

# **NEW DEAL@Musicora** - February 5th 2016

**A day of professional European and international networking**

Professional Lounge at Musicora Music Fair  
Grande halle de la Villette, Paris



## OBJECTIVES

- **Offer** a timeframe and location for fruitful networking among European and international professionals of all repertoires, in order to foster collaborations beyond borders
- **Transform** this common event into a visibility tool for interesting projects to be promoted, **shedding light on true innovative partnerships and collaborations** between orchestras/ensembles and promoters, beyond the traditional seller/buyer relationship

## PARTICIPANTS

- 60 French music teams
- 10 European music teams
- about 26 French promoters: concert halls and festivals
- 10 foreign professionals (Japan, Colombia, Poland...)

The event is public, anyone with a professional pass to Musicora can attend our activities except speed meetings (2pm-6pm) that will be organized through registrations

## PROGRAMME

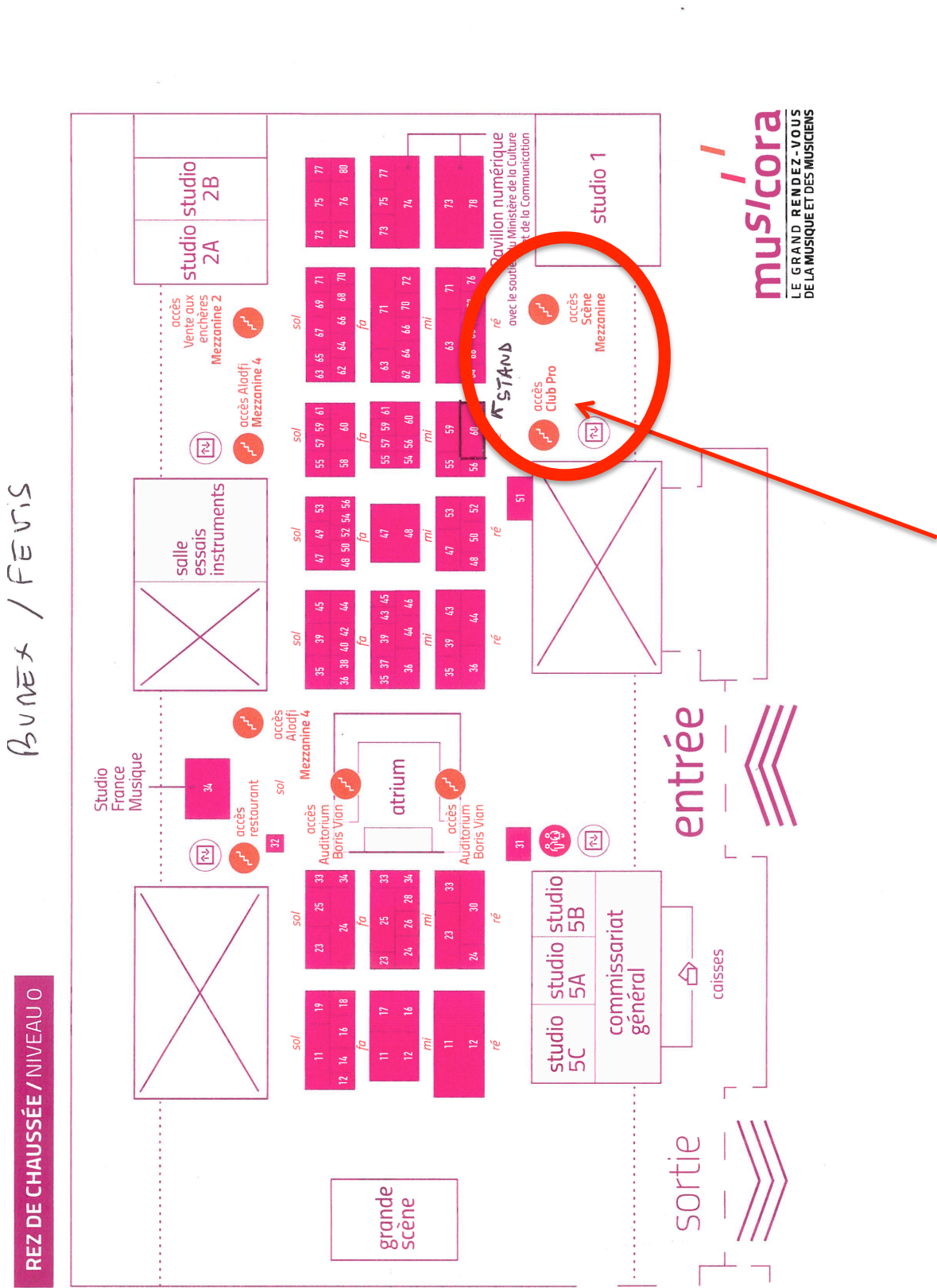
‘Scène Mezzanine’ Auditorium Capacity : 100	‘Espace Atelier’ (workshop zone) Capacity : 40	Speedmeetings Zone
9am : welcoming		
9.30am-12pm  Pitch presentations of partnerships between promoters and ensembles  + international promoters presentations  <i>ENGLISH</i>	9.30am-11am  Pitch presentations of partnerships between promoters and ensembles  + international promoters presentations  <i>ENGLISH or FRENCH (see detailed schedule)</i>	
	11am-12pm Focus on the French market <i>english</i>	
12-2pm: break		
2-5pm Speed meetings  <i>Registration required</i>	2 – 3 pm Workshop on publishing	2 – 6 pm Speed meetings  <i>Registration required</i>
	3.15 – 4.15pm Focus on the British market <i>(english)</i>	
	4.30 – 6pm Focus on Colombian market <i>(french)</i>	
6pm: concert		
6.30pm: opening speech in the Atrium (ground floor), then cocktail		

## ACCESS

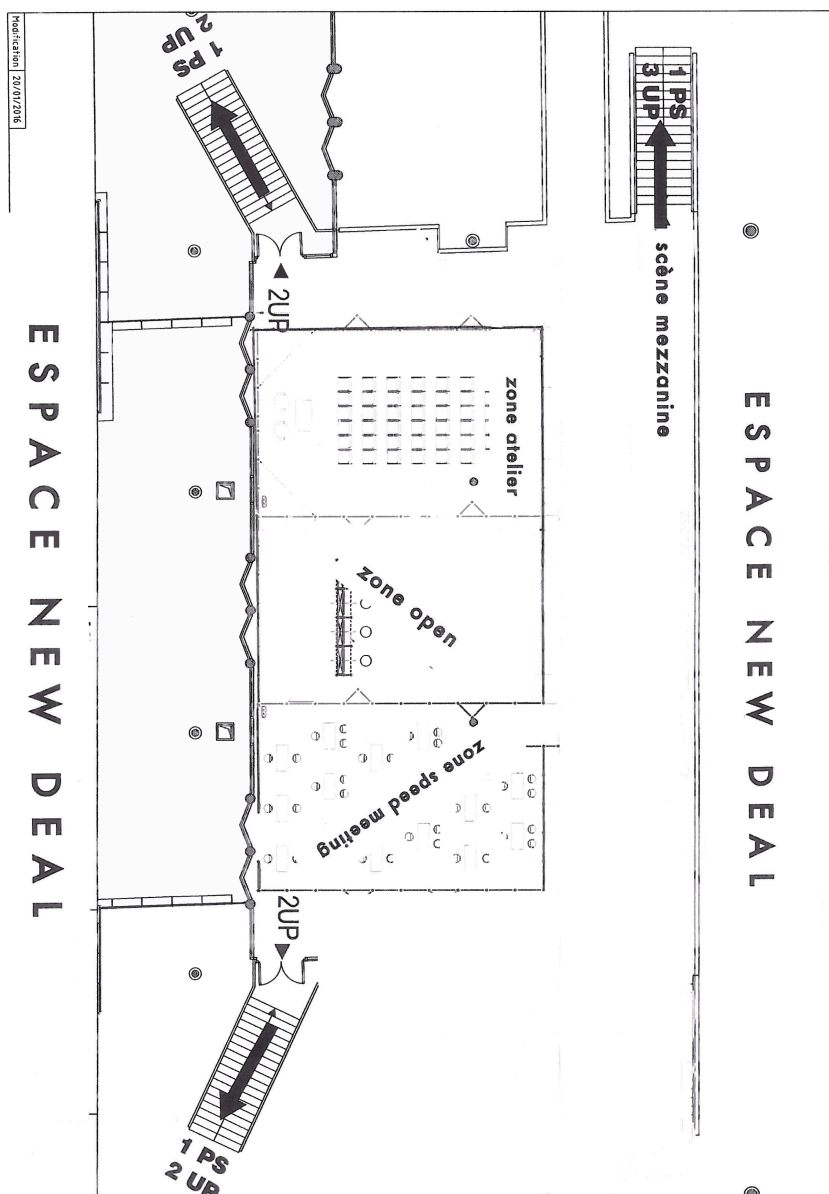
To access the event, participants need to purchase a Musicora Pass Pro sold on [www.musicora.com](http://www.musicora.com)

MUSICORA MAP and NEWDEAL LOCATION

- 1. Musicora location: Grande Halle de la Villette, Porte de Pantin (metro line 5)
- 2. Grande Halle map :



3. NewDeal location : « espace pro » within the music fair



## MORNING

### PRESENTATION OF INNOVATIVE COLLABORATIONS

14 innovative collaborations between ensembles/orchestras and promoters. They will be presented on February 5<sup>th</sup> morning in a 100 seats auditorium to all participants.

**Festival d'Ile de France and Ensemble C barré** - *El Nino* on the work of the poet Garcia Lorca, composed by Georges Crumb and Frédéric Pattar.

**Festival d'Ile de France and Ars Nova** - *Um, souverain moteur de toute chose* - Zad Moultak

**Festival Sinfonia en Perigord and Compagnie la Tempête** - *Monteverdi Vespers*, rearranged in visual and choreographic version + the 'choeur école' La tempête workshops.

**Arsenal of Metz and La Main Harmonique** - *Une autre Odyssée*, commissioned to Alexandros Markeas on the theme of the migrants in Méditerranée

**Centre Chorégraphique de Caen-Normandie and Alla Francesca** - *Nommer les étoiles*, choreographic performance

**Théâtre de la Croix Rousse and Percussions Claviers de Lyon** - Creation of a musical by Gavin Bryars on the theme of billy the kid and Calamity Jane

**Festival Détours de Babel and Percussions Claviers de Lyon** – Halla San, a Korean chronicle by Nicolas Boucier – Création by Arnaud Petit

**Abbaye de Sylvanès and Mora Vocis** - *Femmes au tombeau*, commission to Caroline Marçot

**Fondation Royaumont and Camera delle Lacrime** - *La Contreverse de Karakoum*, from the troubadours' Auvergne to Khan's China

**Dominicains of Haute Alsace and Concert de L'Hostel Dieu** - *Uranie, Erato, Thalia et les frappes de la galaxie* - an association of baroque, jazz, pop and video. A form of pop and baroque cabaret.

**Festival Ombres et Lumières and Choeur Britten** – *Creation by Philippe Hersant*

**Festival Musique et Mémoire and Les Cyclopes** - 5 concerts on the theme of the travelling of Johann Jakob Froberger in Europe

**Festival FIME and Les Voix animées** - Concert on the silent movie *Jeanne d'Arc* from Carl Theodor Dreyer

**Odyssud and collectif éOle** – Residency

## MORNING WORKSHOP

### Focus on the French market (live) – 11am, duration 1 hour

For a European music ensemble, France can offer interesting opportunities. How is the live music environment structured for promoters in France? How to promote your ensemble and which artistic projects are possibly interesting for this market? Which best practice? What is today's situation for French promoters and what are their constraints? Which work culture is applicable in France and what are the key events to attend?

**Speakers:** Emmanuel Gaillard, Odyssud / Jean-Michel Mathé, Festival de Besançon Franche-Comté / Federico Rinaldi, Ensemble Ghislierimusica (Italy).

**Animated by** Marie Hédin, FEVIS.

**Emmanuel Gaillard** has been the director of Odyssud since 2000, the multidisciplinary hall of the city of Blagnac (Toulouse Métropole) and labeled by the State, the Region and the *Département* as « scène conventionnée » for new and early music. With 150 000 tickets per season and 19 000 subscribers, Odyssud is one of the most visited concert halls in France. E. Gaillard was previously the manager of the Ballet National de Marseille, of the National Chamber Orchestra of Toulouse and of the A Sei Voci vocal ensemble.

**Marie Hédin** graduated from HEC business school and Sciences Po Paris in public and private management. During her studies she attended Georgetown University (USA) for a year as an undergrad. After an internship at the Orange Foundation, she is hired by FEVIS for its European development. She became managing director of FEVIS in September 2015.

After a science and music degree, **Jean-Michel Mathé** started as technical director's assistant at the Auditorium of Lyon in 1994, among other positions. He was then the chief stage manager of the Orchestre National of Lyon from 2002 to 2003. He was the director of Chaise Dieu festival in Auvergne during 9 years. In 2012, he became the director of Festival de musique de Besançon Franche-Comté and its International Conducting Competition. He has been a member of France Festivals since 2007.

Born in 1985, **Federico Rinaldi** graduated cum laude in Communication Sciences at the Pavia University writing a thesis as visiting student at the Hebrew University of Jerusalem about the Israeli Political System in the frame of the 2009 elections. Moreover he studied piano and orchestra conducting and speaks fluently German, English, French and Spanish. Since 2009 he works as project manager for the Collegio Ghislieri of Pavia being in charge of big private and public sponsors and managing the tours and the discographical projects of Ghislieri Choir & Consort.

## MORNING DETAILED SCHEDULE

Scène Mezzanine - Capacity:100

Espace Ateliers - Capacity: 40

9h30	<b>OPENING</b>		
		9h40	Alla Francesca – CCN de Caen-Normandie (français)
9h50	Festival Ile de France - C Barré (ENGLISH)	9h50	Early Music Latvia - Maris Kupcs (ENGLISH)
		9h55	Dominicains de Haute Alsace - Concert de L'Hostel Dieu (ENGLISH)
10h	Festival Ile de France - Ars Nova and Zad Moultaka (ENGLISH)		
		10h05	Percussions Claviers de Lyon - Les Détours de Babel (ENGLISH)
10h10	Narodowe Forum Musik - Piotr Turkiewicz (Poland) (ENGLISH)		
10h15	Nova et Vetera - Santiago Gardeazabal (ENGLISH)	10h15	Festival Ombres et Lumières -Spirito Chœur Britten (français)
10h20	Festival Seviqc Brezice - Klemen Ramovs (ENGLISH)		
10h25	Abbaye de Sylvanès - Mora Vocis (ENGLISH)	10h25	Sinfonia en Perigord - Compagnie la Tempête (français)
10h35	Odyssud - Collectif éOle (ENGLISH)	10h35	Wege Durch das Land - Brigitte Labs-Ehlert (Germany) (ENGLISH)
		10h40	Festival Mixtur - Oliver Rappoport (ENGLISH)
10h45	<b>BREAK</b>	10h45	<b>BREAK</b>
		11h	<b>FOCUS France</b> <b>English</b>  Speakers:  Jean-Michel Mathé, Festival de Besançon – Franche-Comté  Emmanuel Gaillard, Odyssud Federico Rinaldi, manager of Ghislierimusica
11h05	St John Smith Square - Richard Heason (ENGLISH)		
11h10	Théâtre de La Croix Rousse - Percussions Claviers de Lyon (ENGLISH)		
11h20	Fondation Royaumont - La Camera delle Lacrime (ENGLISH)		
11h30	Brighton Festival - Gill Kay (ENGLISH)		
11h35	Kontraklang - Andreas Engström (Germany) (ENGLISH)		
11h40	Arsenal de Metz - La Main Harmonique (ENGLISH)		
11h50	Les Cyclopes - Festival Musique et Mémoire (ENGLISH)		
12h	Les Voix Animées - Festival FIME (ENGLISH)		
12h10	<b>END</b>		



## AFTERNOON

### SPEEDMEETINGS

Each participant registered in advance to the speedmeeting session and was provided with its own schedule.

<b>‘Scène Mezzanine’ Auditorium</b> <b>Capacity : 100</b>	<b>‘Espace Atelier’</b> <b>(workshop zone)</b> <b>Capacity : 40</b>	<b>Speedmeetings Zone</b>
<b>2-5pm Speed meetings</b>  <i>Musique et Mémoire, 1001 Notes, Théâtre de la Croix Rousse, Concerts rencontres du Musée de Cluny, Cité de la Voix, Jean de La Fontaine, Nova et Vetera, Saintes, Mars en Baroque, FIME, Périgord Noir, Early Music Latvia, POP, Ombres et Lumières, Kontraklang, Ghislierimusica</i>	2 – 3 pm Workshop on publishing (french)  3.15pm - 4.15pm Focus on the British market (english)  4.30-6pm Focus on Colombian market (french)	<b>2-6pm Speed meetings</b>  <i>Festival Ile de France, St John Smith Square, Brighton Festival, Festival Besançon, Arsenal de Metz, festival Sevqç Brezice, Mixtur, Détours de Babel, Sinfonia en Périgord, Sylvanès, Traversées Noirlac, Odyssud, Royaumont, Narodowe Forum Musik, Musicales de Normandie, 1000 Sources et Dordogne</i>

### WORKSHOPS

#### Publishing – stakes and issues - (1h) (French)

This conversation will be focusing on different issues that orchestras and publishers are facing today. What are the consequences of material rental investments and what is the orchestra's intake on its use ? How to face difficulties of rights protections and the often illegal use of the material ? How to improve the coordination between publishing policies and the subsidies and support systems for new music?

**Animated by** Aude Leriche, Artist Manager, Warner Music Group /Erato

**Speakers:** Nelly Querol, Managing Director, Durand-Salabert-Eschig (Universal Music Publishing Classical)

Pierre Lemoine, CEO of Editions Henry Lemoine

Marc Dooley, digital development officer, Editions Peeters, UK

Enrique Therain, Managing Director, les Siècles

**Aude Leriche** graduated from Paris Dauphine University in cultural institutions management. She became the production manager and managing director of several music groups such as Caratini Jazz ensemble, La Fenice, the Concerts Parisiens agency, and has worked with Jean-François Zygel. Beside these activities, she has been teaching culture management in business schools and consulting organisations such as the Orange Foundation, FEVIS/Profedim, Grands Formats Jazz,.. Since 2014, she has been a Senior A&R manager auprès du label Erato / Warner Classics.

**Enrique Therain** comes from Haute Normandie in France where he created the festival Les Musicales de Normandie in 2005. After graduating from Centrale Paris, he has been the managing director of the Les Siècles orchestra conducted by François-Xavier Roth since

2006. Beside these activities, he has worked with Bruno Messina as the administrator of AIDA 38, Berlioz Festival de la Côte St André between 2014 and 2015. Managing Director of the Hector Berlioz youth orchestra since 2009, he has also been a member of the artistic comity of the Cité de la Musique et de la Danse in Soissons. He is a board member of the FEVIS national association.

**Henry Lemoine Publishers** is specialized in music pieces publishing. This company has remained a family business since its creation in 1772 and the current CEO is a direct descendant of its founder. Jobert Publishers are a branch of Henry Lemoine Publishers, as well as Hexamusic that is itself an umbrella for Paul Beuscher, Van de Velde, Combre, Delrieu and Europamusic.

After studying law, **Nelly Quérol** is the managing director of Durand-Salabert-Eschig / universal Music Publishing Classical. Beside her publishing activity, she is a board member of property rights distribution society SACEM and Vice-President (2015/16). She is also Chairman of CSDEM and General Secretary of CEMF.

### Focus on the British live music market (1h) – 3.15 pm (English)

The format of the session will be conversational, dealing with the British context in general: subsidy, management, audiences etc. What do we mean by the “classical music business” in the UK? What are the key moments in the UK calendar? Audiences and concert venues: what types of repertoire and concert formats are wanted from people and from promoters? Do promoters work together in co-productions? The work culture of a British chamber orchestra: what is their way of working that French or European ensembles might learn from? Specificities of contemporary works: what do promoters/audiences want? What do other areas of the business look like eg. publishing, recording industry?

**Françoise Clerc** has worked as producer, artist and tour manager in France and abroad. She joined the Bureau Export de la musique in London in 2010 where she leads the classical and contemporary music programmes to strengthen musical dialogues between cultures, including the festival It's All About Piano! and Diaphonique, a Franco-British programme, expanding contemporary music exchanges.

**Marc Dooley** is Head of Digital Content Development for the Edition Peters Group, responsible for developing new digital music products for this global music publisher. Prior to this newly-created role he was for several years Head of New Music for Edition Peters, overseeing the development of one of the most successful contemporary music catalogues in the world. His commitment to grass-roots involvement in music is reflected in his membership of the board of Contemporary Music for All, a charity that seeks to stimulate engagement and enthusiasm for contemporary music through participation (and for whom he has just edited the anthology Open Score), and in his activities as a conductor with student and amateur orchestras.

**Richard Heason** has enjoyed a varied career, as a conductor, workshop leader and arts manager. He studied conducting with Peter Eötvös and Colin Metters and, whilst still an undergraduate student at the University of York, founded the education department of the Orchestra of St John's Smith Square with whom he subsequently made his London professional conducting debut in 1993. He has conducted orchestras, choirs and ensembles across Europe (including the Ensemble Intercontemporain, Savaria Symphony Orchestra, Ensemble Modern and Festive Ljubljana) particularly specialising in contemporary music, as well as establishing and leading the education department of the BBC Symphony Orchestra, setting up the first programme of outreach activity for the BBC Proms, creating the Westminster Schools Music Trust and teaching at Goldsmith's College, the University of Greenwich, the University of Chichester and the Royal College of Music. As a venue manager he has worked as Artistic Director and Chief Executive of Blackheath Halls and as Manager of the Aylesbury Civic Theatre, where he was part of the team that oversaw the design and construction of the £42 million new Aylesbury Waterside Theatre. He has also

worked extensively at festivals across the UK and Europe, including Dartington, Szombathely, Cheltenham, Ljubljana and Aldeburgh and he is a Trustee of the British Arts Festivals Association and the Dartington International Summer School Foundation and a special advisor to the South West Music School. He has been Director of St John's Smith Square since March 2012.

**Gill Kay** began her career as a freelance orchestral player in London later becoming Manager of the Dartington International School of Music during which time she worked with some of the world's most renowned musicians including Sir Michael Tippett, Sir Harrison Birtwistle, Witold Lutoslawski and many others. In 1985 she moved from Dartington to Brighton to work on the Festival classical programme since when she has commissioned over 100 world premieres and produced concerts ranging from over 400 performers (Tavener's Veil of the Temple) to young solo artists some of whom are now world names such as Ian Bostridge and Christopher Maltman. During the 1990s Gill managed the Brodsky String Quartet during their world tour of the Juliet Letters with Elvis Costello and was part of the small Festival team involved with the successful £52million Lottery bid to renovate the Dome Concert Hall. As a freelance singer Gill has been heard on a number of TV adverts, films and trailers such as X Men, Madagascar and Spiderman. Gill also manages Brighton Festival Chorus, one of the UK's top symphony choruses who perform not only in the Festival but also throughout the year in major concert halls in the UK as well as abroad. The chorus has just completed a 4 year cultural exchange project which included 13 partners across the UK and Northern France. The €5.2m project was supported by the European Regional Development Funding under the Interreg IVa scheme.

**Mark Pemberton** is Director of the Association of British Orchestras, which exists to champion, connect and develop professional orchestras across the UK. After graduating from Oxford University he started his career in arts management as Administrator of the professional touring theatre company Quicksilver Theatre for Children, before moving to leading drama conservatoires Drama Centre London as its General Administrator and Mountview Theatre School as Head of Development & Marketing. Before joining the ABO he was Chief Executive of the National Operatic and Dramatic Association, the UK's representative body for amateur and community theatre, during which time he served as chair of Voluntary Arts England. He is currently chair of the National Music Council, which exists to promote the interests of the music sector as a whole.

### Focus on Colombian market (1h30mn) – 4.30pm (French)

**Speakers:** Anne Louyot, General Delegate of the French-Colombian Year 2017

Santiago Gardeazabal, General Manager of Nova et Vetera, executive producer of cultural events

**Animated by** Mathilde Bézard, Head of Classical Music at Institut français

The FOCUS on Colombia will present the main professional actors in the Colombian classical music field, and how French artists can collaborate with them, in the framework of the French-Colombian Year 2017, and afterwards. Colombia and France decided to co-organise a French-Colombian Year 2017, in order to strengthen their relationships in a very positive context (peace process, economic growth), and also to change the perception of France in Colombia, and of Colombia in France. The French-Colombian Year will schedule events in many fields (cultural events, universities, research, economy, trade, gastronomy, tourism, sport), in the main cities of the two countries, with a focus on long-term partnerships, and a strong involvement of local communities and firms.

**Anne LOUYOT**, Commissaire générale de l'Année France-Colombie 2017

Born in 1963, Anne Louyot is a professional diplomat, specially dedicated to cultural diplomacy. She has been at the head of the Cultural Diversity Fund, in the French Ministry of Foreign Affairs, and has been in charge of the French-Brazilian Year 2009. She also worked in French embassies in Russia and Brazil.

**Santiago Gardeazabal, Nova et Vetera**

Founder of the company Nova et Vetera, Santiago Gardeazabal is a promoter, a producer, and a manager. In only two years of existence, Nova et Vetera has produced over 100 concerts in Colombia, presenting artists such as John Zorn and Mike Patton for the first time in Colombia. He produced Juan Pablo Carreño's cinema concert Garras de Oro in March 2015 with the French ensemble Le Balcon.

## PARTICIPANTS (updated on January 13<sup>th</sup> 2016)

Structure	Pays	Activité
2e2m	France	ensemble
Accademia Bizantina	Italie	ensemble
Accademia del Piacere	Espagne	ensemble
Akâdemia	France	ensemble
Alla Francesca	France	ensemble
Ambronay	France	programmeur / CCR
Aquarius	Belgique	ensemble
Ars Nova	France	ensemble
Arsenal de Metz	France	programmeur / salle
Arsys Bourgogne	France	ensemble
Association of British Orchestra	Grande-Bretagne	réseau
Brighton Festival	Grande-Bretagne	programmeur / festival
Café Zimmermann	France	ensemble
Calliope, voix de femmes	France	ensemble
Capilla Jeronimo de Carion	Espagne	ensemble
Choeur de chambre Melisme(s)	France	ensemble
Choeur en Scène	France	ensemble
Cité de la Voix	France	programmeur
Collectif éOle	France	ensemble
Collegium Musicum Riga	Lettonie	ensemble
Compagnie L'opéra théâtre	France	ensemble
Concerto Soave	France	ensemble, programmeur / festival
Cum Jubilo	France	ensemble
De Caelis	France	ensemble
Des Equilibres	France	ensemble
Détours de Babel	France	programmeur / festival
Dialogos Compagnie	France	ensemble
Discantus	France	ensemble
Dominicains de Haute Alsace	France	programmeur / festival
Doulce Mémoire	France	ensemble
Early Music Latvia	Lettonie	programmeur / festival

Editions Peters	Grande-Bretagne	éditeur
Ensemble Amarillis	France	ensemble
Ensemble Ausonia	Belgique	artiste
Ensemble Baroque de Nice	France	ensemble
Ensemble Baroque de Toulouse	France	ensemble
Ensemble Beatus	France	ensemble
Ensemble Boréades	France	ensemble
Ensemble C Barré	France	ensemble
Ensemble Céladon	France	ensemble
Ensemble Court-Circuit	France	ensemble
Ensemble Hope	France	ensemble
Ensemble La Tempesta	France	ensemble
Ensemble Lucilin	Luxembourg	ensemble
Ensemble Masques	France	ensemble
Ensemble Op.Cit	France	ensemble
Ensemble Orchestral Contemporain	France	ensemble
Ensemble Scandicus	France	ensemble
Ensemble Sprezzatura	France	ensemble
Ensemble Variances	France	ensemble
Ensemble vocal Aedes	France	ensemble
Festival 1000 Sources et Dordogne	France	programmeur / festival
Festival 1001 notes	France	programmeur / festival
Festival d'Aix-en-Provence	France	programmeur / festival
Festival d'Ile de France	France	programmeur / festival
Festival de Besançon – Franche-Comté	France	programmeur / festival
Festival de Chaillol	France	programmeur / festival
Festival de Saintes	France	programmeur / festival
Festival du Périgord Noir	France	programmeur / festival
Festival du Thoronet	France	programmeur / festival
Festival Fimé ciné concerts	France	programmeur / festival
Festival international de l'Abbaye de Sylvanès	France	programmeur / festival
Festival Jean de La Fontaine	France	programmeur / festival
Festival Ombres et Lumières, Clairvaux	France	programmeur / festival
Festival Seviq Brežice	Slovénie	programmeur / festival
FEVIS	France	réseau
Fondation Royaumont	France	programmeur / CCR
France Festivals	France	réseau
GEMA	Espagne	réseau
Ghislierimusic	Italie	ensemble, programmeur / festival
Il Fondamento	Belgique	ensemble
Institut Français	France	
Kontraklang	Allemagne	programmeur
La Camera delle Lacrime	France	ensemble
La Cetra d'Orfeo	Belgique	ensemble

la Chambre philharmonique	France	ensemble
La Main Harmonique	France	ensemble
La Tempête	France	ensemble
Le Concert de l'Hostel Dieu	France	ensemble
Le Concert de la Loge Olympique	France	ensemble
Le Concert Etranger	France	ensemble
Le Palais Royal	France	ensemble
Le Piano Ambulant	France	ensemble
Les concerts rencontres du musée de Cluny	France	programmeur
Les Cris de Paris	France	ensemble
Les Cyclopes	France	ensemble
les Dissonances	France	ensemble
Les Folies Françaises	France	ensemble
Les Muffatti	Belgique	ensemble
Les Musicales de Normandie	France	programmeur / festival
Les Ombres	France	ensemble
Les Passions	France	ensemble
Les Sacqueboutiers de Toulouse	France	ensemble
Les Siècles	France	ensemble
Les Talens Lyriques	France	ensemble
Les Traversées Baroques	France	ensemble
les Traversées, Noirlac	France	programmeur / CCR
Les Voix Animées	France	ensemble
Looking Back	Espagne	ensemble
Mars en Baroque	France	programmeur / festival
Mixtur Festival	Espagne	programmeur / festival
Mora Vocis	France	ensemble
Musica Nova	France	ensemble
Musicatreize	France	ensemble
Musique et mémoire	France	programmeur / festival
Narodowe Forum Musik	Pologne	programmeur
Nomad Music	France	label
Nova et Vetera	Colombie	programmeur
Obsidienne et Cie	France	ensemble
Odyssée ensemble et Cie	France	ensemble
Odyssud	France	programmeur / salle
Orchestre de Chambre d'Alsace "la Follia"	France	ensemble
Orchestre de Chambre Nouvelle Europe	France	ensemble
Orchestre des Champs-Élysées	France	ensemble
Paris Mozart Orchestra	France	ensemble
Percussions Claviers de Lyon	France	ensemble
Première Loge, réservations d'hôtels	France	prestataire
Prodig'Art	France	agent
Quatuor Debussy	France	ensemble
Saint John Smith Square	Grande-Bretagne	programmeur / salle
Sinfonia en Périgord	France	programmeur / festival

Spirito- Chœur Britten	France	ensemble
Sprezzatura	France	ensemble
Stradivaria	France	ensemble
Théâtre de la Croix Rousse	France	programmateur / théâtre
TM+	France	ensemble
Vox Luminis	Belgique	ensemble
Warner Classics	France	Label



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FRANÇAIS

bureau**export**  
french-music.org



*Organizational Team – contact information*

**Bureau Export** : Morgane Krikorian +33 6 02 69 65 91,  
Françoise Clerc +44 20 7871 3515

**FEVIS** : Marie Hédin +33 6 59 17 53 18,  
Catherine Desbordes +33 6 26 68 03 53, Eudes Peyre +33 6 15 58 50 93,

**France Festivals** : Bénédicte Dumeige +33 6 79 73 57 87,  
Eugénie Plassat +33 6 30 36 09 02

**Institut français** : Mathilde Bézard + 33 6 81 47 11 39

[newdeal@fevis.com](mailto:newdeal@fevis.com)