



4-6 June 2024 | 2024年6月4-6日 THE VENETIAN MACAO 澳門威尼斯人

CO-LOCATED WITH 同期舉辦

ASIAN IR EXPO 亞洲綜合度假休閒產業博覽會

G2E Asia 2024

Conference Guide 研討會手冊

A G2E **EVENT** G2E系列展會

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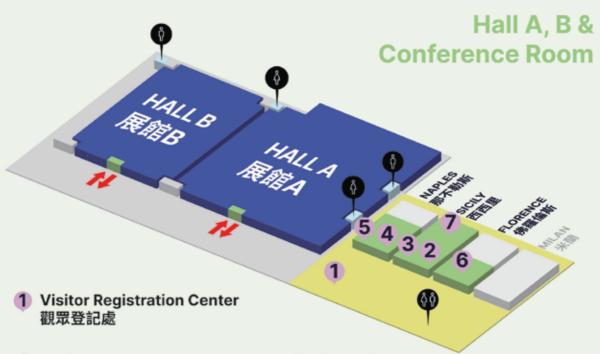








L1 G2E Asia 2024 + Asian IR Expo



- 2 Privileges Concierge SICILY 2401, L1, The Venetian Macao 特邀貴賓接待處 澳門威尼斯人酒店1樓 西西里會議廳2401
- 3 G2E Asia Conference SICILY 2501-2503, L1, The Venetian Macao 亞洲國際娛樂展研討會 澳門威尼斯人酒店1樓 西西里會議廳2501-2503
- 4 Asian IR Summit NAPLES 2601-2603, L1, The Venetian Macao 亞洲綜合度假休閒產業峰會 澳門威尼斯人酒店1樓 那不勒斯會議廳2601-2603

- 5 Media Center NAPLES 2701, L1, The Venetian Macao 媒體中心 澳門威尼斯人酒店1樓 那不勒斯會議廳2701
- 6 G2E Asia 15th Anniversary Reception FLORENCE 2201-2303, L1, The Venetian Macao 亞洲國際娛樂展15周年酒會 澳門威尼斯人酒店1樓 佛羅倫斯會議廳2201-2303
- 7 Conference Luncheon SICILY 2505, L1, The Venetian Macao 研討會交流午宴 澳門威尼斯人酒店1樓 西西里會議廳2505



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What	THE INDUSTRY PARTY (TIP)
When	6pm WED 5 JUN 2024 (G2E Asia Day 2)
Where	THE VISTA, MGM COTAI
Why	CELEBRATE FIRST "BUSINESS AS USUAL" G2E ASIA SINCE THE PANDEMIC, WITH INDUSTRY OPERATORS, SUPPLIERS AND FRIENDS
Dress code	BUSINESS OR SMART CASUAL
F&B	FREE FLOW WINE, BEER AND NON-ALCOHOLIC BEVERAGES, FINGER FOOD

Entry is limited and strictly by invitation of sponsors or organizer. You MUST have a three-digit ticket number to enter.

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Enquiry

contact

MdME



NO three-digit ticket number, NO entry.

Event Information

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第十七屆亞博匯50強正裝晚宴 THE 17TH ASIAN GAMING POWER 50 BLACK TIE GALA DINNER

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恭候尊駕

2024年11月8日星期五 Solaire Resort North,菲律賓

SAVE THE DATE

FRIDAY 8 NOVEMBER 2024 SOLAIRE RESORT NORTH, PHILIPPINES







主辦方 ORGANIZER 場地贊助 VENUE SPONSOR 舉辦場地 VENUE

ABOUT G2E ASIA AND CONFERENCE

關於亞洲國際娛樂展及研討會





G2E Asia is the international gaming trade show and conference for the Asian gaming industry. Organized by the American Gaming Association (AGA) and Reed Exhibitions, G2E Asia made its debut in 2007, defining itself as the preeminent show for the Asian gaming and entertainment industry.

G2E Asia is highlighted by the G2E Asia conference, providing participants with a comprehensive education platform and unparalleled insights into the Asian gaming and hospitality industry. The three-day program covers a range of themes that promise to shape the development of our industry over the coming years, ensuring attendees are equipped with the knowledge and know-how they need to flourish.

This year's core themes and topics include innovation and AI in the gaming industry, featuring a special panel on smart gaming table technology, as well as emerging markets such as Thailand and the UAE and the outlook for existing Asian markets.

亞洲國際娛樂展(G2E Asia)是面向亞洲博彩市場的國際性博彩展覽及研討會。由美國博彩協會 (AGA)及勵展博覽集團聯合主辦。首屆亞洲國際博彩博覽會於2007年6月舉辦,為亞洲娛樂業首 屈一指的盛會。

亞洲國際娛樂展研討會是亞洲國際娛樂展的亮點之一,為與會者帶來全新全面的行業資訊,以及 亞洲博彩業及款客行業發展趨勢的真知灼見。為期三天的會議議程涵蓋一系列將在未來數年內 影響行業發展的精彩主題,務求為與會者提供必要及深入的專業洞見。

今年的核心主題和議題包括博彩行業創新科技的引入及人工智能的影響,特色專題將探討智能 賭枱技術,以及泰國和中東等新興市場和當前亞洲市場的前景等。

CONFERENCE AT A GLANCE 研討會一覽

會議地點	CONFERENCE LOCATION
主會議室:	Main conference room:
西西里 2501-2503	Sicily 2501 – 2503
IAGA最佳實踐研究所:	IAGA Best Practices Institute:
西西里 2501-2503	Sicily 2501 – 2503

第一天:7月11日星期二	DAY 1: TUE 4 JUNE 2024
會議時間:	Conference hours:
14:00-16:30	14:00-16:30
會議交流午餐:	Conference Networking Lunch:
12:00-14:00	12:00-14:00

第二天:7月12日星期三	DAY 2: WED 5 JUNE 2024
會議時間:	Conference hours:
10:00-17:15	10:00-17:20
會議交流午餐:	Conference Networking Lunch:
12:30-14:00	12:30-14:00

第三天:7月13日星期四 IAGA最佳實踐研究所	DAY 3: THU 6 JUNE 2024 IAGA BEST PRACTICES INSTITUTE
會議時間:	Conference hours:
10:00-15:40	10:00-15:40
會議交流午餐:	Conference Networking Lunch:
12:30-14:00	12:30-14:00

敬請留意,會議結束時間和午餐時間可能會視乎實際情況有所調整。

Note conference finishing times and luncheon times may be subject to adjustment. Please check on site.

G2E ASIA AND CONFERENCE

亞洲國際娛樂展研討會

ASIAN GAMING MARKET FORUM

Time 時間	Торіс	主題
10:00-10:40	Keynote Address	研討會專題演講
	 Bill Miller President and Chief Executive Officer, American Gaming Association 	◆ Bill Miller 美國博彩協會主席兼行政總裁
11:00-11:45	Opening Ceremony	開幕典禮
	♥ TECH TALK STAGE, HALL B	● 展館 B, TECH TALK舞台
12:00-14:00	Networking Luncheon	交流午宴
	SICILY 2505	♥ 西西里會議廳2505
14:00-14:05	Chairman's Opening Remarks	歡迎致辭
	◆ Andrew W Scott Vice Chairman and CEO, Inside Asian Gaming	◆ 卓弈 《亞博匯》董事會副主席兼 首席執行官
14:05-14:45	Outlook of Asian Gaming Markets	亞洲博彩市場展望
	 Praveen Choudhary Managing Director, Morgan Stanley Asia Limited 	◆ Praveen Choudhary 摩根士丹利亞洲有限公司 董事總經理
14:45 - 15:05	Tea Break	茶歇

Tuesday, 4 June 2024 2024年6月4日,星期二

亞洲博彩市場論壇

Time 時間 主題 **Topic**

15:05 - 15:45 **Emerging Market Talks**

Integrated resorts (IRs) became a preferred model of many governments for legalizing gaming, which could also mean intensifying regional competition for existing IRs. Our panelists will be discussing implications of the industry's 2023 recovery on how travelers' and gamblers' spending behavior evolved after the pandemic and what newly emerging IRs should do to differentiate from upcoming IRs in Japan, Thailand and other jurisdictions. Panelists will also discuss how combining land-based casinos could capture tech-savvy clients by offering unique online gaming services, and implications for different markets.

Moderator:

Angela Hanlee APAC Gaming & Leisure Senior Analyst Bloomberg Intelligence

Panelists:

- Angus Chan Associate Director of Research, UBS AG
- Evan Spytma CEO. Casino Plus
- Daniel Li

Advisor to the General Secretariat of the Commercial Gambling Management Commission, Cambodia Commercial **Gambling Management Commission**

Ioannis Kontoulas Board Member, Hellenic Gaming Commission

新興市場展望

綜合度假村(IR)成為許多政府將博 彩合法化的首選模式,這同時意味 著現有綜合度假村的區域競爭的加 劇。本場嘉賓將探討2023年行業復 甦的影響,旅客和賭客疫後消費行 為的變化,及新興綜合度假村應如 何從日本、泰國和其他司法管轄區 即將推出的綜合度假村中脫穎而 出。嘉賓們還將討論如何通過提供 獨特的線上服務來吸引技術精湛 的客戶,以及對不同市場的影響。

主持人:

Angela HanLee 彭博智庫亞太地區休閒博彩高 級分析師

演講嘉賓:

陳志立

瑞銀集團亞洲區研究部助理總監

- **Evan Spytma**
- 史托森伯格酒店行政總裁 Daniel Li
- 柬埔寨商業博彩管理委員會顧問 🕈 Ioannis Kontoulas
- 希臘博彩業委員會董事會成員

G2E ASIA AND CONFERENCE

亞洲國際娛樂展研討會

ASIAN GAMING MARKET FORUM

Time 時間

Topic

主題

15:55 - 16:35

Spotlight on Thailand and Middle East

Thailand seems to be on track to legalize IRs as early as late 2024. The UAE announced the legalization of casino style gaming last year and has taken steps to move forward. These jurisdictions would present major opportunities for commercial gaming companies to expand into new jurisdictions.

Thailand has taken some very significant steps towards legalization of a limited number of Entertainment Complexes (IRs). The effort to legalize IRs should be taken seriously by the gaming industry. This session will discuss the potential of Thailand as a gaming destination and its potential impact on the existing jurisdictions with IRs. The UAE has not yet publicly released its gaming law, which will form the basis of legalized gaming there. However, the UAE has established the General Commercial Gaming Regulatory Authority and has announced some of the key people who will oversee this agency. The potential of gaming in the UAE adds another major gaming jurisdiction which will likely have an impact on Asian gaming.

This panel's subject matter experts have experience throughout Asia and will offer their insights for what we can expect going forward.

聚焦泰國及中東博彩業的 前景

泰國似乎有望最早在2024年底實現綜合度假村的合法化。阿聯酋於去年宣佈賭場式博彩的合法化,並採取措施推進。這些司法管轄區為商業博彩公司向新地區的拓展提供重大機會。

參與本環節探討的專家成員皆擁 有在亞洲多地從業的豐富經驗,將 和與會者分享他們的深入洞見。

Tuesday, 4 June 2024 2024年6月4日,星期二

亞洲博彩市場論壇

Time 時間	Торіс	主題
	Spotlight on Thailand and Middle East (cont.)	聚焦泰國及中東博彩業的前景 (續)
	Moderator: ◆ Fredric E. Gushin Managing Director and CEO, Spectrum Gaming Group	主持人: ◆ Fredric E. Gushin Spectrum Gaming Group 董事總經理兼行政總裁
	Panelists: Vitaly Umansky Senior Research Analyst - Global Gaming, Seaport Research Partners Daniel Cheng Industry Analyst and Author Paul Bromberg Senior Vice President, Investigations Spectrum Gaming Group	演講嘉賓: ◆ Vitaly Umansky Seaport Research Partners 全球博彩高級研究分析師 ◆ Daniel Cheng 行業分析師及作者 ◆ Paul Bromberg Investigations Spectrum Gaming Group高級副總裁
16:35-16:40	Chairman's Closing Remarks	主席總結致辭
	◆ Andrew W Scott Vice Chairman and CEO, Inside Asian Gaming	◆ 卓弈 《亞博匯》董事會副主席兼首席 執行官

17:30 - 19:30

G2E Asia 15 周年酒會 G2E Asia 15th Anniversary Reception

G2E ASIA AND CONFERENCE

亞洲國際娛樂展研討會

STRATEGY AROUND TECHNOLOGY AND INNOVATIONS FOR GAMING

Time 時間	Торіс	主題
10:00-10:05	Chairman's Opening Remarks	歡迎致辭
	 Andrew W Scott Vice Chairman and CEO, Inside Asian Gaming 	◆ 卓弈 《亞博匯》董事會副主席兼首席 執行官
10:05-10:45	Smart Table: New Era of Cohabitating with Innovations	智能賭枱:創新新時代
	Join this insightful panel of topical experts as they delve into the growing proliferation of smart table game technology across Asia-Pacific, and particularly in Macau.	本場來自行業的資深專家將帶來有關智能賭枱在亞太地區尤其是澳門的日益普及的現狀,並分享深入洞見。
	Representatives of leading suppliers of the technology will explain the many benefits smart table game technology can provide in area such as game speed, fraud and error protection and attribution, while operators will describe their experiences with adding smart tables to their gaming floors.	該項技術的領先供應商代表將闡釋智能賭枱在提升遊戲速度、預防欺詐、糾錯及歸因速度等諸多好處,而營運商則將分享他們在娛樂場區域實地安裝智能賭枱的經驗。
	Moderator: ◆ Ben Blaschke Managing Editor, Inside Asian Gaming	主持人: ◆ 本思齊 《亞博匯》執行編輯
	Panelists: ◆ Graeme Croft Former VP, Table Operations, MGM China ◆ Stephen Moore Founder & CEO, Walker Digital Table Systems ◆ Aaron Raj Chief Technology Officer, ANGEL AUSTRALASIA PTY LTD ◆ Rick McDonald General Manager Table Games Strategy, Star Entertainment Group	演講嘉賓: ◆ Graeme Croft 美高梅中國娛樂場賭枱前副總裁 ◆ Stephen Moore ₩DTS創辦人兼首席執行官 ◆ Aaron Raj ANGEL AUSTRALASIA PTY LTD 首席技術官 ◆ Rick McDonald 星億賭枱戰略總經理

Wednesday, 5 June 2024 2024年6月5日,星期三

娛樂產業的科技及創新藍圖

Time 時間	Topic	主題
10:50 – 11:30	Player Experience Initiatives Gaming operators are increasingly prioritizing player experience and devising strategies aimed at engaging diverse visitors on their gaming floors. In Macau, specifically, the focus has shifted towards the mass market segment, with the decline of the VVIP market and reliance on junket operations. This panel will explore some of the key initiatives being implemented by operators across Asia	玩家體驗舉措 博彩遊戲營運商越來越重視玩家的整體體驗,並針對不同類型 賭客設置了差異化的遊戲策略。 隨著澳門貴賓博彩市場的意場的 電影中介業務的減少,營運商 們已將目光轉向中場客戶群體。 本環節將探討亞洲業者正在實施 的一些關鍵舉措,以及為什麼這些 舉措對維持產業發展至關重要。
	and why these are vital in sustaining the industry moving forward. Moderator: Ben Blaschke Managing Editor, Inside Asian Gaming	主持人: → 本思齊 《亞博匯》執行編輯
	Panelists: ◆ Lloyd Robson General Manager – Asia, Aristocrat Gaming ◆ Ken Jolly Vice President and Managing Director, Asia, Light & Wonder ◆ Jerry Chan SVP Electronic Gaming & Special Projects, Okada Manila ◆ Cheryl Tiglao Director of Slots, Hann Casino Resort	演講嘉賓: ◆ Lloyd Robson Aristocrat Gaming亞洲總經理 ◆ Ken Jolly Light & Wonder 亞洲區副總裁及執行董事 ◆ Jerry Chan 岡田馬尼拉電子遊戲及特殊專案 資深副總裁 ◆ Cheryl Tiglao Hann Casino Resort 角子機總監
11:30 - 11:50	Tea Break	茶歇

G2E ASIA AND CONFERENCE

亞洲國際娛樂展研討會

STRATEGY AROUND TECHNOLOGY AND INNOVATIONS FOR GAMING

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Topic

丰題

11:50 - 12:30

The Latest in Cybersecurity: How to **Reduce an Attack and Recover Quickly**

The issue of cybersecurity in the gaming industry was thrust into the spotlight last year following the attack on MGM Resorts International, while gaming operators and suppliers have found themselves increasingly targets of such actions in recent times. This session explores how firms can take measures to reduce the likelihood of an effective attack and what actions to take should you face a major incident.

Speaker:

Gan Kok Tin

Cybersecurity and Privacy, PwC Hong Kong

最新的網路安全技術:如何減 少被攻擊的影響並快速恢復

在去年美高梅國際酒店集團遭 到網絡攻擊之後,博彩業的網絡 安全問題被推至風口浪尖。近年 來,博彩營運商及供應商發現自 己越來越成為此類行動的目標。 本環節將探討企業如何採取措施 來降低攻擊的效應,及在面對重 大事件時應及時採取哪些行動。

主講人:

◆ 顔國定

羅兵咸永道會計師事務合夥人

12:30 - 14:00 14:00 - 14:30

Networking Luncheon

AI & Machine Learning: Boosting **Casino Marketing**

The latest Al-driven 1:1 personalized marketing in the casino industry is a transformative approach that leverages artificial intelligence to deliver personalized customer experiences. It enables casinos to analyze each individual customer's preferences and behaviors, and engage them with relevant content exactly when they need it. This approach adds real value, enhancing customer loyalty and satisfaction. It uses machine learning and predictive models to determine the best decision at every interaction, ensuring that customers receive the right offer at the right time. Furthermore, it provides transparency and privacy, allowing casinos to explain their marketing decisions.

Speaker:

Nihar Joshi GTM Lead, FSI, Asia Growth, Pegasystems

交流午宴

人工智慧與機器學習: 提升賭場行銷

博彩產業最新的AI驅動的1:1個性 化營銷是一種利用人工智能提供 個人化客戶體驗的變革性方法。其 使賭場能夠分析每個客戶的偏好 和行為,並在他們需要時準確地推 送相關內容。這種方法增加了實際 價值,提升了客戶忠誠度和滿意 度。它使用機器學習和預測模型來 確定每次互動的最佳決策,確保客 戶在需要的時間收到正確的內容。 此外,它還提供透明度和隱私保 護,使賭場能夠解釋其營銷決策。

主講人:

Nihar Joshi

Pegasystems亞太區FSI市場拓 展主管

Wednesday, 5 June 2024 2024年6月5日,星期三

娛樂產業的科技及創新藍圖

Time 時間	Topic	主題
14:30 - 14:50	Tea Break	茶歇
14:50 - 15:20	Harnessing Al for Business & Customer Intelligence In this session, we will explore the transformative power of Al in the realm of the hospitality and gaming industry. Discover how Al-driven business intelligence and customer intelligence can revolutionize your organization. In an evolving hospitality world, artificial intelligence (Al) revolutionizes services. Al analytics automates data analysis, leveraging machine learning to identify patterns, trends and relationships. It doesn't require human input, making it ideal for data-driven decisions. Hotels can use Al analytics to personalize marketing messages, optimize pricing strategies, and allocate resources effectively. You will learn how Al-driven customer segmentation and personalized recommendations can enhance guest experiences and drive customer satisfaction.	利用人工智慧實現商業與客戶智能 本環節中,我們將深入探討人工智能(AI)在酒店及博彩行業的變單的的單級。在不斷發名的超纖。在不斷發展的酒店業中,AI將徹底革新服務。AI可自動化數據分析,利用機器學習來識別人工輸入,非常適合數據經濟的決策。酒店可以使用AI分析率數的決策。酒店可以使用AI分析略動的決策。酒店可以使用AI分析略動的決行銷訊息、優化定價策略並有效地分配資源。您將了解AI驅動何名戶體驗並提高客戶滿意度。
	Speaker:	主講人: ◆ Jan Chan Qlik公司解決方案架構師

G2E ASIA AND CONFERENCE

亞洲國際娛樂展研討會

負責任博彩 RESPONSIBLE GAMING

Time 時間	Topic	主題
15:30 - 17:15	The 3rd Asia Pacific Responsible Gaming Forum	第三屆亞洲負責任博彩論壇
	This forum will take a deep dive into Macau casino operators' social responsibility on the healthy development of responsible gaming promotion in Macau. It will include analysis and comparison of global responsible gaming development and look at why enhancing non-gaming development and promoting responsible gaming can enhance the sustainable development of Macau's gaming industry.	本環節將深入探討澳門承批公司 的企業社會責任以促進澳門負 責任博彩的健康發展。其將對全 球負責任博彩的發展進行分析 和比較,並探討為什麼加強非博 彩發展和推廣負責任博彩能夠 促進澳門博彩業的可持續發展。
	Moderator: → Guojing Su Founder and Professor of Asian Responsible Gaming Alliance	主持人: ◆ 蘇國京 亞洲責任博彩聯盟,創始人
	Panelists:	演講嘉賓: ◆ 劉代洋 台灣科技大學副校長 ◆ 曾忠祿 澳門理工學院教授 ◆ 李剛 上海師範大學教授
17:15-17:20	Chairman's Closing Remarks	主席總結致辭
	 Andrew W Scott Vice Chairman and CEO, Inside Asian Gaming 	◆ 卓弈 《亞博匯》董事會副主席兼首席 執行官

最後更新於2024年5月15日[,]研討會內容將不時更新 Version as of 15 May, 2024; conference program and speakers line up is subject to change



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ABOUT IAGA BEST PRACTICES INSTITUTE 關於IAGA最佳實踐研究所

The International Association of Gaming Advisors (IAGA) Best Practices Institute sessions focus on key issues that gaming industry stakeholders need to be up to date with to stay ahead of regulatory, compliance, licensing, operational and other issues. Held each year during the Global Gaming Expo (G2E) conferences in North America and Asia, the sessions feature a wide range of industry experts and focus on the top issues and challenges facing gaming today. By discussing critical issues in a timely manner, IAGA's Best Practices Institute sessions provide high quality education in a relevant, collaborative forum.

國際博彩顧問協會(IAGA)最佳實踐研究所的會議,將重點關注博彩行業相關利益者需要掌握的最新關鍵問題,以便在監管、合規、許可、運營和其他問題上保持領先地位。會議每年在北美和亞洲舉行的全球國際博彩展覽會(G2E)期間舉行,將匯聚眾多行業專家,重點討論當今博彩業面臨的首要問題和挑戰。通過及時討論關鍵問題,IAGA的最佳實踐研究所會議在相關的協作論壇中提供高質量的教育。

ABOUT IAGA 關於國際博彩顧問協會(IAGA)



Since it was founded in 1980, the International Association of Gaming Advisors (IAGA) has provided a relevant, collaborative forum for discussing key issues that affect global gaming today. Supported by a membership that includes the industry's leading attorneys, senior executives, financial advisors, regulators, consultants and academics, its purpose is to connect expert advisors through shared experiences and education to influence the advancement of global gaming. To accomplish this, IAGA hosts numerous conferences and special events each year where attendees participate in rich discussion about industry topics and trends, benefit from valuable networking opportunities and gain vital education.

自1980年成立以來,國際博彩顧問協會(IAGA)提供了一個相關的協作論壇,用於討論影響當今全球博彩業的關鍵問題。IAGA的成員包括業界領先的律師、高級管理人員、財務顧問、監管機構、顧問和學者等,其宗旨是通過分享經驗和教育,將專家顧問聯繫起來,以促進及影響全球博彩業的發展。為實現這一目的,IAGA每年舉辦多次會議和特別活動,與會者參與有關業界主題和趨勢的豐富討論,從寶貴的交流機會中受益並獲得重要的教育。

G2E ASIA AND CONFERENCE

亞洲國際娛樂展研討會

IAGA BEST PRACTICES INSTITUTE

Organized by The International Association of Gaming Advisors



Time 時間	Торіс	主題
10:00 -10:05	Welcome Remarks	開幕致辭
10:05 -10:40	Keynote Address	專題演講
	Alejandro H. Tengco Chairman and Chief Executive Officer, PAGCOR	Alejandro H. Tengco 菲律賓娛樂及博彩公司主席兼 行政總裁
10:50 -11:30	What's Happening in Asia Pac Part I: Regulatory Updates and Understanding Growing Cross- Border Player Acquisition Risks	亞太進行時(一): 亞洲博彩監管展望
	Asian regulated gaming markets are continually	亞洲受監管的博彩市場正在不斷

Asian regulated gaming markets are continually changing as existing and new markets fine tune their gaming offerings to meet shifting regulatory requirements and pursue new opportunities. At the same time, with increasing competition to attract players from across the region, understanding the potential risks involved is critical. This panel will discuss some of the regulatory shifts taking place in Japan, Singapore and South Korea and examine crossborder marketing risks, and other issues that impact foreign players' acquisition, including the flow of funds and the collection of gaming debts.

亞洲受監管的博彩市場正在不斷變化,現有市場和新興市場都經大,現有市場和新興市場都整其博彩產品,以適應不斷變管要求並尋求新的機會。與此劇時,由於各地區之間的競爭加別時境玩家的風險也在增加,因此了解其中潛在的風險至關重韓視更。本環節將探討日本、新加坡和審國發生的國險、及資金流動和東國跨鎖的風險、及資金流動和東頭。債務等影響海外玩家的諸多事項。

Moderator:

Rui Pinto Proenca Partner, MdME

Panelists:

- → Tomohiro Takagi Partner, Nishimura & Asahi (Japan)
- Lau Kok Keng
 Partner, Head of Gaming Law Practice,
 Rajah & Tann Singapore LLP
- Daniel Li
 Advisor, Cambodia Commercial Gambling
 Management Commission
- Jaewoo Kwak Partner, Lee & Ko

主持人:

◆ 布路平 MdME律師事務所管理合夥人

演講嘉賓:

- 高木智宏日本西村朝日律師事務所合夥人劉國敬
- 新加坡立杰律師事務所博彩法 業務負責人
- ◆ Daniel Li 柬埔寨商業博彩管理委員會顧問 ◆ 鄭宰佑
- 韓國廣場律師事務所合夥人

Thursday, 6 June 2024 2024年6月6日,星期四

IAGA 最佳實踐研究所

由國際博彩顧問協會組織



Time 時間	Topic	主題
11:30 - 11:50	Tea Break	茶歇
11:50 -12:30	What's Happening in Asia Pac Part II: Regulatory Updates and Understanding Growing Cross- Border Player Acquisition Risks	亞太進行時(二): 跨境風險
	Asian regulated gaming markets are continually changing as existing and new markets fine tune their gaming offerings to meet shifting regulatory requirements and pursue new opportunities. At the same time, with increasing competition to attract players from across the region, understanding the potential risks involved is critical. This panel will discuss some of the regulatory shifts taking place in the Philippines, Thailand and Vietnam and examine cross-border marketing risks, and other issues that impact foreign players' acquisition, including the flow of funds and the collection of gaming debts.	亞洲受監管的博彩市場正在不斷變化,現有市場和新興市場都在調整其博彩產品,以適應不斷變化的監管要求並尋求新的機會。與此同時,由於各地區之間的競爭加劇,吸引跨境玩家的風險也在增加,因此了解其中潛在的風險至關重要。本環節將探討菲律賓、泰國和越南等國發生的部分監管變化,審視跨境營銷的風險、及包括涉及資金流動和博彩債務等影響海外玩家的諸多事項。
	Moderator: Rui Pinto Proenca Partner, MdME	主持人: ◆ 布路平 MdME律師事務所管理合夥人
	Panelists: → Marie Antonette Quiogue (Tonet) Partner, Romulo Law Firm → Lau Kok Keng Partner, Head of Gaming Law Practice, Rajah & Tann Singapore LLP → Long Gia Nguyen Partner, Tilleke & Gibbins	演講嘉賓: ◆ Marie Antonette Quiogue (Tonet) Arden Consult行政總裁 ◆ 劉國敬 新加坡立杰律師事務所博彩法 業務負責人 ◆ Long Gia Nguyen Tilleke & Gibbins合夥人

G2E ASIA AND CONFERENCE

亞洲國際娛樂展研討會

IAGA BEST PRACTICES INSTITUTE

Organized by The International Association of Gaming Advisors



美高梅酒店科技副總裁

Time 時間 丰題 **Topic Networking Luncheon** 交流午宴 12:30 - 14:00 The Importance of Robust Data 數據保護的重要性 14:00 - 14:40 **Protection Measures** Technology continues to impact the gaming 技術持續影響博彩體驗,當前人臉識 experience, and the current environment 別無處不在,RFID芯片允許追蹤玩 where facial recognition is omnipresent and 家消費,玩家數據保護給地區營運商 RFID chips allow the tracking of player spend 帶來了挑戰和機遇。隨著可用技術選 擇的日益複雜,數據安全和隱私的 raises interesting player data protection challenges and opportunities for the region's 監管環境必須迅速發展,以確保法 operators. As the technology options available 規在商業利益和保護玩家數據的監 continue to become more complex, the data 管義務之間取得平衡。本環節將深 security and privacy regulatory landscape must 入探討這些問題及更多相關議題。 evolve quickly to ensure regulations balance commercial interests with regulatory obligations around the protection of player data. This panel will discuss these issues and more. Moderator: 主持人: 紀卓娜 Daniela Guerreiro MdME律師事務所律師 Associate, MdME Panelists: 演講嘉賓: ▶胡庸威 → Willie Vu Head of Enterprise and Partner Solutions AWS企業與合作夥伴解決方案 架構主管 Architecture, AWS Hong Kong and Macau 🔷 Graca Saraiva Graca Saraiva Legal Consultant & DPO (SCL), Partner (MGS), 金沙中國法律顧問和資料保護官 Sands China Ltd, MGS Consultancy Ltd. MGS Consultancy公司 **Derek Watterud** 創始合夥人 Vice-President of Resort Technology, MGM 黃油偉

Thursday, 6 June 2024 2024年6月6日,星期四

IAGA 最佳實踐研究所

由國際博彩顧問協會組織



Time 時間	Торіс	主題
14:40 - 15:00	Tea Break	茶歇
15:00 - 15:40	The Latest Financial Crime Advancements and Challenges	金融犯罪最新情況
	Regulated gaming jurisdictions are constantly evaluating how to protect their operations from the threats posed by money laundering, counter-terrorist financing and other financial crimes, and implement best practices that limit their exposure and impact. Led by an impressive group of financial crime and risk experts, this roundtable discussion will provide a thought-provoking look into preventative measure trends that have emerged over the past year and discuss some of the ways the industry might address illegal money changers who have filled the void left by junkets in financing PRC players.	受監管的博彩司法管轄區不斷評估如何保護其運營免受洗錢、反恐資金籌集和其他金融犯罪的威脅,並實施最佳做法以降低風險和影響。本場環節邀請金融犯罪及風險專家共同深入探討過去一年中出現的預防措施的趨勢,並討論行業將如何應對博彩中介人消失後出現的非法換匯者為內地玩家提供資金的問題。
	Speakers: → Douglas Wolfson Senior Sales Director, LexisNexis Risk Solutions → James Comber Partner, Ashurst Hong Kong	主講人: ◆ Douglas Wolfson LexisNexis Risk Solutions 亞太區高級銷售總監 ◆ James Comber 亞司特律師事務所合夥人

ABOUT RX (REED EXHIBITIONS) 關於IAGA最佳實踐研究所



RX (Reed Exhibitions) is a global leader in events and exhibitions, leveraging industry expertise, data, and technology to build businesses for individuals, communities, and organisations. With a presence in 25 countries across 42 industry sectors, RX hosts approximately 350 events annually. RX is committed to creating an inclusive work environment for all our people. RX empowers businesses to thrive by leveraging data-driven insights and digital solutions. RX is part of RELX, a global provider of information-based analytics and decision tools for professional and business customers. For more information, visit www.rxglobal.com.

RX致力於為個人、社區和組織建立業務。該公司通過結合數據和數字產品來提升活動的影響力,幫助客戶在25個國家或地區多達42個行業領域的350多場活動中了解市場、採購產品並完成交易。

RX熱衷於對社會產生積極影響,並完全致力於為所有員工創造一個包容性的工作環境。RX是RELX的一部分,RELX是一家為專業和商業客戶提供基於信息的分析和決策工具的全球提供商。欲了解更多信息,請訪問www.rxglobal.com。

ABOUT THE AMERICAN GAMING 關於美國博彩業協會 ASSOCIATION (AGA)



As the national trade group representing the U.S. casino industry, the American Gaming Association (AGA) fosters a policy and business environment where legal, regulated gaming thrives. The AGA's diverse membership of commercial and tribal casino operators, sports betting and iGaming companies, gaming suppliers, and more lead the \$329 billion industry and support 1.8 million jobs across the country.

For more information, visit www.americangaming.org

美國博彩業協會是美國最大的全國性貿易組織,代表著價值3,290億美元的美國博彩業,支持了全美180萬個博彩業工作崗位。美國博彩業協會(AGA)會員包括商業性和區域性賭場運營商、博彩供應商和其他與博彩行業相關的公司企業。美國博彩業協會(AGA)的使命即建立符合當代賭場博彩行業發展需求和挖掘巨大經濟價值目標的健全政策和法規.

欲了解更多信息,請訪問 www.americangaming.org

環亞博聞,盡匯於此

Your premier source of industry news and insights throughout Asia-Pacific.

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ABOUT INSIDE ASIAN GAMING

關於《亞博匯》

Inside Asian Gaming is Asia's leading B2B digital and print media brand for the gaming, resort and entertainment industry. It has the highest website traffic, social media following, digital newsletter distribution and print magazine distribution of any such brand.

Founded in 2005, IAG has a broad business editorial focus on the Asian gaming and integrated resort industry. It is widely distributed to industry executives throughout Macau and the rest of Asia in two formats: a monthly English and traditional Chinese fully bilingual digital and print magazine and a daily English language e-newsletter titled IAG Breakfast Briefing, delivered at 8am Macau time in English and 11am in traditional Chinese each weekday. IAG also publishes special magazine editions for G2E Asia each May and the Asian Gaming Power 50 each November.

IAG produces all original content. As well as almost always being the first media outlet to publish breaking industry news, the deep domain knowledge our journalists have accumulated from as far back as the 1980s allows IAG to offer highly insightful opinion pieces and analysis of industry news. We do not aggregate media content or copy from other media outlets. Conversely, IAG is often the original source (sometimes credited, more often not!) of many stories published around the world covering the Asian IR and gaming industry.

For more about IAG, visit asgam.com/index.php/about.

《亞博匯》是亞洲領先的B2B休閒及博彩行業數字媒體及紙媒品牌,在同類媒體中擁有最高的網站訪問量、最大的社交媒體追蹤人數及最高的電子簡報及實體雜誌訂閱量。

創刊於2005年的《亞博匯》雜誌,專注於亞洲博彩及綜合度假村行業的商業報道,並以兩種形式廣泛分發至澳門及亞洲其他地區的業界高管:中英雙語的電子及實體月刊、及每個工作日早8時及11時準點推送的英、中文電子簡報《亞博匯早報》。每年五月及十一月,《亞博匯》會分別為「亞洲國際娛樂展」及「亞博匯50強」發行專刊。所有內容皆為《亞博匯》原創。除了幾乎總是首個發佈重大行業新聞的媒體之外,我們的報道團隊自1980年代起就積累了深厚的業內知識,這令《亞博匯》得以對行業新聞進行深入分析並提供極具洞察力的觀點文章。

我們從不單純地複製轉載其他媒體的新聞,相反地,《亞博匯》通常是全球許多有關亞洲綜合度假村行業及博彩行業報道的原始來源(時常被引用,但通常不獲標註!)。

更多詳情請訪問:asgam.com/index.php/about。

CONFERENCE CHAIRMAN

會議主席



Andrew W Scott 卓弈

Vice Chairman and CEO
Inside Asian Gaming
《亞博匯》董事會副主席兼首席執行官

Andrew is a gaming industry expert and media publisher, commentator and advisor. He has lived in Macau for more than 15 years.

He is Vice Chairman and CEO of Inside Asian Gaming (IAG) and parent company O MEDIA. IAG publishes a monthly magazine and a daily email newsletter sent to around 28,000 industry recipients. IAG's website, asgam.com, is the highest ranked B2B gaming industry media website in the world. Its LinkedIn account has around 27,000 followers.

IAG produces numerous gaming industry business and social events, operates a consulting and advisory unit and publishes several trade show print newspapers.

Andrew completed a Bachelor of Commerce degree in Australia in 1992 and a Master of Science in International Integrated Resort Management (Honors) in Macau in 2019. He has established and operated a retail sports betting business, a professional casino training school and an IR poker room.

Andrew is a permanent member of the Macau Gaming Management Association, a member of the Poker Tournament Directors Association, a Fellow of the Hong Kong Institute of Directors, a member of the International Federation of Journalists and a member of the Portuguese and English Press Association of Macau.

卓弈是博彩專家、媒體出版人、評論員及顧問,已在澳門居住了15年。

卓弈是《亞博匯》及母公司澳傳媒公司的副主席及首席執行官。《亞博匯》發行月刊及每日電子通訊,推送至約28,000名業內人士。《亞博匯》旗下網站asgam.com為全球排名最高的博彩行業媒體網站,而其LinkedIn賬戶則吸引逾27,000名人士追蹤。

《亞博匯》先後多次舉辦博彩行業業務及社交活動,運營一個業務諮詢部門、並出版數個貿易展會的官方日報。

卓弈於1993年在澳洲取得商學士學位,並於2019年取得澳門大學工商管理學院國際綜合度假村管理理學(榮譽)碩士學位。他曾建立並經營過一家體育博彩零售企業、一所博彩專業培訓學校以及一個IR撲克牌俱樂部。

他現在是澳門博彩管理協會常任理事、撲克錦標賽賽 事董事協會成員、香港董事學會會員、國際記者聯盟 及澳門葡英傳媒協會會員。

SPEAKERS PROFILE 講者簡介



Ben Blaschke 本思齊

Managing Editor
Inside Asian Gaming
《亞博匯》執行編輯

Ben began his career as a sports journalist in Sydney in 1999, working for a number of leading news publications before his interest was piqued by the TV poker shows that frequented the airwaves late at night. He soon found himself not only playing the game but writing about it too – taking on the role of Editor for *PokerNews Australasia* and subsequently visiting Macau for the very first time in 2008.

He was appointed Managing Editor of *World Gaming Magazine* (WGM) in February 2013, later overseeing O MEDIA's editorial catalogue including *High Life, Hengqin Record* and more. He was appointed Chief Content Officer in 2017.

In 2016, Ben became Managing Editor of *Inside Asian Gaming* and has spent his years since then delving ever more deeply into the business of gaming. He was instrumental in the launch of the industry-leading daily e-newsletter *IAG Breakfast Briefing* in April 2017 and in the development of the inaugural IAG Academy Summit and IAG Academy Awards, held in Manila in September 2023.

本思齊於1999年在悉尼開啟體育記者生涯,並先後在多個領先的新聞出版物工作。後來他的興趣被深夜頻頻播出的電視撲克節目所激發,很快便不僅涉足實踐,而且開始從事相關內容創作。他曾擔任《PokerNews Australasia》編輯,並於2008年第一次造訪澳門。

本思齊於2013年2月起開始擔任《環球博彩》執行編輯,並負責澳傳媒公司包括《品》、《橫琴誌》在內的多個出版物的編輯工作。2017年他被任命為該公司的首席內容官。

本思齊自2016年開始擔任《亞博匯》執行主編,此後一直專注並深入博彩業領域鑽研。2017年4月,他協助推出了行業領先的每日電子通訊《亞博匯早報》,並在2023年9月舉辦的首屆「IAG Academy Summit」及「IAG Academy Awards」中擔任重要角色。

SPEAKERS PROFILE 講者簡介



Paul Bromberg

Senior Vice President, Investigations Spectrum Gaming Group Spectrum Gaming Group高級副總裁

Since 1988, Paul Bromberg has undertaken numerous investigations across Asia, working closely with government and law enforcement agencies, as well as international gaming clients. He has spoken and written extensively on the gaming industry in Asia, focusing on regulatory matters and the junket industry. He was a contributing author to Casino Industry in Asia Pacific (The Haworth Hospitality Press 2006) and a member of the Conference Advisory Board for G2E Asia from 2006-2013. In February 2020, he gave testimony on the Asian junket business as an expert witness to the New South Wales Casino Inquiry. Mr Bromberg has a B.A. (Honours) degree in Modern Chinese Studies from the University of Leeds, England. He spent several years conducting research at Fudan University in Shanghai and at Xiamen University in Fujian Province, China.

自1988年以來,Paul Bromberg在亞洲各地開展許多研究工作,與政府和執法機構以及國際博彩業客戶密切合作。他曾就亞洲博彩業發表了大量演講和文章,主要關注監管事宜和博彩中介人。他是《Casino Industry in Asia Pacific》(The Haworth Hospitality Press 2006)的 特約作者,也是2006至2013年G2E Asia顧問委員會成員。2020年2月,他曾作為專家證人為澳洲新南威爾斯賭場調查委員會提供了有關亞洲博彩中介人業務的證詞。Bromberg擁有英國利茲大學當代中國研究榮譽學士學位。他曾在上海復旦大學和福建廈門大學進行過數年的研究工作。



Jan Chan

Solution Architect Qlik Qlik公司解決方案架構師

Jan is an experienced consultant in the IT industry, specializing in data analytics and data management for the last several years. She is a recognized expert in her field, with a passion for helping users at all levels harness the power of data to make informed decisions. With accelerated Al adoption transforming the industry, Jan is excited to collaborate with clients to leverage Al's power within their operations.

Apart from working with data, Jan's extensive experience with various operational systems, including enterprise resource planning (ERP) and human resource management systems (HRMS), has given her a deep understanding of how data and resources are handled across a wide range of industries. This cross-domain expertise allows her to seamlessly guide organizations in integrating Al capabilities to drive innovation and data-driven decision-making.

Jan是IT行業的經驗豐富的顧問,專注於數據分析和數據管理。她是該領域公認的專家,熱衷於幫助各個層次的用戶利用數據的力量來做出明智的決策。隨著AI技術在行業中的快速應用,Jan 很高興能與客戶合作,助力他們在業務運營中充分利用AI的力量。

除了數據工作外,Jan在操作各種系統(包括企業資源規劃系統(ERP)和人力資源管理系統(HRMS))方面有著豐富的經驗,這些經驗使她對如何在各種行業中處理數據和資源有了深刻的理解。她的跨領域專業知識使她能夠無縫地指導組織整合AI能力,以推動創新和數據驅動的決策。

SPEAKERS PROFILE 講者簡介



Angus Chan **陳志立**

Associate Director of Research UBS AG 瑞銀集團亞洲區研究部助理總監

Angus is Associate Director of Research in Asia, and also covers Hong Kong Strategy and Asia Gaming, based in Hong Kong. Prior to joining UBS in 2011, he worked at Sanford Bernstein for over three years in both London and Hong Kong, and Ernst & Young in London where Angus qualified as a Chartered Accountant. He holds a MEng (1st Class) in Aeronautical Engineering from Imperial College London.

陳志立於2011年加入瑞銀集團,擔任亞洲區研究部助理總監,同時兼任香港策略師及亞洲博彩業分析師。加入瑞銀前,他曾先後於香港及倫敦兩地的Sanford Bernstein工作三年,後進入倫敦安永會計師事務所工作並成為特許會計師。陳先生擁有倫敦帝國理工學院航空工程一級榮譽碩士學位。



Jerry Chan

SVP of Electronic Gaming & Special Project
Okada Manila
岡田馬尼拉電子遊戲及特殊專案資深副總裁

Jerry boasts more than 20 years' experience in the gaming industry. He has extensive experience in different gaming areas such as casino resort planning and opening, Information Technology, gaming operations, gaming systems and analysis, marketing, and organizational development.

Having taken a leading role since 2002, Jerry has successfully been part of the opening teams of casinos in Macau and the Philippines.

Jerry在博彩產業從業20余年。他在多個博彩領域擁有豐富經驗,包括:賭場度假村規劃和、開業、資訊科技、博彩營運、博彩系統和分析、市場營銷以及組織發展等。

自2002年以來,Jerry一直擔任領導角色,並成功參與 了澳門和菲律賓娛樂場的開業團隊。

SPEAKERS PROFILE 講者簡介



Daniel Cheng

Industry analyst and author 行業分析師及作者

With over 20 years of experience in the hospitality industry, Daniel Cheng has held senior positions at major gaming companies like Bally's, Genting, and Seminole Hard Rock. His work has focused on market development in the United States and key Asian markets, including Singapore, Japan, the Philippines and Thailand. Originally an engineer, he spent over a decade with Honeywell, a Fortune 500 company, and Yokogawa, a Japanese conglomerate. Daniel enjoys sharing his insights as an industry commentator and writer, and recently released his latest book, *How I Built an Integrated Resort*, in May 2024.

Daniel在酒店業有超過20年的經驗,並在包括Bally's、雲頂集團、Seminole Hard Rock等多家知名博彩公司擔任高級職務。他的工作主要集中在美國和包括新加坡、日本、菲律賓和泰國在內的主要亞洲市場的開發。他最初是一名工程師,曾在世界500強企業Honeywell公司和日本企業Yokogawa公司工作逾十多年。作為業界評論員和作家,他樂於分享見解,並於2024年5月出版了他的最新書籍《How I Built an Integrated Resort》。



Praveen Choudhary

Managing Director
Morgan Stanley Asia Limited
摩根士丹利亞洲有限公司董事總經理

Praveen Choudhary is a Managing Director at Morgan Stanley and the Head of Asian Gaming & Lodging and Hong Kong Real Estate Research. He was ranked #1 in the gaming and lodging sector in the 2022 and 2023 All-Asia Institutional Investor Research Team poll and has been ranked each year from 2011 to 2023.

Praveen has a degree in electronic engineering and an MBA from the Indian Institute of Management, Calcutta. He is the Co-chair of the Leadership council at The Women's Foundation's Male Allies program.

Praveen在摩根士丹利擔任董事總經理,並擔任亞洲博彩與住宿以及香港房地產研究的主管。他在2022年和2023年全亞洲機構投資者研究團隊投票中,在博彩與住宿領域排名第一,並且從2011年到2023年間,每年都獲得該領域內排名。

Praveen擁有電子工程學位,並且獲得了印度管理學院加爾各答分校的MBA學位。他同時還是The Women's Foundation的男性盟友計劃領導委員會的聯席主席。

講者簡介



James Comber

Partner
Ashurst Hong Kong
亞司特律師事務所合夥人

James leads the Hong Kong dispute resolution team at Ashurst. His practice is dedicated to advising clients on complex commercial, regulatory and financial disputes.

James has particular expertise in contentious regulatory, fraud and anti-money laundering matters and he has acted for various major financial institutions, asset managers, brokerages and gaming companies in investigations conducted by the Securities and Futures Commission, Hong Kong Monetary Authority, Hong Kong Stock Exchange, the Independent Commission Against Corruption and the Commercial Crime Bureau of the Hong Kong Police. The matters he has acted on also often involve significant cross-border elements and co-ordinating regional responses to regulatory investigations across the Asia-Pacific region.

James領導亞司特律師事務所在香港的爭端解決團隊,專門為客戶提供有關複雜商業、監管和金融爭議的法律建議。

James尤為擅長處理有爭議的監管、欺詐和反洗錢問題,並曾為多家主要金融機構、資產管理公司、經紀公司和博彩公司擔任法律代理人,應對由證券及期貨事務監察委員會、香港金融管理局、香港交易所、廉政公署和香港警務處商業罪案調查科行的主導的調查。他處理的案件經常涉及跨境問題,具備協調多地區法律應對措施(尤其是在亞太地區)的實力。



Graeme Croft

Former VP, Table Operations MGM China 美高梅中國娛樂場賭枱前副總裁

A casino gaming executive with 30 years' gaming experience across multiple locations and properties worldwide, Graeme was VP of table games at MGM China for the last 10 years.

He is a passionate and competitive leader of the gaming industry, with a focus on developing a family culture for all staff to provide excellent customer service. He is constantly exploring technology as a means of improving and optimizing efficiencies across all casino departments.

His core achievements include being part of the pre-opening team of both MGM properties in Macau – MGM Macau and MGM Cotai – as well as initiating and introducing RFID gaming table technology to both properties.

Graeme is customer service focused with a drive to offer consistent service standards for internal and external customers. He has worked on numerous international projects and held core gaming roles in other Asian markets including Singapore, Malaysia and the Philippines.

His hobbies include traveling, exploring new destinations and playing golf.

Graeme擁有逾30年的博彩從業經驗,曾在全球多個 地點及物業工作過。他於過去10年間一直擔任美高梅 中國娛樂場賭枱前副總裁。

Graeme是一位充滿激情和競爭力的博彩行業領軍人物,專注於為所有員工打造家庭文化,為客戶以提供卓越服務。他不斷探索技術作為提升和優化各賭場部門效率的手段。

他的重要成就包括參與澳門美高梅及美獅美高梅的 開業前團隊,並為兩個物業中引入RFID博彩賭枱技 術。

Graeme專注於為內部和外部客戶提供一致的服務 標準。他曾參與過多個國際項目,並在新加坡、馬來西 亞和菲律賓等其他亞洲市場擔任過重要的博彩職位。

他的愛好包括旅行、探索新目的地和打高爾夫。

講者簡介



Gan Kok Tin **顔國定**

Partner

PricewaterhouseCoopers Ltd.

羅兵咸永道會計師事務合夥人

Kok Tin is a Partner in PwC's Cyber Security & Privacy practice with over 17 years of experience. He is also the founder of PwC's Darklab, Hackaday and Hackbot. He is currently the Vice Chairman of ITSMf HK Chapter and the member of security committee of Fintech Association of HK.

Kok Tin's key areas of expertise and experience include Cyber security strategy, framework, IT security framework (ISO27001, NIST, Multi Level Protection), application security (OWASP, OWASP Mobile) and data security (e.g., PCI DSS), secure development life cycle, DevSecOps, Cloud security, IT risk, security / technology architecture and white hat hacking.

He has co-authored a number of cyber security and technology risk related guidelines for regulators in the Asia-Pacific region.

Kok Tin has led around 300 small to large size security assessment / transformation engagements and has worked across different continents including, Asia, America, Europe and Africa.

He is a TED talk speaker and also founded a dot. com company during his early days of his career. 顏國定是羅兵咸永道網絡安全與隱私保護業務合夥人,擁有超過17年的經驗。同時還是羅兵咸永道Darklab、Hackaday和Hackbot的創始人。目前擔任IT服務管理論壇香港分會的副主席,也是香港金融科技協會安全委員會成員。

他主要的專業知識和經驗領域包括網絡安全策略、框架、IT安全框架(ISO27001、NIST、多級保護)、應用程序安全(OWASP、OWASP Mobile)和數據安全(如PCI DSS)、安全開發生命週期、DevSecOps、雲安全、IT風險、安全/技術架構和白帽黑客攻擊。

他曾參與制定亞太地區多家監管機構的許多與網絡安全和技術風險相關法規。也曾領導約300個大中小型安全評估/轉型項目,業務地域橫跨亞洲、美洲、歐洲、非洲等。

顏先生還曾受邀發表TED演講,在職業生涯早期曾 創立過一家網絡公司。



Daniela Guerreiro 紀卓娜

Associate MdME MdME律師事務所律師

Daniela is an associate in MdME's Compliance and Regulatory practice. She specializes in compliance advice, with a focus on general data privacy, anti-money laundering, anti-corruption, cyber-security and consumer protection matters, as well as in providing general compliance advice to regulated industries. Daniela's experience includes advising clients from various business sectors in designing compliance programs, conducting compliance audits, as well as advising on data protection and cybersecurity activities, reviewing systems and controls, and delivering training.

紀卓娜是MdME律師事務所合規和監管領域的律師。 她專門提供合規建議,主要涉及一般數據隱私、反洗 錢、反腐敗、網路安全和消費者保護等問題,同時為受 監管行業提供一般合規建議。紀卓娜亦為不同商業領 域的客戶提供建議,包括設計合規計劃、進行合規審 計、制定AML/CFT政策和流程,審查系統和控制措施 以及提供培訓。

講者簡介



Fredric E. Gushin

Managing Director and CEO Spectrum Gaming Group 董事總經理兼行政總裁

Fredric E. Gushin is Chief Executive Officer of Spectrum Gaming Group, an international gaming consultancy that provides a wide range of services to governmental and private sector clients throughout Asia.

Gushin founded Spectrum in 1993 and has managed Spectrum's regulatory and gaming advisory engagements throughout Asia, including in Japan, Singapore, Vietnam, Cambodia, Laos, South Korea and the Philippines. Spectrum's engagements have included feasibility and marketing studies, public policy analysis, drafting of gaming laws and regulations, financial analysis and gaming related investigations for governments and private sector clients. Gushin has led all of Spectrum's prior Asian engagements including Spectrum's 20-year regulatory association with the Ministry of Home Affairs and Gaming Regulatory Authority in Singapore.

Before founding Spectrum, Gushin served for 13 years for the New Jersey Division of Gaming Enforcement where he was promoted to Assistant Director and an Assistant Attorney General. While working for the state of New Jersey, he was instrumental in the successful openings of 12 major Atlantic City gaming properties. He was also responsible for all compliance related issues regarding New Jersey's multibillion-dollar gaming industry.

Fredric E. Gushin是Spectrum Gaming Group的首席執行官,該集團是一家國際博彩諮詢公司,為亞洲各地的政府和私營部門客戶提供廣泛的服務。

Gushin於1993年創立Spectrum,並在亞洲各地管理 Spectrum的監管和博彩諮詢業務,包括日本、新加坡、越南、柬埔寨、寮國、韓國和菲律賓。

Spectrum的業務包括為政府和私營機構客戶進行可行性和市場研究、公共政策分析、起草博彩法律法規、財務分析以及博彩相關調查。Gushin領導了Spectrum在亞洲的所有業務,包括和新加坡內政部賭博監管機構長達20年的監管合作。

在創立Spectrum之前,Gushin曾在新澤西州博彩執法部門工作了13年,並晉升為助理主任和助理總檢察長。在新澤西州工作期間,他協助大西洋城的12家大型博彩公司成功開幕。他還處理了新澤西州數十億美元博彩業涉及合規等相關問題。



Angela HanLee

APAC Gaming & Leisure Senior Analyst Bloomberg Intelligence 彭博智庫亞太地區休閒博彩高級分析師

Angela HanLee covers the APAC gaming & leisure sector at Bloomberg Intelligence. She spent over 10 years as a sell-side research analyst, covering the gaming and consumer sector.

Prior to joining Bloomberg Intelligence in 2020, Angela covered gaming, lodging and luxury consumption at China Renaissance. She received her Bachelor Degree of Economics and Finance from the University of Hong Kong.

Angela HanLee在彭博智庫亞太地區休閒博彩的研究。Angela在賣方分析師的職位上工作了超過10年, 負責博彩和消費產業的研究。

在2020年加入彭博智庫之前,她在華興資本負責博彩、住宿和奢侈品消費領域的研究。Angela擁有香港大學經濟學和金融學士學位。

講者簡介



Ken Jolly

Vice President and Managing Director, Asia Light & Wonder 亞洲區副總裁及執行董事

Ken Jolly's global experience in the gaming industry has spanned over 40 years, making him one of the most recognizable industry figures. His career covers gaming industry technical, sales, fiscal control, senior management and business development in international markets. He has filled roles such as General Manager of New Zealand, Vice President of Sales, Service & Marketing in the Americas, General Manager of Sales and Marketing for Europe and General Manager of Asia-Pacific for a leading, global, publicly traded gaming supplier. He was also Executive Vice President & General Manager of Australia, Asia, Europe and Africa for a Japanese gaming manufacturer.

Ken has been in Macau for 18 years, known as the biggest gaming revenue market in the world, and is currently VP & Managing Director of Light & Wonder, responsible for the Asian gaming operations of the company.

Ken's experiences cover all facets of a successfully managed gaming product supply company with proven global experience and growth.

Ken Jolly在博彩行業擁有逾40年的全球博彩行業,是行業最為知名的人物之一。他的職業生涯涵蓋了博彩業的技術、銷售、財務控制、高級管理和國際市場的業務發展等多個領域。他曾在全球領先的博彩供應商公司先後擔任過紐西蘭總經理、美洲區的銷售服務及市場副總裁、歐洲銷售和市場總經理、及亞太地區總經理等高級管理職位。還曾在一家日本博彩製造商擔任澳洲、亞洲、歐洲和非洲執行副總裁兼總經理。

Ken曾在全球最大的博彩市場澳門工作了18年,目前擔任Light & Wonder亞洲區副總裁及執行董事,負責公司的亞洲博彩業務。

Ken的經驗涵蓋了成功管理博彩產品供應公司的各個方面,其全球經驗和推動公司發展的能力有目共睹。



Nihar Joshi

GTM Lead, Asia Growth Pegasystems, Asia Pegasystems亞太區FSI市場拓展主管

Nihar is a seasoned professional with over a decade of extensive experience in digital transformation and customer engagement. His career trajectory spans from advertising to media, while continually expanding his expertise in driving the adoption of Adtech, Martech, and core Platform Solutions across the APAC region.

With a profound understanding of intersection between technology and business strategy, he has effectively collaborated with organizations of varying scales, offering a distinctive perspective in the constantly evolving landscape of technology and customer engagement. Having amassed over 16 years of invaluable experience at renowned companies such as Adobe, eBay and Axiata, Nihar now spearheads the Go-To-Market (GTM) efforts for Pegasystems across the Growth Markets in Asia. He shares his insights on pivotal topics including digital strategy, customer experience and engagement, and the future of technology, consistently emphasizing the importance of adding tangible business value and logic to technological investments.

Nihar是一位經驗豐富的專業人士,在數位轉型和顧客契合方面擁有十多年的豐富經驗。他的職業生涯從廣告業橫跨到媒體行業,同時不斷擴展自己的專業知識,在亞太地區推動廣告技術、行銷技術和核心平台解決方案的應用。

憑藉對技術與業務策略之間交叉點的深刻理解,他與不同規模的組織進行了有效的合作,在不斷發展的技術和顧客契領域提供了獨特的視角。Nihar在Adobe、eBay和Axiata等知名公司累積了超過16年的寶貴經驗,現在是Pegasystems在GTM Lead亞洲發展部的領導者。他就數位策略、客戶體驗和參與度以及技術的未來等重要主題分享自己的見解,並始終強調為技術投資增加有形商業價值和邏輯的重要性。

講者簡介



Ioannis (Giannis) Kontoulas

Board Member
Hellenic Gaming Commission
希臘博彩業委員會董事會成員

loannis Kontoulas is a board member of the Hellenic Gaming Commission (HGC), a public authority regulating, licensing and overseeing all aspects of the gaming and gambling market in Greece (both online and land based).

During his tenure the HGC licensed the first integrated casino resort, licensed remote gambling operators (online casino and sport betting) for Greece and adopted an Anti Money Laundering (AML) Regulation for the respective market.

Ioannis is an attorney at law admitted both in Athens Greece and New York State, founder and managing partner of iklaw (www.iklaw.gr), a medium size law firm specialized in regulated markets, corporate and commercial law, real estate, contracts and litigation. He holds an LLB for Athens University Law School and an LLM in Banking, Corporate and Finance law from Fordham University in New York.

Ioannis Kontoulas是希臘博彩委員會(Hellenic Gaming Commission, HGC)的董事會成員,該委員會是一個公共機構,負責監管、許可和監督希臘博彩和賭博市場(包括線上和陸地博彩)的各個方面。

在他任職期間,希臘博彩委員會為希臘第一家綜合度 假賭場頒發了許可證,為遠端博彩營運商(線上賭場 和體育博彩)頒發了許可證,並為相關市場通過了反 洗錢(AML)法規。

Ioannis是希臘雅典和紐約州的執業律師,也是iklaw (www.iklaw.gr)的創辦人和管理合夥人。iklaw是一家中型律師事務所,專門從事受監管市場、公司法和商法、房地產、合約和訴訟業務。他擁有雅典大學法學院法學學士學位和紐約福特漢姆大學銀行、公司和金融法法學碩士學位。



Jaewoo Kwak **郭宰佑**

Partner Lee & Ko 韓國廣場律師事務所合夥人

Jaewoo Kwak is a distinguished partner specializing in Intellectual Property (IP) law with a profound focus on the gaming industry. With a unique blend of technological insight and legal acumen, he is renowned for his adept handling of civil and criminal disputes relating to gaming IP rights, including patents, trademarks, copyrights, trade secrets, and licensing agreements.

Jaewoo has cultivated a robust track record by providing precise legal analysis and practical solutions tailored to the gaming sector, particularly in areas such as unfair competition and entertainment law. In a case involving the world-famous K-pop group BTS, he notably achieved a landmark Supreme Court decision on the prohibition of free riding, solidifying his reputation as a foremost authority in unfair competition and entertainment law. Clients trust his comprehensive counsel across various aspects of gaming, including game development, distribution, content creation, licensing agreements, and regulatory compliance.

Furthermore, Jaewoo has extensive experience in navigating the intricate landscape of gaming disputes, offering strategic guidance to clients throughout all phases of negotiation and resolution. His ability to address both legal and technical aspects of gaming disputes has earned him the trust and admiration of leading gaming companies worldwide.

Jaewoo is currently the head of the gaming team at Lee & Ko.

郭宰佑是一位傑出的合夥人,專門從事知識產權(IP) 法律業務,對博彩產業有著深刻的研究。他擁有獨特 的洞察力和法律敏銳性,善於處理與博彩知識產權 (包括專利、商標、版權、商業機密和授權協議)相關 的民事和刑事糾紛而聞名。

郭宰佑針對博彩產業提供精確的法律分析和切實可行的解決方案,特別是在不正當競爭和博彩法等領域,亦令他有着優良的業績。在涉及世界著名韓國流行樂團BTS的案件中,他特別促成了最高法院關於禁止免費傳播的里程碑式裁決,鞏固了他作為不公平競爭和娛樂法領域最重要權威的聲譽。客戶信任他在博彩各個方面的全面建議,包括遊戲開發、內容創建、發行、授權協議和監管合規性。

此外,郭宰佑在處理錯綜複雜的博彩糾紛方面擁有豐富的經驗,能夠在談判和解決糾紛的各個階段為客戶提供策略性指導。他在處理糾紛的法律和技術方面的能力為他贏得了全球領先博彩公司的信任和欽佩。

郭宰佑目前是韓國廣場律師事務所博彩團隊的負責 人。

講者簡介



Lau Kok Keng 劉國敬

Partner, Head of Gaming Law Practice Rajah & Tann Singapore LLP 新加坡立杰律師事務所博彩法業務負責人

Lau Kok Keng heads Rajah & Tann LLP's Gaming Law practice, and is recognized as a Tier 1 gaming lawyer by Chambers Asia-Pacific as well as a Global Elite Thought Leader in Gaming by Who's Who Legal. He is one of the few Asian lawyers who are members of the International Masters of Gaming Law. Since 2002, Kok Keng has been actively involved in representing and advising clients in the gambling industry. His practice is arguably the most experienced and extensive gambling law practice in Southeast Asia.

Kok Keng's team has, through their work with clients in the gambling industry, acquired a good practical understanding of various lottery, gaming and betting operations and products, and is able to apply that domain knowledge to the work products that are generated.

Kok Keng works with foreign and offshore private gaming operators, including casinos in Australian, Macau, Malaysia, Monte Carlo, Singapore and the UK, cruise ship casinos, remote gaming operators, bookmakers, lottery operators, slot machine clubs, gaming software developers and distributors, and state governments. Uniquely, he helped establish the legal framework governing legalized sports betting in Singapore for both football and F1 motor race betting.

劉國敬是新加坡立傑律師事務所的博彩法業務負責人,被《Chambers Asia-Pacific》評為一級博彩律師,並被《Who's Who Legal》評為博彩領域的全球精英思想領袖。他是少數入選International Masters of Gaming Law Archives亞洲律師之一。自2002年以來,他在博彩行業積累了豐富的經驗,並且他的業務在東南亞地區被認為是經驗最豐富和範圍最廣的之一。

劉律師的團隊通過與博彩行業客戶的合作,對各種彩票、博彩和投注操作及產品有了良好的實踐理解,並能夠將這些領域知識應用到所生成的工作產品中。

劉國敬與外國和海外私人博彩營運商合作,包括澳洲、澳門、馬來西亞、蒙地卡羅、新加坡和英國的賭場、郵輪賭場、遠端博彩營運商、博彩公司、彩票營運商、老虎機俱樂部、博彩軟體開發商和經銷商以及州政府。他還曾協助新加坡建立新加坡體育博彩(包括足球和F1賽車投注)合法化的法律框架。



Daniel Li

Advisor to the General Secretariat of the Commercial Gambling Management Commission

Cambodia Commercial Gambling Management Commission 柬埔寨商業博彩管理委員會顧問

Daniel Li, a highly experienced professional in the Indo-China gaming industry, has dedicated the majority of his career to Asia. Over the years, he has held senior operational and consulting positions within the gaming sector.

In 2007, Daniel relocated to Cambodia and has since established the Kingdom as his adopted home and primary base of operations. His illustrious career included an instrumental role as Vice President of Nagaworld, where he assisted the late founder and CEO on a range of expansion projects. Thereafter, Daniel served as a Senior Consultant to a wholly owned subsidiary of Melco operating in the Greater Mekong Region.

Prior to assuming his current position as a consultant to Cambodia's Gaming Regulator – the Commercial Gambling Management Commission of Cambodia (CGMC) – Daniel served as the Regional Director for Igamix Management and Consulting, overseeing operations in the Greater Mekong Region.

Daniel Li在中南半島博彩行業擁有豐富經驗和職業 背景。他的職業生涯主要集中在亞洲博彩行業,多年 來在業內擔任過多個高級運營和顧問職位。

2007年,Daniel移居至柬埔寨,並長期居住於此。他曾在Nagaworld擔任副總裁,協助已故創始人兼CEO推動多個苦擴建項目。亦曾今擔任新濠在Nagaworld擔任副總裁,協助已故創始人兼CEO推動多個升級項目。亦曾擔任過大湄公河區域全資子公司的高級顧問。

他還曾擔任Igamix Management and Consulting的 地區負責任人。目前擔任柬埔寨博彩監管機構柬埔寨 商業博彩管理委員會顧問。

講者簡介



Li Gang 李剛 Professor Shanghai Normal University 上海師範大學教授

Li Gang holds a Doctoral Degree in World Economics from Fudan University and a Postdoctoral Degree in Journalism and Communication from Fudan University, and is currently a Professor and Master's Supervisor at the Business School of Shanghai Normal University.

He has been engaged in the field of lottery and gaming since 2001, and is one of the highest quality and most prolific scholars in the field in mainland China.

李剛為復旦大學世界經濟學專業博士,復旦大學新聞與傳播 學專業博士後,現為上海師範大學商學院教授,碩士生導師。

他自2001年起一直專注於彩票和博彩領域的研究, 為中國內地該領域內最為多產的學者之一。



Liu Day yang 劉代洋

Professor Emeritus
National Taiwan University of Science and Technology
台灣科技大學名譽教授

Liu Day yang received a PhD in Economics from TULANE University, USA, in 1988, and became professor at National Taiwan University of Science and Technology (NTUST) where he established the Center for the Study of Lottery and Commercial Gaming in 2007.

He helped Taiwan's Ministry of Finance to design the welfare lottery, and assisted the Ministry of Sports in developing the sports lottery as well as the Ministry of Transportation and Communication in casino-related issues.

He also helped the local governments of both Penghu County and Mazhu County to design casino projects between 2008 and 2015. While those casino projects did not proceed, the welfare and sports lotteries have been highly successful. 劉代洋於1988年在美國杜蘭大學獲得經濟學博士學位,隨後成為國立台灣科技大學的教授,並於2007年創立了該校的彩券與博彩研究中心。

他曾協助台灣地區財政部規劃公益彩券、協助當地體 委會規劃運動彩券、及協助交通部規劃觀光賭場。

他還在2008年至2015年間幫助台灣地區澎湖和馬祖 地方政府規劃觀光賭場項目。雖然這些賭場項目最終 未能推進,但公益彩券和運動彩券卻取得巨大成功。

講者簡介



Rick McDonald

General Manager Table Games Strategy Star Entertainment Group 星億賭枱戰略總經理

Responsible for group wide table game commercial strategy, innovation and optimization across Star Sydney, Star Gold Coast and Treasury Brisbane looking after a portfolio of over 500 tables, and approximately AU\$700 million in revenue. He is in charge of deploying smart tables across the Star portfolio, and aligning these to operational, commercial and regulatory objectives.

Star is Australia's leading integrated entertainment and gaming business with annual revenues of AU\$2 billion and over 7,000 employees over three integrated resorts. Star is currently developing Australia's largest integrated resort opening in over 20 years at Star Brisbane, opening in late 2024.

Rick previously held senior commercial finance, business transformation, and advisory roles including 14 years with KPMG Australia and the US in professional advisory services.

Rick McDonald負責悉尼星億、黃金海岸和Treasury Brisbane的賭枱商業策略、創新和優化,管理超過500張賭枱及帶來約七億澳洲元的收入。智能賭枱和無現金賭枱的業務負責人,負責在星億的物業中部署智能賭枱等,並使其符合營運、商業和監管目標。

星億是澳洲領先的綜合娛樂博彩企業,年收入約20億澳元,在三個綜合度假村擁有7,000多名員工,目前正在開發澳洲20多年來最大的綜合度假村Star Brisbane,將於2024年底開業。

Rick曾擔任高級商業財務、業務轉型和諮詢職務,包括在澳洲和美國的畢馬威會計師事務所從事專業諮詢服務長達14年。

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SPEAKERS PROFILE 講者簡介



Bill Miller

President and CEO
American Gaming Association (AGA)
美國博彩協會主席兼行政總裁

Bill Miller is the President and CEO of the American Gaming Association (AGA), the premier trade group representing the US\$329 billion US casino gaming industry. Leading the AGA since 2019, Miller has advanced industry priorities such as strengthening responsible gaming, expanding legal gaming, and combating illegal gambling.

Most notably during Bill's tenure, the AGA successfully navigated the industry through the COVID-19 pandemic, supported gaming's record-setting recovery, and guided the expansion of legal sports betting in the US. His advocacy has elevated the AGA's influence in Washington, D.C. and state capitals, marking a transformative period for the association and the American gaming industry.

Bill Miller是代表價值3290億美元的美國博彩行業 頂級貿易協會的美國博彩協會的主席兼行政總裁。自 2019年以來,Miller率領美國博彩協會推動行業各項 發展,例如加強負責任博彩、擴展合法博彩和打擊非 法賭博等。

值得一提的是,在他任職期間,美國博彩協會成功帶領業界度過新冠疫情,行業錄得破紀錄復甦。他同時引領著合法體育博彩在美國的發展。Miller的工作提升了美國博彩業協會在華盛頓特區和各州政府中的影響力,為協會和全美博彩行業帶來了變革性時期。



Stephen Moore

Founder & CEO Walker Digital Table Systems WDTS創辦人兼首席執行官

Stephen Moore is the Co-Founder and Chief Executive Officer of Walker Digital Table Systems, LLC (WDTS), which leads in automated casino technology through the pioneering use of RFID, Computer Vision, and Al. His leadership has propelled WDTS to develop the first widely adopted smart table game platform.

Stephen's technology career began at the age of 15 as a typewriter and copier repair technician and evolved at IBM's Networking Lab, where he was part a development team focused on network design and optimization systems. His significant contributions continued in Mexico with TCP/IP AS/400 network implementations.

In 1996, Stephen transitioned to the gaming industry at Mirage Resorts as a Systems Engineer, where he patented an innovative video-based concierge system for slot machines. His deep understanding of casino gaming is enriched by his extensive experience in systems technology design and integration within the hospitality industry, including the development of multiproperty loyalty programs and consolidated reservation centers.

Stephen holds a Bachelor's degree in Business Administration with a focus on Business Computer Systems from New Mexico State University. His career is distinguished by a blend of operational acumen and technological innovation, making him a leading figure in the evolution of gaming technology.

Stephen Moore是Walker Digital Table Systems, LLC (WDTS) 公司的聯合創始人兼首席執行官,該公司透過開創性地使用RFID、電腦視覺和人工智慧技術,在賭場自動化技術領域處於領先地位。在他的領導下,WDTS開發出首個被廣泛採用的智慧賭枱博彩平台。

Stephen的技術生涯始於15歲,當時他是一名打字機和影印機維修技師,後來進入IBM網路實驗室,成為專注於網路設計和優化系統的開發團隊的一員。並於墨西哥繼續在TCP/IP AS/400網路領域方面做出重要貢獻。

1996年,Stephen轉入博彩業,在Mirage Resorts擔任系統工程師,並為創新的角子機視訊禮賓系統申請了專利。他在酒店業的系統技術設計和整合方面擁有豐富的經驗,包括複數酒店忠誠度平台和綜合預訂中心的開發,這豐富了他對賭場博彩業的深刻理解。

Stephen擁有新墨西哥州立大學工商管理學士學位,主修商業電腦系統。他的職業生涯融合了敏銳的營運能力和技術創新,是博彩技術發展史上的領導者。

講者簡介



Long Gia Nguyen

Partner Tilleke & Gibbins 合夥人

Long Gia Nguyen is a partner in Tilleke & Gibbins' corporate and commercial group, based in the Ho Chi Minh City office. Long is a highly accomplished attorney with extensive experience and expertise in real estate, hospitality, and M&A transactions. Recognized as a leading real estate lawyer in Vietnam by Chambers Asia-Pacific and The Legal 500 Asia Pacific, and shortlisted for the regional Construction and Real Estate Lawyer of the Year award at The Legal 500's Southeast Asia Awards 2023, he advises local and multinational clients on hospitality projects, structured real estate transactions, joint ventures and foreign investment, as well as on the real estate and corporate aspects of mergers and acquisitions.

A real estate specialist with nearly two decades of experience as both in-house and outside counsel, Long has led numerous cross-border real estate projects (e.g., integrated hotel and casino projects, mixed-use development projects, branded residence projects, and tourism projects) across the Asia-Pacific region. In addition, his expertise in M&A transactions helps him effectively navigate complex deals and provide comprehensive legal counsel to clients involved in M&A activities. In addition to his client work, he is a regular author and speaker on real estate matters and hotel management.

Long Gia Nguyen是Tilleke & Gibbins企業與商業部門的合夥人,長駐胡志明市辦事處。Long是一位成就卓著的律師,在房地產、酒和合併交易方面擁有豐富的經驗和專業知識。他被《錢伯斯亞太區》(Chambers Asia-Pacific)和《亞太法律500強》(The Legal 500 Asia Pacific)評為越南領先的房地產律師,並入圍了《亞太法律500強2023》年東南亞大獎(The Legal 500's Southeast Asia Awards 2023)的年度地區建築與房地產律師獎。

身為擁有近20年內部和外部法律顧問經驗的房地產專家,Long在亞太地區領導了許多跨境房地產項目(如綜合酒店和賭場項目、綜合開發項目、品牌住宅項目和旅遊項目)。此外,他在合併交易方面的專業知識幫助他有效地駕馭複雜的交易,並為參與合併交易的客戶提供全面的法律諮詢服務。除客戶工作外,他還經常就房地產事務和酒店管理撰寫文章並發表演講。



Andrew Pearson

Managing Director Intelligencia Limited 總經理

Andrew Pearson is the Managing Director of Intelligencia Limited, an analytics and Al consulting company based in Macau. He has overseen projects in the casino and hospitality, sports betting and gaming industry.

Pearson is also a writer who has written several books about Al and technology. He has written for several publications, such as *ComputerWorld HK*, *Forbes Middle East*, and peer-reviewed publications like *The Journal of Mobile and Social Media Marketing, The Journal of Applied Marketing Analytics* and *The Mobile Marketer*. With a degree in psychology from UCLA, Pearson has had a varied career in IT, marketing, mobile technology, social media, esports and entertainment.

Andrew Pearson是澳門一家商業分析與人工智慧顧問公司Intelligencia Limited的總經理。他曾負責監督賭場和酒店、體育博彩和遊戲行業的項目。Pearson還是一位作家,寫過幾本關於人工智慧和科技的書。

他曾為多家刊物撰稿,如《ComputerWorld HK》、《福布斯(中東)》以及《The Journal of Mobile and Social Media Marketin》、《The Journal of Applied Marketing Analytics》和《The Mobile Marketer》等同儕審查刊物。Pearson擁有加州大學洛杉磯分校心理學學位,曾在IT、行銷、移動科技、社交媒體、電競和娛樂等領域工作。

SPEAKERS PROFILE 講者簡介



Rui Pinto Proença **布路平** Managing Partner MdME MdME律師事務所管理合夥人

Rui Pinto Proença is a partner and heads the Corporate | M&A practice for MdME Lawyers. He specializes in corporate law with a focus on mergers and acquisitions. In his practice, Rui advises corporations, financial institutions, and private equity firms on a wide range of cross-border and domestic transactions. Rui has a significant track record across different industries, particularly in highly regulated sectors. Besides mergers and acquisitions, Rui advises clients on capital markets transactions, including initial public offerings of Macau interests with the Hong Kong Stock Exchange. Rui's practice also focuses on the gaming sector, where he advises casino operators, sports betting companies, technology providers and gaming investors in a broad range of commercial and regulatory matters. He has assisted governments in emerging markets in developing their gaming policies and regulatory frameworks, being the firm's key contact for the gaming sector. He currently serves as the firm's Managing Partner.

布路平是MdME律師事務所合夥人兼公司企業併購領域的負責人。他精通公司法,尤其擅長併購領域。執業期間,他為企業、金融機構和私募股權公司就各類跨境和本地交易提供諮詢服務。他在不同行業,特別是在受高度監管的行業均取得累累碩果。布路平亦深耕於博彩娛樂領域,協助娛樂場營運商、體育博彩營運商、技術提供商及遊戲投資商處理各类商業和監管事務。他協助新興市場的政府部門制定博彩政策和監管框架,是MdME博彩娛樂業務的主要聯絡人,也是該所的管理合夥人。



Marie Antonette (Tonet) Quiogue

CEO / Principal Arden Consult 行政總裁

As the principal of Arden Consult, Tonet brings a wealth of experience and a proven track record in the legal and regulatory aspects of doing business in the Philippines.

Before founding Arden Consult, Tonet was a partner at Romulo Law Firm. At Romulo, she co-headed the Technology, Media, and Telecommunications (TMT) department, spearheading numerous projects and initiatives for both Philippine and international clients.

For her contributions, Tonet has been recognized by Chambers Asia-Pacific as a topranked lawyer in the practice areas of Gaming & Gambling and TMT.

作為Arden Consult的負責人,Tonet在菲律賓商業 法律和監管方面擁有豐富的經驗和出色的業績記錄。

在創立Arden Consult之前,Tonet曾是Romulo律師事務所的合夥人。在Romulo期間,她曾共同領導了科技、媒體和電信(TMT)部門,為菲律賓和國際客戶主導了眾多項目和計劃。

由於她的傑出成績,Tonet曾被被《錢伯斯亞太》評為博彩與賭博及TMT領域的頂尖律師。

SPEAKERS PROFILE 講者簡介



Aaron Raj

Chief Technology Officer ANGEL AUSTRALASIA PTY LTD 首席技術官

With nearly two decades in the gaming industry, Aaron has a proven track record of successfully launching Casino Systems across diverse geographical locations. His expertise lies primarily in the architecture, data, systems, and applications that form the backbone of casino operations. Through this experience, Aaron has cultivated a comprehensive understanding of gaming and its core functionalities, allowing him to translate complex technical concepts into practical solutions. System integration has been a key strength throughout his career, ensuring the seamless operation of diverse systems within a casino environment.

Aaron Raj在從事博彩業近20年,擁有在不同地區成功推出賭場系統的豐富經驗。Raj的專長主要在於構建賭場營運的架構、資料、系統和應用程式。

透過這些經驗,Raj對博彩業及其核心功能有了全面的知識,從而能夠將複雜的技術概念轉化為實用的解決方案。在Raj的職業生涯中,系統整合這技術一直是主要優勢,它能確保各種系統在賭場環境中無縫運作。



Lloyd Robson

General Manager - Asia Aristocrat Gaming 亞洲總經理

Lloyd Robson is the general manager – Asia of Aristocrat Gaming. He brings seven years of senior leadership experience to the Asia-Pacific region. In this role, Lloyd leads the execution of the business strategy for Asia, with a keen emphasis on cultivating a high-performance culture, delivering unparalleled customer experiences, and steering product portfolio development and commercial strategy initiatives. Renowned for leading high-performing teams, Lloyd is a significant contributor to the Asian gaming industry and a strong advocate for its growth and development. Lloyd has an MBA from UNSW Business School and is based in Macau.

Lloyd Robson是Aristocrat Gaming的亞洲總經理。他擁有七年的高級管理者經驗,專注於亞太地區的業務,強調培養高績效文化、提供無與倫比的客戶體驗,並推動產品組合開發和商業策略的實施。Lloyd以領導高績效團隊而聞名,是亞洲博彩行業的重要貢獻者和強有力的倡導者。Lloyd擁有新南威爾士大學商學院的MBA學位,目前常住澳門。

講者簡介



Graça Saraiva

Legal consultant & DPO, Sands China Ltd.
Parter, MGS Consultancy Ltd.
金沙中國法律顧問和資料保護官
MGS Consultancy公司創始合夥人

Graça is a dual qualified lawyer (Macau and Portugal) and a certified information privacy professional by the International Association of Privacy Professionals (IAPP), with over 15 years of experience in the gaming, hospitality, and retail industries. Currently serving as Legal Consultant and Data Protection Officer at Sands China Ltd., Graça oversees the compliance and governance of personal data protection, cybersecurity, and information management across the company's operations, ensuring alignment with global standards and best practices.

In addition to her role at Sands China Ltd, Graça is the founder partner of MGS Consultancy Ltd based in Hong Kong, a firm providing consultancy services in privacy, cyber-security, information governance, and intellectual property matters in Asia, America and Europe, mainly to banking and payment services organizations. Leveraging her passion for the gaming and sports industry, Graça also provides advisory services in sports management.

She is a visiting academic at the University of Saint Joseph, where she teaches Business Ethics and has published research papers on the regulation of cross-border data flows in Asia with Asian Business Law Institute. She is driven by her mission to enable compliance and governance in the gaming, banking and sports management industry, while promoting ethical and responsible practices

Graça擁有澳門和葡萄牙雙重律師資格,是國際隱私權專家協會(IAPP)認證的資訊隱私專業人員,在博彩、酒店和零售行業擁有超過15年的經驗。Graça目前擔任金沙中國有限公司的法律顧問和資料保護官,負責監督公司營運中個人資料保護、網路安全和資訊管理的合規和治理,確保符合全球標準和最佳實踐。

除在金沙中國有限公司任職外,Graça也是總部位於香港的MGS Consultancy Ltd.的創始合夥人,該公司主要為亞洲、美洲和歐洲的銀行和支付服務機構提供隱私、網路安全、資訊管理和知識產權方面的諮詢服務。除了對博彩有着熱情,Graça也對體育產業有認識,亦提供體育管理的諮詢服務。

她是聖若瑟大學(University of Saint Joseph)的客座教授,教導商業倫理課程,並與Asian Business Law Institute合作發表了關於亞洲跨境資料監管的研究論文。她的責務是促進博彩、銀行和體育管理行業的合規和治理,同時推廣道德和負責任的做法。



Evan Spytma

CEO Casino Plus 史托森伯格酒店行政總裁

Evan Spytma is the CEO of Casino Plus and Hotel Stotsenberg Leisure Park and Hotel Corporation, which offers world-class facilities and online casino services to quests and visitors in the Philippines. Before joining Casino Plus, he held executive positions in leading interactive gaming companies such as Electronic Arts, Unity Technologies, and PopCap Games. Evan's career in Asia spans more than 22 years managing and growing businesses Asia's dynamic and competitive in mobile markets, with a focus on gaming. As a coveted speaker, moderator and panelist, he is a well-regarded champion within the gaming community. Evan holds a master's degree in International Management from Thunderbird School of Global Management.

Spytma是Casino Plus和Hotel Stotsenberg Leisure Park and Hotel Corporation的首席執行 官,該公司為菲律賓的客人和遊客提供世界一流的 設施和線上賭場服務。在加入Casino Plus之前,他曾 在Electronic Arts、Unity Technologies和PopCap Games等領先的互動博彩公司擔任高管。

Spytma在亞洲的職業生涯超過22年,在這個充滿活力和競爭的市場中專注於博彩行業,從事着管理和發展等業務。

他同樣是一名令人敬慕的演講者、主持人和委員會成員,他在博彩界享有盛譽。Spytma擁有雷鳥全球管理學院的國際管理碩士學位。

SPEAKERS PROFILE 講者簡介



Su Guojing **蘇國京**

Professor
Asian Responsible Gaming Alliance
亞洲責任博彩聯盟教授

Su is the founder and chairman of the Asian Responsible Gaming Alliance and China Lot Industry Salon. He is an academic leader and professor of lottery major of Beijing College Social Administration, the CEO of China Universal Kinglott Tech., Ltd, a lottery expert nominated by the China Ministry Civil Affairs and China Ministry of Finance, and an honorary advisor of the Responsible Gaming Association of Macao and the Macao Gaming Information Association.

蘇國京是中國彩票行業沙龍和亞洲責任博彩聯盟的創始人及負責人、北京社會管理職業學院彩票專業教授、環球京彩(北京)科技發展有限公司總裁。他同時是首屆中國彩票行業智庫發起人、中國民政部和財政票行業專家,並身兼澳門負責任博彩協會及澳門博彩資訊協會名譽顧問。



Tomohiro Takagi 高木智宏

Partner
Nishimura & Asahi (Japan)
日本西村朝日律師事務所合夥人

Over the last several years, Tomohiro has been advising clients in the gaming industry, and is ranked in the Gaming & Gambling category of Chambers Global and Chambers Asia-Pacific.

在過去幾年中,高木一直為博彩產業的客戶提供諮詢服務,並在《Chambers Global》和《Chambers Asia-Pacific》的遊戲和博彩類別中名列前茅。

講者簡介



Alejandro H. Tengco

Chairman and Chief Executive Officer Philippine Amusement and Gaming Corporation (PAGCOR) 菲律賓娛樂及博彩公司主席兼行政總裁

Alejandro H. Tengco was a notable businessman in the private sector before joining the government in August 2022 as the Chairman and Chief Executive Officer of the Philippine Amusement and Gaming Corporation or PAGCOR.

Before joining PAGCOR, he was the President and CEO of Nationstar Development Corporation, a construction company that is known for its remarkable projects such as the renovation of the National Museum of Natural History in Manila. He has also made a mark in the food and real estate industries.

Prior to his successful venture in real estate and construction, he was the Executive Assistant to the CEO and head of the Philippine Long Distance Telephone Company's government affairs group.

A product of Jesuit education, he studied at the Ateneo de Manila University since his formative years until his postgraduate studies. He obtained a degree in Business Management in 1982 and went to on to pursue law at the Ateneo de Manila Law School until 1984.

As the PAGCOR chief, he has instituted reforms in the agency to make the Philippine gaming industry more responsive to the needs of the times. Alejandro H. Tengco於2022年8月擔任菲律賓娛樂 及博彩公司 (PAGCOR) 的主席兼行政總裁。

在加入PAGCOR之前,他擔任知名建築公司 Nationstar Development Corporation總裁兼首席 執行官,該公司曾接手諸如馬尼拉國家自然歷史博物 館翻新工程等項目。此外,他在食品行業及地產領域 也卓有成就。

在進入房地產和建築行業之前,他曾擔任Philippine Long Distance Telephone Company首席執行官的 行政助理及政府事務部門的負責人。

Tengco接受耶穌會教育,就讀於馬尼拉雅典耀大學,並於1982年獲得商業管理學位,他隨後於馬尼拉雅典耀大學繼續攻讀法律並於1984年畢業。

作為PAGCOR的行政總裁,他在機構內推行了多項改革,務求令菲律賓的博彩業能夠更好地順應時代發展的需求。



Cheryl Tiglao

Director of Slots Hann Casino Resort 角子機總監

Cheryl Tiglao serves as the Director of Slots at Hann Casino Resort in Clark, Philippines – Pampanga's first fully integrated resort. With over 20 years of experience, Cheryl began her career in 2002 in Clark and later gained international experience at prestigious establishments such as The Venetian in Macau and Resorts World Manila in 2009. She was instrumental in the opening of Marina Bay Sands in Singapore, where she worked until 2017.

Upon returning to the Philippines, Cheryl brought her extensive expertise to Widus Casino in 2018. She played a pivotal role in its transformation into Hann Casino in 2021 and now oversees its daily slot operations, consistently driving excellence in the gaming industry.

Cheryl Tiglao為菲律賓克拉克Hann Casino Resort 的角子機總監,Hann Casino Resort是菲國邦板牙省首個全方位綜合度假村。Cheryl於2002年在克拉克開啟職業生涯,擁有逾20年的從業經驗,曾先後就職於澳門威尼斯人,並於2009年入職馬尼拉名勝世界。她還曾參與新加坡濱海灣金沙的開業工作,並在那裡工作至2017年。

返回菲律賓後,Cheryl於2018年帶著豐富的專業知識加入Widus Casino。她在該物業於2021年升級為Hann Casino中發揮重要作用。目前Cheryl負責Hann Casino日常角子機運營,推動博彩業的不斷發展。

講者簡介



Vitaly Umansky

Senior Research Analyst - Global Gaming Seaport Research Partners 全球博彩高級研究分析師

Vitaly Umansky is the Global Gaming Senior Analyst with Seaport Research Partners, where he leads the equity research effort in the casinos and gaming sector. Previously, Vitaly was with AB Bernstein heading up the firm's global gaming equity research. Prior to equity research, he was a partner with Asia Atlantic Partners, a private equity firm focused on investment opportunities in Asian emerging markets in the leisure, media and hospitality industries.

Vitaly was the Chief Financial Officer & Senior Vice President for Business Development with New Cotai Holdings, a private equity backed company developing casino, integrated resort, and real estate assets in Macau and Asia.

Earlier in his career Vitaly was an investment banker and consultant with Merril Lynch, PricewaterhouseCoopers and Ernst & Young. Vitaly holds an MBA from the Wharton School of Business and a BA in Economics from Trinity College. Vitaly Umansky是Seaport Research Partners的 環球博彩高級研究分析員,負責賭場和博彩業的股票研究工作。此前,Vitaly 任職於AB Bernstein,負責該公司的球博彩股票研究。在從事股票研究之前,他是Asia Atlantic Partners的合夥人,這是一家專注於亞洲新興市場休閒、媒體和酒店業投資機會的私募股權公司。

Vitaly曾擔任New Cotai Holdings的財務長兼業務發展高級副總裁,該公司由私募股權投資支持,在澳門和亞洲開發賭場、綜合度假村和房地產資產。

在職業生涯早期,Vitaly曾在美林證券、普華永道和安永會計師事務所擔任投資銀行家和顧問。Vitaly擁有華頓商學院工商管理碩士學位和三一學院經濟學學士學位。



Willie Vu **胡庸威**

Head of Enterprise and Partner Solutions Architecture Amazon Web Services AWS企業與合作夥伴解決方案架構主管

Willie has been in the IT industry for over 20 years, playing roles in software development, product engineering, professional services and technical management, leading global teams to deliver large scale, mission critical solutions to customers around the world. At AWS he works with customers and partners to develop capabilities and innovative solutions to accelerate their digital transformation journey.

胡庸威在IT行業工作了20多年,在軟體開發、產品工程、專業服務和技術管理等領域擔任過各種職務,領導公司的全球團隊為世界各地的客戶提供大規模的關鍵解決方案。在AWS的職涯中,他與客戶和合作夥伴一起開發能力和創新解決方案,以加速客戶業務的數位轉型。

講者簡介



Derek Watterud **黃迪偉**

Senior Research Analyst - Global Gaming MGM

美高梅酒店科技副總裁

Derek is the Vice President of Resort Technology for MGM China which owns and operates MGM MACAU and MGM COTAI. Derek began his career with MGM in Las Vegas over 25 years ago and has held responsibilities in Hotel Management, Revenue Management, and Information Technology. During this time, he has opened several properties including both MGM properties in Macau and has been a key member in major digital transformation projects in the US.

Most notably, the technology and systems introduced at MGM COTAl represent years of development in hotel and entertainment systems which are focused on providing both a quality guest experience and creating a sustainable backend for maintenance and support. Derek holds a bachelor's degree in Hotel Administration from the University of Nevada, Las Vegas and a postgraduate certificate in Emergency Management - Cybersecurity.

Derek是現任美高梅中國之酒店科技副總裁。美高梅中國擁有並營運澳門美高梅及美獅美高梅。Derek在25年前加入拉斯維加斯美高梅自此開啟職業生涯,先後擔任負責酒店管理、收益管理和資訊科技等職務。在澳門期間,他曾協助包括美高梅兩間澳門酒店在內的多家物業的開業,並在美國物業在主要數字轉型項目中擔任重要角色。

值得留意的是,美獅美高梅引入的技術和系統代表了酒店和娛樂系統多年來的發展成果,其重點是提供優質的賓客體驗以及創建可持續的後台系統以支持及維護。Derek擁有內華達州拉斯維加斯大學酒店管理學士學位和網路安全緊急管理研究生證書。



Douglas Wolfson

Senior Sales Director, APAC LexisNexis Risk Solutions 亞太區高級銷售總監

Douglas Wolfson is Senior Sales Director at LexisNexis Risk Solutions in Asia. He has over 20 years of financial services, risk management and international business experience. His deep experience includes leading risk management departments at the world's most recognizable financial institutions. Headquartered out of Hong Kong, prior to his current role Douglas was Director of Financial Crime Compliance at LexisNexis Risk Solutions for many years, driving the strategy and product development of the leading risk tools used by the biggest banks in the world that help to mitigate financial crime compliance issues.

Douglas Wolfson是LexisNexis Risk Solutions駐於香港的亞洲地區高級銷售總監。他擁有超過20年的金融服務、風險管理和國際商務經驗,包括領導世界上知名金融機構的風險管理部門。在擔任現職之前,Douglas多年來一直是LexisNexis Risk Solutions的金融犯罪合規總監,負責推動風險工具的戰略和產品開發,這些工具被全球最大的銀行使用以減輕金融犯罪合規問題。

講者簡介



Zeng Zhonglu 曾忠祿

Chairman

Asia Pacific Association for Gambling Studies 亞太博彩研究學會會長

Zeng Zhonglu graduated from the Institute of International Economics, Nankai University, Tianjin, in 1998, with a PhD in economics. From 1998 to 2004 he was a professor and doctoral supervisor at Jinan University.

From 2002 on he has been focusing on research of Macau's gaming industry and economic development. His main research directions are the development trend of Macau's gaming industry, the consumption behavior of mainland China gambling visitors, and the strategic management of gaming companies. Professor Zeng has had many papers published. He was also a member of the Economic Development Committee of the Macau SAR Government for six years and once engaged in consulting work for Guangdong Mobile Communications, Guangdong Expressway Company, and China Telecom Research Institute.

Currently, he also serves as a PhD candidate supervisor at Macao Polytechnic University and as a consultant for many companies. 曾忠祿於1998年畢業於天津南開大學國際經濟研究 所,獲經濟學博士。他在1998年至2004年為暨南大學 教授、博士牛導師。

他自2002年起開始專注研究澳門的博弈產業與經濟發展,主要研究方向為澳門博弈業的發展趨勢、內地賭客博弈消費行為、博弈企業策略管理等,並在國際知名期刊發表多篇專業論文。他曾擔任六屆澳門特區政府經濟發展委員會委員,並曾為廣東移動通訊、廣東省高速公路公司、中國電信研究院從事諮詢工作。

他目前也擔任澳門理工大學博士生導師以及多家企 業顧問。



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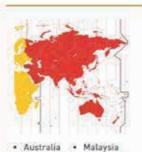
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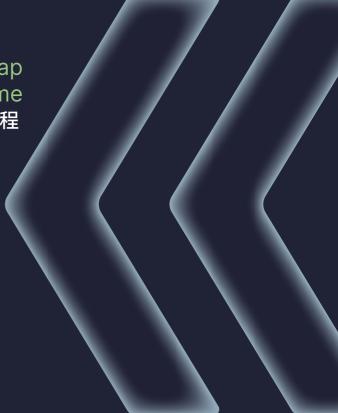
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