

Winter Conference 2023



ATTENDEE INFORMATION



SPONSORED BY



The Wellcome Collection Museum
18th & 19th JANUARY 2023

126 SEATS RESEVRED
152 CAPACITY

Winter Conference 2023

**BRANDS &
RETAIL UK**

Fabacus

WELCOME BACK

RYAN BEAIRD – CEO EAGLESTONE EVENTS

First of all thank you so much for returning. In my last speech at Summer 22 Brands & Retail I said the retention rate was about 96% from the audience – so I must be something right because I can see we have about the same again, but an extra 12 companies that have found out about the event and are coming for the first time. So welcome to the new folks, pleased you could come and see what all the fuss is about.

Holding an event so soon after the festive break means I had to do all the prep work over Christmas so will be having my Christmas and New Year after the event!. But I know it will be worth it because it will be the first time in 2023 we will all be together and this conference will be a great way to start what we all hope will be a good trading year. We will find out how the golden period went during the Retailers panel.

Talking of panels I have worked with TeamGB and Digital Sports Management for two exciting keynotes. We will have Beth Shriever an Olympic gold medallist opening our program, and to close the event we will have YMU and DSM who are putting on an e-sports panel for us with some esports talent attending, including – Andy Castell, Brandon Smith and Alia Harvey – all huge internet gaming stars. So please sit back, relax and I am sure you will find the event and program great.



**EAGLESTONE
EVENTS**

A WORD FROM OUR SPONSOR

ANDREW XENI – CEO FABACUS



Fabacus

At Fabacus, we believe in the importance of supporting events that align with our values and mission, which is why we are proud to be sponsoring the Brands and Retail UK Conference for the third time, since launching last winter. This event provides a unique opportunity for professionals and industry leaders from across the licensing spectrum to collaborate and come together over two days to share their knowledge, insights and expertise to move the industry forward.

We are incredibly passionate about fostering greater collaboration, connectivity and transparency across businesses within licensing, namely through the power of data, and the possibilities it opens up to our industry.

2022 was a fantastic year for us, opening up new partnerships with Fanatics, Wildbrain CPLG and Activision as well as developing our campaigns and relationships with the likes of Ubisoft, IMG, UFC and Epic Games. We've also worked with hundreds of licensees across the world, getting to know many of you and your businesses.

It was therefore a perfect union in continuing our support of Brands and Retail, bringing the community together and contributing to the development and growth of the industry.

Once again, we look forward to connecting with other like-minded individuals and organisations as we kick off 2023. Together, we can drive the industry forward and make a positive impact.

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THE SCREENINGS

DAY ONE – 18th JAN 23

9:00 – 10:00	Registration – Tea and Coffee (1 hour)
10:15 – 10:30	Brands Retail UK Opening Speech
10:30 – 10:45	TeamGB - Presentation
10:45 – 11:00	TeamGB – Sports Keynote – Beth Shriever
11:00 – 11:15	Boat Rocker
11:15 – 11:30	Futurum Kids
11:30 – 12:00 (30)	Retail Monster
12:00 – 13:30	Networking Lunch (1 and half hours)
13:30 – 13:45	Penguin Ventures
13:45 – 14:00	Start Licensing / Aardman
14:00 – 14:15	The Point 1888.
14:15 – 14:30	DeA Planeta
14:30 – 15:15	Networking Coffee Break (45 mins)
15:15 – 15:30	Metrostar Media
15:30 – 16:00 (30)	SEGA
16:00 – 17:00 (60)	Retail Buyers Panel Discussion Julia Redman – The Buyers Eye (moderator) John Carolan – Boots Walgreens Alliance Vicki Radford – George at ASDA Karen Hewitt – Character.com

DAY TWO – 19th JAN 23

9:00 – 10:00	Registration – Tea and Coffee (1 hour)
10:00 – 10:30 (30)	Mattel
10:30 – 11:00 (30)	Acamar Films
11:00 – 11:15	Jazwares
11:15 – 11:30	The Point 1888.
11:30 – 12:00 (30)	IMG
12:00 – 13:30	Networking Lunch (1 hour 45 mins)
13:30 – 13:45	Battersea Dogs & Cats Home
13:45 – 14:15 (30)	Moonbug Entertainment
14:15 – 14:45	Networking Coffee Break (30 mins)
14:45 – 15:15 (30)	Activision Blizzard
15:15 – 15:30	Bulldog Licensing / ZAG
15:30 – 15:45	LMI – Licensing Management International
15:45 – 16:15	Fabacus (sponsors presentation)
16:15 – 16:30	DSM – Digital Sports Mgmt
16:30 – 17:00	The Power of e-sports Panel – by YMU Leon Harlow – YMU (moderator) Andy Castell AJ3 - @andycastell Brandon Smith - @bsmith_esports Alia Harvey - @aliawgharvey

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DELEGATE LIST

A 1 = Ivy Party Day One 2 = Ivy Party Day Two

AMSCAN - Mel Beer 1
AARDMAN - Rob Goodchild 1
ASDA George - Vicki Radford
ASDA GEORGE - Beth Henwood
ASHMOLEAN - Carrie Hickman 1
AYKROYDS - Rob Broadhurst 1 & 2
ACAMAR FILMS – Natalie Harvey 1
ACAMAR FILMS – TBC 1
ACAMAR FILMS – TBC 1
ACTIVISION – Franca Bernatavicius 1

AMSCAN - Allison Moore 1
ASDA GEORGE - Bryony Rodda
ASDA GEORGE - Scott McCrae
ASDA GEORGE - Becky Park
ASHMOLEAN - Dec McCarthy 1
AYKROYDS - TBC 1 & 2
ACAMAR FILMS – TBC 1
ACAMAR FILMS – TBC 1
ACTIVISION – Victoria Justice 1

B

BATTERSEA – Warren Traeger
BC INT - Ruth Hamilton-Rice
BIOWORLD – TBC 1 & 2
BLUEPRINT - Suzanna Chater
BLUES GROUP - Tania Bines 1
BLUES GROUP - Allie Wilson 1
BULLDOG – Rob Corney 1
BRANDS IN - Rick Lowe
BRANDS RETAIL UK - Ryan Beard 1 & 2
BRO LICENSING - Atinc Karaca
BOOTS WALGREENS - John Carolan

BC INT - Sarah Marshall-Hilton
BIOWORLD - Richard Radford 1 & 2
BLUEPRINT - Lisa Shand
BLUES GROUP - Mike Coles 1
BLUES GROUP - Ruth Golightly 1
BOAT ROCKER - Emmanuelle Cadet
BRANDS IN - Sue Stanley
BRO LICENSING - Danielle Kelly
BRANDS RETAIL UK - Darren Brechin 1 & 2
BUYERS EYE - Julia Redman 1 & 2

C

CHARACTER WORLD - Tim Kilby
CHARACTER.com - Lucy Long
CHARACTER.com - Daniel Horgan
CORSAIR - Terry Lamb
CRAYOLA - Rob Spindley
CLAIRES – Rosie Oakley

CHARACTER.com - Karen Hewitt
CHARACTER.com - Aimee Kelsey
CONCEPT ONE - Jason Easy
CORSAIR - Sarah Barnes
CLAIRES – Lisa Senior

D

DeA PLANETA - Antonella Ceraso 1
DeA PLANETA – Diego Ibanez 1

DeA PLANETA – Cath Rijdsdijk Sous 1
DANILO – Dan Grant

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DELEGATE LIST

D

DANILO - TBC

DIFUZED - Hayley Nelson

DNC - Martyn Weaver

DIGITAL SPORTS MGMT – Nicky Stanton

DIFUZED – Jan Wilford

DNC - Jenni Leprevost

DPI EUROPE - Emily Harrison

E

ERVE - Tom Rossi 1

EVENT MERCH – Jeremy Goldsmith

EXG – Ray Carthy

ERVE – Lisa Reynolds 1

EVENT MERCH - TBC

EXG – Lauren Bath

F

FINSBURY FOODS – Daryl Newlands

FIZZ CREATIONS – Josh Edwardes

FIZZ CREATIONS – Caroline Hedges

FIZZ CREATIONS – Louise Sprinks

FOCO – Jake Howells

FABACUS – Jonathan Baker 1 & 2

FABACUS – Lauren Stephenson 1 & 2

FABACUS – Cameron Hogg 1 & 2

FABACUS – Kathryn McLagan 1 & 2

FABACUS – Alessandra Hogarth 1 & 2

FUTURUM KIDS – Francis Fitzpatrick

FINSBURY FOODS – Thomas McInally

FIZZ CREATIONS – Claire Rosario-Johnson

FIZZ CREATIONS – Alice Trotter

FOCO – Paul Hodgson

FABACUS – Andrew Xeni

FABACUS – Wajhi Rehman 1 & 2

FABACUS – Alisa Stromberg 1 & 2

FABACUS – Kobi Tang-Wright 1 & 2

FABACUS – Sacha Jacobs 1 & 2

FABACUS – Pravan Matthew 1 & 2

FUTURUM KIDS – Niall Watters

G

GOLDEN BEAR – Tracy Griffiths

GOOD PLAY GUIDE – TBC

GOOD PLAY GUIDE – Dr Amanda Gummer

H

HMV – Gary Williamson

HTI – Richard Hollis 1 & 2

HINTERLAND – Dan Wilkins 2

HMV – Austin Powell

HTI – Jessica Christian

I

IMAGINE8 - Norman Thompson 1

IMMEDIATE MEDIA – Corinna Shaffer

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DELEGATE LIST

I

IMMERSIVE EVERYWHERE – Tom Roe
IMG – TBC 2
IMG – TBC 2

IMG – Adam Steel 2
IMG – TBC 2

J

JAZWARES – Sam Ferguson 2
JAZWARES – Samantha Bourne 2

JAZWARES - TBC 2
JAZWARES – Alex Hollis 2

K

KOKOMO – Rachel Wyatt

KOKOMO – Laura Jealous

L

LMI – Andrew Maconie 2
LOUIS KENNEDY – Nick Pritchard

LMI – Jenny Johnston 2
LOUIS KENNEDY – Tracey Richardson

M

MATTEL – Jon Spalding 2
MATTEL – TBC 2
MARKETING STORE – Gemma Dunn
MCDONALDS – Carmela Daniel
MOONBUG ENT – TBC 2
MOONBUG ENT – TBC 2
MOOR ART GALLERY – James Hobson
MISIRLI – Emma Phillips 1

MATTEL – TBC 2
MATTEL – TBC 2
MARKETING STORE – Alex Francis
MOONBUG ENT – Francesca Romana Giancesin 2
MOONBUG ENT – TBC 2
MOOR ART GALLERY – Keir Young
MOOSE TOYS – Lucy Wynne-Jones
MISIRLI – TBC 1

N

NMR BRANDS EUROPE – Carl Lombard

O

DELEGATE LIST

P

PENGUIN VENTURES – David Sprei 1

PENGUIN RH – Leanne Gill

PENGUIN RH – Hannah Moir

POETIC BRANDS – Anne Bradford 1

POETIC BRANDS – Elliott Matthews 1

PYRAMID INT – Mordy Benaiah

THE POINT 1888. – Bethan Garton 1 & 2

THE POINT 1888. – Rebecca Cross 1 & 2

PENGUIN VENTURES – Kelly Ball 1

PENGUIN RH – Amy Anderson

PENGUIN RH – Tehreem Tahir

POETIC BRANDS – Paul Coleman 1

POETIC BRANDS – Terry Kinnersley 1

PYRAMID INT – Martin Withers

THE POINT 1888. – Hannah Redler 1 & 2

Q

R

REDAN PUBLISHING – Julie Jones

ROY LOWE – Ben Lowe 1

ROYAL MINT – Phillippa Green 1

RETAIL MONSTER – TBC 1

RETAIL MONSTER – TBC 1

REDAN PUBLISHING – Joanne Ellis

ROY LOWE – Hannah Lowe 1

RETAIL MONSTER – Liesa Dornan 1

RETAIL MONSTER – TBC 1

S

SAINSBURYS – Chrissy Farrugia

SUNNYSIDE UP – Michael Gottlieb 1 & 2

SEGA – Jason Rice 1

START LICENSING – Ian Downes 1

SAINSBURYS – Aimee Hix

SIGANTURE PUBLISHING – Rachel Craven

SEGA – Toby Rayfield 1

START LICENSING – Karen Addison 1

T

TEAMGB – Paul Ellis 1

TOTAL LICENSING – Becky French 1 & 2

TOYS n PLAYTHINGS – Tim Murray 1 & 2

TESCO – Pippa Woods

TESCO – India Hyatt-Mailes

THE MARKETING STORE – Alex Francis

TEAMGB – Beth Shriever 1

TOTAL LICENSING – Francesca Ash 1 & 2

TDP – Dean Greasley 2

TESCO – Natalie Ackerman

THE MARKETING STORE – Gemma Dunn

TOYTOPIC – Ashley Holman

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DELEGATE LIST

U

V

VANILLA UNDERGROUND – Laura Kelly

VANILLA UNDERGROUND – Ellie Yarnell

VANILLA UNDERGROUND – Katie Ted-Lowe

VTECH – Andrew Barrett

W, X, Y, Z

WILLIAM LAMB – Sandra Vanstan

WOW STUFF – Richard North

ZAG – Luca Bonnechi 2

WOW STUFF – Ella Woods

WINNING MOVES – Kelly Gunstore

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HOW TO GET **THERE**

BY TRAIN & TUBE

PERFECT LOCATION FOR TRAVEL IN FROM THE MIDLANDS & THE NORTH

The Wellcome Collection Museum is situated opposite Euston Station and 4min walk from Kings Cross St Pancras.

NEAREST TUBES

Euston Square

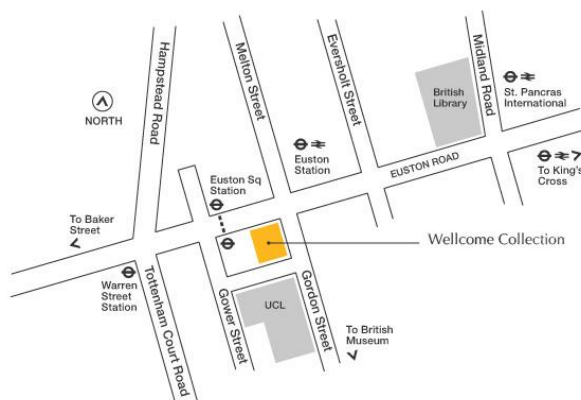
(Met, Circle, District, Hammersmith & City)

Euston

(Northern & Victoria)

Kings Cross St Pancras

(Met, Circle, District, Hammersmith & City, Piccadilly, Northern)



THE IVY CLUB

THE IVY CLUB

Located above the famous Ivy Restaurant the door to the club is along West Street through a glass fronted entrance.

ADDRESS

Ivy Club, 9 West Steet, London, WC2H 9NE

**THE IVY
CLUB**

