

Brussels, 2 May 2017

Absolute territorial exclusivity is the cornerstone of creativity and investment in European audiovisual works and other protected content - Communication from AV sector representatives across Europe regarding the proposed Regulation on country-of-origin licensing of certain online services by broadcasters.

Dear President Tajani, Dear President Tusk, Dear Prime Minister Muscat, Dear Prime Minister Ratas, Dear Ministers,

As representatives of Europe's world-leading audiovisual sector, we write to highlight our concerns about the impact of erosion of territorial exclusivity on the creativity and investment in original content, which are the foundation of Europe's leadership in cultural diversity and digital content services.

The nearly completed Portability Regulation is a significant pillar in the European Commission's Digital Single Market Strategy. Once this new measure is in place, Europe will have addressed the vast majority of the demand for cross-border access to audiovisual content from its citizens - demand which according to the Commission's Impact Assessment arises primarily when consumers travel within Europe for business, leisure or education.

The process leading to this development is in sharp contrast with the proposed Regulation on country-of-origin licensing of certain online services by broadcasters¹, where the Commission is persistently moving ahead despite significant concerns raised by organisations and individuals representing screen writers, film authors/directors, film and television producers, publishers on physical media and online, distributors, cinemas, broadcasters, platforms, sport right owners and media and entertainment trade unions. These concerns are shared by several Member States.

Indeed, last year, more than 100 organisations and individuals across Europe **urged President Juncker to preserve the integrity of absolute territorial exclusivity and maintain the indispensable market incentives for the film, TV, and sports sectors to create, finance, produce, market and distribute audiovisual content across Europe. The concerns raised in 2016 remain unaddressed by the European Commission. The proposal referenced above leaves considerable uncertainty with regard to the sustainability of financing the development and production of content, distribution business models and the commercial freedom to license of many European content producers, creators and investors to the detriment of cultural diversity, industry growth and, ultimately, European consumers' choice.**

It is worth recalling that in its Digital Single Market Strategy communication adopted on 6 May 2015, the European Commission expressly committed itself to "*respect the value of rights in*

¹ [\(COM\(2016\)594](#).

the audiovisual sector". We commend the French and Spanish Governments in coming together in their communication of 20 February 2017² to uphold the critical value of territorial exclusivity.

The proposed Regulation on country-of-origin licensing of certain online services by broadcasters – based on legacy legislation devised more than two decades ago for a specific technology (satellite) – does not preserve territorial exclusivity with respect to the licensing of audiovisual content. Rather, it will severely erode territorial exclusivity as it would artificially allow certain online TV services such as catch-up TV and simulcasting to become accessible in all Member States on the basis of a single copyright license agreed between a producer and a TV broadcaster in one Member State. The default rule set out in the proposed Regulation amounts to “*buy a license for one Member State, get the rest of the EU for free.*” This has a negative impact on the value of rights in the various distribution channels and territories.

The Commission’s assertion, despite the shortcomings of its Impact Assessment, that the proposed Regulation will only provide for a default rule which private parties would be free to contract around is unfortunately an empty promise. It is highly questionable whether right holders will have the necessary bargaining power to obtain an opt-out from the application of country-of origin licensing. In addition, there is a fundamental interaction between this proposal and the ongoing DG Competition investigation into absolute territorial exclusivity provisions in contracts for the distribution of audiovisual content, as well as DG Competition’s e-commerce sector enquiry. The Commission itself has recently publicly acknowledged this link in several instances, while denying it in other fora. Our concern is that the proposed Regulation’s assurances of commercial freedom to license content is a hollow assertion, especially when DG Competition appears determined to erode this very commercial freedom to license.

Our sector’s concerns are now exacerbated by amendments from some Members of the European Parliament that would further broaden the scope and deepen the severe harm that the proposed Regulation would cause to the film and audiovisual sector in Europe.

Our industry continues to embrace opportunities provided by new technology and improved connectivity in the digital age to meet consumer demand for choice, quality and diversity. As a result, there are a growing number of online audiovisual services available in Europe delivering high quality content to millions of viewers in a manner that caters for culturally and linguistically distinct local audiences. Put simply, consumers have more access to more content, in more ways and on more devices than ever before and this growth will continue. At the same time, the ability to recoup development, production, marketing and distribution costs are challenged both as a result of changes in consumption patterns and ongoing illegal access and services.

We would like to recall that our collective sectors employ more than 1,000,000 people across the EU, generate more than €97bn a year and offer culturally diverse, high-quality content and entertainment on more than 3,000 VOD services available to European citizens³.

We strongly advise against measures that further threaten cultural diversity, growth and sustainable jobs for creative talent and skilled workers, as well as future investments in the audiovisual sector in Europe.

² [Joint Declaration](#) of the French Republic and Kingdom of Spain on: A European Strategy for Culture in the Digital Age and in the context of the reform of Intellectual Property, 20 February 2017 (Malaga).

³ [O&O/Oxera: The impact of cross-border access to audiovisual content on EU consumers \(2016\)](#).

At this critical stage of the legislative process, and in light of the requirements of the Better Legislation Guidelines, we therefore respectfully urge the European Parliament and the Council of the European Union to reject and abandon the Commission's proposed application of country-of-origin licensing which undermines the entire audiovisual eco-system in Europe.

We thank you for your consideration.

Yours sincerely.

CC: President Juncker, President of the European Commission

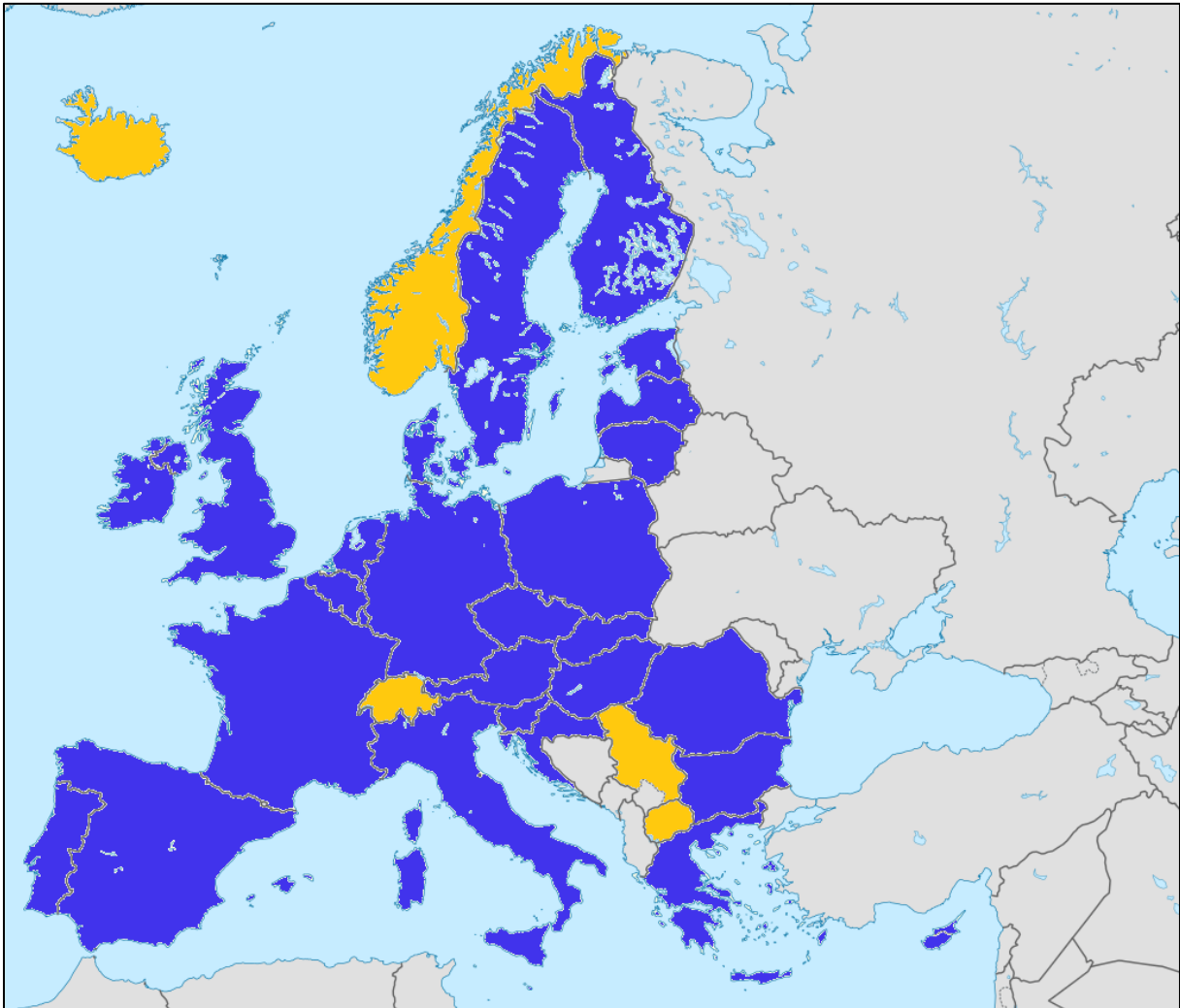
CC: Permanent and Deputy Permanent Representatives of the Member States to the EU

CC: Chairs of political groups in the European Parliament

CC: Rapporteurs and shadow rapporteurs in the JURI, IMCO, CULT, and ITRE committees in the European Parliament

CC: Participants to the Competitiveness Council

The geographical coverage of the letter



In blue, the 28 EU Member States, in yellow additional European countries.

411 signatories
in alphabetical order by name / organisation / company

Tamara Babun	
<i>Independent producer</i>	Croatia
Tudor Giurgiu	
<i>Independent director</i>	Romania
Laurence Gornall	
<i>Independent distributor</i>	United Kingdom
Reinhard Klooss	
<i>Author, Producer, Director</i>	Germany
Gudrun Ruzicková-Steiner	
<i>Producer</i>	Germany
Kamran Sardan Khan	
<i>Independent producer</i>	Germany
Vanja Sremac	
<i>Independent producer</i>	Croatia
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<i>Stefano Sardo, President</i>	Italy
23/5 Filmproduktion GmbH	
<i>Britta Knöller, Producer & Managing Partner</i>	Germany
<i>Hans-Christian Schmid, Author & Producer</i>	
27 Films Production	
<i>Oliver Damian, Producer & Managing Director</i>	Germany
3D2D	
<i>Lado Skorin, CEO</i>	Croatia
A Contracorriente Films	
<i>Adolfo Blanco, Founder & CEO</i>	Spain
<i>Eduardo Escudero, Partner & Legal Representative</i>	
A Private view	
<i>Dries Phlypo, CEO & Producer</i>	Belgium
Abbey Home Media	
<i>Anne Miles, Managing Director</i>	United Kingdom
Ad Vitam Distribution	
<i>Pierre-François Piet, CFO</i>	France
<i>Arthur Hallereau, Head of Marketing</i>	
Aerofilms s.r.o.	
<i>Radim Habartik, Head of Finance</i>	Czech Republic
AG Kino – Gilde deutscher Filmkunsttheater e.V.	
<i>Christian Bräuer, Chairman</i>	Germany

Agence Nationale de Gestion des Œuvres Audiovisuelles (ANGOA)	
<i>Idzard Van der Puyl, Délégué Général</i>	France
Agora Films sàrl	
<i>Laurent Dutoit, CEO</i>	Switzerland
Alambique	
<i>Luis Apolinario, Manager</i>	Portugal
Alamode Filmdistribution oHG	
<i>Fabien Arseguel, CEO & Partner</i> <i>Tobias Lehmann, Managing Director</i>	Germany
Alexandra Film & Fork Film Animation Studio	
<i>Marianne Ostrat, Producer</i>	Estonia
Allianz Deutscher Produzenten – Film & Fernsehen	
<i>Alexander Thies, Chairman</i> <i>Uli Aselmann, Chairman of Cinema Board Section</i> <i>Mathias Schwarz, Director of International, Service & Law - Head of Section, Cinema and Animation</i>	Germany
Amazing Production	
<i>Petra Ondřejková, CEO</i>	Czech Republic
AMC Europe / Odeon Cinemas Group	
<i>Mark Way, President & Managing Director</i>	United Kingdom
AMOUR FOU Vienna GmbH & AMOUR FOU Luxembourg	
<i>Alexander Dumreicher-Ivanceanu, Producer & Managing Director</i> <i>Bady Minck, Producer & Managing Director</i>	Austria & Luxembourg
Amrion	
<i>Riina Sildos, Producer</i>	Estonia
Amstelfilm	
<i>Fleur Dopheide, Marketing & PR Manager</i>	The Netherlands
Angel Films A/S	
<i>Peter Sølvsten Thomsen, Head of Distribution</i>	Denmark
Animation Europe	
<i>Philippe Alessandri, President</i>	France
Animation People	
<i>Michal Podhradský, Partner</i>	Czech Republic
Arena Film	
<i>Ulrik Bolt Jorgensen, CEO & Producer</i>	Denmark
ARP Sélection	
<i>Eric Vicente, Acquisitions Consultant</i>	France
Arrow Film Distributors	
<i>Alex Agran, CEO</i>	United Kingdom
Ars séptima	
<i>Lidija Ivanda, CEO & Producer</i>	Croatia

Arsenal Filmverleih GmbH	
<i>Egon Nieser, Head of Distribution</i>	Germany
Art Fest Ltd	
<i>Mira Staleva, Managing Director</i>	Bulgaria
Artbox	
<i>Kestutis Drazdauskas, Producer</i>	Lithuania
Arthaus - Stiftelsen for filmkunst	
<i>Svend Bolstad Jensen, CEO</i>	Norway
Asociace animovaného filmu / Association of Czech Animation	
<i>Michal Podhradský, Chairman</i>	Czech Republic
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<i>Vratislav Šlajar, Chairman of the Board</i>	Czech Republic
Asociación de Distribuidores Independientes Cinematográficos (ADICINE)	
<i>Miguel Morales, President</i>	Spain
Asociación Estatal de Cine (AEC)	
<i>Francisco Ramos, President</i>	Spain
Asociación Madrileña Audiovisual (AMA)	
<i>Puy Oria, President</i>	Spain
Associação de Produtores de Cinema e Audiovisual (APCA)	
<i>Pandora Da Cunha Telles, Producer</i>	Portugal
Association Belge des Distributeurs de Films (ABDF/VFDB)	
<i>Anny Schmit, General Manager, Distribution Benelux Belga Films</i>	Belgium
<i>Alexander Vandeputte, Co-CEO, Lumière Publishing</i>	
<i>Maud Van de Velde, Managing Director, 20th Century Fox Film Belgium</i>	
Association Cinématographique Suisse (SKV – ACS)	
<i>Edna Epelbaum, President</i>	Switzerland
Association des Producteurs Indépendants (API)	
<i>Hortense de Labriffe, Secretary General</i>	France
Association of Authors' Agents	
<i>Gordon Wise, Chairman</i>	United Kingdom
Association of Commercial Television in Europe (ACT)	
<i>Grégoire Polad, Director General</i>	
Association of Greek Independent Audiovisual Producers (SAPOE)	
<i>Panos Papahatzis, President</i>	Greece
Associazione Nazionale Esercenti Cinema (ANEC)	
<i>Luigi Cuciniello, President</i>	Italy
Associazione Nazionale Industrie Cinematografiche Audiovisive Multimediali (ANICA)	
<i>Francesco Rutelli, President</i>	Italy
Associazione Produttori Televisivi (APT)	
<i>Chiara Sbarigia, General Director</i>	Italy

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<i>Jose Antonio Félez, Producer</i>	Spain
Atresmedia Cine	
<i>Mercedes Gamero Hoyos, Managing Director</i>	Spain
Autlook Filmsales	
<i>Salma Abdalla, CEO</i>	Austria
Avalon DA	
<i>Stefan Schmitz, Partner</i> <i>Enrique Costa Rios, Distributor</i>	Spain
Avanti Film AB	
<i>Charlotta Denward, CEO</i>	Sweden
Aya Distribution	
<i>Justine Atkinson, Director</i>	United Kingdom
B&T Film GmbH	
<i>Rudi Teichmann, CEO & Producer</i>	Germany
BAC Cinema	
<i>David Grumbach, CEO</i>	Luxembourg
BAC FILMS DISTRIBUTION	
<i>Véronique Crasset, Business Affairs</i>	France
Be for Films	
<i>Pamela Leu, CEO</i>	Belgium
BEA Video – Representing the video industry in Belgium and Luxembourg	
<i>Olivier Maeterlinck, General Manager</i>	Belgium & Luxembourg
BIM Distribuzione	
<i>Antonio Medici, CEO</i>	Italy
Bionaut	
<i>Vratislav Šlajcr, General Manager</i>	Czech Republic
Blue Sky Film Distributor, a.s.	
<i>Josef Barák, Proxy</i>	Czech Republic
Blue Swan Entertainment	
<i>Riccardo Magnoni, CEO</i>	Italy
Bohemia Motion Pictures, a.s.	
<i>Ester Honysová, Chairman of the Board</i>	Czech Republic
Bombay Berlin Filmproduktion	
<i>Katharina Suckale, Producer</i>	Germany
Bonne Pioche Production	
<i>Pascal Guerrin, Managing Director</i>	France
Bontonfilm, a.s.	
<i>Ondřej Kulhánec, Director of Theatrical and Digital Distribution</i>	Czech Republic

Brand New Content AB	
<i>Anders Sundberg, CEO</i>	Sweden
B-Reel films AB	
<i>Fredrik Heinig, CEO</i>	Sweden
Bright Moving Pictures AB	
<i>Börje Hansson, Managing Director</i>	Sweden
British Association for Screen Entertainment (BASE)	
<i>Robert Price, Chairman</i>	United Kingdom
British Film Institute (BFI)	
<i>Amanda Nevill, CEO</i>	United Kingdom
Broadcasting, Entertainment, Communications and Theatre Union (BECTU)	
<i>Gerry Morrissey, Head</i>	United Kingdom
Bundesverband Audiovisuelle Medien e.V. (BVV)	
<i>Joachim Birr, Executive Member of the Board</i>	Germany
Calach Films	
<i>Jesus Gonzalez, Managing Director</i>	Luxembourg
Caligari Film - und Fernsehproduktions GmbH	
<i>Gabriele M. Walther, Founder & Managing Director</i>	Germany
Camera Film	
<i>Kim Foss, CEO</i>	Denmark
Caviar Brussels	
<i>Bo De Group, Head of Film</i>	Belgium
Česká filmová komora (Czech Film Chamber)	
<i>Kateřina Weissová, Chairman of the Board</i>	Czech Republic
C-Films GmbH	
<i>Benjamin Seikel, Producer</i>	Germany
CG Entertainment srl	
<i>Lorenzo Ferrari Ardicini, President</i>	Italy
Cherry Pickers Filmdistributie	
<i>Huub Roelvink, Owner & Managing Director</i> <i>David van Marlen, Sales & Logistics</i>	The Netherlands
Chouchkov Brothers	
<i>Boris Chouchkov, Producer</i>	Bulgaria
Christian Wagner Film	
<i>Christian Wagner, Author, Director & Producer</i>	Germany
Cinéart Nederland B.V.	
<i>Annette Wichmann, Sales Manager TV & New Media</i>	The Netherlands
Cinéart, Belgium & Luxembourg	
<i>Stephan De Potter, Co-CEO</i> <i>Bruno Parent, Marketing Manager</i> <i>Arnaud de Haan, Sales Manager</i>	Belgium & Luxembourg

CinéFile	
<i>Richard Mowe, Director</i> <i>Allison Gardner, Director</i>	United Kingdom
Cinehollywood srl	
<i>Roberto Cepparo, CEO</i>	Italy
Cinelatino ARCALT Rencontres de Toulouse	
<i>Francis Saint-Dizier, President</i> <i>Eva Morsch Kihn, Coordination of the Programmation</i>	France
Cinema Delicatessen	
<i>Anne Vierhout, Managing Director</i>	The Netherlands
Cinema Mondo	
<i>Mika Siltala, CEO & Owner</i> <i>Ville Purjo, Marketing Manager</i>	Finland
Cinemanse	
<i>Hanna Lajunen, Distribution Director</i>	Finland
Cinemart, a.s.	
<i>Aleš Tříška, Member of the Board</i> <i>Aleš Danielis, Member of the Board</i> <i>Marek Jeníček, Member of the Board</i>	Czech Republic & Slovakia
Cinemien / ABC Distribution Rights B.V.	
<i>Babette Wijntjes, CEO</i> <i>Adriënné van den Berg, Sales manager - Digital / TV</i>	The Netherlands
Cineplex Deutschland GmbH & Co. KG	
<i>Kim Ludolf Koch, Managing Director</i>	Germany
Cineplexx International GmbH	
<i>Christof Papousek, CFO & Co-Owner</i>	Austria
Cinevital AG, Cinepel SA, Cinemont SA, Quinnie Ltd	
<i>Edna Epelbaum, CEO</i>	Switzerland
Cineworx GmbH	
<i>Pascal Traechslin, CEO</i> <i>Sara Hesse, Head of Distribution</i>	Switzerland
Cite Films	
<i>Raphael Berdugo, Producer</i>	France
Claussen+Putz Filmproduktion GmbH	
<i>Uli Putz & Jakob Claussen, Producers</i>	Germany
CMS Cinema Management Services GmbH & Co. KG	
<i>Oliver Fock & Stephan Lehmann, Managing Directors</i>	Germany
Coccinelle Film Placement	
<i>Francesca Breccia, Owner</i>	Italy
Cofiloisirs, Film Finance Solutions	
<i>Dominique Malet & Jean-Baptiste Souchier, CEOs</i>	France

Colorado Film	
<i>Alessandro Usai, Producer</i>	Italy
Constantin Film AG	
<i>Martin Moszkowicz, Chairman</i>	Germany
Content Provider	
<i>Katrin Laur, Producer & Director</i>	Estonia
Continental Film d.o.o.	
<i>Robert Berberih, Managing Director</i>	Croatia
Cornelsen Films	
<i>Christopher Cornlesen, Producer</i>	Germany
Crazy Film GmbH	
<i>Phillipp Weinges, Managing Director</i>	Germany
Croatian Association of Independent Producers (HDNP)	
<i>Dario Vince, President</i>	Croatia
Croatian Producers Association (HRUP)	
<i>Boris T. Matić, President</i>	Croatia
Curzon Artificial Eye	
<i>Joseph Kreczak, Theatrical Sales Executive</i> <i>Jonathon Perchal, Head of Legal and Business Affairs</i>	United Kingdom
Cypriot Association for the Protection of Audiovisual Works (CAPAW)	
<i>Kostas Triantafyllides, Chairman</i>	Cyprus
Daniel Zuta Filmproduktion	
<i>Daniel Zuta, Producer</i>	Germany
Danish Video Association (DVA)	
<i>Paw Borregaard, President</i>	Denmark
Danske Biografer	
<i>Kim Pedersen, CEO</i>	Denmark
De Filistijnen	
<i>Bruno Wyndaele, CEO</i>	Belgium
DeMENSEN	
<i>Maurits Lemmens & Raf Uten, Co-CEOs</i>	Belgium
Deutsche Akademie für Fernsehen e.V.	
<i>Gerhardt Schmidt, President</i>	Germany
Deutsche Filmakademie e.V.	
<i>Anne Leppin, Managing Director</i>	Germany
DFL Deutsche Fussball Liga GmbH	
<i>Dr. Holger Blask, Director Audiovisual Rights</i>	Germany
Diaphana	
<i>Michel Saint-Jean, President</i>	France
Dogwoof	
<i>Andy Whittaker, Founder</i>	United Kingdom

DOR FILM Produktionsgesellschaft M.B.H.	
<i>Daniel Krausz, President</i>	Austria
Dramedy Productions	
<i>Filip Bobinski, CEO</i>	Czech Republic
Dreambeliever Pictures Film Produktion GmbH	
<i>Johannes Funke, Producer</i>	Germany
Drei-freunde Filmverleih	
<i>Andreas Baumann, General Manager Marketing & Distribution</i>	Germany
Duplas Avelca	
<i>Sergio Moretti, CEO</i>	Italy
EastWest-Filmdistribution GmbH	
<i>Alexander Wieser, CEO & Co-Founder</i> <i>Yannick Rudynski, Sales and Acquisition Executive</i>	Austria
Egmont	
<i>Steffen Kragh, President & CEO</i>	Denmark
Element Pictures	
<i>Andrew Lowe, Company Director</i>	Ireland
Ellipsis Media International srl	
<i>Flavio Donnini, Managing Director</i>	Italy
Empresas Audiovisuales Españolas (EMPAE)	
<i>Salvador Sepulveda, President</i>	Spain
Enforfilm	
<i>Jiří Konečný, Partner</i>	Czech Republic
English Cinema Haydn	
<i>Christian Dörfler, Managing Director</i>	Austria
Entertainment Retailers Association	
<i>Kim Bayley, Chief Executive</i>	United Kingdom
eOne Films	
<i>Jorge Vázquez, Managing Director</i>	Spain
Epicentre Films	
<i>Daniel Chabannes, CEO</i> <i>Corentin Senechal, Director of Finance</i>	France
EPOE Company for protection of audiovisual works	
<i>George Mihos, Director</i>	Greece
Epo-film produktionsges.m.b.h.	
<i>Jakob Pochlatko, Managing Director</i>	Austria
Equinox Productions	
<i>Nick Rollinger, Managing Director</i>	Luxembourg
Estinfil	
<i>Mati Sepping, Producer & Distributor</i>	Estonia

Estonian National Film Producers Union (ERPÜ)	
<i>Katrin Kissa, Board Member</i>	Estonia
<i>Andrus Raudsalu, Board Member</i>	
<i>Karin Reinberg-Shestakov, Board Member</i>	
Eurocinema	
<i>Yvon Thiec, Délégué général</i>	
Eurocopia	
<i>Idzard Van der Puyl, Secretary General</i>	
Europa Distribution	
<i>Ursula Meier, President of Honor, Director, France</i>	
<i>Christine Eloy, General Manager, Belgium</i>	
Europa International	
<i>Daphné Kapfer, Managing Director</i>	
EuropaCorp TV	
<i>Thomas Anargyros, CEO</i>	France
European Coordination of Independent Producers (CEPI)	
<i>Elena Lai, Secretary General</i>	
European Producers Club (EPC)	
<i>Marco Chimenz, President</i>	
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<i>Carlos Juárez, President</i>	Spain
Evolution Films	
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Fachverband der Kino-, Kultur und Vergnügungsbetriebe (Association of Austrian Cinema Exhibitors & Showmen)	
<i>Mag. Christian Doerfler, President</i>	Austria
<i>Mag. Bernhard Gerstberger, Managing Director</i>	
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<i>Hans de Weers, Producer</i>	The Netherlands
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<i>Stephan Birkenholz, Chairman</i>	Germany
Federación de Cines de España	
<i>Angeles San Gabino Martínez, Secretary General</i>	Spain
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Federation des Cinemas de Belgique	
<i>Thierry Laermans, Secretary General</i>	Belgium
Fédération Internationale des Associations de Producteurs de Films (FIAPF)	
<i>Benoît Ginisty, YBP, Managing Director</i>	
Federation of European Film Directors (FERA)	
<i>Pauline Durand-Vialle, CEO</i>	

Federation of Film Distributors Associations (FIAD)	
<i>Nikolas Moschakis, Secretary General</i>	
Federation of Screenwriters In Europe (FSE)	
<i>David Kavanagh, Executive Officer</i>	
Federation of Spanish Audiovisual Producer Associations (FAPAE)	
<i>Ramón Colom, President</i>	Spain
Federazione per la Tutela dei Contenuti Audiovisivi e Multimediali (FAPAV)	
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<i>Irini Souganidou, Managing Director</i>	Greece
<i>Sol Beraha, Head of Acquisitions And Business Affairs</i>	
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<i>Michael Smeaton, Managing Director</i>	Germany
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<i>Daniel Krausz, President</i>	
<i>Michael Wolkenstein, Honorary President</i>	
<i>Veit Heiduschka, Vice-President</i>	Austria
<i>Werner Müller, Managing Director</i>	
Film and Music Vienna	
<i>Alexander Dumreicher-Ivanceanu, President</i>	Austria
Film Base Berlin GmbH	
<i>Mathias Schwerbrock, Producer</i>	Germany
Film Distribution Artcam, s.r.o.	
<i>Sylvie Leray, Managing Director</i>	Czech Republic
Film Distributors Federation (EDIKTE)	
<i>Irini Souganidou, President</i>	Greece
Film Europe Media Company	
<i>Ivan Hronec, CEO</i>	Czech Republic & Slovakia
Film Makers Association of Croatia	
<i>Maja Vukić, President</i>	Croatia
Film Republic	
<i>Xavier Henry-Rashid, Managing Director</i>	United Kingdom
Film&TV-Producenterna (Film & TV Producers Association)	
<i>Björn Rosengren, President</i>	Sweden
Filmax Entertainment	
<i>Carlos Fernández, CEO</i>	Spain
Filmcoopi Zürich AG	
<i>Carola Stern, President of the Board</i>	Switzerland
<i>Felix Haechler & Yves Blösche, Managing Directors</i>	
Filmdistributeurs Nederland (FDN)	
<i>Jaap Bruijnen, Managing Director</i>	The Netherlands

Filmes 4 you	
<i>Joao Paulo Abreu, Managing Director</i>	Portugal
Filmikamari	
<i>Tero Koistinen, CEO</i>	Finland
Filmkamerateneas	
<i>John Jacobson, Producer</i>	Norway
Filmladen Filmverleih GmbH	
<i>Michael Stejskal, Managing Director</i>	Austria
Filmlance International AB	
<i>Lars Blomgren, CEO & Producer</i>	Sweden
Filmproducenten Nederland (FPN)	
<i>Marjan Van Der Haar, Director</i>	The Netherlands
Films Boutique GmbH	
<i>Jean-Christophe Simon, CEO</i>	Germany
Films Distribution	
<i>Francois Yon, CEO</i>	France
Folkets Bio AB	
<i>Marie Strauss, Head of Acquisitions</i> <i>Rose-Marie Strand, Head of Children Film Department</i>	Sweden
Freealize	
<i>Ileana Cecanu, Director</i>	Romania
FRENETIC FILMS AG	
<i>Monika Weibel, CEO</i>	Switzerland
Gagarin	
<i>Franco Bocco Gelsi, Producer</i>	Italy
Garagefilm International AB	
<i>Mimmi Spång & Rebecka Lafrenz, Owners</i>	Sweden
Geißendörfer Film- und Fernsehproduktion GmbH	
<i>Hans W. Geißendörfer, Author, Director & Producer</i>	Germany
German Films Service + Marketing GmbH	
<i>Mariette Rissenbeek, Managing Director</i>	Germany
Gesellschaft zur Verletzung von Urheberrechtsverletzungen e.V. (GVU)	
<i>Jan Scharringhausen, Managing Director</i>	Germany
GIZ SNAVP (Association of Slovenian Independent AV Producers)	
<i>Matjaž Žbontar, President</i>	Slovenia
GM Films	
<i>Michael Höfner, Owner & Founder</i>	Germany
Goldkind Filmproduktion / TV60Filmproduktion	
<i>Sven Burgemeister, Head of Development</i>	Germany

Gutek Film	
<i>Jakub Duszyński, Artistic Director & Board Member</i>	Poland
<i>Agnieszka Matynia, Promotion and Distribution Specialist</i>	
<i>Marek Bień, Financial Controller - EU Grants Coordinator</i>	
H&V Entertainment	
<i>Mischa Hofmann, Producer</i>	Germany
Haut et court	
<i>Carole Scotta, CEO</i>	France
HDF KINO e.V.	
<i>Dr. Thomas Negele & Dr. Matthias Leonardy, Managing Directors</i>	Germany
Homeless Bob Production	
<i>Katrin Kissa, Producer</i>	Estonia
IFP Entertainment GmbH	
<i>Bernie Stampfer, Partner</i>	Germany
Ifproductions	
<i>Ingo Fliess, Producer</i>	Germany
Imagine Film Distribution	
<i>Christian Thomas, Founder & General Manager</i>	Belgium
<i>Tinne Bral, Associate Manager</i>	
<i>Clara Léonet, Marketing Coordinator</i>	
<i>Joan Aguilar, Acquisition and Production</i>	
IMAGINE Filmdistributie Nederland	
<i>Vi Nguyen, Managing Director</i>	The Netherlands
<i>Josefien van Poppel, Marketing Executive</i>	
Impala Entertainment	
<i>José Antonio Sainz de Vicuna, Producer</i>	Spain
Independent Film and Television Alliance (IFTA)	
<i>Jean Prewitt, CEO</i>	
Indie Pictures	
<i>Giovanni Valente, CEO</i>	Italy
International Federation of Actors (FIA)	
<i>Dominick Luquer, General Secretary</i>	
International Union of Cinemas (UNIC)	
<i>Jan Runge, CEO</i>	
International Video Federation (IVF)	
<i>Joachim Birr, President</i>	
Intramovies srl	
<i>Paola Corvino, CEO</i>	Italy
<i>Marco Valerio Fusco, Sales Manager</i>	
Iris Productions	
<i>Nicolas Steil, Managing Director</i>	Luxembourg

Istra film		
<i>Bernardin Modrić, CEO</i>		Croatia
Jour2fete		
<i>Sarah Chazelle, Co-Owner</i>		France
Just Entertainment BV		
<i>Jean Heijl, Managing Director - Theatrical</i>		The Netherlands
KeyFilm BV		
<i>Hanneke Niens, Producer & Managing Director</i>		The Netherlands
Kino Oko Production		
<i>Robert Naskov & Gorjan Tozija, Producers</i>		Macedonia
Kino pasaka		
<i>Greta Akcijonaite, Manager</i> <i>Rūta Švedkauskaitė, Head of Communication</i>		Lithuania
Kinostudio Dardan		
<i>Lediona Kasapi, Producer</i>		Albania
KMBO		
<i>Vladimir Kokh, CEO</i>		France
Komplizen Film GmbH		
<i>Janine Jackowski & Jonas Dornbach, Producers</i>		Germany
Krajowa Izba Producentów Audiowizualnych (National Chamber of Audiovisual Producers)		
<i>Maciej Strzembosz, President of the Board</i>		Poland
KRS RELEASING LIMITED		
<i>Charles Pace, Managing Director</i>		Malta
Kundschafter Filmproduktion GmbH		
<i>Dirk Engelhardt, Producer</i>		Germany
Kunsthochschule für Medien Köln		
<i>Prof. Frank Döhmman, Vice Chancellor</i>		Germany
Kwai		
<i>Thomas Bourguignon, Producer</i>		France
Lagardère Studios		
<i>Christophe Thorat, CEO</i>		France
LaLiga		
<i>Javier Tebas, President</i>		Spain
Latvian Film Producers Association (LPA)		
<i>Aija Berzina, President</i>		Latvia
Le Pacte		
<i>Jean Labadie, CEO</i> <i>Thomas Pibarot, Head of Acquisitions</i>		France
Les Films D'Antoine		
<i>Antoine Simkine, Producer</i>		France

Les Grignoux asbl – le Parc Distribution	
<i>Adeline Margueron, Head of Distribution</i>	Belgium
Lichtblick Film - und Fernsehproduktion GmbH	
<i>Joachim Ortmanns, Managing Director</i>	Germany
Liebhaber Filmproduktion	
<i>Prof. Boris Michalski, Producer</i>	Germany
Lightburst Pictures	
<i>Ufuk Genc, Producer</i> <i>Catherina Mosig, Executive Assistant Producer</i>	Germany
Lionsgate UK & Europe	
<i>Zygi Kamasa, CEO</i>	
LOOK NOW! Filmdistribution	
<i>Bea Cattat, Managing Director, Head of Acquisitions</i>	Switzerland
Lotus Film	
<i>Tommy Pridnig, Producer & Managing Director</i>	Austria
LUCKY RED	
<i>Andrea Occhipinti, President</i> <i>Gabiele d'Andrea, Head of Theatrical Distribution</i> <i>Mattia Guerra, Head of Procution</i> <i>Stefano Massenzi, Head of Acquisitions</i>	Italy
Lumière Publishing	
<i>Annemie Degryse, Co-Owner</i>	Belgium
Lux Vide	
<i>Ricardo Russo, Producer</i>	Italy
Luxembourg Audiovisual Producers Union (ULPA)	
<i>Paul Thiltges, President</i> <i>Nicolas Steil, Secretary General</i>	Luxembourg
M2 Films Sp. z o.o.	
<i>Marcin Was, President</i>	Poland
Mackevision Medien Design GmbH	
<i>Heiko Burkardsmaier, Head of Business & Legal Affairs</i>	Germany
Majestic Filmproduktion GmbH / Majestic Filmverleih GmbH	
<i>Benjamin Herrmann, Managing Partner</i>	Germany
Mallerich Film	
<i>Paco Poch, Producer</i>	Spain
MCF MegaCom Film	
<i>Igor Stankovic, CEO</i>	Serbia
MediaPro	
<i>Jaume Roures, Legal Representative</i>	Spain
Meteorit	
<i>Aet Laigu, Producer</i>	Estonia

Meter Television AB	
<i>Björn Persson, CEO</i>	Sweden
Milm Europe Media Company	
<i>Ivan Hronec, President & CEO</i>	Slovakia
MIR Cinematografica	
<i>Francesca Virga, Producer</i>	Italy
Mis Label	
<i>René Sørensen, CEO</i>	Denmark
Mona Film Produktion GmbH	
<i>Thomas Hroch & Gerald Podgornig, Co-founders & Producers</i>	Austria
Morena Films	
<i>Juan Gordon, Co-founder & Producer</i>	Spain
<i>Pilar Benito, Managing Director</i>	
<i>Alvaro Longoria, Producer</i>	
Motion Picture Association, EMEA (MPA)	
<i>Stan McCoy, President & Managing Director</i>	
Mozinet	
<i>Gábor Böszörményi, Managing Director</i>	Hungary
<i>Bálint Szalóky, PR & Buyer</i>	
Nederlandse Vereniging van Bioscoopexploitanten	
<i>Gulian Nolthenius, Managing Director</i>	The Netherlands
Negativ	
<i>Pavel Strnad, Partner</i>	Czech Republic
Neue Visionen Filmverleih GmbH	
<i>Torsten Frehse, CEO</i>	Germany
New Europe Film Sales	
<i>Jan Naszewski, Owner</i>	Poland
<i>Katarzyna Siniarska, Head of Sales</i>	
<i>Ewa Bojanowska, Festival Coordinator</i>	
Nexiko AB	
<i>Lars Beckung, CEO</i>	Sweden
Nice Drama AB	
<i>Mikael Wallen, CEO</i>	Sweden
Niko Film	
<i>Nicole Gerhards, Producer</i>	Germany
Njutafilms	
<i>Nicolas Debot, CEO</i>	Sweden
Nomad Film Distribution	
<i>Lydia Genchi, CEO</i>	Italy
Nord Ouest Productions	
<i>Philip Boeffard, Producer</i>	France

Nordisk Film A/S	
<i>Allan M. Hansen, CEO</i>	Denmark
Nordisk Film Biografer A/S	
<i>John Amund Tønnes, General Manager</i>	Denmark
O'Brother	
<i>Thomas Verkæeren, Manager</i>	Belgium
Oberon Film GmbH	
<i>Alexander Funk, Managing Director</i>	Germany
One Movie	
<i>Riccardo Magnoni, CEO</i>	Italy
Øst for Paradis	
<i>Ditte Daugbjerg Christensen, Managing Director</i>	Denmark
Ostlicht Filmproduktion GmbH	
<i>Marcel Lenz & Guido Schwab, Managing Directors</i>	Germany
Outsider Films Lda	
<i>Luis Froes, Partner</i>	Portugal
<i>João Froes, Partner & Controller</i>	
Palms Fiction	
<i>Ute Schneider, Owner</i>	Germany
Panache	
<i>Andre Logie, Producer</i>	Belgium
Pandora Film GmbH & Co. Verleih KG	
<i>Björn Hoffmann, Partner</i>	Germany
Pantaleon Entertainment AG	
<i>Dan Maag, CEO</i>	Germany
Paradiso Filmed Entertainment	
<i>Martien Uyttendaele, CEO</i>	Belgium, Luxembourg & The Netherlands
<i>Olivier Mortagne, COO</i>	
<i>Dirk Delille, Managing Director</i>	
Pathé Films AG	
<i>Loic Trocme, Managing Director</i>	Switzerland
Paul Thiltges Distribution	
<i>Adrien Chef, Managing Partner</i>	Luxembourg
Peccadillo Pictures Ltd	
<i>Tom Abell, Managing Director</i>	United Kingdom
Pegasus Pictures	
<i>Snorri Thorisson, Producer</i>	Iceland
Picture Tree International GmbH	
<i>Moritz kleine Bornhorst, Licensing & Business Affairs Coordinator</i>	Germany
Pinball London	
<i>Paula Vaccaro, Producer</i>	United Kingdom

PJB Picture Company	
<i>Petter J. Borgli, Producer</i>	Norway
Pluto Film Distribution Network	
<i>Patricie Frehse, Head of Sales and Acquisitions</i>	Germany
Polish Audio-visual Producers Chamber of Commerce (KIPA)	
<i>Alicja Grawon-Jaksik, Managing Director</i>	Poland
Polyfilm	
<i>Hans König, Head of Distribution</i>	Austria
Portuguese Animation Producers Association (APPA)	
<i>Humberto Santana, President</i>	Portugal
Portuguese Association of Producers of Cinema and Audiovisual	
<i>Pandora da Cunha Telles, President</i>	Portugal
Praesens-Film AG	
<i>Corinne Rossi & Peter Gassmann, Co-CEOs</i>	Switzerland
Prasa I Film	
<i>Maciej Strzembosz, Producer</i>	Poland
Premier League	
<i>William Bush, Executive Director</i>	United Kingdom
Prime Time	
<i>Antonino Lombardo, Producer & Managing Director</i>	Belgium
PROCIREP, société civile des Producteurs de Cinéma et de Télévision	
<i>Idzard Van der Puyl, Délégué Général</i>	France
Producent Foreningen (Danish Producers Association)	
<i>Klaus Hansen, CEO</i>	Denmark
Producers Alliance For Cinema and TV (PACT)	
<i>John McVay, Chief Executive</i>	United Kingdom
Producers Association Northrhine-Wesfalia	
<i>Raimond Goebel, Managing Director</i>	Germany
Productores Audiovisuales Federats (PROA)	
<i>Montserrat Bou, Managing Director</i>	Spain
Productores Audiovisuales Valencianos (PAV)	
<i>Lluis Miquel Campos, President</i>	Spain
Produkce Radim Procházka	
<i>Radim Procházka, Partner</i>	Czech Republic
Prokino Filmverleih GmbH	
<i>Emma Klopf, Managing Director</i>	Germany
Propeler Film	
<i>Boris T. Matić, CEO & Producer</i>	Croatia
Propellerfilm GmbH	
<i>Felix Blum, Producer</i>	Germany

Pyramide Distribution	
<i>Eric Lagesse, CEO</i>	France
Pyramide International	
<i>Eric Lagesse, CEO</i>	France
Red Film Sales	
<i>Gerhard Spiehs, CEO</i>	Austria
Revolver Film	
<i>Karin Reinberg-Shestakov, Producer</i>	Estonia
Rexin Film	
<i>Johannes Rexin, Producer</i>	Germany
Rezo Films	
<i>Jea-Michel Rey, President</i> <i>Hugo Mamou, CFO</i>	France
Rosebud.21	
<i>Zinos Panagiotidis, President</i>	Greece
Roxy Film GmbH	
<i>Andreas Richter, Annie Brunner & Ursula Woerner, Managing Directors</i>	Germany
RV productions	
<i>René Vlaeyen, Managing Director</i>	Belgium
Saga Film	
<i>Hubert Toint, Producer</i>	Belgium
Samsa Film	
<i>Claude Waringo, Managing Director</i>	Luxembourg
Sandrew Metronome	
<i>Michael Rosenkilde, General Manager</i>	Denmark
Santa Fé Productions NV	
<i>Dirk Rubbens, CFO</i>	Belgium
Scala Productions	
<i>Nik Powell, Producer</i>	United Kingdom
Scanbox Entertainment	
<i>Thor Sigurjonsson, General Manager</i>	Denmark
Screen Producers Ireland (SPI)	
<i>Barbara Galavan & Elaine Geraghty, Producers</i>	Ireland
Senator Film Produktion GmbH	
<i>Ulf Israel, Managing Director</i>	Germany
SF Film A/S & SF Studios Production ApS	
<i>Lars Bjørn Hansen, CEO</i>	Denmark
SF Studios AB	
<i>Michael Porseryd, CEO</i>	Sweden
Sky Vision	
<i>Jane Millichip, Managing Director</i>	United Kingdom

Skyline Entertainment	
<i>Jan Theys, Executive Producer</i>	Belgium
Slovak Audiovisual Producers' Association (SAPA)	
<i>Marian Urban & Silvia Trizuljakova, CEOs</i>	Slovakia
Société civile des Auteurs-Réalisateurs-Producteurs (L'ARP)	
<i>Mathieu Debusschère, Délégué général</i>	France
Society of Audiovisual Authors (SAA)	
<i>Cécile Despringre, Executive Director</i>	
Solar Films	
<i>Nina Laurio, Producer</i>	Finland
Sophie Dulac Distribution	
<i>Michel Zana, Head of Distribution</i>	France
Spitzenorganisation der Filmwirtschaft e.V. (SPIO)	
<i>Alfred Holighaus, President</i>	Germany
Sputnik Media	
<i>Kris Gaens, Managing Partner</i>	Belgium
Starhaus FilmProduktion GmbH	
<i>Wasiliki Bleser, Producer</i>	Germany
StellaNova Film AB	
<i>Lena Rehnberg, CEO</i>	Sweden
Storytelling Media AS	
<i>Elisabeth Rønning, CEO</i>	Norway
<i>Frank Johnsen, Head of Distribution</i>	
Stowarzyszenie Dystrybutorów Filmowych (Film Distributors Association)	
<i>Andrzej Łudziński, President of the Board</i>	Poland
Stowarzyszenie Filmowców Polskich (Polish Filmmakers Association)	
<i>Jacek Bromski, President of the Board</i>	Poland
Studio 100 Benelux	
<i>Anja Van Mensel, CEO</i>	Belgium
Studio Canal UK	
<i>Danny Perkins, CEO</i>	United Kingdom
Studio Hamburg Produktion Gruppe GmbH	
<i>Michael Lehmann, CEO</i>	Germany
Superfilm	
<i>John Lueftner, Producer</i>	Austria
SURTSEY FILMS	
<i>Cesar Clemente, Production Manager</i>	Spain
<i>Javier Asenjo, Communication Manager</i>	
Sveriges Biografägareförbund	
<i>Peter Fornstam, Chairman</i>	Sweden

Syndicat des agences de presse audiovisuelles (SATEV)	
<i>Florence Braka, Déléguée générale</i>	France
Syndicat des Producteurs de Films d'Animation (SPFA)	
<i>Philippe Alessandri, President</i> <i>Stéphane Le Bars – Délégué général</i>	France
Syndicat des Producteurs Indépendants (SPI)	
<i>Catherine Bertin, Déléguée générale</i>	France
Syrreal Entertainment GmbH	
<i>Siegried Kamml, Producer</i>	Germany
The Amazing Film Company GmbH	
<i>Thomas Peter Friedl, CEO & Producer</i>	Germany
The Central Organisation of Finnish Film Producers	
<i>Sari Väänänen, Executive Director</i>	Finland
The Searchers	
<i>Olivier Van den Broeck, Managing Partner</i> <i>Flip Vermeersch, Marketing Manager</i> <i>Marieke De Meerleer, Operations Manager</i> <i>Benoit Vermeeren, Finance</i>	Belgium
The Works Film Group	
<i>Martin McCabe, Company Director</i> <i>Steve Bestwick, Head of UK Sales and Acquisitions</i>	United Kingdom
Thunderbird Releasing	
<i>Edward Frost, Marketing Manager</i>	United Kingdom
Tongariro Releasing Sp. z o.o.	
<i>Leszek Masłowski, Managing Partner</i>	Poland
TopKapi Films	
<i>Frans van Gestel & Arnold Heslenfeld, Producers</i>	The Netherlands
Tormenta Films	
<i>Cristina Zumarraga, Producer</i>	Spain
Tour de Force AS	
<i>Tor Fosse, CEO</i>	Norway
Tradewind Pictures GmbH	
<i>Helmut G. Weber, Creative Producer & Head of Development</i> <i>Thomas Springer, Author & Producer</i>	Germany
Transilvania Film	
<i>Matei Truta, Distribution Manager</i>	Romania
Tripictures	
<i>Felipe Ortiz, President</i>	Spain
True Colours	
<i>Catia Rossi, Managing Director</i>	Italy

TVCO	
Vincenzo Mosca, President Geremia Biagiotti, Sales Manager	Italy
UFA GmbH	
Prof. Nico Hofmann & Wolf Bauer, Co-CEOs	Germany
UFO DISTRIBUTION	
William Jéhannin, Partner	France
UK Cinema Association	
Phil Clapp, CEO	United Kingdom
UKBAR Films	
Pandora da Cunha Telles, Director & Producer	Portugal
unafilm GmbH	
Titus Kreyenberg, Producer & Managing Director	Germany
UNI Global Union – Media, Entertainment and Arts (UNI-MEI)	
Johannes Studinger, Head	
Unie filmových distributorů (Film Distributors Union)	
Jaroslav Pecka, Secretary	Czech Republic
Union des Producteurs de Cinéma (UPC)	
Frédéric Goldsmith, Délégué général	France
Union des Producteurs Francophones de Films (UPFF)	
Delphine Mougenot, Secrétaire générale	Belgium
Union Syndicale de la Production Audiovisuelle (USPA)	
Stéphane Le Bars, Délégué général	France
Unión Videográfica Española (UVE) (Spanish Video Federation)	
Jose Manuel Tourne, President	Spain
Unione Italiana Editoria Audiovisiva - Media Digitali e Online (UNIVIDEO)	
Lorenzo Ferrari Ardolini, President	Italy
Unlimited Stories AB	
Poa Strömberg, CEO	Sweden
Vega Film AG	
Ruth Waldburger, Producer	Germany
Ventana-Film GmbH	
Hans Robert Eisenhauer, Producer	Germany
Verband der Agenturen für Film, Fernsehen und Theater e.V.	
Sibylle Flöter, Chairwoman	Germany
Verband der Filmverleiher e.V. (VdF)	
Johannes Klingsporn, Managing Director	Germany
Verband deutscher Filmproduzenten e.V. (VDFP)	
Arno Ortmair, Chairmain	Germany
Verband Privater Rundfunk und Telemedien e.V. (VPRT)	
Hans Demmel, President & Chairman of the Board	Germany

Vertical Entertainment, s.r.o.	
<i>Radovan Čech, CEO</i>	Czech Republic
Verwertungsgesellschaft der Filmschaffenden (VDFS)	
<i>Gernot Schoedl, Director</i>	Austria
Verwertungsgesellschaft für audiovisuelle Medien GmbH (VAM)	
<i>Daniel Krausz, President</i> <i>Veit Heiduschka, Director</i>	Austria
Visos muzos	
<i>Jurgita Liutvinskiene, Managing Director</i>	Lithuania
Vlaamse Onafhankelijke Film & Televisie Producenten v.z.w. (VOFTP)	
<i>An Jacobs, CEO</i>	Belgium
Wady Films	
<i>Adolf El Assal, Managing Director</i>	Luxembourg
Wanda Films	
<i>José Maria Morales, CEO, Founder & Producer</i>	Spain
Wanda Visión	
<i>José María Morales, CEO</i>	Spain
WEGA Film	
<i>Veit Heiduschka, President</i>	Austria
Wild Bunch Germany	
<i>Marc Gabizon, Managing Director</i>	Germany
Wild Bunch	
<i>Olivier Barbier, Sales</i>	France
Workhouse	
<i>Nataša Petrović, CEO & Producer</i>	Croatia
WunderWerk GmbH	
<i>Sascha Pagel & Gisela Schäfer, Managing Directors</i>	Germany
Wüste Film GmbH	
<i>Uwe Kolbe, Producer</i> <i>Björn Vosgerau, Producer</i> <i>Stefan Schubert, Managing Partner</i>	Germany
X-Filme Creative Pool Entertainment GmbH	
<i>Stefan Arndt, CEO & Producer</i>	Germany
X-Verlei AG	
<i>Manuela Stehr, Chairwoman</i>	Germany
Yellow Affair Oy	
<i>Miira Paasilinna, CEO</i>	Finland
Zagreb Film Festival	
<i>Boris T. Matić, Founder & Director</i>	Croatia
Zentropa	
<i>Anders Kjærhauge, Managing Director</i>	Denmark

Zodiak Belgium*Kris Spaepen, Managing Director*

Belgium

Zuta Produktion*Daniel Zuta*

Germany