



EL DATA & RESEARCH WEBINAR IS DBGs RE-JUVENATION POSSIBLE?

PROGRAMME

- 10:00 – 10:05 **Welcome Introduction**
Václav ŠTEPÁN, Moderator & Executive Chair of the EL Data & Research Working Group, Czech Republic
- 10:05 – 10:15 **Refresh from the EL Report 2019 - DBGs Trends**
Daria BAZYDŁO-EGIER, Project Manager/Strategy Office, Totalizator Sportowy, Poland
- 10:15 – 10:40 **Benefits of Player De-Anonymization**
Hana BAROCHOVÁ, Lottery Category Manager, SAZKA a.s., Czech Republic

Q&A Session

- 10:40 – 11:05 **New Concept of Live Draw**
Gregory MAES, Head of Strategy & Change Management, Loterie Nationale, Belgium

Q&A Session

- 11:05 – 11:30 **Environmental Lottery GENAU – Learnings**
Alexander SAUSMIKAT, Deputy Managing Director / Head of Marketing & Sales Division, LOTTO Hessen GmbH, Germany

Q&A Session

- 11:30 – 11:55 **Decision-driven Dynamic Draw Game Concept**
Milán ZIEGER, DBG Manager, Szerencsejáték Zrt, Hungary

Q&A Session

- 11:55 – 12:00 **Closing Remarks**
Václav ŠTEPÁN, Moderator & Executive Chair of the EL Data & Research Working Group, Czech Republic & Moderator