



2nd Greek Online Gaming Day

22 Φεβρουαρίου 2023

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AGENDA

10:00 – 11:30

WELCOME

Grigorios Leonidis,

Managing Director, CLEON Conferences & Communications

COORDINATOR

Antonis Papagiannidis,

Lawyer, Journalist

INTRODUCTORY SPEECHES

Christos Panagopoulos,

Chairman of the HGA - Hellenic Gaming Association

Adonis Georgiadis,

Minister of Development & Investment

George Mavrotas,

General Secretariat of Sports, President of The National Platform for Sport Integrity (E.P.ATHL.A)

Giorgos Vassiliadis,

Deputy Secretary of SYRIZA PROGRESSIVE ALLIANCE

Dimitrios Ntzanatos,

Chairman, Hellenic Gaming Commission

Speech title: *"Online Gaming Market: Timely and Effectively Addressing the Challenges of an Extremely Dynamic Market"*

Giorgos Pitsilis,

Governor IAPR (*Independent Authority for Public Revenue*)

11:30 – 12:00

PANEL I: GREEK ONLINE GAMING MARKET – VISION FOR 2025

- Brief presentation of the current market data
- Operators and regulator discuss international trends
- Focus on business, market size, trends and future growth

Dimitrios Papadopoulos,

Chief Operations Officer - Hellenic Gaming Commission

Speech title: *“Greek Gaming Market: Recent Developments, Opportunities and Threats”*

Thomas Tzokas,

Founder & CEO, winmasters

Speech title: *“Online Gaming Contribution to the Greek Market & Future Perspectives”*

12:00 – 12:30

PANEL II: TAXATION – HOW MUCH IS TOO MUCH?

The impact of the current tax policy (GGR tax, corporate tax) on sustainability of existing operators, solutions, lack of coordinated and long-term strategy for improving competitiveness of Greece in the IT sector in general (cf. developments in Malta)

Teemu Lehtinen,

Country Manager, Oddsium Hellas

Speech title: *“Taxation for better channeling of online gambling”*

Morten Ronde,

Danish Online Gambling Association,
Managing Partner Nordic Gambling

12:30 – 12:45

Break

12:45 – 13:30

PANEL III: INVESTMENT OPPORTUNITIES & CHALLENGES

Vasilios Kiritsis,

Chartered Accountant - Chartered Auditor

Speech title: *“The Participation of Gaming in Public Revenue”*

Panagiotis D. Alexopoulos,

Professor University of Peloponnese Department of Sport
Organization and Management

Kyriakos Fourniadis,
Managing Director South East Europe @ Better Collective

13:30 – 13:45

SPEECH

Josip Tolić,

Head of Regulatory & Government Affairs, Aircash

Speech title: *"FinTech: An important Partner for a better Online Gaming Market!"*

13:45 – 14:30

Light Launch

14:30 – 14:45

SPEECH

Panayotis Maskell,

Legal Representative, Plumo LTD Athens Branch

14:45 – 16:15

PANEL IV: FUTURE OF ONLINE GAMING REGULATION IN GREECE

Focus on regulatory pipeline, learnings from the regulation after the first year, best practice from abroad, better enforcement of compliance and policing of illegal gambling

Antonios Alexiou,

Head of IT Directorate - Hellenic Gaming Commission

Yiannis Economakis,

Legal Counsel, HGA - Managing Partner, I. Economakis & Partners Attorneys-at-Law

Speech title: *"Commercial Communication for the online gaming providers: The need for reforming the regulations, recent developments and the black-market operators' commercial communication"*

Konstantinos Maragkakis,

EEA CEO Paysafe Payment Solutions Ltd

Andrew Gellatly,

Executive Director, Alderney Gambling Control Commission

Krister Malm,

Founder and CEO, Oddsium

16:15 – 16:30

Manolis Melampianakis

Fraud & Cyber Security Engineer, DTI-Solutions

Speech title

“Online Fraud Management. IS NOT A GAME. Key Solutions for Protecting Your iGaming Business from Online Fraud”

16:30 – 16:45

Vasiliki Panousi,

Manager - EU Affairs, EGBA

Speech title

“Safer gambling in Europe: identified gaps and key-initiatives”

16:45 – 18:15

PANEL V: SAFE GAMING – THE MIDDLE ROAD

Operators, foreign experts and regulator discuss about implementation of rules foreseen in the law and regulation

George Mavrotas,

General Secretariat of Sports, President of The National Platform for Sport Integrity (E.P.ATHL.A

Speech title: *“Joining forces against manipulation of sport competitions”*

Vasileios Papakostas,

Director of Hellenic Police HQ Cybercrime Division, Police Colonel

Eleni Glinou,

Head of Compliance Directorate - Hellenic Gaming Commission

Katia Koxenoglou,

Vice President & Managing Director of Atromitosfc, Deputy President of SuperLeague

Speech title: *“The contribution of betting company sponsorships to football”*

Panagiotis Skylras,

Chief Compliance and Information Security Officer, Novibet

Speech title: *“How customers can identify the responsible operator?”*

Speakers



Grigorios Leonidis

Managing Director
CLEON Conferences & Communications

He is a graduate of the Ludwig-Maximilians Universität München in the field of Communication and Mass Media and holds a Ph.D. Communication and Media Studies of the same institution.

He started his professional career from Siemens in Germany and quickly continued in Greece as Corporate Communications Director. During his professional career, he was a communication director at, among others: Vardinogianni Group, Papastratos, Club Hotel Casino Loutraki and ERT.

In 2014, in collaboration with Palladian, he founded Palladian Conferences where he was Managing Partner until March 2021.



Antonis Papagiannidis

Coordinator - Journalist

He studied Law and Economics in Athens, Strasbourg, specializing in European law & economics and Medieval history. He dealt professionally with business law and European law issues.

Advisor for European Affairs at the Ministries of National Economy, Foreign Affairs and Culture and Advisor for European Affairs of the Athens Daily Newspaper Owners Association. He was a communication consultant at the Bank of Greece (1999). Today he is hosted by «Naftemporiki», he writes in PROTAGON and is the General Manager of the economia Group («Financial Inspection» / economia.gr.)

He participates in the evening report of action 24.



Christos Panagopoulos

Chairman of the HGA - Hellenic Gaming Association

Christos Panagopoulos, journalist, born in Patras, in 1960. During his career he held the position of President and CEO of the Greek National Broadcasting Organization (ERT) from 2004 to 2009, CEO of SKAI Media Group from 2010 to 2014, Editor in Chief in Kathimerini newspaper from 1997 to 2004. He also worked as Chief Editor in Antenna TV, Mesimvrini newspaper etc.. For two years from 2015 to 2017, Deputy Director of DIGEA (Digital provider of television stations in Greece) and co-modulator of the digital environment for television in Greece.

Mr. Panagopoulos acted as Executive Vice President in Panathinaikos FC from 2014 to 2019. Since 2021 he is President of the Greek Gaming Association.



The “Hellenic Gaming Association” (HGA), is a Non-Profit Organization that has been operating for a year with President Christos Panagopoulos.

Its members are companies that represent brands such as: Novibet, Winmasters, Netbet, Fonbet and Interwetten.

The main purpose of the HGA is to undertake actions that will contribute to improving the competitiveness, regulatory compliance and reliability of the online gambling market in Greece, formulating documented positions, formulating proposals and transferring them to the competent bodies on matters related to the organization and conduct of games of chance online in Greece, in particular to the Commission for the Supervision and Control of Games (E.E.E.P.) and the Ministry of Finance, but also the participation in scientific research concerning the sustainable development of the sector of online games of chance in a manner consistent with the rules of Responsible Gaming.



George Mavrotas

General Secretariat of Sports, President of The National Platform for Sport Integrity (E.P.ATHL.A)

George Mavrotas was an international water polo player (1984-2000) with 511 caps, participation in 5 Olympic Games, captain of the national team from 1995 to 2000 and member of the world selection in 1999. Concurrently with his athletic career, he attended the School of Chemical Engineering in the National Technical University of Athens (NTUA). He received his PhD diploma in 2000 with expertise in Operational Research and today he is an Associate Professor in NTUA with more than 65 scientific publications (Scopus).

From 2003 to 2010 he was member of the Greek Antidoping Organization. In the period 2015-2019 he was member of the Hellenic Parliament with the reformist party "Potami". In the period 2016-2019 he was also member of the Parliamentary Assembly of Council of Europe and from 2018 chairman of the Sub-Committee of Education Youth and Sport. In July 2019, he was designated as Secretary General of Sport in the Ministry of Culture and Sport, and from 2020 he is Chairman in the National Platform for Sport Integrity (National Platform according to article 13 of the Macolin Convention). From June 2021 he is the Chairman of the Follow Up Committee of the Macolin Convention of the Council of Europe.



Giorgos Vassiliadis

Deputy Secretary of SYRIZA PROGRESSIVE ALLIANCE

He was born in Piraeus in 1978. Graduate of Law School of the Democritus University of Thrace and Strathclyde University in Glasgow. He is a member of the Athens Bar Association since 2004, practicing mainly IT, Corporate and Public Law.

He has served twice in governmental positions as

Secretary General of the Ministry of State (Anti Corruption 2015-2016)

Deputy Minister of the Ministry of Culture and Sport (Sport 2016-2019)

He is a member of the Central Committee of the SYRIZA since 2016 and since 2022 Alternate Secretary of the highest party organ of the main opposition of the Hellenic Parliament.

He is married and a father of three.



Dimitrios Ntzanatos

Chairman, Hellenic Gaming Commission

Dimitris Ntzanatos is a former Certified Auditor with 46 years of continuous professional employment. He has served as Chairman of the Board of Directors of one of the Greek big four auditing company for 21 years, from 1996 to 2017. He holds a PhD in accounting, auditing and taxation. He has authored books on International Accounting Standards, International Standards on Auditing and Income Taxation.



Giorgos Pitsilis

Governor IAPR (Independent Authority for Public Revenue)

George Pitsilis, Governor of the Independent Authority for Public Revenue, is an Attorney at Law, researcher and experienced professional.

He has graduated from the Athens School of Law (LL.B.), where he also obtained an LL.M. in Public Law. He has obtained a DEA in Tax Law from the University Pantheon-Sorbonne (Paris I).

Following his tax studies, George Pitsilis has gained particularly significant know – how and practical experience in Domestic and International Tax Law.

Since 2008, he is a Member of the BoD of the Greek Society of Tax Law and Public Finance Studies. He is, also, member of the editing committee of Greek legal reviews, author of several articles and commentaries in Greek and international legal reviews.

He served as the President of the Intra-European Organisation of Tax Administrations (IOTA) for the terms 2019-2020 and 2020-2021 and is currently a member of the OECD FTA Bureau.



Dimitrios Papadopoulos

Chief Operations Officer - Hellenic Gaming Commission

Mr. Dimitrios Papadopoulos is the Chief Operation Officer of the Hellenic Gaming Commission (HGC). He has a degree of Political Science and Public Administration he has a master’s degree in Public Policy, and he is a graduate of the Hellenic School of Public Administration. He works for the HGC since 2013. During his service in the HGC he has managed to deal with major regulatory and policy issues, the most important of which were related to the finalization of the licensing regime of online gaming providers in Greece and the concession agreements which are related to Integrated Resort Casinos (IRCs), as for instance the major investment of the IRC in Hellinicon. He is also representing the HGC in the Hellenic FIU. Currently, he is focusing on modifications related to the improvement of the Greek gambling regulations aiming at simplifications deemed necessary and introducing efficient practices of dealing with the illegal gambling networks.



Thomas Tzokas

Founder & CEO, winmasters

Thomas Tzokas studied Business Administration in the USA at Fairleigh Dickinson University in New Jersey and NYU in New York. He holds an MBA in corporate restructuring and venture development. In 2014 he founded winmasters, a fast-growing online gaming company licensed in Greece and other European countries with the aim of expansion into new regulated markets. Since then, he has been acting as CEO of the company. He has extensive experience in the online gaming and technology industry. From 2000 to this day, he has been an top management executive in leading companies in the industry, such as bwin, IGT/Lottomatica, Neurosoft and Park Avenue Gaming, with positions of increasing authority such as CEO, General Manager and Board Member in Europe and in the US. He also possesses an extensive business experience in the media and e-marketing sector through successful projects in various European markets.



Teemu Lehtinen

Country Manager, Oddsium Hellas

During the last 25 years, Teemu Lehtinen has worked with several Fortune 500 businesses, Governmental and non-governmental organisations, politicians as well as business executives to help them in their strategy towards business, policy, regulation and crisis management.

Currently Teemu is Country Manager to Oddsium Hellas, an innovative and ground-breaking mobile affiliate marketing platform. A leading lobbyist of the gambling sector in Greece he has represented a wide variety of interests related to online gambling.

Before moving to online gambling sector in 2010, Teemu was Executive Vice-President of Communication Effect, a leading Greek communications agency and exclusive affiliate of Edelman. From 2002 to 2007, Teemu was Managing Director, Public Affairs of Edelman, world's largest communications agency, in Brussels. He started his Brussels career in 1996 when he joined EPPA, a large privately held public affairs firm.



Morten Ronde

Danish Online Gambling Association,
Managing Partner Nordic Gambling

Morten Ronde is the CEO of the Danish Online Gambling Association and a founding partner of the law firm, Nordic Gambling.

He has more than 20 years of experience in the private and public sectors. He is a lawyer from the University of Copenhagen in 1999 and has previously worked as a legal adviser for Danske Spil and was later for 12 years employed in the Gambling Authority under the Ministry of Taxation, where he was heavily involved in writing the legislation in 2012 that abolished the state monopoly on gambling and introduced an open licensing system for betting and online casino.

Since then, he has been involved in shaping other countries' laws – including the gambling legislation in Sweden.

Morten is based in Copenhagen, Denmark.



Vasilios Kiritsis

Chartered Accountant - Chartered Auditor

Vasilios Kiritsis has graduated from the Department of Economic and Regional Development of Panteion University. He also holds a Master's Degree in Taxation and Auditing from the same University and a Professional Title from the Institute of Certified Public Accountants of Greece. His working experience comes up to twenty years, including fifteen years in an international audit firm.

That working experience refers to audits of industries, hotels, renewable energy companies and commercial companies. He has obtained great experience and specialized knowledge in tax matters, offering services in tax consulting and creation of company tax strategy. He has been also engaged in special audits for purposes of company mergers, acquisitions etc.



Josip Tolić

Head of Regulatory and Government Affairs

Josip holds a Master's degree in Law obtained from the Faculty of Law of the University of Zagreb and a title of Global Master of Business Administration with a major in Global Finance & Banking from the Swiss School of Business and Management Geneva.

His key everyday task is to identify, analyse and evaluate new trends and developments in the payments area and connected industries with an aim to formulate the impact and proposed course of action for the company.

Skilled in EU digital payments, FinTech and digital policies, AML, GDPR, and connected regulatory frameworks with a strong track record in EU policy debates, including the position of Aircash's representative within the European Digital Payments Industry Alliance (EDPIA).



Panagiotis D. Alexopoulos

Professor, Member of the Board of Directors,
University of Peloponnese

Panagiotis D. Alexopoulos is a Professor in the Department of Sports Management and Organization. He is elected as a Member of the Board of Directors at the University of Peloponnese. He served as Dean of Faculty of Human Movement Sciences and Quality of Life, at the University of Peloponnese from 2019 to 2022. He is also the Director of the Academic Laboratory, entitled “Laboratory of Services Organization & Management, and Quality of Life”, at the University of Peloponnese. He teaches at the Postgraduate Program entitled “Organization and Management of Sport Organizations and Enterprises” since 2008 and he is also a member of his Steering Committee. His research interests focus on innovative issues regarding the management of football science, on the advancement of sports betting industry, and the strategic leadership of sports industry, and sport policy regulations. He has acquired teaching experience for more than 30 years in all three levels of education. He has worked for more than 25 years as a business consultant, Chairman, Managing Director, General Manager of Private S.A Companies and Public Organizations. He has also worked as a professional football coach in all professional and amateur categories for 12 years. He has co-authored 5 books, and Chapters in the field of Science of Football and Sport Betting, and has published over 20 research papers in international scientific journals and conferences. He has a tremendous administrative and scientific experience in sport management coaching seminars, and also he is the Academic Coordinator of the ‘Sport Executives Training Seminars’, organized with the Ministry of Sports and the General Secretariat of Sports. Also, he is the instigator of the ‘Sports Executives Training Institute, an innovative project that has never been implemented before in Greece.



Kyriakos Fourniadis

Managing Director
South East Europe @ Better Collective

Kyriakos is Managing Director for South East Europe in Better Collective. He joined Better Collective back in 2018 as he sold his startup company, focused in affiliate business, to BC in July 2018. Graduated from Aegean University with a polytechnic's degree in Financial Management Engineering and a master's degree from University of Macedonia in International Business. His main experience comes from business development and he is strongly focused on the mission, known as a problem solving oriented person. He is working more than 15 years in iGaming Business, developing and operating strong sports media brands and communities with reliable and cutting-edge content, managing concepts and business opportunities from idea to successful implementation, handling M&A in european countries, mainly in Italy and Romania, setting up new teams and creating strategies for optimising conversion in customer acquisition campaigns.



Panayotis Maskell

Legal Representative, Plumo LTD
Athens Branch

Ο Παναγιώτης Μάσκελλ από το 2021 είναι Νόμιμος Εκπρόσωπος της PLUMO LTD Υποκαταστήματος Αλλοδαπής στην Ελλάδα. Έχει σπουδάσει στο Cass University στο Business School στο Λονδίνο και απέκτησε το Master Degree στην Διοίκηση Επιχειρήσεων. Πάνω από 20 χρόνια εμπειρίας σε ανώτερες διοικητικές θέσεις στον κλάδο των λαχείων, των στοιχημάτων, και των τυχερών παιχνιδιών. Πάνω από 25 χρόνια συσσωρευμένης εμπειρίας στη διοίκηση, την επιχειρηματική ανάπτυξη και τις επιχειρήσεις. Κατά το παρελθόν έχει διατελέσει Σύμβουλος στην Αγγλική Εταιρεία INFORMED SOURCES, στο Λονδίνο, παρέχοντας συμβουλευτικές υπηρεσίες και στο digital marketing μεταξύ άλλων και στην στοιχηματική εταιρεία William Hill. Για ένα μεγάλο διάστημα ήταν Εμπορικός Διευθυντής στο Intralot της Πολωνίας, υπήρχε Ιδρυτής & Διευθυντής Επιχειρηματικής Ανάπτυξης στην Εταιρεία MADinMedia, Ελλάδα, όπως και Ιδρυτής & Διευθύνων Σύμβουλος στην Εταιρεία I-Contact, Ελλάδα και σε άλλες διεθνείς Εταιρείες.



Antonios Alexiou

Head of IT Directorate - Hellenic Gaming Commission

Dr. Antonios Alexiou is a high performing and results-oriented professional, with more than fifteen years of diverse experience, ranging from IT consulting in private and public organizations, to design and implementation of systems and services. He has a strong IT engineering background, combined with solid business acumen, leadership and communication skills. He is the head of Information Technology Directorate in the Hellenic Gaming Commission.



Yiannis Economakis

Legal Counsel, HGA - Managing Partner,
I. Economakis & Partners Attorneys-at-Law

Mr. Economakis is a lawyer as from 2001. In 2013 and after having obtained a partner status in one of Greece's top tier firms, he setup up law office (currently a law firm) "Economakis & Partners". He is a graduate of the Athens Law School and holds a postgraduate degree (LLM) by the University of Nottingham.

He is legal counsel for numerous Greek and foreign companies, among which the Hellenic Gaming Association. He has the supervision of the Online Gaming Department in his law firm which has dealt with both compliance and licensing for several online gaming companies (B2C), games' vendors (B2B), test labs, affiliates and live studios' operators.



Konstantinos Maragkakis

EEA CEO Paysafe Payment Solutions Ltd

Konstantinos is a business executive with 14 years' experience in corporate governance and operational management in highly regulated sectors in the EU related to e-platforms and digital businesses in-house or as consultant.

In 2018, Konstantinos was appointed as the EEA CEO of the eCash EEA business entity of the Paysafe Group and currently is managing the Digital Wallets / Issuing and Acquiring division in the EEA ensuring that the Group' attains its growth goals successfully and in line with the broader EEA regulatory framework.



Andrew Gellatly

Executive Director, Alderney Gambling Control Commission

Andrew Gellatly is the Executive Director of the Alderney Gambling Control Commission (AGCC) a role which he commenced in December 2022. Prior to joining the AGCC Andrew was the co-founder of the regulatory intelligence service VIXIO Gambling Compliance in 2006, and assumed the role of global managing editor, building its wide range of relationships throughout the online and land-based sectors. He oversaw the growth of the business and its sale to private equity in 2019, continuing as the head of global research services until 2022. As a journalist, before VIXIO Gambling Compliance, he covered technology, gambling and sport and launched the magazine I-gaming Business. He wrote the Financial Times special report on the global gaming industry in 2002 and has been a regular FT contributor on sport, gaming and technology. He has chaired and spoken at gambling conferences worldwide.



Krister Malm

Founder and CEO, Oddsium

Krister Malm is an experienced international gaming business development professional and entrepreneur, with a proven successful track record for a number of high-profile international companies and his own quantum leap in the igaming industry: Oddsium. Krister has a long-term experience of the international interactive entertainment and gaming industry, and is highly creative, innovative & pro-active. Krister is also a frequently requested and featured speaker and panellist at various i-gaming and sports betting events across the world, including the US, UK, Portugal and his native Sweden.



Manolis Melampianakis

Fraud & Cyber Security Engineer, DTI-Solutions

Manolis Melampianakis serves as a Fraud & Cyber Security Engineer for DTI Solutions with extensive knowledge in Digital Fraud Management.

His main focus is fraud investigations, risk assessments and data analysis (FRAs), as well as protection against digital fraud incidents for large-scale organizations, including Banks, Telecommunication, and online Gaming & Betting companies.

During his tenure in DTI, Manolis has been involved in several projects of all aspects of protecting a company's sensitive data on its networks, systems, and applications using cutting-edge technologies.

Manolis holds a Bachelor's Degree in Computer Engineering and a Master's degree in Cyber Security & Digital Infrastructures Protection from the Athens University of Economics and Business.



Vasiliki Panousi

Manager - EU Affairs, EGBA

Andrew Gellatly is the Executive Director of the Alderney Gambling Control Commission (AGCC) a role which he commenced in December 2022. Prior to joining the AGCC Andrew was the co-founder of the regulatory intelligence service VIXIO Gambling Compliance in 2006, and assumed the role of global managing editor, building its wide range of relationships throughout the online and land-based sectors. He oversaw the growth of the business and its sale to private equity in 2019, continuing as the head of global research services until 2022. As a journalist, before VIXIO Gambling Compliance, he covered technology, gambling and sport and launched the magazine I-gaming Business. He wrote the Financial Times special report on the global gaming industry in 2002 and has been a regular FT contributor on sport, gaming and technology. He has chaired and spoken at gambling conferences worldwide.



Vasileios Papakostas

Director of Hellenic Police HQ Cybercrime Division,
Police Colonel

Vasileios E. Papakostas holds the rank of Police Colonel and he is currently serving as the Director of the Cyber Crime Division of the Hellenic Police. He graduated with honors from the Officers' School of the Hellenic Police Academy, in 1997, and from the School of Continuing Education & Training of Hellenic Police Officers, in 2010. He holds a master's degree from the Department of Engineering Information & Communication Systems of the University of Aegean. He is a PhD Candidate of the Department of Information and Communication Systems Engineering of the University of the Aegean, in the Thematic Area of Artificial Intelligence.

He is specialized in Computer Programming and has served for 13 years as a Manager and Project Manager in the IT Department of the Hellenic Police Headquarters, in the field of Information Systems design and development of Computer Applications, as well as in the field of creation and support of the appropriate Technical and Operational Infrastructure of Informatics.

Finally, he has participated in a variety of specialized trainings in cybercrime, in the field of legal, network and information security, research methodologies, but also computer science, mainly in the analysis and development of database management systems development and security IT, as well as training in Objective Management and Human Resource Management. He has been certified as an Adult Educator, in matters of Provisioning of Security Services, by the National Organization for the Certification of Qualifications and Vocational Guidance of the Ministry of Education. He has been honored with the Medals: Medal of Prosperous Service of the Third Class, Medal of Police Value of the Second Class, Commander of the Order of the Phoenix, Gold Cross of the Order of Honor. Mr. Papakostas has been honored with the four Medals during his career.



Eleni Glinou

Head of Compliance Directorate -
Hellenic Gaming Commission

Eleni Glinou joined the Hellenic Gaming Commission (HGC) in 2013 and is now Head of the Compliance Directorate. She graduated excellently from the National and Kapodistrian University of Athens in Classical Philology. She has an MBA from Kingston University and an MA in Adults Education from Hellenic Open University. She has worked in the Hellenic public sector for more than 20 years in various positions. Before joining HGC, Eleni worked in the private sector, the Hellenic Ministry of Transport and Communication, the Greek Workers' Hearth Organization, and the Public Employment Service.



Katia Koxenoglou

Vice President & Managing Director of Atromitosfc,
Deputy President of SuperLeague

Aikaterini (Katia) Koxenoglou was born in Piraeus, where she grew up and still lives there till today. She graduated from Laverve University with a bachelor degree in Business Management. In 1999, while seeking her professional independency, she entered in the football industry, accomplishing secretarial duties by Xalkidona Football Club. Through her hard work, integrity and ongoing training, she was highly appreciated in the Greek professional football. Katia Koxenoglou is the first woman in Greece, who was appointed to an institutional important position to Super league, having elected to a historical decision, unanimously, as substitute President of Greek Football Organization.

She is the first Vice President of Atromitos Football Club. She offers her high quality services to this football team since 2005. What is more, she represents Atromitos F.C. internationally, through UEFA European Club Association (ECA).

Katia Koxenoglou is very active in Greek football, undertaking constantly important social initiatives, regarding both Atromitos F.C. and the Greek Super League. She participated as key note speaker in a lot of seminars and Forum with football as a topic. She speaks fluently 4 languages, notably, English, Spanish, Italian and French. She possesses a Master degree in Business Management by University of Cyprus. She is married with two daughters.



Panagiotis Skyrilas

Chief Compliance and Information Security Officer, Novibet

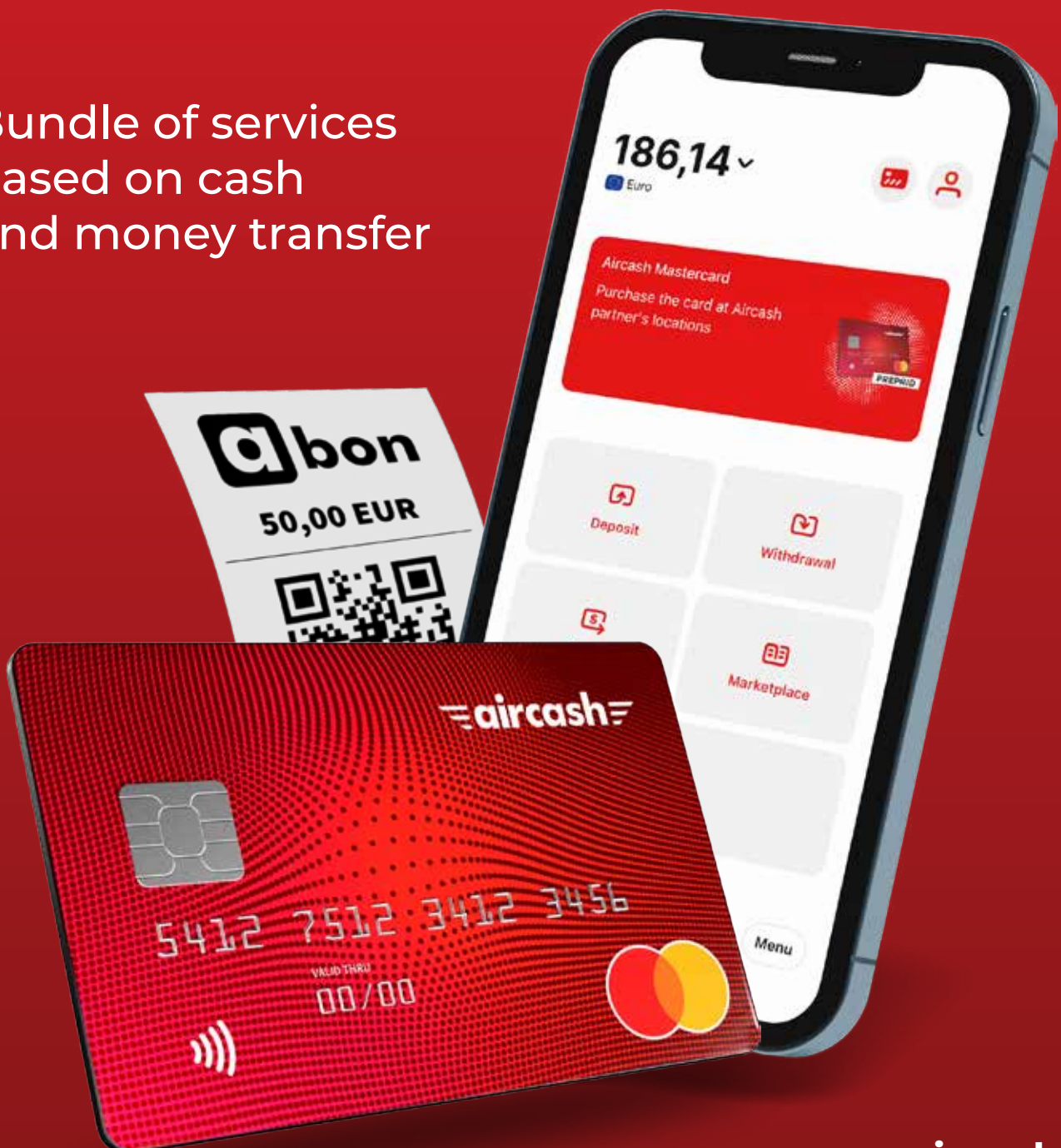
Panagiotis Skyrilas with undergraduate studies in Applied Mathematics (BS) in the USA and post-graduate studies (MBA) in Technology Systems Management at NTUA is the Director of International Development, Security, and Compliance at the leading multinational company of entertainment internet applications Novibet and has twenty years of experience in the fields of Information Security, Risk Management, Compliance and Data Privacy. He has worked as an Information Security Officer, Personal Data Protection Officer, and Management Systems Inspector for a number of years in the fields of Gametech (Kaizen Gaming, Novibet), Mobile (Vodafone), Internet Services (Vodafone Innovus), and Air Transport (Olympic Airways). He has completed information security system implementation projects abroad in banks, brokerages, and insurance companies. He holds ISO 27001, CISM chief inspector certifications, and held the position of vice president of the Hellenic Institute of Information Systems Control in the period 2017-21.

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Our advantage is solving customers' problems. We respond to the need how to quickly and easily pay and buy various services, send and receive money, with only a few clicks and using either only one app, one Aircash Mastercard prepaid card or just one e-money voucher.

Aircash offers to its customers and partners a bundle of services based on cash and money transfer, including the outstanding customer experience with one-click deposit and one-click withdrawal to and from an online customers' account.

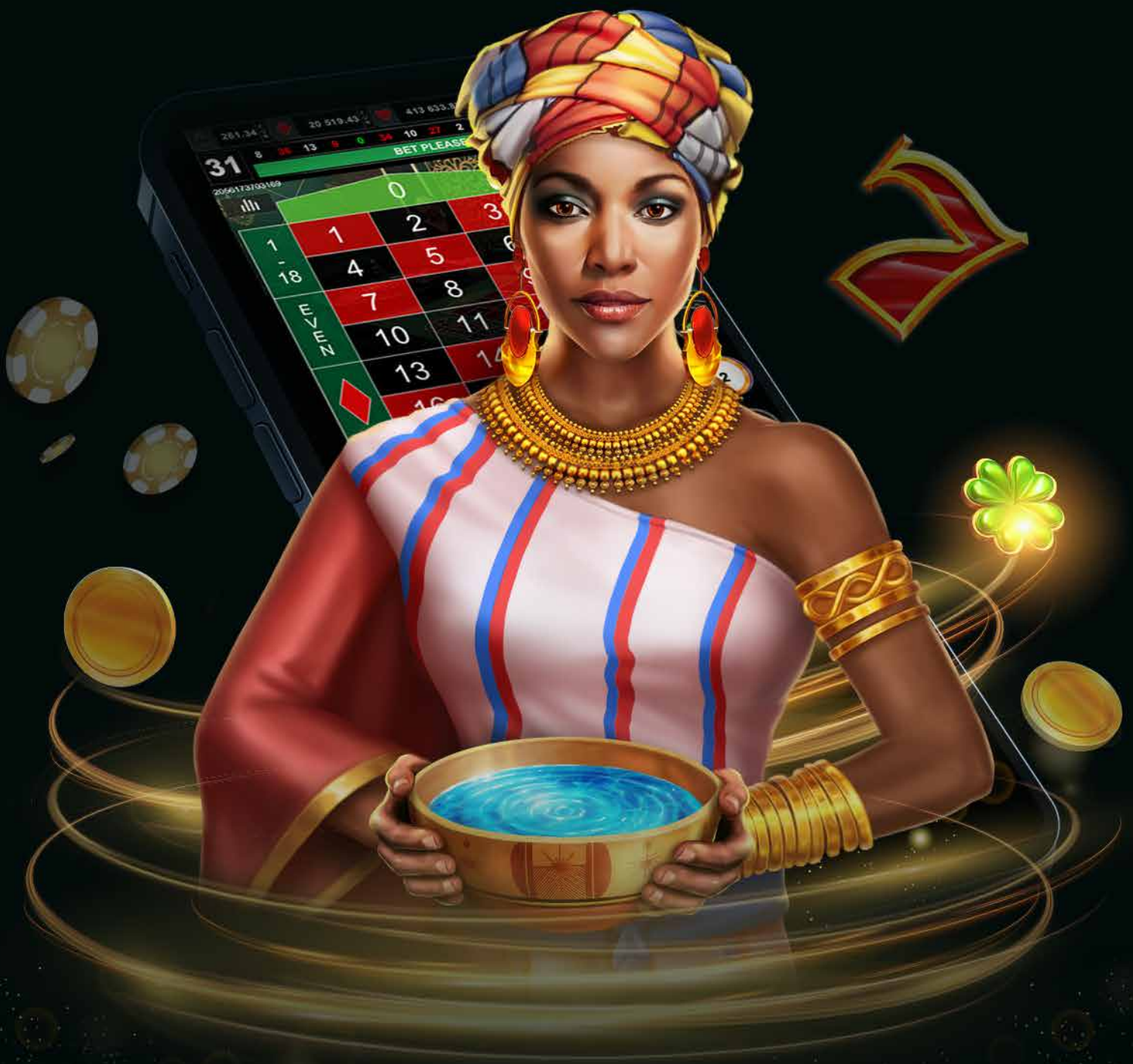
We base our expansion on highly reliable & stable financial-technology platform and successful business collaborations. Aircash have established numerous collaborations with partners from various industries, including the gaming industry, who are leaders in their business segments.

In 2021, we became the first non-banking institution in Croatia with status of a Mastercard card issuer, which resulted with the Aircash Mastercard prepaid card!

Today Aircash have more than 500,000 users and we are present on more than 100.000 retail locations in Greece, Germany, Austria, Slovenia, Croatia, Spain, Romania, Czech Republic, Bulgaria, Switzerland and other EU/EEA countries. Our plan is further expansion to Greece, Cyprus, other EU countries and far beyond the EU.

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Amusnet crafts advanced online gaming software and solutions which power some of the world's top casino operators. The company is constantly growing its team of 550+ employees while enriching its portfolio of 240+ games. Amusnet creates an incredible synergy between classic and modern casino games, partnering with 750+ operators in 30+ markets.

Paysafe:

Paysafe is a leading payments platform with an extensive track record of serving merchants and consumers in the global entertainment sectors. Its core purpose is to enable businesses and consumers to connect and transact seamlessly through industry-leading capabilities in payment processing, digital wallet, and online cash solutions. With over 20 years of online payment experience, an annualized transactional volume of over U.S. \$120 billion in 2021, and approximately 3,500 employees located in 10+ countries, Paysafe connects businesses and consumers across 100 payment types in over 40 currencies around the world. Delivered through an integrated platform, Paysafe solutions are geared toward mobile-initiated transactions, real-time analytics and the convergence between brick-and-mortar and online payments. Further information is available at www.paysafe.com.



DATA & TECHNOLOGY INNOVATIVE SOLUTIONS (www.dti-solutions.com) is a boutique Cyber Security integrator focused on helping companies, by offering Fraud Management as well as Cyber Security Services and Solutions. Our mission is to provide a complete package of high-end cyber security services and solutions that will help businesses effectively respond to the ever-growing and constantly changing threat landscape.

Since 2018, DTI has conducted hundreds of security projects for major companies, including telecom and public sector organizations in Europe.



BETTER COLLECTIVE

With a vision to become the Leading Digital Sports Media, Better Collective own and operate international, as well as local, sports communities and media that aim to make sports entertainment sustainably engaging and fun. Via its online media, the Group provides prime quality content, data insights, betting tips and educational tools for enthusiastic sports fans of the world.

We have the vision to become the world's leading digital sports media group.

We have the mission to make sports entertainment more engaging and fun.

Our strategic goal is to be the world leader within digital sports media and related services.

About Better Collective in Greece

Better Collective has been active in Greece since 2018. Our main preoccupation has to do with the areas of Digital Marketing in iGaming industry through partnerships with major companies in sports betting and online casino. It owns, other than that, Betarades.gr, which is the most well-known informative site for online betting in Greece.

Better Collective Greece has offices in Athens and Thessaloniki. It employs 30+ employees and the workforce is constantly growing.



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winmasters

winmasters is a fast-growing online gaming operator holding licenses in several European countries and is focused on the regulated markets of the European Union and America. Built by a team with in-depth knowledge and extensive experience in the gaming industry, it is constantly investing in new products and technology to offer top-notch sports betting and casino services to its customers.

The winmasters.gr website is owned by Level Up Interactive Limited that has been granted an Online Gaming Licence, namely a Type 1 Licence for the operation of Online Betting (No. HGC-020-LH) and a Type 2 Licence for the operation of Other Online Gambling (No. HGC-021-LH), in accordance with Law No. 4002/2011 and Resolutions No. 570/2/15.06.2021 and 570/3/15.06.2021 by the Hellenic Gaming Commission on 15 June 2021, valid until 15 June 2028.

winmasters is a founding member of the Hellenic Gaming Association (HGA).

novibet

Novibet is a GameTech company based in Europe, operating in five countries: Greece, Ireland, Italy, Malta, and Mexico. Novibet is committed to delivering the best sports betting and gaming experience to an ever-expanding customer base, since 2010.

Novibet provides the best online casino games, having teamed up with the world's leading online casino content providers. With over 5,000 online casino games available, Novibet delivers a plethora of slots, casino table, live-action, and many more game types across desktop, mobile, and tablet devices. Novibet has its own proprietary betting platform that integrates leading official data providers; its own algorithms generating an extensive betting offer that includes In Play and Minute markets; in house developed Automatic and Hybrid Cash-Out options; quick settlement of bets; and unparalleled excitement to sports enthusiasts.

As an innovative and adaptable operator, Novibet has a product offering that is constantly evolving to meet and exceed existing and upcoming trends. In close partnership with Microsoft, Novibet is fully hosted in the Azure Cloud, providing scalability, high availability, redundancy, and economies of scale that are unrivaled in the industry.



**Έτσι είμαστε
εμείς.**

Betting is our sport.

Interwetten offers the best online entertainment. In addition to classic sports betting, Interwetten's portfolio is supplemented by a comprehensive live betting service. In 2021, bets were placed on 150,000 LIVE events. There are also casinos, LIVE casinos and a large number of exciting games. Interwetten offers its customers a casino atmosphere around the clock. More than 30 providers are in the product range and more than 1,200 games are on offer.

Interwetten was founded 1990 in Vienna and is based in Malta since 2005. Interwetten is one of the leading sports betting providers in the German-speaking region and in the other countries that operating legally and offers fans exciting entertainment and the best online entertainment for over 70 sports. In addition to classic sports betting, Interwetten's portfolio is complemented by an extensive live betting offer. In 2021, bets could be placed on over 150,000 LIVE events – around 75 % of the placed bets are placed by smartphones.

Interwetten provides top-rated Apps for IOS, Android, Huawei and Amazon. Interwetten has been licensed by Hellenic Gaming Commission (HGC) since 11 June 2021 (Licenses numbers: ΕΕΕΠ-000018LH and ΕΕΕΠ-000019LH) and is also licensed in Malta, Germany, Spain, Sweden and Ireland. In the area of player and consumer protection, Interwetten is committed to the highest standards on all domains.

Link: www.interwetten.gr

Mobile: www.interwetten.gr/mobile

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Conferences
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