APLA / WLA SEMINAR 2018
8TH - 11TH APRIL, 2018
NEW DELHI, INDIA

INDUSTRY PARTNER:  IN ASSOCIATION WITH:

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Dato Lawrence Lim Swee Lin
APLA/WLA Seminar in New Delhi.
Chairman, APLA

Welcome to the 2018 APLA/WLA Seminar in New Delhi, India.

On behalf of the Asia Pacific Lottery Association, I would like to welcome all of you to New Delhi. This is the first time we are hosting an APLA event in the Indian sub continent.

India is the world’s seventh-largest economy, sitting between France and Italy. India is growing faster than any other large economy except for China. By 2050, India’s economy is projected to be the world’s second-largest, behind only China.

India is home to 1.34 billion people – 18% of the world’s population and is expected to overtake China as the world’s most populous country by 2024. Now, you know why it is inevitable that we must organise an APLA event in India.

This year’s Seminar is being hosted in Association with Sugal and Damani and Future Gaming with the support of FICCI and ALFATAI. The Theme is “Lotteries Beyond Fortune”.

We have invited Speakers to share with us some insights on what can and may happen to the Lottery industry. We have discussed in previous APLA events about being disrupted and how we need to be creative and innovative to address all the challenges we face. In this Seminar, we want to share some ideas on the future impact and scope of Lotteries.

We will also cover Responsible Gaming in this Seminar and we will have representatives from the RG Working Group join us to help us understand how to better implement RG into our business without hampering Sales.

The networking day will give you an opportunity to visit one of the 7 Wonders of the World, and that is the famous Taj Mahal which took an astounding 22 years to build. It will be a wonderful experience, not only for sightseeing but also to be able to network with peers in the industry.

I look forward to personally welcoming each and every one of you to the APLA/WLA Seminar 2018.
Kamlesh Vijay  
Group CEO  
Sugal & Damani  
Chairman – Organizing Committee  
WLA/APLA Seminar 2018, New Delhi

It is my great pleasure to welcome members of the WLA/APLA to New Delhi, India.

The Theme of this year’s Seminar is “Lotteries Beyond fortunes”.

Traditionally Lotteries have been perceived to be linked to luck and good fortune. However, it has power to change the lives and bring cheers to the society – both to the winners as well as beneficiaries through various good causes and social upliftment programs. Of late a high convergence is also seen between other forms of gaming and lottery, thereby blurring the lines between betting, entertainment and traditional lottery. Technological advances have made it possible to offer wider choices of content and channels of play, and therefore it has reached very ‘engaging’ proportions. Truly, the Lotteries have gone beyond fortunes!

There are distinguished keynote speakers and panelists who will challenge the traditional thinking and take us beyond the fortunes involving new innovations and possibilities.

I personally look forward to welcoming you in New Delhi, India. The seminar will always offer a chance to learn from the experience of speakers, catch-up with the friends from the industry and provide ideas and opportunities for future growth.

I also wish to specifically mention that don’t forget to plan a visit on the networking day to the stunningly beautiful ‘Taj-Mahal’- one of the 7 wonders of the world and the greatest Monument of Love.
Kapil Khanna  
Future Gaming Group  
Co-Chairman – Organizing Committee  
WLA/APLA Seminar 2018, New Delhi

Welcome to the WLA/APLA Seminar 2018 which is jointly organized by WLA/APLA in association with Federation of Indian Chambers of Commerce & Industries (FICCI) and All India Federation of Lottery Trade & Allied Industries (AIFLTAI) at Shangri La Hotel, New Delhi between 8th April and 11th April 2018.

The seminar will provide valuable opportunities for lottery and gaming industry players to not only meet but also to exchange ideas and insights. Being the first of its kind in South Asia, the event has specific importance to the region and the neighbouring countries like Bhutan, Sri Lanka and Nepal who always look for new avenues to improve the resources for public welfare measures.

Throughout the conference the delegates will enjoy the whole range of entertainment and sumptuous cuisines. I personally feel that you will enjoy warm Indian hospitality “Atithi Devo Bhav” (which means that the Guest is truly your God and dictates the respect granted to a guest in India).
Traditionally Lotteries have been perceived to be linked to luck and good fortune. However, it has power to change the lives and bring cheers to the society – both to the winners as well as beneficiaries through various good causes and social upliftment programs. A large number of people are also directly and indirectly involved in the industry as operational employees, retailers, agents, affiliates and technology suppliers. In well regulated markets Lotteries have made profound contribution to the society.

Of late a high convergence is also seen between other forms of gaming and lottery, thereby blurring the lines between betting, entertainment and traditional lottery. Technological advances have made it possible to offer wider choices of content and channels of play and therefore it has reached very ‘engaging’ proportions. Responsible gaming and player protection has therefore become increasingly relevant and technically feasible to be incorporate at each layer of player engagement now.

The Digital era has also opened the doors for adoption of various payment methods and channels thereby taking lotteries beyond simple cash transaction. This has also opened the door for multi-jurisdiction games and competitive landscape for various games of play to coexist.

Truly the Lotteries have gone beyond fortunes!
KEYNOTE SPEAKER

Sh. Sugalchand Jain
Chairman-Emeritus
Sugal & Damani Group

Shri Sugal Chand Jain has dedicated large part of his lifetime in lending credibility to the lottery industry by raising it to corporate standards and is rightfully considered to be the “Father of Indian Lottery Industry”. He is originally from Rajasthan, but made Chennai his home right from childhood. He tried his luck in various businesses till he found his calling in lotteries.

Known more as philanthropist than as a businessman, he has set up various Trusts and Foundations all over the country to work in the field of health, education and infrastructure development in the schools of rural areas.

Written words excite Mr. Sugalchand Jain because of its power to mold any person. Just as he gained knowledge, succor from his practical experience, he decided to author several books. A gem called ‘Lotteries Beyond Fortunes’ was born out of the deep insight that he gained after spending more than 4 decades in dealing with all aspects of Indian lotteries.

Several awards have been conferred upon him including (1) Rajasthan Sri Award (2015) and Rajasthan Ratana Award (2017) by Rajasthani Association, Chennai (2) Award for the Sake of Honour by Rotary Club of Chennai (3) Seva Ratan Award by the Centenarian Trust (4) Manav Mitra Award by Bharat Sevashram Sangha (5) Jain Ratna Award and (6) Doctorate of Literature by Jain Vishva Bharti Institute. He is also associated with several other prominent public trusts in various capacities.
Mr. Dilip Chenoy is currently Director General, FICCI. Till recently he was Managing Director & CEO of the National Skill Development Corporation (NSDC). The NSDC is a public-private partnership whose objective is to foster private sector investment and initiatives in training and skill development. While at NSDC he served as co-chair Australia-India Joint working group on Skill Development. Currently Dilip is on the Board of Governors IILM, New Delhi, (a business school) the Board of studies, All India Management Association (AIMA), besides serving as the Chairman of Sant Longowal Institute of Engineering & Technology (SLIET) a fully government funded integrated skill development and degree institution. He also advises start-ups including organisations in the digital, education, skills and livelihood space. Prior to NSDC, Dilip was Director General of the advocacy group for the automobile industry in India, Society of Indian Automobile Manufacturers (SIAM). Before SIAM, Dilip was Deputy Director General in the Confederation of Indian Industry (CII). He was a member of the CII-Harvard Business School project that worked on the competitiveness of Indian industry with Professor Michael Porter.

Dr. Pavan Soni is an Innovation Evangelist by profession and a teacher by passion. He is the founder of Inflexion Point, a strategy and innovation consulting. Apart from being an Adjunct Faculty at IIM Bangalore, Pavan has consulted with leading organizations on innovation and creativity, including 3M, Amazon, BCG, Deloitte, Flipkart, Honeywell, and Samsung, amongst others. Pavan was the only Indian to be short-listed for the prestigious ‘FT & McKinsey Bracken Bower Award for the Best Business Book of the Year 2016’. He has also been invited four times to speak at the TEDx. For his work on innovation, Pavan bagged the prestigious ‘On the Job Achiever’ Award at Lakshya in 2007 at NITIE Mumbai.

Pavan works closely with CII, Bangalore Chamber of Industry and Commerce, European Business Group, FICCI, Karnataka Knowledge Commission, NHRD, and World Trade Centre, towards shaping their innovation activities. Pavan is a mentor for NSRCEL at IIM Bangalore, Founder Institute, Institute of Product Leadership, Brainstars, Budli, HackerEarth, and UpGrad, and is on advisory board for VC firm- Utilis Capital. Pavan is also a columnist at YourStory, Entrepreneur India, Inc 42, and People Matters.
Mr. Jyoti Sagar
Chairman & Founder
J. Sagar Associates

Jyoti Sagar has been practicing law for over forty years. He founded a corporate commercial practice - J. Sagar Associates (JSA) which is a Tier 1 national firm with over 300 professionals across seven offices in India. Jyoti also founded K&S Partners, which is ranked amongst the top IP boutiques with over 110 professionals in five offices in India.

He has extensive experience in a wide range of practice areas including intellectual property, foreign investment, joint ventures, and technology transfers. He has over the years worked on several policy issues and has been associated with various committees of the Government of India and Chambers of Commerce.

Jyoti is Associate President, Society of Indian Law Firms. He is the Past President of Asian Patent Attorneys Association (Indian Group). He is associated with a number of national and international professional bodies and organizations. As part of his social responsibility he currently serves as Chairman of Society for Urban Regeneration of Gurgaon, Trustee of Genesis Foundation, and supports Deepalaya.

Jyoti graduated with Honours in Economics in 1972 from St. Stephen's college, Delhi and received his Bachelor's degree in Law in the year 1975 from the University of Delhi. He has also attended the 'Mergers & Acquisition Programme' at the Wharton Business School, University of Pennsylvania. He is a frequent speaker and presenter at national & international conferences and seminars.
GOLD SPEAKERS

Thomas Yang
General Manager
Intralot Korea/Director – Asia

Thomas Yang is working for INTRALOT as the General Manager of Intralot Korea and he is also leading new business opportunities in the Asia region. He is also on the Board of Directors for Nanum Lotto which is the current Lottery operator in the Republic of Korea. He has been working in the lottery/gaming industry for the past 20 years.

He received Bachelor of Arts from the University of Washington (Seattle) and Professional Project Management Certification from the Boston University.

Michelle Annandale
Director, Sales & Marketing
Pollard Banknote

Michelle Annandale joined Pollard Banknote as a translator after graduating with a Master of Arts degree in French Literature from the University of Manitoba, Canada. Fast forward 22 years and numerous promotions later, Ms. Annandale is now an industry expert in marketing and strategic planning for some of the world’s largest lotteries in North America, Asia, Europe and Australia. As Director, Sales & Marketing she applies her in-depth knowledge of the industry to help 20 international lotteries achieve best practices in game design, portfolio management and overall marketing strategy. Michelle effectively manages every aspect of the lottery/vendor relationship from the details of day-to-day ticket production to advising on the latest market research and trends in new innovations. Lottery clients value her ability to provide specialized and customized sales and marketing strategies that are specific to their jurisdictions.

Mr Anil Chandrapati
Regional Account Director, IGT

Mr Anil Chandrapati is the Regional Account Director for Asia Pacific at IGT. He has been with IGT for more than 12 years and is responsible for the development of ongoing business relationships from the prospect stage through existing account management for all ongoing products and services for IGT business in Asia Pacific. With the customer evolution and changes in demographics, Asia is a huge growth region for the lottery industry and IGT, with Anil’s strong background in Strategy, Projects and Technical aspects of lottery is well suited to deliver solutions to meet the requirements of client growth and technology plans.

Prior to the regional role, Anil held the position of Account Manager for GTECH’s Australasian operations. Before joining GTECH, he worked in the technology and supply chain companies in Singapore. He holds a Master of Business Administration degree from the University of South Australia.
Mr. Manish Kumar
Vice President - Asia Pacific region
Stratcache, Carmanah Signs

Manish Kumar joined STRATACACHE, the world’s largest digital sign company, in 2013 as part of the Asia Pacific management team. Manish initially spearheaded operations in India, overseeing the establishment of sales, engineering, customer relations and operations in this important global market. STRATACACHE is now the industry leader in digital signage within India.

Manish recently joined STRATACACHE Capital, the company’s London-based global investment division, as Vice President, Investments, with responsibility for the Asia Pacific region. Manish holds a Masters of Project Management and Master of Technology Management degree from the Australian National University and an MBA in Marketing.

Carmanah Signs, STRATACACHE’s global Lottery division, collaborates with STRATACACHE teams in India and in other parts of Asia Pacific, a service combination that provides Lottery digital signage customers with both regional presence and expertise in lottery retail optimization.
Emilia has been with Lotto New Zealand since January 2011, during which time she has transformed the lottery’s approach to responsible gaming. Lotto NZ is now certified to Level 4 under the World Lottery Association’s (WLA) Responsible Gaming Framework and was awarded the grand prize in the WLA’s 2016 biennial Responsible Gaming Awards for the Best Overall Responsible Gaming Programme. Emilia is also a member of the WLA Responsible Gaming Working Group.

In her role at Lotto New Zealand, Emilia leads the lottery’s programme in relation to social responsibility, government relations, media and issues management, raising awareness and visibility of the role Lotto funding plays in local communities, and promoting winning across all games to generate publicity for the lottery and its games.

Mr. KAPIL KHANNA is a prominent lottery leader of Indian Lottery Industry who started his lottery career at an adolescent age. A bachelor of science from Delhi University, he is soft spoken which compliments his pleasing personality that makes him very popular in the Indian lottery industry.

During his long career of over three decades he has gained knowledge and steered several state lotteries by developing innovative lottery schemes.

Before start of M/s Teesta Distributor he was working as CEO of FUTURE GAMING Solutions India P. Ltd. (formerly known as- Martin Lottery Agencies Ltd.) During his stint the company attained more than 20 times growth in span of 12 years and became the first WLA and APLA member from India in year 2001.

Mr. Khanna has also received various awards for his services to the lottery industry in India, including:

- Udyog Ratna (Jewel of Industry) Award in 1985 from the President of India
- Trade Promotion Award in 1986 from the Chief Minister of Andhra Pradesh State
- PAUL HARRIS fellowship in 1986
Mr Seah Chin Siong is Chief Executive Officer of Singapore Pools (Private) Limited, a subsidiary of Singapore Totalisator Board, a statutory board under the Ministry of Finance. Singapore Pools was incorporated by the Singapore Government to provide a legal avenue for lotteries and sports betting. Operation surpluses are channelled towards worthy causes that serve the needs of the community. Prior to joining Singapore Pools on 1 October 2012, he was Founding Chief Executive Officer of IDA International, Managing Director of Accenture’s Public Service Operating Group for Asia-Pacific and Country Managing Director of Accenture Singapore.

Mr Seah is presently Co-Chair (Industry) of the Responsible Gambling Forum for its third term. He is also a member of the Executive Committee of Asia Pacific Lottery Association. He also serves on the Finance IT Committee of Sentosa Development Corporation, Board of National Volunteer and Philanthropy Centre (NVPC) and NVPC Finance Committee.

Mr Seah holds a degree in Accountancy from the National University of Singapore. He is a Fellow of the Singapore Computer Society.

Rajpal Singh did his graduation from Shri Ram College of Commerce (SRCC) & post graduation from Delhi School of Economics. Thereafter, he finished his LLB & MBA (BIM-TECH). He has distinction of doing Total Quality Management (TQM) Programme from Japan and has been a part of International Visitor’s Programme for Young Leaders sponsored by Department of States, Government of USA.

He joined FICCI in December 1995 as an Assistant Secretary, and thereafter he has played an important role representing FICCI in various Policy and Regulatory matters in various sectors. He has been a regular contributor to various major magazines and dailies. His study / Research Papers on IT, Telecom, Labour & Employment, Skills Development, Physical Education and Sports have been presented in various national and international Conferences and forums.

His forte has been in the policy intervention for economy Development. Some of the key initiatives are Setting up Sports Sector Skills Council, Industry Status to Sports Infrastructure, Legacy of CWG, Legalizing sports betting and so on. He has been closely associated with the publication of two Knowledge papers by FICCI on lotteries and legalizing sports betting in the country.
SEMINAR SPEAKER

Brian Uy is based in Beijing, China to manage HKJC’s cooperation with China Sports Lottery Administration Center (“C SLAC”) in many key areas like product development, channel management, risk management and responsible gaming.

Before Brian joined HKJC, he had over 20 years of business development experience and held different senior positions at IBM. Brian acquired his Bachelor Degree in Electrical and Computer Engineering from Monash University in Australia.

Mr. Vijay is responsible for overseeing the strategic initiatives and directions for the entire group involving technology, operations, marketing and SBU’s for government authorized Gaming operations in India and emerging markets across the globe.

Mr. Vijay has extensive international experience in global business expansion. He has worked in emerging economies with particular emphasis on Africa, Latin America, Asia Pacific and over last several years, he has been leading Sugal & Damani Group’s efforts to expand its business to become a well-known global solutions provider.*

Nilesh Kulkarni is a former Indian cricketer. He is a slow left-arm bowler and left-handed lower order batsman. Nilesh Kulkarni wrote himself into cricketing history by taking a wicket with the very first ball that he bowled in Test cricket, becoming the only Indian bowler, and the twelfth bowler in the history of the game. His passion for sports led him to educate the young aspirants who are willing to pursue their career in sports management by instituting International Institute of Sports Management.

In a short span of eight years, International Institute of Sports Management, Mumbai (IISM) has succeeded in carving a niche for itself as the first professional Sports Management education provider of India. He has conceptualised, conceived and produced the first ever national anthem with the sporting heroes of India. The video features legends of the sporting world Sachin Tendulkar, Sania Mirza, Dhanraj Pillai, Sushil Kumar to name a few.

Brian Uy
General Manager,
Beijing HKJC Technology Development Limited

Kamlesh Vijay
Group CEO,
Sugal & Damani

Nilesh Kulkarni
Former Indian Cricketer
Director - IISM
Mr. Kumbhat, a technology enthusiast and researcher, has been instrumental in product conceptualization, solution designing and software architecture for Lottery and Gaming industry; over the past 14 years. He has led the design and delivery teams responsible for technology solutions for Sugal & Damani Group as well as numerous National & State Lotteries, Private Lotteries and Gaming operators across the globe including countries such as India, Ghana, Nigeria, Zambia, Kenya, Tanzania, Zimbabwe, UK, other parts of Asia.

Having a diversified academic profile, he holds a Bachelors & Masters in Engineering along with Law and Management Graduation. A number of research papers and patents are accredited to his name. His interest lies in product & business model innovation and technology start-ups.

Vidushpat is an advocate registered with the Delhi Bar Council. He has been a member of the British Association of Sport and Law, the International Association of Sports Lawyers, Secretary Indian Premier League Probe Committee and Governing Body of the Sports Authority of India. He is a member of the Supreme Court Bar Association, FICCI National Sports Committee, Gaming and Leisure Group of UK-India Business Council, Regulatory Commission of the Indian Super League, International Association of Gaming Advisors, All India Sports Council and ASSOCHAM’s Sports Committee.

Vidushpat is the Co-author of the book, ‘Law and Sports in India’. He has written a chapter on India in the Gambling Law Review. He has also written articles for the International Sports Law Journal, World Sports Law Report, online sport and gaming portals and various national dailies. He was involved in drafting the National Sports Development Bill and the Prevention of Sporting Fraud Bill for Ministry of Youth Affairs and Sports.

He has completed a LL.M in Sports Law from the DeMontfort University, Leicester; MBA specializing in Human Resources and a LL.B from the Government Law College, Mumbai. He also holds a certificate in sports law from the University of Pretoria, South Africa.
SEMINAR SPEAKER

G Rajaraman
Sports Journalist

A unique sports communication professional with 35 years’ experience of working for diverse platforms like newspapers, wire service, weekly magazine, websites and mobile apps, news TV channels and radio as well as on the corporate communications side.

Having covered an Olympic Games and an Asian Games for newspapers and five ICC Cricket World Cup tournaments for various media outlets, he has also lent his shoulders to national projects like Afro-Asian Games, Commonwealth Games and Khelo India School Games.

He was Media Manager for the IPL team, Delhi Daredevils, from 2011 to 2013. He authored a book, Match-fixing: The Enemy Within in 2001. After completing a course from the International Coaching Federation in 2015, he is now an accredited coach, helping people discover and actualise their own potential.

He has been living in Delhi since 1992.

DR. Haiping CHEN
Deputy Director, Lottery Research Centre of China, Deputy Director at Centre of Gaming Research, and Senior Lecturer, Faculty of Psychology at Beijing Normal University, China

Haiping Chen is one of leading professionals majored in psychometrics and its applications in China. He has over 20 years of lecturing experience in the field of Psychology at the Beijing Normal University School of Psychology department. He serves as a deputy director of both Lottery Research Center of China (LRCC) and Gaming Research Center at Beijing Normal University, and is a director of Asia Pacific Association for Gambling Studies. He is also providing counselling to different aspects of gambling and related issues, such as social impacts of gambling, Chinese gambler behavior, gambling disorder, responsible gambling, Lottery and Commercial Gaming, industrial policy and analysis etc. Specially his survey report on the prevalence of problem lottery buyers in China was well known by media and governmental officials.

He is honorary advisor and Director of the Committee of Psychological Measurement, Chinese Psychological Society (CPS) since 2007. In addition, he became a Director of the Committee of Decision-Making Psychology, CPS in Oct. 2012. Currently he is a director of Beijing Social Psychology Society in China.
With a career spanning 33 years in various organizations of repute, spanning business, technology and operational functions in Lottery, Gaming, Telecom, IT and ITES industries, he has spearheaded many projects across several countries in Asia, Africa and Europe. His diverse engagements ranged from startups to leading a team of more than 2000 professionals.

An engineer with a fundamental research stint at IIT, Delhi, he started his career in various research and development organizations providing strong fundamentals in technology and then moved to operations in telecom and ITES industries, and finally found his calling in Lottery and Gaming. Involved from the early days of migration from paper lotteries to online, he developed emerging market strategy and implemented them for various customers through extensive engagement.

Claudio has been with the Loteria de Concepcion since April 2002. In more than 15 years he has led the processes of changes in the Chilean and Latin American lottery industry. Among others, led projects include; Technical and commercial development of the first lottery betting site in the Americas, Design and implementation of the process of sale of lotteries that allows to transform games offline to online (This process is currently patented in the USA and other countries of America and Europe), development of a customer loyalty programme integrated at the lottery and the retailers, implementation of the TeleKino game in Argentina.

Currently, Claudio is in charge of management units and product development, digital and social networking area, customer service, loyalty programs as well as international businesses. He has also created an internal creative agency which has won 10 times the prize advertising efficiency (EFFIE Award).
## BUSINESS PROGRAMME

### Sunday, April 8, 2018

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<th>Topic Suggestions</th>
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<td>09:00 - 17:00</td>
<td>Registration</td>
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<tr>
<td>09:00 - 16:00</td>
<td>Day Tour - Delhi sightseeing</td>
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<tr>
<td>18:30 - 22:30</td>
<td>Opening Dinner – Shangri-La Hotel</td>
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### Monday, April 9, 2018

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<tr>
<td>09:15 - 09:30</td>
<td>Welcome Address</td>
<td>Dato Lawrence Lim Swee Lin APLA Chairman</td>
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<tr>
<td>09:30 - 10:05</td>
<td>Key Note Speaker - 1</td>
<td>Sugal Chand Jain Philanthropist &amp; Chairman Emeritus, Sugal &amp; Damani</td>
<td>Lotteries Beyond Fortunes</td>
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<tr>
<td>10:05 - 11:00</td>
<td>Key Note Speaker - 2</td>
<td>Dr. Pawan Soni Founder &amp; Innovation Evangelist Inflexion Point Consulting</td>
<td>Innovation For New Market Creation</td>
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<td>11:00 - 11:15</td>
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<td>11:15 - 11:45</td>
<td>Key Note Speaker - 3</td>
<td>Mr. Dilip Chenoy, Director General - FICCI</td>
<td>Make in India</td>
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<td>11:45 - 12:15</td>
<td>Key Note Speaker - 4</td>
<td>J. Sagar Chairman &amp; Founder, J. Sagar Associates</td>
<td>How well India is prepared for Sports Betting</td>
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<td>2. Brian Uy, General Manager The Hong Kong Jockey Club</td>
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<td>3. Claudio Ossandon Business &amp; Marketing Manager Loteria de Concepcion</td>
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<td>Moderator: Abhishek Kumbhat Skilrock Technologies / Sugal &amp; Damani</td>
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<td>13:15 - 14:15</td>
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<tr>
<td>14:15 - 14:45</td>
<td>Session - 1</td>
<td>Kamlesh Vijay CEO, Sugal &amp; Damani</td>
<td>Challenges for convergence of Lottery and Gaming</td>
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<tr>
<td>14:45 - 15:15</td>
<td>Session - 2</td>
<td>Maria Veiga Vice Director of legal affairs, SELAE</td>
<td>Is Asia Prepared for Asia Millions?</td>
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<td>15:15 – 15:30</td>
<td>TEA BREAK &amp; NETWORKING</td>
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<td>15:30 – 16:15</td>
<td>Session - 3</td>
<td>Lynne Roiter* Secretary General, WLA</td>
<td>Player Loyalties in digital era</td>
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<td>16:15 – 16:45</td>
<td>Session - 4</td>
<td>Sujit Lahiry Executive Director Skilrock Technologies / Sugal &amp; Damani</td>
<td>Will ILottery have fortunes like Google or Facebook?</td>
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<td>16:45</td>
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<td>Free and Easy for Delegates</td>
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### Tuesday, April 10, 2018

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<tr>
<td>09:30 – 10:00</td>
<td>Key Note Speaker- 4</td>
<td>G Rajaraman Sports Journalist</td>
<td>Is Sports the next religion?</td>
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<td>10:00 – 10:45</td>
<td>Panel discussion -2</td>
<td>1. Dr. Chen Hai Ping, Deputy Director, Lottery Research Centre of China 2. Kapil Khanna, Sr.Executive, Future Gaming <strong>Moderator:</strong> John Teo, CRO, Singapore Pools</td>
<td>How lotteries help social upliftment in your region.</td>
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<tr>
<td>10:45 – 11:00</td>
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<td>COFFEE BREAK</td>
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<td>11:00 – 12:15</td>
<td>Panel discussion- 3</td>
<td>1. Roland Landers CEO, AIGF 2. Mr. Rajpal Singh Director at FICCI 3. Nilesh Kulkarni Former Indian Cricketer, Director - IISM <strong>Moderator:</strong> Vidushpat Singhania Managing Partner, Krida Legal</td>
<td>Potential of lotteries as funding sources for sports and other good causes</td>
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<tr>
<td>12:15 – 13:00</td>
<td>Session - 5</td>
<td>1. Ms. Emilia Mazur, General Manager CSR, Lotto New Zealand 2. Lynne Roiter* Secretary General, WLA 3. Song Chao General Manager, Beijing Mingzhi Hongfengcai Sports Technology, China</td>
<td>Need for Social thrust in Responsible Gaming</td>
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<tr>
<td>13:00 – 14:00</td>
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<td>14:00 - 14:45</td>
<td>Session – 6</td>
<td>Abhishek Kumbhat Head of Technology &amp; Innovation Skilrock Technologies / Sugal &amp; Damani</td>
<td>Innovative Technology to take lotteries beyond fortune</td>
</tr>
<tr>
<td>14:45 – 15:00</td>
<td>TEA BREAK &amp; NETWORKING</td>
<td></td>
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<tr>
<td>15:00 – 16:00</td>
<td>APLA Sponsor Session</td>
<td>Michelle Annandale Director, Sales and Marketing at Pollard Banknote</td>
<td>Player experience dominates lottery business now</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Thomas Yang General Manager Intralot Korea/Director – Asia</td>
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<td></td>
<td></td>
<td>Aril Chandrapati Regional Account Director IST</td>
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<td></td>
<td></td>
<td>Manish Kumar Vice President - Asia Pacific Stratacache, Carmanah Signs</td>
<td></td>
</tr>
<tr>
<td>16:00 – 16:15</td>
<td>Next APLA Conference</td>
<td>Beh Swan Swan APLA Secretariat Administrator Magnum Corporation</td>
<td>Venue Announcement</td>
</tr>
<tr>
<td>16:15 – 18:15</td>
<td>Free &amp; Easy for Delegates</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18:15</td>
<td>Assemble at Hotel Lobby &amp; proceed for Closing Dinner venue</td>
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<td></td>
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<tr>
<td>19:15 – 22:30</td>
<td>Closing Dinner – &quot;KINGDOM OF DREAMS&quot;</td>
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<td></td>
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</table>

## Wednesday, April 11, 2018

<table>
<thead>
<tr>
<th>TIME</th>
<th>PROGRAM</th>
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<tbody>
<tr>
<td>07:00 – 16:30</td>
<td>Networking Day - Taj Mahal Tour</td>
</tr>
</tbody>
</table>

Note: Programme will be in English Language only.
(*) Invitation sent, the confirmation is awaited.
SEMINAR VENUE

BALLROOM AT SHANGRI-LA – EROS HOTEL, NEW DELHI

Nestled in the heart of the capital, Shangri-La’s - Eros Hotel, New Delhi, is one of the finest and most eminent five-star hotels in the city. Enjoy the hotel’s sprawling lawns and timeless architecture, inspired by the work of Edwin Lutyen, one of the greatest British architects of the twentieth century.

Ideally located in the city centre, Shangri-La’s - Eros Hotel, New Delhi, is within close proximity to government offices, shopping centres and business districts. The hotel is a 30-minute drive from the domestic and international airports and only a few minutes away from the international grounds of Pragati Maidan and most embassies.

Shangri-La’s - Eros Hotel, New Delhi is the ideal home away from home for discerning business and leisure travellers.
ACCOMMODATION

ACCOMMODATION ROOMS

Soothe your senses with the finest luxury accommodation at Shangri-La’s - Eros Hotel, New Delhi. Our magnificent Deluxe Room offers spaces adorned with chic and classy décor in hues of silver, dove grey and muted beige. The luxurious Deluxe Room features tasteful amenities and services for a splendid, relaxing experience. Luxuriate in comfort as you enjoy sweeping views of the city.

These rates are only available until 20 March so please book accommodation as soon as possible!

Deluxe Room Single: INR 8000

Deluxe Room double: INR 9000

Horizon Club Room Single: INR 13000

Horizon Club Room Double: INR 13500

The above rates are subject to 28% GST on the room rate charged. Taxes are subject to change as per Government regulation and any changes will be charged.
ACCOMMODATION

ACCOMMODATION ROOMS

<table>
<thead>
<tr>
<th>Room Category</th>
<th>Single Occupancy</th>
<th>Double Occupancy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deluxe Room</td>
<td>INR 8000</td>
<td>INR 9000</td>
</tr>
<tr>
<td>Horizon Club Room</td>
<td>INR 13000</td>
<td>INR 13500</td>
</tr>
</tbody>
</table>

The above rates are subject to 28% GST on the room rate charged.
Taxes are subject to change as per Government regulation any changes will be charged.

In addition to the above discounted prices guests may enjoy the following benefits:

DELUXE ROOM:
- Complimentary Buffet breakfast at Coffee Shop
- Wi-Fi Internet 24 hours
- Free access to Health Club facilities except Spa.
- Family Plan: no additional charge for children under 12 years old when sharing room with parents.
- Mileage credits with 27 international airlines worldwide (members only)
- Invitation to join Shangri-La’s frequent guest recognition program.

HORIZON CLUB:
- Complimentary Buffet breakfast at Coffee Shop
- Wi-Fi Internet 24 hours
- Complimentary evening cocktail served with a selection of hors d’oeuvres from 6pm-8pm at a Horizon Club Lounge
- Complimentary coffee, tea and soft drinks throughout the day at a Horizon Club Lounge
- Use of meeting room for up to 2 hours per day, subject to availability.
- Complimentary pressing of one suit upon arrival.
- Express check-in & check-out
- Free access to Health Club facilities
OPENING DINNER

Venue: Ballroom at Shangri-la - Eros Hotel, New Delhi

CLOSING DINNER

Venue: Show Shaa Kingdom of Dreams
SOCIAL PROGRAMME HIGHLIGHTS

OPTIONAL: DELHI SIGHT SEEING (US $100)

Without any doubt the best way to experience what this amazing Indian City has to offer is buy using the one-day local sightseeing tour bus. Our well planned tour package will suit well to make your trip memorable coupled with learning.

Date and time: Sunday 8th April
Bus will depart Shangri-La at 09:00 AM
Lunch at 02:00 pm. Bus will return at 4pm

Price and inclusions: US $100 which includes return Transport, Lunch, Entry fees to different historic monuments and Guide

Please book via APLA2018@sugaldamani.com
NETWORKING DAY

Taj Mahal - Wonders of Incredible India

Taj Mahal of India - the epitome of love, a monument of immeasurable beauty. The beauty of this magnificent monument is such that it is beyond the scope of words. The thoughts that come into the mind while watching the Taj Mahal of Agra is not just its phenomenal beauty, but the immense love that inspired its construction.

*Finish off with a delicious lunch ITC Mughal, Agra*
SEMIMAR REGISTRATION

<table>
<thead>
<tr>
<th>Registration Category</th>
<th>Fees - US Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>APLA / WLA Members</td>
<td>US $800</td>
</tr>
<tr>
<td>APLA / WLA Associate Members</td>
<td>US $900</td>
</tr>
<tr>
<td>Non - Members</td>
<td>US $1000</td>
</tr>
</tbody>
</table>

Full delegate registration includes one admission to the following:

- Opening dinner and entertainment
- Business program, workshops and catering
- Closing dinner and entertainment including transfers
- Networking event – day tour to Taj Mahal including Lunch & Entry Fees

Accompanying Persons

The registration fee for the Accompanying Person is US$300. An accompanying person must be associate with a Full Conference Delegate registration.

Accompanying Persons registrations includes the following:

- Opening dinner and entertainment
- Closing dinner and entertainment including transfers
- Networking event – day tour to Taj Mahal including Lunch, Entry Fees & Guide

New Delhi Sight Seeing*

The registration fee for OPTIONAL sightseeing tour of New Delhi/Delhi's tourist attractions on Sunday 8th April is US$100 and includes:

- Return private coach transfers from Shangri-La Hotel
- Lunch, Entry fees to different historic monuments and Guide

*Subject to minimum participation by 30 guests
VISA INFORMATION

Requirements for International Visitors entering INDIA

All foreign nationals entering India are required to possess a valid international travel document in the form of a national passport with a valid visa obtained from an Indian Mission or Post abroad.

All individual visa seekers are requested to apply for the Indian Visa through online application link. Or can apply by typing the URL: https://indianvisaonline.gov.in

e-Visa Facility is available for nationals of following countries/territories

Albania, Andorra, Angola, Anguilla, Antigua & Barbuda, Argentina, Armenia, Aruba, Australia, Austria, Azerbaijan, Bahamas, Barbados, Belgium, Belize, Bolivia, Bosnia & Herzegovina, Botswana, Brazil, Brunei, Bulgaria, Burundi, Cambodia, Cameroon Union Republic, Canada, Cape Verde, Cayman Island, Chile, China, China- SAR Hongkong, China- SAR Macau, Colombia, Comoros, Cook Islands, Costa Rica, Cote d'Ivoire, Croatia, Cuba, Cyprus, Czech Republic, Denmark, Djibouti, Dominica, Dominican Republic, East Timor, Ecuador, El Salvador, Eritrea, Estonia, Fiji, Finland, France, Gabon, Gambia, Georgia, Germany, Ghana, Greece, Grenada, Guatemala, Guinea, Guyana, Haiti, Honduras, Hungary, Iceland, Indonesia, Ireland, Israel, Italy, Jamaica, Japan, Jordan, Kenya, Kiribati, Laos, Latvia, Lesotho, Liberia, Liechtenstein, Lithuania, Luxembourg, Madagascar, Malawi, Malaysia, Mali, Malta, Marshall Islands, Mauritius, Mexico, Micronesia, Moldova, Monaco, Mongolia, Montenegro, Montserrat, Mozambique, Myanmar, Namibia, Nauru, Netherlands, New Zealand, Nicaragua, Niger Republic, Niue Island, Norway, Oman, Palau, Palestine, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Poland, Portugal, Republic of Korea, Republic of Macedonia, Romania, Russia, Rwanda, Saint Christopher and Nevis, Saint Lucia, Saint Vincent & the Grenadines, Samoa, San Marino, Senegal, Serbia, Seychelles, Sierra Leone, Singapore, Slovakia, Slovenia, Solomon Islands, South Africa, Spain, Sri Lanka, Suriname, Swaziland, Sweden, Switzerland, Taiwan, Tajikistan, Tanzania, Thailand, Tonga, Trinidad & Tobago, Turks & Caicos Island, Tuvalu, UAE, Uganda, Ukraine, United Kingdom, Uruguay, USA, Uzbekistan, Vanuatu, Vatican City-Holy See, Venezuela, Vietnam, Zambia and Zimbabwe

Letters of Invitation

Do you need a letter of invitation to visit India?

If you require a letter of invitation in order to secure a visa, you may request an invitation letter by emailing APLA2018@sugaldamani.com
INFORMATION

Airport Transfer
International delegates will arrive at Indira Gandhi International Airport, here we are sharing with you some options for arrival to Shangri-La Hotel, New Delhi from Airport. It takes approximately 30 minutes to 1 hour (depending on traffic conditions) to travel from airport to hotel, and similar for the return trip.

Option 1: (Preferred Option by Host)
Avoid the headache and hassles of long taxi lines with this private arrival transfer to your Delhi hotel. Meet our team upon arrival at Indira Gandhi International Airport and directly head to your hotel with this hassle-free travel option.

What You Can Expect
- Conference Delegates dedicated airport-to-hotel transfer in Delhi.
- Avoid the hassle of long airport taxi lines.
- Meet and greet service: Our friendly, English-speaking Transport Assistant will meet you outside the arrivals hall of Indira Gandhi International Airport.
- Enjoy an easy transfer to your Delhi hotel (One-way private transfer).
- To pre-book this New Delhi private arrival transfer you'll need to provide flight details.

<table>
<thead>
<tr>
<th>VEHICLE TYPE</th>
<th>DURATION</th>
<th>RATE (INR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Toyota Innova</td>
<td>One Way Transfer</td>
<td>Rs. 1890/- Incl of taxes</td>
</tr>
</tbody>
</table>

For Bookings please write to operations@qwinzi.com or call on +91 97186 17071 (Emergency Contact No.: +91 98104 45212)

Option 2:
You may book your airport transfer in advance by Shangri-La hotel, New Delhi:

<table>
<thead>
<tr>
<th>TRANSFER</th>
<th>CAR OFFERED</th>
<th>RATES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airport Transfers</td>
<td>Toyota Camry Hybrid / Toyota Innova Crysta</td>
<td>INR 3250 one way</td>
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</table>

Please make and confirm this transportation reservation via your own online booking with the hotel, at least ten working days in advance.

Option 3:
UBER & OLA is very popular here in India and it will cost you less than $10, these services are APP based and will also require a local India number to register with.

Option 4:
You may also go for Airport Taxi services like: Meru / Mega / Black & Yellow Taxi’s from the respective counters at Terminal 3 Arrivals Forecourt; These taxi fares to New Delhi vary depending on the kilometres to your destination. The fare is 20-25 INR per kilometre.