

Development Program

Access to the
Prequalified Stream
and Calculation Details

Effective June 9, 2026

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1. Description and Objectives of the Prequalified Stream

What is the Prequalified Stream ?

The Prequalified Stream of the Development Program provides automatic funding to eligible companies with an **Organization Performance Score ranking among the top 150**, subject to regional and linguistic distribution.

What does it aim to achieve ?

- Support the momentum of companies having an established track record and demonstrating recent activity.
- Establish a comparative ranking of eligible companies.
- Reflect and highlight the commercial and cultural performance of works supported by Telefilm.

2. Eligibility and Performance Score Structure

What determines eligibility to the Prequalified Stream ?

To be eligible to the Prequalified Stream, a company must first meet the **recent activity status requirement**.

This means that the company must have at least one eligible project that :

- has been funded by Telefilm through the Production, Theatrical Documentary or Talent to Watch program;
- has a running time of at least 75 minutes; and has
- **either been theatrically released in Canada in the past 4 years;**
- **or had a selection or award at a designated festival in the past 4 years.**

The company must hold at least 20% of a project's Performance Score for the project to count toward the Organization Performance Score.

Without recent activity, no Organization Performance Score can be calculated.

How is the Performance Score calculated ?

Companies that meet the recent activity status requirement are ranked on the basis of their Organization Performance Score calculated on a **6-year reference period**.

The Organization Performance Score is determined by adding the Commercial Score and the Festival Score of each feature film funded by Telefilm through a production program :

- in which the company holds at least 20% of the Performance Score;
- that has been theatrically released in Canada in the past 6 years; OR
- that had a selection or award at a designated festival in the past 6 years.

These scores are calculated separately for each project, then added to determine the overall Organization Performance Score.

In Short

Eligibility

Have produced a feature film funded in a production program by Telefilm that :

- Was theatrically released in Canada OR
- Had a selection/award at a designated festival

In the past 4 years

If no recent activity, no score can be calculated

Calculation of Performance Score per project

Commercial Score

Score per eligible project :

Box office and gross revenues over total budget

Reference period :
Past 6 years

Festival Score

Score per eligible project :

Selections/awards at designated festivals

Reference period :
Past 6 years

Organization Performance Score

Prequalified Companies

Eligible organizations with the top 150 highest Organization Performance Scores, subject to regional and linguistic splits

3. Project Commercial Score Calculation

To generate a Commercial Score, a project funded by Telefilm in a production program must have been **theatrically released in Canada in the past 6 years** (for fiscal 2026-27, this means between January 1, 2020, and December 31, 2025).

The Commercial Score expresses the **total gross sales** generated by a project as a percentage of its **total production budget**.

The **total gross sales** generated by a project is the sum of :

- 44% of the value of Canadian box-office receipts¹;
- Other gross national sales, excluding box office;
- Gross international sales.

The total production budget includes the Canadian share and any foreign share of the project's production budget.

To account for disproportions resulting from the Commercial Score calculation for Talent to Watch projects, the score for these projects is capped at 10 points, regardless of the calculated result.

N.B. Each company holding at least 20% of a project's performance score is entitled to 100% of the Commercial Score generated by the project.

1. The Movie Theatre Association of Canada (MTAC) provides Telefilm with box-office figures. The 44% box office adjustment (a deduction of approximately 56%) is a rule of thumb based on a comparison of internal data and a literature review. The purpose is to deduct sales taxes and exhibitors' shares to obtain an amount comparable to other sales compiled by Telefilm.

4. Project Festival Score Calculation

The Festival Score serves to measure a work's artistic recognition. It is determined on the basis of **awards and selections** earned at **designated national and international festivals** in the **past 6 years** (for fiscal 2026-27, this means festival editions 2020 to 2025).

Festival points are calculated as follows :

Number of international festival awards
x 10 pts

Number of international festival selections (without award)
x 5 pts

Number of national festival awards
x 3 pts

No points are awarded for national festival selections

Note : TIFF is considered an international festival but does not generate points for selections (only awards are counted)

5. Designated International Festivals

10 points per award at
an international festival

5 points per selection
(without award) at an
international festival

International festivals :

- ACADEMY AWARDS – OSCARS
- AMERICAN BLACK FILM FESTIVAL
- BAFTA
- BFI LONDON FILM FESTIVAL
- BUSAN INTERNATIONAL FILM FESTIVAL
- FESTIVAL DE CANNES
- FESTIVAL DE SAN SEBASTIAN
- FESTIVAL INTERNATIONAL DU FILM D'ANIMATION D'ANNECY
- FESTIVAL PANAFRICAIN DU CINÉMA ET DE LA TÉLÉVISION DE OUAGADOUGOU
- GOA INTERNATIONAL FILM FESTIVAL
- GÖTEBORG FILM FESTIVAL
- INTERNATIONAL DOCUMENTARY FILM FESTIVAL AMSTERDAM
- INTERNATIONAL FILM FESTIVAL ROTTERDAM
- INTERNATIONALE FILMFESTSPIELE BERLIN
- KARLOVY VARY INTERNATIONAL FILM FESTIVAL
- LES CÉSAR – ACADÉMIE DES ARTS ET TECHNIQUES DU CINÉMA
- LOCARNO FILM FESTIVAL
- MAORILAND FILM FESTIVAL
- RED NATION FILM FESTIVAL
- RED SEA FILM FESTIVAL
- SITGES FILM FESTIVAL
- SOUTH BY SOUTHWEST – SXSW (AUSTIN)
- SUNDANCE FILM FESTIVAL
- TELLURIDE FILM FESTIVAL
- TRIBECA FILM FESTIVAL
- VENICE INTERNATIONAL FILM FESTIVAL

6.

Designated National Festivals and Awards

3 points for :

- Best Film
- Best Director
- Best Script
- Best Canadian Film
- Audience Award
- Jury Award
- Best Newcomer Award
- Audience Mention

National festivals :

- ATLANTIC INTERNATIONAL FILM FESTIVAL
- AVAILABLE LIGHT FILM FESTIVAL (ALFF)
- CALGARY INTERNATIONAL FILM FESTIVAL
- CANADIAN SCREEN AWARDS
- CINEFEST SUDBURY INTERNATIONAL FILM FESTIVAL
- FESTIVAL DU NOUVEAU CINÉMA
- FESTIVAL INTERNATIONAL DE FILMS FANTASIA
- GALA QUÉBEC CINÉMA
- HOT DOCS
- IMAGINENATIVE FILM + MEDIA ARTS FESTIVAL
- INSIDE OUT TORONTO 2SLGBTQ+ FILM FESTIVAL
- OTTAWA INTERNATIONAL ANIMATION FESTIVAL
- RENCONTRES INTERNATIONALES DU DOCUMENTAIRE DE MONTRÉAL
- VANCOUVER INTERNATIONAL FILM FESTIVAL

10 points for :

- Best Film
- Best Director
- Best Script
- Best Canadian Film
- People's Choice Award
- Jury Award
- Best Newcomer Award
- Audience Mention

National festival :

- TORONTO INTERNATIONAL FILM FESTIVAL (TIFF)

7. Sample Calculation of an Organization Performance Score

Did the organization produce a film funded by Telefilm in a production program that was theatrically released or that had a selection/award at a designated festival in the past 4 years?

YES – The Organization Performance Score can be calculated.

Table 1 – Company X's Filmography

Projects funded by Telefilm in a production program	Theatrical release date in Canada	Most recent selection/award at a designated festival	Eligibility for Performance Score calculation
Project A	2024	2024	Can generate a Commercial Score and a Festival Score
Project B	2023		No selection/award at a designated festival. Only a Commercial Score can be generated.
Project C	2018	2018	Project outside of 6-year reference period – cannot generate a score

Only projects A and B can be considered in calculating the Organization Performance Score, because project C is outside the 6-year reference period.

7. Sample calculation of an Organization Performance Score (cont.)

Table 2 – Company X’s Commercial Score

Eligible projects	44% X box office	Other gross national sales	Gross international sales	Total gross sales	Total production budget	Commercial Score (Total gross sales/Total budget x 100)
Project A	\$150,000	\$50,000	\$100,000	\$300,000	\$1,800,000	16.7 pts
Project B	\$900,000	\$800,000	\$2,300,000	\$4,000,000	\$6,000,000	66.7 pts

Total Commercial Score = 83.4 pts

Table 3 – Company X’s Festival Score

Projects	Festival / Event	National / International	Award / Selection	Festival Score
Project A	Cannes	International	Selection	5 pts
	Tiff	National	Award – Best Film	10 pts
	Hot Docs	National	Award – Best Director	3 pts
Project B	N/A	N/A	N/A	0 pts

Total Festival Score = 18 pts

Organization Performance Score
101.4 pts

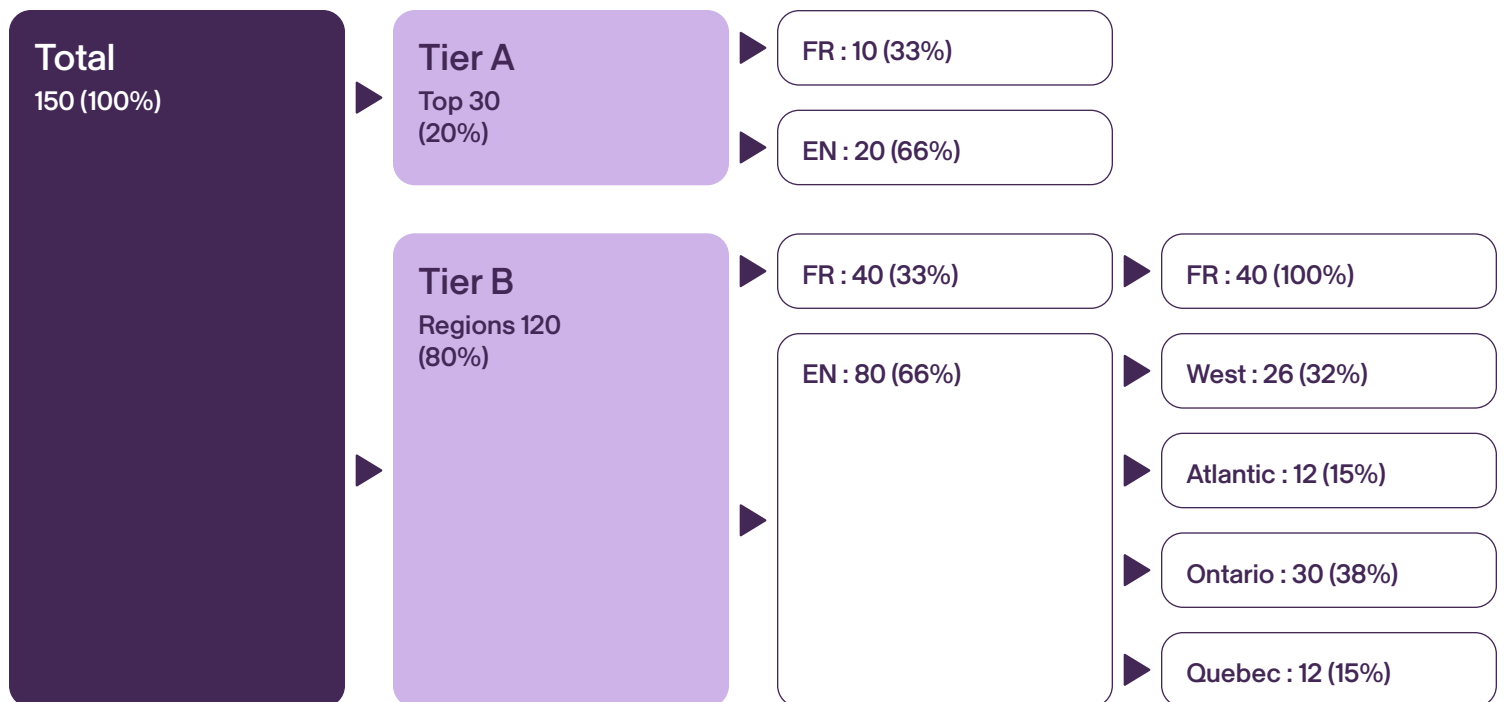
8. Distribution of Prequalified Organizations

A total of 150 organizations will have access to the Prequalified Stream.

Depending on their ranking, companies may be in Tier A or Tier B of this Stream.

Tier A provides access to funding of up to \$100,000 for a maximum of 3 projects, while Tier B provides access to funding of up to \$60,000 for a maximum of 2 projects.

Both tiers are broken down by production language¹, while Tier B is split to ensure regional representation nationwide.



1. A company whose production expenses were incurred mainly on French-language projects is considered a French-language company, and vice versa if the expenses were incurred mainly on English-language projects.

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