

Home and away

Funding strategies of two Dutch film companies

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ECREA

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Lisbon, Portugal

Film financing

- Discrepancy between creative and commercial values
- Financing in the Netherlands (and Europe) through a combination of sources
 - Film Fund
 - Distributors
 - Television
 - Tax shelters
 - International co-production
- Case study – how to finance the films you want to make?





Rinkel Film

- CEO: Reinier Selen
- 6 employees
- Amsterdam
- Founded in 1997



- CEO: Gijs van de Westelaken
- 4 employees
- Amsterdam
- Established as television production company in 1999 (with Theo van Gogh †)
- Feature film since 2003





Rinkel Film

Background

- ★ Venlo, 1972
- arts academy, Breda
- film production
- move to Amsterdam:

“Yes, from sheer necessity. ... and you notice eventually that this is the place to be.”



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Background

- ★ Geldrop, 1952
- journalism
- TV production, Hilversum
- move to Amsterdam:

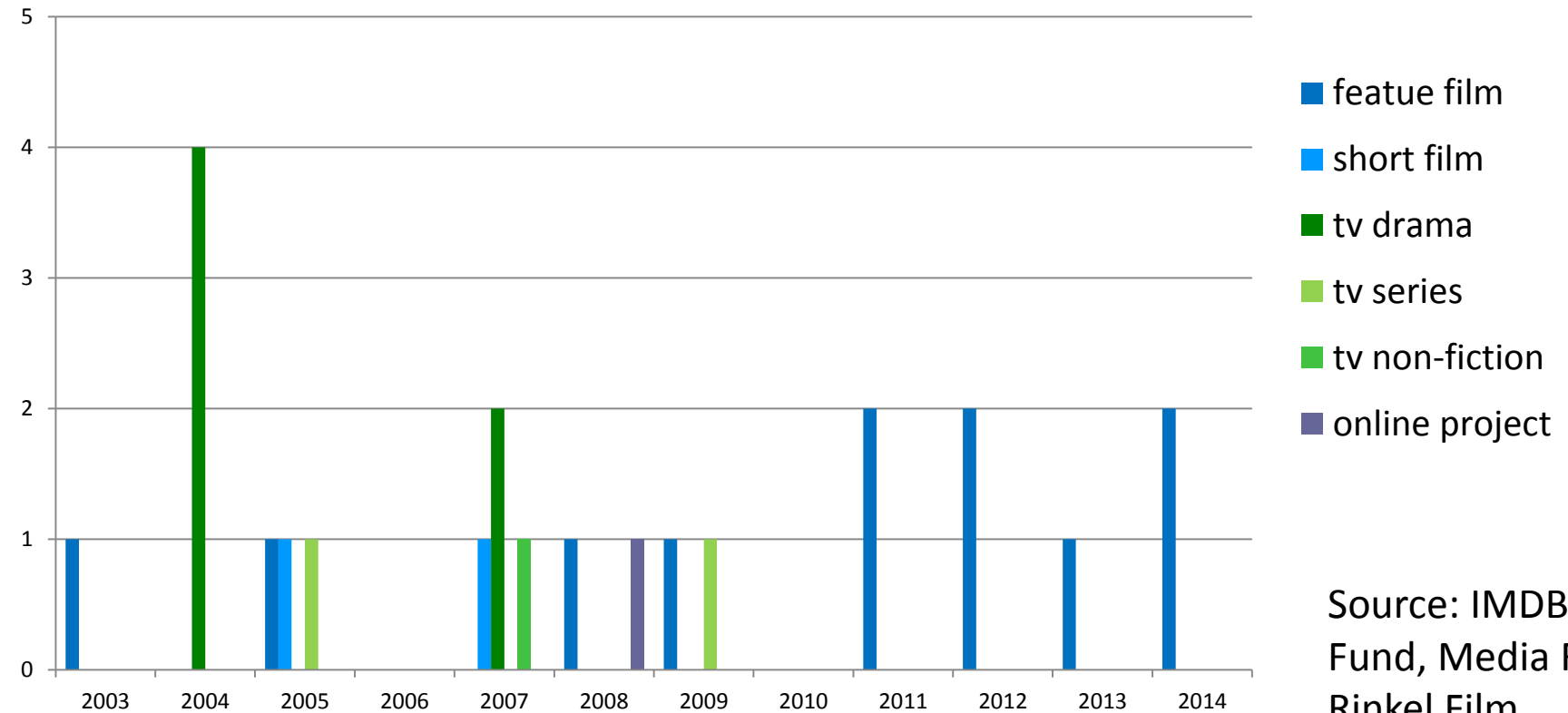
“And then Theo and I started Column ... because we wanted to go to Amsterdam. ... That was the main reason...”





Rinkel Film

Productions



Source: IMDB, Film Fund, Media Fund, Rinkel Film



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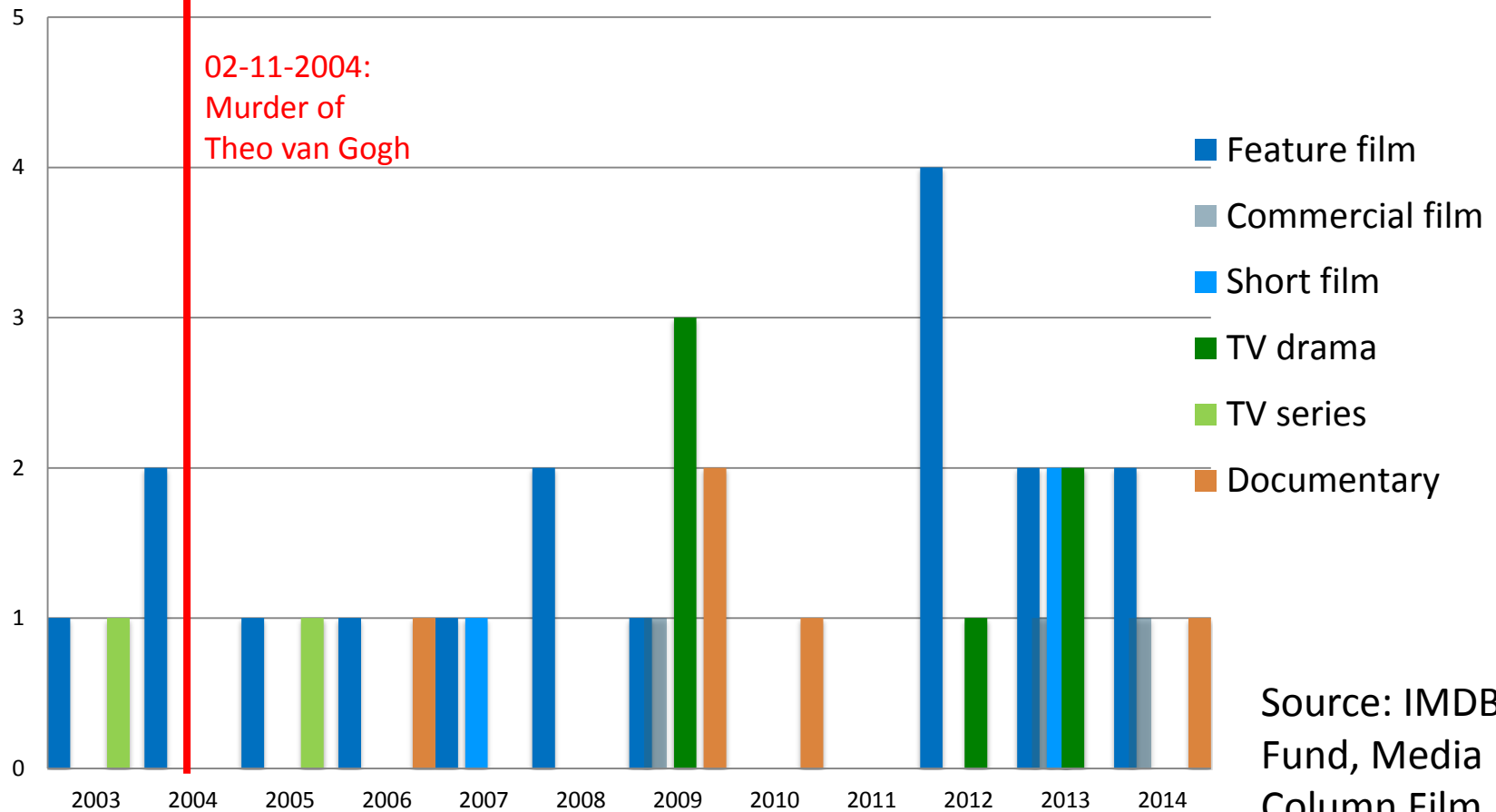
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Productions

Column film productions



Source: IMDB, Film Fund, Media Fund, Column Film



Rinkel Film

Declared preferences

<http://www.rinkelfilm.com>

Rinkel Film is an independent production company based in the **heart of Amsterdam**, with a proven track record in producing feature films for the domestic and international marketplace. The company focuses on **(inter)national co-productions** and produces **high quality, mainstream** genre-driven features, book adaptations, as well as **challenging art-house films** with high festival potential.



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Declared preferences

<http://www.columnfilm.com/en/profiel>

Column Film was originally founded as Column Productions in 1999 by former journalist and television producer Gijs van de Westelaken and the late director Theo van Gogh. Both entered into the collaboration driven by a **commitment to creating personal works**. This commitment still forms the basis of the independent production company. In the past years, Column Film has **branched out internationally**, producing more than twenty-five feature films, short films, tv drama and documentaries. A welcome guest at numerous prestigious international film festivals, including Sundance, Toronto and Berlin, Column Film continues to spread her presence and looks forward to creating **even more intriguing and respected work** over the years to come.



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Rinkel Film

Strategy

- Films 'based on a true story'
- International co-productions
- Television dramady

"...co-productions with Belgium is a matter of course, so I don't consider it co-production anymore."



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Strategy

- Statement film
- Commercial film
- Documentary
- Television drama

“I have been working on establishing structural Dutch/Belgium projects. That costs a lot of efforts, because these are separate worlds.”





Rinkel Film

External networks

- European Audiovisual Entrepreneurs Workshop
- Producers on the Move
- Co-production markets Berlin, Cannes Rotterdam:

“... every year all kinds of co-production markets, so we do Berlin, Cannes and Rotterdam...”



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External networks

- Hilversum (Dutch television)
- Dutch Film Fund
- Cannes:

“Well, preferably not. I try to avoid it” [laughs]





[Bekijk de Rinkel Film Showreel](#)

Rafaël



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Two identities, two ways to realize projects

Rinkel:

- Amsterdam, regional/
international orientation
- Films based on true stories
- International co-productions to
finance projects

Column:

- Amsterdam, national orientation
- Giving voice, personal
statements, popular literary
adaptation thrillers
- Commercial projects to finance
personal work





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Thank you