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### Welcome

Dear Executives,

I would like to welcome you all to the third annual edition of Asia Gaming Summit. The aim of this summit is to provide a platform where industry leaders can meet, network, exchange ideas and discuss new opportunities, in a beautiful city like Taipei.

I'm thrilled to have gathered some of the most prominent local industry players, along with regional and global speakers, to share their insights on the latest news and developments to all delegates and sponsors. This is the perfect occasion to network and foster new relationships within the industry.

I think we can all agree that the gaming market in Asia is an attractive and lucrative one. It is the largest gaming market in the world due to its dense population and wide spread opportunities that it offers.

However, at the same time, the marketplace is fragmented, restricted and complicated. I hope this 3-day summit will help you to find all the answers to your questions, find new prospects, and facilitate new business opportunities for you and your organisation.

I hope you enjoy your time with us.

Sincerely,

Giulia Jalmerot-Timarco Senior Conference Producer Asia Gaming Summit Taiwan

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### Speaker Lineup - Asia Gaming Summit



Bhavesh Parthi Head of Affiliates Asia Oppa Ltd.

12 years have passed since Bhavesh first stepped into the world of affiliates, first starting off as an e-commerce affiliate, he found the world of affiliates both attractive and challenging, and the jump from e-commerce to gaming affiliates soon followed suit. Now responsible for a team of Affiliate Country Managers and hundreds of affiliates as the Head of Affiliates, he further accepted the challenge of sharpening his SEO skills, to which he frequently parts knowledge to both his peers and affiliates, with the ultimate aim to boost OPPA888's revenue and brand awareness.



Bryan Wu Co-Founder Bitwork

Bryan in Bitwork is overseeing and managing all aspects of strategic business development, project coordination on Bitwork Accelerator Program, providing consultation on blockchain-based services and investment strategy on Bitwork Capital.



Calvin Shueh
Consultant
Skill Gaming

Innovative, versatile and accomplished Business Executive Calvin Shueh has earned recognition in the industry for his expertise developing and directing highly-successful strategy and operations for multiple industry leaders. Calvin's progressive experience cultivating innovative marketing strategies and technological advancements has developed his well-rounded background, allowing him to seamlessly transition into multiple markets where he oversees all internal and external functions and business activities.



Calvin Yang Managing Partner Join Law

Calvin Yang, Managing Partner of Join Law, has more than twenty-five years legal practice and twelve years on Gaming law practice in Taiwan. Calvin is also the executive director & chairman of intellectual property committee of Taiwan Bar Association. Calvin devotes himself to launch the legality of Gaming service industry in Taiwan and organized "Taiwan International Gaming Supply and Service Association" in 2018.

### Speaker Lineup - Asia Gaming Summit



Christing Thakor-Rankin Principal Consultant 1710 Gamina

Christina has over 25 years' experience in the global betting and gambling sector, including 15 years at Director level and above. She is currently Principal Consultant at 1710 Gaming Ltd working with start-ups, investors, operators, regulators, law enforcement and industry groups across the world, advising on all aspects of the betting, gaming and gambling cycle - from developing legislation and regulation to business strategy and full operational set-up and business re-engineering, and continues to work as an active Compliance Officer and MLRO for licensed operators in a number of jurisdictions.



**Curtis Matlock** CFO Sinitic

Curtis Matlock leads Sinitic, a multilingual Artificial Intelligence firm automating support and increasing player lifetime value for online gaming operators. Curtis and co-founder Albert Zhuang started Sinitic at National Taiwan University with a team of natural language processing (NLP) engineers specialized in Asia-Pacific languages and online gaming terminology. He is a graduate of the Royal Military College of Canada.



**David Lee** Head of Corporate Department Lin & Partners

Since 2011, David has been working closely with the Ministry of Transportation and Communications, the proposed casino regulator in Taiwan, in drafting the Gaming Act and a total of dozens of the Act's relevant enforcement rules. David also worked with the Sports Affairs Council in proposing the qualifications and selection of distributors for sports lotteries.



**Dov Allin** MarketingCrossMedia.Asia

With more than 10 years of experience in the gaming industry, from an Affiliate Manager to a Marketing Director for Operators in Casino, Poker, Forex/Binary. By having been on both sides – operators and affiliates – this gave him an edge in knowing exactly what his clients need. From implementing Long-term SEO, developing quality affiliate sites and building efficient leverage sites that can generate CPL and convert into CPA, his knowledge on how to optimize media campaigns are what helped him to be where he is now.



**Eduard Castell** Representative La Liga

EDUARD CASTELL was born in Spain and has a degree in International Business with focus on International Trade. After 3 years working in Shanghai in a multinational company, he moved to Hong Kong, as the delegate of LaLiga. The aim is develop LaLiga brand, both in Hong Kong and Macau, in multiple projects. He has extensive experience in all aspects of sports industry related. LaLiga is the sports association comprising the 42 teams that make up the first and second divisions of professional football in Spain, LaLiaa is responsible for the professional football, both LaLiga Santander and LaLiga 11213 leagues, and the television production, which in the 2017/2018 season reached more than 3 billion people globally.



Erik Hellqvist CMO Wunderino

Off the back of the popularity of its launch in Germany two years ago, Wunderino expanded its services and went live in Japan late last year. As a brand and as a company we want to be modern, whether that is through a product or in our marketing efforts. We have to know what is out there, whether it is a technology gaming provider or new emerging markets. Whatever it might be, it's definitely interesting to be here, making the most of the opportunity to learn more about the unique nature of the Asian market.



### Speaker Lineup - Asia Gaming Summit



George Lin
Managing Partner
Lin & Partners

Dr. George Lin is the Founder and Managing Partner of Lin & Partners, specializing in banking, M&A, securities, and gaming law matters. With more than 30-year practice experience, Dr. Lin's practice has covered a full range of equity market transactions, including hostile and friendly acquisitions of public companies, tender offers, and share offerings. Over the years he has represented numerous local and multinational financial service firms in the acquisition or disposal of business operations in Taiwan and overseas.



Harmen Brenninkmeijer
Managing Director
Dynamic Partners

Harmen has a long-standing track record in regulated gaming sectors across emerging markets. Today his company Dynamic Partners is focused on Global Chain. Global Chain is about networked trade and commerce of products across the i-Gaming and land-based sector. It's to bring technological development and distribution together to come up with customized solutions to the many challenges and opportunities the gaming industry faces.



Jaydeep Chakravartty
VP - Commercials
Nektan Plc

Jaydeep is working at Nektan Plc as Vice President – Commercials and expanding Nektan's reach in established and emerging Markets in Asia and Africa. Before Nektan, Jaydeep worked with Ingenuity Gaming since their foray into eGaming. Jaydeep has extensive experience working in the gaming industry at senior level, including executive roles at leading casino brands 32 Red, Ladbrokes and Cozy Games.



Jesper Jensen
Director
iGaming Asia

As a former military officer from Denmark, Jesper has the skills and techniques for leading any size of company. Since the military he has been working for various gaming companies across different jurisdictions, hereunder in Asia, UK, Malta and now currently in Asia, based in Makati, Philippines. Besides being a great leader of the company, he has also extraordinary skills within sportsbook and operations.



**Kevin Peng** Product Specialist Sinitic

Kevin is the Product Specialist of Sinitic in Taiwan. Sinitic transforms multilingual contact centers with Al Customer Experience (AICX). The Sinitic product suite is powered by the HermesAl<sup>TM</sup> natural language processing (NLP) engine, with high-accuracy for Chinese, Vietnamese, Japanese, Indonesian, Thai, Tagalog and more.



Martin Williams Asia Editor **GamblingCompliance** 

After completing a doctorate on Taiwanese ethnic politics and history, Martin spent four-and-a-half years as chief copy editor, editorialist and columnist at the Taipei Times newspaper. He later served as Taiwan correspondent for the Enalish-language service of Kyodo News, Japan's biggest news agency. Fluent in Chinese, Martin is based in Taipei and is a former president of the Taiwan Foreign Correspondents Club. He has spoken at or moderated gaming conferences and seminars in Macau, Hong Kong, Singapore, Tokyo, London and Taipei.



Michael Charlton Asia Pacific Development Director GVC Group

With over 20 years in the Leisure & Gaming industry and 13 of those years in Asia, Michael is one of the most experienced sportsbetting & lottery operators in the region. He is currently responsible for developing GVC Group's international business in Asia and has held various senior management positions within the Group since initially joining Ladbrokes in 1995.



Michael Maerz Managing Director Asia Sportradar

Michael Maerz is Managing Director Asia at Sportradar, Michael first joined the company in January 2015 as Managing Director Betting, where he was in charge of the development of Betradar's two main product groups, Pre-Match Odds Services and Live Odds Services, as well as Esports. He now oversees sales of Betradar's betting products and services as well as Sportradar's b2b and product development in North and SE Asia.



### Speaker Lineup - Asia Gaming Summit



Paul Jackson
Managing Director and Asia Pacific Leader
Kroll

Paul Jackson is a managing director and Asia-Pacific leader for Kroll's Cyber Risk Practice, based in the Hong Kong office. Over a career spanning more than 25 years of service in some of the region's highest levels of law enforcement and corporate enterprise, Paul has earned a stellar record of achievement as a cyber security practitioner, strategist, and thought leader. In addition to possessing deep knowledge regarding the region's diverse geopolitical and cultural complexities, Paul has developed a highly nuanced view of global cyber security challenges from working with organizations such as Interpol, the U.S. Secret Service's Electronic Task Force, and Microsoft's Digital Crimes Consortium.



Ranjana Adhikari
Co-head Media & Entertainment and Gaming Law Practice Group
Nishith Desai Associates

Ms. Adhikari has been engaged in the advisement and representation of clients across various industries and sectors, her niche focus has been advising gaming clients including a number of top European and domestic poker and sports betting businesses. She has experience particularly on the structuring and documentation for cross-border joint ventures and technology collaborations, international commercial contracts, licensing agreements and intellectual property issues.



Raymond Chan
Founder & CEO
Alphaslot

Raymond Chan is a 20-year data science and business innovations veteran. He is the founder and CEO of Alphaslot, connecting casino floors with customers synergistically by blockchain technology. Prior to founding Alphaslot, Raymond spent 10 years in Silicon Valley where he was the lead architect of the Business Intelligence System for E\*Trade Financial and TiVo Entertainment.



Robin Le Prevost Consultant LPC Ltd

Robin Le Prevost, who for over 10 years was Director of Business Development for the highly successful Alderney eGambling jurisdiction, returned to the private sector in 2015 to establish his own consultancy specialising in the eGambling and Fintech sectors. Recognised as the leading architect of the licensing framework adopted by Alderney and which is now regarded as the gold standard, this framework is being replicated widely across the globe including the US, UK and several major European jurisdictions.



Rune Loderup Chairman GoldBlue AB

My background is 8 years in Investment banking before starting my first company 1998. Now autumn of 2019 we are in the process of selling this business. I am also one of the largest owners in the e-sport company Epulze that among others do peer to peer esport betting.



Tim Shepherd Director Fortuna Worldwide

Tim Shepherd is the founder and Director of Fortuna Investments. Fortung invest in small to medium gaming projects across Asia Pacific. predominantly in South East Asia including gaming clubs in Vietnam and electronic gaming in Laos and Cambodia. Fortuna are also active in the US Pacific (landbased) and in South Asia (online sports betting). Tim is the co-Founder of ASX listed Silver Heritage Group.



### Speaker Lineup - Asia Esports Forum

Jason Fung

Senior Director, Global Esports

the largest game publishers in the world.



Eric Jou

APAC Business Development & Partnerships

ESL Gaming

I'm a gamer, writer, and all around consumer of fast foods. With over 8 years of experience in the China and Asia market, I have experience in communications marketing for consumer and entertainment brands. I have helped brands such as Microsoft, Activision Blizzard, iRobot and others enter and compete in the China market.



Hai Ng
Co-Founder
Neomancer LLC & Spawn Point

Hai is co-founder of Spawn Point, a strategic advisory firm that operates at the intersection of gaming and esports. He routinely speaks publicly about esports to the gaming industry and collaborates with the Nevada Esports Alliance, UNLV's International Gaming Institute, and Esports Integrity Coalition on emerging esports issues. With more than three decades of experience in technology, and more than a decade in gaming, his acumen fuels solutions that thrive at the intersection between industries.



Alibaba Sports

Jason was brought into Alisports to manage the China event and marketing teams, as well as to build out international capabilities for the company. Jason is responsible for the strategic planning and execution of esport competition IPs around the world. He began his career with several successful tech start-ups in Canada, all centered around gaming and esports. He has been involved in VoDs, live

streaming, fantasy and wagering, and led APAC esports for one of



Justin Widjaja Operations Director **ONIC Esports** 

Justin Widjaja came from a marketing & management background. Lived in Shanahai for 1 year and was exposed to the mobile esports scene in China. He is also a gamer by heart, he has been gaming since early teen, went semi-pro on CS:GO & Dota2 for a while before deciding on to a 'normal' office job. Started ONIC Esports with one of the founders on May 2018 and have achieved grandiose titles in South East Asian scene.



Mark Chew Managing Director **Reddentes Sports** 

Mark has held commercial and leadership roles at a global sports agency, broadcast media and government positions. While his business acumen put him on the road to success, his fervent support for Liverpool FC and the Singapore national football team ensured his found joy in his various roles. At MP & Silva, Mark as Head of Media Sales (APAC) was involved in distributing major international sports content and leading key projects such as the broadcast of the Standard Chartered Marathon Singapore, DBS Regatta, and launching StarHub's live sports news show SuperSports 360.



Stephen Hanna Director of Global Strategy and Partnerships ESIC (APAC)

Stephen is the Director of Global Strategy and Partnerships of the Esports Integrity Coalition in the Asia Pacific Region. As a forensic accountant with accompanying qualifications in law, his background as an experienced forensic expert has given him exposure to the investigation and resolution of multi-million dollar fraud cases. Further to this, his experience in business growth and technological development has guided a number of start-up digital organisations to growth and success. Stephen plays a pivotal role within ESIC, particularly in his pioneering of technological advancements and forensic expertise within ESIC's integrity services administered alobally.

### Speaker Lineup - Asia Esports Forum



Terence Ting CEO Team Flash

A passionate gamer at heart since young, Terence Ting has worked in esports for the past decade since 2006 - mainly in various roles at professional esportteams abroad and local. With Terence as CEO, Team Flash has built successful teams in top esporttitles like Arena of Valor, League of Legends and FIFA – signing more than 30 esports players across Southeast Asia in the last two years. Team Flash has won more than USD\$400,000 in the last 12 months, an unprecedented prize money record for an esports team from this region.



**Tyler Sycamore** Regional Manager SEA & China Taiwan, Niko Partners

Tim Shepherd is the founder and Director of Fortuna Investments. Fortuna invest in small to medium gaming projects across Asia Pacific, predominantly in South East Asia including gaming clubs in Vietnam and electronic gaming in Laos and Cambodia. Fortuna are also active in the US Pacific (landbased) and in South Asia (online sports betting). Tim is the co-Founder of ASX listed Silver Heritage Group.



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BetConstruct is an award-winning developer and provider of online and land-based gaming solutions with development, sales and service centers in 16 countries.

BetConstruct's innovative and proven offerings include an extensive range of products and services, including Sportsbook, Sports Data Solutions, Retail Solutions, RNG & Live Dealer Casino, VR Casino, Poker, Skill Games, Fantasy Sports, Social Platform and more. The latest addition is the industry-first complete management infrastructure, SpringBME (Business Management Environment).

All partners benefit from the BetConstruct Spring platform with its powerful back office tools and all-inclusive services that empower operators' growth and help contain their costs. From stand-alone set up to turn-key and white label solutions, BetConstruct offers its partners unfettered opportunity to succeed.



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Cultural diversity is present throughout all of NetEnt's offices. Our global talents contribute to NetEnt's presence in Malta, Sweden, Gibraltar, Poland, Ukraine, the UK and USA. All have the same thing in common; a passion for delivering the very best in gaming.



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### 'roaramme

#### **Conference Day 1**

#### **FUTURE DIRECTIONS OF THE ASIAN GAMING INDUSTRY**

08:00 Registration & Morning Coffee

09:00 Welcome from Conference Organizer

09:10 Chairman's Opening Remarks

Giulia Jalmerot-Timarco, Senior Conference Producer, Asia Gamina Summit

SESSION I: REGULATION, LICENSING AND NEW OPPORTUNITIES IN THE REGION

09:20 Panel: Solving regulatory hurdles through licensing - Licensing Taiwan

#### Panellists:

Dr. George Lin, Managing Partner, Lin & Partners David Lee, Head of Corporate Department, Lin & Partners

Robin Le Prevost, CEO, LPC Limited

Moderator:

Martin Williams, Asia Editor, GamblingCompliance

10:10 **Building and Clarifying guidelines for legal** gaming services in Taiwan

> This coming October, the national district court in Taiwan will judge the first gaming service case to clarify the guideline of legal gaming service in Taiwan.

#### Speaker:

Calvin Yang, Managing Partner, Join Law

11:10 Fireside Discussion: Online opportunities deriving from the explosion of land-based operations

#### Panellists:

Tim Shepherd, Director, Fortuna Worldwide Jesper Jensen, Director, iGaming Asia

Moderator:

Harmen Brenninkmeijer, Managing Director, Dynamic Partners

11:40 The sleeping giant - India outlook and the year ahead

#### Panellists:

Ranjana Adhikari, Co-head Media & Entertainment and Gaming Law Practice Group, Nishith Desai Associates Michael Charlton, Asia Pacific Development

Director, GVC Group Jaydeep Chakravartty, VP - Commercials,

Nektan Plc

Moderator:

Martin Williams, Asia Editor, GamblingCompliance

12:20 Betting on Esports – What it is and isn't, and why it matters

#### Panellists:

Stephen Hanna, Director of Global Strategy and Partnerships, ESIC (APAC) Michael Maerz, Managing Director Asia, Sportradar

Moderator:

Hai Na, Co-Founder, Neomancer LLC & Spawn Point

13:00 **Networking Lunch** 

14.00 Looking from West to East - M&A's and Strategic Partnerships

#### Speaker:

Rune Löderup, Chairman, GoldBlue AB

#### SESSION II: ESSENTIALS TO STAY AHEAD OF THE GAME

14:30 Panel: Getting to grips with innovation in sportsbook offerings and other forms of sports betting in the region

#### Panellists:

Jesper Jensen, Director, iGaming Asia Michael Maerz, Managing Director Asia, Sportradar

15:10 Afternoon Refreshments

15:40 Choosing right content and maximise your profit

Competition is growing stronger and harder. This panel will help you to understand how to distinguish yourself in the highly competitive gaming market.

#### Speaker:

Christina Thakor-Rankin, Principal Consultant, 1710 Gaming

16:10 The Rise of Social Gaming

#### Speaker:

Calvin Shueh, Asia iGaming Expert, Skill Gaming

16:40 Chairman's Closing Remarks

16:50 End of Conference day 1

**Networking drinks** 17:00

19:00 AGS Freeroll Poker Tournament until late

Pinnacle Solution cordially invite you to attend Asia Gaming Summit's Networking Drinks at:

Date: 5 / 11 / 2019 (Tuesday)

Time: 17:00

Location: WET Bar, W Taipei, Taiwan

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#### **Conference Day 2**

#### INNOVATION BOOTCAMP FOR THE ASIAN GAMING INDUSTRY

08:00 Registration & Morning Coffee

09:00 Chairman's Opening Remarks

<u>Christina Thakor-Rankin</u>, Principal Consultant, 1710 Gaming

09:10 Embracing wagering through responsible gambling and integrity

Speaker:

Eduard Castell, Representative, La Liga

#### SESSION I: THE BEATING HEART - PAYMENTS AND TECHNOLOGY

#### 09:40 Spotlight on AI, Big Data, Blockchain and other Emerging Technologies in Asia

This session will look at different Asian jurisdictions and their current state on regulating blockchain and cryptocurrency. Crypto has long been seen as a great opportunity to solve some of the major issues for igaming operators globally: Payments.

Speaker:

Raymond Chan, Founder, Alphaslot

10:10 Morning Coffee

10:40 Al beyond customer support: personalizing player engagement to improve acquisition, retention, and reactivation

Speaker:

Curtis Matlock, CEO, Sinitic

### 11:10 Perfect Match? – Discovering the opportunities with Facebook's new tokens

Buzz about the biggest social network in the world going crypto is in the air. This session will help us understand more about what this could mean for the Asian gaming industry.

Speaker:

Bryan Wu, Co-Founder, Bitwork

11:40 Under Attack – Understanding the value of data and why we are failing to prevent the attacks

Speaker:

<u>Paul Jackson</u>, Managing Director – APAC Cyber Risk Practice Leader, Kroll

#### SESSION II: GO TO MARKET RIGHT AND BOOST YOUR REVENUE

12:10 Panel: The synergy between Brand Reputation, SEO and affiliate marketing

Panellists:

<u>Bhavesh Parthi</u>, Head of Affiliates, Asia Oppa Ltd. <u>Dov Allin</u>, CEO, MarketingCrossMedia.Asia <u>Erik Hellqvist</u>, CMO, Wunderino

Moderator:

<u>Harmen Brenninkmeijer</u>, Managing Director, Dynamic Partners

12:50 Chairman's Closing Remarks

12:55 Networking Lunch



#### **ASIA ESPORTS FORUM**

13:55 Chairman's Opening Remarks
Hai Ng, Integrity Ambassador, ESIC
(APAC)

14:00 Southeast Asia – An emerging superpower in Esports

Speaker:

<u>Eric Jou</u>, APAC Business Development & Partnerships, ESL Gaming

14:30 Panel: The true potential of Mobile Esports

Panellists:

Ierence Iing, CEO, Team Flash Justin Widjaja, Founder and CEO, ONIC Esports Iyler Sycamore, Regional Manager, SEA & China Taiwan, Niko Partners Moderator:

<u>Hai Ng</u>, Integrity Ambassador, ESIC (APAC)

15:10 The Stakes are high: Industry Integrity Issues and Countermeasures

Speaker:

<u>Stephen Hanna</u>, Director of Global Strategy and Partnerships, ESIC (APAC)

15:40 Afternoon Refreshments

16:00 Content is King – Choosing right and staying ahead of the game

Speaker:

<u>Jason Fung</u>, Senior Director - Global Esports, Alibaba Sports

16:30 Measuring the true potential of Esports events

Speaker:

<u>Mark Chew</u>, Managing Director, Reddentes Sports

17:00 Chairman's Closing Remarks & End of Conference



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### **Conference Day 3**

#### POST-CONFERENCE WORKSHOPS

08:00 Registration & Morning Coffee

Workshop I: The A-Z of setting up your operations and office in Taiwan

This comprehensive half-day workshop will give you all the necessary information and guidelines to successfully set up your operations in Taiwan.

09:30 Setting the scene: Navigating and Understanding Taiwan as a business location

Speakers:

<u>Dr. George Lin</u>, Managing Partner, Lin & Partners

Partners

<u>David Lee</u>, Head of Corporate Department, Lin & Partners

10:30 Morning Coffee

11:00 Discover the real potential and true value of true value of leadership and human capital

Speaker:

Calvin Shueh, Asia iGaming Expert, Skill Gaming

12:15 End of Workshop I & Networking Lunch

Workshop II: The way to a successful Customer Acquisition and Retention Strategy through social media

The afternoon workshop will focus on enlighten our participants on the magical world and try potential of social media in the region

13:30 Social Media and Affiliate Marketing in China and Southeast Asia

This session will dig deeper into the immense power of social media and affiliate marketing throughout South East Asian markets and help you spot potential key strategies into increasing your brand awareness and revenue.

Speakers:

<u>Bhavesh Parthi</u>, Head of Affiliates, Asia Oppa Ltd.

15:00 Afternoon Refreshments

15:30 Automating Asian player experience? A technical deep-dive

Speakers:

Kevin Peng, Product Specialist, Sinitic

16:30 End of Workshop II





Notes Notes	

### Supporting Associations & Media Partners



























































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See you in 2020