATES

May 15-18, 2010: Cannes, FR
May 2011: Cannes, FR

REQUIREMENTS

Participants are selected by EFP member organisations. They must be relatively new in the business, not older than 45, and meet *one* of the following conditions in relation to their last film:

- selected at a major festival, such as Berlin, Cannes, Rotterdam, Sundance in the previous year;
- a success in the producer's home market
- released in other countries;
- have a film (produced or co-produced) in one of the official sections of the current Cannes Film Festival.

www.efp-online.com

PRODUCERS
ON THE
MOVE

European Distributors: Up Next! Variety Critics' Choice: Europe Now!

European Film Promotion

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Variety Critics' Choice: Europe Now!

is held at the Karlovy Vary International Film Festival (Czech Republic) in July where 10 European films and their directors are presented in a sub-section of the Festival.

REQUIREMENTS

Films selected by Variety critics, which are usually first/second or third-time films.

European Distributors: Up Next!

highlights 10 independent European distributors. It is held in conjunction with the San Sebastian International Film Festival.

REQUIREMENTS

Participants are selected by the San Sebastian International Film Festival and the EFP member organisations.

European Film Promotion is a network of organisations and professionals from 31 European countries to market and promote European films.

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DATES

2010
July 3-5, Karlovy Vary, CZ
September 19-22, San Sebastian, ES
2011
July, Karlovy Vary, CZ
September, San Sebastian, ES

**EUROPEAN
DISTRIBUTORS:
UP»NEXT!**

Industry Screenings in the USA

European Platform at the Pusan IFF

Gateway to the North American Market (Toronto)

Umbrella Office at the AFM

European Film Promotion

FEATURE FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Industry Screenings in the USA
European Platform at the Pusan IFF
Gateway to North America (Toronto)
Umbrella Office at the AFM

European Film Promotion Industry Screenings in the USA take place twice a year, usually in June in New York and in November in Los Angeles during the American Film Market.

The screenings are arranged to present new European films that have a potential for the US market to North American distributors. For the LA screenings, priority is given to films nominated for the Academy Award of Best Foreign Language Film.

Additional support is provided at the:

- **Pusan** International Film Festival, providing for the presence of European talent and an operational base for professionals at the Asian Film Market;
- **Toronto** International Film Festival, mainly through networking activities for European professionals within the festival and encouraging the presentation of a strong platform of European films;
- **American Film Market** via an umbrella office and attendant services at the festival for European production and sales companies.

European Film Promotion is a network of organisations and professionals from 31 European countries to market and promote European films.

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DATES

June 29, 2010: New York- US
November: Los Angeles – US
September 9-19, 2010: Toronto – CA
October 10-13, 2010: Pusan – KR
November 3-10, 2010: Los Angeles, US



Premiere Screenings at DISCOP

Basic Lead

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, CHILDREN/YOUTH

The Premiere Screenings run alongside the DISCOP East, an annual three-day sales-centric, programming and distribution market held in Budapest and aimed at the territories of Eastern and Central Europe.

The Premiere Screenings allow programming and acquisitions executives from Central and Eastern Europe to discover recently produced content and formats from all over the world that have never been sold in those territories.

Close to 1000 content buyers from the region, representing public and commercial broadcasters, pay-tv services, home entertainment and theatrical distributors, attend DISCOP East, alongside 600 international sales executives from more than 350 international distribution companies.

Powered by Media Peers GmbH, which provides the online viewing solutions, the Premiere Screenings will showcase close to 300 eligible programmes in 2010.

REQUIREMENTS

1. At the time of the event, the programme was not licenced in Central and Eastern Europe, except in its country of origin;
2. The programme was produced in the year preceding the event.

www.discop.com

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DATES

June 23-25, 2010: Budapest, HU
June 22-24, 2011: Budapest, HU



Pro2film

Reelport

FEATURE FILMS, SHORT FILMS, DOCUMENTARIES, ANIMATION, CHILDREN/YOUTH

Pro2film is a comprehensive online source of information about films and film professionals.

Pro2film provides a search engine and an index to some of the existing large databases for film professionals. This makes it possible to retrieve all the information about one specific film that a professional needs and avoids the need to search a multitude of websites.

Pro2film provides a single point of entry for databases for films in development, for film markets and for archives. As soon as a film professional has found the film and data of interest, the search is switched to the database specialising in this particular request. As a result, it is possible to follow the life cycle of a film through all its stages, from the script to archive.

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Pro2Film

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