



**European Network of
Independent Distributors**

Introduction 1

What is Europa Distribution?

Europa Distribution was founded in **Cannes in May 2006, under the presidency of Robert Guédiguian.**

The current president of honour is Cristian Mungiu. **Annemie Degryse (Lumière, Benelux) and Jakub Dusynski (Gutek, Poland)** are the co-presidents of the network.

120 distributors at the heart of the European film industry with strong cultural diversity, free of any association with TV channels and telecommunication groups

26 European countries

Lobby, think tank, network

How did it start?

Original Statement :

- **A lack of representation of independent distributors at European level**
- **A lack of connections / networking between European Distributors**, despite the fact that they are releasing the same movies.
- **Objectives and results of the MEDIA Distribution support**
- **Challenging time for European independent distributors :**
 - Increasing concentration and integration
 - Deterioration of the conditions for exhibiting films (inflation of P&A, faster turnover....)
 - Decrease of second markets (DVD, TV)
 - New challenges : digital cinema, VOD....

How did it grow?

- **A very informal start** that turns out to be a quick success
- **April 2006 : Creation of the association** based in Paris – 30 members
First membership fees : 500€ per member
- **Nov 2007 : Hiring of a part-time manager**
Objective : lobby & funds raising
Membership fee : 1000€ per member
- **Summer 2008 : part-time becomes full-time position**
- **2009** : the association is awarded **grants by the MEDIA PROGRAMME** for its network actions (workshops in Festivals & database CIDINET) and international actions.
Private Sponsor : Allociné, Kodak
Partnerships with festival for contributions in kind
- **2010 : 80 members – 24 countries**
- **2012: 120 members – 26 countries** => Very Good results after only 6 years of existence

What do we do?

- **Lobbying** towards the European Parliament, MEDIA, national public bodies. Collaboration with other European associations.
- **Network actions at European and international level :**
 - Distribution workshops in Sofia, Annecy, Locarno, San Sebastian, Les Arcs and annual conference in Lyon
 - CIDINET
 - Partnerships with events : Cine en Construcccion, Cartoon Movie,
 - Cine sin Fronteras workshops
 - Euromed workshops
- **Working groups :** VoD clauses, distribution contracts, royalties statements...
- **Direct support**
 - EDCL project (in partnership with CN Films) : financial support and technical assistance for the digital releases of European distributors
 - Europa Distribution International : Support to European distributors for their non European releases

Why is it important to be in a network?

- **A dynamic network:**
 - **Distributors know each other much better and enjoy having meetings where the only issue is distribution and diffusion** (distribution workshops...).
 - **Distributors work more together and share more promotional and technical material, which enables better distribution strategies and bigger cost savings.** Our objective is to have distributors collaborate on a regular basis (for the promotion of movies but also for the acquisition)
 - **Distributors share more information on distribution related topics:** VOD, digital, public support. We have created within ED working groups on different topics to share experiences and to build common positions. We regularly elaborate position papers summarizing the issues at stake for independent distributors and we send these papers to public authorities.

Why is it important to be in a network?

- **A political strength**

- Europa Distribution has become **the main spokesman for European authorities** regarding distribution matters.
- Europa Distribution's proposals on public support have enabled to **reform the current European schemes** so that they better support Independent distributors with cultural diversity oriented line-ups.
- **Europa Distribution's lobbying on different topics** (digital, VOD, European audiovisual policy...) allows to always have the distributors' point of view on those issues.

CONCLUSION

It is extremely important to gather in order to share experiences and costs, to gain competitiveness and to represent a political strength. In order to achieve these objectives, every network needs someone to coordinate and represent.



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