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11TH Durban FilmMart

VIRTUAL EDITION 2020

2020 REPORT

4-13 September

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MESSAGE FROM THE CHAIRPERSON OF THE BOARD

Over an incredible ten days, the Durban Film Mart welcomed 1 059 delegates from around the world to the Institution's first ever virtual edition. The outbreak of the COVID-19 pandemic created insurmountable challenges and uncertainties for the global film industry. It was therefore critical for the Board and Management Team of the DFMI to respond with increased commitment to stimulating the film ecosystem for the benefit of African filmmakers.

The 11th DFM exceeded expectations by reaching more filmmakers and delegates than ever before, with representation from 66 countries, including 32 African countries. Of these, 13 were from French-speaking countries, and we were pleased to be able to offer these delegates French translation facilities provided throughout the event.

With COVID-19 restricting our ability to do business physically, the DFM hosted a total of 75 different sessions by 170 speakers and panellists with 24 moderators, which were broadcasted to an accumulative audience of 5 995 people. The recordings, 75 hours of webinars and "hangouts", presentations and pitches will remain a rich resource on our platform until.

In nurturing a Brave New Cinema, the DFM enabled 62 projects from talented African filmmakers to pitch to panels of investors, producers, financiers and markets, with 11 projects presented with awards. On behalf of the board, we would like to thank our partners and funders who awarded various opportunities for the further advancement of these projects.

I would also like to thank the DFM Team, led by Toni Monty and Magdalene Reddy, for their steadfast commitment in organising the first virtual edition, the curating team for an inspiring programme, the production team for many hours of work to ensure smooth operations, the marketing team, and finally the Board for their ongoing support.

The DFM would not be possible without the loyal support of core funders, who share in the vision of promoting and celebrating African cinema; the eThekwini Municipality, The Durban Film Office, our principal funder, the National Film and Video Foundation, KwaZulu-Natal Film Commission, Film and Publications Board, Gauteng Film Commission, IEFTA, Institut Français - South Africa, Invest SA, Wesgro/Film Cape Town and Namibia Film Commission with the following programme partners - Berlinale Talent, Documentary Filmmakers Association, DOK.fest München, Dok Leipzig, FidaDoc, Hot Docs Blue Ice Fund, Guangzhou International Documentary Film Festival, International Documentary Film Festival Amsterdam, Independent Producers Organisation, Miradas Doc, Netflix, Norwegian South Film Fund, Produire au Sud, Rotterdam, Cinemart, Realness Institute, San Francisco Black Film Festival, SASFED, SWIFT, TRT 12 Punto, Writers Guild of South Africa, University of Cape Town's Screen Incubator programme.

Mandisa Zitha

DFMI Chairperson of the Board









EXECUTIVE SUMMARY

Brave New Cinema – Brave New World

2020 marked the 11th edition of the Durban FilmMart. Presenting the theme 'A Brave New Cinema', over 1 000 leading and emerging African film professionals gathered from 64 countries to engage on current global filmmaking trends through a Pan-African lens.

At a time where the global industry is undergoing major changes in how we produce and distribute film and television content, the Durban FilmMart is heartened by the series of discussions and presentations that took place over the 5 days. The tone of the gathering indicated an ever-present sense of renewed belief in the critical role the moving image plays in shaping our societies, and created an opportunity for deep reflection on story, identity, connection and collaboration.

Presenting 75 online sessions, 170 speakers and panelists, the **DFM 2020 Virtual Programme** offered a series of programme streams traversing discussions around representation and authenticity of content created within Africa. The industry programme spotlighted the work of African producers who work to contribute cinema images that humanize, celebrate, and canonize our struggles and our beauty, contesting oppressive structures in the ever-increasing challenges in media freedom in many parts of the continent. The DFM 2020 industry programme was a celebration of collective African resilience, collective victories and finally a clarion call for the stories of the future.

Parallel to the industry programme, the annual **Africa Pitch Forum** presented 70 African projects in development, including
31 DFM official projects, 32 Talents Durban projects and 6
Jumpstart projects. As part of Durban FilmMart's adaptation to the digital platform the **DFM Content Shop**, presented a curated digital catalogue of completed projects that aimed to create further opportunities to access to markets for emerging



talent as well as established professionals. Over 60 selected shorts, documentary, fiction, and web series from across the African continent were presented exclusively to over 250 decision-makers, including international programmers, sales companies, broadcasters, distributors, and talent agents. More than 320 official meetings were recorded via the DFM Finance Forum. These meetings will undoubtable play an instrumental role in furthering the development of these projects.

Of course, the concept of the *New Normal* and what this means for African Content production and distribution, weaved its way into all discussions. The ever-changing business model of production and distribution of film and television has been catapulted into a new dimension due to the pandemic,

and has taken a sharp turn towards constrained production environments, re-imagined financing and funding models, and increased value of digital distribution platforms. It is expected that digital distribution platforms will play a significant role in content creation in the future, and the demand for proprietary content will no doubt experience exponential growth. As a relatively unexplored market, this is perhaps an opportune time for African content producers, and the networks that were built during Durban FilmMart 2020, will hopefully play a foundational role for African film and television in this new era.

The important work we do to enable African filmmakers, would of course not be possible without our sponsors, partner markets, development organisations and funding bodies. The Durban FilmMart 2020 is produced by the Durban FilmMart Institute in partnership with principal funding from the Ethekwini Municipalities, Durban Film Office, and sponsorships from the National Film and Video Foundation, KwaZulu-Natal Film Commission, Film and Publications Board, Gauteng Film Commission, IEFTA and many loyal programme partners and sponsors. We thank all our supporters with deep gratitude for joining us on this journey in our brave new world, where collectively, we must take on the challenge of charting a new path for African storytelling.



On behalf of the Durban FilmMart 2020 Team, we thank you for your contribution to our 2020 edition, and for joining us on this journey of Brave New Cinema!

Toni Monty

Durban FilmMart

DFM in Numbers































R11 390 460

Total Advertising Equivalent

R34 171 290

Total Public Relations/ Editorial Equivalent

REACH: 19 029 162

The DFM Team



DFM Head: Toni Monty



DFM Institute Project Manager:Magdalene Ready



Industry Programme Curation
Team: Tiny Mungwe



Industry Programme Curation
Team: Mitchell Harper



Talents Durban Manager:
Menzi Mhlongo



DFM Project Coordinator/Finance Forum Coordination: Faiza Williams



Sponsorship Manager:Maxine Burke



Publicity and Digital Marketing:Sharlene Versfeld



Industry Programme Assistant:
Gina Zuma



Anele Mnyengo



Publications Officer:Caelin Roodt



Guest Liaison: Lerato Sokhula

MAIN SPONSORS



City of Durban His Worship, eThekwini Municipality Mayor



The City of Durban warmly thanks all delegates and media from around the world that participated in the 11th Durban FilmMart Virtual Edition.

The 11th Edition of the Durban FilmMart has been an example of the resilience of the human spirit during difficult times. I am heartened by the unwaivering support from partners, sponsors and industry participants involved in this virtual edition, despite the challenges we are experiencing, as individuals, as companies, organisations and governments.

Durban FilmMart is a critical platform to ensure that our filmmakers are provided opportunities to showcase their works to the global marketplace, and for them to realize their highest potential.

We warmly acknowledge the growth in numbers of African films in the programme, particularly the increased numbers of Durban-made films, which stands as testament to the growth of the sector, and the City's vision of becoming a globally recognised 'Film City'.

We congratulate the organisers of the Durban FilmMart and the new Durban FilmMart Institute board for raising the voices of African storytellers, and ensuring the world is presented with authentic African narratives. The creative industry is one of the key engines towards achieving economic evolution on our Continent, and the Ethekwini Municipality is proud to have supported the 2020 Durban FilmMart Virtual edition.

Cllr Mxolisi Kaunda

His Worship, eThekwini Municipality Mayor

National Film and Video Foundation



As custodians of the South African film industry at the National Film and Video Foundation (NFVF), we are proud to have supported and been part of the all-important Durban FilmMart (DFM) which took place from 4-13 September 2020.

As a finance and co-production market which creates a virtual space for collaboration, planning, and discussion, DFM has been perfectly positioned to advance the NFVF's objectives of encouraging the development and distribution of local film and video products, as well as support and develop access to the film industry.

This year our participation at DFM not only allowed us to carefully evaluate where the industry is moving to and investigate the alternatives but allowed us to provide support of three projects; '12 Pangas', 'Behind High Walls' and 'The House is Burning', who were awarded a developmental incentive following the DFM pitching sessions.

We trust that through continued collaboration we will be able to stimulate the industry with possibility and opportunities, and platforms such as DFM, will be the pillars that strengthen the SA film industry as we turn the page to a new chapter.

Makhosazana Khanyile

Chief Executive Officer

KwaZulu-Natal Film Commission





learn and forge mutually beneficial relationships with other

filmmakers from across the globe.

Being part of the evolution of DFM continues to be a source of great pride for us. Strategic partnerships such as these, assist the Film Commission achieve its development objectives by allowing emerging filmmakers an opportunity to access industry experts, through specially designed masterclasses, workshops and panel discussions. Such platforms are important in ensuring that our local filmmakers are not left behind and are equipped with the necessary skills to take our stories to the world.

Carol Coetzee

Chief Executive Officer





Film and Publication Board



The vibrancy of the African film sector is certainly clear from the abundance and quality of content that each successive Durban International Film Festival draws. The Film and Publication Board (FPB) has been a long-standing supporter of the continued growth of the sector, and platforms such as the Durban Film Mart is a valuable point of entry to engage a wide variety of stakeholders from established organisations to emerging filmmakers.

As a content regulator in the film space, the FPB plays a pivotal role as a thought leader in Africa to advance a harmonised

approach to the classification of content, and thus the protection of consumers and sovereignty of continental countries amidst an increasingly digital and borderless world.

Our sincere thanks to DFM for continuing to open these networks for us to achieve our public education mandate. We salute your excellence in taking the platform virtual in 2020.

Abongile Mashele

Chief Executive Officer



International Emerging Film Talent Association



IEFTA had a successful participation in DFM online and was impressed by the talented filmmakers and their projects. IEFTA's strength is in our network of filmmakers + partners and the ability to engage this network to share information and encourage participation in our partners' events. This was a success for IEFTA, bringing 70+ participants to Durban FilmMart this year with a lot of positive feedback from the industry attendees. The participants included strong mix of talented emerging filmmakers and industry professionals

representing the top film festivals and development programmes. IEFTA's Team had a positive experience collaborating with Durban FilmMart Institute for the 2nd consecutive year. As we begin preparations for next year to present to our Active Board Members and consultants, we will recommend the continuation of this collaboration for DFM 2021.

Marco Orsini

President

SPONSORS AND PARTNERS OF DURBAN FILMMART

PRINCIPAL FUNDER





FUNDERS AND SPONSORS

















CAPE TOWN & WESTERN CAPE FILM & MEDIA PROMOTION

a division of wescap



PROGRAMME PARTNERS



























































MEDIA PARTNERS







DFM 2020 OFFICIAL PROJECT SELECTION

Project Submissions

Project submissions for DFM 2020 were opened from December 2019 – January 2020. After the decision to host the market online was taken by the DFMI, project submissions were reopened for new submissions or for existing applicants to update, amend or withdraw their projects.

TOTAL NUMBER OF PROJECTS SUBMITTED	230
Total number of Fiction submitted	138
Total number of Documentary submitted	92

TOTAL NUMBER OF COUNTRIES FROM WHICH	,
PROJECTS WERE SUBMITTED	3

TOTAL NUMBER OF PROJECTS SELECTED	31
Total number of Fiction projects selected	15
Total number of Documentary projects selected	16





Evaluation Process

Internal Evaluation

 An eight-week internal selection process, conducted by Faiza Williams and the Durban Film Office Development team, took place to ensure projects met the selection criteria. Projects which did not meet the criteria were automatically declined.

External Evaluation

 Two committees of external readers, comprising leading industry professionals were invited to evaluate the projects.
 The groups were split into fiction and documentary.

Name of Industry Professional	Organisation/Company	Position	Country
DOCUMENTARY READERS			
Hicham Falah	FIDADOC	Managing director/cinematographer	Morocco
Isabel Arrate	International Documentary Festival Amsterdam (IDFA)	Managing director of the IDFA Bertha Fund	The Netherlands
Monica Rovik	Wesgro	Head: Film & Media Promotion	South Africa
Sina Weber	DOKFest Munich	DOK.forum Marktplatz	Germany
FICTION READERS			
Bridget Pickering	Bump Films	Producer	South Africa
Heidi Zwicker	Sundance Film Institute	Programmer	USA
Lucas Rosant	Meila Films	Producer, match maker	France
Philipp Hoffman	Rushlake Media	Producer	Germany

Documentary Selection

List of Projects

- 12 Pangas, (South Africa) Producers: James Tayler, Xola Mteto, Director: Xola Mteto *
- **2. Abo Zabaal 1989, (**Egypt) Producer: Kesmat El Sayed, Director: Bassam Mortada
- **3. Beyond the Light Barrier** (South Africa) Producer: Uga L Carlini, Associate producers: Jacqui Teasdale-Pearson and Dumi Gumbi, Director: Uga L Carlini
- **4. Big Boys Don't Cry, (**Egypt) Producer: Hala Lotfy, Coproducer: Philipp Mairice Raube, Director: Muhammad Mustapha
- Des Espoirs (Hope), (Tunisia) Producer: Erige Sehiri, Director: Dhia Jerbi
- **6. E Quem Cozinha? (And Who Will Cook?),** (Cape Verde) Producer and Director: Samira Vera-Cruz
- **7. How to Build a Library,** (Kenya) Produced and Directed by Maia Lekow and Christopher King
- **8. Les Oublies** (The Forgotten Ones), (Mali) Producers: Abdoulsalam Hama, Julien Fiorentino, Director: Ousmane Samassekou

- Man of God, (South Africa) Producer: Jack Chiang, Director: Poppy Madela
- **10. Our Bomb for Pan Africa,** (South Africa) Producer: Jean Meeran, Director: Eva Njoki Munyiri
- 11. Rising up at Night, (Democratic Republic of the Congo)– Producers: Dada Kahindo, Rosa Spaliviero, Director:Nelson Makengo
- **12. The House is Burning, (South Africa)** Producer: Natalie Geyser, Sara Gouveia, Director: Sara Gouveia
- **13. The Men Who Speak Gayle**, (South Africa) Producers: Georgie Paget, Thembisa Cochrane, Director: Andrew Brukman
- 14. The Ship and the Sea (O Navio e o Mar), (Mozambique)
 Producer: Lara Sousa, Co-producer: Matheus Mello,
 Directors: Lara Sousa and Everlane Moraes
- **15. The Wall of Death**, (Morocco) Producers: Merieme Addou, Alexis Taillant, Nadege Labe, Director: Amine Sabir
- **16. What's Eating my Mind,** (Kenya) Producer: Sam Soko, Director: Noella Luka

^{* 12} Pangas, was awarded the DFM Talents Award at the DFM 2019, thus they had automatic selection for DFM 2020

Fiction Selection

Fiction Selection

- A Can of Condensed Milk (Working Title), (South Africa) – Producer: Julie Laurenz, Director: Sara Blecher
- 2. Al Bahs An Manfaz L Khoroug Al Sayed Rambo (Seeking Haven For Mr Rambo), (Egypt) – Producer: Rasha Hosny, Director: Khaled Mansour
- 3. Al Mostamara (The Settlement), (Egypt) Producers: Hala Lotfy, Etienne de Ricaud, Director: Mohamed Ibrahim
- **4. ApeTown,** (South Africa) Producer: Bridget Pickering, Director: Kurt Orderson, Screenwriter: Rea Human
- **5. Goodbye Julia** (Sudan) Producer: Amjad Abu Alala, Director: Mohamed Kordofani
- **6. Mehal Sefari** (Median), (Ethiopia) Producer: Tamara Dawit, Director: Abraham Gezahagne
- **7. Over The Republic,** (South Africa) Executive Producer: Ramadan Suleman, Director: Lamar Bonhomme

- **8. Searching For Lebo**, (Kenya) Producer: Matrid Nyagah, Director: Simon Mukali
- **9. Sola**, (Chad) Producer: Wilf Varvill, Arnaud Dommerc, Michael Henrichs, Director: Issa Serge Coelo
- **10. Stellar Collision**, (South Africa) Producer: Layla Swart, Director: Thishiwe Ziqubu
- **11. The Accident,** (South Africa) Producer: Khosi Dali, Director: Imran Hamdulay
- **12. The Weekend**, (South Africa) Producer: Akona Matyila, Director: Kenneth Gwele
- 13. Vlees Van My Vlees (Flesh from My Flesh), (South Africa) – Producers: Lucia Meyer-Marais, Jozua Malherbe, Director: Matthys Boshoff
- **14. Vrees (Fear)**, (South Africa) Producer: Corne Van Rooyen, Director: Rene Van Rooyen
- **15. We All Fall Down,** (Zimbabwe) Producer and Director: Tapiwa Chipfupa





Talents Durban



The 13th Talents Durban was presented in cooperation with Berlinale Talents.

Talents Durban is one of the six Talents International programmes formed by Berlinale Talents in Africa and around the world including Talents Beirut in Lebanon, Talents Buenos Aires in Argentina, Talents Sarajevo in Bosnia-Herzegovina, Talents Tokyo in Japan and Talents Guadalajara in Mexico.

Talents Durban presented a developmental programme for emerging writer/directors that focused on story development. Selected participants received mentorship from industry leading experts, participated in lab discussions, group discussions, hangouts and mentor/alumni talks. These sessions took place between the 28th of July and the 2nd of September 2020 - using virtual platforms like Zoom, WhatsApp, House Party and Google Hangouts. The month-long mentorship and discussions aimed to prepare participants for the 11th Durban FilmMart were projects were invited to present at the DFM Story Junction and attend a series of masterclasses, panel discussions, hangouts and have the opportunity to take meetings with potential collaborators. This was aimed at boosting project development, market readiness skills and creating a supportive community of connections and access to markets.

Talents Durban Labs

The Talents Durban programme featured three hands-on development programmes, presented in English and French:

- DOC Lab selected six documentary projects in development for coaching and mentoring towards participating in Story Junction.
- Storytelling Lab, a script-development programme for feature, short, TV, web series, and animation projects.
 Talents are paired with mentors who assist in clarifying story structures and helping to arrive at an advanced draft of their script.
- Talent Press, invited six critics to cover the films and events
 of the Durban International Film Festival, Encounters
 South African International Documentary Festival and
 Jomba! Dance Contemporary Dance Experience for online
 and print publications.



Talents Durban Participants and Projects

Project Submissions

Project submissions for Talents Durban 2020 were opened from April 2020 – June 2020. After the decision to host the market online was taken by the DFMI, project submissions were reopened for new submissions or for existing applicants to update, amend or withdraw their projects.

Total number of projects submitted	352
Total number of completed projects submitted	151
Total number of projects selected	26
Total number of film critics selected	6
Total number of countries from which projects were submitted	32

After a rigorous adjudication process, 26 projects and 6 film critics from 19 countries across the continent were selected.

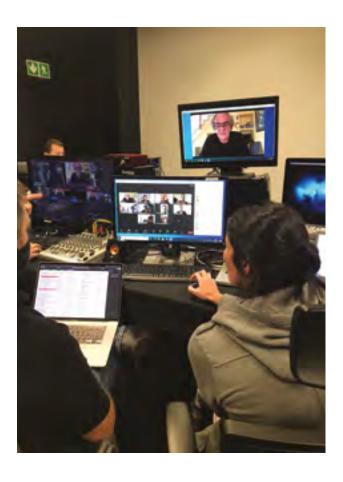
Selection Panel

- Sharon Kakora
- Bonie Sithebe
- Wilfred Okiche
- Claire Diao

Selected Projects

Feature Fiction Selection

- **1. 10.628, (**Tunisia) Producer: Ramses Mahfoudh, Director: Issam Bouguerra
- **2. Behind High Walls** (South Africa) Producer: Jonathan Kyriakou, Director: Pheello Mofokeng
- **3. Between Worlds** (Uganda) Producer: Lydia Sue-Ellen Chitunya, Screenwriter: Adong Judith
- **4. Extravagant Ways To Say Goodbye** (South Africa) Producer: No Producer, Director: Liese Kuhn
- **5. NDI & Friends** (Cameroon) Producer: Paul Samba and Ifaana Qualar, Director: Paul Samba
- Objective Fespaco (Ivory Coast) Producer: Yoan Sea Douin Guelaté Casimir, Director: Yoan Sea Douin Guelaté Casimir



Short Fiction Selection

- Happiness (Morocco) Producer: Reda Zerouali, Director: Aymen El Hankouri
- **2. Kidawa** (Tanzania)-Producer: Deogratus Surah And Florence Mkinga, Director: Florence Mkinga
- **3. Mbali** (South Africa) Producer: Tinyiko Mvelase, Nina van Rensburg, Lourens van Rensburg, Jozua Malherbe, Director: Hlumela Matika
- **4. Our Identity** (Benin) Producer: Oliver Medjigbodo, Director: Dossou Gildas
- **5. The Last Scar** (Cameroon) Producer: Dieudonné Alaka, Director: Stella Tchuisse
- **6.** The Robot's Last Job (South Africa) Producer: Xolani Nhlapho, Director:Neo Sibiya

Documentary Selection

- Black People Don't Get Depressed (South Africa) Producer: Cati Weinek, Director: Sara Chitambo
- **2.** I might not normally share this (Egypt) Producer: Shehab Shaheen, Director: Noura Sharaf
- **3. No winners in war (**Botswana) Producer: Carol O. Keosedile, Director: Tricia Laone Sello
- **4. Nzonzing** (Democratic Republic of Congo)-Producer: No Producer, Director: Moimi Wezam
- **5. To Be Loved** (Togo) Producer: Arnold SETOHOU, Director: Justin Palakiyem Kpatchaa
- **6. Their Choir** (Morocco) Producer: Addou Merieme, Director: Zineb Chafchaouni
- **7. The Kingdom of Masindi** (South Africa) Producer: No producer, Director: Dowelani Edward Nenzhelele

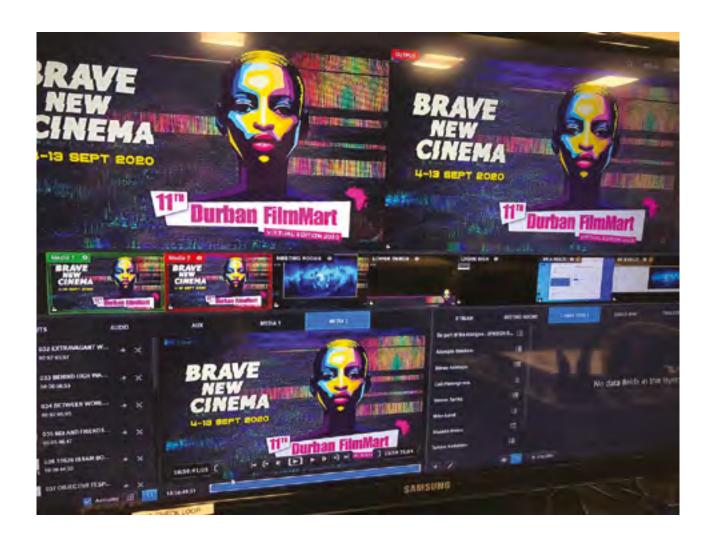
Animation Selection

- **1. The Fam** (South Africa) Producer: Dr Tshepo P. Maaka, Director: Kabelo Maaka
- **2. The Elected** (Togo) Producer: No producer, Director: Kossi Messan Akoda
- **3. Lwanda Magere** (Kenya)-Producer: Mark Kinuthia, Director: Mark Kinuthia

TV Series Selection

- **1. The Oath** (South Africa) Producer: Bonie Sithebe and Julie Hall, Director: Johannes Mzwandile Spirit
- **2. Dilema** (Tanzania) Producer: Lucy Mwangi, Screenwriter: Voline Ogutu
- Leviathan (Cape Verde) Producer: Pedro Soulé, Director: Nuno Pereira
- **4. Inside** (Rwanda) Producer: Ingabire Delice, Screenwriter: Denis Valery Ndayish

The switch to online meant Talents Durban could cater for an increased number of participants – 12 more than the previous edition.



Jumpstart

Jumpstart is a partner programme of the Durban FilmMart (DFM), which seeks to identify unique South African stories to participate in a script development lab with PAS script consultants.

Jumpstart consists of a series of group sessions with the 6 selected projects and 3 PAS script consultants, which present an opportunity for filmmakers to receive individual insights to further refine their scripts. Jumpstarts projects were not invited to pitch, but they did take a few meetings with decision makers.

This year the Jumpstart programme was given additional funding from the IFAS to run a follow up mentorship programme in December.

Moderator

Guillaume Mainguet (Head of Produire au Sud workshops – France)

Mentors

- Mmabatho Kau (Script consultant SA)
- Jérémie Dubois (Script consultant France)

Participants

- Vusiafrica Sindane director of The Killing of A Beast (Johannesburg), produced by Naledi Bogacwi
- Sibusiso Buthelezi director of Wrath (Durban/Newcastle), produced by Sibongile Nene
- Deidre Jantjies producer of Carisa (Cape Town) directed by Devon Delmar
- Camilla Pontiggia director of Missionaries (Durban), produced by Michael James
- Dick d'vLz Reubin director of Whoonga Jeezas (Johannesburg), produced by Layla Swart
- Ayanda Halimana producer of One Day in June (Port Shepstone), directed by Reem Morsi.







Partner Projects

HotDocs Fellows

The HotDocs Fellows were invited to take meetings in the finance forum and engage with the DFM programme. They did not pitch.

Projects

- African Moot (South Africa) produced and directed by Shameela Seedat and Francois Verster
- Kongo is Burning (DRC) produced and directed by Arnold Aganze
- Land of Women (Egypt) produced and directed by Ayman El Amir and Nada Riyadh
- **Soweto Spinning** (South Africa) produced and directed by Phillipp Primus and Keitumetse Qhali
- The Witnesses from the Shadows (Mali) produced and directed by Estelle Robin You and Ousmane Samassekou

Realness Residency

The residents from the Realness Writer's Residency were invited to take meetings in the finance forum and engage with the DFM programme. They presented their projects during StoryJunction, with Talents Durban on Sunday.

Projects

- · Hajooj Kuka (Sudan), African Titanics
- Rim Mejdi (Morocco), Plum Season
- Leslie To (Burkina Faso), About A Girl/ Finding Elaine
- · Thati Peele (South Africa), Brace Yourself
- Palesa Shongwe (South Africa), Mubi
- · Yared Zeleke (Ethiopia), Sunbirds

Complete Project Breakdown

DFM	31
Talents	32
Jumpstart	6
Hot Docs Fellows	8
Realness Residency	8 (2 in DFM selection)

DFM FINANCE FORUM

Mentorship

Mentorship played an important role in preparing selected projects for their participation at DFM. The mentorship ran for almost two months.

Documentary Mentors

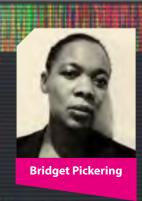






Fiction Mentors







Talents Durban Mentors



Djia Mambu (Talent Press)



Isaac Mogajane (Animation)



Jihan El Tahri (French Doc Feature Fiction)



Kethiwe Ngcobo (Eng Feature Fiction)



Moussa Sene Absa (French Feature Fiction)



Nadine Angel Cloete (Eng Doc Fiction)



Newton Aduaka (French Short Fiction)



Tracey-Lee Rainers (TV Web Series)



Trish Malone (Eng Short Fiction)



The Mentorship included:

- Evaluation of project packages
- Four telephonic meetings or video calls with the selected participants where mentors gave feedback depending on the developmental needs of the projects.
- Mentors discussed and gave advice on the narrative of the film as well as the strategy for the developmental, production and distribution of the projects assigned.
- Mentorship resulted in a market ready project packages, inclusive of visual material (teaser, trailer or mood board) and a recorded pitch which was played during the market.
- All the documentary projects were invited to an online pitch workshop hosted by DFM Programme Partner HotDocs, which was presented by Elizabeth Radshaw.

Pitches

DFM Pitch took place on the Friday and Saturday afternoons of the DFM event. The Projects pitched to panels consisting of both local and international industry professionals. Each pitch session included a pre-record element to ensure that all filmmakers were able to present an uninterrupted pitch regardless of connectivity challenges. This was followed by feedback and questions from the panellists. Audience members were able to engage with the filmmakers via the chat function in Zoom. This helped set up the one on one meetings for the projects.

The 2020 programme included Story Junction which invited participants from Talents Durban and Realness Residency to present their projects to panel experts for comments and engagement.

Pitch Panels

Documentary Panel



Panellists

- Reem Hadad, Al Jazeera
- Mark Edwards, Arte
- Tom Watson, BBC Eye on Africa
- · Iva Tkalec, CIRCLE Women Doc Accelerator
- Biljana Tutorov, CIRCLE Women Doc Accelerator
- Brigid O'Shea, DOK Leipzig
- Sina Weber, DOK.Fest Muchen
- Hicham Falah, FidaDoc
- Julian Carrington, HotDocs
- · Olena Decock, HotDocs
- · Isabel Arrate, IDFA
- Marco Orsini, IEFTA
- · Lacey Tu, IEFTA
- Samia Zaman, IEFTA
- Yolanda Ncokotwana, National Film and Video Foundation South Africa
- Refiloe Hlabioa, National Film and Video Foundation South Africa
- Yashika Singh, SABC
- · Thando Shozi, SABC
- · Hajnal Molnar-Szakacs, Sundance

Fiction Panel



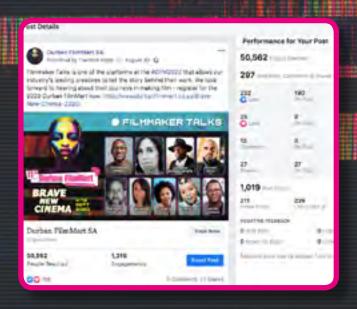
Moderators – Bridget Pickering, Bump Films and David Horler, Proper Film

Panellists

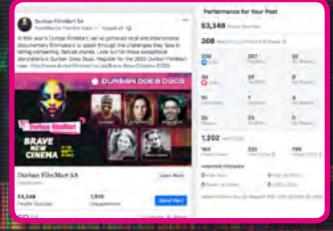
- Jane Maduegbuna, Afrinolly
- Ingrid Hogtun, BarentsFilms
- · Llianne Llewellyn, IEFTA
- · Samia Zaman, IEFTA
- Ragnhild EK, IEFTA
- Thandeka Zwane/Helen Kuun Indigenious Films
- Danie Swart, SABC
- Shanitha Rathilal Bhageloo, SABC
- Nirvana Singh, SABC
- Per Eirik Gilsvik, SØRFOND The Norwegian South Film Fund
- · Heidi Zwicker, Sundance

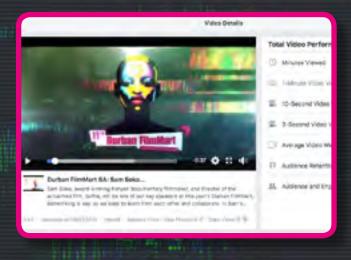
Meetings

Over 320 meetings were recorded via the DFM Finance Forum. Selected projects took one on one zoom meetings with over 276 decision makers from across the world which included representatives from AAA Entertainment, Ape & Bjorn, Autonomous Pictures, Barentsfilm, Berlinale Co-Production Market, Flourishing Flowers, Indigenous Distribution, M-Appeal, Melbourne Film fest, New Zealand Film Commission, MUICA – African Film Festival in Colombia, Sundance, Ten10, Trace TV, XYZ, Gravel Road, Chicken & Egg, Espresso Media, NYT Op Docs, The Whickers, Close-Up Initiative, Documentary Africa, POV, Preciosa Media/AfroLATAM, This Way Publicity, Marrakech Film Festival White Bear Films, Netflix Global (Docs), DW and the Hubert Bals Fund (IFFR Pro). These meetings will undoutably play an instrumental role in the further development of the projects which we hope to see as completed films in the next two to three years.











INDUSTRY PROGRAMME

The 2020 edition of Durban FilmMart dealt first and foremost with the challenge of translating the offerings of the finance and co-production market into a digital experience that was informative, connected and interactive. With the collaboration of the communications team and the technology service provider, a virtual event application that delivered on these requirements made DFM 2020 possible.

Programme Overview

The theme for this year's edition was *Brave New Cinema*, an ode to the idea of cinema as a collective act of courage. The theme also interrogated how film and television professionals on the continent have to come up with measures to withstand the economic, health and safety and logistical challenges that the covid pandemic has put the industry against. Also inferred in the theme was an ever present sense of renewed belief in the critical role the moving image plays in shaping our societies as well as the sure future that it has in the, even so bleak, future. The above sentiments were echoed in the conversations at the DFM and were carried over to discussions on social media, all inspired by the DFM sessions.

The DFM webinars was a 5-day programme of talks as well as sponsored content which makes up the public programme of Durban FilmMart. Taking place on the digital platform Zoom and presented through the Virtual Event Platform, the webinars presented high level discussions to users of the VEP to the discussions pertinent to film industry, areas such as production, financing, exhibition and others.

The DFM Talks were presented in streams as follows:

- DFM Conversations
- · Talents Filmmaker Talks
- Durban Does Docs
- · South African Film in Focus
- Engage
- Special Focus African Content in the New Normal

Sponsored Content included talks curated with:

- Netflix
- National Film and Video Foundation
- KwaZulu-Natal Film Commission
- Film and Publications Board
- · University of Cape Town



DFM Conversations

These included a series of talks with leading content producers working in or with Africa. The talks aimed to highlight the work of these thought-leaders as it relates to the themes of "Brave New Cinema"

- DFM Conversation: Pioneering African Content Defining a New Aesthetic
 Speakers – Akin Omotoso (Rififi Pictures), Kagiso Lediga (Diprente Films)
 Moderator – Katarina Hedren
- DFM Conversation: Defining Brave New Cinema for Africa Speakers – Nosipho Dumisa (Gambit Films), Toni Kamau (We Are Not the Machine)
 Moderator – Katarina Hedren
- DFM Conversation: Our Stories Up A Case for Black and Queer Documentary Voices
 Speaker – Roger-Ross Williams (One Story Up)
 Moderator – Katarina Hedren
- DFM Conversation: Understanding African Audiences
 Speaker Chioma Ude (AFRIFF)
 Moderator Katarina Hedren

Durban Does Docs

A series of talks with the leading directors of documentary films explaining their creative process. These talks aim focus on the art of documentary filmmaking.

- Durban Does Docs: The Doc Process (Buddha in Africa)
 Speaker Nicole Schaefer (Thinking Strings Media)
 Moderator Wilfred Okiche
- Durban Does Docs: The Doc Process (Days of Cannibalism)
 Speaker Teboho Edkins (Day Zero Films)
 Moderator Wilfred Okiche
- Durban Does Docs: The Doc Process (Softie)
 Speaker Sam Soko
 Moderator Wilfred Okiche
- Durban Does Docs: The Doc Process (Azibuye The Occupation)
 Speaker – Dylan Valley
 Moderator – Bob Perfect

Talents Filmmaker Talks

Part of the Talents Durban programme, these talks highlight the writer/ directors journey and feature creatives across the various forms of fiction, documentary, animation and V/R films.

- Talents Filmmaker Talks: Staying the Course The Documentary Filmmaker's Way

 Speakers Rehad Desai (Uhuru Productions), Richard Poplak (director, Influence), Diana Neille (co-director, Influence)

 Moderator Fatimata Wane
- Talents Filmmaker Talks: Cinéma du Réel/Cinéma de l'humain Speakers – Michel Zongo (Diam Production), Dieudo Hamadi Moderator – Fatimata Wane
- Talents Filmmaker Talks: A Little Goes a Long Way
 Speakers Simon Wood (Salt Peter), Bongi Ndaba (Fosha Pty LTD),
 Moderator Fatimata Wane
- Talents Filmmaker Talks: New Visionaries for African Cinema Speaker – Lemohang Jeremiah Mosese (director, 'This Is Not A Burial, It's A Resurrection')
 Moderator – Fatimata Wane
- Talent Filmmaker Talks: The Future for Animators in Africa
 Speakers Mounia Aram (Mounia Aram Company), Clare
 Tracy Louis (Katanimate Animation Studio), Ferdy Adimefe
 (Magic Carpet Studios)
 Moderator Shimz Applegren

SA Film in Focus

A series of talks focusing on the South African film and television sector, unpacking challenges faced by producers and highlighting the various opportunities for growth.

- SA in Focus: Understanding the Work of a Performance Writer
 Speakers Julie Hall (Wild Words Content & Creative),
 Karima Effendi (Script Consultant), Theoline Maphutha
 (Writers Guild/ Board member DFMI)

 Moderator Bob Perfect
- SA in Focus: Mzansi Shooting in COVID Times
 Speakers Mmamiste Thibedi (Stain Glass TV), Thabang
 Moleya (Seriti TV), Miki Redelinghuys (Plexus Films,
 Documentary Filmmakers Association),
 Moderator Helen Herimbi

- SA in Focus: Connecting the Dots South African VOD Market Takes Shape
 - Speaker Joanne Raphael Katz (Exceptional Rights) Moderator – Helen Herimbi
- SA in Focus: All Digital Now Distributing Film in 2020
 Speaker Helen Kuhn (Indigenous Films),
 Thérèsa Ryan van Graan (Penzance Films)
 Moderator Helen Herimbi
- SA in Focus: State of the South African Audiovisual Industry (Session 1)
 Speakers – Helen Kuun (Indigenous Films), Marianne Grant (Gray Global Advisors,), Unathi Malunga (SASFED), Antoinette Engel (Documentary Filmmakers' Association)
- SA in Focus: State of the South African Audiovisual Industry (Session 2)
 Speakers – Leon Forde(Olsberg SPI) Monde Twala (Viacom), David Kayser (Torchwood), Bradley Joshua (Gambit Films)

Moderator - Thandi Davids

Moderator-Nimrod Geva

Engage

Part of an ongoing series of talks and think-tanks across Africa, these talks aims to create a platforms for debate of professional practice, representation and decolonial practice of filmmaking.

- Engage: The Art of Fallism Reflecting on North-South Collaborations
 Speakers – Ingvild Aagedal Skage (Isme Film) Wisaal Abrahams (Pink Rock Media)
 Moderator – Oris Aigbokhaevbolo
- Engage: East Africa Rising Reflections on Diverse and Dynamic Industry
 Speakers – Silas Miami (writer, SUPAMODO), Hajooj Kuka (director, Refugee Club/ Beats of the Antonov)
 Moderator – Tiny Mungwe
- Engage: Who Feels, Knows It The Power of African Story Development by Africans
 Speakers – Mmabatho Kau (Raindrop Media), Ike Nnaebue (Passion8 Communications), Tracey Dearham Rainers (Stiletto Entertainment), Njoki Mohoho (Zebra Productions Kenya Ltd and MultiChoice Talent Factory) Moderator – Tiny Mungwe

Special Focus – African Content in the New Normal

A special focus on the challenges and opportunities facing content producers in this moment of the covid-19 pandemic.

- African Content in the New Normal After Covid Future Prospects for the Service Industry
 Speakers – Genevieve Hofmeyr (Moonlighting), Silondile Jali (TWBA), Amanda Dlamini (Black Coffee Films)
 Moderator – Bob Perfect
- African Content in the New Normal: Homegrown Online Platforms for Pan-African Content
 Speakers – Tigist Kebede (Habeshaview), DeShuna
 Spencer (Kweli TV), Wilfred Kiumi (Africa Digital Media Studios)
 Moderator – Bob Perfect
- African Content in the New Normal: Risk Under COVID
 Speakers Moroba Nkawe (Maru Film Services), Lola Edmayr (KEU Underwriting Managers)

 Moderator Bob Perfect
- African Content in the New Normal: The Role of Film Commissions in Africa
 Speakers – Timothy Owase (Kenya Film Commission),
 Desmond Mthembu (Gauteng Film Commission),
 Florence Haifene (Namibia Film Commission),
 Jess
 Conopila (Association of Film Commissioners Intl)
 Moderator – Azania Muendane

Netflix @ DFM

- Netflix: Women in Film The Future is Female
 Speakers Busi Ntintili (The Ntintili Factory (Pty) Ltd),
 Lala Tuku (Clive Morris Productions), Gugu Zuma (Stained Glass Productions)
 Moderator Tiny Mungwe
- Netflix: Made by Africans, Watched by the World Netflix on taking Africa's stories to the World
 Speakers – Ben Amadasun (Netflix Africa), Dorothy
 Ghettuba (Netflix Africa) Moderators – Oris
 Aigbokhaevbolo

National Film and Video Foundation @ DFM

NFVF: Distribution Under Current Conditions
 Speakers – Thandeka Zwana (Indigenous Films), Katleho
 Ramaphakela (Burnt Onion Productions), Mayenzeke
 Baza (AAA Entertainment), Sanjeev Singh (VideoVision
 Entertainment)
 Moderator – Asanda Ngoasheng

- NFVF: Future of film in SA
 Speakers Tebogo Matlawa (Mnet), Cait Pansegrouw
 (Urucu Media), Helena Spring, Tasim Anderson (Diprente Films), Mike Auret (Speir Films)
 Moderator Sisanda Henna

University of Cape Town @ DFM

Moderator - Liani Maasdorp

- Impact Session 1: Ready, Steady, Impact An Introduction to Impact Producing Liani Maasdorp (Senior Lecturer: Screen Production/University of Cape Town)
- Impact Session 2: Wearing The Shoe That Fits Impact Case Studies
 Speakers – Miki Redelinghuys (Plexus Films, Documentary Filmmakers Association), Emily Wanja (Impact Campaigns Producer)
- Impact Session 3: Impact from Home Reaching Audiences
 During Pandemic Times (Part 1)

 Speakers Emily Wanja (Impact Campaigns Producer),
 Naomi Walker (Documensch), Vanessa Cuervo (Good Pitch Programme Manager Latinamerica)

 Moderator Liani Maasdorp

Film and Publications Board @ DFM

 Film and Publications Board: Prejudice, discrimination and stereotyping: does art imitate social injustice?
 Speakers – Siphokazi Mangoloti (Film and Publication Board), Riana Botes (Film and Publication Board), Pandelis Gregoriou (Film and Publication Board), Rosina Masetla (Speaker), Mpho Ramathuthu (Speaker) Moderator – Lynette Kamineth

KwaZulu-Natal Film Commission@ DFM

KZN Film Commission: Why KZN is a Compelling Film
 Destination and Partner for Your Next Project
 Speakers – Jacintha de Nobrega (ArcLight Productions/
 DFMI), Teboho Pietersen (KwaZulu-Natal Film
 Commission), Shantelle Rochester-Henry (Ida Rose)

DFM Hangouts

The DFM Hangouts was conceived as a more informal networking format to allow delegates to connect and share about the work they are doing while engaging with key decision-makers and thought-leaders in the industry.

The hangouts invited partners and industry stakeholders to share about their initiatives in information sessions where the first 40 delegates to sign up for the event were able to participate.

Hangouts were presented as large Zoom meetings where every participant was able to speak and be visible on camera, creating an interactive and engaging session.

- Documentary Film in Africa Hangout
 Speakers Theresa Hill (Steps), Peter Mudamba (Docubox East Africa), Mandisa Zitha (Encounters Documentary Film Festival), Hicham Falah (FIDA Doc Agadir), Antoinette Engel (DFA), Mohamed Said Ouarma (Documentary Association Africa/DOCA)
 Moderator Yolanda Ncokotwana
- DFM Hangout: Meet the Europe Audiovisual Entrepreneurs
 Speaker Satu Elo (Workshop Manager of EAVE –
 European Audiovisual Entrepreneurs), Bongiwe Selane
 (AFDA/Blingola), David Horler (Proper Film), Moderator
 – Marco Orsini
- International Doc Festival Connections
 Speakers Isabel Arrate (IDFA), Seggen Mikael (DOK. fest München), Jullian Carrington(Hot Docs), Niu Yun (GZDOC), Brigid O'Shea (DOKLeipzig),
 Patrick Hurley (Sheffield Doc/Fest)
 Moderator Mohamed Said Ouma
- Sales and Acquisitions in Africa
 Speakers Tigist Kebede (Habeshaview), Thandeka Zwana
 (Indigeous Films), Mayenzeke Baza (AAA Entertainment)
 Moderator Khanyo Mjamba
- Womxn's Work Building a Safer Industry SWIFT
 Speakers Florence Mkinga (Pronet Films), Nicola Rauch
 (The Griot), Bongi Ndaba (Fosha Pty LTD), Bongiwe Selane
 (AFDA/ Blingola), Mmamitse Thibedi (Stain Glass TV)
 Moderator Jacintha de Nobrega
- Addressing Inequality in Africa
 Speakers Nicola Rauch (The Griot), Njoki Mohoho (Zebra Productions Kenya Ltd and MultiChoice Talent Factory),
 Jacintha de Nobrega (Arc Light Pictures/DFMI), Zanele Mthembu (SWIFT), Edima Otuokon (Ladima)
 Moderator Thandi Davids

- Meet the Trailblazing African Talents
 Speakers Ng'endo Mukii (Ng'endo Studios Ltd), Cornélia
 Glele (Ecranbenin), Ema Edosio Deelen (Ema Edosio Films)
 Moderator Menzi Mhlongo
- Meet the Festival Programmers
 Speakers Dilcia Barrera (Sundance Institute), Lyse
 Ishimwe Nsengiyumva (International Film Festival
 Rotterdam), Nataleah Hunter-Young (Festival programmer
 Hot Docs/TIFF/DIFF)
 Moderator Sue-Ellen Chitunya
- Meet the African Festivals
 Speakers Chioma Onyenwe (AFRIFF), Kennedy
 Mazimpaka (Mashariki African Film festival), Ismael
 Mohammed (DIFF)
 Moderator Mykel Parish
- Meet the Mzansi Film Festivals
 Speakers Dianne Makings (Cape Town International
 Animation Festival), Senzo Zindela (Ugu Film Festival),
 Sean Drummond (shnit International Shortfilmfestival –
 SA), Bongiwe Selane (Joburg Film Festival)
 Moderator Khanyo Mjamba
- Africa Rising Development Platforms in Africa
 Speakers Ousmane Baondione (Speaker), Thibaut
 Bracq (Marrakech Film Festival), Asanda Biyana (Realness Residency)
 Moderator Mohammed Said Ouma
- Meet the 12 Punto TRT Script Days TRT 12 Punto Script Days Speakers – Selman Nacar (Kuyu Film), Burak Cevik (Kuyu Film), Enes Erbay (Teferruat Film), Halil Kardas (Filmcode), Semih Gulen (Vigo Film), Arda Çiltepe (Vigo Film), Ahmet Tarik Guven (Neden Films), Zeynep Koray (ZKF), Sezgi Üstün San (Sezzfilm)
 Moderator- Esra Demirkiran





- Creative Arts Agency Africa Hangout Creative Arts Agency Speaker – Ozi Menakaya Moderator – Khanyo Mjamba
- Meet the Grant-makers
 Speakers Per Eirik Gilsvik (Sorfond), Caitlin Mae Burke
 (Tribeca Film Institute) Khalil Benkirane (Doha Film Institute) Nadja Lischewski (Deutsche Welle (DW))
 Moderator Neil Brandt
- Meet Documentary Association of Europe
 Brigid O'Shea (Moderator & Speaker DOKLeipzig)
 - Canada & SA

 Speakers Neil Brandt (Storyscope), Todd Brown (XYZ

 Films), Nina Dube (High Commission of Canada Trade

 Office), Amy Galigan (Acting High Commissioner
 for Canada in South Africa), Nelly Ndimade (High

 Commission of Canada), Shuresse Kesonk (Assistant Trade

 Commissioner High Commission of Canada), Keith

 Banerjee (High Commission of Canada Trade Office),

 Tassie Cameron (Cameron Pictures), Carolyn McMaster
 (CHAOS a film company inc.), Jeremy Torrie (White Bear

 Films), Jennifer Holness (Hungry Eyes), Alfons Adetuyi
 (Inner City Films), Pierre Couture (Speaker), Shant Joshi
 (Fae Pictures), Ina Fichman (Intuitive Pictures), Michael

 Alexander Dobbin (Speaker), Susanne Vaas (Speaker),

 Sarolta Csete (Speaker)

NEW INITIATIVE: DFM CONTENT SHOP

Durban FilmMart's adaptation to the digital platform welcomed the launch of the DFM Content Shop, a curated digital catalogue film project that aims to create opportunities and engender inclusivity and champion access to markets for emerging talent as well as established professionals. Projects from across the African continent were presented exclusively to a select group of international programmers, sales companies, broadcasters, distributors, exhibitors and talent agents. In partnership with digital catalogue and screening platform INCOPRODUCTION, over 60 selected shorts, documentary, fiction and web series were presented to over 100 "decision-makers" from the duration of the mart until the end of September.

Project Selection

The call for submissions opened on 28 June, with a deadline for submissions ending 30 July, with the submission process taking place on the digital platform FilmFreeway. The Mart received a total submissions 216, however, 41 one projects fell out of the desired territory of the African Continent. In the end we received 175 submissions from Africa, with 35 Feature Fictions, 15 Feature Documentaries, 32 Short Documentaries, 100 Short Fictions and 5 Web Series.

List of the Countries and the Number of **Submissions**

- South Africa 76
- Uganda 20
- Nigeria 17
- Egypt 10
- Kenya 9
- Ghana 7
- Cameroon 4
- United Kingdom 2
- United States 2
- Gabon 2
- Senegal 2
- Rwanda 2
- Namibia 2
- Gambia 1
- Algeria 1
- Belgium 1 Botswana - 1
- Burkina Faso 1
- Morocco 1
- Togo 1
- Tunisia 1
- Zambia 1
- Zimbabwe 1

Final Selection of **Projects**

Feature Fiction

- 1. Kafa Coh Uganda
- 2. The Herbert Macauley Affair Nigeria
- 3. Tainted Canvas United Kingdom And Cameroon
- 4. Fiela Se Kind South Africa
- 5. Tears in Pain Cameroon
- 6. Fullmoon Cameroon
- 7. The White Line Namibia
- 8. Tetteh Ouashi Ghana
- 9. Judas Kiss Uganda
- 10. Summer Torpe South Africa
- 11. La Femme Anjola Nigeria
- 12. '94 Terror Uganda
- 13. Fried Barry South Africa
- 14. #Landofthebrave Namibia
- 15. Letters of Hope South Africa

Feature Documentary

- 1. District Six Rising from the Dust South Africa
- 2. I am Here South Africa
- 3. My Culture My Music South Africa
- 4. The Writer From a Country Without Bookstores Equatorial Guinea & Spain
- 5. Action Comandante South Africa
- 6. Lift Like a Girl Egypt
- 7. Dying for Gold South Africa

Web Series

- 1. Braam South Africa
- 2. Conversations with Millennials South Africa

Short Fiction

- 1. After Forgetting Egypt
- 2. Home Ghana
- 3. 1988 Kenya
- 4. Wavamizi Kenya
- 5. Ghost of Spacetime Morocco
- 6. Vulnerable Nigeria
- 7. Tamara Nigeria
- 8. 5 AM Nigeria
- 9. Address Unknown South Africa
- 10. One Last Drop South Africa
- 11. 2 Grams and a Sunrise South Africa
- 12. Quarantine South Africa
- 13. TAB South Africa
- 14. Gcobisa South Africa
- 15. Two Hues South Africa
- 16. In Sight South Africa
- 17. Insila Kashaka South Africa
- 18. Together Apart South Africa
- The House of My Childhood Binds My Body South Africa
 Woke White Kid South Africa
- 20. Self Moctrait South Africa
- 21. Toujane Tunisia
- 22. Early Works United Kingdom

Short Documentary

- 1. Rehema Kenya
- 2. Black is Beautiful Uganda
- 3. How We Move Pantsula -South Africa & United States
- 4. I Won't Kneel Uganda
- 5. lyeza (Medicine) South Africa
- 6. Outspoken South Africa
- 7. Part of the Pack South Africa
- 8. Restoring Focus Zimbabwe
- 9. SA Lockdown Edition South Africa
- 10. Syncopation... Lives at Crossroads South Africa
- 11. The Grieving Circle Kenya
- 12. Tidal South Africa

Top 10 Most Watched

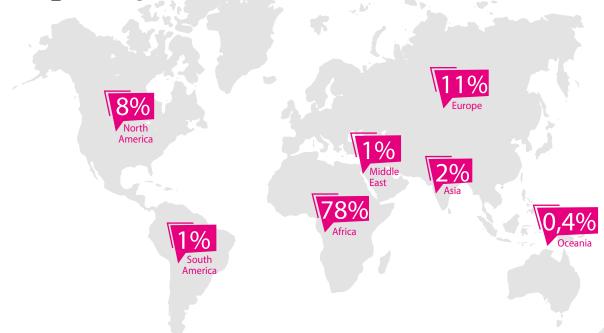
- 1. Seeking Haven for Mr Rambo
- 2. Over The Republic
- 3. Sunbirds
- 4. Ndi and Friends
- 5. Whoonga Jeezas!
- 6. Wrath
- 7. The House is Burning
- 8. African Titanics
- 9. Fiela Se Kind
- 10. Goodbye Julia





2020 DELEGATES

Delegates by Continent



List of Delegates by Country

France Qatar Algeria Angola Gabon Rwanda Germany Senegal Australia Ghana Serbia Bangladesh Belgium India Sierra Leone Benin South Africa Italy Botswana Jamaica Spain Brazil Kenya Sudan Switzerland Burkina Faso Kuwait Cameroon Lebanon Tanzania Canada Lesotho Togo Cape Verde Libya Tunisia China Madagascar Turkey Colombia Mauritius Uganda Comoros Monaco **United Arab** Congo Mozambique **Emirates** Namibia United Kingdom (Democratic USA Republic) Netherlands Cote d'Ivoire New Zealand Wales Zambia Denmark Niger Ecuador Nigeria Zimbabwe Egypt Norway

Portugal

Ethiopia

Business Focus



24%	23%
Fiction	Documentary







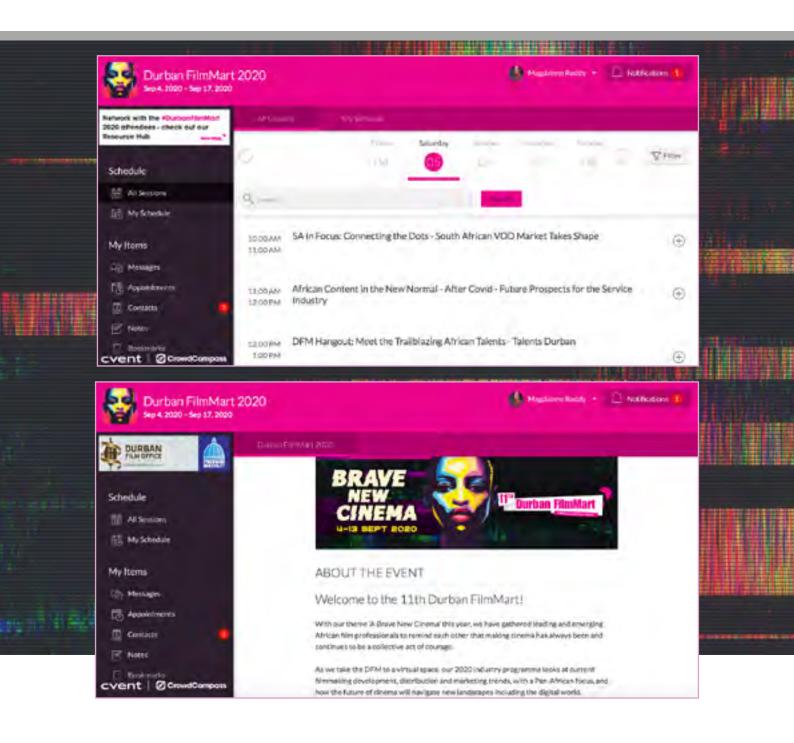


Content Shop

Total delegates registered for Content Shop: 256

Virtual Event Platform Activity

- 6,33K Delegate contributions and engagement
- 1,65K Delegate contact details shared amongst each other
- 30,1K minutes VEP opened



AWARDS AND AWARDEES

- The CineMart Award sponsored by the co-production market of the International Film Festival Rotterdam (The Netherlands), went to The Accident (South Africa), produced by Khosie Dali and directed by Imran Hamdulay (alumni Talent). The filmmakers will be able to attend the Rotterdam Lab, a five-day training and networking event for producers in 2021.
- 2. The Produire au Sud of Festival des 3 Continents (Nantes, France))/ IFAS Award went to We All Fall Down (Zimbabwe), directed and produced by Tapiwa Chipfupa (alumni Talent). Ms Chipfupa will be given the opportunity to attend the developmental workshop programme, PAS, where they are supported with developing tools, expertise, and opportunities to forge European networks.
- 3. The Sørfond Award (Norway) was awarded to the project Vlees van my Vlees (Flesh of my Flesh) (South Africa) produced by Lucia Meyer-Marais and Jozua Malherbe and directed by Matthys Boshoff (alumni Talent). The filmmakers have the opportunity to attend a pitch course, as well as pitch this project at the Sørfond Pitching Forum in Oslo, Norway.
- 4. Durban Filmmart Talents Durban Award (South Africa) for the Talents Durban Project went to Between Worlds (Uganda) director Adong Judith (2020 Talent). This project automatically qualifies for the DFM 2021 pitch and finance forum.
- 5. International Documentary Film Festival of Amsterdam (IDFA) Award (The Netherlands) was given to The Ship and the Sea (O Navio e o Mar) (Mozambique) produced by Lara Sousa (alumni Talent), co-produced by Matheus Mello, and directed by Lara Sousa and Everlane Moraes allowing them to participate in IDFA 2020 virtual event later this year.
- 6. Guangzhou International Documentary Film Festival (China) Special GZDOC Invitation went to five film projects providing them with the opportunity to participate in the virtual GZ Doc Pitch Session in 2021.
 - Rising Up at Night, (Democratic Republic of the Congo)
 Producers: Dada Kahindo, Rosa Spaliviero, Director:
 Nelson Makengo (alumni Talent),
 - The Ship and the Sea (O Navio e o Mar), (Mozambique)
 Producer: Lara Sousa, Co-producer: Matheus Mello,
 Directors: Lara Sousa (alumni Talent), and Everlane
 Moraes

- 7. Festival International de film Documentaire d'Agadir (Morocco) (FIDADOC) Awards went to the Talents Durban project To Be Loved (Togo) directed by Justin Kpatchaa (2020 Talent) providing the filmmakers with the opportunity to participate in the FIDADOC Writing Residency in December 2020.
- 8. The International Emerging Film Talent Association (IEFTA)
 Award (Monaco) went to three Talents Durban projects:
 - Feature Documentary Film: Conti-Mental/Black People Don't Get Depressed (South Africa) directed by Sara Chitambo (2020 Talent)
 - Feature Film: Between Worlds (Uganda) directed by Adong Judith (2020 Talent)
 - Short Film: I Might Not Normally Share This (Egypt) directed by Noura Sharaf (2020 Talent)

These projects will be given mentorships through one of IEFTA's partner development programmes and labs.

- Miradas Doc Award (Spain) was given to Rising up at Night (Democratic Republic of the Congo), produced by Dada Kahindo, Rosa Spaliviero and directed by Nelson Makengo (alumni Talent), which includes participation in the Miradasdoc 2021.
- 10. FIPADOC International Documentary Festival Award (France) went to Des Espoirs (Hopes) (Tunisia), produced by Erige Sehiri, Carine Ruszniewski, Clothilde Bunod and directed by **Dhia Jerbi** (alumni Talent), to participate in FIPADOC 2021 programme.
- 11. The National Film and Video Foundation (South Africa) awarded three projects this year with cash grants to further develop their films:
 - Best SA Non-fiction grant of R50 000 went to 12 Pangas (South Africa) produced by James Tayler and Xola Mteto and directed by Xola Mteto (alumni Talent),
 - Best SA Fiction grant of R50 000 went to the Talents
 Durban project Behind High Walls (South Africa)
 produced by Jono Kyriakou and directed by Pheello
 Mokokeng (2020 Talent)
 - Best Overall Pitch grant of R100 00 went to The House is Burning (South Africa) directed and produced by Sara Gouveia and co-produced Natalie Geyser

GALLERY

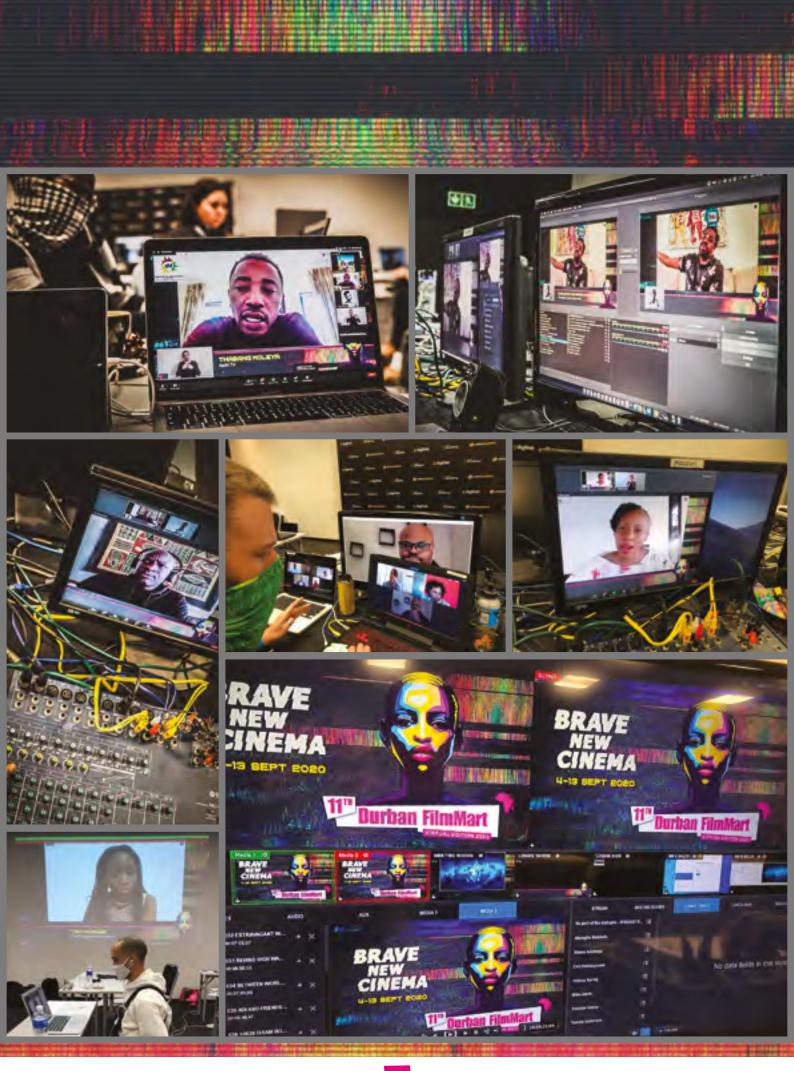












MEDIA REPORT

Summary

This year, with the DFM 2020 going from a physical event to an online one, and within the fast-declining traditional media landscape, the recommendation to the DFMI was to take a much more pro-active approach to digital marketing than in the past. This has not been done before as a holistic approach, specifically looking at how the marketing funnel could best be used to attract delegates, and to create brand awareness, and a brand-bridge going forward into 2021.

Together Versfeld & Associates (publicity specialists) and Digitlab (digital marketing specialists) strategized an approach that focussed on the following marketing methodology:

- direct marketing emailers via the DFM's database of signed-up subscribers, partners, sponsors and funders, and previous delegates and participants
- traditional media publicity campaign
- social media campaign which comprised both organic posts and advertising on Facebook, Instagram and Twitter
- digital advertising on Google Ads and Youtube

The strategy including creative and media positioning was carefully aligned with the strong and positive brand DFM developed as being Africa's premiere film industry event.



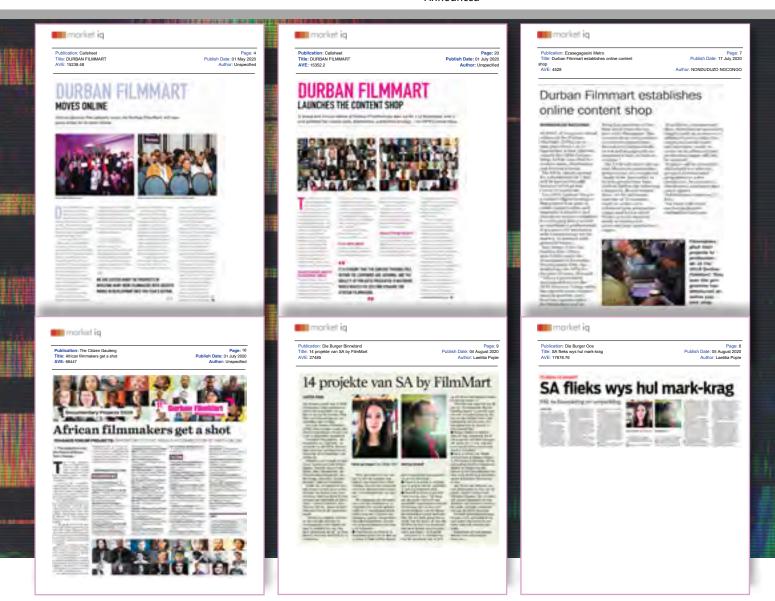
Publicity

Media Releases

The following media releases were distributed to the media database, uploaded onto the website with images and posted organically on Facebook and Twitter.

- 1 May: Durban FilmMart Moves Online for its 2020 Edition
- 18 June: Durban FilmMart Institute Announces
 Appointment of Board and Dates for the 2020 edition of the DFM
- 27 July: Talents Durban 2020 Participants Announced @ 11th DurbanFilmMart – Virtual Edition
- 29 July: Thirty-One African Projects Selected for Durban FilmMart's Finance Forum
- 4 August: Brave New Cinema DFM Programme Announced & Registration Opens
- 12 August: African Film Content in the New Normal at 11th Durban FilmMart

- 24 August: Produire au Sud partners with Durban FilmMart for story lab programme for 2020 Virtual Edition
- 27 August: Durban FilmMart Welcomes Netflix As Programme Partner For 11th Edition
- 29 August: (Distribution on behalf of NFVF): The NFVF to participate in Durban FilmMart's Virtual Edition 4 – 13
 September
- 29 August: Engage @DFM A Think Tank on the Future Perspectives of African Film Industry at 11th Durban FilmMart
- 31 August: (Distribution on behalf of KZNFC): KwaZulu-Natal Film Commission Announces 8th Annual Simon 'Mabhunu' Sabela KZN Film and Television Awards
- 9 September: SA's Top Film Industry Event Draws 1057
 Delegates to Virtual Platform
- 13 September: Award-winners at Durban FilmMart Announced



market iq

Publication: The Guardian Title: 2020 Durban FilmMart in Brave New Cinema AVE: 10467.96

Page: 30 Publish Date: 05 August 2020 Author: Gregory Austin Nwakunor





2020 Durban FilmMart in Brave New Cinema.

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market iq

Publication: The Citizen Gauteng
Title: Incubator programme to jumpstart African

Page: 18 Publish Date: 28 August 2020

Author: Citizen reporte

Incubator programme to jumpstart African filmmakers

market iq

Publication: Die Burger Saterdag Title: Netflix, DFM span kragte saam AVE: 26190.09

Page: 13 Publish Date: 29 August 2020 Author: Unspecified

Netflix, DFM span kragte saam





market ig

Publication: Botswana Gazette
Title: Local documentary selected for Durban Film

Page: 24
Publish Date: 02 September 2020

Mart AVE: 77625 Author: GOSEGO MOTSUMI

Local documentary selected for Durban Film Mart

market iq

Publication: Ezasegagasini Metro - IsiZulu Title: Ithele izithelo ezinhle ingqungquthela yezamafilimu AVE: 4000

Page: 10 Publish Date: 11 September 2020

Author: PRIAH DASS



Media Partners

i. Callsheet

Advertising budget allowed for 3 x newsletters to Callsheet's database with editorial on Callsheet website and posts on their social media

- 24 August Overview of programme
- 31 August Netflix Announcement
- 14 September Award-winners at DFM









ii. Variety

• Advertising budget allowed for 1x banner for 24 hours on their website with click through to the DFM registration landing page.



 Added value: overview of DFM written by Christopher Vourlias African Film Specialist Writer: https://variety.com/2020/film/global/durban-filmmart-african-cinema-future-1234758236/



iii. Awotele

 No fee. In exchange for being media partners, Awotele ran a full page advert and editorial in their 16th edition.



Media Analysis

Summary of publicity (campaign start date 15 July)



Advertising

Creative

The following adverts were designed:

- · Awareness/Brand video
- Carousel advert for Facebook/Instagram
- Twitter cards (animated GIF) x 5
- Facebook static posts x 5 (creative)
- Key note videos with top and tails x 4
- Google ads: display, search and Youtube pre-roll

Results

FACEBOOK & INSTAGRAM OVERALL PERFORMANCE	
Impressions	4 541 274
Reach	1 876 992
Results	72 401
Twitter Overall Performance	
Impressions	282 765
Results	4 439
Google Overall Performance (Display, Search and YouTube)	
Impressions	2 654 987
Results	59 170
Website Overall Performance	
Visits	9 013
Page Views	14 819
Bounce Rate	72%
Paid Advertising (Google Referrals)	2 971
Social Referrals	1 910

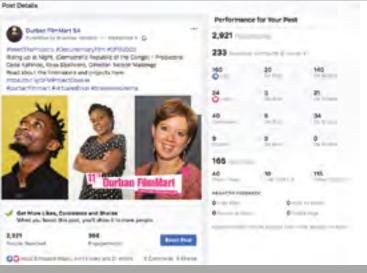
Social Media (Organic)

Facebook

Followers Count	9 004 (at 15 July)
New Followers	978 (at 29 September)
Total Followers	9 716
Page Impressions	4 760 030 (number of times the content was viewed)
Engaged users	95 738 (users who engaged with content in some way)
No. of organic posts	127







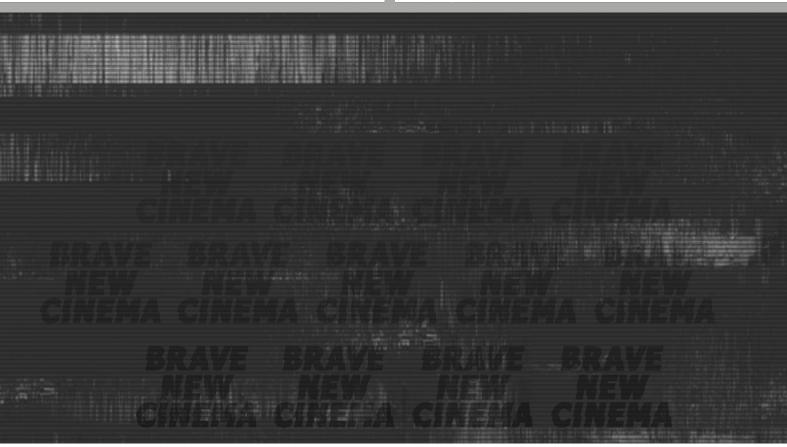


Instagram

No. of fans	2 646
Profile views	2 829
Website clicks	299
No of organic posts	90
Top countries represented	SA, Nigeria, Kenya, USA, Zimbabwe







Twitter

Followers (July)	7 298
Followers (Sept)	7 753
Follower increase	455
Mentions	1 145
Impressions	408 800
No. of organic posts	134



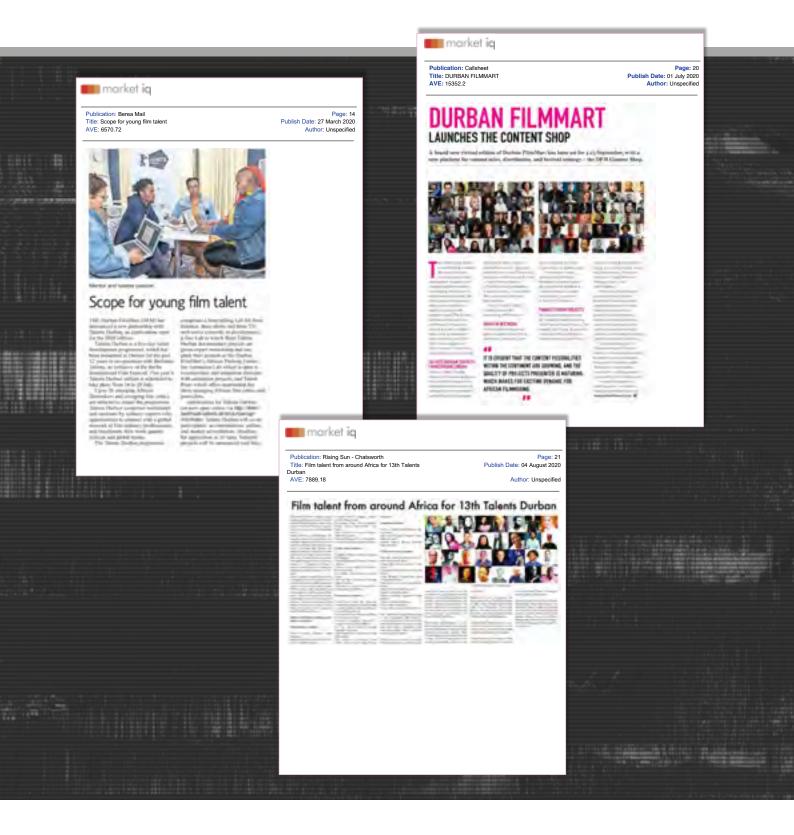






Talents Durban

In addition: the publicity team supported the social media for Talents Durban by designing, writing and community management of around 40 posts on Twitter, Facebook and Instagram



Direct Marketing Campaign

Prepared on behalf of Versfeld & Associates & Digitlab by: Sharlene Versfeld

Content of Mailers

Five event emailers were sent to the database of around – 7 000 which was initially "cleaned up" via a "confirm your details" campaign.

The direct mailers covered the following topics:

10 July: Content Shop (No call to action)
28 July: Register Early and save 15% (Call to Action)
4 August: Registration now open (Call to Action)
13 August: Navigating the New Normal (Call to Action)
31 August: Netflix Partners with DFM

Results

First Emailer: Tuesday 28.07.20	
Number of Recipients	5 734
Successful Deliveries	5 209
Emails Opened	2 541
Total Clicks	238
Unique Clicks	37
Bounced Emails	525
Unsubscribes	34

Second Emailer: Tuesday 04.08.20	
Number of Recipients	6 001
Successful Deliveries	5 470
Emails Opened	3 428
Total Clicks	1 423
Unique Clicks	305
Bounced Emails	531
Unsubscribes	16

Third Emailer: Thursday 13.08.20	
Number of Recipients	5 571
Successful Deliveries	5 425
Emails Opened	1 290
Total Clicks	418
Unique Clicks	87
Bounced Emails	146
Unsubscribes	19

Fourth Emailer: Monday 31.08.20		
Number of Recipients	5 451	
Successful Deliveries	5 379	
Emails Opened	3 072	
Total Clicks	223	
Unique Clicks	156	
Bounced Emails	54	
Unsubscribes	9	

CREDITS AND ACKNOWLEDGEMENTS

Durban FilmMart Institute Board: Mandisa Zitha, Jacintha de Nobrega, Neil Brandt, Thandi Davids, Theoline Maphutha

DFM Management: Toni Monty, Magdalene Reddy

Principal Funder: eThekwini Municipality, Durban Film Office

Funders and Sponsors: National Film and Video Foundation, KwaZulu-Natal Film Commission, Film and Publications Board, Gauteng Film Commission, IEFTA, Institut Francais – South Africa, Canadian High Commission of SA, Wesgro/Film Cape Town and Namibia Film Commission

Programme Partners: Berlinale Talent, Documentary Filmmakers Association, DOK.fest München, Dok Leipzig, FidaDoc, Hot Docs Blue Ice Fund, Guangzhou International Documentary Film Festival, International Documentary Film Festival, Amsterdam, Incoproduction, Independent Producers Organisation, Miradas Doc, Netflix, Norwegian South Film Fund, Produire au Sud, Rotterdam Cinemart, Realness Institute, San Francisco Black Film Festival, SASFED, SWIFT, TRT 12 Punto, Writers Guild of South Africa and University of Cape Town's Screen Incubator programme

Media Partners: Awotele, Callsheet and Variety

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Industry Programme Assistant: Gina Zuma

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Digital Marketing Strategy: Digitlab Digital Strategy and Versfeld & Associates

Publications Officer: Caelin Roodt

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DFM Dossier: Artworks

Virtual Event Platform: Cvent and Digitlab Digital Strategy

Digital Production Team: Rendmo

DFM Website: No Logo Studios



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