



Moving Forward!

**CGS
EVENTS 2026**

iGaming Leadership Tour



WINDSOR BARRA HOTEL | MARCH 2, 2026

Agenda ^{V6.5}

ORGANIZADO POR
CGS EVENTS

This agenda is dynamic. Topics and times are subject to change. Please visit our website for the latest version available.

Agenda | March 2, 2026

07h45 – 08h45

REGISTRATION AND WELCOME COFFEE

0910 – 09h55

PANEL 1 | CITIES, TOURISM, AND RESPONSIBLE GAMING:
BUILDING SUSTAINABLE ENTERTAINMENT ECOSYSTEMS

Description: Responsible Gaming is an engine of legitimacy — and when integrated with intelligence, it turns into development. This panel shows how cities and tourist destinations can structure sustainable entertainment ecosystems, connecting public policy, private investment, tourism, and positive impact.

Objective: To understand how to align economic growth, social responsibility, and local governance.

Discussion topics: Tourism, entertainment, and destination reputation | Governance models and public-private partnerships | Local development, employment, and sustainable revenue | Responsible Gaming as a pillar of legitimacy and social license.

Confirmed Speakers:

PAULO HORN | Comissão de Jogos e Loterias OAB-RJ
GIOVANNI ROCCO NETO | Ministério do Esporte
PLINIO LEMOS | Associação Nacional de Jogos e Loterias - ANJL
BARBARA TELES (M) | Playtech Brasil

09h55 – 10h45

PANEL 2 | THE PRICE OF SUCCESS: PROSPERITY AMIDST
CHAOS

Description: A disruptive moment at CGS Rio. An immersive experience that provokes strategic reflection on leadership, pressure, purpose, and decision-making in high-complexity scenarios. This is not a conventional presentation — it is a format designed to leave a mark, inspire, and transform.

Objective: To broaden perspective and strengthen leadership mindset and resilience for difficult cycles.

Discussion topics: Leadership under pressure and decision-making in crisis | Prosperity with purpose: balance and long-term vision | Resilience, clarity, and responsibility at the helm | Culture, performance, and the invisible risks of success (content and dynamics revealed live).

Confirmed Speaker:

IURI CASTRO | Ministério da Fazenda

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10h45 – 11h15

COFFEE BREAK

11h15 – 11h50

PANEL 3 | FROM CHAOS TO TRUST: HOW REGULATION, TECHNOLOGY, AND CONFIDENCE BUILD SUSTAINABLE GAMING MARKETS – NORTH AMERICA VS. BRAZIL — A DIALOGUE AMONG LEADERS

Description: A high-level dialogue between global vision and local reality. This panel compares North American regulatory maturity with Brazil's decisive moment, showing how regulation, technology, and institutional trust create sustainable markets — and how leaders must act during transformation cycles.

Objective: To provide practical lessons and strategic comparisons for decision-making in Brazil.

Discussion topics: Trust as an asset: governance, transparency, and predictability | Technology applied to compliance and player protection | What to copy, adapt, and avoid: lessons from mature markets | How leaders build sustainability amidst chaos.

Confirmed Speakers:

SUSAN BALA | Advanced Compliance Technology (ACT)
WITOLDO HENDRICH JR. (M) | Hendrich Advogados
LUCIANA HENDRICH (M) | Cledx

11h50 – 12h10

PANEL 4 | EXCLUSIVE: OFFICIAL OVERVIEW OF THE REGULATED BETTING MARKET IN BRAZIL — FIRST 2026 SPA REPORT

Description: In this exclusive session, officials from the Secretariat of Prizes and Bets (SPA) will present firsthand the first official results of the regulated betting market in Brazil, based on data collection conducted during the first full year of the new regulatory framework.

Objective: To provide operators, regulators, providers, lotteries, and institutional stakeholders with a clear and objective radiography of the regulated market's real performance.

Discussion topics: Evaluating the impact of regulation | Identifying opportunities and risks | Anticipating regulatory changes | Planning strategies based on official data.

Confirmed Speakers:

FABIO MACORIN | Secretaria de Prêmios e Apostas - Ministerio da Fazenda
CARLOS XAVIER DE RESENDE | Secretaria de Prêmios e Apostas - Ministerio da Fazenda

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12h10 – 13h00

PANEL 5 | INTELLIGENT REGULATION: WHAT BRAZIL MUST DO (AND AVOID) TO CREATE A MODERN, SAFE, AND COMPETITIVE CASINO MARKET

Description: Casinos are back at the center of the national debate — and now the country needs a modern, safe, and competitive model. This panel brings together legal experts and key leaders to discuss potential pathways focusing on legal certainty, international best practices, and real feasibility.

Objective: To understand the scenarios, risks, and opportunities surrounding the casino topic based on technical expertise.

Discussion topics: International models: what works and why | Legal certainty, licensing, and oversight | Social protection and prevention: Responsible Gaming in casinos | Competitiveness, tourism, investment, and development.

Confirmed Speakers:

HAZENCLEVER LOPES | Loteria do Estado do Rio de Janeiro - LOTERJ
ROBERTO BRASIL FERNANDES | BRASIL FERNANDES ADVOGADOS
VINICIUS PINHO | ABC BET
MATT SAHAKIAN (M) | International iGaming Consultant

13h00 – 13h25

PANEL 6 | KEYNOTE | SHARP VISION - A GLOBAL OUTLOOK FOR A NEW REGULATED ERA

Description: This keynote will present the experience of Sharp Vision, drawing on international benchmarks from both mature and emerging regulated markets. The session will outline how an integrated technological framework can support regulators in establishing a modern, transparent, and efficient supervisory environment.

Objective: To introduce a comprehensive regulatory technology platform designed to:

- Deploy a robust Central Monitoring System (CMS) enabling real-time operator supervision.
- Ensure data transparency, traceability, and regulatory oversight.
- Strengthen enforcement through advanced tools for detecting and combating illegal gambling websites.
- Enhance regulatory performance and market channelization in fast-growing jurisdictions.

Discussion topics: International Benchmarks: Proven supervisory models and their adaptability to emerging regulated markets | CMS Architecture: Data collection, centralization, analytics, and real-time compliance monitoring | Illegal Market Enforcement: Digital monitoring and coordinated enforcement mechanisms | Strategic Positioning: Technology as a cornerstone of credibility, integrity, and long-term regulatory sustainability.

Confirmed Speaker:

ANNA MARTINS | SHARP VISION

13h30 – 14h50

EXCLUSIVE LUNCH | FULL PASS DELEGATES

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15h00 – 15h55

PANEL 7 | SELF-EXCLUSION, PLAYER PROTECTION, AND HEALTHY INCENTIVES

Description: SPA's recent clarification on the concept of supervised self-regulation marks a new chapter for the regulated betting market in Brazil. In this panel, CGS Rio analyzes what this signaling means in practice and how the industry should position itself in a scenario where self-regulation is recognized as a complement to—rather than a substitute for—state regulation. The focus will be on Responsible Gaming, player protection, responsible advertising, and shared responsibility between the regulator and the industry.

Objective: To analyze the active role expected from the industry in building standards, codes of conduct, and best practices—including communication and responsible advertising guidelines—aligned with the regulator's official guidance within a regulated and supervised environment.

Discussion topics: Supervised self-regulation: scope, limits, and industry responsibilities. | Player protection, responsible advertising, and commercial communication. | Healthy incentives, prevention, and operational best practices. | The role of the regulator, the operator, and the collective structures of the ecosystem. | Risks of isolated initiatives and the importance of institutional alignment.

Confirmed Speakers:

ANDIARA MARIA BRAGA MARANHÃO | Secretaria de Prêmios e Apostas - Ministerio da Fazenda
THIAGO IUSIM | BETSHIELD
GEORGES DIDIER (M) | GLI

16h00 – 16h45

PANEL 8 | CONTENT THAT CONVERTS: HOW GAMES, DATA, AND USER EXPERIENCE DRIVE SUSTAINABLE GROWTH IN BRAZIL

Description: Less theory, more market expertise. Operators and specialists show what works in Brazil: games, data, and UX as engines for conversion and retention — with sustainable growth and alignment with the regulated environment.

Objective: To provide actionable strategies for performance, product, and retention.

Discussion topics: Data and personalization with responsibility | UX, product, and the user journey. Retention, LTV (Lifetime Value), and sustainable growth | Content, games, and differentiation in a regulated environment.

Confirmed Speakers:

VICTOR ARIAS (M) | Pragmatic Play
ALESSANDRO VALENTE | Super Afiliados
IVO DOROTEIA | Lotus iGaming Group

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16h45 – 17h25

PANEL 9 | STRUCTURAL TAXATION IN ONLINE GAMING: CHALLENGES, COMPETITIVENESS, AND THE FUTURE OF THE REGULATED INDUSTRY IN BRAZIL

Description: Taxation has become the most sensitive topic in the new regulated market — and it could define winners and losers. This panel discusses real impacts, unforeseen effects, and pathways to balance tax collection, competitiveness, and industry sustainability.

Objective: To understand how taxation affects margins, investment, offerings, and sustainability.

Discussion topics: Tax structure and its economic impacts | Competitiveness vs. illegal channels: side effects | Predictability and security for investment | Sustainability of the regulated market and 2026+ scenarios.

Confirmed Speakers:

ANA HELENA PAMPLONA | ABRAJOGO
AMILTON NOBLE (M) | Hebara

17h25 – 18h30

PANEL 10 | CHAT & WINE – SPONSORED BY PAY4FUN 1 YEAR OF THE REGULATED MARKET AND THE 2026 REGULATORY AGENDA: WHAT TO EXPECT FOR GAMING IN BRAZIL?

Description: The premium closing of CGS Rio. An elegant and exclusive gathering for high-level networking, where leaders, authorities, and executives connect with purpose — because the best alliances are born from real conversations.

Objective: To create strategic connections and high-level dialogue in a premium environment.

Discussion topics: C-level networking and strategic connections | Trust, reputation, and long-term partnerships | Premium experience and institutional relationship building.

Confirmed Speakers:

LEONARDO BAPTISTA (M) | Pay4Fun
ELLEN SEZERINO | DigiPlus Brazil Interactive
DANIEL MAGARIÑOS | BMM Testlab
BEATRIZ MELGES | Betconstruct
FELLIPE FRAGA | Stellar Gaming



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