

# Wiggin Games Summit 2019

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**WIGGIN**

# Welcome

It's a real pleasure to welcome you to the Soho Hotel for the annual Wiggin Games Summit.

As this afternoon will demonstrate, there is a lot to be excited about in the world of games. We will be taking a whistle stop tour through the key issues affecting the industry, such as regulatory changes and ethical concerns, as well as technological developments and the effect they will have on platforms and business models.

I hope you have an enjoyable and thought-provoking afternoon and look forward to catching up at our networking session afterwards. If you would like to tweet about the event, please use #WGS2019 to join the conversation. However, as veterans of this event will know, we hold this event under the Chatham House Rule, so when reporting or tweeting about this event, please only report what was said and not the identity of any of the participants.

Let me finish by thanking our sponsors for their support in putting on this event.



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## About Wiggin

Wiggin is a law firm focusing on digital entertainment and technology. Wiggin's games team is one of the leading practices in the UK. Clients range from individuals and independent studios to global developers and publishers, as well as technology and service providers who support the industry.

The team delivers real value by providing commercial advice based on a deep understanding of the games industry. We understand how it works, the commercial norms of the deals involved and how laws and regulations apply. This enables us to work with clients as a trusted partner, offering commercial and strategic input in conjunction with first class legal expertise.

[www.wiggin.co.uk](http://www.wiggin.co.uk)



# Agenda and programme

1.30	Registration	
2.00	<b>Welcome and introduction</b>	<ul style="list-style-type: none"> <li>• Paul Gardner, Wigin</li> </ul>
2.10	<b>Later stage investment: Private Equity vs IPO</b>	<ul style="list-style-type: none"> <li>• Neil Patel, Managing Director, Technology and Gaming, Liberum Capital</li> <li>• Andy Bryant, Analyst Technology and Gaming, Liberum Capital</li> </ul>
2.35	<b>Next-generation consoles and cloud as a competitive platform</b>	<ul style="list-style-type: none"> <li>• Piers Harding-Rolls, Director, Head of Games Research, IHS Markit</li> </ul>
3.00	<b>How will platforms and business models fare over the next 3 years?</b>	<ul style="list-style-type: none"> <li>• <b>Stefan Lampinen, Managing Director, Game Advisor Ltd</b></li> <li>• Cheryl Razzell, Director of Platform and Live Operations, Polystream</li> <li>• Jonathan Holmes, Founder &amp; Studio Director, Milky Tea Studios</li> <li>• Nick Button-Brown, Chair of the Board of Directors, Outright Games</li> <li>• Phil Rogers, CEO Europe and America, Square Enix</li> </ul>
3.30	Break	
4.00	<b>A sledgehammer to crack a nut? Can games avoid sweeping regulatory change, and if not, how can we thrive in a new regulatory environment?</b>	<ul style="list-style-type: none"> <li>• <b>Vincent Scheurer, General Counsel, Rebellion and co-founder of Payload Studios</b></li> <li>• Ann Becker, Head of Policy and Public Affairs, Interactive Software Federation of Europe</li> <li>• Nicholas Lovell, GAMESbrief</li> <li>• Jo Twist, CEO, Ukie</li> </ul>
4.30	<b>Discovery: a bigger challenge than distribution or development?</b>	<ul style="list-style-type: none"> <li>• <b>James Binns, CEO, Network N</b></li> <li>• Robert Price</li> <li>• Saad Choudri, Chief Commercial Officer, Miniclip</li> <li>• Stuart Dinsey, Chairman, Curve Digital</li> </ul>
5.00	<b>Current and future ethical challenges for the industry - what needs to change and how?</b>	<ul style="list-style-type: none"> <li>• <b>James Batchelor, UK Editor, GamesIndustry.biz</b></li> <li>• Kim Parker Adcock, Managing Director, OPM Response</li> <li>• Maria Sayans, CEO, ustwo games</li> <li>• Véronique Lallier, Global VP Marketing / General Manager Europe, Hi-Rez Studios</li> </ul>
5.30	Close and drinks	

# About our sponsors

## LIBERUM

Liberum is a leading independent UK provider of investment banking, research, sales and trading. Our differentiated all cap model means we partner with clients of all sizes to create long-term value. Founded in 2007, we have a unique all cap business model built around original thinking and excellence in client service and execution. Our responsible and collegiate way of working, shaped by our employee-owned business model, is reflected in how we interact with each other and with our clients. With staff in the UK and US, as well as well-established connections in Continental Europe, our clients benefit from our trusted relationships, expert industry knowledge and excellent track record in capital raising. We have delivered 10 consecutive years of profits and were named the leading UK Corporate Broker by Extel for Small & Mid Cap companies in 2018.

## Saffery Champness

CHARTERED ACCOUNTANTS

Saffery Champness is the 12th largest firm of chartered accountants in the UK by fee income, with nine UK offices, plus international offices in Dubai, Dublin, Geneva, Guernsey and Zurich. We have sector specific expertise and advise all corners of the video games industry, ranging from new micro-studios to internationally respected independent studios, and large multinationals. Our team can assist with: structuring advice on British qualifying games; helping maximise the UK Video Games Tax Relief; auditor's and accountant's reports; tax and VAT advice and assistance with government sponsored incentives such as the Research & Development Tax relief; and the Enterprise Investment Scheme (EIS).



Digital Development Management (DDM) is the world's leading video game agency. Founded with a mission to improve the business of video games, we provide the right solutions for development, publishing, distribution and crowdfunding. Over the past decade, we have secured over \$700 million in development deals and more than 300 overall agreements. Our team of industry experts is based in eight international offices, ensuring personal relationships around the globe. With an unsurpassed record of success and an unparalleled roster of clients, we bring together the right partners to tackle video game business opportunities. For more information about DDM visit [www.ddmagency.com](http://www.ddmagency.com)



Bastion is a full-service marcoms agency providing strategic and tactical support, helping clients grow and thrive. Current clients include, Amazon Games, Electronic Arts, Epic Games, Square Enix, ukie, MyGames, Ustwo Games, NCSOFT, Private Division, Royal British Legion, British Toy and Hobby Association, Toy Retailers Association and Hiro Capital. Bastion co-owns Develop Brighton and the Develop Star awards which it also produces. Bastion is based in Shoreditch London and is the founding partner of Onevoice, a global network of consultancies specialising in interactive entertainment.

## Polystream

Polystream is fundamentally changing the way the world consumes 3D interactive content forever. From gaming, immersive training to transformational brand experiences, as our desire to consume on-demand through the cloud increases, Polystream's ground-breaking technology is empowering interactive graphic content to be available at an unprecedented scale. Enabling the cloud to work as designed, we use the power of dynamic compute, the performance of 5G and next-generation networks, along with the intelligent edge to completely re-design streaming. By connecting the computing power of the cloud to the billions of GPUs in devices, we conquer the challenges of scale: concurrency, reach and cost. Visit us at [Polystream.com](http://Polystream.com)