



**EUROPA – LATINOAMERIKA I. KOPRODUKZIO FOROA
I. FORO DE COPRODUCCIÓN EUROPA – AMÉRICA LATINA
I. EUROPE - LATIN AMERICA CO-PRODUCTION FORUM**



SAN SEBASTIAN INTERNATIONAL FILM FESTIVAL: EUROPE-LATIN AMERICA CO-PRODUCTION FORUM

Historical, cultural and economic factors have seen the San Sebastian Festival grow from strength to strength as one of the most important meeting points between the Latin American and European film worlds thanks to activities like Films in Progress and sections like Horizontes Latinos.

With its eyes set on intensifying these ties and gaining even greater standing as a recognised international platform for relations between the Basque, Latin American and European audiovisual industries, in 2012 the San Sebastian Festival will launch the 1st Europe-Latin American Co-Production Forum.

Intended for projects at the development stage, the Forum is one of the driving forces behind reorganisation of the Festival's industry-related activities (see *APPENDIX*), until now one of the event's pending assignments, today essentially articulated by: Films in Progress, Cinema in Motion and the Co-Production Forum.

The Forum launch is possible thanks to the sponsorship provided by the Basque Government Department of Industry, Innovation, Trade and Tourism and the collaboration and involvement of the major producer's associations and agents in the Basque audiovisual sector.

In addition to these activities, the Industry Club is joint organiser of the Basque Country-Brazil Co-production Meeting and the Lau Haizetara Documentary Co-production Forum and offers services custom built for film industry professionals, like the Film Library, the organisation of presentations, professional meetings, etc.

The Festival therefore assumes a very clear commitment to work with the audiovisual industry in the quest to generate new opportunities, promote new talents, boost the production of larger projects and bolster the commercialisation and internationalisation of productions.

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Our goals

- Promote new production opportunities for the film industry, creating a Europe-Latin America Co-production Forum.
- Boost the part played by the San Sebastian Festival as a highly recognised international platform for relations between the European and Latin-American audiovisual industries.
- Foster the development of innovative and larger sized audiovisual projects, favouring a coming together with other industry professionals, sales and funding agents, and strengthening intercontinental co-production and promotion networks.
- Expand audiovisual markets and seek out new business opportunities for the European audiovisual industry in Latin America, where film is experiencing a hugely important economic and creative upsurge.
- Foster cooperation between professionals and establish strategic business alliances (Networking).
- Create a context for exchanging experiences and knowledge with a view to anticipating industry needs, adapting to market changes and identifying new opportunities and innovative trends in contents and technologies (Meetings and Workshops).



With whom

Partners:

Given its size and characteristics, the Festival has no plans to become an industry market; what it does aim to do is promote this initiative and complement internationally consolidated projects to boost San Sebastian Festival's network of strategic partnerships.

In this respect, several film Institutes in Latin America have voiced their interest in this project offering closer links to the European film industry: the Mexican Film Institute (IMCINE), Proimágenes Colombia, Cinema do Brazil and Argentina's National Institute of Cinema and Audiovisual Arts (INCAA).

The Forum, possible thanks to the sponsorship of the Basque Government Department of Industry, Innovation, Commerce and Tourism, also hopes that the film industry itself will build and sustain it. The first highly positive contacts have been made with international producers and distributors, institutions and bodies: EIKEN (Basque Audio – visual Cluster), FAPAE (Spanish Federation of Audiovisual Producers), IBAIA (Association of Independent Audiovisual Production Companies of the Basque Country), EPE-APV (Basque Film Producers Association), Etxepare Basque Institute, Media Antena Euskal Herria and Zineuskadi; the Provincial Council of Gipuzkoa and the Spanish Government, Ibermedia Programme, Film Commissions, etc.

What is the Co-production Forum

Aimed at film professionals, the Co-production Forum is a platform for presenting film projects organised in one-to-one format and pitchings, where 150 professionals from the international industry will discover up to 20 European and Latin American projects previously selected by the San Sebastian Film Festival based on the reports of 3 international experts. European projects should therefore be able to enjoy a fast-track connection with Latin America, whether they seek Latin American co-production, localisation, have Latin American actors or another similar formula.



The Forum will run for two days during the Festival. Project heads will have the opportunity to find strategic, industrial and financial partners to co-produce their projects from among the professional guests. The projects representatives will benefit from a personal agenda ensuring one-to-one meetings with professionals interested in their projects.

Several other complimentary spaces are also available: a room to pitch projects and a space for producers with long-standing experience in the field of international co-productions, who will draw up their own meeting schedule for future projects and more general relations.

Parallel actions

We propose a parallel space to the Forum, a place where meeting, relations and knowledge are the key tools for industry producers and professionals, particularly aimed at youngsters or at those with less experience in co-production networks and the international market.

These activities come in two formats:

A. - Informal meetings (Networking):

The Forum participants can mingle to get to know one another, exchange experiences and address collaboration on future projects at cocktail parties, breakfasts, lunches and dinners. These events may be sponsored by film institutes or bodies and professionals' associations.

B. - Presentations (Workshops):

Articulated into different formats: talks, presentations, case studies, round tables and talks by experts, will give first-hand knowledge of matters key to film production: how to design projects seeking international funding, identify the opportunities lying in technology changes and new formats, the new economic developments in the sector, success stories, how to network, etc.



How does it work

Call:

Call for international audiovisual projects at the development stage. To participate, the online entry form must be completed, a project (of one page) must be presented, a short and a long synopsis, a treatment of 8-12 pages, a developed dialogued sequence, the budget and financing plan, specifying the amount of funding assured (at least 20%) and the amount pending. A profile of the production company and the filmographies of the producer and director are also required. These documents must be presented in both English and Spanish.

It will be an advantage if the project is being presented for the first time at a forum, if the production company has already worked on at least one international co-production and if additional documents are presented including earlier works completed by the director.

The projects presented can be fiction films, with a minimum duration of 60 minutes, and transmedia, multiplatform projects, provided that at least 20% of their funding has already been assured.

Selection:

The San Sebastian Festival will select the projects to participate in the Forum based on the reports of three international experts: one from Latin America, one from Spain, and another from anywhere in Europe. The projects will be assessed according to: the artistic quality of the project and the talent of its creator, its viability as an international co-production, its market attraction potential and its experimentation with new formats.

The press-books of the selected projects will be added to a restricted-access online catalogue for professionals pre-registered in the Forum.

The San Sebastian Festival Website will publish the title of the projects selected plus the names of their directors and producers.



Specific conditions:

- Participation is free of charge.
- Once a project has been selected, its producer and/or director will be obliged to attend the Forum being recommended the attendance of both.
- The Film Festival will ask the producers of the selected projects, once the productions have been completed, to include in their credits the Festival logo and the phrase: “[Film title] participated in the I. San Sebastian Festival Co-production Forum”.

What do we expect

- To consolidate the San Sebastian Festival as a reference platform and meeting ground for the European and Latin American film worlds in order to boost the European and Latin American audiovisual industries as well as Spanish in general and Basque in particular, and therefore increase inter-continental co-productions.
- That the Co-production Forum will become a catalyst within the audiovisual industry, fostering strategic agreements and partnerships for cooperation in co-producing projects and for the distribution and promotion of films at international level.
- To foster synergies and networking between European and Latin American professionals. Both film worlds will gain in wealth from the exchange of knowledge and experiences.
- To complete and offer integral coverage to audiovisual projects, from training at the Students’ Meeting, continuing with the Co-production Forum for developing projects, Films in Progress at the post-production stage, and ending with the screening of the completed films in sections such as Horizontes Latinos and/or the Official Selection.



APPENDIX: INDUSTRY ENVIRONMENT - SAN SEBASTIAN FILM FESTIVAL

CINEMA IN MOTION 8

In collaboration with the Amiens (France) and Fribourg (Switzerland) international festivals, Cinema in Motion presents films at the end of their filming or at the post-production stage from the African countries and developing Arab countries: Iraq, Jordan, Lebanon, Palestine and Syria. These films and their directors have their own space for meeting industry professionals and film bodies at the San Sebastian Festival.

Cinema in Motion enjoys the support of Casa Árabe-IEAM, Mactari (Mixing studio), Centre National du Cinéma et de l'Image Animée (CNC), Dubai International Film Festival, Titra Film, Fundación Audiovisual de Andalucía and Instituto do Cinema e do Audiovisual (ICA).

FILMS IN PROGRESS 22

This rendezvous organised by the Rencontres Cinémas d'Amérique Latine in Toulouse (France) aims to obtain the completion of Latin American feature films which, though filmed, are having problems with the post-production stage and their subsequent release in cinemas.

A jointly selected programme of Latin American films at the provisional stage is exclusively presented to professionals – producers, distributors and exhibitors, sales companies, TV networks, the technical industry, aid funds, institutions and festivals – able to help these works find their way onto the big screen.

Films in Progress Industry Award (San Sebastian) will be granted by:

Daniel Goldstein S.L., Deluxe Spain, Dolby Iberia S.L., Imasblue, Kodak S.L., Nephilim producciones S.L., No Problem Sonido S.L and Vértigo Films S.A. will assume the post-production of a film until achieving a 35mm copy and its distribution in Spain.

For an estimated equivalent value of €200.000



Films in Progress also enjoys the support of Media Mundus, Programa Ibermedia, CSF (Cinéma Sans Frontières), Instituto Cervantes and contributions from: Caisse Centrale d'Action Sociale (CCAS),

Centre National du Cinéma et de l'Image Animée (CNC), CINÉ+, Cinéfondation, Commune Image, Confédération Internationale des Cinémas d'Art et Essai (CICAIE), Conseil Général de la Haute

Garonne, Conseil Régional Midi-Pyrénées, CROUS de Toulouse, Eaux Vives, École Supérieure d'Audiovisuel (ESAV), EP2C - Postproduction Training Programme, Europa Distribution, Firefly, La Trame, Mactari, Mairie de Toulouse, Marché du film, Signis and TitraTVS.

BASQUE COUNTRY-BRAZIL CO-PRODUCTION MEETING

Meeting organised by the San Sebastian Festival, the Etxepare Basque Institute, Cinema Do Brasil, the Cultural Department of the Ministry of External Relations and ANCINE (Brazilian National Film Board) with contributions from IBAIA (Association of Basque Independent Producers) and EPE-APV (Association of Basque Producers).

The Basque Country and Brazil will study co-production projects at the San Sebastian Festival. Ten Brazilian and 10 or more Basque producers will meet at this co-production event.

The rendezvous, which enjoys contributions from IBAIA and EPE-APV, will take place on a single day during the San Sebastian Festival in the Kursaal. The aim of the event is to improve links with the Brazilian film industry, to study co-production possibilities for the projects presented by producers in both countries, and to explain the aid to co-production offered by the organising institutions.

8 TH "LAU HAIZETARA" DOCUMENTARY CO-PRODUCTION FORUM

The "Lau Haizetara" Co-production Forum is organised by IBAIA (Association of Basque Independent Producers) in co-ordination with the Industry Club.



The main aim of this Forum is to offer a meeting point between audiovisual sector professionals with a view to fostering co-productions of documentaries and improving relations between producers in the European regions.

This activity, exclusively dedicated to documentaries, also includes pitching sessions and an individual meeting agenda to encourage as much discussion as possible on the selected projects.