



euromat

EUROMAT SUMMIT

4TH-6TH JUNE 2018

MONTE CARLO BAY HOTEL & RESORT,
MONTE CARLO

THE ONLY INDUSTRY
EVENT DEDICATED TO
THE LAND-BASED
GAMING SECTOR



Eduardo Antoja

Chief Executive Officer – Intrepid Consult

Born in Barcelona in 1945, Eduardo got a Master of Science degree in Digital Systems and Electronics from the Barcelona Polytechnic University in 1970.

His first 20 years of professional life were spent in the development of computer-controlled automation systems for the transportation and telecom industries.

In 1990 Antoja joined the gaming industry, as CEO of the CIRSA Industrial Division, being responsible for the development, manufacturing and marketing of gaming devices and systems. CIRSA is one of the larger European and Latin America operators of casinos, bingos and single-site games, as well as online and offline betting and gaming systems.

In 2010 Eduardo started his own independent consultancy, www.intrepidconsult.com, which works for several German, Italian and Spanish gaming and technology companies.

Eduardo was elected as EUROMAT President in May 2015 for a two-year term. This was his second instance, as he had already served as EUROMAT President from 1999 to 2007. Currently, he continues to serve the Spanish gaming industry as executive vice-president of the operator's association COFAR.

Eduardo is married, has three sons and four grandchildren, and spends most of his free time as a musicologist dedicated to the works of Johann Sebastian Bach.



Marja Appelman

Chief Executive – GREF, Gaming Regulators European Forum

Marja Appelman has been the Chief Executive of Kansspelautoriteit (the Netherlands Gaming Authority) since September 2013. Her ambition as the CEO of this young organisation (April 2012) is to establish a professional regulator that will give incentives to market players to provide safe, licensed and responsible gambling services. Mrs. Appelman is trained as an economist (she graduated from the VU University Amsterdam). Mrs. Appelman has a professional background in regulation and compliance. Before joining the Netherlands Gaming Authority, Mrs. Appelman worked at the Netherlands Competition Authority, the Netherlands Bureau for Economic Policy Analysis, the Dutch Healthcare Authority and the Ministry of Economic Affairs. Mrs. Appelman was one of the three founders of consulting firm SiRM (Strategies in Regulated Markets). She advised insurers, market players, Government and other organizations on regulation and compliance in health care economics. Mrs. Appelman was elected Vice-Chair of GREF (Gaming Regulators European Forum) in May 2016. GREF provides a forum in which European gaming regulators can meet, exchange views and information and discuss policies on gaming matters. Mrs. Appelman is a regular speaker at international conferences, such as ICE, EiG, MiGS, IMGL and Gaming in Holland.



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Santiago Asensi

Managing Partner/ Socio Director - ASENSI

Santiago Asensi is the Managing Partner of Asensi Abogados, a boutique law firm in the Gaming and Gambling sector with offices in Madrid, Mallorca and Bogota. Asensi provides legal advice to a large number of bookmakers, poker, casino, bingo and skill games operators, software providers, slot suppliers with interests located in Spain and Latin America as well as to gaming jurisdictions.

He is co-author of the Gaming Law Book (Editions 2012/ 2014/ 2017) published by Thomson Reuters and of the Spanish Gambling Market Report for MECN (Editions 2007/ 2011).

He is member of the industry IAGA, IMGL, J-Digital and the portal Gaminglaw.eu. Asensi is frequent speaker at the major international gaming conferences and publishes articles about the Spanish gaming industry on a frequent basis.



Marc Ballerstein

Psychologist - The Behaviour Therapy Institute Falkenried

Marc Ballerstein is a psychotherapist and works in the project Behavioural Counselling for Problem and Pathological Gambling (head: Prof. Dr. Iver Hand) at the Behaviour Therapy Institute Falkenried. The project was founded by Iver Hand in 1984 at the Behaviour Therapy Outpatient Unit of the University Clinic Hamburg Eppendorf (UKE). In 2008, it was affiliated to the Behaviour Therapy institute Falkenried in Hamburg. The project is sponsored by Die Deutsche Automatenwirtschaft (<https://www.automatenwirtschaft.de/>), but its content and publications are completely independent from the sponsor.

Mr. Ballerstein has been employed in the project since 2013. After completing his psychology studies in Vienna, he was trained in Behaviour Therapy in Hamburg. Before entering this project, Mr. Ballerstein worked in sports psychology and forensic psychiatry. Whilst working in the project, he has held various lectures on treatment of gamblers and the impact of legislative changes in Germany, promoting the accumulated experience and knowledge of this first Behaviour Therapy project for gamblers in Germany. He has represented Prof. Hand as an advisor to the Parliament of Schleswig Holstein and is working together with the committee Gambling Addiction in Hamburg (HAGS). Since two years he works as a lecturer in the training of Psychotherapists.



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John Becker

VP of Development - FEC Builders a division of IPlayCo

John is a Buffalo, NY native with over 19 years of experience in the Amusement Industry.

He started in the business with Innovative Concepts in Entertainment (ICE) as Service and Training Manager. This is where he gained invaluable experience with Redemption equipment, setup and operations. Moving to the operations side of the business he has worked with Dave & Busters, Magic Planet, and AL Mana Entertainment to name a few.

Responsible for delivering projects in North America, Europe, Middle East - North Africa (MENA), and Asia. John specializes in project development and operation startups to grand opening.



Justin Burke

General Manager - Sega Amusements International Ltd

Justin is proudly third generation in the amusements business, following in the footsteps of his Father and Grandfather. Having been born into the business Justin was exposed to the trade from his 'earliest memory' and has never left it.

Growing up in an arcade and amusement park environment is where he learnt the foundations of his future career path. His departure from the family business was to leading UK theme park, Thorpe Park, working across both the attractions and amusement side of the operation.

Venturing from there to a dedicated tourist attraction in central London, he played a significant part in the opening and operation of what was at the time the largest 'virtual reality' centre in Europe, 'Virtual World'.

1996 saw Justin join Sega, his initial role at the Japanese company was to Launch Segaworld in London's Piccadilly Circus, the largest indoor theme park in the world and a flagship location for the iconic brand.

Having transferred to the sales and manufacturing side of the business in the early 2000's, today Justin is General Manager for the EMEA region. He successfully leads a sales team that covers more than half the globe. He is hands on with product development and has a broad understanding of the FEC market and player habits which leads to him to being a respected voice within the industry.



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Benjamin Duplan

Chief Executive – AFOR

Born and raised in the south of France. Educated in England, where he first worked in R&D within a global company and eventually started working full time in the family operation and took it over.

The family business started with Benjamin's grandfather in 1948 and was run by his father for 40 years. It currently operates and distributes coin-op games.



Juan Espinosa García

Director-General for the Regulation of Gambling

Mr. Juan Espinosa García
Director-General for the Regulation of Gambling
Ministry of Finance and Public Service – Government of Spain

Mr. Juan Espinosa holds the position of Director-General for the Regulation of Gambling since December 30th, 2016, by appointment of the Council of Ministers.

Prior to his term as Director-General for Gambling Regulation on December 30th 2016, Juan Espinosa served as Deputy Director General for Gambling Regulation.

In addition to his sectoral experience resulting from his previous position at DGOJ, he also boasts an extensive professional practice in the field of design and analysis of regulation for all sectors of economic activity, as a consequence of his five year tenure as Deputy Director (Relations with Public Administrations) at the Advocacy Division in Spain's National Competition Commission.

Mr. Espinosa holds a Degree in Law (University of Granada), a Master of Arts in Economics for Competition Law (University of London – King's College) and a Master of Social Sciences in European and International Politics (University of Edinburgh).



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Byron Evans

Commercial Director, Praesepe Group of Companies

Byron has worked on the UK gaming sector for over 30 years and as Commercial Director at Praesepe for 10 years. His responsibilities include all matter relating to Social Responsibility & Compliance for 165 high street gaming venues, 7 traditional Bingo Clubs and 8 Family Entertainment Centres. This includes regular contact at a senior level with the UK regulator, The Gambling Commission.

Byron has been with Praesepe since its foundation in 2008 and has been instrumental in the development of a number of Compliance & Social Responsibility training programmes that have been adopted by the wider industry.

Byron's career also includes roles at the Rank Organisation and Sega Amusements Europe. He holds a Personal Management Licence issued by the UK Gambling Commission.



Jason Frost

President - Euromat

Jason was born in Chichester, West Sussex and attended Littlemead Grammar school. Jason is a fourth generation showman and his family travelled in the early days then settled down in Selsey, West Sussex where they operated an amusement park as well as AGCs and FECs on the south coast and in Salisbury, Wiltshire. Working in the family business Jason's duties were across the board running the park as well as the arcades until 1991 when Jason then left the family business and worked for Southern Games (Jersey) Ltd and operated casinos on cruise ships and land based all over the world operating in many varied jurisdictions until 1998.

In 1999 Jason married Amanda. Jason then moved his family to Cornwall in 2003 where they now operate AGCs.

Jason is a passionate Bacta member and has been a member of Bacta for more than ten years, his Father and Grandfather were also bacta members before him. He was the Chairman of Division 3 as well as the Regional Chairman for the West of England. He has most recently held the position of Vice President and President of Bacta, a role which has been very successful and during his time as President he has raised the public affairs face of Bacta and increased the membership to its highest level of the last 10 years. He is a very hands on operator and, when not lobbying on behalf of the gaming industry he is his arcades every day overseeing the day to day running as well as keeping a watchful eye on any future expansion plans for the business.

Jason has also organised various Charity events working nationally with Bacta and Rays of Sunshine, Bacta's chosen Charity and Jason raised in excess of £20,000 personally for Rays of sunshine.



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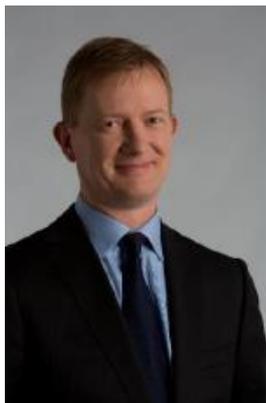
Philipp Gaggl

**Senior Manager Group Corporate Responsibility & Sustainability
- NOVOMATIC AG**

Since 2017 Philipp is responsible for the management and performance improvement of the NOVOMATIC AG group related to all Corporate Responsibility & Sustainability aspects. These cover the groups' activities on Responsible Entertainment, Environmental Protection, Health & Safety, as well as Sponsoring & Donations. Recently he established a group wide system of non-financial KPIs which provide insight and allow the strategic management of the company's CR & Sustainability performance. He represents NOVOMATIC AG at the EUROMAT Social Responsibility working group.

Before he was active for a decade in management consulting on Corporate Responsibility and Sustainability as Associate Director with PwC South East Asia Consulting, leading sustainability consulting at PwC Austria, leading a global renewable energy project with the World Economic Forum and working on Health & Safety in the industry with DuPont de Nemours.

Philipp teaches sustainability strategy and management at the applied science universities FH IMC Krams and FH Wien in Austria and frequently publishes articles on the topic. He studied business administration and environmental system sciences in Austria, India and Japan.



John Hagan

Partner – Harris Hagan

John is recognised by the independent legal Guides as a leading international gambling lawyer.

Qualified in 1993, he practised as a commercial litigator before specialising in gambling law from 1998. He has advised many of the world's largest gambling operators and is frequently instructed by other law firms, private equity firms and banks to provide specialist licensing and regulatory expertise in respect of corporate investments and transactions. An experienced advocate, a frequent and respected conference speaker and a regular contributor of articles to national and international gaming publications. John is Secretary of the International Association of Gaming Advisors, a member of the International Masters of Gaming Law, Deputy Chairman of Gamcare, the leading problem gambling charity in the UK and Chairman of the Industry Group for Responsible Gambling.

John read law at University College Dublin and his personal interests include golf, rugby, football and chess.

The logo for Euromat Summit, featuring a blue circle with white stars around the perimeter and the word "euromat" in white lowercase letters inside the circle.

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A row of slot machines in a casino setting, with various screens and buttons visible.

Peter Hannibal

Chief Executive Officer – Gambling Business Group

Since the creation of the Gambling Business Group at the start of 2014 Peter has been the Chief Executive Officer for the organisation. The Gambling Business Group has approximately 50 member organisations with business interests in the UK Gambling Industry, all looking to improve the business environment and also the reputation of the UK Gambling Industry as a whole.

For the last nine years Peter has also been delivering specialist expertise to the Gambling Industries in both the UK and Europe, ranging from business start-ups and turnarounds to software commoditisation and technology solutions. Peter is also a Trustee of the Gordon Moody Association, the only provider of residential problem gambling treatment in the UK.

Before this time he was a member of the Executive Committee with The Gala Coral Group as their Electronic Gaming Director. Prior to joining Gala Coral, Peter spent 13 years in Operational roles in the Leisure Industry and has Theme Parks, Amusement Complexes and Holiday Centres in his list of successes. Peter achieved a Masters in Business Administration with Nottingham Trent University in 2006.



Nick Harding

Senior Advisor – Gauselmann Group

Nick, 59, Senior Advisor to the Gauselmann Group in the UK has over 35 years' experience in the gambling sector, having worked in a number of senior positions for Coral, Bass Leisure and Rank Group before leading the MBO of the RAL business from Rank in 1996. RAL Limited became the leading operator in the AGC sector, with 129 venues, and in 2004, this was sold to Talarius plc with Nick becoming CEO. Over the next two years, the business grew to over 200 venues together with an integrated and proprietary online business. This was sold to European Gaming Limited in 2007. In September 2007 he established Praesepe plc as an AIM listed company mandated to acquire going concern businesses in the European low stake high volume "gaming sector" and in five years grew the business from a cash shell to operating 180 gaming venues (including the UK's largest Bingo club) employing over 1800 people.

In 2012 the Praesepe business was sold to the Gauselmann Group.

Nick is a past President of the trade association BACTA and sits on the advisory panel of the UK PG support charity Gambleaware. He was a Director of Business in Sport and Leisure, and is a Director of the UK Bingo Association. He was also the founding Chairman of iGGBA, the UK's first interactive gaming association. He has been Chairman of the Gambling Business Group (UK) since its inception in 2013.



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Clive Hawkswood

Chief Executive – Remote Gambling Association

Clive Hawkswood has been Chief Executive of the Remote Gambling Association (RGA) since its establishment in August 2005. Before that he was the General Secretary of ARGO. Clive was formerly head of the Betting & Racing Branch at the British Department for Culture, Media & Sport (DCMS). Prior to that, he was at the Home Office, spending time in both the Gambling Section and the Horseracing Policy Team. Earlier in his career he spent several years working in the bookmaking industry.

He is currently chairman of GAMSTOP, the new UK national online self-exclusion system, and is the author of the Industry Code for Socially Responsible Advertising. He also sits on the cross-sector groups: Industry Group for Responsible Gambling (IGRG) and Gambling Anti-money Laundering Group (GAMLG).



Joerg Hofmann

Group leader Gaming & Betting Law Practice - Melchers

Dr.Joerg Hofmann is head of the Betting and Gaming Group of Melchers Law Firm in Germany.

He is a Past President of the International Masters of Gaming Law (2014/ 2015).

Joerg has been consistently ranked as a “Leading Individual” in Gaming & Gambling by Chambers Global since 2011 and is listed among “Germany’s Best Lawyers” in the category “Gaming Law” by Handelsblatt and BestLawyers since 2014. Joerg is based in Heidelberg/Germany.

He frequently publishes articles in international expert’s magazines and periodicals and speaks regularly on international gaming law conferences around the world.



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Phil Horne

Chief Executive Officer - SG Gaming

Phil has spent the majority of his career working in the betting and gaming industry. Having started out as a trainee betting shop manager with Coral, Phil worked his way up through the ranks to the position of Gaming Director in the mid-1990s, where he set up Coral's gaming division. Working alongside The Global Draw he delivered a new gaming machine concept to the Coral estate (FOBTs). He spent the final year of his time at Coral as Compliance Director before his appointment as Managing Director of The Global Draw in 2007. In 2016 Phil was appointed CEO of SG Gaming UK, overseeing the business across Gaming and Sports Betting. Phil also enjoys a prominent role within the Scientific Games senior leadership team.

Responsible gambling and player protection measures are topics that Phil is passionate about. He believes it is essential that all the key players in the gaming industry come together and act as one joined up, positive movement.



Frits Huffnagel

Chairman of VAN Kansspelen Brancheorganisatie

Frits Huffnagel is the chairman of VAN Kansspelen Brancheorganisatie, EUROMAT's member from The Netherlands.

Mr Huffnagel is a specialist on citymarketing and communication and a leading member of the Dutch political party, the People's Party for Freedom and Democracy (VVD).

In the past Mr Huffnagel was an alderman for the cities of Amsterdam and The Hague.

In addition, Mr Huffnagel was for a long time active on radio station Business News Radio, and currently has a weekly talkshow on TV West.



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Mark Jefford

Director of Data Applications at YouGov

Mark Jefford is UK Director of Data Applications at YouGov. The Data Applications team uses our knowledge and understanding about audiences to: solve client problems and create strategic actions. Mark joined YouGov in 2016, having been a client-side media researcher for over a decade, working for the likes of The Guardian and Shortlist Media.



Zane Mersich

Chief Executive Officer – Novomatic UK

After spending over a decade in executive level roles predominantly in the packaging industry working for medium, large and global companies, Zane elected to change course and joined NOVOMATIC Austria in 2007. He spent almost a year in international sales before locating to the UK to take the helm as the Managing Director of Astra Games.

The years that followed were defined by acquisitive and organic growth and saw the formation of the Astra Gaming Group, later to become NOVOMATIC UK, where Zane continues to oversee the Group as Chief Executive Officer. Novomatic UK has revenues of £300m and over 3800 full time employees.

The beginning of this growth story came about when Zane successfully negotiated the acquisition, and oversaw the integration, of the Bell Fruit Group, which included RLMS Sales and Distribution and Mazooma Interactive Games (later to become Greentube UK). The deal also included the largest UK gaming machine operator, Gamestec, from a New York based hedge fund.

That was followed by the acquisition of the Nobles chain of Adult Gaming Centres (AGC's) headquartered in Newcastle. Subsequently re-branded as Luxury Leisure, with the customer facing high street brand being "Admiral Gaming," this acquisition has formed a valuable part of Novomatic UK and continues on its growth path. Following that, the acquisition of the Talarius chain of high street AGC's from the Tatts Group in Australia took place in Q3 2016, catapulting NOVOMATIC UK to the position of leading AGC operator in the United Kingdom.

Playnation, a company involved in the operation of family leisure and gaming product predominantly in holiday parks and motorway service stations, was acquired in Q3 2015. This further strengthens the UK Group's competitive position. NOVOMATIC UK now operates in it's own venues, as well as customer locations, over 60 000 coin and note operated entertainment devices, included in which are over 30 000 gaming machines. 16 000 of these are located in own venues.



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Greentube Internet Entertainment Solutions GmbH also forms part of the UK group and spearheads much of what NOVOMATIC does on a global scale in the Internet gaming space. Both B2B and B2C mobile and desktop, Greentube specialises in real money and social gaming products. Zane has been closely involved in the Greentube's on-going success story from the outset and the business has grown many times its original size. He was also instrumental in the set-up of Extreme Live Gaming, the UK based Internet start-up specialising in global live-dealer B2B provision for regulated markets.

The future for NOVOMATIC UK is one of delighting our customers, taking care of our most valued "assets," our employees and generating profitable and sustainable future growth.



James Miller

Vice-President - BACTA

James Miller is the Founder and Managing Director of Funstation Ltd which currently operates 8 FEC's across the UK.

Funstation is the only multi site operator in the UK to implement and utilise a cashless card payment system.

Growing up in the family business James has gained a wealth of experience and knowledge in the FEC sector which he used to develop his own operation 1994. In March 2017 James was elected Vice President British Amusement Catering Trades Association (Bacta)



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Sanne Muijser

Secretary General - VAN Gaming Industry Association

Since June 2013 is Sanne Secretary General of the VAN Gaming Industry Association. VAN has been the number one authority when it comes to regulated games of chance in the Netherlands and guarantees a secure and enjoyable gaming selection in the Netherlands. In addition, we focus on prevention and the training of gaming and catering staff.

Sanne is specialized in association management, public affairs, lobby and reputation management in mainly regulated markets in the Netherlands and Europe.

Previously Sanne was director of the industry employers Association of facility contact centres and had this association merged with another association into the Customer service Federation of which Sanne was also the director. In addition Sanne has amongst others expertise in the chemical sector, the private hospital care sector and the waste industry.



Peter Naessens

Director – The Belgian Gambling Commission

Peter NAESSENS is general director of the Belgian Gaming Commission.

He studied law at the university of Brussels, criminology at the university of Leuven and social work at Campus Kortrijk. He has a large experience in legislative and regulatory advice in the field of gambling.

Peter Naessens is member of the Expert Group of the European Commission. He coordinates the implementation of internet gambling and follows with special interest the European debate on regulation of the gambling market. He has actively taken part in public debates and contributed some written articles related to different gambling issues.



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Richard Noble

Chief Operating Officer – Aspers Group

After being medically discharged from Sandhurst Army Officer College, Richard took up a 'stop gap' role in the gaming industry as a management trainee with The Noble Organisation (no relation) and ended up spending the next 18 years there!

In 2006, Richard joined Aspers Group as General Manager and was swiftly appointed Chief Operating Officer in 2008.

In 2011, Richard played a key role in the successful opening of Aspers Westfield Stratford City, London; the first ever large license casino to operate in the UK and the first of its kind in the country.

Richard now sits on the Aspers Group Board of Directors and continues to oversee all commercial operations, whilst steering the strategic growth of the Groups casino retail portfolio and online business.

In addition, after 12 months as Vice Chairman of NCF (National Casino Forum), Richard takes over as Chairman in July.



Kieran O'Keeffe

Secretary General of Euromat

Kieran O'Keeffe was appointed Secretary General of EUROMAT in June 2014.

In this capacity, he oversees both the policy and the administrative running of EUROMAT, and acts as the main contact point for the Federation's members across Europe.

Mr O'Keeffe is an EU expert and has a wide network of contacts as well as a vast knowledge of public affairs, having worked with leading companies and trade associations for over 10 years.

Mr O'Keeffe has previously worked as Head of European Affairs for one of the UK's leading business lobby groups. He has a Masters of Research in Politics from Goldsmiths College, University of London and a BA Honours degree in History from the University of Leeds.



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Eric Olders

Chief Executive Officer – JVH Gaming & Entertainment Group

Since 2006 Eric Olders is a Board Member (chairman) of the JVH gaming & entertainment group, the leading private casino and arcade company in The Netherlands. From 2006 till 2008 Eric was CFO of the JVH gaming & entertainment group. In 2008 he was appointed CEO and Chairman of the Board.

In 2007 – 2008 Eric was responsible for the financial and operational restructuring of the group following a massive change in the gaming taxes in The Netherlands. From then on he successfully led the strategic repositioning of the company and strong growth path from thereon.

Eric also is an active member in the VAN (Dutch branch organization).

Before entering the gaming market Eric held several board positions as a CFO in the IT and telecoms business, in both privately held and publicly listed companies.

He holds a Masters degree (with honor) in Business Administration and postgraduate degrees in Accounting and Finance.



Lewis Pek

Founder and Editor – G3 Magazine

Lewis Pek is the founder and editor of G3 magazine, a global monthly title dedicated to the pay-to-play gaming segment in international markets.

Established in 2003, G3's footprint covers print, digital media, Apps and market research. Readership across all media exceeds 24,000 per month.

Lewis was formerly the editor of Intergame and Intergaming magazines, and deputy editor at IDG Media Group in the UK. He has worked for the Guardian Media Group and CityLife magazines, and has contributed to market analysis for Deutsche Bank, Macquarie Bank and PWC. G3 is the official magazine of AGEM, the world media partner for Clarion Events and the Principle Media Partner for the EUROMAT Summit.

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A photograph of several slot machines in a casino setting, with their screens and buttons visible.

Pieter Remmers

CEO - Assissa Consultancy Europe

Pieter Remmers is a veteran in the area of responsible gaming, consultancy and training of gambling industry professionals. He has been involved in projects with the gambling industry since 1989. Pieter started his career as the director of an outpatient clinic for addiction problems, Jellinek, in the early 80's.

His company Assissa Consultancy Europe works/worked on responsible gaming policies and programs in a number of countries i.e. Netherlands, South Africa, Germany, Switzerland, Luxemburg, Belgium, Italy, Spain, Malaysia, Singapore, Canada, Malta, Sweden and others. Besides Pieter is a consultant worldwide for as well as the gambling and betting industry land based and online, casinos, slot machine halls and lotteries and for regulators or other governmental bodies.

He works/worked with companies like: IGT/GTech/Lottomatica (Italy , USA), Holland Casino (The Netherlands), Unibet (UK , Malta), Sun International (South Africa), Svenska Spel (Sweden), Gauselmann/Merkur (Germany), Betsson (Sweden, Malta), Fair Play Casinos (The Netherlands), Staatsloterij (The Netherlands), Lotto NL (The Netherlands), Casino 2000 (Luxembourg), SNAI (Italy), Betfair (UK), National Lottery(UK), Industry Branche organizations like AWI (Germany), VAN (The Netherlands), European Casino Association (Belgium) and many more.

He also works/worked for governments and regulators in a number of countries for example: Singapore, The Netherlands, Sweden, South Africa. Currently he is involved in projects dealing with the problem of match fixing and AML. He is a member of the Executive Committee and serves as Secretary General of the European Association for the Study of Gambling (EASG).

Furthermore he is a shareholder and board member of HANDS (Human Assistance Network for Daily Support, telephone counseling services).

In 2003 he was the initiator of G4 (Global Gambling Guidance Group). G4 deals with an International Accreditation System on responsible gaming for the gambling, betting and lottery industry land based and online. Since 2004 Pieter is the Chair of the Board of G4.

Since 2009 he is a member of the Responsible Gaming Committee of IMGL (International Masters of Gaming Law).

He is also a member of the Spielerschutzkommission (Responsible Gaming Commission) of the Gauselmann /Merkur Group, Germany, a member of the Advisory Council of the AWI in Germany and until 2015 he was a member of the International Advisory Panel of the Ministry of Health in Singapore.

Pieter is a very regular speaker at many conference all over the world and freelance correspondent for a number of gambling industry magazines.



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Arne Schmidt

CFO – Schmidt Group

Arne Schmidt is shareholder and CFO of the family owned SCHMIDT Group.

The SCHMIDT Group is active in the following businesses:

- Operation of AWP arcades (brands: Spielstation / Spielstube)
- Development and production of AWP-machines (brand: Bally Wulff)
- Operation of fitness-studios (brand: FitX)



Dr. Werner Schroer

Member of the Board Gauselmann AG

Personal Information:	Nationality: German Date of Birth: 29.04.1963 Marital Status: married, 2 children
Work Experience:	Since 10/2005 Member of the Board. Managing Director CTO, Adp Gauselmann GmbH, Lübbecke/ Germany 08/1990 to 11/2000 R & D Manager Esser Sicherheitstechnik, Neuss/ Germany
Education:	2000 – 2002 Doctor of Economics 1991 – 1996 MBA 1985 – 1990 Master of Science
Languages:	German – Native language English - fluent



EUROMAT SUMMIT

4TH-6TH JUNE 2018

MONTE CARLO BAY HOTEL & RESORT,
MONTE CARLO

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GAMING SECTOR



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Phil Silver

Social Responsibility and Consumer Protection Consultant - BACTA

Phil held the position of Head of Compliance with Bacta - Trade Association representing the British pay-to-play gaming and amusement industry - for a period of thirty years. Key roles included training and evaluation of legislative requirements, crafting codes of practice and training manuals, age restriction and age verification testing, liaison with regulators including the Gambling Commission, local government and police licensing authorities, and the management of a team of compliance officers operating throughout the UK.

Since retiring from Bacta in November 2017, Phil continues to offer his wealth of experience to the industry by providing bespoke training focussing on risk assessment, age restriction systems, social responsibility measures and operating licence conditions & codes of practice. Phil is on the bacta ADR panel and authorised to adjudicate on disputes between consumers and operators. He was an advisor on the GamCare National Helpline for a period of 10 years in addition to being on the Board of Trustees of the Gordon Moody Association (GMA) for a similar period of time. Phil is now a patron of the GMA, an advisor to Check Policy that offers age verification testing to the betting and gaming industry, and a member of Euromat's Social Responsibility High Level Expert Group."



Marcus Sorour

General Manager & Vice President – WE Communications

Marcus Sorour's career spans retail, radio broadcasting, advertising and public relations across both emerging and developed markets.

As General Manager of WE Communications in the UK, he leads a team of public relations experts focused on delivering communications campaigns on behalf of companies, NGOs and trade associations across Europe. He has worked with brands, their spokespeople and stakeholders to develop authentic narratives and distinct voices to stand out from the crowd.

This includes an issue-based campaign impacting the amusement and gaming industry in the UK. Sorour is an ultra-marathoner, FSC Investment and Partnership advisory board member and Action for Children Independent Visitor.



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Gabino Stergides

Vice-President of Electrocoin and President of BACTA

Gabino Stergides was born in 1981, the same year as the iconic Bar X machine was released, and since then has grown up in arcades and the amusement sector.

Gabino graduated in economics, with a specialism in statistics and game theory. He then obtained an MSc in IT and computer science and this led to his first commercial project – Internet Blackjack in 2003.

Gabino was then headhunted to join the commercial department of a fast growing technology company called MessageLabs, later purchased by Symantec/Norton antivirus. Gabino eventually led the team developing the European business (excluding the UK and Germany) and within 18 months he also acquired responsibility for the Middle East and Africa. In this role he dealt with a range of companies, from small family businesses to blue chip corporations as well as Central banks and government departments. He was also seconded directly to IBM, BT, VERIZON, MCIWORLD.COM during this time.

After the purchase of Symantec, Gabino took some time off to travel the world and practice his languages (English, Greek, Russian, Italian, French and Spanish).

In 2007 Gabino joined Electrocoin dealing with the videogame and redemption side of the business as well as AWP's in the UK and abroad. He was responsible for liaising with developers, managing compliance and the company's relationship with the Gambling Commission and other authorities. Recently he led the product development and sales campaign for the Bar X Tablet System and Electrocoin's upcoming server based B3 compendium, while also managing the operations of the company's Adult Gaming Centre in north London.

Gabino was elected as President of the British Amusement Catering trades Association (BACTA) in March 2017 and combines this with his role as Chairman of the Social Responsibility working group of the association.



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Quentin Stott

Founder & Managing Director – Reflex Gaming

1985 to 1998 - Joined the gaming industry straight from school working for a small but entrepreneurial manufacturing business called BWB, which was subsequently acquired by The Barcrest Group (now Scientific Games). Stott became heavily involved with the company's expansion into international markets at a time the group was awarded The Queens Award for Exports. He was promoted to Director of Sales and saw the Barcrest Groups change of ownership to IGT, based in Reno, Nevada.

1998 to 2004 – Stott produced a business plan which was presented to Michael Gauselmann of the Gauselmann Group. He secured Gauselmann funding and established QPS Interactive as a brand within the Bell Fruit Group (now Novomatic), as the Group's "rebuild" specialist. Progressed developments from purely "rebuilt" into brand new machine sales, providing a stream of games to the UK pub retail market. QPS also exported into Poland, Ukraine, Latvia, Greece and other emerging markets.

2004 to today – Established Reflex Gaming which now employs 54 people at our 28,000 square foot (2,600 m²) premises in Newark, plus small teams in both Bulgaria and The Netherlands. Core skillsets span the areas of Game Development, Software, Graphic Design and QA/Test which complement in house Mechanical Design and Production capabilities. Known for its innovative approach to product development, in 2015 Reflex Gaming was ranked at position 45 in The Sunday Times Teck Track 100, which tracks the UKs fastest growing tech companies. Today the company's product range spans both analogue and digital machine production for land-based customers, provides first class game content to many tier 1 online operators, has the UKs largest social gaming app for Pub Fruit players and is launching its own online casino brand called "Casino Wishes" making Reflex Gaming a truly omnichannel game producer.



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Roel Veltmeijer

Executive Director – Gamestate

- Roel grew up in Sittard and later in Lanaken (Belgium), currently he lives in Amsterdam.
- He has graduated in High School in 2001 in Sittard
- He has graduated from the Master of Science in International Business in 2006 at the university of Maastricht
- He start working within the real estate branche of the Veltmeijer Group and then made the switch to the amusement branche of the Veltmeijer Group
- He joined the management in 2010 and in 2017 he has taken over the shares of Veltmeijer senior.
- Side activities: member VVD, member Club of 100 the Hague and Amsterdam, chairman association Family Entertainment Centers The Netherlands

Explanation Veltmeijer Group:

When Arnold Veltmeijer resigned in 1957 from a Rotterdam vending machine operator en started for himself, he never could have imagined that his Veltmeijer Group with more than 40 locations and 200 employees would grow into one of the largest european players in the field of arcades, indoor playgrounds and attractions. Anno 2018 is also the third generation, under the guidance of Roel Veltmeijer working in the close family business and the Veltmeijer Group is no longer to think away from large cities, amusement parks and holiday parks suchs as Center Parcs Europe and EuroDisney. With the arrival of the youngest member Gamestate, the Veltmeijer Group is now also firmly on the road in various European city centers.



Dan Waugh

Partner – Regulus Partners

Dan advises a number of clients on the development of responsible gambling programmes and has also written extensively on regulatory matters.

Prior to joining Regulus, Dan worked for nine years at The Rank Group, where as group strategy director he had responsibility for strategic planning, consumer research, regulatory risk analysis, capital investment and purchasing. He has a broad background in the leisure industry, having worked at Whitbread for five years (as director of investor relations).

Dan was also the founding chairman of YGAM, a charity that seeks to raise awareness amongst children and young people of the risks of gambling.



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John White

Chief Executive - BACTA

John White is a trade association professional having worked in industries as diverse as meat rendering to baby products and garden furniture to timber.

Prior to joining the Federation of Bakers as Director in May 2000, John spent ten years in the amusement machine industry at Bacta, to which he returned as Chief Executive in July 2014.

He believes trade associations are a vital part of the political culture and at their best are essential to good government.



Matthew Zarb-Cousin

Spokesperson – Campaign For Fairer Gambling

Matt Zarb-Cousin is the former spokesperson for UK Labour Party leader Jeremy Corbyn, and now spokesperson for the Campaign for Fairer Gambling, which has successfully campaigned for restrictions on Fixed Odds Betting Terminals.