



Euromat Summit

4th -6th June 2018

Monte Carlo Bay Hotel & Resort, Monte Carlo

4TH JUNE

19.30 – 22.00

Welcome Drinks

- 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:** Lewis Pek, Editor, G3 Magazine
- Marja Appelman, Chief Executive of the Netherlands Gaming Authority and Vice-Chair of the Gambling Regulators Forum (GREF)
- Juan Espinosa, Director General, DGOJ

11.15 to 11.30: Networking break

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:** Kieran O'Keeffe, Secretary General, EUROMAT
- Dan Waugh, Regulus Partners
- Quentin Stott, Managing Director, Reflex Gaming
- Jonathan Powell, Director G-Squared Games
- Dr. Werner Schroer, Member, Management Board, Gauselmann

12.15 to 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:** John White, Chief Executive, BACTA
- Nick Harding, Senior Advisor to the Gauselmann Group
- Peter Hannibal, Chief Executive Officer, Gambling Business Group
- Gabino Stergides, Head of Business Development, Electrocoin Entertainment
- Jens Möller, GeWeTe

13.00 to 14.15: Lunch



To find out more information please contact:
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THE MARKET PLACE OF TOMORROW

14.15 to 15.00 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:** Lewis Pek, Editor, G3 Magazine
- Eric Olders, Chief Executive Officer, JVH Gaming
- Arne Schmidt, Managing Director, Schmidt Gruppe, Bally Wulff
- Nick Harding, Senior Advisor to the Gauselmann Group
- Zane Mersich, Chief Executive Officer - Novomatic UK

15.00 to 15.30:

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:** Kieran O'Keeffe, Secretary General, EUROMAT
- Marcus Sorour, General Manager & Vice President, WE Communications, UK
- Mark Jefford, Director of Data Applications, YouGov.

15.30 to 15.45: Networking break

FOCUS ON THE AMUSEMENTS SECTOR

15.50 to 16.30

Understanding the FEC market

Drawing on the experience of both operators and manufacturers we will look at market trends for FECs in an effort to understand how the market will evolve in the future.

- **Chair:** John White, Chief Executive, BACTA
- John Becker, VP of Development, FEC Builders
- James Miller, Vice-President, BACTA
- Justin Burke, General Manager - Sales, Sega Amusements International
- Roel Veltmeijer, Executive Director, Gamestate

AMUSEMENTS

16.30 to 17.45

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:** James Miller, Vice-President BACTA
- Benjamin Duplan, Chief Executive, AFOR
- Gabino Stergides, Head of Business Development, Electrocoin Entertainment
- John Becker, VP of Development, FEC Builders

20.00 till Late: Gala Evening

(open to all attendees)

Kindly Sponsored by Gauselman Group



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EUROMAT GAMING SUMMIT: DAY TWO (SOCIAL RESPONSIBILITY), 6TH JUNE

KEYNOTES

09.00

**Welcome Address: Jason Frost,
President, EUROMAT**

09.15

**Keynote speech: Peter Naessens, Director, Belgian
Gambling Commission**

SELF-EXCLUSION

9.35 to 10.20:

**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
- Philipp Gaggl, Group Responsible Gaming & Sustainability Management, Novomatic Group

TECHNOLOGY

10.20 to 10.50:

**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, SG Gaming

10.55 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:** Pieter Remmers, Secretary General, European Association for the Study of Gambling
- Marc Ballerstein, Psychologist for Behavioural Counselling for Problem and Pathological Gambling at the Behaviour Therapy Institute
- Matthew Zarb-Cousin, Spokesperson, Campaign for Fairer Gambling



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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
- Richard Noble, Chief Operating Officer, Aspers

12.45 to 13.00:

Industry Principles for Social Responsibility

Jason Frost, President, EUROMAT

13.00 to 14.00 Lunch

14.00 to 14.15

Charitable call to action from the EUROMAT Bikers

14.15 to 14.30:

Closing speech by Jason Frost, President of EUROMAT.

14.30 onwards

- Farewell Drinks Reception



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