Film Finance and Distribution: What’s new?

21st Annual Conference on International Audiovisual Law
Under the auspices of the ICC Institute of World Business Law
Hosted by the Marché du Film on the occasion of the 60th Festival de Cannes.

Date: 18 May 2007
Venue: Cannes, Palais des Festivals

Objective
New forms of funding and distribution are radically transforming the film industry worldwide, giving it a face lift with new types of investment and creative means of diffusion. What are the recent trends in film finance and latest developments in distribution? This conference is a must for anyone involved in the film industry wishing to keep up to date with the latest business, legal and technical knowledge regarding finance and distribution.

Topics to be explored include:
- institutional financing, tax incentives and private funding
- digital cinema, Video on Demand, new viewing devices

Extras
- Free access to the Marché du Film on Thursday 17 and Friday 18 May, the most important meeting place for film industry professionals worldwide
- Possibility of applying for CLE / MCLE credits and CPD hours

Supporters

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Who should attend?
- Film producers, directors and distributors
- Corporate counsel and lawyers specialized in entertainment law
- Business executives in the film, finance and technology industries worldwide
- Agents and financial advisors

Thursday 17 May 2007
Welcome Reception, Plage des Palmes

Friday 18 May 2007
Morning: New ways of financing film production and distribution

I – The reform of institutional financing
Moderated by Enric Enrich, Partner, Enrich Advocats, Spain
- The announced reform of State aid at European Community level
Charles-Edouard Renault, Member of the Paris Bar, Gide Loyrette Nouel, France
- Tax Incentives
Adam P. Davies, Author of the Film Finance Handbook, New Global Edition, United Kingdom
- The new institutional financing set up in certain member states
Obhi Chatterjee, Case Handler, State aid - Telecommunications and Media, European Commission, Brussels
Xavier Parache, Head of funding and development, Institut Catala de les Industries Culturales, Spain

II – New trends in private financing
- The strengthening of equity financing through hedge funds
Moderated by Robert A. Darwell, Partner, Head of the Transactional Entertainment, Media and Communications Practice Group, Sheppard Mullin Richter & Hampton LLP, USA
Alan Harris, Managing Director, Atlantic Film Group, United Kingdom
Bernhard Stampfer, Senior Vice President, Expert Group Media, Corporate and Investment Banking, Deutsche Bank AG, Germany
- The emergence of new contributors, with the arrival of ISP’s (Internet Service Providers), and telecom operators
Moderated by Aleksandra Bosnjak, Content and Media Analyst, Ovum, United Kingdom
Angel Blasco, Head of Films Corporate Content Unit, Telefonica, Spain
Quinten Kroes, Counsel, Allen & Overy, Member of the IAEL, The Netherlands

Lunch VIP Club, Cannes, La Croisette
III – Digital cinema is coming: Are you ready?

Antoine Virenque, Secretary General, Fédération Internationale des Associations de Distributeurs (FIAD); General Manager, Fédération Nationale des Distributeurs de Films (FNDF), France

IV – Impact of the development of the VoD on the chronology of media

Patrick Boiron, Partner, DLA Piper, France
Dahlia Kownator, Executive Director, Association des Fournisseurs d’Accès et de Services Internet (AFA), France
André Lange, Head of the Department for Information on Markets and Financing, The European Audiovisual Observatory, Strasbourg

V – The Mulholland Drive case and the application of the Berne Three Step Test

Daniel J. Gervais, Osler Professor of Intellectual Property and Technology Law, University of Ottawa, Canada
Ted Shapiro, Deputy Managing Director, VP & General Counsel – Europe, MPA – European Office, Belgium

VI – What’s around the corner: Films on new portable media devices: mobiles, portable media players e.g. ipod...

Pascal Dutru, In Counsel, Head of Regulatory and Competition, Bouygues Telecom, France
Christopher Wagner, Partner, Director of the firmwide Communications Media & Entertainment Group, Hogan & Hartson, Berlin, Germany

Conclusion

An affiliate of the International Chamber of Commerce
**Logistical note**

18 May 2007, Cannes, Palais des Festivals

**Working language:** English only

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**Special offer**

Marché du Film registration – before Thursday 12 April 2007

Registration to the Marché du Film gives access to the most important Film Festival in the world. ICC participants get free access to all Marché du Film facilities on 17 and 18 May 2007, and may register for the rest of the Festival at a special rate of 268 Euros. This additional fee gives access to all Marché du Film services, including the listing of their company in the Market Guide, invitations to Market events, access to all Market screenings, and of course registration to the Festival. Participants will also have access to the website www.cinando.com (list of buyers and screenings) and will receive a password upon registration.

If you wish to register and take advantage of these special conditions, please tick the appropriate box on the “ICC Registration Form”. The deadline is Friday 12 April 2007 if you wish to be listed in the Market Guide.

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**How to register**

**Easier, faster and save 20 euros register online** at [www.iccwbo.org/events](http://www.iccwbo.org/events)

*Secured payment by credit card

or complete and return the registration form indicating method of payment to:

- **E-mail:** events@iccwbo.org
- **Post:** ICC SERVICES
- **Fax:** +33 1 49 53 30 30
- **Tel.:** +33 1 49 53 28 67

Events Department
38, Cours Albert 1er, 75008 Paris, France

Registration will be confirmed upon receipt of the registration form and registration fees.

**For security reasons, the Marché du Film will need an I.D. photograph for each participant. Please send it to svt@iccwbo.org.**

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**Registration fees**

- **490 euros (excluding VAT)** for ICC members
- **590 euros (excluding VAT)** for non-members

The fee includes working papers, lunch and a cocktail on Thursday 17 May. Travel and hotel expenses are not included.

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**Cancellations**

50% of the registration fees will be refunded if notice of cancellation is received in writing by ICC before 12 April 2007. Cancellations after this date are not refundable. Subject to agreement from ICC Events prior to the conference, the registration may be transferred to another person from the same company or organization at no extra charge. Updated registration material will be required.

**Travel arrangements**

Travel and hotel expenses are not included. Participants are responsible for making their own travel arrangements and hotel reservations. However a list of hotels in Cannes, with which ICC has negotiated preferential room rates, is available upon request.
**Registration form**

**S 0716**

**Date:** 18 May 2007  
**Venue:** Cannes, Palais des Festivals

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**Film Finance and Distribution: What’s new?**

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<th>Amount (excluding VAT) for:</th>
<th>ICC Member</th>
<th>Non-member</th>
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<td>residents outside EU</td>
<td>490,00 euros</td>
<td>590,00 euros</td>
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<tr>
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<td>115,64 euros</td>
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Intra-Community VAT No.  
Special code (NC, ...)  
For group rate: please contact svt@iccwbo.org

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**Do you wish to apply for Marché du Film registration**  
*see “special offer” in the logistical note*  
[ ] yes  
[ ] no

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**Registration fees**

- **Method of payment**
  - [ ] By credit card:  
    - American Express  
    - Euro/MasterCard  
    - Visa  
    - Card number .................................................................  
    - Expiry date .............................................  
  - [ ] By bank transfer: LCL  
    - Account No. 0000060021B Clé rib 64 Bank code 30002 Branch Code 04866  
    - Swift: CRLYFRPP IBAN: FR61 3000 2048 6600 0006 0021 B64  
    - Please indicate the reference “S 0716” and the participant’s name clearly.

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**Data protection information**

The details you provide on this form will be used for registration purposes. They will be stored in ICC’s databases for the sole use of ICC (the International Chamber of Commerce and its wholly-owned affiliate ICC Services). Under the French law “informatique et libertés” of 6 January 1978, you may have access to these details and request deletions and corrections at any time by contacting ICC at registrationevents@iccwbo.org.

The details you provide may be used by ICC to keep you informed of developments in your area of activity through publications, subscriptions, events and other commercial offers. Please indicate if you wish to receive such information:  
[ ] Yes  
[ ] No

Please tick below if you wish to receive commercial offers from associated organizations, including in particular ICC National Committees:  
[ ] Yes