Euromat Summit
4th-6th June 2018
Monte Carlo Bay Hotel & Resort, Monte Carlo

4TH JUNE

19.30 – 22.30 Networking Evening - Monte Carlo Bay Hotel & Resort

DAY ONE, 5TH JUNE

KEYNOTES

09.15 Keynote: Marja Appelman, Chief Executive of the Netherlands Gaming Authority and Vice-Chair of the Gambling Regulators Forum (GREF)
09.30 Keynote: Jason Frost, President, EUROMAT

REGULATORY

09.45 to 10.30 Legal horizon scan
Fragmented regulation means that our market is constantly being shaped by an evolving regulatory landscape. This panel session will get the perspective of leading legal professionals (from the UK, Italy, Germany and Spain) on the cases or legislative changes which manufacturers and operators should have on their radar.

• Chair: Sanne Muijser, Van Kansspelen Branche-Organisatie (VAN)
• John Hagan, Harris Hagan
• Santiago Asensi, Managing Partner, Asensi
• Joerg Hofmann, Group Leader, Gaming & Betting Law Practice Melchers

10.30 to 11.15 Fireside Chat with the Regulators
The regulators are our industry’s most important stakeholder. We need to work together to understand the market and the most intelligent and fair way to frame the rules that govern it. This session will hear directly from several European regulators on how they see the coming year and what they’re looking for from industry.

• Chair: Kieran O’Keeffe, Secretary General, EUROMAT
• Marja Appelman, Chief Executive of the Netherlands Gaming Authority and Vice-Chair of the Gambling Regulators Forum (GREF)
• Juan Espinosa, Director General, DGOJ

PAYMENTS

11.30 to 12.15 Alternative payment options: Now or never?
All the statistics suggest that cash is no longer king. Alternative payment options (e.g. card or e-wallets) have to become a reality if we are to avoid our customers leaving us behind. We’ll hear from leading industry and payment experts on the range of alternative payment options in the market today and their potential for application to the AWP market in Europe.

• Chair: John White, Chief Executive, BACTA
• Kieran O’Keeffe, Secretary General, EUROMAT
• Dan Waugh, Regulus Partners
• Dr. Werner Schroer, Member, Management Board, Gauselmann

12.15- 13.00 TITO: A pathway to new payment options?
Ticket-in-ticket technology has seen significant growth in the UK and the Netherlands in a relatively short period of time. This panel will look at the business benefits of this technology and consider the prospects for growth in other European markets.

• Chair: TBC
• Nick Harding, Chief Executive, Praesepe
• Peter Hannibal, Chief Executive Officer, Gambling Business Group
• Gabino Stergides, Head of Business Development, Electrocoin Entertainment

13.00 to 14.00: Lunch

THE MARKET PLACE OF TOMORROW

14.00 to 14.45 Boardroom Briefing: Where is the industry going and where will revenue growth come from in the future?
We are bringing together some of the leading figures in our market to get their take on where our market is going and where growth will come from in the future.

• Chair: TBC
• Eric Olders, Chief Executive Officer, JVH Gaming
• Arne Schmidt, Managing Director, Schmidt Gruppe, Bally Wulff
• Nick Harding, Chief Executive, Praesepe
• Zane Mersich, Chief Executive, Novomatic UK

To find out more information please contact:
Karen Cooke, Sponsorship Sales Manager, Swan Events
Tel: +44 (00 7545970200 Email: karencooke@swanevents.co.uk
14.45 to 15.15: 
The Customer of the Future
We need to understand tomorrow’s player as well as today’s if we’re to remain competitive in the future. We will bring together expertise from outside our industry (a leading consumer communications firm and a market research and polling company) in this panel discussion to gain some insight into how player preferences may change in the future.

• Chair: TBC
• Marcus Sorour, General Manager& Vice President, WE Communications, UK
• Mark Jefford, Director of Data Applications, YouGov.

15.15: Networking break

INTERNATIONAL PERSPECTIVES ON GAMING AND REGULATION

15.45 to 16.15
Getting to know the US market
This is an opportunity for European operators and manufacturers to understand how the US market is evolving, in particular in respect of social responsibility and taxation and regulation. It will then seek to draw lessons from that experience which are relevant to the European industry.

• Chair: John White, Chief Executive, BACTA
• Speakers to be confirmed

16.15 to 17.30:
The Road to Redemption: 
An overview of growth opportunities
Expert speakers will look at growing markets for redemption products both in Europe and globally.

• Chair: TBC
• Benjamin Duplan, Chief Executive, AFOR
• Gabino Stergides, Head of Business Development, Electrocoin Entertainment
• Speakers to be confirmed

20.00 till Late: Gala Dinner

To find out more information please contact: 
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EUROMAT GAMING SUMMIT:
DAY TWO
(SOCIAL RESPONSIBILITY),
6TH JUNE

KEYNOTES

09.00
WELCOME ADDRESS: Mirjana Acimovic, Chair of EUROMAT Responsibility in Gaming Committee

09.15
KEYNOTE speech: speaker tbc

SELF-EXCLUSION

9.30 to 10.15:
Self Exclusion: Is it working and how do you manage it to be effective?
Self-exclusion systems are emerging and expanding. We’ll take stock of where things stand today and assess whether self-exclusion is manageable for operators and effective for players.

• Chair: Frits Huffnagel, Chairman, Van Kansspelen Branche-Organisatie (VAN)
• Byron Evans, Commercial Director, Praesepe
• Eduardo Antoja, Chief Executive Officer, Intrepid Consult
• John White, Chief Executive, BACTA

TECHNOLOGY

10.15 to 11.00:
Technology: Balancing the Player Experience and Consumer Protection
There is growing interest in the application of technology to increase player protection. We’ll review those technological applications and the pros and cons of various approaches.

• Chair: Jason Frost, President, EUROMAT
• John Hagan, Harris Hagan and Chairman, International Association of Gaming Advisors
• Phil Horne, Chief Executive Officer, Scientific Games

11.00 to 11.15: Networking break

PROBLEM GAMBLING

11.15 to 12.00:
Inside Problem Gambling
In any discussion about social responsibility, it’s important to understand the challenges faced by those who have a problem with gambling. This session will seek to draw on the qualitative experience of those at the front line of problem gambling to understand the problem better.

• Chair: Mirjana Acimovic, Chair of EUROMAT’s Social Responsibility in Gaming Committee
• Marc Ballerstein, Psychologist for Behavioural Counselling for Problem and Pathological Gambling at the Behaviour Therapy Institute
• Matthew Zarb-Cousin, Spokesperson, Campaign for Fairer Gambling

SOCIAL RESPONSIBILITY IN DIFFERENT GAMING CHANNELS

12.00 to 12.45:
Managing Social Responsibility in Different Gaming Channels
While there are various gaming channels, tackling problem gambling is an objective shared by everybody. We will look at the different approaches used by online and land-based operators to deal with the issue.

• Chair: Pieter Remmers, Secretary General, European Association for the Study of Gambling
• Clive Hawkswood, Chief Executive, Remote Gambling Association
• Jason Frost, President, EUROMAT

To find out more information please contact:
Karen Cooke, Sponsorship Sales Manager, Swan Events
Tel: +44 (00 7545970200 Email: karendcooke@swanevents.co.uk
12.45 to 13.00:
Industry Principles for Social Responsibility
Mirjana Acimovic, Chair of EUROMAT’s Social Responsibility in Gaming Committee

13.00 to 14.00 Lunch

14.00 to 14.15
Closing speech by Jason Frost, President, EUROMAT

14.15:
Charitable call to action from the EUROMAT Bikers

16.30 onwards
- Farewell Drinks Reception

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