

About our sponsors

Bastion



Bastion is an award-winning communications and marketing agency dedicated to the video games space, committed to crafting global campaigns that authentically engage players and communities, helping clients to grow and thrive. Current clients include Epic Games, Riot Games, Square Enix, Bandai Namco, Amazon Games, Private Division, Splash Damage, Konami and Wizards of the Coast.

Based in Shoreditch, London, Bastion co-owns Develop:Brighton and the Develop:Star Awards, and is the founding partner of OneVoice, a global network of video games focused consultancies providing services including global media relations, influencer engagement through in-house influencer marketing agency, Pinpoint, marketing solutions including Steam support and full-service event management.

bastion.co.uk

DDM Agents



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 representation to development studios, consulting to firms building initiatives in the game industry and investment services to gaming companies looking for investment or to exit.

Over the past 17 years, we have secured over \$1.2B in development deals and over 700 deals of all kinds. Our team of industry experts is based in nine international offices, ensuring personal relationships around the globe. DDM's Data & Research team publishes the DDM Games Investment Review, which is regularly covered by *Forbes* and other high profile new media. With an unsurpassed record of success and an unparalleled roster of clients, we bring together the right partners to tackle video game business opportunities.

ddmagency.com

Saffery LLP



Saffery LLP is an adviser to individuals and businesses across a range of sectors, providing market-leading accountancy, audit, business advisory, tax and VAT services. Founded in 1855 by Joseph John Saffery, it is currently the 15th largest accountancy firm by UK fee income.

saffery.com

GG Insurance



GG Insurance understands the unique risks faced by video game developers. Their comprehensive insurance solutions are specifically tailored to protect your game and ensure your peace of mind. With their specialized coverage options, you can safeguard your business against potential liabilities and unexpected events.

gginsurance.net

The logo for wiggIn, with the word 'wiggIn' in a white, lowercase, sans-serif font. The background of the entire page is a blurred image of a person's hands typing on a backlit keyboard in a dimly lit room with colorful ambient lighting.

Games Summit 2023

I'm delighted to welcome you to the Ham Yard Hotel for the annual Wiggin Games Summit.

What an extraordinary year it has been for the industry.

A number of amazing games have been released and achieved record-breaking sales; ten million copies of *The Legend of Zelda: Tears of the Kingdom* sold in three days, 15 million copies of *Hogwarts Legacy* in less than two months, and *Diablo 4* grossed (the biblically appropriate number of) \$666 million in 5 days.

But alongside these successes runs a very different narrative. The more challenging trading conditions and economic environment that appeared in 2022 have continued and begun to be manifest across the industry. We have seen waves of redundancies, depressed share prices and increasing difficulties when it comes to raising finance and executing M&A transactions.

But the industry eco system has been resilient. Creative and talented teams continue to form - and for the right teams there is the finance available to support their growth. Many exciting and ambitious projects are in development, often with very significant budgets, there are increasing collaborations with other entertainment industries and of course the opportunities and challenges of generative AI continue to develop at pace.

One ongoing theme is the increasing focus on the industry from regulators. Most media attention here has focused on the CMA's deliberations around Microsoft's acquisition of Activision Blizzard. However, the CMA, the ICO and the ASA have all been very active across the industry, and now with the Online Safety Act, they have been joined by Ofcom. And that is just the UK.

As you will see from the programme, this afternoon we will consider a wide range of issues affecting the industry and will look ahead to what 2024 may hold.

I would like to thank our sponsors [Bastion](#), [DDM Agents](#), [Saffery LLP](#) and [GG Insurance](#). All are leaders in their respective fields, and we are proud to partner with them. Their support has helped us keep the Wiggin Games Summit free to attend. If you want to meet one of them and don't manage to do so at this event, then just let us know and we can put you in touch.

I hope you have an enjoyable and thought-provoking afternoon and look forward to catching up at our networking session afterwards. If you'd like to tweet about the event, please use #WGS2023 to join the conversation.



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Programme

Time	Session	Presenter / Participants
2.00	Welcome	Paul Gardner (Partner, Wiggin)
2.10	The Competitive Landscape for Console Gaming	Piers Harding-Rolls (Research Director, Ampere Games)
2.30	Gaming's next gen leaders; does today's working world equip them to succeed? Should senior leaders be more concerned about the impact of hybrid and remote working on the development of younger generations entering the gaming workforce? Whilst there may be little negative impact on established talent or senior leaders, achieving a cohesive learning environment for entry or graduate level talent is difficult. This is compounded by the fact that this generation has already been heavily affected by Covid, being deprived of the socialisation experiences gained in their later years of school, university, or early working life. What can be done to address this and are senior leaders taking adequate responsibility for a potential industry talent crisis?	Moderator: Kathryn Spetch (Gaming & Interactive Entertainment Lead, Odgers Berndtson) <ul style="list-style-type: none">Saad Choudri (CEO, Miniclip)Carolyn Krenzer (CEO and Founder, Trailmix Games)Keeley Vaughan-Davies (CPO, Jagex)
3.00	Regulatory developments and the implications for the games industry As the UK and EU start to diverge, regulatory requirements for interactive entertainment businesses continue to be an evolving beast. In this panel, we explore the developing landscape around online safety, child protection and monetisation, and what the games industry can expect from governments and regulators in 2024.	Moderator: Isabel Davies (Senior Associate, Wiggin) <ul style="list-style-type: none">Ann Becker (Head of Policy and Public Affairs, Video Games Europe)Ben Greenstone (Managing Director, Taso Advisory)Daniel Penfold (Vice President, Legal, Warner Bros. Interactive Entertainment at Warner Bros. Discovery)
3.30	The end of growth. Are there any worlds left to conquer?	Nicholas Lovell (Industry advisor)
3.45	Break	
4.20	State of the Gaming Market	Kartik Prabhakara (Founding Partner, Aream & Co)
4.40	Five themes in games for 2024 (and how accurate were our predictions for 2023?)	Joseph Teasdale (Head of Tech, Enders Analysis)
5.00	Music and Games - Harmony or Dissonance? Music is playing an increasingly important role in creating an immersive gaming experience, just as it does in film and TV. However, as the music industry's involvement with games has grown, the differences in the expectations of each industry have emerged as points to resolve. The panel will explore these issues and how they affect the licensing and commissioning of music, including a look at the role of collection societies. The panel will also consider the potential impact of cutting-edge technology on music in games.	Moderator: Alexander Ross (Partner, Wiggin) <ul style="list-style-type: none">Dr Jo Twist (CEO, British Phonographic Industry)David Knox (Co-Founder and President, Reactional Music)Graham Best (Senior Account Manager, New Digital Markets, PRS for Music)
5.30	What next? A round up of the challenges and opportunities for the industry. Picking up on issues that have been highlighted by the presentations and panels during the afternoon, this panel will discuss the opportunities and challenges that lie ahead for the industry.	Moderator: Peter Lewin (Partner, Wiggin) <ul style="list-style-type: none">Tobias Sjögren (CEO, Starbreeze Studios)Maarten de Koning (Partner, Executive Vice President, Digital Development Management)Serena Shih (Strategic Partnerships Lead EMEA, Google Play)
6.00	Close and drinks	