

The IPG 2023 Spring Conference

Day One - Monday 27 February

9am - Registration

Settle into our Conference venue and enjoy some hot breakfast and coffee while you meet fellow delegates and our exhibitors

9.30am - Keynote: Dharshini David

Back by popular demand, BBC broadcaster, economist and author **Dharshini David** shares her overview of the business, economic and media landscapes in 2023, and flags the big domestic and international opportunities and challenges for publishers

Chair: **Phil Turner**, Meze Publishing and IPG Chair

Location: Theatre

10.15am - Streams

Jamie Byng

As Canongate Books celebrates its 50th anniversary, CEO **Jamie Byng** discusses its story and the power of independent publishing. He also fields questions about how trade publishing and bookselling will pan out in 2023

Chair: **Lennie Goodings**, Virago Press

Location: Theatre

OR

Jenny Ridout

Managing director of the non-consumer division at Bloomsbury Publishing, **Jenny Ridout**, sets out her publisher's recent journey through the fields of academic, educational and professional publishing, covering the growth and change management strategies they have embraced.

Chair: **Richard Fisher**, IPG

Location: Regents Park - *This session is supported by The London Book Fair*

OR

Damon Greeney

Senior export manager at two-time Independent Publisher of the Year Nosy Crow, **Damon Greeney**, looks at the fast-changing dynamics of export sales in children's publishing and where Nosy Crow is turning for yet more growth this year

Chair: **Jasper Sutcliffe**, Bookshop.org

Location: Hyde Park

11am - Coffee Break

Time for a coffee and networking with other delegates and a wide range of outstanding suppliers and service providers in our Exhibitor Zone

11.30am - Streams

Selling In Tough Times

This session explores what genres and formats sell well during challenging times, with the help of two book retail experts: PBShop's **Caroline Summers** and Litalist's **Seni Glaister**. Seni adds her views on how data can help publishers get books into the hands of readers

Chair: **Will Atkinson**, Atlantic Books

Location: Theatre

OR

Library Sales In 2023

Julie Carroll-Davis of ProQuest, part of Clarivate, discusses the ups and downs of English language markets around the world and the challenges libraries face. She also covers big print and electronic trends and discusses how British academic publishers can capitalise on sales opportunities

Chair: **James Waller**, SAGE Publishing

Location: Regents Park

OR

Tech Trends In The Classroom

This session welcomes the Copyright Licensing Agency's **Eela Devani** to explore the latest technology trends in Britain's classrooms, with useful pointers for all publishers involved in education

Chair: **Suzy Medeiros**, Jolly Learning

Location: Hyde Park

12.15pm - Streams

Top TikTok

As the BookTok phenomenon continues to sweep publishing, TikTok's **Matthew Perry** brings us the inside track on effective ecommerce via the TikTok Shop's books category. He tells us how to first capture the attention of BookTok fans and then convert viewers into book buyers

Chair: **Jenny Fry**, Canongate Books

Location: Theatre

OR

Ruth Gill

As managing director of Gill, one of Ireland's leading educational publishers, **Ruth Gill** is well placed to explore sales, budget and curriculum trends in key markets. She'll also share some of the ups and downs of one of our longest standing independent publishers

Chair: **Martin Casimir**, IPG board member

Location: Regents Park

1pm - Lunch

Enjoy some excellent food while you catch up with old friends, make new ones and see how businesses in the Exhibitor Zone can make your business even better

2pm - Keynote: David Rowan

As founding editor-in-chief of *Wired* in the UK, **David Rowan** is one of our most insightful analysts of new technology. He explores big innovations in tech like Artificial Intelligence, and considers how they will impact publishing in the years ahead

Chair: **Jonathan Harris**, IPG President

Location: Theatre

2.45pm - Nigel Newton: In Praise of Independence

Bloomsbury founder and chief executive **Nigel Newton** gives his thoughts on the unique strengths of independent publishers and their advantages in a challenging market

Chair: **Jonathan Harris**, IPG President

Location: Theatre

3pm - Insights From Ingram

Ingram Content Group's **Bunmi Western** updates on major changes in UK and international distribution and sets out what publishers need to prioritise in their strategies

Chair: **Jonathan Harris**, IPG President

Location: Theatre

3.15pm - Streams

Rethinking Your Supply Chain Solutions

It's a tumultuous time in printing and distribution, but this session is here to suggest ways to get smarter. Boldwood Books' **Amanda Ridout** gets tips for nimble print, production, pricing and stock management in the UK and worldwide from three experts: **Andrew Copley** of Clays, CPI's **Alison Kaye** and Ingram Content Group's **Darragh Deering**

Location: Theatre

OR

Story Of A Start-up

Noodle Juice founder **Sarah Walden** presents a case study of starting out in children's publishing amid a pandemic and economic turmoil, and explains her transition from a book packager to a fully-fledged publisher

Chair: **Sarah Campbell**, Trotman Indigo

Location: Regents Park - *This session is supported by The London Book Fair*

3.45pm - Tea Break

The last chance of the day to connect with our Conference exhibitors

4.15pm - Streams

The Book Retail Leaders

An essential panel for trade, children's and specialist publishers has news and Q&A with two of the UK's top book retail leaders: Waterstones and Barnes & Noble's **James Daunt** and Bookshop.org's **Nicole Vanderbilt**

Chair: **Stephen Page**, Faber

Location: Theatre

OR

Global Trendspotting

This session is dedicated to big international issues for the UK's academic publishing sector to watch

Chair: **Richard Fisher**, IPG

Location: Regents Park

5pm - Keynote: Anand Menon

King's College London Professor **Anand Menon** is one of the UK's leading commentators on European affairs. He talks here about the aftershocks of Brexit, policy developments and future trading opportunities for UK publishers

Chair: **Phil Turner**, Meze Publishing and IPG Chair

Location: Theatre


5.30pm - Conference Wrap

IPG Chair **Phil Turner** wraps up the day before we continue the conversations over drinks

7pm - British Library Dinner

The Conference moves on to an appropriately bookish setting for our end-of-day dinner: the adjacent British Library. *Please note: the dinner is reserved for delegates with pre-booked tickets*

 **Plenary**

 **Trade**

 **Children's**

 **Academic, Educational and Professional**

 **Supply Chain**

The IPG 2023 Spring Conference

Day Two - Tuesday 28 February

9am - Conference Opens

Join us for hot breakfast and networking ahead of our workshops

9.30am - Workshops

Our range of five workshops repeats throughout the morning, giving you the opportunity to attend three. Sessions start at **9.30am**, **10.15am** and **11.30am**. We break for coffee between **11am** and **11.30am**. All delegates should have selected the workshops they would like to attend as space in our rooms is limited. Please ask the IPG team if you need any help finding your sessions.

Advertise Smarter

Rob Chilver of top digital marketing agency Adventures With Words provides guidance for more effective advertising strategies on key platforms including Google and Amazon. This session starts at **9.30am** in Regents Park 6&7; **10.15am** in Regents Park 3; and **11.30am** in Regents Park 3

OR

Smoother Workflows

What tools and tricks can publishers use to create efficient workflow-driven approaches? In this workshop Klopotek's **Nella Klopotek von Glowczewski** shows how structuring business processes can support daily work, lay the foundations for growth and help you avoid workflow overload

This session starts at **9.30am** in Regents Park 5; **10.15am** in Regents Park 5; and **11.30am** in Regents Park 6&7

OR

How To Produce A Compelling Podcast

Carla Herbertson and **Danni Haughan** of the Small Wardour agency guide independent publishers through the creation of must-listen podcasts and the best ways to reach consumers and persuade listeners to become buyers

This session starts at **9.30am** in Regents Park 4; **10.15am** in Regents Park 4; and **11.30am** in Regents Park 4

OR

Ingram's UK Wholesale In Action

Ingram Content Group's **Andy Bromley** and **Katharine Fry** deliver a demo of Ingram's new-look wholesale operation, with examples of independent publishers' books

This session starts at **9.30am** in Regents Park 3; **10.15am** in Regents Park 6&7; and **11.30am** in Regents Park 5

OR

Make Rights Work For You

Rights consultant **Clare Hodder** and PLS' **Amy Ellis** show how to optimise rights and permissions strategies to become more profitable and efficient. They also run through the many ways PLS can help improve your rights management

This session starts at **9.30am** in Regents Park 2; **10.15am** in Regents Park 2; and **11.30am** in Regents Park 2

12.15pm - Lunch And Conference Closes

See you at our 2023 Autumn Conference on Wednesday 20 September!

Please note that we will be covering additional workshops online on Wednesday 24 May 2023. Access will be free for all delegates. More details to follow!

Workshops

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