

### STITCHES

ŠAVOVI  
RS - 105'

Director: **Miroslav Terzic**  
Cast: **Snezana Bogdanovic, Marko Bacovic**

Stitches takes place in contemporary Belgrade, 18 years after a young seamstress was coldly informed of her newborn's sudden death. She still believes the infant was stolen from her. Dismissed by others as paranoid and with a mother's determination she summons the strength for one last battle to uncover the truth.

Sales: Cercamon  
Festivals: Berlin (Panorama, Europa Cinemas Label), Belgrade, Zurich



### HONEYLAND

MK - 87'

Directors: **Ljubomir Stefanov and Tamara Kotevska**  
Documentary film

In Macedonia. When greed compels men to break the Beekeepers' basic rule (take half of the honey, but leave half to the bees), the last female beehunter in Europe must save the swarm and restore natural balance.

Sales: Deckert Distribution  
Festivals: Sundance (3 Awards), Visions du Réel, Docs Against Gravity (4 Awards), Sarajevo, Camerimage



### SCANDINAVIAN SILENCE

SKANDINAAVIA VAIKUS  
EE - 80'

Director: **Martti Helde**  
Cast: **Rea Lest, Reimo Sagor**

A brother and sister set out across a silent winter landscape. This minimalist study of a difficult sibling relationship presents three versions of the same story, asking whether time can heal the wounds of the past. "The viewer is not only engaged throughout the story by the impressive camera work and outstanding music, but also by the pure cinematic approach, powerful script and original narrative." (EC Jury)

Sales: Three Brothers - elina.litvinova@gmail.com  
Festivals: Karlovy Vary (Europa Cinemas Label)



### SYSTEM CRASHER

SYSTEM SPRENGER  
DE - 118'

Director: **Nora Fingscheidt**  
Cast: **Helena Zengel, Albrecht Abraham Schuch**

She is small, but dangerous. Wherever Benni ends up, she is immediately expelled. The wild 9-year-old girl has already become a "system crasher". And she is certainly not looking to change her ways. Because Benni has one single goal: to be back at home with her mommy! But Bianca is scared of her own daughter. When child protection services hire an anger management trailer, suddenly there is a seed of hope.

Sales: Beta Cinema  
Festivals: Berlinale (Alfred-Bauer Award), Sofia (Best Director)



### CORPUS CHRISTI

PL - 115'

Director: **Jan Komasa**  
Cast: **Bartosz Bielenia, Eliza Rycembel**

"An enticing mix of the tragic and the funny, the film is driven by a striking central performance by Bartosz Bielenia as the charismatic Daniel, a young offender who sees priesthood as a route out of his criminal ways. When he is sent out to work in a factory, he escapes to the local village and decides to pass himself off as a priest." (EC jury)

Sales: New Europe Film Sales  
Festivals: Giornate degli Autori (Europa Cinemas Label), Toronto, Hamburg, London



### COLLECTIVE

COLECTIV  
RO - 109'

Director: **Alexander Nanau**  
Documentary Film

In 2015, a fire at Bucharest's Colectiv club leaves 27 dead. Soon, more burn victims begin dying in hospitals from wounds that were not life-threatening. Then a doctor blows the whistle to a team of investigative journalists. One revelation leads to another as the journalists start to uncover a vast health care fraud.

Sales: Cinephil  
Festivals: Venice, Toronto, Zurich (Best Doc), La Rochesur-Yon (Special Prize)



### FOR SAMA

GB - 100'

Directors: **Waad Al-Khateab, Edward Watts**  
Documentary Film

A love letter from a young mother to her daughter, the film tells the story of Waad al-Kateab's life through five years of the uprising in Aleppo, Syria as she falls in love, gets married and gives birth to Sama, all while a cataclysmic conflict rises around her.

Sales: Outlook Filmsales  
Festivals: Cannes (Best Doc), SXSW (Audience and Grand Jury Awards for Best Doc), Munich, Galway, Zurich



### THAT PÄRT FEELING

NL - 75'

Director: **Paul Hegeman**  
Documentary Film

Arvo Pärt is the most performed living composer in the world. We get to know him as a composer combining an incredible sensitivity with humour and energy in his work.

Sales: Berta Film  
Festivals: ZagrebDox

### & DUTCH ANGLE: CHAS GERRETSEN & APOCALYPSE NOW

NL - 32'  
Director: **Baris Azman**  
Short Documentary Film

Former war photographer, Charles 'Chas' Gerretsen was invited by Coppola to capture everything on the set of Apocalypse Now.

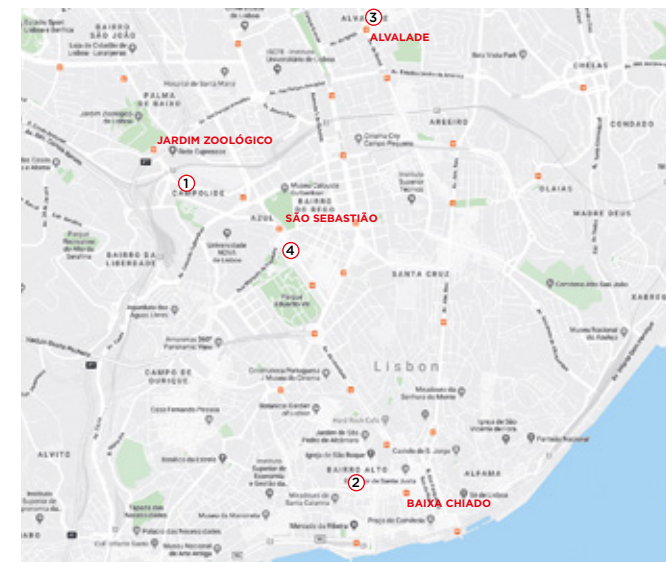
Sales: Kino Rotterdam  
Festival: Il Cinema Ritrovato

Special screening in the presence of Paul Hegeman & Baris Azman

## USEFUL CONTACTS & ADDRESSES

Europa Cinemas mobile +33 7 81 38 34 45  
(only in case of emergency)

- 1 Hotel Corinthia Lisbon +351 21 723 6300  
Av. Columbano Bordalo Pinheiro 105, Lisbon
- 2 Cinema Ideal  
Rua do Loreto 15, Lisbon
- 3 Cinema City Alvalade  
Av. de Roma 100, Lisbon
- 4 UCI Cinemas (by El Corte Ingles)  
Av. António Augusto de Aguiar 31, Lisbon



### ALICE AND THE MAYOR

ALICE ET LE MAIRE  
FR - 104'

Director: **Nicolas Pariser**  
Cast: **Fabrice Luchini, Anaïs Demoustier**

The mayor of Lyon is in a bad way. He has run out of ideas. After thirty years in politics, he feels empty. To solve this problem, his team decides to hire a brilliant young philosopher, Alice Heimann. A dialogue between Alice and the mayor unfolds, bringing them together and shaking their certainties.

Sales: Bac Films  
Festivals: Directors' Fortnight (Europa Cinemas Label), Helsinki, Busan



### MATERNAL

IT - 91'

Director: **Maura Delpero**  
Cast: **Lidiya Liberman, Denise Carrizo**

Lu is a disruptive, rebellious teenage mother. She lives with her daughter Nina in a women's refuge run by a group of nuns in Buenos Aires. The arrival of Paola, a sympathetic Italian nun who takes a shine to Nina, coincides with Lu going missing. "We were moved by this vibrant yet tender depiction of the universal theme of motherhood." (EC Jury)

Sales: Charades  
Festivals: Locarno (Europa Cinemas Label), London



### MOTHERLAND

GIMTINE  
LT - 96'

Director: **Tomas Vengris**  
Cast: **Matas Metlevski, Severija Janusauskaite**

Shortly after the fall of the USSR, 12-year-old Kovas travels to his mother's homeland for the first time. It has been 20 years since Viktorija escaped Lithuania. She now returns with her son to reclaim her beloved family estate. "Told through the eyes of the child, this is an impressive feature debut which explores ideas of cultural identity and legacy." (Screendaily)

Sales: Alpha Violet  
Festivals: Busan



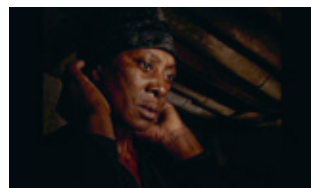
### PROXIMA

FR - 107'

Director: **Alice Winocour**  
Cast: **Eva Green, Matt Dillon, Zélie Boulant-Lemesle**

Sarah is a French astronaut training at the European Space Agency. She lives alone with her seven-year-old daughter and feels guilty about not being able to spend more time with her. When Sarah is chosen to join the crew of a year-long space mission called Proxima, it creates chaos in the mother-daughter relationship.

Sales: Pathé International  
Festivals: Toronto, San Sebastian (Special Jury Prize), Taipei



### VITALINA VARELA

PT - 124'

Director: **Pedro Costa**  
Cast: **Vitalina Varela, Ventura, Manuel Tavares Almeida**

Vitalina Varela, a 55-year-old woman from Cape Verde, arrives in Lisbon three days after her husband's funeral. She's been waiting for her plane ticket for more than 25 years. She navigates her way through Lisbon, following the scanty physical traces her deceased husband left behind and discovering his secret, illicit life.

Sales: Pedro Costa  
Festivals: Locarno (Golden Leopard, Best Actress), Toronto, La Roche-sur-Yon (Grand Prix), London, Busan, Vienna



### BAIT

GB - 89'

Director: **Mark Jenkin**  
Cast: **Edward Rowe, Simon Shepherd, Mary Woodvine**

Martin is a fisherman without a boat, since his brother started using it for far more lucrative tours. They've sold the family cottage and now it seems the final battle to be fought is that with the new owners over the parking space next to the sea. Yet the situation soon gets out of hand. BAIT is a B&W film shot on hand-processed 16mm.

Sales: The Festival Agency  
Festivals: Berlin (Forum), New Horizons (Grand Prize, Audience Award), Crossing Europe, Helsinki

## EUROPEAN FILM PREVIEWS

### THURSDAY 21 NOVEMBER 2019

#### Cinema Ideal

11.30am	Collective
1.30pm	Proxima
3.30pm	Vitalina Varela
5.45pm	Collective
7.45pm	That Pärt Feeling & Dutch Angle

#### Cinema City Alvalade 2

1.30pm	Stitches
3.30pm	Alice and the Mayor
5.30pm	System Crasher
7.45pm	Corpus Christi

#### Cinema City Alvalade 4

1.00pm	Scandinavian Silence
2.30pm	Maternal
4.15pm	Bait
6.00pm	For Sama
8.00pm	Motherland

### FRIDAY 22 NOVEMBER 2019

#### Cinema Ideal

9.15am	Honeyland
11.00am	Proxima

All films are screened in their original version with English subtitles except Bait (original version in English)

# 21st Europa Cinemas Network Conference

## Lisbon 21-24 November 2019

### Programme & Screening Schedule



EUROPA CINEMAS



# EMPOWERING CINEMA-GOING CULTURE IN A HYPER-CONNECTED WORLD

Corinthia Hotel Lisbon

## THURSDAY 21 NOVEMBER 2019

**11.30am-11.00pm**

**Preview Screenings of 15 European Films**

(Cinemas Alvalade & Ideal)

## FRIDAY 22 NOVEMBER 2019

Participants will be offered the choice of two events:

**9.15am-12.45pm**

**Preview Screenings of 2 European films** (Cinema Ideal)

**9.30-12.30am**

**“Overview and Development Perspectives of European Film Circulation in Portugal”** (Corinthia Hotel)

Presided by **Luis Chaby Vaz** (President, Instituto do Cinema e do Audiovisual, Portugal)

Moderated by **Nuno Fonseca** (International Affairs Advisor, Instituto do Cinema e do Audiovisual, Portugal)

**1.00-2.00pm**

Welcome Coffee (Corinthia Hotel)

**2.00-2.30pm**

**Opening of the 21st Europa Cinemas Network Conference**

**Nico Simon** (President, Europa Cinemas)

**Nuno Artur Silva** (Secretary of State for Cinema, Audiovisual and Media, Ministry of Culture, Portugal)

**Gabriele Bertolli** (Policy Officer, Creative Europe MEDIA, European Commission)

**Claude-Eric Poiroux** (General Director, Europa Cinemas)

**2.30-6.00pm**

**SESSION 1**

**RE-IMAGINING THE CINEMA EXPERIENCE**

(plenary session)

Moderated by **Michael Gubbins** (Partner, Sampo Media, UK)

Panel 1

**2.30-4.00pm**

**Investing in our Future: Innovation, Diversity, Communities**

— *Strategic investments, brand identity and programming choices.*

— *Reshaping cinema spaces, creating places. Building a sustainable and ethical brand*

— *Raising the profile of films and venues through innovative campaigns.*

— *The importance of local cinemas to communities and social cohesion.*

**Valerio Carocci** (President, Association Piccolo America, Italy)

**Ramiro Ledo Cordeiro** (Exhibitor, Numax/Duplex Cinema, Spain)

**Suzanne Bos** (Head of Marketing, Focus Arnhem, Netherlands)

**Pedro Borges** (Exhibitor/Distributor, Cinema IDEAL/Midas Filmes, Portugal)

**4.00-4.30pm**

Coffee Break

**4.30-6.00pm**

Panel 2

**Next Generation of Cinema-goers: More than Just Films**

— *More than just films: meeting the needs of a hyper-social and always-on generation.*

— *Adapting pricing policies: from subscription schemes and flexible reservations to ticket-sharing apps.*

— *Listening to, collaborating with and learning from teenagers to extend the traditional cinematic experience.*

— *Providing opportunities to make and play with content rather than simply consuming it.*

**Penny Mills** (Consultancy Director, The Audience Agency, UK)

**Daniel Sibbers** (Head of Marketing, Yorck Kinogruppe, Germany)

**Jaëla Arian** (Founder of LA RIOT, Rialto, Netherlands)

**Matthieu Bakolas** (Exhibitor, Quai 10, Belgium)

**6.00-6.30pm**

**SESSION 2**

**EUROPA CINEMAS ARTHOUSE TALES: PART 1**

(plenary session)

Moderated by **Madeleine Probst** (Managing Producer, Watershed Cinema, UK)

**7.00-8.30pm**

Dinner (Corinthia Hotel)

**8.30-9.00pm**

Transfer to UCI Cinemas

**9.00-11.30pm**

**Presentation of the Europa Cinemas Awards & Film Preview**

**EUROPA CINEMAS AWARDS 2019**

(UCI Cinemas, Av. António Augusto de Aguiar 31)

**Best Programming**

**Kinodvor** Ljubljana, Slovenia

**Best Young Audience Activity**

**Cinéma Lux** Caen, France

**Café des Images** Hérouville-Saint-Clair, France

**Entrepreneur of the Year**

**Yanaki and Christo Dermendjiev – Lucky Cinema Home**

Plovdiv, Bulgaria

**Film Preview**

*It Must Be Heaven*, Elia Suleiman (EU/2019, 97’)



## SATURDAY 23 NOVEMBER 2019

**9.30am-1.00pm**

**SESSION 3**

**ADAPTING TO THE SHIFTING CINEMA LANDSCAPE**

Choice of 4 workshops

**9.30-11.00am**

Workshop 1

**Smart Data & Smart People**

Moderated by **Michael Gubbins** (Partner, Sampo Media, UK)

— *Big Data vs Smart Data: using data to improve the cinema-going experience.*

— *Making the most of data in a standalone independent cinema.*

— *Turning social media followers into active cinema-goers.*

— *Dynamic membership schemes and ticketing deals.*

**Ben Johnson** (CEO, Gruvi, Denmark)

**Ida Thoren** (Exhibitor, Fyrisbiografen, Sweden)

**Wouter Timmermans & Frank Groot** (Exhibitors, Filmhallen/Kino Rotterdam, Netherlands)

**Oliver Fegan** (CEO, Usheru, Ireland)

**9.30-11.00am**

Workshop 2

**Digital Marketing Strategies: How Do Films and Venues Stand Out and Get Noticed?**

Moderated by **Irene Musumeci** (Film Marketing Manager/Exhibition, Curzon Artificial Eye, UK)

— *Promoting independent films through collaboration: joint exhibitor/distributor campaigns.*

— *Designing experiences for niche audiences on and offline.*

— *Learning from young activists to build awareness on and offline.*

— *From projectionist to influencer: get your team involved in your social media strategy.*

**Marvin Wiechert** (Digital Marketing Manager, Yorck Kinogruppe, Germany)

**Thierry Delpit** (CEO, Cine Society, France)

**Hannah Higginson** (Engagement Producer, Watershed Cinema, UK)

**Irini Siga & Jens Lanestrand** (Exhibitors, Biografcentralen, Sweden)

**11.00-11.30am**

Coffee Break

**11.30am-1.00pm**

Workshop 3

**Making Cinemas More Open, Inclusive and Sustainable**

Moderated by **Irene Musumeci** (Film Marketing Manager/Exhibition, Curzon Artificial Eye, UK)

— *Reaching out to communities that are not yet engaging with your space.*

— *Creating more inclusive spaces and offers.*

— *Optimising spaces: practical design and architectural ideas.*

— *Going green through small steps.*

**Eef De Lombaerde** (Audience Officer, Kunstencentrum BUDA, Belgium)

**Kristofer Woods** (Co-Programmer, Wolf Kino, Germany)

**Jean-Marc Lalo** (Architect, Atelier Architecture Lalo, France)

**Rachel Hayward** (Head of Film, HOME, UK)

**11.30am-1.00pm**

Workshop 4

**Getting Into the Mindset of New Generations**

Moderated by **Michael Gubbins** (Partner, Sampo Media, UK)

— *More than film: targeting younger audiences with new content and experiences.*

— *From small screens to big screens: developing a taste for films on and offline.*

— *Experiments in converting festival-goers into cinema-goers.*

— *Working towards more dynamic relationships with audiences.*

**Mathias Fournier** (Project Coordinator, Cinéma De Contis, France)

**Stefana Dragan** (MUBI Go Coordinator, MUBI, UK)

**Metka Daris** (Director, Kinodvor, Slovenia)

**Greta Akcijonaite** (Coordinator European Film Challenge, Lithuania)

**1.00-2.00pm**

Lunch

**2.00-4.30pm**

**SESSION 4**

**THE FUTURE OF INDEPENDENT FILM IN THE STREAMING ERA**

(plenary session)

Moderated by **Michael Gubbins** (Partner, Sampo Media, UK)

**2.00-3.15pm**

Panel 1

**How Can Cinemas and Streaming Platforms Co-Exist?**

— *Can films without a theatrical release find their audiences?*

— *Does the existing value chain need to be adapted and what is the place of cinema?*

— *Do film festivals represent a new release and business model for independent films?*

— *How to guarantee film theatres and audiences access to all films?*

**Dr. Peter Merrington** (Research Associate, University of Glasgow, UK)

**Jakub Duszynski** (Head of Acquisitions, Gutek Films, Poland)

**Mira Staleva** (Exhibitor & Managing Director, Dom Na Kinoto/Sofia International Film Festival, Bulgaria)

**Frédéric Corvez** (Sales Agent & Distributor, Urban Distribution International, France)

**Jon Barrenechea** (VP Marketing, MUBI, UK)

**3.15-4.30pm**

Panel 2

**The Essential Value of Cinema in Film Promotion**

— *Engaging audiences in films and film culture: cinemas as curators and trusted brands.*

— *Exploring the potential to build more dynamic relationships between producers/sales agents & cinemas.*

— *Are there more effective opportunities for cross-promoting films in cinemas and on VOD?*

— *How do cinemas respond to an over-supplied film market?*

**Eduardo Escudero** (Exhibitor & Distributor, A Contracorriente Films, Spain)

**Andrea Occhipinti** (Distributor & Exhibitor, Lucky Red / Circuito Cinema, Italy)

**Daniela Elstner** (Executive Director, Unifrance, France)

**Susan Wendt** (Managing Director, Trustnordisk, Denmark)

**4.30-5.00pm**

**SESSION 5**

**EUROPA CINEMAS ARTHOUSE TALES: PART 2**

(plenary session)

Moderated by **Madeleine Probst** (Managing Producer, Watershed Cinema, UK)

**5.00-5.30pm**

**PREVIEW OF EUROPEAN FILM TRAILERS**

(plenary session)

**5.30-6.30pm**

Get-together: Coffee & Drinks (Corinthia Hotel)

**Also Happening Today...**

The 7th Europa International Conference will take place on Saturday 23 November from 9:30am to 6:30pm at Corinthia Hotel Lisbon and will focus this year on the selective distribution, the Collection Account Management Agreement and the relationships with festivals. Set up in 2011, Europa International gathers 46 sales companies from all over Europe.

## SUNDAY 24 NOVEMBER 2019

**10.00-11.00am**

**SESSION 6**

**OPEN SLOT: CASE STUDIES**

Moderated by **Javier Pachon** (Exhibitor, Cineciutat, Spain)

**11 am-12.00pm**

**SESSION 7**

**SUMMARY OF THE CONFERENCE & NEXT STEPS**

Moderated by **Michael Gubbins** (Partner, Sampo Media, UK)

**12.00-1.00pm**

**Conclusions of the Conference and Future Perspectives**

**Claude-Eric Poiroux** (General Director, Europa Cinemas)

and **Nico Simon** (President, Europa Cinemas)

**1.00-2.00pm**

**Lunch and End of the Conference**

Simultaneous translation: English, French, German, Italian, Spanish (plenary sessions and workshops)  
The speakers' biographies are available online here: <https://europa-cinemas-blog.org/2019/10/30/lisbon-europa-cinemas-network-conference/>

