

# CO|CO

connecting  
cottbus

east-west  
co-production  
market at the  
FilmFestival  
Cottbus  
8.–9. Nov. 2012

[www.connecting-cottbus.de](http://www.connecting-cottbus.de)

**PROGRAMME**

# DOES „THE EAST EUROPEAN CINEMA“ REALLY EXIST?

## DEAR COLLEAGUES,

Does „the East European cinema“ really exist? The projects submitted this year for connecting cottbus are so diverse, and the countries they are coming from so different, that one can hardly speak of „the East European cinema“.

The parameters for the production of films are also extremely different in our participating countries. And yet, there are common denominators: the words „crisis“ and „niche“ – don't you always hear them when people start talking about arthouse cinema? Let's meet to exchange views, now where we have reached rock bottom? Or can we possibly join forces to learn to cope with crises and emerge from them invigorated?

If one analyses the market share of East European films, Eastern Europe is almost universally present in niches.

At the same time, films from Eastern Europe are consistently distinguished by original, authentic stories. By a mixture of subtle humour and a detailed power of observation, by journeys of discovery into an everyday routine full of unpredictabilities, which can be regarded in both a positive and negative sense.

All of the 83 projects from 29 countries, which were submitted to connecting cottbus this year, had this quite specific East European energy. 12 of them were selected by our jury and are complemented by last year's Special Pitch Award winner; strong stories between drama and comedy, which all have what it takes to find partners in Cottbus and mature into competitive films.

This year will again see two prizes being awarded at connecting cottbus: the „coco Best Pitch Award“ and – for the second time this year – the „coco Post Pitch Award“.

Alongside the pitches and the One2One meetings, the framework programme with panel discussions and workshops has developed into the second key pillar of connecting cottbus. On the one hand, discussion centres on information about the (East) European film funding landscape and its relevance for structuring co-productions, while other panels and workshops discuss the chances for improving the presence of East European cinema on the international market. Distribution and marketing strategies are to the fore – how can one reduce the distance between the film and its target audience? How can one reach new audiences? In spite of many debates, these are, in essence, still unanswered questions which we would like to analyse from a specifically East European perspective.

We would like to express our heartfelt gratitude to our supporters and partners, who have felt a strong bond with us over many years and have not only supported connecting cottbus financially, but also in words and deeds, as well as to our new partners who enrich our work with new aspects. We are looking forward to two days full of interesting stories, plucky pitches, inspiring conversations, honest discussions and new contacts.

The connecting cottbus team

## TUESDAY, 6<sup>TH</sup> NOVEMBER 2012

### PITCHING PREPARATION

- 13:00 **One2One Coaching** (by appointment)  
19:00 **Opening of the 22st FilmFestival Cottbus** (by festival invitation only)

## WEDNESDAY, 7<sup>TH</sup> NOVEMBER 2012

### PITCHING PREPARATION

- 10:00 **One2One Coaching** (by appointment)  
14:30 **Film Funding in Germany and Europe**  
Moderation: Martin J. Blaney  
Guests: Petra Kashmiry (FFA / Eurimages),  
Brigitta Manthey (Medienboard Berlin-Brandenburg),  
Dana Messerschmidt (MDM),  
Susanne Schmitt (MEDIA Antenna Berlin-Brandenburg)  
16:00 **Workshop: How to talk potential partners into your project**  
Katriel Schory, Israel Film Fund  
18:00 **Workshop: Budgeting and workflow of digital post-production**  
Rebekka Garrido and David Steinberger, The Post Republic  
20:00 **Get-Together** – hosted by MEDIA Antenna Berlin-Brandenburg

## THURSDAY, 8<sup>TH</sup> NOVEMBER 2012

- 10:30 **Official Opening**  
10:45 **Panel: Funding News**  
Moderation: Simone Baumann  
Guests: Magalie Armand (CNC),  
Brigitta Manthey (Medienboard Berlin-Brandenburg),  
Anastasia Pavlovich (Russian Cinema Fund),  
Orsolya Benko (Hungarian Film Fund, tbc)  
12:00 **Introduction of Participants with Projects**  
12:15 **Networking Lunch** (by invitation only)  
13:30 **Pitching I**  
14:45 **Coffee Break**  
15:15 **Pitching II**  
16:30 **Coffee Break**  
17:00 **Pitching III**  
18:00 **Voting for the coco Best Pitch Award 2012 /**  
Make your Dates for the One2One-Meetings  
20:00 **Networking Reception** – hosted by Medienboard Berlin-Brandenburg  
and MDM; **Presentation of the winners:** coco Best Pitch Award  
and coco Post Pitch Award



## FRIDAY, 9<sup>TH</sup> NOVEMBER 2012

- 09:00 **One2One-Meetings I**  
09:30 **Expert Talk: Music in film – whose rights, which rights, alternatives**  
Moderation: Bernd Buder  
Guests: Corinna Poeszus (Universal Publishing Production Music GmbH),  
Pavel Bercik (Evolution Films)  
10:45 **Coffee Break**, with a presentation of the Krakow Film Commission  
11:00 **Panel: A Practical Guide to VoD**  
Requirements, revenues and potential pitfalls  
Moderation: Bernd Buder  
Guests: Karin Baur (Good Movies), Vincent Lucassen (Under the Milky Way),  
Guillaume de Seille (Arizona Films)  
12:15 **Workshop: Targeting and Marketing**  
Moderation: Martina Bleis  
12:20 **One2One-Meetings II**  
13:30 **Networking Lunch**  
14:30 **Focus coco: Previous coco Projects in Progress**  
Moderation: Martin J. Blaney  
15:20 **One2One-Meetings III**



# THREE PITCH AWARDS

## COCO BEST PITCH AWARD

This year will see 13 creative teams from 12 countries vying with one another at the annual project pitching forum to attract the interest of financiers, potential co-producers and TV commissioning editors for their projects. It is already a good tradition: the professional audience at the forum will then vote for the most convincing presentation of a new project. The producer and director (or screenwriter) receive the € 1,500 coco Best Pitch Award during the networking reception which is jointly hosted by Medienboard Berlin-Brandenburg and Mitteldeutsche Medienförderung and held in Cottbus' Zelig Restaurant to round off this year's pitching session.

## COCO SPECIAL PITCH AWARD

Winning the Main Prize of FilmFestival Cottbus is connected each year with the connecting cottbus Special Pitch Award. This prize has now proven to be a particularly innovative link between the film festival and the market: in 2011, the Russian director Angelina Nikonova won the Main Prize of FilmFestival Cottbus with TWILIGHT PORTRAIT. This year, we welcome her and her producer and main actress, Olga Dihovichnaya, who will also be part of the main jury of the FilmFestival Cottbus, to pitch her new project.

## COCO POST PITCH AWARD

The post-production-company The Post Republic will be donating a colour correction and the production of a DCP for a suitable pitch project. The winner will be chosen by a three-person expert jury. This year, we are honoured that the producer Cedomir Kolar (CIRCUS COLUMBIA, THE LIGHT THIEF, NO MAN'S LAND), Daria Moheb Zandi (commissioning editor at the regional Berlin-Brandenburg broadcaster RBB) and Rebekka Garrido (The Post Republic) agreed to take part in the jury.



**FROM COTTBUS TO THE CARIBBEAN AND  
BACK: THE 22ND FILMFESTIVAL COTTBUS  
IS SHOWING EAST EUROPEAN CINEMA  
AND LOTS MORE**

From 6th to 11th November, the FilmFestival Cottbus will be inviting for the 22nd time to a journey through the world of East European film-making. Three competitions and ten programme sections with over 150 films from 36 countries once again promise diverse and interesting insights!

The >Focus< section sees the FilmFestival Cottbus continuing its cinematic exploration of East European diversity under the leit-motif by „Eastern Europe by Religions“ and examines the history as well as today's significance of religious life for our Eastern neighbours. The search for the influences of Eastern Europe on international cinema sends the >globalEAST< section this year as far as Spain, South America and the Caribbean region: unusual and fascinating insights into the cinematic connections between the East European and Ibero-American cinema are presented here for the first time. In anticipation of Croatia's accession to the EU next year, the festival will stage a >Special< addressing the more recent development of this country. This year's retrospective will be dedicated in honour of the renowned East German film-maker and film school professor Helke Misselwitz on the occasion of her 65th birthday. Last year's retrospective >Location Lausitz< will be reprised as a regular element in the festival programme and show films that are connected in different ways with the region – whether this be productions by authors from the Lausitz, films about the Lausitz or works made in the Lausitz region. Moreover, a varied supporting programme with readings, film talks, workshops, and exhibitions as well as live concerts and parties will also have plenty to offer besides the screenings in the cinemas.

**SELECTED FILMS IN THE FESTIVAL  
PROGRAMME**

The festival programme includes a selection of films which have been produced or directed by participants of connecting cottbus: Pavel Bercik, Benny Drechsel, Rusudan Glurjidge and Jiri Konecny are among those who have works programmed for the FilmFestival Cottbus this year. Additional information can be found on the festival website: [www.filmfestivalcottbus.de](http://www.filmfestivalcottbus.de)

presented by **Raimo Joerand** of the Estonian Film Commission:

Tuesday, 6th November 2012, 21:30 | Kammerbühne

Thursday, 8th November 2012, 10:00 | Kammerbühne

**NARROW IS THE GATE**

Estonia 2002 | 65 min

**THIS IS THE DAY**

Estonia 2011 | 65 min

**Rasa Miskinyte**, Era Film (Producer)

Wednesday, 7th November 2012, 10:00 | Kammerbühne

Saturday, 10th November 2012, 15:30 | Obenkino

**DREAMING THE PATH**

Lithuania 2012 | 84 min

**Goran Radovanovic**, Nama Film (Producer and Director)

Wednesday, 7th November 2012, 14:30 | Kammerbühne

Saturday, 10th November, 13:00 | Obenkino

**WITH FIDEL WHATEVER HAPPENS**

Serbia, Cuba 2011 | 48 min

**Jiri Konecny**, endorfilm (Producer)

Wednesday, 7th November 2012, 19:00 | Glad-House-Saal

Friday, 9th November 2012, 21:00 | Obenkino

**MADE IN ASH**

Slovakia, Czech Republic 2012 | 79 min

**Christina Hadjicharalambous, Radoslav Pavkovic**, Super Films  
(Co-Producers and Directors)

Wednesday, 7th November 2012, 21:30 | Obenkino Fokus

Friday, 9th November 2012, 22:30 | Kammerbühne

**LOVELESS ZORITSA**

Serbia, Poland, Cyprus, Greece 2011 | 80 min

**Julita Swiercz Wieczynska** (Producer)

Wednesday, 7th November, 21:30 | Kammerbühne

**POPIELUSZKO – FREEDOM IS WITHIN US**

Poland 2009 | 108 min

**Benny Drechsel**, Rohfilm (Co-Producer)

Wednesday, 7th November 2012, 22:00 | Stadthalle

Thursday, 8th November 2012, 10:00 | Weltspiegel

**DJECA – CHILDREN OF SARAJEVO**

Bosnia-Herzegovina, Germany, France, Turkey 2012 | 87 min

**Pavel Bercik**, Evolution Films (Co-Producer)

Thursday, 8th November 2012, 17:00 | Weltspiegel

**YUMA**

Poland, Czech Republic 2012 | 103 min

**Besnik Krapic**, Circle Production (Producer)

Friday, 9th November, 22:00 | Weltspiegel

(as a part of the 'Long Night of the Shorts II')

**SHKURTA**

Kosovo 2011 | 20 min.

**Madara Melberga**, FA Filma (Producer)

Saturday, 10th November 2012, 12:00 | Stadthalle

**KOLKA COOL**

Latvia 2011 | 90 min

**Rusudan Glurjidze**, Cinetech (Co-Producer)

Saturday, 10th November 2012, 14:00 | Stadthalle

**CHAIKA**

Spain, Georgia, Russia 2012 | 115 min



## ADDITIONAL INFORMATION

### Video Screenings

This year will also see us offering the participants of connecting cottbus the chance to use the video screening facilities in the conference hotel. Completed films or work in progress can be presented to interested co-production partners and participants here as a backup to the One20ne Meetings. For reservations, please contact a member of the connecting cottbus team.

### WLAN, Internet & Co

We will again have computers with internet access provided for our guests on the Conference Floor of the Lindner Congress Hotel. A password protected wireless network can be used free of charge on the Conference Floor, in the hotel lobby and at the festival's Guest Centre.

### Festival Club of FilmFestival Cottbus

The FestivalClub will be based this year at the freshly renovated Glad-House which also houses two screening venues, the Main Hall and Obenkino. This is where professional guests can talk shop, and the audience can chill out and give its square eyes a rest. And there'll also be something here for your ears: the SHOTGUN CHAMBER TRIO will be presenting music that recalls old film music melodies and reworks them with original compositions. Their roots are somewhere between East European jazz, Italian Spaghetti Western music, and blues.

## FUNDING PARTNERS

### MEDIENBOARD BERLIN-BRANDENBURG GMBH

**medienboard**  
Berlin-Brandenburg GmbH

The MEDIENBOARD BERLIN-BRANDENBURG (MBB) is the central institution for film funding and media-related issues in Berlin and Brandenburg. MEDIENBOARD is a publically funded institution and supports films and film-related projects in the categories of script development, project development, package promotion, production, distribution and sales, and other activities. Most of the budget is dedicated to production funding. The film fund is increased through co-operative partnerships with major German broadcasters. Additionally MEDIENBOARD offers special programs for development funding geared to projects in co-production with Poland, Russia and Turkey.

Medienboard Berlin-Brandenburg GmbH

August-Bebel-Straße 26-53 | 14482 Potsdam-Babelsberg | Germany

fon: + 49 331 743870 | fax: + 49 331 7438799

info@medienboard.de | www.medienboard.de

### MEDIA PROGRAMME

**MEDIA**   
EUROPE LOVES CINEMA

MEDIA 2007 is a programme of the European Union for the advancement of audio-visual industry in the 32 member states. Support is channelled through it for the areas of development, distribution, sales, promotion, festivals and training. The programme MEDIA Mundus, which has been recently launched, is co-financing activities with countries outside the EU – in the field of promotion, training and distribution.

MEDIA Programme / European Commission

European Commission, MAD018/68 | 1049 Brussels | Belgium

Address for visitors:

Madou Plaza, Place Madou, n° 1 | 1210 Bruxelles | Belgium

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eac-media@ec.europa.eu | www.ec.europa.eu

### MITTELDEUTSCHE MEDIENFÖRDERUNG GMBH

**mdm** Mitteldeutsche  
Medienförderung

As the Central German regional film funding body the Mitteldeutsche Medienförderung supports economically interesting media productions from preparation through production to distribution and presentation of all film, television and other audio-visual media productions.

The funding aims at the strengthening of the audio-visual culture and industry in Saxony, Saxony-Anhalt and Thuringia and thus contributes to the strengthening of the film- and media sector in Germany and Europe.

Mitteldeutsche Medienförderung GmbH

Hainstraße 17-19 | 04109 Leipzig | Germany

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## AWARD SPONSOR

### THE POST REPUBLIC GMBH

**THE POST  
REPUBLIC**

THE POST REPUBLIC is a full service postproduction facility offering the full range of 2D and 3D post-production processes. Located in Berlin and Halle, we combine highly skilled professionals with the very best quality equipment.

The Post Republic GmbH

Schlesische Str. 20 | 10997 Berlin | Germany

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The Post Republic Halle GmbH

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## UNIVERSAL PUBLISHING PRODUCTION MUSIC GMBH

With a diverse and comprehensive portfolio of 4,500 CDs of UMPG-owned repertoire encompassing over 70,000 titles from over 25 different labels, UNIVERSAL PUBLISHING PRODUCTION MUSIC is the leading production music group in the world. Our roster of writers is equally diverse including the legendary Hal David, Chuck D of Public Enemy, Michael Nyman, Matt Hales of Aqualung, The Herbaliser and Ennio Morricone ensuring authenticity and quality in all areas of production. We continue to work with the established composers that have become the industry favourites. We offer a full music supervision service to our clients. We provide free music searches, bespoke music edits, UniQ compilations, re-versioning and commissioned music.

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## MEDIA ANTENNA BERLIN-BRANDENBURG

The MEDIA Antenna Berlin-Brandenburg is one of the four German information offices for the European MEDIA Programme. As a contact point for media professionals mainly based in Berlin-Brandenburg and Central Germany we advise on funding possibilities and offer assistance with funding applications. In collaboration with international partners our office also organizes networking events to support international cooperation amongst media professionals.

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## 4TH MOSCOW BUSINESS SQUARE

MOSCOW BUSINESS SQUARE is a business platform of Moscow International Film Festival. MOSCOW BUSINESS SQUARE is aiming at developing the international cooperation in co-production and distribution of audiovisual content, as well as at increasing the access of foreign companies to Russian Film and TV market. In 2012, more than 400 producers, distributors and other specialists from more than 30 countries visited MOSCOW BUSINESS SQUARE. The main event of MOSCOW BUSINESS SQUARE is one of the largest coproduction markets in CIS, the Baltic Countries and Georgia-Moscow Co-production Forum. The 4th edition will take place in June 2013.

Moscow Business Square  
fon: +7 903 666 7 444 | forummoscow@gmail.com | <http://www.mbsquare.com>

## ACE

Created in 1993, ACE is an organisation dedicated to helping European producers to co-produce with other countries. Every year the organisation selects 16 professionals, who have proved themselves in their respective countries, to participate in its annual programme. ACE offers unique expertise in the fields of script development, project financing and film marketing. Our consultants include leading international sales agents, managers of European funds, and the most experienced members of ACE's own network of producers. Participants thus have the opportunity to join a prestigious club that meets at all the major festivals and markets. Already well established in Europe, ACE recently began to welcome non-EU producers and has designed a special programme for them. The association now also organises workshops outside Europe, looking for new talents and new markets in Asia and Latin America. Reflecting their creativity and dynamism, ACE producers are frequently featured among the award winners in Cannes, Berlin and Venice, at the Oscars, Césars, European Film Awards, and so on.

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## CINELINK

CineLink, the backbone of the Sarajevo Film Festival's Industry Section, is a development and financing platform for carefully selected feature projects from Southeast Europe suited for European co-production.

Its activities are spread throughout the year and its aim is to provide a platform designed to meet the current needs and expectations of Southeast Europe's film industry in reshaping. CineLink is attended by around 500 industry professionals from across Europe and presents in total around 25 carefully selected projects open for co-production, as well as workshops, networking opportunities and a major regional forum in collaboration with Screen International.

With an average conversion rate of its selected projects from development to production at 60% over the past decade, CineLink has grown into one of the most successful development and financing platforms in Europe. With its CineLink, CineLink Plus and Work in Progress sections it caters for projects in all stages of development, as well as projects in production and postproduction. CineLink also offers an awards fund of over 160,000 Euros in cash and services. The next edition of CineLink will take place from 21st-24th August 2013.

CineLink – Sarajevo Film Festival

Zelenih Beretki 12/1 | 71000 Sarajevo | Bosnia and Herzegovina

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contact: Jovan Marjanovic, joja@sff.ba | www.sff.ba



## NIPKOW PROGRAMM

The Nipkow Programm, launched in Berlin in 1992, is a fellowship programme, designed to assist film and television professionals from all over Europe to expand their contacts and working experience. By supporting a new up-and-coming generation of film and media talents, Nipkow aims at strengthening future European collaborations in the media and film sector.

Nipkow Programm e.V.

Kurfürstendamm 225 | 10719 Berlin | Germany

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nipkow-programm@t-online.de | www.nipkow.de



## EAVE

EAVE is a leading training, development and networking organization for producers primarily funded by MEDIA, MEDIA Mundus and the Luxembourg Film Fund. In addition to the well-known European Producers Workshop, which has been running since 1988, EAVE is involved in a variety of programmes for audiovisual producers in Europe, Russia, Latin America, the Arab world and Asia.

EAVE

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eave@eave.org | www.eave.org



## KRAKOW FILM COMMISSION



The KRAKOW FILM COMMISSION is a young but very dynamic structure in the Krakow Festival Office, which has been operating since 2009. We assist in securing rights to locations and streamlining cooperation with city services. The KRAKOW FILM COMMISSION also manages a rich database of specialized companies in the region and a continually updated base of locations in Krakow and Malopolska available online. Our institution has also the possibility of financial support for film productions through the Krakow Film Fund, operated by the Krakow Festival Office. The goal of the Krakow Regional Film Fund is to provide financial support to film productions associated with Krakow and the Malopolska Region that may contribute to the touristic and economic promotion of the region and the building of its positive image. Important factors here are the placement of the plot or the shooting locations, the film's subject and the artists involved in the production. The competition is organized once a year. It is open to all producers: Polish as well as foreign ones, however all the application form must be fulfilled in Polish language.

Krakow Film Commission  
Krakow Festival Office  
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## ORGANIZER

## FILMFESTIVAL COTTBUS GMBH

FilmFestival Cottbus GmbH is the organizer of the FilmFestival Cottbus and the east west co-production market connecting cottbus.

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FilmFestival  
Cottbus  
GmbH

connecting cottbus  
east west co-production market  
at the FilmFestival Cottbus

Organized by  
FilmFestival Cottbus GmbH

Funded by  
Medienboard Berlin-Brandenburg GmbH  
MEDIA Programme  
Mitteldeutsche Medienförderung GmbH

The coco Post Pitch Award is  
sponsored by The Post Republic GmbH.



*connecting cottbus wishes to thank all of its partners and supporters who have greatly contributed to the success of our east west co-production market.*

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