



*A Unique New Feature Film*

The  
Albanian  
Librarian

**Business Plan** for interested investors

[Film Nouveau](#)

Film Nouveau acknowledges the assistance provided by Saffery & NLP



## Contents:

### The Creative

Mission Statement... [3](#)  
Logline & Synopsis... [4](#)  
The Story... [5](#)  
Evaluations... [6](#)  
Attached Cast... [7](#)  
Comparables... [8](#)  
Proof-of-Concept Video... [9](#)  
Nik Xhelilaj & Sophie  
Kennedy Clark speak... [10](#)  
Team... [11](#)  
Timeline... [12](#)

### The Financial

Budget... [13](#)  
Sales Estimates... [14](#)  
Recoupment Waterfall... [15](#)  
Return on Investment (ROI)... [16](#) & [17](#)  
ROI Scenarios... [18](#) & [19](#)  
Q&A... [20](#) & [21](#)  
Target Audiences... [22](#)

Film Nouveau Background... [24](#)  
Company Statement... [25](#)

### Contact... [26](#)

A man and a woman are sitting on a wooden park bench. The woman is on the left, wearing a light-colored jacket, and the man is on the right, wearing a dark jacket. They are both looking towards the camera. The background consists of a black metal fence and lush green foliage. The text is overlaid on the image in a white, sans-serif font.

## *Mission Statement:*

Researched, written and developed over several years, all creative elements and independent/external evaluations of 'The Albanian Librarian' now point to a unique new British/Albanian feature film that will appeal to audiences looking for a contemporary, intelligent, entertaining film with a universal message that will linger.

'The Albanian Librarian', through its main character Artur Koci, will reflect a modern-day Albania... a country that's emerged from its troubled past and the dark days of communism, but even now has to confront such archaic customs as the Kanun; all whilst maintaining its standing as an enlightened, progressive democracy knocking on the door of the EU.

Whilst there are certainly some brilliant feature films about or set in Albania ('Shqiptari', 'Forgiveness of Blood', 'Honeymoons', 'Kolonel Bunker', 'Policë për Kokë', 'Time of the Comet'), their Albanian language and perception as 'foreign' films has inhibited their prospects of a world-wide release and, ultimately, their profitability. 'The Albanian Librarian' however will be an English language film, allowing for world-wide exposure and profitability far & beyond what any domestic Albanian production could ever achieve. In addition, rather than featuring the sort of 'stereotypical' Albanian characters found in contemporary mainstream films, the main character in 'The Albanian Librarian' is an librarian from Shkoder... a humble man proud of his heritage. 'The Albanian Librarian' therefore has the potential to be one of, if not the first, English language feature film with a strong, positive reflection of Albania... and Albanians.

Our remit has been to produce a compelling, entertaining, great looking film at a budget that minimises risk whilst allowing for the highest possible returns.

## *Logline & Synopsis:*

### Logline:

An earnest paralegal and a displaced tourist team up as an unlikely couple in a daring test of the law that will either transform their lives or get them respectively disbarred and deported.



### Synopsis:

Ailsa is a paralegal in her Glasgow law firm's immigration department. Artur, a librarian from Albania, presently finds himself as a night-time cleaner in Ailsa's office block. When their lives collide, an unlikely friendship is forged. Moved by his predicament as a jeopardy-ridden tourist who cannot return home, Ailsa hatches a dubiously ingenious plan to help Artur get a precious Visa. Artur's role in this quid-pro-quo is simple... he merely has to get Ailsa pregnant! The illicit collaborators become embroiled in the process of artificial conception. Emotions see-saw as Ailsa juggles domestic expediency with professional ethics, while Artur struggles to evade detection as an illegal worker. Despite the cultural divide, the mismatched pair begin to sense there may be more to their alliance than mere procreation... but their budding romance is just one positive pregnancy test away from being over.

## *The Story:*

### *Beginning:*

**Artur Koçi**, a librarian from Albania, has travelled to Scotland to honour his recently-deceased father, and right a wrong 47 years in the making. But during his sojourn, fate has dealt Artur a dangerous hand - he learns that he's a target in a *Kanun*, one of the blood feuds that blights his country. He cannot return safely, and he can't claim asylum. He's now a man 'trapped' in Glasgow, with no status. Effectively, he doesn't exist!

**Ailsa Salcoats**, an earnest, efficient paralegal in her Glasgow law firm's immigration department, is presently dealing with a domestic life in tatters since her boyfriend left following a miscarriage. Artur presently finds himself as a night-time cleaner in Ailsa's office block.

### *Middle:*

When Ailsa & Artur's lives collide, an unlikely friendship is forged. Moved by his predicament as a jeopardy-ridden tourist who cannot return home, and motivated by her own biological imperative, Ailsa hatches an ingenious but wrong-side-of-legal plan to help Artur stay in the country and get his indefinite residency. Artur's role in this quid-pro-quo is simple... he merely has to get Ailsa pregnant!

The illicit collaborators become embroiled in the process of artificial conception - Artur is stocked up with syringes and sterile cups, while Ailsa is up to her elbows in ovulation and pregnancy testing kits.

Emotions see-saw as Ailsa juggles domestic expediency with professional ethics; while Artur struggles to evade detection as an illegal worker.

### *End:*

Despite the cultural divide, the mismatched pair begin to sense there may be more to their alliance than mere procreation... but their budding romance is just one positive pregnancy test away from being over.

## How is the Script being received?

'The Albanian Librarian' is a highly original black comedy with a social conscience and a huge heart' - **Industrial Scripts**

'The script has truly enthralling character arcs and backstories and would make a fascinating indie drama if given the chance to shine' - **The Black List**

'A storyline that's both familiar and fresh! This new take on the green card/immigration rom-com has a lot going for it' - **FilmScribe**

'Ailsa & Artur are fantastic foils for each other... such a strong premise for a comedic romance... brings a fresh, modern take on pregnancy, immigration and the realities of parenting' - **Screen Scotland**

'The Albanian Librarian' is a compelling hybrid of urban drama and comedy with strong characters and contemporary relevance - **The White List**

'The Albanian Librarian' is positioned to be a hilarious, thoughtful, and heartwarming addition to the romantic comedy and dramedy genres' - **Slated**

[See Full Coverage Summary](#)

## Officially Attached Cast



'Ailsa' (Female Lead)

[SOPHIE KENNEDY CLARK](#)

'Sorority', 'The Danish Girl',  
'Philomena', 'The Cry'

*Unrestricted View Film Festival:*  
*Winner, Best Actress, 2021*

*BAFTA Scotland Winner: Best*  
*Actress, 2014*



'Artur' (Male Lead)

[NIK XHELILAJ](#)

'The Albanian', 'Seven  
Lucky Gods',

'Direnis Karatay'

*PriFest: Winner: Best*  
*Actor, 2021*



'McTear' (support)

[JOHN HANNAH](#)

'Glenrothan', *Four*  
*Weddings and a Funeral*,  
'The Mummy'

*These attachments are officially confirmed, and are subject to final terms and contract*

# Comparables



## *Proof-of-Concept*

We have produced this freshly-filmed 8-minute proof-of-concept with the actors *Doga Celik* standing in for Nik Xhelilaj as 'Artur', and *Helen Laurens* standing in for Sophie Kennedy Clark as 'Ailsa'.



*A brief interview with Sophie Kennedy Clark*



*A brief interview with Nik Xhelilaj*



## The Team

### Writer/Director - Michael Normand



In the mid-90s he co-wrote (with Gary Sinyor) the lauded award-winning landmark British comedy 'Leon the Pig Farmer'. He then wrote and co-directed (with Rob Sherwin) the American comedy 'Dirty Laundry', making him one of the first British filmmakers to helm an independent feature in the U.S. After a longer-than-planned bout of script-doctoring, Michael wrote co-produced and directed 'Joe Smeal's Wheels', a docu-drama shot on the streets of Glasgow. He has most recently written, produced and directed the Olympics-inspired mockumentary 'Blisters for Blighty'. With a reputation as a unique and original story-teller, 'The Albanian Librarian' will be Michael's 5th film.



Chaplin Award  
Edinburgh Film  
Festival



International  
Critics' Prize  
Venice Film  
Festival



### Producer (UK) - Olwyn Silvester



[Olwyn](#) is the MD of Bedlam Productions, the company behind a string of hit features such as 'Zaytoun', 'The Salamander' and the Oscar and multi-award-winning 'The King's Speech'.

### Producer (Albania) - Dritan Huqi



[Driton](#) founded OnFilm in Albania in 2008 and since then has been at the forefront of Balkan film production with such films as 'The Albanian', 'The Lake' and 'Luna Park'.

## *Timeline*

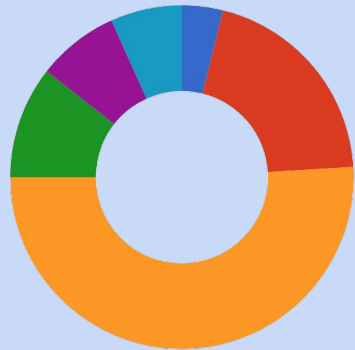
<b>'The Albanian Librarian' - Timeline</b>					
	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>	<b>2030</b>
<b>Financing</b>	to November				
<b>PRODUCTION:</b>					
<b>Pre-Production</b>	December &	January			
<b>Principal Photography</b>		February			
<b>Post-Production</b>		March & April			
<b>MARKETING:</b>					
<b>Digital Campaign, Industry Screenings, Festivals &amp; Markets, Delivery to Sales Agency.</b>		May onwards			
<b>Incoming Revenues</b>		from June onwards			

## Budget (Industry Standard)

## Budget Top-Sheet

The cost of production for 'The Albanian Librarian' will be £520,000.

This budget will ensure that the film proceeds from pre-production through to principal photography through post-production and marketing, for acquisition by sales agents / distributors.



Development	3.85%	20000
Budget above the line	20.19%	105000
Production	50.96%	265000
Post-production	10.58%	55000
Others	7.69%	40000
Contingency	6.73%	35000

Total budget £520,000

[See Full Budget](#)

Account	Description	Total
10-00	STORY AND RIGHTS	£0
11-00	PRODUCERS	£0
12-00	DIRECTOR	£0
13-00	PRINCIPAL CAST	£60,000
14-00	SUPPORTING CAST	£23,805
15-00	CASTING & BACKGROUND	£6,375
16-00	STUNTS	£0
17-00	ATL TRAVEL & LIVING	£14,820
	<b>Total Above-The-Line</b>	<b>£105,000</b>
18-00	PRODUCTION STAFF	£49,750
19-00	ART DEPARTMENT	£13,250
20-00	SET DECORATION	£11,260
21-00	PROPS & VEHICLES	£10,351
22-00	CAMERA	£29,420
23-00	ELECTRICAL	£11,600
24-00	GRIP	£0
25-00	PRODUCTION SOUND	£11,932
26-00	SPECIAL EFFECTS	£0
28-00	COSTUME	£17,820
29-00	MAKEUP & HAIR	£13,350
30-00	LOCATIONS	£41,991
31-00	TRAVEL & TRANSPORT	£31,860
32-00	CATERING & CREW ACCOMMODATION	£18,160
33-00	CAMERA OVERTIME	£4,256
	<b>Total Production</b>	<b>£265,000</b>
34-00	POST SUPERVISOR	£5,000
35-00	EDITOR	£15,000
36-00	ARCHIVE	£500
37-00	POST SOUND	£14,500
38-00	MUSIC	£10,000
39-00	VFX	£0
40-00	COLOR	£5,000
41-00	DELIVERABLES	£5,000
	<b>Total Post</b>	<b>£55,000</b>
42-00	INSURANCE	£19,000
43-00	LEGAL	£15,000
44-00	PUBLICITY	£13,000
45-00	ACCOUNTANCY	£10,000
46-00	FINANCE FEES	£5,500
47-00	DEVELOPMENT	£0
50-00	CONTINGENCY	£32,500
	<b>Total Other Costs</b>	<b>£95,000</b>
	<b>Grand Total</b>	<b>£520,000</b>

THE ALBANIAN LIBRARIAN  
Budget v2 22.01.26 London + Glasgow

Based upon Shooting Schedule v2 24.12.25 by David Freedman  
Based upon Nov '25 Screenplay by Michael Normand  
Prep: 4 Weeks (19 days) / Shoot: 2 Weeks (10 days) - London  
Then Shoot: 2 Weeks (10 days) - Glasgow (Total 4 Weeks / 20 days)  
Post: 6 weeks to picture lock +4 weeks to delivery (10 weeks) - UK

Director / Producer: Michael Normand  
Production Company: Film Nouveau Ltd  
Budget prepared by: David Freedman  
Format: Digital / Run time: 95 mins

## Sales Estimates (Industry Standard Estimates)

Film Nouveau has sourced projections from analysts  
Smash Media.



Feature film Sales Estimates are monetary values for  
commercial exploitation rights, by territory - paid by  
distributors - received by Sales Agent.

Smash has provided Sales Estimates broken down by  
world-wide territory.

Smash has **predicted** Total World-Wide Sales of **£900,364\***

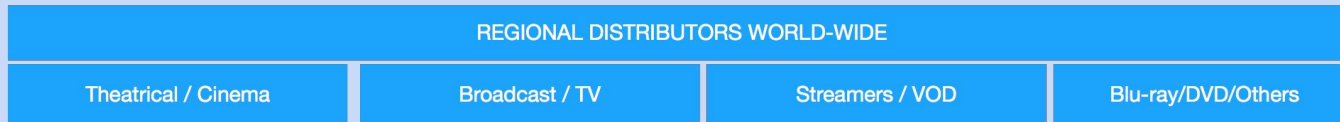
\* Sales estimates are traditionally quoted in U.S. dollars, using  
'Asking Prices'. We have converted to pounds Sterling.

SALES ESTIMATES			
Feb-26			budget: US\$1m
			director: Michael Normand
THE ALBANIAN LIBRARIAN			
	DEAL AGREED	ASKING US\$	TAKE US\$
<b>NORTH AMERICA</b>			
USA		300,000	100,000
Canada		35,000	20,000
<b>Total</b>		<b>335,000</b>	<b>120,000</b>
<b>EUROPE</b>			
Benelux		30,000	15,000
France		50,000	25,000
Germany/Austria		60,000	30,000
Greece		10,000	6,000
Italy		30,000	17,500
Portugal		10,000	5,000
Scandinavia (incl Iceland)		25,000	15,000
Spain		30,000	17,500
Switzerland		15,000	10,000
United Kingdom		75,000	40,000
<b>Total</b>		<b>335,000</b>	<b>181,000</b>
<b>ASIA</b>			
China		40,000	15,000
Hong Kong		15,000	7,000
India		12,500	4,000
Indonesia		12,500	4,000
Japan		50,000	15,000
Malaysia		12,500	4,000
Philippines		12,500	4,000
S.E. Asia Pay Television		50,000	15,000
Singapore		10,000	3,000
South Korea		30,000	10,000
Taiwan		15,000	7,500
Thailand		10,000	3,000
Vietnam		7,500	1,500
<b>Total</b>		<b>277,500</b>	<b>93,000</b>
<b>LATIN AMERICA</b>			
Argentina/Paraguay/Uruguay		0	0
Bolivia/Ecuador/Peru		0	0
Brazil		0	0
Central America		0	0
Chile		0	0
Colombia		0	0
Mexico		0	0
Pan Latin America Pay TV		125,000	50,000
Venezuela		0	0
<b>Total</b>		<b>125,000</b>	<b>50,000</b>
<b>EASTERN EUROPE</b>			
Baltic States		3,000	2,000
Bulgaria		3,000	2,000
Czech Republic/Slovakia		5,000	3,000
Former Yugoslavia		5,000	3,000
Hungary		5,000	3,000
Poland		15,000	10,000
Romania		5,000	3,000
Russia/Former U.S.S.R.		20,000	0
<b>Total</b>		<b>61,000</b>	<b>26,000</b>
<b>OTHER</b>			
Airlines		10,000	0
Australia/New Zealand		30,000	15,000
Israel		10,000	0
Middle East		20,000	7,500
South Africa		15,000	7,500
Turkey		15,000	7,500
<b>Total</b>		<b>100,000</b>	<b>37,500</b>
<b>GRAND TOTAL</b>		<b>1,233,500</b>	<b>507,500</b>

Notes:  
These sales projections are best estimates subject to market, sales and production risks.  
All prices are minimum guarantees for all rights deals.

[See enlarged view](#)

# Recoupment Waterfall (Industry Standard Formula)



Gross Sales Income (received by Sales Agent)		<b>£900,364</b>	<i>As per Sales Estimates</i>
Expenses 20%	Gross Sales Income post-expenses (received by Sales Agent)	<b>£720,292</b>	
Marketing	Fee 20%	Net Sales Income (distributable by Sales Agent)	

*Commission*



Gross Sales Income to Production	<b>£576,234</b>
Repay Budget (INVESTORS) <b>£520,000</b>	Net Sales Income to Production <b>£56,234</b>

*As per Investors' FIRST POSITION*



Distributable Sales Revenue to Production	<b>£56,234</b>
---	----------------

## Post-Recoupment Investors' Return-on-Investment / ROI

(Industry Standard Formula, assuming Predicted Sales)

Distributable Sales Revenue to Production: *1	£56,234
add AVEC: *2	£144,626
Total Distributable Revenue:	£200,860
Investors' FIRST POSITION 20% kicker: *3	<u>£104,000</u>
Remaining Revenue for Dispersal:	£96,860
To Investors via 50/50 split: *4	<u>£48,430</u>
Total to Investors: *5	<u>£152,430</u>
Investors' ROI: *6	<u>29.31%</u>

## ROI cont'd

\*1 As per the Recoupment Waterfall, this represents the sales revenue available for dispersion to the production and the investors after budget recoupment, ie: after the production budget cost has been has been paid back to investors.

\*2 [AVEC](#) (Audio Visual Expenditure Credit), introduced in 2024, is a BFI (British Film Institute) incentive available to qualifying productions. 'The Albanian Librarian' is eligible for this incentive, which is a rebate back to the production, and a tranche of inward revenue. The calculation of the rebate is based on a percentage of what is termed 'core expenditure' - our rebate equates to **£144,626**.



\*3 Investors are placed in **FIRST POSITION** to recoup their investment **PLUS** earn an additional 20% 'kicker', prior to participating in remaining revenue dispersal.

\*4 Following Investors' recoupment + 20%, remaining dispersible revenue will be split 50% to Investors and 50% to the production.

\*5 This represents the 20% kicker + the 50% share of remaining dispersible revenue - the Investors having recouped their initial investment.

\*6 This represents the percentage return on total investment.

## ROI Scenarios

### Low-End \*a

World-wide Sales of **£650,000** will  
deliver a ROI of **7.8%**  
[eg: a £20k investment will yield £1,560]

### Predicted \*b

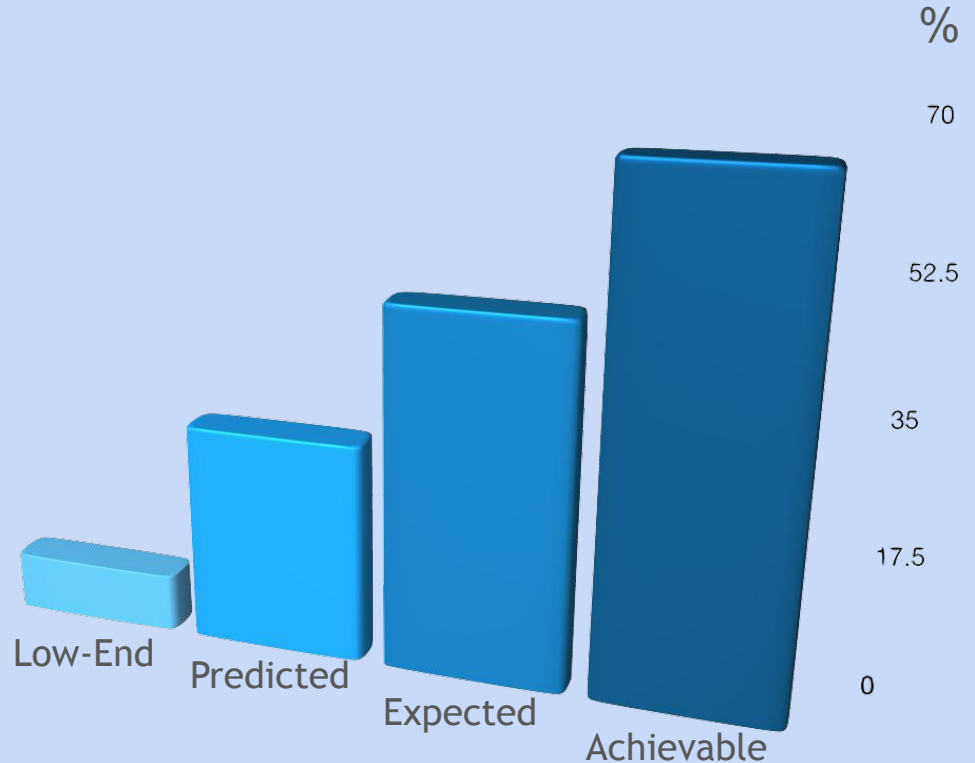
World-wide Sales of **£0.9m**, will  
deliver a ROI of **29.3%**  
[eg: a £20k investment will yield £5,860]

### Expected \*c

World-wide Sales of **£1.2m**, will  
deliver a ROI of **47.75%**  
[eg: a £20k investment will yield £9,950]

### Achievable \*d

World-wide Sales of **£1.5m** will  
deliver a ROI of **66.2%**  
[eg: a £20k investment will yield £13,240]



## *ROI Scenarios cont'd*

\*a World-wide Sales of £650,000 would represent a minimum performance figure. It is our hope that this scenario does not represent the potential for this film's commercial success.

\*b World-wide Sales of £0.9m would represent Smash Media's **predicted** sales. Their prediction is based predominantly on the film's Script, Cast and Director.

\*c World-wide Sales of £1.2m would represent, we hope, a more realistic **expected** prediction of the potential for this film's commercial success. This level of performance assumes recognition as such festivals as Toronto, Venice, Telluride, Cannes, London, Tribeca, Sundance & Edinburgh to name just a few. Other factors helping to achieve this level of sales would include press & reviews, cast TV interviews and social media campaigns.

\*d World-wide Sales of £1.5m (and upwards) will be **achievable** if the film becomes a 'festival darling' or 'breakout hit' or wins an award at a recognised festival or garners great word-of-mouth.

## Q & A

*Q: There are no guarantees that 'The Albanian Librarian' will perform well, do good business and provide me with a return on investment, are there?*

A: No. How well a film does at the box-office plus sales to TV broadcasters, streamers (Netflix, Amazon Prime, Apple TV, Sky+, Disney+, Hulu, Mubi, Tubi, etc etc), and physical DVD & BluRay is dependent on a number of variables... script, cast, director, production team, production values, festival awards, reviews, word-of-mouth, release timing, etc. If the filmmakers can mitigate against these what-ifs by... budgeting sensibly, getting the best cast they can, assembling a great team behind the camera and most importantly, ensuring that the script has been thoroughly evaluated and scored... then it can be said that the film has, at least, a good chance of making money.

*Q: Why should I invest in a feature film when I've heard that this can be very risky?*

A: It's true - there are safer investments than putting your money into a film - if the film doesn't sell well, you could lose a chunk of your investment - but if it does do well, you could be handsomely rewarded. Investors in film often feel the brunt if the budget is too high, giving it an unrealistic chance of even making its money back. We have managed to budget 'The Albanian Librarian' at just over £0.5m, putting 'all the money on the screen'! Our remit has been to produce a compelling, entertaining, great looking film at a budget that minimises risk whilst allowing for the highest possible returns.

*Q: How realistic are your revenue and sales projections?*

A: Providers of sales estimates are rightly cautious when it comes to projections. In our case, Smash has been similarly cautious - the 'comfort zone' is that estimates are coming in at more-than the budget, which is rightly seen as a must.

## Q & A cont'd

Q: *Does anyone see revenue returns before I, as a backer do?*

A: No. You, as a backer, are in first position to recoup your investment-plus-20%, before participating in further future returns .

Q: *Will I always own a percentage of the film?*

A: Yes. You will always own your pro-rata percentage of the film in perpetuity.

Q: *Will there be any opportunities for family members or people I know to be involved in the film?*

A: Yes. We will always be amenable to provide working opportunities for people in front of and behind the camera.

Q: *Other than the prospective profits, why else should I consider investing in 'The Albanian Librarian'?*

A: Because in 'The Albanian Librarian' there is a unique story to be told, and you'd like to see told, and because you trust the filmmakers to produce and deliver a film we can all be proud to be part of, and you as a backer can be particularly proud because you helped make it happen.

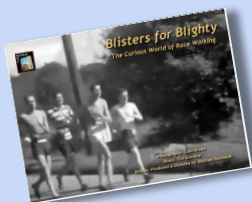
## *Target Audiences*

- Urban Adults 25-60
  - Particularly urban (& rural) women
- a good chunk of the Richard Curtis fan-base who are looking for a Curtisesque film with some social realism & contemporary edge
  - Fans of mainstream with arthouse sensibilities
  - A lot of Albanians in... UK, Europe, US, The Balkans
    - Rom-com fans
  - Fans of Sophie Kennedy Clark
    - Fans of Nik Xhelilaj



## Film Nouveau - Company Background

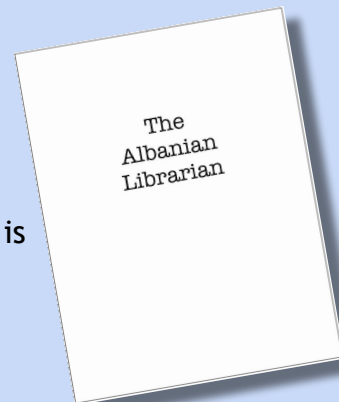
Film Nouveau was founded (by [Michael Normand](#)) as a film development and production company. As a freelance filmmaker, Michael had previously co-written the landmark multi-award-winning comedy '[Leon the Pig Farmer](#)', and written & directed the American comedy '[Dirty Laundry](#)'.



Since our founding in 2012, we have been developing five film projects. By way of showcasing ourselves, the first two, a short, '[Joe Smeal's Wheels](#)', and a feature documentary '[The Curious World of Race Walking](#)', have been developed, produced and financed in-house - these have gone on to show at festivals, and have won awards as a result.

## Going Forward

Of our three current [development slate](#) feature-length film projects, '[The Albanian Librarian](#)' is now fully developed and ready for financing and production.



Our ethos is to focus on quality and commercialism as we strive to make important, intelligent, contemporary, entertaining films that will get noticed, do well and make money for our backers.

## ***Company Statement:***

This document is private and confidential and for information only. Information contained herein comes from and has been authenticated by Film Nouveau Limited. No responsibility or liability is or will be accepted by Film Nouveau in relation to the accuracy or completeness of the information herein. No warranty or representation is given as to the achievement or reasonableness of any projections or estimates. The recipient of this information agrees that no person has nor is held out as having any authority to give any statement, warranty representation or undertaking on behalf of Film Nouveau in connection with this information. This information shall not form part of any contract. This notice shall not exclude liability for or remedy in respect of fraudulent misrepresentation.

This information is being distributed on the basis that each person to whom it is issued is reasonably believed to be a person described in Article 19, Article 43 and/or Article 49 of the UK Financial Services and Markets Act 2000; OR is a person to whom this information may otherwise lawfully be distributed.



## Contact

- For the production of ‘The Albanian Librarian’, Film Nouveau has formed an SPV (Special Purpose Vehicle) named The Visa Film, Ltd (Registered in England & Wales, Company Number 15480296).
  - The account is held at Barclays Bank.
  - Film Nouveau will retain full ownership and control of the SPV.
- For security & safety, Investments will be lodged in Escrow with [Centtrip](#) until our budget target has been reached. [If our budget target has not been reached by 30th November 2026, investors will have the option of having their investment returned.]

Interested backers are welcome get in touch with us with any questions and/or for any clarification of anything contained in this business plan, and/or to arrange a meeting with us, and/or to be an investor in this film.

[Get in Touch](#)

Film Nouveau  
1st Floor, 8 Monson Road, London NW10 5UP  
Tel: (44) 208 961 1930

[filmnouveau.com](http://filmnouveau.com)