

CineLink Talks



CineLink Talks offers a rich programme of master classes, debates, and seminars, which are open to all festival and industry guests. The key section of the CineLink Talks is the Regional Forum, an annual conference intended to consider the current issues faced by the industry in Southeast Europe, ranging from the convergence of the film and television sectors when it comes to quality scripted content, to co-producing with France, to film education.

SUNDAY, 12 AUGUST, 2018

9:30 – 11:00 Hotel Europe • Atrium

CineLink Talks | Regional Forum | Dealing with the Past

IN CONVERSATION WITH SINIŠA JURIČIĆ: PRODUCING FILMS THAT TACKLE SENSITIVE ISSUES FROM THE PAST

Siniša Juričić founded Nukleus Film Croatia in 2003, Nukleus Film Slovenia in 2012 and Jaako dobra produkcija (JDP) in 2013. Juričić's focus is on producing films and helping talented filmmakers from the Balkans and the wider region achieve their full potential on the international stage. He regularly receives international film awards from institutions such as the Cannes Film Festival and the Berlinale, and has successfully funded numerous films, both domestic and international. Recently, he has lectured about film production and project management for the Academy of Dramatic Art in Zagreb, and conducted case studies at a variety of training programmes. In 2012, he was awarded the annual Albert Kapović Award by the Croatian Producers Association for his contributions to the promotion of Croatian film.

Moderated by: Robert Tomić Zuber (Sarajevo Film Festival)

12:00 – 13:00 Hotel Europe • Atrium

CineLink Talks

NEW MEDIA STORY TELLING: STRATEGIES AND THE MEANS OF PRODUCING AND DELIVERING YOUR CONTENT OUTSIDE THE ESTABLISHED VALUE CHAIN | Yvan Rodic

Yvan Rodic, a.k.a. FaceHunter, is a Swiss street style-photographer who travels the world photographing people at cultural and fashion events. In February 2006, he began posting the results online, and has since contributed to major brands including Armani, Esprit, and Volvo. He has published two books: FACEHUNTER (2010) and A YEAR IN THE LIFE OF FACEHUNTER (Thames & Hudson, 2013).

15:00 – 17:00 Hotel Europe • Atrium

CineLink Talks | Avant Premiere Lab | Audience Development

HOW TO HAVE A LONG-TERM STRATEGY OF AUDIENCE DEVELOPMENT | Edita Bilaver Galinec (Kids Meet Art, Croatia)

Audience development is a process that encompasses activities that enhance and deepen relations with existing audiences and develop access to new ones. These are dynamic and long-term activities; therefore, it is necessary to design and implement a continuous support system for audience development. In this workshop, you will find out how these necessary changes are made strategically, and what kind of knowledge and specific competencies are required to implement the audience development method.

17:15 – 18:00 Hotel Europe • Atrium

CineLink Talks | Avant Premiere Lab | Audience Development

BFI SUPPORT FOR AUDIENCE DEVELOPMENT IN THE UK | Laura Glanville

(British Film Institute, UK)

The BFI's Film Fund uses National Lottery funds to develop and support original UK filmmakers and films, and to increase the audiences who can enjoy them. Audience development is funded via two major initiatives: the BFI Audience Fund and the BFI Film Audience Network (FAN). Laura Glanville, a manager of the Audience Fund, will discuss the objectives of the BFI's audience development funding, presenting examples of how the UK distribution and exhibition sectors are addressing these issues, and what has been learned to date.

MONDAY, 13 AUGUST, 2018

9:30 – 11:00 Hotel Europe • Atrium

CineLink Talks | Regional Forum | Dealing with the Past

IN CONVERSATION WITH MILA TURAJLIĆ: WORKING ON ARCHIVES AND THEIR USE IN ESTABLISHING NARRATIVES OF THE PAST

Mila Turajlić is a documentary filmmaker born in Belgrade. Her most recent film, THE OTHER SIDE OF EVERYTHING, had its premiere at the Toronto International Film Festival in 2017, and went on to win 20 awards, including the prestigious IDFA Award for Best Documentary Film. Turajlić's film was HBO Europe's first co-production with Serbia, and had a record-breaking theatrical release there. Mila's debut documentary film, CINEMA KOMUNISTO, premiered at the International Documentary Film Festival Amsterdam and the Tribeca Film Festival, and went on to win 16 awards, among them the Gold Hugo at the Chicago International Film Festival in 2011, and the FOCAL Award for Creative Use of Archival Footage.

Moderated by: Tue Steen Muller

11:30 – 13:00 Hotel Europe • Atrium

CineLink Talks | Regional Forum

THE IMPACT OF FILM FESTIVALS ON ECONOMY, CULTURE AND SOCIETY

An independent study on economic, cultural and social impact of Sarajevo Film Festival, conducted by Olsberg SPI, demonstrates that the festival generated 30.800.000 \$ income for the local economy, and employment for 1,385 people. The total economic output from SFF's activities in 2017 amounted to 6.100.000 \$ and 99 full-time-equivalent employees. Each Bosnian mark (BAM) of public money injected into the festival generated 2.11 BAM (1.30 \$) of total taxation. The festival contributes to the development of the film industry in the Balkans and Southeast Europe, has a positive effect on the image of Bosnia and Herzegovina, and creates a sense of unity among locals. This panel will discuss the study's results, and further consider development perspectives.

Speakers: Andrew Barnes (Olsberg SPI), Khaldun Sinno (Deputy Head of the Delegation of the European Union to Bosnia and Herzegovina), Guillaume Rousson (Ambassador of France in Bosnia and Herzegovina)

Moderator: Jovan Marjanović (Sarajevo Film Festival)

13:00 – 13:30 Hotel Europe • Atrium

CineLink Talks | Regional Forum

SIGNATURE OF CINEMATOGRAPHIC CO-PRODUCTION AGREEMENT BETWEEN FRANCE AND BOSNIA AND HERZEGOVINA

The treaty aims to increase cinematographic cooperation between the French Republic and Bosnia and Herzegovina, and to promote their common film heritage. It will replace the existing treaty from 1974, and create a contemporary legal framework for cinematographic cooperation in compliance with the regulations of the film industry applicable in France and Bosnia and Herzegovina. The treaty will be signed by H.E. Guillaume Rousson, Ambassador of France in Bosnia and Herzegovina, and Adil Osmanović, Minister of Civil Affairs of Bosnia and Herzegovina.

15:00 – 16:30 Hotel Europe • Atrium

CineLink Talks | CineLink Drama | Midpoint TV Launch

THE ADVANTAGE AND DISADVANTAGE OF MAJOR NETWORKS | Jacqueline de Goeij

A network can be a powerful partner – but can also claim too much influence. What can you do to keep your network happy and on board, but keep them at a healthy distance at the same time? Jacqueline de Goeij, an experienced Belgian producer and the founder of Cine Cri de Cœur, offers guidance on maintaining balance in this crucial relationship. De Goeij explains how to handle a European international show with different parties, how the green-light process works, what obstacles are commonly encountered, and how to manage the expectations of all your partners. She guides attendees through the working towards the green light, the casting process, how to obtain additional financing, time it, match deadlines with local and European funding bodies.

17:00 – 18:30 Hotel Europe • Atrium

CineLink Talks | Regional Forum | Dealing with the Past

TRUE STORIES MARKET

The True Stories Market connects filmmakers with organisations that are documenting and researching the Yugoslav Wars of the 1990s, with the aim of bringing these stories to wider audiences. Five such organisations will present five cases that have not yet been the subject of film or television productions. In order to facilitate their transition from the market to the screen, after the Festival an open call will invite filmmakers to apply to execute a project inspired by one of them. The Heartefact Fund will award a €3,000 grant to support further research.

Moderated by: Robert Tomić Zuber (Sarajevo Film Festival)

TUESDAY, 14 AUGUST 2018

10:00 – 11:15 Hotel Europe • Atrium

CineLink Talks

ACE INTERVIEW WITH MEINOLF ZURHORST

Meinolf Zurhorst is one of the most experienced professionals in the world of European television. A well-known producer and film critic in the 1980s, in 1992 he became the commissioning editor in the cinema department of ARTE in Strasbourg, and in 1994 was appointed head of that department. In 2000, he moved to German TV ZDF to direct the film department in charge of ARTE. In recent years, under Zurhorst's supervision, ZDF/ARTE co-produced UPSTREAM by Marion Hänsel, THE UNTAMED by Amat Escalante, POKOT by Agnieszka Holland, CLAIR OBSCUR by Yesim Ustaoglu, PYROMANIA by Erik Skjoldbjærg, THE OTHER SIDE OF HOPE by Aki Kaurismäki, A FANTASTIC WOMAN by Sebastian Lelio, and MR. LONG by Sabu, FOXTROT by Samuel Maoz, GRAIN by Semih Kaplanoğlu, JUPITER'S MOON by Kornél Mundruczó, THE SQUARE by Ruben Ostlund and the upcoming film WHERE LIFE BEGINS by Carlos Reygadas.

Moderated by: Simon Perry (ACE Producers)

11:30 – 13:00 Hotel Europe • Atrium

CineLink Talks

OPPORTUNITIES INTRODUCED TO FILM INDUSTRY DECISION-MAKING BY ARTIFICIAL INTELLIGENCE | Nadira Azermai (ScriptBook)

Founded in 2015, ScriptBook is an Antwerp-based company that specialises in the use of artificial intelligence to analyse scripts and predict US box-office results in order to help producers, distributors, sales agents, and financiers make better informed decisions when assessing risk. The session will present the software and discuss the potential of its use in the region.

15:00 – 16:30 Hotel Europe • Atrium

CineLink Talks | CineLink Drama | Midpoint TV Launch

CASE STUDY: THE PAPER - THE FIRST SHOW FROM THE REGION SOLD TO NETFLIX

A close look into the development and financing path of this high-end television drama from a small national market, the challenges that arose during its second season, and prospects brought by its success in international sales. Speakers: Nebojša Taraba (Drugi plan), Dalibor Matanić, Paula McHarg (Keshet International)

Moderated by: Andrea Reuter (Nordic Film Market)

17:00 – 18:30 Hotel Europe • Atrium

CineLink Talks | CineLink Drama | Midpoint TV Launch

NORWEGIAN CASE STUDY

With its television drama MAMMON 2, Norwegian Broadcasting (NRK) won the first Emmy Award for Norway for Best International Drama Series in 2017. NRK's drama chief Ivar Køhn will present the path of putting the Norwegian drama series on the international map. Køhn and Arild Andresen, the director of the high-profile Norwegian series HOME GROUND will present a case study on the rise of the high-end Norwegian drama series. HOME GROUND had its world premiere at the Berlinale Series section in 2018, after which it was aired on NRK's primetime drama slot – Sunday at 20:15 – to an average market share of 30%. First two episodes of HOME GROUND will be screened on 13 August as a part of the Avant Premiere Gala section.

Moderated by: Andrea Reuter (Nordic Film Market)

WEDNESDAY, 15 AUGUST, 2018

10:00 -11:30 Hotel Europe • Screening Room 1

CineLink Talks | Docu Rough Cut Boutique

PROJECT PRESENTATION

Six documentary projects in the rough-cut stage that are seeking distribution, television, and festival opportunities will present their material.

List of projects:

DAUGHTER OF CAMORRA | Slovenia

DIARY OF A SERIOUS OFFENDER | Serbia

ONE OF US | Croatia

THE CHALICE | Romania

THE MAGIC LIFE OF V | Finland | Denmark | Bulgaria

Guest project: AKTION DB | Croatia | Slovenia | Serbia

Moderated by: Rada Šešić (Sarajevo Film Festival) & Martichka Bozhilova (Balkan Documentary Center)

11:00-13:00 Hotel Europe • Atrium

CineLink Talks | CineLink Drama | Midpoint TV Launch

PROJECT PITCHING

Presentations of the 10 drama series in development selected for CineLink Drama and projects selected as part of the MIDPOINT's TV Launch Workshop.

List of projects:

ANATOMY OF CRIME | Serbia

BAD BLOOD | Serbia

FRUST | Bosnia and Herzegovina

GREATER THAN DEATH | Turkey

THESEUS | Greece

ATAVISM | Czech Republic
 MOTHER'S GOT A GUN | Germany
 SLEEPOVER | Greece
 TRANSIT | Belgium
 TURBO | Serbia | Germany
Moderated by: Andrea Reuter (Nordic Film Market)

12:00 – 13:15 Hotel Europe • Screening Room 2
CineLink Talks | Documentary Campus

IMAGINING THE CINEMA OF THE FUTURE | Mads Damsbo (Makropol)

The classic format of cinema as we know it has not changed in a century. But with the arrival of immersive technologies like Virtual Reality, Augmented Reality, and Live Performance Capture, a new landscape of cinematic opportunity has emerged. In this new landscape, what will the cinema space of the future look like? This question has been on the mind of Makropol for more than five years, from the release of the company's critically acclaimed film installation THE DOGHOUSE until their recent massive 400m² VR installation ANTHROPIA.

15:00 -16:00 Hotel Europe • Atrium
CineLink Talks | Talents Sarajevo | Pack & Pitch

PROJECT PITCHING

Six Talents Sarajevo participants pitch scripts currently in development to a five-member jury, their peers, and industry professionals scouting for up-and-coming talent.

List of projects:

TOBIAS | Hungary
 KERR | Greece
 THE LAND WITHIN ME | Kosovo | Switzerland
 REMEMBER | Greece
 THOSE WHO WHISTLE AFTER DARK | Turkey
 THE DAY THE CHILD IN ME DIED | Romania
Moderated by: Gabriele Brunnenmeyer and Selina Ukwuoma

15:00 -17:00 Hotel Europe • Screening Room 1
CineLink Talks | Docu Talents from the East

PROJECT PRESENTATION

Presentations including screenings of short excerpts Docu Talents from the East participating projects.

BABUSHKA. LOST IN TRANSITION | Belarus | Ukraine
 BIRTHDAY | Azerbaijan
 BOY OF WAR | Germany | Czech Republic
 THE BLACK WEDDING | Serbia
 DANCE WITH ME, DAD | Poland
 HONEYLAND | Macedonia
 JAN JEDLIKA: COLOURFUL TRACES OF
 A LANDSCAPE | Czech Republic
 MAIA - PORTRAIT WITH HANDS 1999 – 1905 | Romania
 THE RED SHEEP | Italy | Romania
 VIVA VIDEO, VIDEO VIVA | Czech Republic

17:00 – 18:30 Hotel Europe • Atrium
CineLink Talks | CineLink Drama | Midpoint TV Launch

CUTTING TO THE CHASE: FILM, TELEVISION & COLLUSION IN THE 21ST CENTURY | Erik Jendresen

Since co-creating BAND OF BROTHERS in 2001, Erik Jendresen has worked continuously in film and television, witnessed the recent and dramatic evolution of both mediums, and watched as the industry has scrambled to adapt. The art and the business of storytelling for screens both large and small is at a delta moment. Never before have artists been so overwhelmed by possibilities, nor so challenged by an industry seeking to understand and to monetise the public's taste for relevant content. Jendresen's adventures at each of the major studios and most of the broadcast and cable networks have been at times harrowing, often comical, and certainly instructive for writers and producers alike.

THURSDAY, 16 AUGUST, 2018

11:00 – 12:30 Hotel Europe • Atrium
**CineLink Talks | Regional Forum | International Casting
 Directors Network**

CASE STUDY: CASTING DOGMAN BY MATEO GARRONE AND NEVER LEAVE ME BY AIDA BEGIĆ

Through the prism of casting, this session takes a look at two achievements: Mateo Garrone's DOGMAN, which took the Best Actor award at the Festival de Cannes this year, and Aida Begić's NEVER LEAVE ME, in which the main protagonists are orphaned children. The conversation will take place with Marcello Fonte and Edoardo Pesce, two actors from DOGMAN, as well as the film's casting director Francesco Vedovati, along with NEVER LEAVE ME's director Aida Begić and casting director Timka Grin.

Speakers: Aida Begić, Marcello Fonte, Edoardo Pesce, Francesco Vedovati,
Moderated by: Timka Grin

CineLink Industry Days Social Events

SATURDAY, 11 AUGUST, 2018

22:30 – 24:00 Festival Square
DOCUMENTARY MIXER
**HOSTED BY ÉCLIPSE FILM, SPEAKEASY,
 ELF PICTURES AND CAMP FILM**
 All accredited guests welcome

MONDAY, 13 AUGUST, 2018

18:30 – 20:30 Hotel Europe
INDUSTRY DRINK
HOSTED BY ZONA TALENT AGENCY
 All accredited guests welcome
20:30 – 22:30 Sarajevo Brewery
**CINELINK INDUSTRY DAYS NIGHT AT THE PUB CO-
 HOSTED BY HAVC**
 All industry badge holders welcome

TUESDAY, 14 AUGUST 2018

18:30 – 20:30 Hotel Europe
INDUSTRY DRINK
HOSTED BY THE NORWEGIAN EMBASSY
 All accredited guests welcome
13:00 – 15:00 Festival Eating Point
FESTIVAL LUNCH
 All Industry and film professional guests welcome
22:30 -24:00 Café Meeting Point
LATE NIGHT DRINKS
WITH ACE, EAVE AND MIDPOINT

WEDNESDAY, 15 AUGUST, 2018

13:00 -15:00 Restoran Lovac
GERMAN LUNCH WITH BOSNIAN BBQ
 Hosted by Medienboard Berlin-Brandenburg,
 Mitteldeutsche Medienförderung, Filmförderung Hamburg
 Schleswig-Holstein, FilmFestival Cottbus and Connecting
 Cottbus
 All Industry and film professional guests welcome
18:30 – 20:30 Hotel Europe
INDUSTRY DRINK
HOSTED BY FILM CENTRE SERBIA
 All accredited guests welcome
22:30 - 24:00 Festival Square
DOCU AWARDS & BYE BYE DRINK
**HOSTED BY JI.HLAVA INTERNATIONAL DOCUMENTARY
 FILM FESTIVAL**
 All accredited guests welcome