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Magazine
April 2018

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MARKET REPORT: PORTUGAL

RIDING A TOURISM BOOM

Bouncing back from the global recession, the economic resurgence in Portugal is stoking a casino sector surge

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The Brazilian Senate has dealt a huge blow to the progress of legalising gaming in the country.....

BRAZIL P10



Odyssey Europe has made an offer to acquire 100 per cent of the share of the Olympic Group.....

ESTONIA P14



The Harrah's Cherokee Casino Resort has introduced APEX gaming's iDrope to its tables.....

US P23



Silver Heritage has held the Grand Opening of its Tiger Palace Resort in Bhairahawa, Nepal.....

NEPAL P30

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Contents

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SOUTH AMERICA

ARGENTINA P8

A saviour may have been found for the Complejo Casino after the Municipal Government decided to shutter the location

BRAZIL P10

The Committee on Constitution, Justice and Citizenship has rejected a gaming bill that sought to green light gaming in Brazil

CHILE P12

Interblock has announced the placement of Latin America's first PULSE ARENA located at Sun Monticello Casino in Chile

NORTH AMERICA

NORTH CAROLINA P22

The Harrah's Cherokee Casino Resort, North Carolina, has introduced APEX gaming's iDROPe to its live gaming tables

NEVADA P24

Golden Entertainment has selected Konami to replace existing systems at the Group's four casinos with the Synkros system

NEVADA P27

More than 225 attendees from around the world converged at the Luxor Las Vegas for GLI's 18th Annual Regulators Roundtable

EMEA

ESTONIA P14

Odyssey Europe has made a VTO offer to acquire 100 per cent of the outstanding shares of Olympic Entertainment Group

HOLLAND P16

CPI's SC Advance and EASITRAX, with Dynamic Drop Schedule, specified on all machines at Holland Casino in Amsterdam

SOUTH AFRICA P20

Sun will close the Fish River Sun in the Eastern Cape, Sun Nao Casino in Colombia, its Global VIP businesses in both S. Africa and Panama

ASIA & OCEANIA

CAMBODIA P28

A spectacular 2017 saw NagaWorld continue to achieve impressive GGR growth of 85 per cent with VIP gaming surging past mass

NEPAL P30

Silver Heritage Group has held the grand opening of its first 5-star integrated resort, Tiger Palace Resort in Bhairahawa, Nepal

PHILIPPINES P31

Macau-based operator Galaxy Entertainment has been granted a provisional gaming license by PAGCOR to operate on Boracay island

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Market Report Portugal

Portugal: Safe harbour from the storm

Reports P46

Portugal has proved to be remarkably resilient, bouncing back from the global economic crisis and into a boom in tourism thanks to several tax cuts

SG Gaming makes its mark on Grosvenor Casinos in UK

Insight 34

SG Gaming UK and Grosvenor Casinos have worked together to ensure the seamless rollout of SG's new Riviera terminals across 19 UK casino venues

The Year of Regulation and what it means for gaming

Interactive P58

Paysafe General Counsel, Elliott Wiseman, looks at the impact GDPR and PSD2 will have on the gaming industry in what he sees as the Year of Regulation

Interactive AMD Launches Ryzen

Machine gaming - Ryzen to the challenges ahead

Interactive P76

Quixant's Jon Jayal quizzes AMD's Mitch Furman about the importance of the launch of Ryzen and what it means for developers, operators and players

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Lewis Pek
Editor



Comment

April 2018

In preparation for an interview with John Hagan of law firm, Harris Hagan, to appear in next month's issue of G3, I read the IAGR's Revealing Reality Report into Responsible Gambling. Mr. Hagan is speaking at the forthcoming IAGA conference in Macau and at the EUROMAT Summit in Monte-Carlo, in May and June respectively, discussing the subject of responsible gambling.

I have to admit, it's a subject that's been in the periphery of my vision for the 20 years I've reported on gaming. While I find the subject to be wholly compelling in terms of its importance to the gaming industry, I've found communication around the subject to be dry, preachy, consuming of all joy and altogether uninspiring to write about. I usually leave conferences once the topic turns to problem gambling.

I don't want to spend time on a subject I find boring, but in doing so, I conduct interviews without asking about the consequences of problem gambling, I assess products without drawing conclusions about responsible practices and I make judgements about the promotion of gaming without considering the consequences.

TWO QUOTES STOOD OUT: "MAKING POLICY ON A HANDFUL OF ANECDOTES," AND "DELIBERATELY CAPTIVATING MACHINES."

I won't say that reading the IAGR report has brought about an epiphany, but finding the writing to be intelligent, relatable and non-accusatory, I devoured the details and better understood the recommendations. I appreciate that I've viewed gaming through the lens of promotion and profit, and misunderstood the role products play in determining the lifetime value of a customer.

Two quotes from the IAGR's Revealing Reality Report into Responsible Gambling really stood out to me: "Making policy on a handful of anecdotes." and "Deliberately captivating machines." In these two quotes you have the tangential opposite viewpoints that have exasperated and infuriated in equal measure whenever the topic of responsible gambling has been discussed. And yet, the report doesn't take sides, but rather listens and recommends best practice from talking to all participants in the gaming sector. It is both refreshing and informative and something, ordinarily, I would never have read.

I look forward to the interview, and to writing the article for the next issue. I also hope that unlike me, you stay throughout the sessions at the IAGA conference in Macau next month and the EUROMAT Summit in June. I sincerely recommend these sessions, as the importance of the issue is fundamental to the direction the industry is heading.

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Calendar

April 2018

SOUTH AMERICA

FADJA Colombia 2018

April 5-6, 2018

LOCATION

Bogota, Colombia

ORGANISER

3A Producciones
Carrera 18 No 86A-14
Centro Chico,

Bogota

Colombia

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NORTH AMERICA

Indian Gaming Tradeshow & Convention 2018

April 17-20, 2018

LOCATION

Las Vegas Convention Center, Las Vegas, Nevada, US

ORGANISER

National Indian Gaming Association
224 Second Street SE
Washington

United States

DC 20003

CONTACT

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T: +1 202 546 7711
E: mcgrayson@indiangaming.org
www.indiangamingtradeshow.com

SOUTH AMERICA

BgC - Brazilian Gaming Congress 2018

April 22-24, 2018

LOCATION

Tivoli Mofarrej, Sao Paulo, Brazil

ORGANISER

Clarion Events
Fulham Green, Bedford House
69-79 Fulham High Street
London

United Kingdom

SW6 3JW

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SOUTH AMERICA

CGS 2018 - Caribbean Gaming Show & Summit

April 26-27, 2018

LOCATION

Iberostar Hotel & Resort, Cancun, Mexico

ORGANISER

CGS Group LLC
200 South Biscayne Boulevard, Suite 2790

Miami, Florida, United States

FL 33131

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NORTH AMERICA

Southern Gaming Summit 2018

May 2-3, 2018

LOCATION

Mississippi Gulf Coast, Mississippi US
ORGANISER
BNP Media Gaming Group
2401 W Big Beaver Road, Suite 700
Troy

Michigan

CONTACT

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Nuevas normas publicadas en el Boletín

Oficial de Panamá establecen una serie de nuevos requisitos para los operadores. A partir de ahora, las máquinas tragaperras de tipo A y C serán monitorizadas en tiempo real por un servidor controlado por el gobierno central que se encuentra conectado a la Junta de Control de Juegos (JCJ) a fin de verificar en tiempo real la cantidad total de apuestas.

El gobierno de Argentina ha anunciado que el

plazo para la apertura de ofertas para la licitación pública de siete casinos en la provincia de Buenos Aires ha sido prorrogado hasta el 27 de junio. De acuerdo con el Boletín Oficial del gobierno, estos 90 días adicionales permitirán a los operadores tener tiempo para presentar sus propuestas.

Interblock ha anunciado la instalación de su

primera PULSE ARENA en América Latina ubicada en el Casino Sun Monticello en Chile. Este entorno de juegos de estadio sociales e interactivos abrió con el nombre de «Bar de Juegos SiSun» e incorpora la pared de vídeo más grande de Chile.

Se espera que se anuncien los resultados de

la licitación de los siete casinos municipales chilenos entre el 1 y 19 de junio de 2018. Las licencias de casino están listas para licitación en los municipios de Arica, Iquique, Coquimbo, Viña del Mar, Pucón, Puerto Varas y Puerto Natales. Aunque solo dos operadores, Enjoy y Sun Dreams, han presentado ofertas para los casinos más grandes, se cree que el proceso de licitación tendrá un enorme impacto en el sector.

Odyssey Europe AS tiene intenciones de

hacer una oferta de adquisición voluntaria de todas las acciones en circulación de Olympic Entertainment Group con sede en Tallinn, que cuenta con casino en línea y en instalaciones físicas y es un operador de apuestas cotizado en la bolsa Nasdaq de Tallinn.

El grupo de casinos Baden-Württembergische

Spielbanken ha vuelto a crecer en Alemania en 2017 con un aumento de sus ingresos del 4,89% después de crecer un 4,8% en 2016. GGR obtuvo 86,09 millones de euros en sus tres casinos de Stuttgart, Baden-Baden y Constanza.

El Tribunal Administrativo Federal de

Alemania ha prohibido las apuestas por internet a operadores extranjeros. Esta resolución del 26 de octubre de 2017 fue publicada el 12 de marzo de 2018. La Corte Suprema Federal enfatiza que estas prohibiciones en Alemania para casinos en línea y juegos de póquer en línea son compatibles con la legislación constitucional alemana y de la UE.

Seis personas fueron detenidas en Niza

(departamento francés de Alpes Marítimos) la noche del 11 de marzo por parte de la policía del Servicio Central de Carreras y Juegos (SCCJ por sus siglas en francés) en el marco de una investigación abierta por «lavado de dinero, evasión fiscal y posesión ilegal de una casa de apuestas, así como por abuso de bienes públicos».

Last year the Lottery and Casinos Institute decided to close Complejo Casino, with an income of just over \$3.5m but costing \$39.5m a year to maintain

ARGENTINA NEW LICENCES



Large Scale Resort on the Atlantic Coast

Rumours which have been circulating around a proposal to the municipal government of Necochea to build a resort and casino are growing with word that a private investor may have come forward. The new plan could save the casino in the city, which is scheduled for closure after the governor of the province of Buenos Aires, María Eugenia Vidal, decided not to include the casino in the new tender process earlier this year.

Alaisa Distribuidora SA, which acquired 51 per cent of Argentina's main dairy company SanCor in return for US\$130m, could build an international five-star hotel including a conference room, event room, spa, thermal springs and sauna in Necochea.

The company intends to acquire the rest of SanCor and plans to make a number of significant investments in Argentina according to local press. This in turn has sparked the interest of the President's office and government officials are already in talks with the city government according to local reports. President Mauricio Macri's market-friendly reforms are

increasing foreign investment now that he has resolved a fifteen-year default and removed capital controls and the government will seek to capitalise on further investment in the area. The Spanish group operates mainly as a distributor of food products, mainly in Spain, Mexico and China.

In the note sent to the Intendancy the company said that it intended to refurbish the casino and put it back into operation. The new casino and hotel could mean an initial investment of up to \$100m.

In November last year, The Mayor of Necochea Facundo López questioned the government's decision to close the single casino in the city. Facundo López said that it would "leave seventy families out on the street." López also warned of the negative impact the closure would have on the local tourism industry. Last year the Lottery and Casinos Institute decided to definitively close the casino after it was found to be consistently running at a loss generating an income of just over \$3.5m while costing \$39.5m a year to maintain.

Panama

Slots to be connected to government server

Type A and C slot machines will now be monitored in real time by a central government controlled server connected to The Gaming control Board (JCJ) in order to verify in real time the total amount of bets. New rules, which were published via Panama's Official Gazette, puts in place a number of new demands on operators.

Once the system is up and running operators will have to pay for the new system, as well as a \$US5,000 fee so that their slots are connected to the new server. They will also have to supply the equipment on site so that the SJC may monitor slots in real time. After the system is installed, the operator must also update the technological platform every two years, once the update has been authorised by the JCJ.

Unlike tables games and type A slot machines, which transfer a percentage of bets to the JCJ, type C machines only pay US\$150 to the regulatory body every month. As

they are not connected to any server, it is impossible to know the amount of bets they receive nor the prizes paid out. The new data will be gathered daily, monthly and annually.

Type C machines may only pay a maximum of US\$200 per machine in prizes and accept bets of no more than US\$3. The JCJ has stated that it considers Type C machines, to be the main cause of pathological gambling, since they are often located in low-income neighbourhoods and in rural areas. It is estimated that Panama has more than 6,000 type C machines nationwide.

Type A slots - slot machines which do not have a payout ceiling - operate in fully-fledged casinos, which are in turn present in hotels with more than 300 rooms. According to the latest report released by Panama's National Controller's Office, Type A slot machines and the lottery now account for 90 per cent of the market with a combined total of US\$2,007m. Of this total, US\$526m corresponded to lottery sales while Type A slot machines accounted for US\$1,481m in 2017.

Mexico

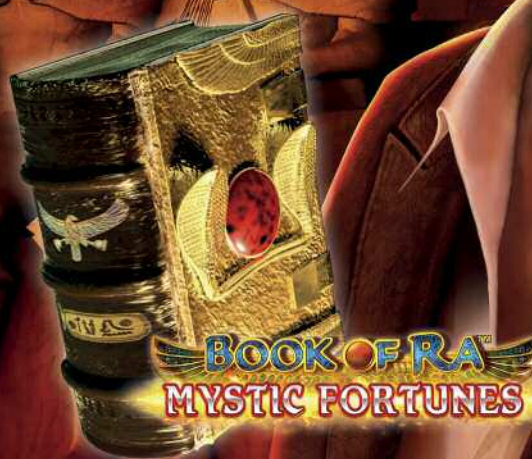
Mexico's Secretary of the Interior (SEGOB) has said that no more licences will be granted in the State of Yucatán for the time being. Five gambling establishments currently operate in Mérida, the state capital. Rubén Valdez Ceh, delegate of SEGOB revealed that although there might be interest in the opening of a number of other casinos in the southeastern state, no legal authorisation for their establishment had been granted. Responding to questions revolving around the possibility of setting up a casino in the city of Tizimin, the federal official rejected this rumour saying, "so far there is no authorisation to open new casinos in Yucatán." The official went on to say that licences are granted on a national level, through various companies or franchises, which are permitted to have up to five or six permits in different states depending on the additional requirements established locally.



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CASINO SUPPLIER
OF THE YEAR

La empresa Trans World Corporation (TWC)

que es propietaria de los casinos American Chance y también posee hoteles en Alemania y Austria, ha sido adquirida por el consorcio con sede en Hong Kong Far East Consortium International (FECI).

La licencia de casino para Granada (España)

será concedida en abril o a principios de mayo según Jesús Montero, Consejero de Hacienda y Administración Pública de la Junta de Andalucía. El Consejero afirmó que era una «buena noticia» el hecho de que una serie de prestigiosas empresas del sector hayan presentado sus ofertas en el marco de una licitación pública para dicho casino en la capital de esta provincia.

El operador de casinos sudafricano Sun

International ha cerrado algunas de sus operaciones con pérdidas en el mercado nacional e internacional a fin de aliviar sus deudas con la perspectiva de más cierres si no mejora el rendimiento. Cerrará el Fish River Sun Resort en la provincia sudafricana de Cabo Oriental, Sun Nao Casino en Colombia, en la imagen, y los International VIP Businesses tanto en Sudafrica como en Panamá.

Harrah's Cherokee acaba de presentar el

iDROPe en sus mesas de juego en vivo, un proyecto que ha estado en elaboración durante dos años, de la mano de Ron Hager, Director de Juegos de Mesa del Harrah's Cherokee Casino Resort.

Quizant presentará pronto sus nuevas plataformas de juego de vanguardia QMax-2 y QXi-7000, las cuales hacen uso de los muy esperados procesadores AMD Ryzen Embedded V1000 que se presentarán en la feria NIGA de este año en Las Vegas a celebrarse del 17 al 20 de abril.

Golden Entertainment ha elegido Konami

Gaming para sustituir los sistemas ya existentes en el hotel, casino y torre The Stratosphere, así como en Arizona Charlie's Decatur, Arizona Charlie's Boulder y en el Aquarius Casino Resort de la localidad de Laughlin.

NagaCorp ha desvelado la noticia de que sus

últimos resultados positivos se deben al sólido incremento de su volumen de negocios en todos los segmentos, especialmente en el segmento VIP en el que el activo circulante aumentó un 142%. Actualmente opera 384 mesas de juego y 2.250 máquinas electrónicas de juego.

El multimillonario australiano James Packer

ha dejado su puesto en la junta directiva del operador de casinos Crown Resorts por motivos de salud mental, según ha informado la empresa. Crown informó de que su accionista principal ha dejado la junta por «razones personales» solo ocho meses después de su reincorporación tras una ausencia de dos años para dedicarse a negocios en el extranjero en 2015.

Interblock se ha asegurado la instalación de un Estadio Diamond con una capacidad de 50 espectadores dentro del Hollywood One Club, nuevo club de juegos VIP del hotel Thanh Ha Long.

Senate Deals Huge Blow to Gaming Bill

The Committee on Constitution, Justice and Citizenship (CCJ) has rejected gaming bill PLS 186/2016, which had sought to green light gaming in Brazil

Senator Roberto Requião evaluated casinos as "money laundering instruments for arms trafficking, drug trafficking and widespread corruption"

BRAZIL. LEGISLATION

During the session on Wednesday (March 7th) Senators criticised the report presented by Benedito de Lira (PP-AL), which suggested that the creation of specific laws for the sector could reduce the problems caused by illegal gaming. Thirteen senators voted against the proposal, while only two voted in favour: the rapporteur of the bill, Benedito de Lira, and Senator Ivo Cassol. Instead, the CCJ approved a separate symbolic vote put forward by Senator Randolfe Rodrigues, which asks that the proposal be overturned under the argument that the bill, if approved, could encourage criminal practices such as money laundering, in addition to increasing cases of gambling addiction.

"I think the National Congress, today, has buried this absurdity definitively. At a time when Brazil is debating the problem of public safety, approving a bill that facilitates drug trafficking and arms trafficking actions that undermines citizens' health would be a shot in the head for Congress. Thankfully, this absurdity did not prosper," Rodrigues said.

This is a huge blow to gaming legislation, which has already been held up in committee stage for



over a year in the Senate. In December 2017 Benedito de Lira, the rapporteur of the latest version of the gaming bill, presented a new report based on a series of proposed amendments and asked for a new collective hearing for the bill due to their scope. The bill proposed a significant number of changes when it comes to anti money laundering measures, player protection measures and taxation. Under the terms of the latest draft, gaming companies would have been obliged to adhere to the Money Laundering Act, obliging them to register clients and report operations to the Council for Financial Activities Control in the Ministry of Finance (COAFI). The new amendments also determined the adoption of measures by the Central Bank, which would have prohibited the use of payment methods, such as credit cards administered by an unaccredited company when it comes to online gaming.

Player protection measures, not included in the original 2014 draft of the bill, would have also obligated operators to warn players of the risks of gambling addiction throughout their premises. However, this was clearly not nearly enough for members of the committee.

Senate rejection could open up legislation in Lower House

Brazil

Despite the rejection of the proposed gaming bill in Brazil, the President of the Chamber of Deputies, Rodrigo Maia, has agreed with parts of the bill, namely giving casinos in hotels the green light and has pledged to reach consensus on that one point. The new bill would, however, be restricted in scope.

"We believe that we have the possibility to build 32 (casinos) in Brazil, increase tax collection by R\$20bn, and generate 200,000 jobs. I think this is what we should approve first," Maia argued saying that that it would be better to focus on one aspect of the market "instead of getting into the conflict and not approving anything."

Prior legislation, which is ready to go before the Lower House, is

much wider in scope as it would allow for the legalisation of different types of gaming, including casinos, bingo halls, online gaming and sports betting, as well as the popular "Jogo do Bicho" (a street lottery).

The process of opening up the Brazilian gaming market already took an unexpected turn in the Lower House at the end of February as it was revealed that a new proposal would only allow for casinos in integrated resorts in two Brazilian states: São Paulo and Rio de Janeiro.

According to the new proposal from the Ministry of Tourism, up to 10 casinos could be built in just two Brazilian states: São Paulo and Rio de Janeiro. The gaming facilities would be part of larger complexes. The new proposal quickly drew fire as they would only create 20,000 jobs, while the legalisation of a much wider offer such as betting and bingo would generate more than 700,000 jobs throughout Brazil.

Argentina

The government has announced that the date for the opening of bids for the public tender for seven casinos in the province of Buenos has been extended until June 27th. The additional 90 day will allow operators time to come forward with their proposals, according to the government's Official Gazette, which was signed by Matías Lanusse the head of the Provincial Institute of Lotteries and Casinos (IPLyC). The extension covers the 3,860 slot machines operating in the Casino Central in Mar del Plata, as well as the casinos in the cities of Monte Hermoso, Pinamar, the Trilenium casino in Tigre (one of the largest casinos in the region), as well as the state owned casinos in the cities of Miramar, Tandil and the Hermitage casino, also located in Mar del Plata. The opening of bids will be held between 11th and 27th June in the Office of Provincial Administration and Finance.

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Monticello Welcomes Stadium Gaming

Interblock has announced the placement of Latin America's first PULSE ARENA located at Sun Monticello Casino in Chile.

The interactive, social stadium gaming environment, which opened under the name 'SiSun Gaming Bar,' incorporates the largest video wall in Chile

CHILE CASINO SUPPLIERS



COLOMBIA – After a year and a half of successful installations the office of Euro Games Technology in Colombia has made another large-scale delivery for Codere in the country. The world-famous casino operator and long-term partner of the manufacturer has again opted for EGT machines for ten of its gambling establishments this time adding some new product solutions to the traditionally preferred ones. Forty STORK terminals have been installed on Codere's floors for their capacity to offer a simultaneous play on a roulette and multitude of video slot and card games, while granting the opportunity to compete for the 4-level mystery jackpot Jackpot Cards.

Another 24 cabinets of the already best-selling slot model of EGT – P-24/24 Up, equipped with the Orange, Green and Red Collection multi-games are also strengthening operator's offer to the players in Colombia, while the recently launched 4-level mystery-progressive jackpot system Diamond Life is still a new but highly promising gaming proposal, spreading its charm with 6 of the most popular games of EGT.

"We have been working with Codere for many years and in many countries and truly rely on their opinion and feedback on our machines. I am proud to share that our cabinets P-24/24 Up and P-27/27 St Slim were reported high performers on their gaming floors," said Silviya Marinova, Director EGT Colombia

CHILE – According to the latest report released by the Chilean Gaming control Board (SJC), in terms of gross gaming revenue, income generated by the casinos Sun Monticello came in first place with 15.7 per cent (\$6,544m). In second place was Casino de Viña del Mar 15.3 per cent (\$6,363m) and in third place was Casino Rinconada 8.6 per cent (\$3,566m). Marina del Sol Talcahuano 7.7 per cent (\$3,224m). Coquimbo 7.5 per cent (\$3,129m). Enjoy Antofagasta 5 per cent (\$2,085m). Casino de Pucón 4.4 per cent (\$1,838m). Casino de Iquique 4.2 per cent (\$1,730m). Dreams Temuco 3.9 per cent (\$1,637m). Dreams Punta Arenas 3.8 per cent (\$1,567 m). Casino Puerto Varas 3.2 per cent (\$1,340 m). Dreams Valdivia 2.4 per cent (\$1,008m). Antay Casino & Hotel 2.3 per cent (\$970m). Marina del Sol Calama 2.3 per cent (\$960m). Grand Casino de Talca 2.3 per cent (\$948m). Casino de Juegos del Pacífico 2 per cent (\$852m). Marina del Sol Osorno 1.9 per cent (\$805m). Casino de Colchagua 1.5 per cent (\$611m). Casino de Arica 1.1 per cent (\$469m). Casino Gran Los Angeles 1 per cent (\$411m). Dreams Coyhaique 0.9 per cent (\$390m). Enjoy Chiloé 0.9 per cent (\$380m). Casino Luckia Arica 0.8 percent (\$322 m). Ovalle Casino Resort S.A. 0.7 per cent (\$309m) and Casino de Natales 0.4 per cent (\$169m).

"Bringing the first and only Stadium gaming experience to Chile and Latin America marks a significant milestone for Interblock, and for the evolution of gaming in this region. This project has been a joint effort with our partners at Sun Monticello, and we could not be happier with the finalized product," said Andres Morano, Interblock Vice President of Latin America.

SiSun Gaming Bar is an immersive, high-energy environment that enhances the gaming experience by bringing together live hosts, interactive terminals, and custom moods tailored to meet the needs of any player segment at any time of the day or week. Five live hosts boost the stadium atmosphere, cheering on guests for their wins and providing guidance for inexperienced players.

"SiSun Gaming Bar extends the comprehensive entertainment offered by Sun Monticello. New sensations are incorporated into the experience of customers and visitors with a unique

combination that we exclusively prepare to live in SiSun Gaming Bar: music, dance, animation, images, games and bets in one place. We are happy to have this new entertainment offer exclusively at Sun Monticello for Chile and first in Latin America," said Patricio Herman, Sun Dreams Gaming Business Director of Latin America.

The space is composed of 40 interconnected play stations, an expansive high-definition video wall, three live tables, one automated generator, and two video generators designed to deliver results for roulette, baccarat and multi-hand blackjack.

Interblock's technology provides patrons with the opportunity to play up to four games at a time from one seat. Several features and functionalities enhance this new product including community bonuses, social media connections, and a chat module that allows players to instantly communicate with others.

Argentina

The Governor of the province of Buenos Aires María Eugenia Vidal has announced that she will cut subsidies to horse racing tracks. During an official ceremony, Vidal said, "We are going to present a project so that this subsidy reaches zero when the legislative sessions of this year begins,". The government of the Province of Buenos Aires will reduce subsidies for horse racing by as much as \$300m per year in its first phase. The Executive branch will present a bill to revise article 29 of Law 13,253 that earmarks the subsidy to the horse racing industry. It is the government's position that horse racing in the province of Buenos Aires has its own revenue sources such as betting, as well as simulating sales abroad. However, for more than ten years, the province of Buenos Aires has subsidised the activity of racetracks and subsidised different trade associations. In 2017 alone, the government allocated \$1,000m to the sector, a figure that year after year is increasing and it is estimated to stand \$1,300m in 2018.

Results of Casino Tender to be Announced in June

Chile

The results of the tender for the seven Chilean municipal casinos are now expected to be announced between June 1 and June 19, 2018.

Casinos licences are up for tender in the municipalities of Arica, Iquique, Coquimbo, Viña del Mar, Pucón, Puerto Varas and Puerto Natales. While only two operators Enjoy and Sun Dreams have made bids for the largest casinos, it is believed that the tender process will have a huge impact on the industry. In 2017, the municipal casinos generated revenues of US\$224m.

The technical and economic hearings for those communes affected by the new licences was held between September 25th and October 12th.

Once this was over the Chilean Gaming Board (SJC) began its technical evaluation of the

new casinos projects. The SJC has 120 working days to complete this stage of the process, which ends between 20th March and April 6th 2018.

The results will then be put forward to the Resolution Council, the body in charge of ratifying or requesting revisions. The Resolution Council then has forty days to review and if a revision of the scores is required, the SJC must respond within a maximum period of five days. Once the evaluation is completed and the scores awarded, the SJC must dictate a resolution indicating the final scores for each of the applicants and call a hearing for the financial stage of the bidding process.

According to estimates released by the SJC, the new tender process could help raise tax income generated for the state by the new casinos by as much as 46 per cent on average while gross gaming income (which will be divided equally between the municipality and the state where the casino is located) will increase by 20 per cent.


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ZITRO

Durch im panamaischen Amtsblatt

veröffentlichte neue Richtlinien werden Glücksspielbetreibern einige neue Pflichten auferlegt. Spielautomaten der Klassen A und C werden jetzt über einen mit der Glücksspielaufsicht (JCJ) verbundenen zentralen Regierungsserver laufend überwacht, um den Gesamtbetrag der Einsätze in Echtzeit zu erfassen.

Der mexikanische Innenminister (SEGOB) hat bekanntgegeben, dass im Bundesstaat Yucatán derzeit keine weiteren Zulassungen erteilt werden.

Die argentinische Regierung meldet die

Verlängerung der Frist zur Abgabe von Geboten im Rahmen der öffentlichen Ausschreibung für den Betrieb von sieben Spielbanken in der Provinz Buenos bis zum 27. Juni. Die zusätzlichen 90 Tage sollen laut dem amtlichen Mitteilungsblatt der Regierung potenziellen Betreibern die Unterbreitung ihrer Angebote ermöglichen.

Interblock meldet die Ansiedelung der ersten

PULSE ARENA Lateinamerikas im Sun Monticello Casino in Chile. Die unter dem Namen SiSun Gaming Bar eröffnete interaktive, soziale Stadion-spiellandschaft beinhaltet die größte Videowand in Chile.

Es wird erwartet, dass die Ergebnisse des

Bieterwettbewerbs um die sieben Spielbanken in den chilenischen Provinzhauptstädten nunmehr zwischen dem 1. und 19. Juni 2018 bekanntgegeben werden.

In der Ausschreibung befinden sich

Spielbankzulassungen für die Provinzhauptstädte Arica, Iquique, Coquimbo, Viña del Mar, Pucón, Puerto Varas und Puerto Natales. Obwohl mit Enjoy und Sun Dreams nur zwei Betreiber Gebote für die größten Spielbanken eingereicht haben, ist davon auszugehen, dass das Ausschreibungsverfahren immense Auswirkungen auf die Branche haben wird.

Die Odyssey Europe AS plant ein freiwilliges

Angebot zur Übernahme aller ausstehenden Anteile an der Olympic Entertainment Group, dem in Tallinn ansässigen und an der dortigen Nasdaq notierten Betreiber von ortsfesten und Online-Kasinos und -Wettbüros.

Die Unternehmensgruppe Baden-

Württembergische Spielbanken ist in Deutschland 2017 nach einem Zuwachs um 4,8 Prozent in 2016 mit einem Umsatzplus von 4,89 Prozent erneut gewachsen. Der Bruttospielertrag ihrer drei Spielbanken in Stuttgart, Baden-Baden und Konstanz belief sich auf 86,09 Mio. Euro.

Der südafrikanische Spielbankbetreiber

Sun International hat zum Schuldenabbau einige seiner verlustreichen Betriebsstätten im In- und Ausland geschlossen und die Schließung weiterer Standorte angekündigt, sollte sich die Ertragslage nicht bessern. Geschlossen werden das Fish River Sun Resort am Ostkap, das Sun Nao Casino in Kolumbien, im Bild, und die Internationalen VIP-Geschäftsbereiche sowohl in Südafrika als auch in Panama.

Odyssey Seeks to Acquire Olympic

Odyssey Europe has made a VTO offer to acquire 100 per cent of the outstanding shares of Olympic Entertainment Group at a price of €1.90 in cash per share

In a deal that sounds like something from Clash of the Titans, Odyssey Europe bids to acquire the Estonia-based operator, Olympic Entertainment

ESTONIA CASINO OPERATIONS

Odyssey Europe AS intends to make a voluntary takeover offer for all outstanding shares of Olympic Entertainment Group, the Tallinn-headquartered land-based and online casino and betting operator listed on the Nasdaq Tallinn Stock Exchange. The offer will be for €1.90 in cash per OEG share. This cash offer is expected to be published on 4 April 2018 and values OEG at some €288m. OE AS is a fully owned subsidiary of funds advised by Novalpina Capital, a UK private equity firm.

The two founders and major shareholders of OEG, Armin Karu and Jaan Korpusov, have signed binding agreements with OE AS whereby they have irrevocably committed to tender their aggregate shares, representing 64 per cent of the total OEG shares outstanding, in the voluntary takeover offer. OE AS has entered into a Business Combination Agreement with OEG agreeing to delist OEG from Nasdaq Tallinn Stock Exchange following the Offer, subject to a shareholder resolution passed with a simple majority of the votes at an OEG General



Meeting. OE AS subsequently intends to merge both companies subject to a shareholder resolution passed by at least two thirds of the votes at an OEG General Meeting.

Armin Karu, Founder and Chairman of the Supervisory Board of OEG, said: "Starting from a small operation in Estonia 25 years ago I am proud to have built OEG into a formidable business with best-in-class operations and strong positions across six EU markets. The Novalpina Capital team has significant experience in investing in companies and helping them expand both geographically and digitally. We are impressed by their vision for the business and I am convinced they are the right shareholder to take OEG forward. As the largest shareholder, I consider the price to be fair and I recommend other shareholders to take up the offer."

The completion of the VTO is subject to customary closing conditions, the details of which will be set out in the April 4 prospectus.

Spain

DGOJ calls for discussion ahead of online reforms

The Directorate General for the Regulation of Gambling (DGOJ) has initiated the preliminary public consultation for the modifications that regulate all forms of online gambling. Any citizen, organisation or association has until March 21st to contact the gaming board via dgoj.ssgregulacion@minhafp.es with any suggestions that might be used to improve online regulation in the future.

According to the DGOJ, the aim of the consultation is to apply the right modifications to ministerial decrees when it comes to the context of the online gaming market. Decrees will be put in place in order to improve player protection measures, look at ways to protect minors, strengthen measures against fraud, money laundering and other criminal activities and enhance the online gaming marketplace. The new decrees also seek to put in place player protection measures for online gaming which were not present when the government first

opened up the market in 2011 and will cover new modes of play that were not present either.

The discussion will also look at mechanisms to strengthen the prevention and fight against fraud within the framework of sports betting or other events such as e-sports. It will also be used to clarify the different types of gaming that can be offered under different licenses. At the same time, the decrees will also address and systematise the framework under which certain games would be commercialized when the regulatory framework is not currently satisfactory. These will include new games such as daily fantasy sports and bets on virtual sports or games played via live casino other than roulette. It will also simplify certain requirements relating to new modes of play for already existing games.

According to the DGOJ, the discussion is also necessary due to the innovative nature of the online gaming market in Spain.

Malta

Betsoft Gaming has strengthened its position in Europe, providing a suite of fully-licensed slot games to multinational operator PlayFortuna. Under the terms of the agreement, PlayFortuna will integrate a wide range of Betsoft's cross-platform content – all compliant with the relevant regulatory standards – that includes sought-after games from the Slots3 collection. "In all its markets, demanding players are drawn to PlayFortuna because of its mix of timely support, timeless slots, and new technologies," explained Aaron Axisa, Account Manager at Betsoft. "For their European operations, Playfortuna selected Betsoft not just for our library of ready-licensed games, but because they were confident that our content would meet and exceed their customers' expectations. We are thrilled to be able to step up to that challenge, and we look forward to a long and productive partnership."

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Das Bundesverwaltungsgericht hat

ausländische Anbieter vom Internetglücksspiel in Deutschland ausgeschlossen. Das Urteil vom 26. Oktober 2017 wurde am 12. März 2018 veröffentlicht. Das Gericht betont die Vereinbarkeit der Verbote von Online-Kasino- und -Poker-Spielen in Deutschland mit dem Grundgesetz und dem EU-Recht.

Die Eigentümerin der US-amerikanischen

Chance Casinos, die Trans World Corporation (TWC), der auch Hotels in Deutschland und Österreich gehören, ist von der in Hongkong ansässigen Unternehmensgruppe Far East Consortium International (FECI) übernommen worden.

Die Zulassung für die Spielbank von Granada

in Spanien wird laut der andalusischen Ministerin für Finanzen und öffentliche Verwaltung, María Jesús Montero Cuadrado, im April oder frühen Mai vergeben werden. Cuadrado bezeichnete es als „gute Nachricht“, dass eine Reihe angesehener Unternehmen der Branche sich an der öffentlichen Ausschreibung für das Kasino in der Provinzhauptstadt beteiligt haben.

Sechs Personen wurden in der Nacht zum 11.

März in Nizza (Alpes-Maritimes) im Rahmen eines laufenden Ermittlungsverfahrens wegen „Geldwäsche, Steuerhinterziehung, illegalem Besitz einer Glücksspielstätte und Missbrauch von Gemeineigentum“ von Polizeieinheiten der zentralen Renn- und Glücksspielaufsicht (SCCJ) in Haft genommen.

Harrah's Cherokee hat unlängst an seinen

live-Spieltischen iDROPe eingeführt, ein Projekt, dessen Umsetzung Ron Hager, den Zuständigen für Tisch-spiele im Harrah's Cherokee Casino Resort, zwei Jahre Arbeit gekostet hat.

Quixant präsentiert vom 17. bis 20. April auf

der diesjährigen NIGA in Las Vegas seine bahnbrechenden auf die mit Spannung erwarteten Ryzen Embedded V1000-Prozessoren von AMD basierenden Spielplattformen QMax-2 und QXi-7000.

Die Wahl von Golden Entertainment für den

Ersatz der alten Systeme im Stratosphere Hotel, Casino & Tower, im Arizona Charlie's Decatur, im Arizona Charlie's Boulder und im Aquarius Casino Resort in Laughlin ist auf Konami Gaming gefallen.

NagaCorp hat dargelegt, dass die jüngsten

positiven Ergebnisse einem soliden Wachstum des Geschäftsaufkommens in allen Bereichen jedoch vor allem im VIP-Segment mit einem Spielertragsanstieg um 142 Prozent zuzuschreiben sind. Derzeit befinden sich 384 Spieltische und 2.250 elektronische Spielautomaten im Einsatz.

Interblock hat sich die Einrichtung eines

Diamond Stadions mit 50 Plätzen im Hollywood One Club, dem neuen VIP-Glücksspielbereich des Muong Thanh Ha Long Hotels gesichert.

New Amsterdam Casino Opens with CPI

Crane Payment Innovations, a Crane Co. company, announces that a new Holland Casino establishment in Amsterdam-West will soon open with 100 per cent CPI banknote validators and the EASITRAX smart cashbox system

CPI's SC Advance and EASITRAX – now with new Dynamic Drop Schedule feature – specified on all machines at the new Holland Casino in Amsterdam

NETHERLANDS SUPPLIER NEWS



The goal to open a new operation with proven products and an efficient cash management process is what ultimately led Holland Casino management to specify CPI. While their team has already been loyal to the SC Advance banknote validator and its predecessor, the CASHFLOW SC, for many years, this will be their first property to benefit from the EASITRAX smart cashbox system.

EASITRAX works by collecting transaction and performance data directly from the banknote validator and then generating insightful reports that can be used to drive more proactive operational and cash management processes. Operators can streamline their cash drops and asset evaluations; identify and resolve discrepancies with ease; optimize asset performance; and take fast action when potential maintenance or security issues arise.

“What particularly impressed our management team was the investment that CPI made in us,” said Jelle van Battum, product management slots at Holland Casino. “Not only did they take

the time to learn about our operations, but they actually adapted their EASITRAX product to bring us a stronger solution. For example, because we don't employ a large drop team, CPI created a new feature for us – called the Dynamic Drop Schedule – that will allow us to plan our shifts and maximize productivity by picking which specific machines to collect cashboxes from.”

The agreement to install EASITRAX was signed between Holland Casino CEO Erwin van Lambaart and CPI President of Gaming Eric Fisher at the ICE Totally Gaming show in early February. Anette Jauch, CPI Sales Director for EMEA Gaming, adds, “Holland Casino is a major casino group in Europe and often leads the way in bringing new innovation to the market. The fact that they have chosen EASITRAX for their new casino in Amsterdam sends a strong message on the confidence their management team has in our solution. We take pride in supporting our customers and are very pleased to have been able to provide Holland Casino with the unique functionality they required.”

Baden- Württembergische grows its revenues

Germany

The Baden-Württembergische Spielbanken casino group grew again in Germany in 2017 with its revenue increasing by 4.89 per cent, following on from a 4.8 per cent increase in 2016. GGR came in at €86.09m from its three casinos in Stuttgart, Baden-Baden and Constance. The operator has not only managed to stabilise the group's earnings since 2014 when its GGR was down €68.9m in 2014 but steadily grow it year-on-year. Footfall has stayed similar at around 594,000 a year.

In comparison to the top-earning casinos in Germany, the group's Stuttgart casino is now in second place ahead of Duisburg and behind Berlin.

Stuttgart accounted for about half of the total GGR of Baden-

Württemberg. Since its opening in 1996, the Stuttgart casino has achieved GGR of more than €1bn with around 10m guests visiting the Baden-Württemberg casino, equating to approximately the population of Portugal. The casino in Baden-Baden meanwhile grew its revenues by eight per cent.

A spokesperson for Baden-Württembergische Spielbanken said: “All three casinos have their own character. Stuttgart is a metropolitan city, Constance is located on Lake Constance and Baden-Baden is more than a city. It is a hotspot with history. Our casinos reach more than one target group at the gaming table but also at the Bernstein Club and Club Grace. We have guests from the Ländle who expect safe gambling. But also those who are looking for entertainment. This combination of entertainment and gambling opens a path to players who would otherwise migrate to the Internet.”

Kosovo

NSoft has released its SportsBook web solution to a new customer in Kosovo – Eccobet. By offering a comprehensive software solution including Pre-Match Betting and Live Betting, NSoft's SportsBook provides plug and play solution in no time. It is a turnkey solution based on a revenue share model that minimizes risk, reduces operational costs and brings benefits to different types of operators. NSoft's Seven Platform allows distribution of Pre-Match offer through different delivery channels – retail, terminal, web and mobile. Being Betradar's Certified Gold Partner confirms NSoft's commitment to excellence in providing services of highest quality and reliability. NSoft's content and technology are delivered throughout a modern platform providing dynamic gaming solutions and remaining fully focused on ensuring the most realistic user experience possible.

Konami Smashes Saint Vincent Resort

In the heart of Italy's Aosta Valley, Saint Vincent Resort & Casino features one of Europe's largest gaming floors, including a large 8-unit bank of Konami Gaming, Inc.'s latest linked slot game Smash Smash Festival. Last August Saint Vincent became the first in Italy to launch the fiesta-themed bonus series



Smash Smash Festival at Saint Vincent Resort & Casino. Slot Operations Manager Fabrizio Vassoney and Slot Manager Ezio Diemoz

Konami Gaming's Smash Smash Festival, its piñatas styled link, has become a top player attraction at the Saint Vincent Resort and Casino in Italy

"Smash Smash Festival is a strong favourite on our floor," said Fabrizio Vassoney, slot operations manager at Saint Vincent Resort & Casino. "Everything works together from the music to the colorful design to create an incredible energy around this unique mechanic of an increasing pool of mystery prizes."

Instead of traditional progressive meters, Konami's Smash Smash Festival increases the

number of mystery piñatas in a winner-takes-all prize pool. Players watch as piñatas pile up into the double digits, until a lucky winner hits the Smash Time bonus and takes the entire bunch.

"Both in net win and coin-in, Smash Smash Festival is consistently performing well above house average. We're thrilled by how it has been received," said Ezio Diemoz, slot manager. "Top rewards and premiere entertainment have long been the driving force behind Saint Vincent's casino experience, which Konami and its local distributor Intergames d.o.o. continue to support through the latest products."



Arrests made at three Partouche Casinos in France

France

Six people were taken into custody in Nice (Alpes-Maritimes), on the night of March 11, by the police of the Central Service of Racing and Gaming (SCCJ) as part of an investigation opened for "money laundering tax evasion unlawful possession of a gambling house and abuse of social good."

Three of individuals arrested are casino managers of the Partouche Group. It is believed that the specialised inter-regional jurisdiction of

Marseilles is now in charge of the investigation.

In Cannes, four people were arrested also arrested in connection with the investigation. According to sources from the region, games of poker for a year and a half, first at the Palm Beach, then at 3.14, were held in private rooms, during which the amount played was up to 20 times higher than that officially declared by the casino. The suspects are believed to have received exchange commissions.

The Bagnol casino in the Var and that of La Grande Motte, in the Hérault, were also the subject of searches as part of the investigations.

Bulgaria

Tom Light, Senior Vice-President of Business Development at SBTech, is to leave the group to establish a new business venture that will unite blockchain and gambling and leverage the power of crypto-currency in a gaming and betting environment. Mr. Light joined SBTech in 2014 to lead its business development and commercial efforts and initiated the massive growth curve the group has experienced since. He has been responsible for signing many of SBTech's defining partnerships and will continue to retain the full support of the company in future projects.

Commenting on his next move, Tom Light said: "I have really enjoyed working at SBTech and seeing the group grow to become the leading sports betting and gaming solutions provider to the sector. The new project I will be heading is particularly exciting as it combines two great passions of mine: blockchain and gambling."



SPAIN – The casino licence for Granada will be awarded in April or early May according to the Minister of Finance and Public Administration of the Andalusia government María Jesús Montero. The Minister said it was "good news" that a number of prestigious companies in the sector had submitted bids as part of the public tender for the casino for the provincial capital.

Senor Montero emphasised the creation of 200 direct jobs. The project "will be a magnet for tourism and will allow the creation of employment," he said. In February 2017, The Regional Government of Andalusia first announced that it would issue an order authorising a new casino in the city of Granada taking the number of casinos in the region to six.

Licences are valid for 15 years and are renewable. The operator will also be responsible for offering complementary services such as a bar, restaurant, and other entertainment facilities. The main game room must have a minimum capacity for 500 people, with a minimum area of 750sq.m.

In May 2017, the details of the public tender were published in the Regional Government's Official Bulletin. Potential applicants will be awarded extra points for the overall architectural vision of the project, the number of jobs it will create, the operators' experience in the sector, as well as if whether for tax purposes the company is located in Andalucía. Points will also be awarded for the economic impact of the casino on the area, and will also take into account municipal reports on urban planning.

In January 2018 Spanish operator Cirs Gaming Corporation announced that it had put forward a bid for the new casino licence. If the company is granted the license, then it will make an initial investment of €9m. According to government estimates, the casino could welcome as many as around 50,000 visits in the first year of operation. The casino may not be more than 30km from the capital meaning that the casino must "fall into the capital's zone of influence" and applicants had until the end of August last year to submit their proposals.

GERMANY – German developer and manufacturer of gaming machines, adp Gauselmann of the Gauselmann Group, was in the Top Three companies worldwide for registering new brand names in 2017. The family-managed Gauselmann Group registered 104 brands under the Madrid Agreement of the UN-Organisation for intellectual property (Wipo). The Wipo (World Intellectual Property Organisation) is based in Geneva. Only the French L'Oréal group and the Hungarian pharmaceutical company Gedeon Richter registered more brand names last year.



GERMANY – The Federal Administrative Court in Germany has banned foreign providers of Internet gambling. The ruling of October 26, 2017, was published on March 12, 2018. The Supreme Court emphasizes the compatibility of the prohibitions in Germany for online casino and online poker games with constitutional and EU law.

The leaders of the German Lotto and Totoblock, Torsten Meinberg and Michael Heinrich, welcomed the verdict: "With this, the Federal Administrative Court has given provincial authorities responsible for gambling the necessary legal certainty to act against foreign providers without a German gambling license, which further strengthens their operations."

The Federal Constitutional Court (BVerfG) had already stated last year that the regulations on gambling halls newly incorporated into the State Treaty on Gaming (GlüStV) were constitutional and European law compliant and that the legislature has created a coherent law to that extent.

UK – Scientific Games has revealed OpenBet, SG Digital's market-leading sportsbook, processed a record number of account transactions at this year's Cheltenham Festival.

The Cheltenham Festival, an annual four-day event in the National Hunt race calendar in the United Kingdom, features several high-profile horse races. The Festival includes eleven grade-one races and culminates with the Gold Cup race.

The festival often sees total wager in excess of £250m. The 2018 Festival proved exceedingly successful for OpenBet; the market-leading platform processed more than 39m bets, an increase of nearly 10% on the previous year. The number of bets per minute placed through a single operator during the festival using the OpenBet platform peaked at 15,800.

On the day of the Gold Cup, won by Native River, more than 10.9M bets were placed, an increase of 2.3M bets over 2017.

Keith O'Loughlin, SVP Sportsbook and Platforms at SG Digital, said: "OpenBet has a proven track record for providing a robust performance during the world's biggest sporting events, and I'm delighted that the latest figures show we have once again delivered scale and stability for our customers."

"Cheltenham is a hugely important sporting fixture. With such a vast volume of transactions to handle, there is no room for downtime. This year's stats show that we have cemented our position as a trusted and reliable provider."

UKGC Changes Go Beyond £2 Stake Cut

The UK Gambling Commission has recommended that B2 slot machines receive a stake cut to £2, while non-slot FOBTs should see stakes fall to £30 and below

The UKGC does not consider that a stake cut alone on B2s (irrespective of the level) will go far enough to fully address the risk of harm to the public

UK LEGISLATION

Beyond the recommendation that the FOBT (B2) slots stakes should be limited to £2, the UK Gambling Commission has said that the stake limit for FOBT (B2) non-slot games (which includes roulette) should be set at or below £30 if it is to have a significant effect on the potential for players to lose large amounts of money in a short space of time. It also wants to ban the facility for machines to allow different categories of games to be played in a single session.

The Commission said: "We think that there is a case for a £2 maximum stake for B2 slots, which was one of the options on which DCMS consulted. Drawing on data from 20 billion plays on B2 machines, we have looked at consumer losses as an indicator of the risk of gambling-related harm. Our analysis shows that, compared with non-slots players, slots players experience a greater proportion of significant losses. This reflects the particular risks associated with slots, which offer a lower return than non-slots games and less opportunity for players to manage their own risks through the way they play. In our view, the risks associated with this product outweigh the other factors. This is particularly the case when consumers will continue to have the option to play slots as a category B3 game in the same premises."

For all other B2 games, the Commission said there is a precautionary case for a stake cut below £50, which is now the effective limit for



most players. It said there was a strong case to make tracked play mandatory across machines categories (B1, B2, B3) and that it wanted to extend to category B1 and B3 machines the kinds of protections, such as player limits, that are in place on FOBT (B2). It wants to work with the industry and others on steps to make limit-setting more effective, which could include ending sessions when consumers reach time and money limits.

"We think the maximum stake should be materially lower than £50. In our view, a precautionary approach should involve a stake limit at or below £30 if it is to have a significant effect on the potential for players to lose large amounts of money in a short space of time. The chosen level will depend on the weight that Ministers attach to risk of harm, implications for the way different products are regulated, consumer choice, and public and stakeholder opinion," it said. It is up to Government whether to implement the Commission's recommendations which have been provided through a letter to the Secretary of State for Digital, Culture, Media and Sport.

Commission Chief Executive Neil McArthur said: "We've put consumers at the heart of our advice – advice which is based on the best available evidence and is focussed on reducing the risk of gambling-related harm. In our judgement, a stake cut for FOBTs alone doesn't go far enough to protect vulnerable people."

Betsson Group signs Live Casino deal with Authentic Gaming

Sweden

Authentic Gaming will launch its full suite of games, including its new Live from Foxwoods premium table, across the Betsson Group's entire roster of brands after signing a global deal with the operator.

This means players on sites such as betsson.com, betsafe.com, oranjecasino.com and casino.dk will gain access to live roulette games streamed from the floors of luxurious casinos from around the world via the Authentic Roulette platform.

The operator is one of the first to sign up to Authentic Gaming's premium table collection, which gives players access to live tables from the largest resort casino in North America, Foxwoods Resort Casino.

The partnership between Authentic Gaming and Foxwoods is the first of its kind in the iGaming industry, allowing players in regulated European markets to play online at real tables located on the floor of a 'Vegas style' US casino.

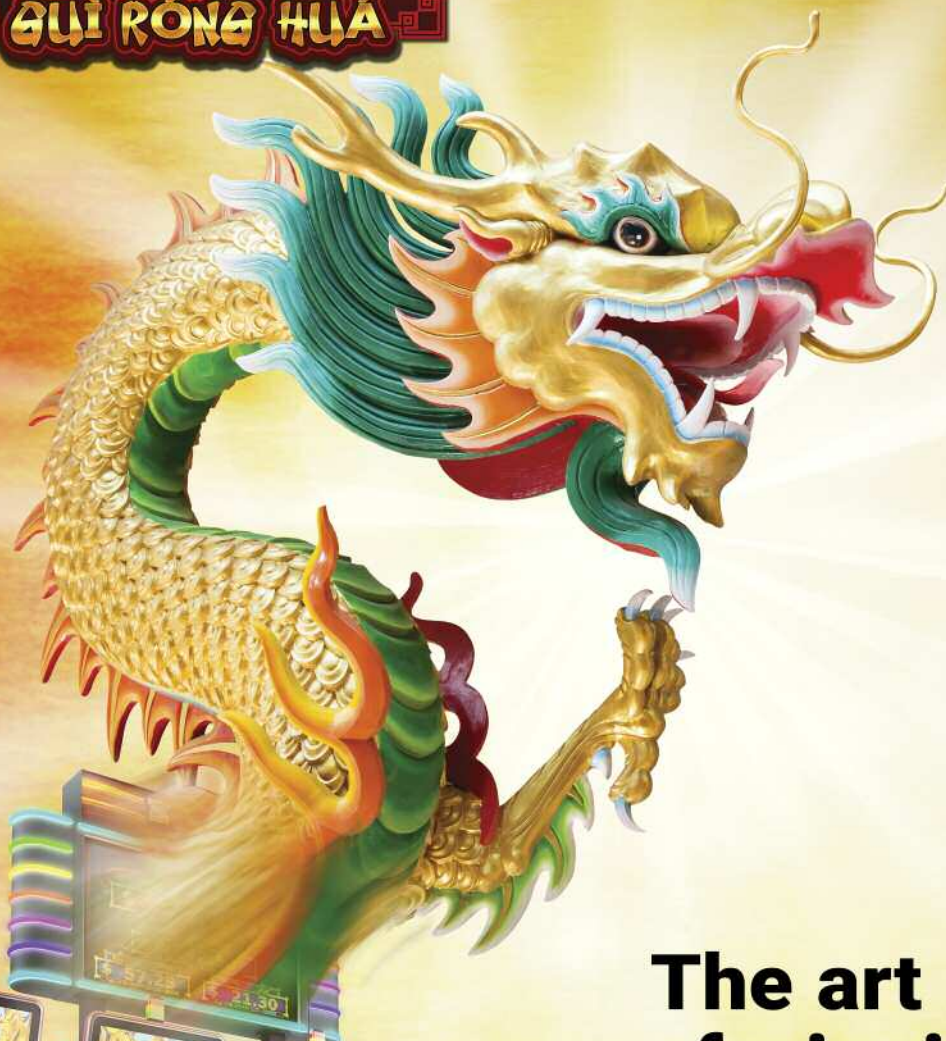
Jonas Delin, CEO of Authentic Gaming, said: "We are thrilled to have added the Betsson Group's roster of brands to our network. A number of tier one

operators are now offering Authentic Gaming's portfolio of live games and signing the Betsson Group is further testament to the strength of our premium live casino proposition."

Joey Hurtado, Head of Live Casino at Betsson Group, said: "At Betsson Group we always strive to offer the best suite of Live Casino games and Authentic Gaming's high quality, unique product offer and ever-expanding list of real casino partners can only add more strength to our proposition. Foxwoods Resort Casino presents an amazing opportunity to offer games from the biggest casino resort in North America, a first for us and the industry."

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AUSTRIA – In February, two employees from AMATIC Industries took part in their final apprenticeship exam for electrical engineering at the technical college 'Berufsschule 5' in Linz. Christina Machado from Ebensee and Markus Hinterberger from Frankenburg successfully completed their three-and-a-half years apprenticeship at AMATIC Industries. Both were personally congratulated on their great success by the management team at the company headquarters in Rutzenmoos.

Tatjana Bauer-Engstberger, member of the AMATIC board of directors, was clearly pleased with both outstanding employees: "We are very proud of the great success of our apprentices. It proves that the in-house apprenticeship programme is the right way to go. At the same time it serves as both incentive and example for our new staff. As one of the leading technology companies in Upper Austria, supporting young people from the region is something that we place great focus upon. We look forward to the continued cooperation with Ms. Machado and Mr. Hinterberger and wish them both every success. We also thank our trainers under the leadership of Peter Reifinger. This achievement would not have been possible without their active support", stated Mrs. Bauer-Engstberger.

GERMANY – WestSpiel has announced that the speaker of its board of directors will be leaving the company, only six months after having taken up this position. The NRW.Bank explained the reason as "strategic differences in the further planning and performance of WestSpiel". Henning Thomas, Count of Schwerin, will be leaving the company on 31 March. Both parties have agreed together on the termination of the contract. Thomas had been appointed on 1 October 2017 for a period of five years. The state-owned NRW.Bank is the 100 per cent owner of WestSpiel.



UK – Liverpool's Shop Direct has announced that Henry Birch will be joining the firm as group chief executive, later this year. Birch is currently chief executive of FTSE listed Rank Group, the operators of the Grosvenor Casinos and Mecca Bingo brands. Since taking up the role in 2014, he's been credited with overhauling the brand, to become the country's largest multichannel gaming operator, with digital revenues up 15 per cent and profits rising 60 per cent in the last year alone. Before Rank, he spent four years as the CEO of William Hill Online, during which time, he launched the firm's mobile business. "I'm thrilled to be joining as unique and ambitious a business as Shop Direct," stated Mr. Birch of his new role.

Sun Int. Shuttters Loss-Making Venues

South African casino operator, Sun International, has shut some of its loss-making operations at home and abroad to ease its debt with more closures likely to come if performances don't improve significantly across the Group

Sun will close the Fish River Sun Resort in the Eastern Cape, Sun Nao Casino in Colombia and its Global VIP businesses in both South Africa and Panama

SOUTH AFRICA OPERATOR NEWS



South African casino operator Sun International has shut some of its loss-making operations at home and abroad to ease its debt with more closures to come if performances don't improve.

It will close the Fish River Sun Resort in the Eastern Cape, Sun Nao Casino in Colombia, pictured, and the International VIP Businesses in both South Africa and Panama.

The company stated: "Despite difficult trading conditions, our business has remained resilient, cash generative and is adapting to the ever-changing environment. In this regard, we have taken action on loss making operations including the closure of the Fish River, Sun Nao Casino in Colombia and the International VIP Businesses in both South Africa and Panama, as well as downscaled the Ocean Sun Casino by closing the 66th floor casino and significantly reducing staff. We have applied to the Eastern Cape Gaming Board to restructure the Boardwalk and are in the process of addressing the performances of the Carousel and Naledi.

The performance of the Latam operations has remained subdued. The Chilean operations, and in particular Monticello, were impacted by the shooting incident at half-year.

Due to the continued underperformance of the Ocean Sun Casino, its operations have been scaled down and the International VIP Business closed while the Sun Nao Casino in Colombia, which has continued to incur losses, was closed in December 2017. "

CEO Anthony Leeming added: "Closing loss-making entities will have a positive impact, as will the interventions we've put in place at the Ocean Sun Casino, the Boardwalk and the Carousel. We are anticipating much-improved performances from these operations."

The move to close some of its venues came as the company delivered its full year results with its core casino operations in South Africa reporting a one per cent fall in revenue, while its hospitality operations saw six per cent growth.

Far East Consortium acquires Trans World Corporation

Czech Republic

The owners of American Chance Casinos, Trans World Corporation (TWC), which also owns hotels in Germany and Austria, has been acquired by Hong Kong-based consortium, Far East Consortium International (FECI).

FECI will pay up to US\$42m (HK\$327.6m) and will assume TWC's net debt at closing (not exceeding \$11.025m) for the acquisition. TWC, together with its subsidiaries, primarily engages in the hospitality and gaming business and currently owns and operates a portfolio of five hotels in Germany, Austria and the Czech Republic, and three full-services casinos in the Czech Republic under the registered brand American Chance Casinos, which features both gaming tables and slot machines.

Chris Hoong, Managing Director of FEC said: "We are very excited about the transaction. Trans World Corporation has the best in class casino assets in the region with strong growth track record and improving operating efficiency. The recent regulatory changes in Czech Republic have provided the Group with further development opportunities.

"The acquisition of Trans World Corporation is another strategic development in the European market for FEC and we believe it will produce synergistic benefits with our hospitality business," said Mr. Hoong. "Trans World Corporation would add five hotel properties and three casinos to the Group's portfolio and create good opportunities for the Group to expand its hospitality offering in Europe. The transaction will allow the Group to establish a gaming platform and will add an additional stream of steady recurring cash flow to the Group."

Gibraltar

The UK has guaranteed Gibraltar financial services firms' access to UK markets until 2020. Ahead of this, the UK Government will work closely with the Government of Gibraltar to design a replacement framework to endure beyond 2020 similarly based on shared, high standards of regulation, and enforcement of this regulation, and underpinned by modern arrangements for information-sharing, transparency and regulatory co-operation. The UK has provided assurance that gambling operators based in Gibraltar will continue to access the UK market after the country leaves the EU in the same way they do now - and is are working towards agreement of a an MOU which will enable closer working between gambling regulators in Gibraltar and the UK. The UK states it is committed to working closely with the Government of Gibraltar towards transport arrangements post EU Exit that support Gibraltar's prosperity.

Casinos Austria Revenue Exceeds €4bn

Casinos Austria revenue slightly exceeded the €4bn mark in 2017 (including lotteries) and recorded a 3.5 per cent increase over 2016

Sazka want to sell the company's 26 foreign casinos and the Ministry of Finance and some other shareholders don't.

AUSTRIA OPERATOR NEWS



Casinos Austria revenue slightly exceeded the €4bn mark in 2017 (including lotteries) and recorded a 3.5 per cent increase over 2016. All the operator's gaming divisions grew, including the foreign subsidiary Casinos Austria International (CAI). However, CAI and the 12 domestic casinos have earned less than in 2016, prompting major shareholder, Sazka to push for the sale of CAI's 26 casinos. Operating also result fell from €150m to €139m. Consolidated net income increased by more than 10 per cent to almost €101m.

In the 12 domestic casinos, revenues increased slightly by one per cent reaching €330m. Operating profit fell from €30m to €19m and earnings after taxes fell from €74m to €60m. More than half of the 2.85m casino guests were from abroad. In the previous year, the Group invested heavily in the casinos with the total reconstruction of the Casino Graz now completed, and the lucrative Casino Vienna getting a slots area for VIP players from abroad. Salzburg was also rebuilt and Kitzbühel got a

new restaurant. The foreign subsidiary Casinos Austria International (CAI) saw its revenues increase by 5.9 per cent to €134m, but its profits fell by half from €35m to €16m. The company's lottery division, which includes subsidiaries win2day, the only legal online gambling platform in Austria, and the 18 WINWIN slot machines in Austria, increased its revenues by just under four per cent to €3.48bn and the profit from €68m to almost €70m.

Win2day saw its revenues increase by 4.8 per cent to €1.61bn whilst The WINWIN slot machines, where players can win up to €10,000 grew by 5.2 per cent to €525m. One of the reasons for the increase was a new location in Bischofshofen (Salzburg). This year, the casinos have already opened two more locations, in premises of the Novomatic group, the former archrival, now involved in the casinos. "Casinos Austria group has optimised processes and streamlined costs," said the new CEO, Alexander Labak, pictured. Mr. Labak is a member of the Czech Sazka Group,

Newsire

EMEA



GERMANY – The German Ice Hockey Federation eV (DEB) has agreed a partnership with digital sports betting company LV BET. While the national team is currently playing in South Korea, LV BET and the DEB have agreed a mutually beneficial media cooperation. During the one-year agreement, LV BET becomes a "DEB Official Partner" as well as "Official Partner of the German National Ice Hockey team." Conversely, the LV BET brand will gain exposure through televised sporting events, as well as on billboards, video displays, and promotional areas within all DEB arenas. Furthermore, LV BET will be granted a number of match tickets and an official presence on the sponsor wall.

Robert Schütt, Head of Marketing DEB: "Through this partnership we acquire a first-class, well-known ally in the sports betting market. LV BET's commitment to us is testament to the steady rise in popularity of the national ice hockey team in recent years. The DEB provides advertisers from all industries with excellent customised packages to make use of our legacy and history as one of the leading nations in ice hockey."

LV BET's Marek M. Czekalla, added: "LV BET is extremely proud to be an official partner of the DEB. As a leading sports betting site, LV BET aims to be a global brand that represents excellence in gaming and sports, that's why this agreement with the German Ice Hockey Federation is yet another step forward for us. LV BET prides itself on providing a quality sports betting product that players can enjoy safely. As such, we take our responsibilities seriously as German Sportsbook taxpayers and being members of the German Association for Telecommunications and Media e.V."



CROATIA – MSFG International has announced the installation of a new IGT feature slot machine at the client Hrvatska Lutrija d.o.o. in the slot club "AK Arena" – Starih Statuta 4, Pula. MSFG has sited four AXIS 23/23 slot machines with Diversity HD gaming packages Vol3. and Vol4., including a Video Topper with accompanying animations, to complete the game floor of the AK Arena. Each Diversity HD game pack contains the 12 most popular high-ranking titles, including popular games such as Coyote Moon, innovative games such as Ocean Magic games and classic games such as the popular I Love Fruits and Jackpot Forest Queen.

Spain

The Regional Government of Galicia has opened a public consultation via its website in order to gather suggestions for the way a new gaming act is developed. The new act will update the Spanish autonomous community's gaming laws, which date back to 1985. The government will be accepting suggestions until May 19th. According to the Galician government, changes to legislation seek to renew the "traditional view" of this activity, which in recent years has been updated with "new products, new technologies" and is "more widespread" throughout society. As a result, the government sees it as "necessary" to elaborate a new legal framework that adapts gaming to the current needs of the sector. One of the primary concerns of any new legislation will be player protection measures especially when it comes to minors. In addition, it will ensure that the new law will provide "uniformity" to the way gaming is regulated in the future.

Tranchant will be the first operator of a new style Parisian club

France

The Tranchant group will become the first operator of one of the new style of Parisian gaming clubs when it opens in the capital in the spring.

The group has been given authorisation from the Ministry of the Interior to open an establishment on Rue de Marbeuf, pictured, next to the Champs-Élysées. The total investment will be between €6 and €7m. Covering 2,200 m², the club will operate about 30 gaming tables and a restaurant and will employ 160 people.

The group Raineau, who will open the Imperial Club in the 13th district, had its application examined at the same time as Tranchant but has not yet obtained its approval.

Lucien Barrière wants to open a club in the former premises



of the circle of Aviation Club de France, on the Champs-Élysées whilst Partouche is looking for somewhere having decided that the restaurant Laurent, in the lower Champs-Élysées is in fact too close to the Champs-Élysée.

Socodem has just sold its casino Gujan-Mestras to Joa to finance its establishment in Paris. The opening of these potential venues will not happen before the summer given the deadlines, reducing the time remaining to demonstrate their potential profitability. The experimentation phase must be completed by the end of 2020, but a government report will be made eight months before this date, at around about the end of April 2020.

De nouvelles lois publiées dans la Gazette

Officielle du Panama mentionnent la mise en place de plusieurs contraintes que les opérateurs devront maintenant respecter. Les machines à sous de Type A et C seront dorénavant surveillées en temps réel par un serveur central contrôlé par le gouvernement et connecté au Comité de Contrôle des Jeux (CCJ) afin de vérifier le nombre de paris total en temps réel.

Le Secrétariat de l'Intérieur du Mexique

(SEGOB) a affirmé qu'aucune licence supplémentaire ne serait accordée à l'État du Yucatán pour le moment.

Le gouvernement argentin vient d'annoncer

que la date des soumissions pour l'appel d'offres concernant l'ouverture de sept casinos dans la province de Buenos Aires vient d'être prolongée au 27 juin. Ces 90 jours supplémentaires permettront aux opérateurs de soumettre leurs propositions d'après la Gazette Officielle du gouvernement.

Interblock vient d'annoncer l'installation du

premier espace PULSE ARENA en Amérique Latine au Sun Monticello Casino, au Chili. La salle de jeux interactive en réseau, qui a ouvert sous le nom de « SiSun Gaming Bar », dispose du plus grand mur vidéo du Chili.

Les résultats de l'appel d'offres pour

l'ouverture de sept casinos municipaux au Chili devraient être rendus publics entre le 1er et le 19 juin 2018. L'appel d'offres concerne les villes d'Arica, d'Iquique, de Coquimbo, de Viña del Mar, de Pucón, de Puerto Varas et de Puerto Natales. Tandis que seulement deux opérateurs, Enjoy et Sun Dreams, ont soumis une offre pour les casinos les plus importants, cet appel devrait avoir un retentissement significatif dans le secteur des jeux.

Odyssey Europe AS a l'intention de faire une

proposition d'achat volontaire de l'ensemble des actions d'Olympic Entertainment Group, le casino et opérateur de paris en ligne et en salle basé à Tallinn et coté à la bourse de Tallinn.

La société de casino Baden-

Württembergische Spielbanken a poursuivi son développement en Allemagne en 2017 avec une croissance de ses gains de 4,89 %, qui fait suite à sa croissance de 4,8 % pour l'année 2016. Ses revenus issus des jeux culminent donc à 86,09 millions d'euros pour ses trois casinos situés à Stuttgart, Baden-Baden et Constance.

La cour administrative fédérale allemande

vient d'interdire aux fournisseurs étrangers de lancer des jeux d'argent en ligne. Cette loi votée le 26 octobre 2017 a été publiée le 12 mars 2018. La cour suprême a souligné la conformité de ces interdictions au regard des lois constitutionnelles et européennes sur les jeux de casino et les jeux de poker en ligne.

Le propriétaire des American Chance Casinos,

Trans World Corporation (TWC), qui possède également des hôtels en Allemagne et en Autriche, vient de se faire racheter par Far East Consortium International (FECI), un consortium basé à Hong-Kong.

Harrah's Cherokee to Introduce the iDROPe

The Harrah's Cherokee Casino Resort, situated in the Great Smoky Mountains National Park in North Carolina, has introduced APEX gaming's iDROPe to its live gaming tables, revolutionising the cash and coupon handling at the casino

The Harrah's Cherokee Casino Resort boasts over 3,500 slots, 140 live table games and 20 poker tables, and soon breaks ground on a new convention centre and hotel

NORTH CAROLINA CASINO OPERATIONS



Harrah's Cherokee has now introduced the iDROPe on its live gaming tables – a project two years in the making for Ron Hager, Director of Table Games at Harrah's Cherokee Casino Resort. "It all began with our search for a cash management solution for our live gaming tables. We were already working with APEX gaming on the slots side and when they told us that they have a solution for table games, we were all ears".

What followed was a very close collaboration between Harrah's Cherokee and APEX gaming. JL Drapeau, General Manager of Apogee Gaming and the APEX partner for North America, explains how the iDROPe came about: "Ron and his team were immediately impressed with the iDROP yet the sheer volume of cash and tickets that they accept at the table brought us new challenges. We worked very closely with Ron to create what has become known as the iDROPe."

Mr. Hager continues, "We were all amazed that APEX could adapt the iDROP so quickly to take our special requirements on board. The iDROPe has a stacker included, which means that we can store more notes inside. It speeds up our

internal processes as well. We save between three to four minutes per slot on the drop box, which mounts up to a lot of time. Furthermore, my colleagues in the count room love the iDROPe. They just have to take the bundle of cash and tickets out, which literally takes only a few seconds."

Harrah's Cherokee distributes millions of promotional coupons to its players every year. Previously, players had wait at the cashier to cash in the coupons for table games chips. Now players can take their promotional tickets directly to the gaming table and the dealer can accept these and place them into the iDROPe in return for chips. "Our customers are delighted that they no longer have to wait at the cage to exchange their promotional coupons for chips," states Mr. Hager. "This has given further meaning to a very important customer service concept at our casino."

Another further addition is the possibility to read a player's club card on the iDROPe. Casino management can thus better understand their customers and ultimately serve them more effectively.

Quixant set to launch Zen revolution at NIGA gaming show in Vegas

Nevada

Quixant will be showing its cutting-edge new QMax-2 and QXi-7000 gaming platforms which leverage the highly anticipated AMD Ryzen Embedded V1000 processors at this year's NIGA exhibition in Las Vegas from April 17 to 20.

QMax-2, with innovative backplane-compatible design and modular, upgradeable video card options, brings consumer console level graphics to gaming and the ability to drive up to ten independent displays. Quixant's latest PCI Express Gen 2 gaming technology provides significant enhancements to performance and the gaming feature set all of which are deeply integrated

into the Gaming Ecosystem.

The new addition to Quixant's hugely popular mid-level range, QXi-7000 is the most powerful fan-less solution yet, boasting support for four 4K screens and again the latest PCI Express® Gen 2 gaming technology.

"The new QMax-2 and QXi-7000 bring unprecedented levels of graphics performance and gaming features to the industry, empowering game developers to explore new territory in game design. With multiple core and powerful GPUs – both integrated and discrete – our new products provide the perfect platform for the latest generation of machines. Quixant's Gaming Ecosystem enables customer to launch machines based on this cutting-edge technology in record time", commented Jon Jayal, Chief Executive of Quixant.

New Jersey

For the second consecutive month the New Jersey regulated online gambling market has set a new gross revenue record. In February 2018, online casinos and poker rooms generated \$21.99m. Up only \$29,785 from January, but still reaching new heights. This is a good sign for the market as new-comers Hard Rock and Ocean Resort gear up to launch later in the year. Golden Nugget was again the market leading license holder. With its brands Golden Nugget Online Casino, Sugar House Online Casino and Betfair raking in \$7.88m. Golden Nugget and Betfair Casino (whose revenues are both allotted to Golden Nugget) are the only operators in New Jersey offering Live Dealer games online. Resorts Casino also banked a strong month, growing up to be one of the largest players in the State even after launching a full year after the others.

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L'opérateur de casinos sud-africain Sun

International vient de fermer des salles non rentables en Afrique du Sud et à l'étranger pour soulager ses dettes. Si ses résultats ne s'améliorent pas, d'autres fermetures pourraient avoir lieu. Il pourrait fermer le Fish River Sun Resort dans la région Est du Cape, le Sun Nao Casino en Colombie et il pourrait mettre un terme à ses activités VIP Businesses International à la fois en Afrique du Sud et au Panama.

D'après María Jesús Montero, ministre des finances et de l'administration publique du gouvernement andalou, la licence de casino accordée pour la ville de Grenade en Espagne, sera émise en avril ou début mai. La ministre a qualifié de « bonne nouvelle » le fait que de nombreuses entreprises prestigieuses aient répondu à l'appel d'offres pour l'ouverture d'un casino dans cette capitale de province.

Six personnes ont été mises en garde à vue à Nice (Alpes-Maritimes) la nuit du 11 mars par la police du Service Central des Courses et Jeux (SCCJ) dans le cadre d'une enquête ouverte pour « blanchiment d'argent, évasion fiscale et possession illégale d'une salle de jeux et abus de biens sociaux ».

Le Harrah's Cherokee vient d'introduire le iDROPe dans ses tables de jeux live, marquant ainsi l'aboutissement d'un projet de deux ans initié par Ron Hager, Directeur des tables de jeux au Harrah's Cherokee Casino Resort.

Quixant présentera ses toutes nouvelles et ultra modernes plateformes de jeux QMax-2 et QXi-7000 conjointement aux très attendus processeurs intégrés AMD Ryzen V1000 lors de l'exposition NIGA qui se tiendra à Las Vegas du 17 au 20 avril de cette année.

Golden Entertainment vient de choisir

Konami Gaming pour remplacer les systèmes existants au The Stratosphere Hotel, Casino & Tower, à l'Arizona Charlie's Decatur, à l'Arizona Charlie's Boulder et à l'Aquarius Casino Resort à Laughlin.

NagaCorp vient d'annoncer que ses tout

derniers résultats positifs sont liés à son fort développement commercial dans l'ensemble des segments, et notamment dans son segment VIP qui a augmenté de 142 %. La société gère actuellement 384 tables de jeux et 2250 machines de jeux électroniques.

Le milliardaire australien James Packer vient

de quitter son poste au sein du conseil d'administration de la société de casinos Crown Resorts en raison de problèmes de santé mentale selon les dires de l'entreprise. Crown a affirmé que son plus gros actionnaire quittait le conseil d'administration pour « raisons personnelles » huit mois après l'avoir rejoint suite à une absence de deux ans pour concrétiser des projets à l'étranger en 2015.

Interblock vient de garantir l'installation

d'une salle de jeux Stadium Diamond de 50 sièges au Cœur du nouveau club de jeux VIP Hollywood One Club qui fait partie du Muong Thanh Ha Long,

Konami's Synkros is Golden in Vegas

Golden Entertainment has selected Konami Gaming to replace existing systems at the Group's four casinos with the gaming equipment provider's Synkros system

The Stratosphere Hotel, Casino & Tower, Arizona Charlie's Decatur, Arizona Charlie's Boulder, and Aquarius Casino Resort in Laughlin will all install Synkros

NEVADA SUPPLIER NEWS

Golden Entertainment has selected Konami Gaming to replace existing systems at The Stratosphere Hotel, Casino & Tower, Arizona Charlie's Decatur, Arizona Charlie's Boulder, and Aquarius Casino Resort in Laughlin.

All four sites were recently acquired by Golden Entertainment, and through the coming months will connect with existing Synkros sites in Pahrump and Maryland for a portfolio-wide solution. Guests will have the chance to enjoy rewards across all eight casino resorts on the same loyalty card.

"We selected Konami as our partner for core gaming systems across the four newly-acquired casinos for many reasons, first and foremost being SYNKROS' extremely high reliability," said Steve Arcana, executive vice president and chief operating officer at Golden Entertainment. "A reliable system is imperative to build upon our reputation and enable us to deliver improved player services as we move forward with this large-scale technology replacement. Another key factor was SYNKROS' ability to link systems across all our casinos, which allows us to deploy one cohesive brand with a



single player card and seamless bonusing capabilities."

In 2016, Synkros was selected to launch a one-card player loyalty solution connecting Pahrump Nugget Hotel & Casino, Gold Town Casino, and Lakeside Casino & RV Park. Today guests across all three southern Nevada locations enjoy personalized rewards, earned tournaments entries, floor-wide mystery bonus games, and a truly seamless loyalty experience from one property to the next. This single database ecosystem also contains advanced management tools for slots, table games, cage & credit, analytics, finance, and more, with 99.9 per cent uptime reliability.

"As Golden Entertainment achieves record success and expansion, we've had the opportunity to demonstrate SYNKROS' ability to grow with their business," said Tom Jingoli, EVP and CCO at Konami Gaming. "It began with Synkros' launch at Rocky Gap Casino Resort in Maryland, and since, Synkros has continued to demonstrate leading strength and reliability to power Golden Entertainment's growing casino portfolio."

California

The Pechanga Band of Luiseño Indians' official Grand Opening ribbon cutting on March 3rd kicked off a weekend of concerts, firework displays and VIP parties to celebrate the Tribe's \$300m resort expansion. Now the largest resort/casino on the West Coast, with a 200,000 sq. ft. gaming floor, Pechanga offers guests approachable luxury with subtle elements of the Tribe's Native heritage woven into architectural and resort experiences. This major expansion added 568 AAA Four Diamond hotel rooms and suites, a 4.5-acre pool complex, nearly the size of four football fields, two additional restaurants, a two-level luxury spa with fitness and yoga studio, and another 68,000sq.ft of meeting and event space including the 40,000sq.ft Pechanga Summit. Pechanga hired 750 people during 2017 and early 2018 for permanent positions to staff the resort expansion areas.

US

US gaming under the microscope at GiGse 2018



'Putting North American gambling, gaming and betting under the microscope' is the theme of Clarion Gaming's campaign in support of the 2018 edition of GiGse, which is taking place alongside Juegos Miami at The Biltmore Hotel, May 31 – June 1.

Attracting the support of organisations ranging from MGM Resorts to Mohegan Sun, Pechanga Resort and Casino to Penn National Gaming and Caesars to California Gambling Control Commission, GiGse has established itself as the networking, commercial and knowledge exchange event for gaming's North American facing C-Level influencers.

Expanding on the central role played by GiGse and the advantages of co-locating with Juegos Miami, Sadie Walters, Conference Manager at Clarion Gaming, said: "Juegos Miami and GiGse are individual brands with two very distinct identities and remits. GiGse has been serving the interests of the American gambling, gaming and betting industry for over a decade and Juegos Miami, which was created at the request of stakeholders in Central, South and Latin America, is looking south. Our objective is to create a fresh dynamic and one in which the two audiences are able to concentrate on their individual interests and topics."

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Quixant



US – Interblock has appointed Stephen Patton as VP of New Business Development & Technology. In this role, Stephen will be responsible for driving excellence in both products and

services through root cause analysis, training, automation, product improvements in addition to driving new business technology initiatives.

"With more than 20 years of gaming experience and more than thirty years' experience in the technology field, Stephen has an extensive track-record delivering innovative end-customer and internal solutions both in small and large enterprises," said Interblock CEO John Connelly.

Most recently, Stephen was VP of Asset Architecture and Global Applications for Concentrix, a global business services supplier of front and back office outsourcing and consulting services.



US – GLI has named Blaine Preston Senior Client Services Representative. In his new role, Preston will be responsible for delivering the highest level of customer service to key gaming

and lottery clients.

Preston brings more than 15 years of professional experience in regulatory technical compliance, risk management, and security operations to his new role with GLI. Most recently, Preston served as Director of Security for the Missouri Lottery where he managed the Missouri Lottery's security staff, investigations, and system security compliance program. Additionally, Preston was responsible for conducting in-depth licensing and background investigations, as well as managing lottery security oversight for more than 4,800 licensed retailers throughout Missouri.

US – The UNLV William S. Boyd School of Law has announced that former Lewis Roca Rothgerber Christie gaming law partner Anthony (Tony) Cabot will serve as the law school's first Distinguished Fellow in Gaming Law. Mr. Cabot practiced in the field of gaming law for more than 35 years and has been widely regarded as the most reputable gaming attorney in the U.S. He will continue to build upon UNLV Law's reputation as a leader in gaming research and education.



US – GLI has named veteran gaming executive Raul Bouchot Senior Client Services Representative. In joining GLI's growing Client Service team, Bouchot will play a key role in

providing unparalleled and personalised customer service to the company's valued gaming and lottery clients across the country and around the world.

"We are happy to welcome Raul to the Client Services team here at GLI," said Manager of Client Services, Justine Clay. "Raul brings a wealth of gaming industry experience to his new position as Senior Client Services Representative. His expertise will no doubt enhance our ability to deliver world-class customer service to our valued clients."

Stratosphere Takes Gaming to New Heights

Golden Entertainment is to spend \$140m on redeveloping Stratosphere Casino, Hotel & Tower, in a move that will see a complete refresh of its iconic venue

Golden Entertainment bought the Stratosphere from American Casino & Entertainment as part of a four casino package for \$850m last October

US OPERATOR NEWS



The Stratosphere's three year redevelopment plan will see state-of-the-art digital signage and lighting installed on the property's exterior and a dedicated casino area conveniently located near to the Tower thrill rides to appeal to a younger visitor demographic. It will also transform existing unused space into approximately 50,000sq.ft. of meeting space targeted at modest-sized groups and conventions. It will renovate over 1,100 rooms, representing nearly 50 per cent of the existing room base. Golden will add a unique gastro-brewery, featuring its signature branded craft beer and menu, which will be connected with a remodeled, state-of-the-art sports and race book. It will also add a new steakhouse, noodle bar and other food outlets.

Golden Entertainment expects to begin work on the redevelopment project in the second quarter of 2018 and, to minimise disruption to the Stratosphere's current operations, intends to phase the construction over a three-year period ending in the summer of 2021. Blake Sartini, Chairman and Chief Executive Officer of Golden

Entertainment, said: "Our strategic priorities for 2018 include the ongoing integration from the American acquisition, the introduction of a single loyalty card programme across all of our operations, and the commencement of focused capital investments at Stratosphere that we expect will further establish the property as a unique destination for visitors. Since completing the acquisition, our conviction has only grown stronger that targeted, return-focused investment in the Stratosphere will enhance our guests' experiences and allow us to drive financial performance at the property."

As well as the Stratosphere Casino, the deal brought the company Arizona Charlie's Decatur and Arizona Charlie's Boulder, as well as the Aquarius Casino Resort in Laughlin. The company generated revenues for the 2017 fourth quarter of \$184.3m, compared to \$105.4m in the prior-year quarter. The increase in net revenues was driven by the inclusion of 73 days of operations of American in the fourth quarter as well as revenue growth across the company's existing casinos and gaming operations.

Caesars Entertainment in dispute over Indiana transfer fee

Indiana

Las Vegas-based casino giant Caesars Entertainment is ready to pull the plug on a US\$90m casino project in Indiana if the Indiana Gaming Commission doesn't drop a US\$50m transfer fee added to Caesar's purchase of Centaur Gaming and its two casinos.

The project in question involves Caesars building a land-based casino on its Horseshoe property in Southern Indiana. Centaur Gaming and its Hoosier Park casino and racetrack in Anderson and Indiana Grand casino and racetrack in Shelbyville were snapped up by Caesars, who already owns two casinos in Indiana, for \$1.7bn in November.

State legislation dictates that when a casino licence is sold on, the original license holder

must pay a \$50m transfer fee. The issue has been complicated by Centaur's Chapter 11 bankruptcy eight years ago when the licence was transferred from Centaur's subsidiary Hoosier Park LP to Hoosier Park LLC.

Caesars claims that the fee should not now be applied because its purchase does not involve the casino's initial license holders.

Timothy Donovan, Executive Vice President for Caesars, said: "Caesars is now facing difficult decisions with regard to its \$90m investment in southern Indiana. We would prefer not pulling it, but at this point we may have no choice given the continued uncertainty surrounding the \$50m transfer fee."

Indiana Gaming Commission Deputy Director Jennifer Reske said: "We're very disappointed Caesars has decided to make the project in southern Indiana contingent upon a favourable opinion of the \$50m fee."

Virginia

The Pamunkey Indian Tribe is looking for sites to build a \$700m resort for what would be the first casino in Virginia. The Department of Interior gave federal recognition to the Pamunkey back in 2015, meaning it could operate a casino on tribal land through a separate approval process. The casino would be located in eastern Virginia and would include a casino floor, spa, performance venue and hotel with more than 1,200 rooms. Pamunkey Chief Robert Gray said: "Federal recognition and the opportunities that it brings will mean job opportunities, educational opportunities and the ability to provide better access to housing for our aging tribe members. The resort is just a piece of that bigger vision and hope for our future." The tribe believes the resort and casino could generate \$1bn in indirect economic impact annually, creating up to 5,000 construction jobs and 4,000 full-time jobs.

GLI Warns 'Bad Guys Are Getting Better'

More than 225 attendees from across the country and around the world converged at the iconic Luxor Las Vegas for GLI's 18th Annual Regulators Roundtable

Among the attendees to GLI's latest Roundtable were some of the most recognisable and influential Tribal gaming and state government leaders

US REGULATOR NEWS



Presented by GLI University and billed as the largest educational and networking event of its kind for gaming and lottery industry regulators, the two-day conclave is a mix of informative workshops and inspiring general sessions covering a wide range of mission-critical topics, such as advanced game concepts, blockchain technology, skill-based gaming, sports betting, eSports, and technical standards.

A packed general session heard Kerry Bubolz, president of the Vegas Golden Knights NHL hockey team, for an enthusiastically received keynote highlighting the impact the Vegas Golden Knights have had on both Las Vegas and the sport of hockey in their inaugural year.

GLI President and CEO James Maida took the stage with an address focused on the theme, "Everything we do, we do for you." He said GLI is expanding its already world-class capabilities with four independent organizations – GLI, Bulletproof, Kobetron, and SLI Compliance – united by the common purpose of continually serving clients better. Maida emphasized that GLI's nearly 30 years of experience, more than 1,100 global employees, and 21 laboratories are unmatched in the industry. Mr. Maida also

stressed that because "bad guys are getting better," it's more imperative than ever for regulators to stay ahead of the game, "because the risks are too high for anything else." He noted that, based on client feedback, GLI is focused on continuous improvement of people, products, and processes; adding that GLI will be expanding its education through free industry leading webinars, creating a technical point of contact for every regulator, and increasing the number of regional seminars.

Attendees also enjoyed a thought-provoking discussion by Maida and Chad Kornett, GLI's Director of Technical Compliance, on the future of gaming innovation. Maida and Kornett engaged in a lively interchange covering such hot-button issues as cryptocurrency, sports betting, virtual reality, and the emergence of eSports and skill-based gaming. A highlight of the opening day's activities was the Innovation Room, where a large crowd of attendees got a glimpse into the future of gaming technology. GLI "brought the lab to you" with up-close-and-personal presentations from Bulletproof and Kobetron. Additionally, students from UNLV's Center for Gaming Innovation showcased new and emerging technologies.

Cala Corporation plan James Bond-like undersea structure

Florida

US company, Cala Corporation has signed a construction agreement with Chinese ship-builder, Cosco Dalian, to build a Miami offshore development the size of 14 football pitches.

Cala claims to be in the early discussion stage with casino companies to explore the possibility of co-developing the 120,000sq.ft. gaming space, which is set to include 2,000 slots and 100 tables. The first location is planned to be permanently moored in international waters off the shore of Miami, within 25 minutes of downtown Miami. The location is set in international maritime jurisdiction, which means zero taxes and is outside the Federal and State Gambling Laws.

The rest of the bizarre press release states the advantages are too many to mention, starting with being open for business 24/7. Not to mention the property's total footprint of 500,000 sq.ft. The property is designed to accommodate up to 10,000 guests per day, with guest transportation either by tailored fast ferries, several large helicopters, or presumably submersible cars.

From this moment on the company states it will focus exclusively on building offshore casino resorts as the ROI is much higher in respect to land based casino resorts. On an ongoing basis, the company will seek to pre-sell each new property asset to gaming hospitality owners. Cala, meanwhile delayed its 10-Q filing in November, with auditors raising concerns about the company in June of last year. But maybe there is an Ernst Stavro Blofeld out there looking for a new lair?

Canada

Three Canadian Gateway casinos have been acquired by Mesriow Financial in a deal valued at CA\$500m (€313m). The sale-leaseback involves three properties in the Vancouver area, the Grand Villa Casino Burnaby, Starlight Casino New Westminster and Cascades Casino Langley. Mesriow's investment arm is now the landlord of the three casinos and some of Gateway's subsidiaries are now in long-term leases for the properties and will operate them under those leases.

"This traditional real estate transaction unlocks significant value and generates cash which the company will use to reduce debt, invest in Gateway's growth, support new developments and job creation and deliver value to our stakeholders," said Gabriel de Alba, Gateway's executive chairman.



US – Merkur Gaming US returns to NIGA in its new venue, Las Vegas, and with a brand new game range created in America, by Americans and for Americans. The new range are creations of Sunshine Games, itself based in Las Vegas and the sister company of Merkur Gaming US. Also featured are game creations from High 5 Games, the internationally famous creators of some of the most popular slots in casino gaming history.

On booth 501 of the North Halls at the Las Vegas Convention Center Merkur Gaming US is all set to, with great pride, present an all new range of 'created in America' games from Las Vegas based Sunshine Games. Sunshine Games has just celebrated its first full year of working from its base in Las Vegas.

The company is headed by long time industry veteran Mike Halvorson, Chief Development Officer, who has put together a great and very hard working team of gaming professionals and what they have achieved in such a short time is remarkable. Sunshine Games took just nine months to produce its first games: the first two which, Taco Tuesday and Amulet of the Pharaoh, were previewed at last year's G2E show.

Mr. Halvorson stated: "The fact is that these games are, as has become something of an in-house mantra, 'Designed in America, by Americans, for Americans'. That addresses, head on, the sometimes heard objection to new, foreign owned, vendors that want to come to the US gaming landscape, namely, NIH ... not invented here.

"Merkur Gaming US understands the absolute need for its own American games style and we are fully utilising the strengths of Sunshine Games and High 5 Games to provide just that. Now we come to the next, and very important, step in our development, the NIGA show in Las Vegas. We will have on display there the range of Sunshine Games creations to date, plus those of High 5 Games, and we very much look forward to the reaction of show visitors to what they can see there and play for themselves," said Mr. Halvorson.

US – Aristocrat has signed a cross-licensing deal with Grand Vision Gaming, the developer of video lottery products. The deal will see Aristocrat titles Buffalo Deluxe, Miss Kitty Gold and Wild Lepre' Coins appear in three US limited lottery markets, Montana, South Dakota and West Virginia.

The arrangement also permits GVG to develop and launch a poker version of the More Chilli game in the Louisiana video poker market. GVG has been licensing content with Aristocrat for four years and in that time 13 Aristocrat titles have gone into GVG cabinets for US markets.



JAPAN – Sources close to Japan's ruling Liberal Democratic party have said that the government will propose launching tenders for casino licences to six Japanese cities.

The move comes as Prime Minister Shinzo Abe looks to reignite his economic revival programme. Bidders had expected just two Integrated Resort tenders in the big cities, but six licences would mean at least some regional casinos, which could spark big name casino groups intensify their lobbying for their potential projects. A source said: "The biggest haggles are going to be over the number of licences. The LDP is going to come in very aggressively with a proposal for either five or six licences. In the end, I think they will walk away very happy if that is bargained down to three."

A wider licence plan would more likely see development opportunities in Nagasaki, Tomakomai, a small port city on the northern island of Hokkaido, and Fukuoka, as well as the larger metropolises of Osaka, Yokohama and Tokyo. Caesars Entertainment has already presented its blueprint to build an Integrated Resort in Tomakomai, a small port city in northern Japan, Hokkaido and Osaka.

JAPAN – One of Japan's political parties, Komeito, the junior coalition partner to the ruling Liberal Democratic Party, wants to set a minimum ¥8,000 (US\$75) entry fee for Japanese residents to enter the country's casinos. The amount is four times higher than the ¥2,000 fee put forward by the LDP and is more in line with the amount charged in Singapore. In a report being prepared by Komeito detailing its recommendations for the IR Implementation Bill, the party has also said that it backs the government's suggestions to limit the resort's total footprint to 15,000sq.m, also the same as Singapore, and the gaming floor to three per cent of this floor space.

Komeito wants to limit the number of licenses to two or three while the government wants five/six.

JAPAN – Wynn Resorts has paid a US\$2bn settlement fee to Universal Entertainment and Aruze USA to end all litigation between the two companies.

The settlement is related to the Wynn's board of directors forcing then board member and boss of Universal Kazuo Okada, pictured, to relinquish US\$2.8bn of shares in the company in 2012. Then Wynn Resorts CEO Steve Wynn said Okada had jeopardised Wynn's gaming license by alleging he offered improper hospitality at Wynn properties and gifts to Philippine gaming officials.

VIP Outpaces Mass as NagaWorld

A spectacular 2017 saw NagaWorld, located in the Cambodian capital city of Phnom Penh, continue to achieve impressive GGR growth of 85 per cent with VIP gaming surging past mass as the main source of income

VIP now accounts for with 65 per cent of the resort's GGR compared to just 42 per cent last year. Net profit for the year increased by 39 per cent to US\$255.2m.

CAMBODIA OPERATOR NEWS

NagaCorp has revealed that its latest positive results are attributable to robust business volume growth across all segments, especially from the VIP segment where rollings increased by 142 per cent. It currently operates 384 gaming tables and 2,250 EGMs.

Timothy Patrick McNally Chairman of NagaCorp, said: "Our growth and positive results were attributed to a combination of solid business strategy and acumen, operational and execution efficiency, and an increasingly vibrant tourism market in a politically stable country, leading to an increase in business volume across all segments of the gaming business. Today we operate the largest integrated leisure and gaming entertainment destination in the Mekong Region."

In the Mass Market segment, Public Floor Tables buy-ins and electronic gaming machines bills-in increased by 28 per cent and 21 per cent, respectively. "This business volume growth is



attributable to the improved headcount at NagaWorld as a result of visitation and tourism growth into Cambodia, particularly from China, which recorded 46 per cent growth in 2017," Mr. McNally explained. "The Golden Edge Rewards Club loyalty program continues to enable the Group to understand its players' profile, create targeted marketing promotions and rollout player development initiatives to increase the frequency of visitation and gaming spend. The Group's VIP Market comprises players brought in by junkets, who are either under a commission or incentive program, and direct players without an intermediary."

The VIP Market continued to register robust growth, as a result of increasing market confidence in NagaWorld as an integrated gaming and entertainment destination, resulting in a 142 per cent increase in rollings to US\$21.1bn with a win rate of three per cent. This has translated into a 177 per cent increase in VIP Market revenue to US\$625.3m during the year.

GLI is first test lab to issue IP blocking certificates for PAGCOR

Philippines

Gaming Laboratories Asia-Pacific (APAC) operations, led by GLI Australia, has become the first independent accredited gaming test laboratory to successfully complete and issue IP Blocking Certificates for Philippine Offshore Gaming Operator (POGO) Licensees, pursuant to Philippine Amusement and Gaming Corp (PAGCOR)'s existing POGO Rules and Regulations.

GLI's testing and resultant certificates were undertaken in accordance with a Memorandum issued by PAGCOR to all POGO Licensees, requiring them to ensure that their IP address(es) used for offshore gaming operation were not accessible within the jurisdiction of the Philippines, on or before March 15, 2018.

GLI's Vice President of iGaming Salim Adatia said, "We are honored to be the first PAGCOR-accredited gaming laboratory to test and certify various IP blocking protocols and solutions for POGO Licensees. We knew the importance PAGCOR placed on this mandate and how paramount IP blocking integrity is to this jurisdiction, which now hosts the largest number of online gaming operators in the APAC region."

"Through our Adelaide, Sydney, and Macau test facilities, we are delighted to provide PAGCOR POGO license holders with the highest quality and most effective IP blocking testing services in the industry," added GLI Asia's General Manager of Client Services, Marina Wong.

GLI is authorised to provide independent testing and professional services to the Philippines, all Australian states and territories, New Zealand, Macau, Singapore and other APAC jurisdictions.

Australia

Australian billionaire James Packer has left his position on the board of casino operator Crown Resorts with the company citing mental health issues. Crown said its biggest shareholder was leaving the board for 'personal reasons' just eight months after rejoining it following a two-year absence to pursue overseas interests in 2015. Crown Resorts Executive Chairman John Alexander, said: "We have appreciated James' contribution to the board and respect his decision to step down from his role as a director at this time." Mr. Packer's Consolidated Press Holdings stated: "Mr Packer is suffering from mental health issues. At this time he intends to step back from all commitments." At the start of March Mr Packer offloaded 8,240,933 of his Crown Resorts shares for AU\$105.7m although he still owns over 300m shares and owns about 47 per cent of Crown. Mr Packer, son of Kerry Packer, is Australia's eighth-richest person with an estimated wealth of A\$4bn.



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50

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PHILIPPINES – Platform provider FSB has announced a deal to roll-out its first EPOS system in association with Paddy Power and Asian supplier Jade Entertainment and Gaming Technologies.

FSB will deploy its innovative platform and trading tools alongside the Irish bookmaker's trading team in order to provide over the counter sports betting facilities to customers of Manila's flagship Okada Casino Resort.

The touch-screen solution will be joined shortly by complementary consumer options on Jade's proprietary self-service betting terminals, as well as hand-held point of sale devices, in the first of a number of similar co-operations across Asia.

FSB's Business Development Director, Richard Thorp, said: "We are delighted to have teamed up with Paddy Power and Jade and look forward to a long, fruitful partnership. Our platform and trading tools have been very successful online and I'm confident they will be equally successful in land-based premises."

Casino customers will be offered a number of different sports, both pre-match and in-play, allowing Okada's PAGCOR-regulated operator to control and tailor the content management system to local needs.



TAIWAN – Quixant has announced another high-profile addition to its gaming monitor division. Chris Caress, who brings with him decades of experience at the top level of

the industry, has been appointed as Assistant VP of Gaming Monitors in Quixant's Taiwan team.

Chris teams up with Quixant following a career spanning over 28 years with Barcrest, IGT and SG Gaming that covered every aspect of gaming-based products – from conceptualisation and development of software, drivers, firmware, hardware, PC platforms, cabinet deployment, and key peripheral integration, to more recently, coordinating design and specification of gaming monitors and touchscreen technologies.

Chris has partnered extensively with the industry's leading names and key suppliers worldwide, providing solutions to a wide variety of markets. He brings his wealth of knowledge to his new position of AVP, with a main focus on accelerating innovation in Quixant's already fast-growing monitor portfolio. Jon Jayal, Chief Operating Officer of Quixant, comments, "Chris, with his unrivalled gaming industry expertise, is a perfect fit for our short- and long-term plans, and we look forward to him playing a major part in Quixant realising its ambitions."

Tiger Palace Stages its Grand Opening

Led by a vision to transform South Asia's entertainment landscape, the grand opening event was spread over two days, Saturday, 16 March and Sunday, 17 March 2018. Guests witnessed dance performances by Ukrainian troops and Thai dancers along with performances by Bollywood's dance sensations

Silver Heritage Group held the grand opening of its first 5-star integrated resort – Tiger Palace Resort in Bhairahawa, Nepal

NEPAL CASINO OPERATIONS

Located in Bhairahawa, in southern Nepal's Terai region, Tiger Palace Resort is just eight kilometres north of the India-Nepal border. The casino is spread over 2,500 sqm and features three distinct gaming zones which are on-par with some of the best in the world. For seasoned and high-stake players, it features a distinct Premium Mass and VIP area. The Premium Mass and VIP gaming area are expected to open soon. The casino features 44 gaming tables and over 200 electronic gaming machines, there is a capacity for a lot more. The casino also has a performance stage and stylish bar.

Easily accessible to Indian travellers, it is a two hour 45 minutes drive from the Gorakhpur Airport (Uttar Pradesh, India). Surrounded by scenic vistas of the Himalayan foothills and with famous tourist attractions within reach such as the UNESCO World Heritage Sites of



Lumbini – the birthplace of Lord Buddha, and Chitwan National Park – home to rare animals including one-horned rhinos and Bengal tigers, as well as close to the ancient cities of Kapilavastu, Devedaha and Palpa.

Tim Shepherd, Co-founder Silver Heritage, said: "Tiger Palace Resort is our first wholly owned and operated five-star integrated resort in Bhairahawa, Nepal. This resort forms a major part of our core growth strategy of focusing on developing casino resorts on the Indo-Nepal border and capitalising on the strong demand from Indian customers for a wholesome entertainment destination. The immediate target market for the resort comprises of the more than 15 million aspirational middle-class Indian citizens living within six hours of travel from the resort, in states including Delhi, Uttar Pradesh, Bihar and West Bengal."



Interblock Installs 50-seat stadium in Muong Thanh Ha Long Club

Vietnam

Interblock has secured the placement of a 50-seat Diamond Stadium within Muong Thanh Ha Long Hotel's new VIP gaming club, Hollywood One Club.

The exclusive club is ranked number one in Vietnam and is the first five-star gaming club in the city of Ha Long Bay. Ha Long Bay is a UNESCO World Heritage Site and is ranked top ten in the world as a must-see tourist destination.

"We are thrilled to provide the luxury and style of electronic table gaming to Muong Thanh

Ha Long Hotel's newest VIP club. The Diamond Stadium creates a fantastic focal point within the area and adds to the unique, exclusiveness the club has to offer," said Michael Hu, Interblock VP of Asia. "We wish our partners at Muong Thanh Ha Long Hotel the utmost success in this new endeavor.

The Interblock Stadium offers one live table that delivers two baccarat games, one automated roulette generator, and one automated sic bo generator. All games are accessible from a single play station, meaning there is no need to cash out or change machines. Seven high-definition wall-mounted LCD displays provide players with live video feeds of the games' progress, statistics and trends.

Korea

Interblock Asia news continues as the company's first electronic table games in Korea were installed at the Golden Crown Casino Daegu. The installation is composed of a 30-seat Stadium offering two live baccarat games and one automated roulette that provides players the opportunity to play up to three games simultaneously. "We are very proud to bring our first electronic table games to Korea with our unique Stadium product offering. This multi-game configuration creates a great introduction to Interblock ETGs for both new and advanced table games players. I am confident Golden Crown Casino Daegu's players will enjoy this new gaming environment," said Michael Hu, Vice President of Asia.

Alfastreet Expands Solaire Footprint

Alfastreet has installed a very special combination of electronic table games in Solaire, Manila's leading casino. The installation was special due to multiple new features and special betting options, created particularly for the Solaire. All together, Alfastreet installed 72 Wiky terminals with multiple Baccarat tables, Roulette and Sic bo. In addition, Royal Derby was added to the floor, which only reconfirms the quality and the uniqueness of Alfastreet's product.



"We've been working very long and very hard, to prepare for this installation and we made sure we fulfilled all the expectation of such a reputable and successful Casino as Solaire. Multiple baccarat tables, four games simultaneous betting, side bets, special jackpot system, combined with enormous LED wall display, make this installation unique in Manila and a definite reference for all the other venues. Solaire is always working out ways to stay no.1 in the Philippines and that's why they chose Alfastreet for their supplier, as we're the one that's flexible and resourceful to the point that we can efficiently accommodate the vision that Solaire presented to us," said Alfastreet's Sales Director, Albert Radman.

"We are thankful to the Solaire for extending this challenge to us, and we're proud to use this installation as one of our top references worldwide. In the recent past we've had several major installs around Asia, with several more coming up in the following weeks, further comments Deric Goh, Alfastreet's Sales Director for Asia.

"It's safe to say that the major operators recognise the quality and efficiency of our products and that's the reason why we're getting such a large momentum here in Asia. We're creating customised solutions for every single customer and we make sure our product is perfected before it's placed on the Casino floor."

G3 Newswire

ASIA & OCEANIA



PHILIPPINES – Macau-based operator Galaxy Entertainment has been granted a provisional gaming license by the Philippine Amusement and Gaming Corporation (PAGCOR) giving it the green light to develop a premium quality, eco-friendly, US\$500m casino resort in Boracay.

Francis Lui, Vice Chairman of GEG, said: "We would like to thank PAGCOR for their vote of confidence in granting GEG a provisional gaming license in the Philippines and the opportunity to strategically expand our brand into overseas markets.

"We are very excited about the prospect of investing up to US\$500m into a proposed premium quality, low rise, eco-friendly resort development located in Boracay, the world's premier beach destination.

"We are pleased to support President Duterte and the Philippine government's initiative for the managed and sustainable development of Boracay. Further, we will contribute positively to the local economy and actively partner with the Boracay community.

"We are confident that we will raise the bar in both resort quality and service and generate significant job opportunities in both construction and resort operations. This exciting project also clearly demonstrates GEG's commitment to support China's One Belt, One Road initiative."

Galaxy's partner in the project, Leisure & Resorts World Corporation, recently bought a 23-hectare land in Boracay to build the integrated resort and casino. Katrina Nepomuceno, Corporate Secretary of Leisure & Resorts World, said: "We recently acquired approximately 23 hectares of land in Barangay Manoc-Manoc, Boracay Island, Malay, Aklan."

"Galaxy has been exploring numerous opportunities to expand its 'World Class, Asian Heart' brand and philosophy beyond Macau, and the Philippines offers an ideal opportunity to develop a premium quality eco-friendly resort in Boracay.

"We believe that by combining the natural beauty of the Philippines with GEG's long standing record of developing world class resorts, and leveraging upon the Philippines renowned hospitality culture is a formula for success.

"Further, the expansion of the Caticlan airport makes Boracay a more conveniently accessible destination and enhances GEG's ability to attract more of our affluent customers from China, Hong Kong and Macau, among others."



Macau

Legend's David Chow plans Cape Verde bank

The Macanese businessman David Chow has submitted to the Cape Verdean Central Bank (BCV) a request for authorisation to create a bank in Cape Verde. The Macao businessman, who chairs the Legend Globe Investment Company, signed a memorandum of understanding with the Cape Verdean government in June to create a credit institution called Banco Sino-Atlântico. The terms of the agreement stipulated that the Legend Globe Investment group had to submit a draft and request to the Bank of Cape Verde within six months. The new bank aims to "contribute to the development of the financial system of the Republic of Cape Verde, support the small and medium-sized enterprises of the country, facilitate local and international payments and, in general, support the monetary policy defined by the Government" of Cape Verde. This new investment proposal extends David Chow's business in Cape Verde, where the businessman is building a resort, which includes a resort, marina, convention centers and a casino. This is the largest tourist development planned for the country, resulting from an investment of the group Macau Legend, estimated at 250 million euros, about 15 per cent of the Gross Domestic Product of Cape Verde.

Kazakhstan

Scientific Games has launched the National Lottery of Kazakhstan, bringing lottery game entertainment to the Republic of Kazakhstan in Central Asia. The Lottery is operated by JSC Satty Zhuldyz, which was awarded a 15-year contract, with Scientific Games serving as the exclusive supplier of all games, technology and services. Lottery instant "scratch" games and draw games, including numbers and Keno, are launching across a network of approximately 3,000 retailers in Kazakhstan, the world's 9th largest country in geographic size and the region's economic powerhouse generating 60 per cent of Central Asia's GDP. Alexandr Ten, President of JSC Satty Zhuldyz, said: "We are excited to work with Scientific Games to launch a socially responsible lottery in partnership with the Kazakhstan government."

New laws in Malta designed to boost gambling revenues



Hon. Silvio Schembri
The Parliamentary Secretary for Financial Services,
Digital Economy & Innovation, Malta

The Parliamentary Secretary for Financial Services, Digital Economy & Innovation, Hon. Silvio Schembri announced that a motion has been presented in Parliament for the first reading of a new Gaming Bill which will seek to repeal all the existing legislation and replace it with a singular primary Act of Parliament.

Hon. Silvio Schembri said: "This Bill marks a major step in streamlining and encompassing the governance of all gaming services offered in and from Malta and across all channels under the competence of the MGA. The Government wants to ensure that the gaming industry continues to be run responsibly, fairly and free from criminal activity, so that the Maltese jurisdiction provides a safe and well regulated environment where the industry can also develop and innovate."

Through this Bill, the Government is ensuring that the MGA has the necessary latitude, resources and powers to regulate effectively the gaming industry and protect consumers, as required, focusing on evidence based methodologies. The Parliamentary Secretary added; "we hope to remove any red tape by increasing efficiency and flexibility for the Regulator, whilst improving the robustness of the current framework and focusing regulation on outcomes", whilst also adding that the Act elevates the excellent reputation of the Maltese jurisdiction in this sector. Honourable Schembri remarked that thanks to this New Gaming Bill, the industry will grow by another four per cent

Other important areas of focus include consumer protection standards, responsible gaming measures, reporting of suspicious sports betting transactions in the fight against the manipulation of sports competitions and objective-orientated standards to encourage innovation and development.



A motion has been presented to the Maltese Parliament for the first reading of a new Gaming Bill that will seek to repeal all existing legislation and replace it with a singular primary Act of Parliament

Joseph Cuschieri, Executive Chairman of the Malta Gaming Authority (MGA), said: "This is an important milestone and we welcome this major step forward by the Maltese Government. This Bill contains draft proposals which aim to bridge the regulatory gap between various gaming verticals and channels, including new technologies serving as a platform to future proof gaming regulation, whilst ensuring that consumers enjoy a consistent level of protection."

The proposed regulatory framework will strengthen the MGA's compliance and enforcement functions to better achieve its regulatory objectives, in line with concurrent developments on anti-money laundering and funding of terrorism obligations. It also empowers the MGA to be more agile in its decision-making, decreasing unnecessary regulatory burdens whilst strengthening supervision and focusing the regulator's efforts on the areas which present a higher risk profile.

Other important areas of focus include consumer protection standards, responsible gaming measures, reporting of suspicious sports betting transactions in the fight against the manipulation of sports competitions and objective-orientated standards to encourage innovation and development. The motion presented in Parliament is a result of an extensive period of public consultation conducted by the MGA, with various industry stakeholders and the general public, as well as numerous technical studies, economic and financial impact assessments. The consultation was launched in July 2017 and was very well received by the industry resulting into feedback from 53 different parties based both locally and abroad.

The new law will replace the current multi-licence system with a system in which there will be two different types of licences – a Business-to-Consumer (B2C) licence and a

Business-to-Business (B2B) licence – covering different types of activities across multiple distribution channels. It will move the industry towards an objective-based rather than excessively prescriptive regulatory approach, to allow for innovation whilst ensuring that the regulatory objectives are attained.

It will also widen the MGA's powers under the compliance and enforcement functions to better achieve the regulatory objectives, in line with concurrent developments on anti-money laundering and funding of terrorism obligations.

It will strengthen the player protection framework by formalising the mediatory role of the MGA's Player Support Unit, enshrining segregation of player funds at law and moving towards a unified self-exclusion database across both remote and land-based delivery channels and will introduce new and more effective processes for criminal and administrative justice, including the allocation of appeals from decisions of the Authority to the Administrative Review Tribunal and the introduction of a distinction between administrative and criminal offences. The new law will also move the concept of administration to protect an operation in distress and, if necessary, to assist the winding down of an operation, thereby protecting jobs and player funds.

Moving towards automated reporting, facilitating adherence to regulatory obligations and strengthening the Authority's oversight. It will bolster the Authority's role in the fight against manipulation of sports competitions by introducing new obligations on operators to monitor sports betting and report suspicious bets, in line with the efforts being made by the National Anti-Corruption Task Force in which the Authority also actively participates.

B2B licensees will be exempt from gaming tax, increasing Malta's competitiveness as a hub for B2B activities.

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SG Gaming makes its mark on Grosvenor Casinos in the UK



Grosvenor's The Victoria Casino in London is one of the first 12 Grosvenor Casinos to install the Riviera terminal



The Victoria Casino now has four of the new terminals installed across two gaming floors

In February, SG Gaming UK division unveiled its state-of-the-art Riviera terminal – the company's first gaming solution designed specifically for the UK casino sector. Following the landmark launch, the SG Gaming and Grosvenor teams have continued to work together to ensure a seamless rollout of the cutting-edge terminals across 19 Grosvenor Casino venues.

For Howard Gant, Head of Slots at Rank (parent company of Grosvenor), developing a successful partnership with SG Gaming has demonstrated significant benefits.

"We now have the Riviera terminals installed across 19 of our venues, including The Victoria – our flagship venue based in central London," said Gant. "For us, it is the innovative and popular content created and delivered by SG Gaming's in-house content development team that has been key to the success of the launch. We have been delighted to see a consistent flow of exciting and engaging titles introduced from the hugely successful Barcrest, Bally and WMS gaming brands, including MONOPOLY Big Event, Mighty Black Knight, Rainbow Riches Reels Of Gold and Thai Flower.

"The new partnership with SG Gaming has evolved our electronic gaming machine offer, bringing a vast new range of content, as well as a brand-new terminal offering, to the gaming floor. We were also impressed with the seamless operational processes that led to a successful installation programme. SG Gaming provided dedicated support during every stage of the rollout, as well as a hands-on training

"The new partnership with SG Gaming has evolved our electronic gaming machine offer, bringing a vast new range of content, as well as a brand-new terminal offering, to the gaming floor. We were also impressed with the seamless operational processes that led to a successful installation."

programme that ensured that our staff had valuable time with the terminals. They are now confident and familiar with all the features and its operating platform. Working in close collaboration with our operations team in this way has resulted in seamless integration within venue and an efficient set up from delivery to welcoming the first players."

The Riviera terminal, developed by SG Gaming's experienced in-house team, boasts a host of state-of-the-art features including LED lighting, impressive high gloss HD screens and an interactive V-deck button panel to stand out on the casino floor.

SG Gaming is looking to continue to make its mark on the UK casino sector and deliver its leading content to a larger audience



"As we look to develop our UK Casino product, 2018 will see SG Gaming enhance the Riviera terminals with a Jackpot Party mystery progressive operating across a suite of games on linked in-venue terminals."

The sophisticated capabilities of SG Gaming's server-based platform provide players with a better gaming experience and allow venues to operate more efficiently, ultimately helping to optimise the overall Riviera cash box performance. Promotions and menu configurations across all terminals and venues are managed centrally, making set up and monitoring easy with advanced analytical tools built into the system that provide key insight into game performance and trends in player behaviour. The system also integrates seamlessly with Grosvenor's internal systems and reports in real time with a dedicated audit trail.

"Since the initial 12-venue rollout in March we have seen a positive uplift in cash box performance. In fact, we were highly impressed with both the terminal and the content, so much so that it led to the decision to install Riviera terminals in a further seven of our venues,

including Piccadilly Casino," said Gant.

"We're incredibly proud of the hard work and commitment that our highly skilled team has put into the development of our Riviera offering," Phil Horne, Chief Executive Officer of SG Gaming said. "Their vast experience and eye for detail is reflected across every element of the terminal – from its engaging content to its design.

"Working closely with Grosvenor has been an extremely rewarding and exciting journey for us. It's great to see that since the initial introduction of our terminals they have been continually impressed with the engaging content and overall performance of the Riviera, whilst also being able to take advantage of the business intelligence analytics available. We're pleased that this has led to them introducing more terminals across additional casinos. We look forward to building on this to further developing a long and successful working partnership.

"As we look to develop our UK Casino product, 2018 will see SG Gaming enhance the Riviera terminals with a Jackpot Party mystery progressive operating across a suite of games on linked in-venue terminals and offering a jackpot of up to £20,000. This is a significant step forward for our casino offering, and we hope it will prove a popular addition with both our customers and their players."



Players can enjoy proven B1 content on the Riviera terminal, which draws on SG Gaming's existing library of popular titles

The plans for Merkur Spielbank Halle revealed for August debut

Presenting the plans for the new Merkur Spielbank Halle (from l.): Dieter Kuhlmann, Member of the Board of Management of Gaming Operations for the Gauselmann Group, Tobias Hellbach, future Head of Merkur Spielbank Halle, Susanne Rasspe, interior designer and architect, Marcus L. Brandenburg, Casino Director Merkur Spielbanken Sachsen-Anhalt, Jan Kampe, Management PA and David Schnabel, Managing Director Merkur Spielbanken Sachsen-Anhalt.



In August, Merkur Spielbanken Sachsen-Anhalt, a joint venture between the Gauselmann Group and Stadtcasino Baden AG, Switzerland, is expected to open its latest casino in the historic premises of the former casino in Franckestraße 1. Plans for the Merkur Spielbank have now been officially presented in Halle

Spread over 800sq.m of floor space, including a 340sq.m gaming area, 85 certified newest-generation gaming machines and the creation of 20 new jobs, the key parameters of the new Merkur Spielbank in Halle are pretty impressive.

This is the third in the joint venture's chain of casinos. In total, Merkur Spielbanken Sachsen-Anhalt und Co. KG holds licences for six gaming venues in Saxony-Anhalt: two casinos featuring classic live table games and slot games and up to four further slot machine venues.

The licence to operate casinos in Saxony-Anhalt was awarded on December 1, 2014 for 15 years. "The company has invested 16 million euros in the Merkur Spielbanken in Leuna-Günthersdorf and Magdeburg, creating 77 jobs and two trainee placements. Another 4.5 million is going into Halle," commented Dieter Kuhlmann, Member of the Board of Management of Gaming Operations for the Gauselmann Group. In future, Halle will also offer the opportunity to undergo vocational training as a coin-op specialist.

The tried-and-tested formula for success is being continued in Halle. "The casino business in Germany is difficult – therefore, we are proud to be able to buck this trend," said David Schnabel, Managing Director of Merkur Spielbanken Sachsen-Anhalt. He attributes this to a number of factors: "One decisive aspect for success is the staff at our venues, who are trained and qualified within the company and therefore – unlike in many other casinos – can be deployed universally in all areas of the casino."

In addition, Schnabel believes an attractive offering of games featuring the latest products

and – at those locations where it is possible – popular live table games contribute to the popularity. The diverse event offering and modern bespoke casino systems such as ticketing system, payout terminals and cash handling at the gaming tables have revolutionised casino processes, making conventional cash counters a thing of the past. "The first-class atmosphere is another hallmark of the Merkur Spielbanken," David Schnabel continues.

The exclusive interior of the Merkur Spielbanken has been designed by interior designer and architect Susanne Rasspe. "As both the exterior and the interior of the building are listed, all renovation work has to be closely coordinated with the conservation authorities," she explained. As part of the plan, the historical character of the location, which used to house a casino, but has been standing empty for some time, will be restored. The design concept Ms. Rasspe has created is titled: Carmel.

"The design is inspired by the town of the same name in California and uses the colours and forms typical of the US west coast," she noted. Consequently, gold is the main accent colour. The waves and sand of the west coast are reflected in the wall coverings. "On the whole, the casino is bathed in a cosy and warm atmosphere," Susanne Rasspe explained.

Tobias Hellbach is to take charge of the Merkur Spielbank in Halle. The 36-year-old has been part of the team since the opening of Merkur Spielbank Sachsen-Anhalt in Leuna-Günthersdorf more than three years ago and has extensive professional experience and industry knowledge. The topic of responsible gaming also

In line with the provisions of current casino legislation, the new Merkur Spielbank in Halle will be an entirely slot machine venue with a mixed offering of modern slot machines from a variety of manufacturers, including a wide range of state-of-the-art products made by Gauselmann.

comes high on the priority list. This is reflected by the international G4 Responsible Gaming Certificate, which has already been awarded to the casinos in Leuna-Günthersdorf and Magdeburg – as the first in Germany. The new casino in Halle will also undergo the certification process.

In line with the provisions of current casino legislation, the new Merkur Spielbank in Halle will be an entirely slot machine venue with a mixed offering of modern slot machines from a variety of manufacturers, including a wide range of state-of-the-art products made by Gauselmann.

Highlights will include electronic roulette and electronic blackjack, gaming and amusement machines featuring 3D games and a variety of jackpot systems. The number of slot machines can be increased to 120. The new casino – as is the case in Leuna-Günthersdorf and Magdeburg – will not impose a strict dress code. "Guests are welcome to wear whatever they feel comfortable in – provided it is appropriate," commented Tobias Hellbach.

Monaco: the venue for the most prestigious tournaments in Europe

Insight

MONACO
Roulette Tournament



Casino de Monte-Carlo is the venue for increasingly creative experiences based on luxury gaming, popular among the world's best players when it comes to exceptional events and tournaments. On March 17, 2018, Casino de Monte-Carlo was the fabulous setting for the Grand Final of Monte-Carlo Société des Bains de Mer's exclusive Roulette Tournament with a prize of one million dollars

After hosting Big One for One Drop at the end of 2016 and organising two grand surrealist dinners in 2017, on Saturday 17th March, Casino de Monte-Carlo organised an exceptional roulette tournament, with a prize pool of 1 million dollars. Monaco will also be in the spotlight at the end of April for the prestigious EPT (European Poker Tour), which makes its come-back at the Monte-Carlo Bay Hotel & Resort.

For over 150 years, Casino de Monte-Carlo has been welcoming people from all over the world in its sumptuous gaming rooms. In 2018, the Casino is more than ever a crucial venue for top players thanks to original events and high-level tournaments. On Saturday 17th March, 15 selected guests thus took part in a roulette tournament in the Casino rooms, with a prize pool to rival the biggest tournaments: 1 million dollars.

The qualifying rounds and the semi-final took place on the English roulette tables and the final took place on an emblematic French roulette table. A one-of-a-kind experience where each player also had the opportunity to experience some unforgettable moments in Monaco.

The winner of this tournament is a loyal international customer who expressed his huge satisfaction at

having been able to take part in this tournament, and win it.

Since the end of 2016, Casino de Monte-Carlo has hosted Big One for One Drop, the charity poker tournament with the highest admission fee in history (1 million euros) and organised two Surrealist Dinners under the aegis of designer Charles Kaisin, bringing players and celebrities together from all over the world. In association with Poker Stars and the European Poker Tour (EPT), Monte-Carlo Société des Bains de Mer will also be hosting the most prestigious poker circuit in Europe from 24th April to 4th May 2018 at Monte-Carlo Bay Hotel & Resort.

"Monaco is still a reference in the gaming universe, sought-after for its exclusivity: know-how, venues and an unrivalled setting", said Pascal Camia, Managing Director of Gaming at Monte-Carlo Société des Bains de Mer. "Our events and tournaments illustrate our ambition to make Monaco the finest and most exclusive Gaming destination in Europe. In addition to our casinos, we benefit from the strength of our Resort, which consists of a luxury hotel, gourmet cuisine and a variety of activities. EPT players are delighted to come back to Monte-Carlo Bay Hotel & Resort this year and enjoy the pleasures of our Principality!"



Pascal Camia,
Managing Director of Gaming,
Monte-Carlo Société des Bains de Mer

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Romanian regulator publishes 'voluntary' [sic] Ethics Code



Romania National Gaming Authority

Among the progressive features of Romanian gaming legislation is that seven per cent of the fees charged for obtaining a gambling license are allocated annually, through the state budget law, as follows:

- 1% at the Ministry of Culture for the Cinematographic Fund and for the National Program for the Restoration of Historical Monuments;
- 2% at the Ministry of Education and Scientific Research;
- 2% to the Ministry of Youth and Sport;
- 2% to the Ministry of Health for supplementing the amounts available for the Hospital Rehabilitation Program.

Romania has established the Gambling Addiction Prevention Fund, to which all licensed gambling organisers contribute with fixed annual contributions varying only according to the type of license. The amounts collected are allocated to activities and programmes designed to protect young people and gamblers, prevent and treat addiction, promote responsible advertising, and resolve disputes between operators and players

On February 14, the Romania National Gambling Authority (NOG) published its new Ethical Code of Responsible Communication in Gambling on the regulator's website. The Code is designed to ensure that operators maintain a responsible level of commercial communication within the gaming sector in Romania, which relate specifically to the protection of minors and vulnerable people as relates to the exposure to messages that promote gambling.



Article 3.3 of the Ethics Code states that Communication made through media that does not belong to gambling organisers, regardless of the channel used, will be made by being placed – through the organizers' diligence – in the areas, pages, real or virtual, during hourly intervals for which, in the case of that particular communication channel, assurances can be given that at least 90 per cent of the audience is over 18 years of age or that the channel is intended exclusively for this age group.

Article 3.4 – For communication placed in digital media, through the gambling organisers' diligence, an active system of age verification shall be implemented; this system will appear on the start page of brands' (operators'/organisers') websites or their partners (affiliates), regardless of the form of the agreement that forms the basis of their partnership. The content and free advertisements that can be

people under 18 years of age; for instance, it must not contain elements that portray children, objects, images, impressions, symbols, music, characters – real or fictitious – cartoons, celebrities such as sports champions, that could represent an attraction for persons under the age of 18;

Article 4.2.4 – Communication must not be made through famous persons such as famous models, actors, athletes – by using their presence or image.

The week following the publication of the Code, on February 22, the NOG met with gaming industry representatives to discuss the Code, where it expressed the view that the Code had been published for consultation purposes only, and stated that no sanctions would be imposed for breaches of the Code by operators. However, the NOG did ask that stakeholders should present their proposals for the amendment/improvement of the Code of Ethics. Four days later, the NOG reiterated its intention for the voluntarily adoption of the Code by the gambling operators, while also stating that it needed understand to what extent operators were to adopt and observe rules. The NOG wanted confirmation that the principle of responsible gambling could be observed without it becoming necessary to take coercive action.

On March 6, during an industry conference, the NOG President, emphasised that the advertising guidelines represent a 'desideratum,' namely that the Code represents the regulator's ideal scenario for the advertising of gambling services and products in Romania. He reiterated that no adverse measures would be taken against operators who do not adopt the Code.

While, at this stage, it remains to be seen how things will evolve and what approach the regulator will adopt, the Code in its current form could significantly affect gambling advertising in Romania.

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downloaded must have a set of instructions included, for those that use those materials, regarding the fact that they are not allowed to distribute those materials to persons who are under 18 years of age;

Article 4.2.1 – The content of advertisements and marketing materials that promote gambling must be conceived in such a manner as to not attract young

Dealer of the Year Championship finds the best casino dealer in UK

Insight

UK
UK Dealer Championship



The UK trade body, the National Casino Forum, has announced the Championship winner of its UK Dealer of the Year competition at an event hosted by Caesars Entertainment. Slawomir Workun has been proclaimed as the best croupier in the UK after winning a gripping UK Dealer of the Year final at the Sportsman Casino

In a test of dexterity, mental agility and charisma, Slawomir, 34, saw off competition from 23 other finalists to claim the cash prize of £2,000, sponsored by gaming technology company, Novomatic. He will now represent the UK at the European Dealer Championships (EDC) in Montenegro in May. There are an estimated 10,000 dealers in the UK's 148 casinos, meaning that the elite few who made it to the final are in the top 0.25 per cent in the country.

Points were awarded to contestants on their technical skills, control of the game and hospitality at the all-day event. Casinos are part of the mainstream leisure industry and judges prioritised excellent customer service, with the most points available in the hospitality category.

Shaun Kelly, from Les Ambassadeurs, finished as first runner-up with a cash prize of £1,000, while Will Gosnold of the Hippodrome finished as second runner-up and secured a £500 cash prize.

Slawomir and Shaun now turn their attentions beyond the UK, with the European Dealer Championship (EDC) running in Montenegro from 7-9 May 2018.

Launched in 2007 by the European Casino Association (ECA), it is one of the premier events in the gaming calendar and last year brought together 33 participants from a record-breaking 20 European countries with 31 judges overseeing the competition.

Antra Gaike, from Latvia's Olympic Voodoo Casino, was crowned as Europe's number one all-round

performer, and Slawomir and Shaun will be striving to bring the trophy back to the UK.

Polish-born Slawomir, from Chessington, Surrey, has worked for ten years at the Sportsman, operated by Caesars Entertainment UK, and was celebrating a 'home win'. He said: "I hoped I would get to the final stage, and maybe the top three, but I honestly did not expect to win and it felt unbelievable.

"I'm not the best at anything, but I've got a complete game. It's easy to find people who are the best at maths, or dealing, or customer service, but it's rare to find somebody with the complete set.

"Today was the right time, right moment, right mood, and though it's been a long day, it felt great. I ended up in casinos by random luck. At my friend's suggestion I went for an interview, got into croupier training school and that was it. The closest I had been to a casino before was watching James Bond films!"

Tracy Damestani, CEO of the National Casino Forum, commented: "The UK Dealer Championships are a showcase of the wonderful talent we have in this country. The 2018 Final was exceptionally competitive, with Dealers from across the UK demonstrating great skill in sleight of hand, mental agility, and hospitality.

"The best croupiers command the casino floor, creating atmosphere and a sense of occasion, and Slawomir is a worthy winner. For anyone looking to enter the industry, croupier training school is a great career opportunity."



UK Dealer of the Year 2018 SIDE EVENT WINNERS

Various side events ran on the day to test the specific skills of the finalists. Winners were:

- Card handler – *Shradda Fernandes, Aspers*
- Chipping – *Chris Stanworth, The Opera House*
- Chip cutting – *Chris Stanworth, The Opera House*
- Maths – *Slawomir Workun, Caesars Entertainment*
- Stack pushing – *Ivan Vrso, Caesars Entertainment & Francesco Di Marco, Crown London Aspinalls*

The National Casino Forum represents the UK's land-based casino operators. It promotes a well-regulated, socially responsible and commercially successful casino industry. Its vision is to make the UK the most attractive destination in the world for casino gaming.

Frost promises warm welcome at inclusive EUROMAT Summit



The EUROMAT 2018 Summit will take place on June 4–6, at the Monte Carlo Bay Hotel & Resort. Enjoying a truly spectacular setting, the summit's home is conveniently situated just 30 minutes drive, 15 minutes by rail or seven minutes by helicopter from Nice Airport.



With the annual EUROMAT Summit scheduled for 4th–6th June, Association President Jason Frost is promising a very different event from previous years.

"International cooperation and consolidation is becoming increasingly important, in the land-based gaming market. Our EUROMAT membership helps us in obtaining a more international perspective. The network creates an opportunity for international learning and cooperation. Furthermore, the international knowledge, expertise and size of EUROMAT is very much welcomed in our local lobby efforts as well."

*Eric Olders, CEO,
JVH Gaming*

Traditionally the Summit has been a pan-European gathering of the associations representing land-based gaming and amusements, along with regulators and policy makers. Jason Frost explains: "Previous summits have proved extremely productive but there is no doubt that the event has acquired something of a reputation for exclusivity. The landscape of gaming and amusements is shifting and we're confronting many new challenges. Ultimately, many of the solutions will rest with equipment manufacturers and operators.

"It's really important, therefore that the summit becomes more inclusive and that all facets of the industry are represented. The event will provide the perfect opportunity for those at the sharp-end to meet regulators and legislators face-to-face in a relaxed and informal environment," assures Jason.

In a major step towards a more inclusive environment EUROMAT has opened a Corporate Membership category, designed to allow members to input into policy recommendations made to the EU and other European institutions, as well as benefiting from alerts and insight into legal and regulatory issues.

One of the original corporate members, JVH Gaming, confirms that membership has been very rewarding, with CEO Eric Olders commenting: "International cooperation and consolidation is becoming increasingly important, in the land-based gaming market. Our EUROMAT membership helps us in obtaining a more international perspective. The network creates an opportunity for international learning and cooperation. Furthermore, the international knowledge, expertise and size of EUROMAT is very much welcomed in our local lobby efforts as well."

In addition to being updated on the latest legal developments, manufacturers and other summit

participants will also have the opportunity to engage with several European regulators. A fresh new format sees the summit devoting an entire day to Social Responsibility, including self-exclusion, technology, and problem gambling. Also new for 2018, amusements will have their own focus, with a session exploring potential opportunities for Redemption in the French market.

With an eye on the future, technology with feature highly on the 2018 agenda, with particular emphasis on the case for alternative payment options.

Speaking about commercial opportunities created by the Summit, Jason Frost reveals, "At recent trade expos we've seen some truly revolutionary developments in payment technology. We have a limited amount of space for product demonstrations and it's my hope that some manufacturers will seize this opportunity to introduce their products to a highly influential audience."

The location for The EUROMAT Summit will be the spectacular Monte Carlo Bay Hotel & Resort, located on its own peninsula within Monte Carlo. Jason Frost explains the choice of location: "This year we are reaching out to a wider gaming and amusements community and we wanted to offer them something truly memorable. A programme of cocktail receptions, lunches and a Gala Dinner at one of Monaco's most iconic venues will add to the compelling business arguments for attending."

To register, or for more details about attending the EUROMAT Summit and adding your voice to that of the European amusements and gaming industry, visit www.euromat.org. Alternatively, contact organiser Karen Cooke: karencooke@swanevents.co.uk for more information about opportunities for showcasing your brand and latest technology at the EUROMAT Summit.



EUROMAT SUMMIT 4TH -6TH JUNE 2018

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Meeting of minds as Clarion co-locates two major brands



Juegos Miami continues to build on the momentum generated by a successful launch and features a powerful, strategic and hands-on learning programme presented alongside a line-up of inspirational exhibitors and sponsors. For more information on participating in this invitation-only event, visit www.juegosmiami.com

GiGse is one of the most popular gaming events for senior gaming professionals with 61% of delegates classified as C-Level and a further 21% categorized as either Directors or VPs. For more information on how to register, visit: www.gigse.com

Both events take place across May 30 – June 1, 2018, The Biltmore, Miami, Florida, US

"I think the gaming industry is at its very best when it has the opportunity to sit down in a comfortable and ambient atmosphere and talk – whether it's product, regulation, technology or trends. The importance of networking comes out at the top, or very close to the top, in all of the stakeholder surveys that we undertake at all of our events and networking will be in plentiful supply in Miami."

Kate Chambers, Managing Director, Clarion Gaming



Fresh from another successful ICE London, Kate Chambers and her team at Clarion Gaming shift focus to Miami in May for the first ever co-located editions of the LatAm facing Juegos Miami and its North American cousin, GiGse. In her role as Managing Director of Clarion Gaming, Kate explains the thinking behind the move, her aspirations for both events and what the co-location means for the industry

You have invested in two successful brands, what prompted you to bring them together like this?

While Juegos Miami and GiGse are taking place in the same venue at the same time, they are most definitely two very distinct brands with two very distinct identities and remits. GiGse, the more established and arguably the better known of the two, has been serving the interests of the American gambling, gaming and betting industry for a number of years and Juegos Miami, which was created at the request of stakeholders in Central, South and Latin America, as well as those in the Caribbean gaming industry, is looking south. GiGse provides paid-for content and learning, whereas Juegos Miami has a unique 'by invitation' format which is what the industry wanted and which has proved successful since we launched in 2016. At Juegos Miami, the dominant languages are Spanish and Portuguese, whereas English, or should I say American English, is to the fore at GiGse. Both events are related, but they are more like cousins than brothers or sisters.

What are the benefits of bringing both events together under one roof?

I think having different brands under one roof, providing they don't compete or conflict, is a huge positive. You can create a different dynamic and one in which the two audiences are able to both concentrate on their individual interests and topics and then network as and when it's appropriate. When we were designing the format for Juegos Miami, one of our objectives was to bring expertise, insight and professionalism from outside the LatAm region and this is a great opportunity to achieve this. From my experience,

Do you think there's a demand from the industry for a consolidation of the events calendar?

We are in close contact with the market both through the research we conduct and also courtesy of our Ampersand Think Tank, which we officially launched at ICE London in February and which has close to our target 1,000 members, making it easily the biggest think tank in gaming. The market wants really strong business events, held in the right places at the right

time and delivered to the highest professional levels. They also want to avoid, if at all possible, the need to constantly be traveling from one event to another. Juegos Miami was established in order to create a single, high calibre meeting place for the LatAm facing industry and the fact is that international attendees can now achieve at Juegos Miami what previously required them to attend five or six separate exhibitions. Co-locating Juegos Miami and GiGse while retaining their individual identities is an example of our commitment to deliver a global strategy for what is a global industry.

What do you think the hot topics will be at both GiGse and Juegos Miami?

Our strap line for GiGse is 'Putting North American gambling, gaming and betting under the microscope' and that's exactly what GiGse is all about. In an industry which is so dependent on regulation, GiGse's role is to identify, develop and discuss the big issues of the day and put them under the microscope. It's an intense two-day programme delivering a combination of inspiring keynote speakers, engaging panel sessions and interactive workshops. GiGse has a clear C-Level profile and the debates reflect that level of seniority. The debates will centre around the customer journey, shifting demographics, customer retention, the true potential of eSports and DFS, as well as the really hot and contemporary issue of Sports Betting.

Juegos Miami has had a very successful first two editions and the agenda that's been put in place will provide the platform for further growth and development. With separate streams for the online and land-based sectors, the agenda will debate the big issues, such as the importance of combating illegal operators, as well as providing detailed regulatory updates segmented by both region and country. It will look at convergence, the impact of the FIFA World Cup, blockchain technology and the law and much more. For international attendees, this event provides access to a huge and diverse community and is a great place to capitalise on LatAm's enthusiasm for meeting potential business partners.



AlfaStreet

Premium Gaming Products

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MEMBER PROFILE

Company / DR Gaming Technology

Web address / www.drgt.com

AGEM Membership level / Bronze

Description / DR Gaming Technology (DRGT) was established in 2003 by Chief Executive Officer, Jurgen De Munck and Chief Technical Officer, Michiel van Dam, and is now the world's fastest growing independent casino management and jackpot systems supplier. Its state-of-the-art systems are developed using the latest technology, resulting in the unique ability to operate without a server, in so doing greatly simplifying system installation and implementation, and ensuring operators total control over their entire operation/s.

At present the Company's modular, flexible and cost-effective system solution operates across over 50 different countries, and on in excess of 45,000 (forty five thousand) gaming devices, boasting some of the most powerful and stable functionality in the world. With arguably the largest selection of local, mystery, and wide-area progressive jackpots on the planet, the Company's largest single jackpot customer currently operates its product on over 5,000 (five thousand) devices across approximately 100 (one hundred) venues.

New products for 2018 / Our core short term focus is our recently launched drPlayer Registration, which significantly reduces staffing requirements, and player registration time for draws and raffles, our drScreen Ultra along with our player friendly drScreen 'on screen' interface, and expanding our world leading slots and tables local, progressive and wide-area jackpot technology including our BlackJackIIs and BaccaratIIs side bet Tables jackpot games. 2018 is an extremely significant year in the history of DRGT as it marks the Company's 10 (ten) year anniversary of operations in Switzerland.

Forthcoming events / G2E Asia. Stand #619 from 15-17 May 2018 at The Venetian, Macau

MEMBERSHIP NEWS

AGEM Key Board of Directors Actions

- New Nevada Gaming Control Board Chairwoman, Becky Harris, met with AGEM members at the March Board Meeting and gave a short presentation introducing herself. She outlined some of her priorities, while also giving the members an overview of her journey to the appointment as the first woman to lead the GCB. Previously a state Senator, she brings fresh ideas and looks forward to working with AGEM members and the industry.
- The American Gaming Association (AGA) and Reed Expo recently circulated its Business-First Commitment for G2E to ensure some of the issues involving inappropriate booth staff and activities experienced at the ICE Totally Gaming show are not repeated at G2E events. AGEM fully supports the directive that states exhibitors will ensure "employees and entertainers represented on the expo floor will be professional in dress, appearance and manner, prioritising the company's business first and reinforcing the level of professionalism, professional learning and networking focus that G2E represents."
- AGEM members recently approved funding to support two key problem gambling organisations. The National Council on Problem Gambling will receive an annual contribution of \$40,000. The NCPC serves as a national advocate for programmes and services in the US to assist problem gamblers and their families. GamCare based in the UK and the largest provider of PG services has recently undergone a major change in leadership. AGEM will continue to support the organisation with an contribution of £5,000.
- Dr. Robert Hunter, the founder and driving force behind The Problem Gambling Center in Las Vegas passed away suddenly on March 9. AGEM has worked closely with Dr. Hunter and the PGC for many years, contributing \$50,000 annually to support the important work the Center undertakes. His efforts to bring awareness of problem gambling to communities around the world will be remembered by colleagues and all those whose lives he touched.
- AGEM welcomed two new members in March – PDS Gaming, a finance and lease company that specialises in financing solutions for the gaming industry, based in Las Vegas, was voted in as a Bronze member and global management and technology consultancy Capco, based in Washington D.C., was voted in as an Associate member. In addition, existing members Inspired Gaming and TransAct Technologies were elevated to Silver level, due to increases in gross annual revenue. Overall, the membership total stands at 170 members, an all-time high.

Events and Activities

- The AGEM-AGA Golf Classic Presented by JCM Global, will be held on May 1, at the prestigious Shadow Creek course. This will be the 20th Anniversary of this important industry event that raises money for the National Center for Responsible Gaming (NCRG). This year's event promises to be the biggest and best ever.

AGEM INDEX

The AGEM Index experienced declines across the board during February 2018. The composite index closed the month at 513.47 points, a drop of 26.77 points or 4.96 per cent, when compared to January 2018. The AGEM Index still reported a year-over-year increase for the 29th consecutive month and has climbed 162.03 points, or 46.10 per cent, since February 2017.

During the latest period, two of the 12 global gaming equipment manufacturers reported month-to-month increases in stock price. Ten manufacturers reported decreases in stock price during the month, with one manufacturer posting a double-digit percentage decline.

AGEM	Exchange: Symbol (Currency)	Stock Price At Month End			Percent Change		Index Contribution
		Feb-18	Jan-18	Feb-17	Prior Period	Prior Year	
Agilisys	Nasdaq: AGYS (US\$)	11.17	12.00	9.10	(6.92) U	22.75 F	(0.27)
Ainsworth Game Technology	ASX: AGI (AU\$)	2.03	2.11	1.84	(3.79) U	10.33 F	(0.57)
Aristocrat Leisure Limited	ASX: ALL (AU\$)	24.65	23.90	16.61	3.14 F	48.42 F	(1.13)
Astro Corp.	Taiwan: 3064 (NT\$)	12.20	12.00	22.60	1.67 F	(46.02) U	0.01
Crane Co.	NYSE: CR (US\$)	92.31	99.94	71.66	(7.63) U	28.82 F	(6.32)
Everi Holdings Inc.	NYSE: EVRI (US\$)	7.45	7.74	3.25	(3.75) U	129.23 F	(0.28)
Galaxy Gaming Inc.	OTCMKTS: GLXZ (US\$)	1.00	1.13	0.56	(11.50) U	78.57 F	(0.07)
Gaming Partners International	Nasdaq: GPIC (US\$)	9.60	10.17	11.43	(5.60) U	(16.01) U	(0.06)
International Game Technology PLC	NYSE: IGT (US\$)	26.50	29.07	26.21	(8.84) U	1.09 F	(7.17)
Konami Corp.	TYO: 9766 (¥)	5,850	6,240	4,740	(9.46) U	19.20 F	(7.93)
Scientific Games Corporation	Nasdaq: SGMS (US\$)	44.45	46.65	20.65	(4.72) U	115.25 F	(2.84)
Transact Technologies	Nasdaq: TACT (US\$)	13.85	15.00	7.40	(7.67) U	87.16 F	(0.12)
Change in Index Value							(26.77)
AGEM Index Value: January 2018							540.24
AGEM Index Value: February 2018							513.47



AGEM is an international trade association representing manufacturers of electronic gaming devices, systems, lotteries and components for the gaming industry. The Association works to further the interests of gaming equipment manufacturers throughout the world. Through political action, tradeshow partnerships, information dissemination and good corporate citizenship, the members of AGEM work together to create benefits for every company within the organization. Together, AGEM and its member organisations have assisted regulatory commissions and participated in the legislative process to solve problems and create a positive business environment.

Martinez Sampedro family to fight for control of Codere Group

Insight

SPAIN
Codere ownership battle



The Martinez Sampedro family has launched a judicial offensive in order to regain control of Codere. The founding family has complained that the hedge funds have a hidden agenda to merge Codere with Cirsá. The accusations revolve around an alleged pact between Connecticut based hedge fund Silver Point Capital and The Blackstone Group an American multinational private equity, alternative asset management and financial services firm based in New York.

The complaint was made in mid-February before a commercial court in Madrid and a request for arbitration was made before the International Chamber of Commerce in Paris. According to local press reports, the family is trying to reverse the decisions of the last board of directors, held last January, in which José Antonio Martínez Sampedro and his brother Luis Javier were dismissed from the executive positions of the company. In the arbitration lawsuit, the family's lawyers claim that a number of hedge funds have a hidden agenda to merge Codere with Cirsá.

The merger with Cirsá is being handled outside the board, which is illegal and could be classified as going against the social good, according to the lawsuit filed on February 19th. With the new operation, the companies could reduce costs by between €50m and €100m by cutting as many as 2,500 jobs in Spain and Latin America, say sources close to the family. Although the merger could be financially advantageous, the Martinez Sampedro family fear that the distribution of shares in the new company does not reflect the true value of its participation.

Silver Point owns 21.6 per cent of Codere's shares and together with Contrarian (9.9 per cent) and Abrams (8.7 per cent) holds three of the nine seats on the board. They also have the support of the three independent members, who voted in favour of dismissing members of the Martínez Sampedro family according to Spain's most well known finance newspaper Cinco Días

Blackstone has already been singled out by Bloomberg as a possible buyer of Cirsá. According to Bloomberg U.S. buyout firms Blackstone Group LP and Cerberus Capital Management are among funds considering bids to acquire Cirsá Gaming Corp.

The founders of Codere fear a manoeuvre whereby Blackstone would agree with Silver Point to buy their

share of the merger. Meanwhile, the Martinez Sampedro family would maintain capital similar to the capital they now have, but with diluted power when it comes to decision making in the new company.

The Martinez Sampedro filed the request for arbitration on February 19th, and two days later they added a request that the case to be dealt with urgently. In January Codere confirmed the appointment of Vicente Di Loreto as its new Group Chief Executive and Norman Sorensen Valdez as new Executive Chairman. The new executives have dismissed reports of a merger with Cirsá.

Codere has a presence in eight countries. In Europe: Spain and Italy and in Latin America: Argentina, Brazil, Colombia, Mexico, Panama and Uruguay. In recent years, Codere has experienced solid growth in its key markets: Argentina, Spain and Mexico. In Colombia it currently operates 5,975 gaming machines, 53 Gaming halls in a total of 130 municipal districts throughout the country. In Spain the company is a leading operator of Type B AWP machines with around 10,500 units, and it operates Bingo CANOE, the largest in Spain and one of the biggest in continental Europe. At the end of last year Codere maintained its leadership in sports betting in Spain, with a 30 per cent share of the on-premise market.

Meanwhile in Panama it manages a wide range of businesses including gaming machines, casinos, betting shops and a racetrack while in Uruguay the company focuses its operations in capital Montevideo and surrounding areas, by operating the Maroñas National Racetrack as well as five gaming halls with 1,838 machines and 27 betting locations. In Brazil it runs five high-end sports betting shops and in Mexico it operates in association with two groups that are leaders in the domestic market: Grupo Caliente and Compañía Interamericana de Entretenimiento (CIE).

CODERE - A SPANISH GIANT

Founded in 1978 and based in the Catalan city of Terrassa, just outside of Barcelona, Cirsá owns 134 casinos, more than 41,500 recreational machines, 68 bingo halls, 171 arcades, 2,000 sports betting outlets and more than 3,000 lottery terminals in Spain, Italy and in Latin America. Cirsá generates an annual revenue of roughly €1.6bn and earnings of over €400m. The company's most recent quarterly results showed record earnings of €108m in the three months ending, Sept 30.

Last year the company bought 17 Novomatic gaming halls in Peru and opened a new gaming hall in Colombia, the incorporation of a new casino in the Costa Rican city of Puntarenas and another in the Panamanian town of Villa Zaita. It has recently bid on new casino projects in Andorra and in Granada.

The founders of Codere fear a manoeuvre whereby Blackstone would agree with Silver Point to buy their share of the merger. Meanwhile, the Martinez Sampedro family would maintain capital similar to the capital they now have, but with diluted power when it comes to decision making in the new company

Reports

MARKET REPORT: PORTUGAL



Safe harbour from the storm

Portugal has proved to be remarkably resilient, bouncing back from the global economic crisis and into a boom in tourism which, thanks to several tax reduction measures, has seen the country transform itself from Europe's struggling poor relation to nouveau riche

At one point Portugal was linked with the likes of Spain, Greece and Ireland during the financial crisis as a country which was suffering in particular. But after a decade of doom and gloom, recession and stagnation today the country has returned to a robust economic growth and a budget deficit which is the lowest since democracy was restored in 1974.

In 2011 Portugal obtained a €78bn bailout from Europe and the IMF. Its economy contracted by as much as 3.2 per cent in 2012 whilst unemployment was around 18 per cent with around 40 per cent youth unemployment.

After several economic and fiscal reforms Portugal freed itself from international assistance in 2014 and since then the economy has been flourishing and the IMF forecast a 2.5 per cent growth for 2017 and an unemployment

rate of 10 per cent. Much of the recovery is said to be down to the European Central Bank's policies, with the ECB has kept the Euro low supporting exports.

The government, now led by socialist Antonio Costa, has rolled back many austerity measures including pension and salary cuts and says the key to economic growth is fostering private consumption. Public sector wages, working hours and holidays have been restored to pre-bailout levels along with state pensions.

The country isn't out of the woods yet and some say Portugal is still one of the most vulnerable economies. The government debt is set to reach 128.5 per cent of GDP this year whilst Portugal's deficit forecast for 2018 is 1.4 per cent.

The country has several proposals for the 2018

budget which aims to reduce the budget deficit to one per cent of GDP, raise the number of tax brackets from five to seven to ease the tax burden for some earners whilst also introducing higher taxes for certain packaged foods with high salt content.

Now the country looks set to be in its strongest position in almost 20 years and unemployment is falling at one of the fastest rates in Europe.

Sharing a 1,224km border with Spain, the majority of the Portuguese population is concentrated along the Atlantic coast. There are 18 districts in Portugal and Lisbon and Porto are major cities.

Tourism is of course a huge part of Portugal's economy and this directly contributed some €12.8bn to the GDP in 2016.



The sector is responsible for some 371,500 jobs directly whilst there were some 20 million visitors last year of which 11.4 million were foreign tourists.

Portugal was named as Destination of the Year by TravelandLeisure.com in 2017 whilst the number of US travellers to Portugal has risen by 22 per cent in the last 12 months.

Tourism has been steadily growing since 2011 with British tourists making up the largest group of visitors followed by Germany and Spain. Over the last couple of years Portugal has opened 150 more hotels and most are four or five star establishments whilst areas have been redeveloped and infrastructure improved. In July 2017 alone there were 626,000 registered hotel sleepovers whilst expenditure also increased.

The main tourist regions are the Algarve and Madeira whilst the cities of Lisbon and Oporto are also popular for city breaks. A programme was launched back in 2016 called Programa Algarve aimed at mitigating the seasonality of the region and boosting employment through greater appreciation of artisans and artists and the promotion of tourism and golf.

Once upon a time Portugal was recognised as a world power during the 15th and 16th centuries,

although much of its wealth and status was destroyed alongside Lisbon following the 1755 earthquake. The natural disaster killed an estimated 40,000 people and left the capital city in ruins.

The Napoleonic Wars and the independence of Brazil as a colony in 1822 didn't do Portugal any favours either and in 1910 a revolution saw the monarchy thrown out and repressive governments ran the country for the next 60 years.

Today Socialist Antonio Costa is Prime Minister after he took on the role after an inconclusive general election plunged the country into political limbo back in 2015. Costa is the former Mayor of Lisbon and after a minority conservative win by Social Democrat Passos Coelho, he struck an unprecedented deal with two far left parties to take the lead from the former Prime Minister who had led since 2011.

LOTTERY AND BETTING MARKETS

The decree 14.463 back in 1927 brought a century old tradition of gambling prohibitions in Portugal to an end. Later in 1989 another decree introduced games of chance and gambling concessions whilst online gaming was permitted in 2015.

Street or single site gambling is still not permitted in Portugal and slots are only allowed in casinos.

The Servico de Regulacao e Inspecao de Jogos (SRI) is the Portuguese Gambling Regulatory and Inspection Authority which monitors and regulates the operation of land based games of chance (casino games, poker, slot machines and bingo) and online gambling (games of chance, fixed odds sports betting and pari-mutuel and fixed odds horseracing bets).

It is integrated in The Institute of Tourism of Portugal and its responsibility is to issue licences for online and offline gambling and regulate and approve rules and administrative decisions.

There are 10 gambling zones across the country – Azores, Algarve, Espinho, Estoril, Figueira da Foz, Funchal, Porto Santo, Povoia de Varzim, Troia and Vidago-Pedras Salgadas. The operation of casino games is only permitted in casinos which exist in permanent or temporary gaming areas established by law.

Concessions are granted for 10 years for bingo halls and between 15 and 20 years for casinos. Online gambling licences are valid for three years and may be extended for successive three year periods.

Reports

MARKET REPORT: PORTUGAL

LOTTERY

NATIONAL LOTTERY JSC

LOTTERY RETAILERS

5,000

LOTTERY REVENUE

€2.77BN (2016)

BINGO

15 HALLS

BINGO REVENUE

€49.6M (2016)

CASINOS

11

CASINO SLOTS

5,000 APPROX

CASINO TABLES

200 APPROX

CASINO REVENUE

€295.8M

ONLINE

SINCE 2015. 11 LICENCES - 7 OPERATORS

ONLINE REVENUE

€113.4M (SEPT 2016-SEPT 2017)



There are 11 casinos operational in eight of these zones. Bingo can be operated in casinos or outside and there are 15 bingo halls and one bingo operation located in Casino Espinho.

Bingo revenue is increasing. The third quarter of 2017 period saw revenues rise by 8.5 per cent over the same period last year to €13.5m. Total revenues in 2016 for the bingo sector amounted to €49.6m.

Landbased bingo in bingo halls are subject to stamp duty of 25 per cent.

SICAD, the Portuguese gambling addiction group, says almost half the population of Portugal take part in gaming with the highest prevalence among men (51 per cent) whilst gambling in the younger generation is dropping. The study began in 2001 and has been repeated over the years and shows a drop of almost 20 per cent in gaming in the young demographic (15-34 year age group) compared to figures in 2012.

Lotteries, pari-mutuel lotto and sports betting (online and landbased), landbased pari-mutuel horse betting and fixed odds sports betting (classified as social games) are organised and operated by the Santa Casa de Misericórdia de Lisboa (SCML) through the Games Department under an exclusive monopoly.

Lotteries, pari-mutuel lotto and sports betting, landbased pari-mutuel horse betting and fixed odds sports betting are organised and operated by the Santa Casa de Misericórdia de Lisboa through the Games Department under an exclusive monopoly

The Santa Casa de Misericórdia is a Portuguese charity founded in Lisbon in 1498 by Queen Leonor of Portugal. It's a Catholic brotherhood and the oldest working NGO in the world and has similar organisations created in other countries like Brazil and Macau.

Today the SCML supports various charitable causes in the health, culture, heritage and social sectors. The gaming department is run under the corporate brand Jogos Santa Casa and regulates its activities whilst also creating money for the various charities and organisations.

It all began in 1783 when the SCML was granted permission to operate an annual lottery under the supervision of the Royal Treasury with profits shared by three charitable groups. In 1893 the lottery was set up to be operated by the Misericórdia de Lisboa on behalf of the state and renamed Lotteries of Mercy of Lisbon. In 1955 it

changed its name to the National Lottery.

Other games such as Totobola (mutual sports betting) and Totoloto (lottery game) were added whilst in the 1990s Joker and instant scratchcards were also introduced and later Totogolo was launched.

In 2001 an online real time betting management system was introduced and in 2004 the brand Jogos Santa Casa (JSC) was born. By 2016 the lottery was available by mobile app whilst a Responsible Gambling campaign was also launched alongside a new game called Milhao (Million), which is a game associated with EuroMillions but with its own identity.

Today the games include EuroMillions, TotoLoto, Totobola, Classic Lottery and Popular Lottery, Milhao and Scratchcards. Tickets are sold via almost 5,000 Points of Sale throughout Portugal.



SCML SALES OVER THE LAST THREE YEARS

GAME	SALES 2014	SALES 2015	SALES 2016
Totobola	€10.2m	€11.3m	€9.2m
Totoloto	€126.2m	€129m	€110.3m
Joker	€39.4m	€35.6m	€31.2m
Euromillions & Milhao	€917m	€820.5m	€809.7m
Classic Lottery	€51.1m	€51.8m	€46.8m
Popular Lottery	€25.7m	€25.1m	€23.5m
Scratchcards	€710.8m	€1.10bn	€1.35bn
Placard	-	€65.4m	€385.4m
TOTAL	€1.88bn	€2.24bn	€2.77bn

Totobola is the sports betting game and the first bet took place in 1961. The game is based on a grid with 13 base games where players mark with a draw, defeat or predict number of goals.

Placard is another sports betting game launched in 2015 where players knowledge is tested on three games – football, tennis and basketball.

Placard was responsible for almost 14 per cent of sales last year and has become the third top selling game in the JSC portfolio. It saw €300m of sales between September 2015 and 2016 with one million bettors trying their luck. The App Placard saw 750,000 downloads.

Total sales in 2016 for the Jogos Santa Casa amounted to €2.77bn with 97 per cent returned to social causes. This was an increase of almost 24 per cent compared to the previous year. Some of this was attributed to the launch of Milhao in September 2016 and Placard in September 2015, plus an increase in the scratchcard sector, which were responsible for

49 per cent of sales last year.

Meanwhile sports betting has a 34.6 per cent share of the games offer and the lotteries 2.5 per cent share. Sales in the digital sector amounted to €70.9m last year a slight increase from 2015 figures of €69.6m.

ONLINE GAMBLING

Online gambling legislation was approved in Portugal in April 2015 with the decree law 66/2015 which entitled the Legal Framework for Online Gambling and Betting (RJO). There are now seven companies with 11 licences in total currently operating online gambling sites.

There are four different types of gambling licences for online operations available – for fixed odds sports betting; pari-mutuel and fixed odds horseracing bets; bingo and games of chance.

The government began to look at online gambling in Portugal back in 2012 in a bid to

raise money for state pension funds and aid soccer clubs facing high levels of debt.

The new act aimed to bring in an extra €25m in tax revenue but with a high tax rate of between 15 and 30 per cent for online casino games and eight to 16 per cent for sports betting the market has not proved as attractive as the government had hoped.

The Remote Gambling Association has since urged the Portuguese government to re-look at its online gambling regulation saying the current system is failing.

They have estimated that 68 per cent of players in Portugal gamble via operators that are not licensed in the country, whilst 38 per cent of Portuguese players only gamble through unlicensed websites. The reason behind this includes the better odds offered by offshore operators.

The problem is partly down to the high taxation

Reports

MARKET REPORT: PORTUGAL



If approved these proposals which are included in a 2018 budget plan could be developed into a set of regulations by SRIJ. There are no proposals as yet to change the tax amount even though this is undergoing re-evaluation from the SRIJ and any changes should be presented to the government by May 2018. This could look at the problem of taxation on turnover rather than GGR

for licensed companies and there are calls to change this.

Meanwhile in November the government put forward a number of proposal changes in its State Budget Proposals for 2018 which included several amendments to the Online Gambling Law. These include:

- a proposal for licensed operators to share its gambling platform to provide online gambling and betting games to players registered with Portuguese sites in other regulated countries
- to provide online gambling and betting games between players registered in Portugal and players outside Portugal where liquidity sharing is permitted. This will not only apply to poker, a sector which is already expanding through a shared liquidity deal with France, Italy and Spain, but also sports betting.

Tax changes are also suggested specifically

looking at the spend online gambling tax on fixed odds sports betting and where this is allocated.

It proposes an increase in the tax allocation for the state from 2.28 per cent to 3.17 per cent whilst also increases the amounts for certain ministry allocations.

If approved these proposals which are included in a 2018 budget plan could be developed into a set of regulations by SRIJ.

There are no proposals as yet to change the tax amount even though this is undergoing re-evaluation from the SRIJ and any changes should be presented to the government by May 2018. This could look at the problem of taxation on turnover rather than GGR.

The RJO regulates fixed odds sports betting odds, totalisator/pari-mutuel and fixed odds horse racing, quota bets and games of fortune or

chance (such as Baccarat, Blackjack, Punto y Banco, roulette, bingo, online slots and poker).

Licences can be given to limited liability companies or equivalent with registered offices in EU member states or an EEA state. Licences are issued for three years (renewable).

Security deposits of €500,000 must be issued for legal obligations plus €100,000 for collateral for special online gambling tax (IEJO). Websites must be set up with a .pt domain.

The IEJO tax rate on casino games and poker is between 15 and 30 per cent on gross gaming revenue. Of this tax 77 per cent is given to the Portuguese Tourism Association, 20 per cent to the state, 2.5 per cent to the Cultural Promotion Fund and 0.5 per cent to the SICAD (gambling addiction programme).

The IEJO tax rate on sports betting is between eight and 16 per cent on gross gaming revenue.



ONLINE GAMBLING REVENUES OVER THE LAST YEAR PER QUARTER

SECTOR	T4 2016	T1 2017	T2 2017	T3 2017	TOTAL 12 MONTHS
Sports betting revenues	€18m	€17.4m	€13.9m	€16.3m	€65.6m
Slots/casino revenues	€9.3m	€13.9m	€11.4m	€13.1m	€47.7m
Online revenues Total	€27.3m	€31.4m	€25.4m	€29.3m	€113.4m
Taxes	€17.2m	€9.2m	€7.1m	€8.1m	€41.6m

Of this amount 2.28 per cent is allocated to the state, 34.52 per cent to the Ministry of Solidarity, Employment and Social Security, 13.35 per cent to the Council of Ministers, 16.44 per cent to the Ministry of Health, 3.76 per cent to the Ministry of Home Affairs and 1.49 per cent to the Ministry of Education and Science.

The IEJO tax rate on totalisator is 15 to 30 per cent and of this tax 59 per cent goes to the Portuguese Tourism Association, 40 per cent to the state and one per cent to SICAD.

There are currently 11 online licences issued by the SRIJ to seven companies. Four licences for sports betting and seven for casino/slot games. These are:

- BEM Operations Ltd – 2 licences offering sports betting and casino games via betcllc.pt.
- BET Entertainment Technologies Ltd – 2 licences offering sports betting and casino games via bet.pt.

- REEL Europe Ltd – Pokerstars – offering poker and casino games via pokerstars.pt

- ESTORIL SOL DIGITAL – 2 licences for Casino Estoril, Lisbon and Povoá offering sports betting and casino games via estorilsolcasinos.pt

- SOCIEDADE FIGUEIRA PRAIA – 2 licences offering sports betting and casino games via casinoportugal.pt

- SOLVERDE – offering casino games via casinosolverde.pt

- A NOSSA APOSTA – offering casino games via nossaaposta.pt

The first licence was issued back in May 2016 to Betcllc whilst Estoril Sol Digital was set up to concentrate on the online sector and was recently issued a gaming licence for online products. This was the first online casino licence to be issued in Portugal whilst BEM Operations

(Betcllc) was the first to receive a sports betting licence.

Estoril Sol saw online gaming revenues in 2016 of €4.8m and its online gaming licence is valid for an initial three year term. Group Estoril manages three of the 11 casinos in Portugal – Estoril, Lisbon and Povoá – and has only recently expanded into the online sector. In July 2016 the site went live and the platform is a 50/50 joint venture with Belgian company Gaming1, the online member of the Ardent Group. Initially they launched 15 video slots games, two roulette games and one Blackjack game.

A Nossa Aposta is the latest company to receive an online licence in September 2017 offering online casino games.

PokerStars is the only holder of an online poker licence at the moment offering tournament and hold 'em and Omaha cash variants whilst there are still no takers for horse racing online and bingo licences.

Reports

MARKET REPORT: PORTUGAL

Essential information and facts about Portugal:

Country	Portugal
Capital	Lisbon
Total Area	92,090 sq.km
Population	10,839,514
Median age	42.2 years
Religion	Roman Catholic (80%), other Christian (3.3%)
Languages	Portuguese (official)
Currency	Euro
Government type	Semi presidential republic
Chief of State	President Marcelo Rebelo de Sousa (since 2016)
Head of Government	Prime Minister Antonio Luis Santos de Costa (since 2015)
Cabinet	Council of Ministers appointed by president on recommendation by Prime Minister
Elections	President elected by majority vote for five year term. Prime Minister voted in after elections. Last held in 2015



The online sector saw total revenues between September 2016 and September 2017 of €113.4m and total taxes of €41.6m for the same period. The first nine months of 2017 saw total revenues of €86m although the second quarter of 2017 saw a considerable decrease in earnings

Pokerstars launched its poker website in late November 2016. In the beginning online poker was very popular with huge interest from local players. The online poker room's first days saw weekly average of cash game players of 2,000. This has since dropped to around 55 cash game players on the PokerStars website and interest has worn off significantly.

In July 2017 France, Italy, Spain and Portugal signed an agreement for online poker liquidity sharing which will allow the country to merge its online poker player pool with those in the other participating countries.

Under the proposed amendments it is then hoped Portugal will be able to enter similar agreements for other online gambling activities such as other games of chance and sports betting.

Although many see this as a boost for poker figures in Portugal with a pan-European online poker market hopefully generating more cash action during peak hours and more valuable tournaments at weekends, some fear that French players will merely dominate the new market means online poker players for other

jurisdictions will look elsewhere to play poker or just not bother joining at all.

Historically the French poker players have dominated the World Series of Poker compared to their three European neighbours and it is thought Spanish and Portugal players will suffer the most mainly because of their lower disposable incomes.

The online sector saw total revenues between September 2016 and September 2017 of €113.4m and total taxes of €41.6m for the same period. The first nine months of 2017 saw total revenues of €86m although the second quarter of 2017 saw a considerable decrease in earnings.

Of this amount sports betting is responsible for just over 65 per cent whilst football is the most popular (78 per cent of bets) followed by tennis (13.8 per cent) and basketball (6.6 per cent).

Games of chance represent the remainder with slots responsible for almost 42 per cent of bets followed by Poker with 22 per cent, French Roulette with 19 per cent and Blackjack with nine percent and tournament poker 7.5 per cent.

There are some 523,000 registered customers since the market was launched and some 60 per cent are between the ages of 25 and 44 years.

After legal online gambling was introduced the SRIJ sent notices to some 220 international operators to 'cease and desist' and issued some 146 domain blocking notifications to local ISPs plus has instigated several criminal proceedings against operators.

There has been some criticism over the tax regime for online gambling which has kept some operators away from entering this market. The eight to 16 per cent tax on turnover for online sports betting makes the market unattractive for many operators and since online gaming began in Portugal only eight such licences have been issued.

Operators are now calling for a review of the igaming sector and say the government needs to rethink the industry tax rates. However the SRIJ says the online sector is scheduled to undergo a regulatory assessment two years after the online sector was launched - in May 2018 - and nothing will change beforehand.



CASINO REVENUES IN 2016

REGION	CASINOS	OPERATOR	REVENUES TOTAL PER REGION	GROWTH
ALGARVE	Vilamoura Monte Gordo Algarve	Solverde Solverde Solverde	€32m (total)	+8%
TROIA	Troia	Amorim	€4m	-9.1%
FUNCHAL	Madeira	Pestana Group	€8m	-7.3%
ESTORIL	Lisbon	Estoril Sol	€80.8m	+2.3%
	Estoril	Estoril Sol	€59.2m	-3.8%
FIGUEIRA DA FOZ	Figueira da Foz	Amorim -Sociedade Figuera Praia.	€14.9m	+0.2%
ESPINHO	Espinho	Solverde	€44.6m	+7.1%
POVOA DE VARZIM	Povoa	Estoril Sol	€44.4m	+5.8%
PEDRAS SALGADAS	Chaves	Solverde	€7.7m	+14.1%
TOTAL	11	4	€295.8m	

Margarida Pereira on behalf of the SRIJ said: "According to the legal framework for online gambling the whole system is under evaluation since the first licence was issued and over the next two years. So until May 2018 a reassessment report shall be presented to the Portuguese government considering the results of that evaluation."

During the first 10 months of the market opening the government had received nearly half of the €82.2m revenue generated at the time by the first six online licensees.

BetClic has apparently said that taxes claimed nearly 66 per cent of the company's Portuguese revenues to date, leaving little for marketing or other costs. Betclic says unless it fails to make a profit from its Portuguese operations it could be forced to leave the market.

ANAon (National Association of Online Gamblers) would like to see the betting tax on gross gaming revenue replaced with a more commonplace tax on betting revenue. ANAon was formed in 2012 by Paulo Rebelo and has now launched a petition to see taxes reduced. This they say will:

- Increase competition.
- With greater supply the higher the odds
- reduce the demand for an illegal market.
- Provide greater control of fraud and gambling on authorised sites.

THE CASINO MARKET

There are 11 casinos operated in eight zones operated by four companies. Total revenues for the casino sector in 2016 amounted to €295.8m.

Reports

MARKET REPORT: PORTUGAL



Slots make up 82 per cent of a casino with 16.3 per cent banked games and 1.4 per cent non bank games. Of the €86m revenues in T3 2017 slots saw €70.8m of this followed by €14m for banked games and €1.2m for non bank games. Of the table games American Roulette is the biggest revenue earner with €4.9m for the T3 2017 period followed by Baccarat and Punto y Banco with €3.5m, Blackack 21 with €2.7m and French Roulette with €2.2m.

Games operated in the casinos include bank games such as Baccarat, Punto y Banco, French and American Roulette, Blackjack, Craps plus other games such as Chemin de Fer, bingo and poker. There are slots permitted in casinos.

Minimum age limit for entrance into casinos is 18 year whilst advertising, although permitted, comes with certain restrictions in terms of location and wording with socially responsible rules.

Casinos are subject to a gambling tax and this varies between 4.5 per cent and 40 per cent of the GGR depending on their location.

The casino sector has struggled over the last few

years mostly due to the financial crisis. But since the second half of 2014 has seen a steady growth rate in revenues with around 2.5 per cent growth in 2016 compared to the year previous.

The region of Estoril has the largest number of casinos with a 47 per cent market share of all casinos followed by Povia de Varzim region with almost 16 per cent.

The third quarter of 2017 saw just over €86m in revenues for the casinos in Portugal a 14.5 per cent increase on the second quarter revenues of €75.1m or an increase of 8.2 per cent on the same T3 period the year previously.

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per cent banked games and 1.4 per cent non bank games. Of the €86m revenues in T3 2017 slots saw €70.8m of this followed by €14m for banked games and €1.2m for non bank games.

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Solverde is the biggest operator with five casinos. They also operate four hotels. The company was founded in 1972 by Manuel Violas and was set up to work in tourism and in 1973 Solverde won the concession as the operator for Espinho.



In 1996 the Algarve casinos Vilamoura and Monte Gordo opened and the Algarve Casino followed in 1997 becoming the country's first hotel-casino. In 2008 they opened Hotel Casino Chaves. The revenues of the Solverde group's casinos, owned by the Violas family, grew in 2017 above the industry average. In Espinho, they increased 5.6 per cent to €47.2m, in Chaves 6.5 per cent to €8.2m, while the three in the Algarve (Vilamoura, Praia da Rocha and Monte Gordo) recorded revenues of €34m.

Solverde Board Member, Dr. Silva Carvalho, described the current casino sector in Portugal: "We consider that the casino sector currently benefits from the positive macro-economic trend in Portugal. Which is good, but also means that we need to keep up with innovation, identifying customer's needs and improving our service and offers accordingly, to go above and beyond that growth."

In addition, Dr. Carvalho outlined the future plans for Solverde going forward. "We will continue to grow by continuously improving, innovating and always trying to meet people's expectations, providing the best customer experience. Right now we are focusing on the expansion of our sixth casino,

CasinoSolverde.pt, with a modern digital approach to the same values. For the first time, regardless of location, people can have the Solverde personalised experience, with a brand that responds to their individual needs with a customised offer. And we still have only the first phase of our plans in progress, product and marketing wise, to have the top offer in the market."

CASINO DE ESPINHO was inaugurated in 1974 and is a landmark casino located just 17kms from the city of Porto with a prime location next to the beach. It has been refurbished over the years. There are three floors of gambling with slots and four dice games, nine American Roulette, five Blackjack, two Baccarat, two Caribbean Stud Poker and eight Texas Hold 'em. The casino also houses a 280 seat bingo room.

CASINO VILAMOURA is located in Quarteira in the Algarve region. It was opened in 1991 and in 1996 Solverde took over the casino. The casino has 520 slots and three dice games, five American Roulette, four Blackjack and nine Texas Hold 'em Poker tables.

CASINO MONTE GORDO is just six kilometres from the Spanish border and one of the liveliest

casinos on the Algarve. It has 285 slots located over two floors and one Dice game, two American Roulette, one Blackjack, one Caribbean Stud Poker and five Texas Hold 'em.

HOTEL ALGARVE CASINO is in the centre of Praia da Rocha beach and close to the city of Portimao. It is a five star hotel with a games room over two floors with 355 slots and one dice game, three American Roulette, one Blackjack and four Texas Hold 'em.

HOTEL CASINO CHAVES again only eight kilometres from the Spanish border is a four star hotel overlooking the city and mountains. The casino next to the hotel offers gaming on two floors with 300 slots and two dice games, three American Roulette, two Blackjack, one Baccarat, one Caribbean Stud Poker and eight Texas Hold 'em.

The second largest company is Estoril Sol which was founded in 1958 and is a Portuguese company set up to manage Stanley Ho's casinos in the country. Estoril Sol currently has the concession for three casinos – Casino Pavao, Casino Estoril and Casino Lisboa – and since July 2016 has also offered online gambling through its subsidiary Estoril Sol Digital.

Reports

MARKET REPORT: PORTUGAL



Amorim Turismo operates two casinos Figueira da Foz and Troia casinos. The company was set up in 1870 when it began in the cork business diversifying in the 1980s to the financial sector in real estate and hotels. Amorim Turismo was created in 1997 as a subsidiary and in partnership with the Accor Group, and today manages 33 hotels in Portugal, Cuba and Mozambique

The GGR of the Estoril Sol Group in total last year amounted to €188.5m, a 3.7 per cent growth on the previous year. Of this amount Casino Lisboa was responsible for 43 per cent (€80.5m), Casino Estoril was responsible for 31 per cent (€59.2m), Casino Póvoa 23 per cent (€44.3m) and the online sector three per cent (€4.9m). In 2016 consolidated net income was €7.4m with an EBITDA of €30.7m. With the exception of Casino Estoril all the casinos in the group saw an increase in revenues. In 2017, the Lisbon casino accounted for €83.9m, 3.8 per cent more than in the previous year, while Estoril's casino grew 7.7 per cent to €63.8m. Póvoa generated €44.6m of revenues, 0.5 per cent more than in 2016.

ESTORIL SOL is a gaming and leisure complex in Estoril just 18 kilometres from Lisbon. It offers an auditorium for theatre or congresses and has over 700 slots and five types of table games – Roulette, Blackjack, Baccarat, French bank and Caribbean stud poker.

CASINO LISBOA offers over 1,100 slots with 200 different games plus five types of table games. The casino was opened in 2006 near to the Tagus River in a tourist area in the former Expo '98 pavilion.

CASINO DA POVOA in Póvoa de Varzim is an elegant casino on the Atlantic coast which opened in 1934 and has 600 slots and various table games.

Meanwhile Amorim Turismo operates two casinos Figueira da Foz and Troia casinos. The company was set up in 1870 when it began in the cork business diversifying in the 1980s to the financial sector in real estate and hotels. Amorim Turismo was created in 1997 as a subsidiary and in partnership with the Accor Group manages 33 hotels in Portugal, Cuba and Mozambique. In Portugal the group focuses on resort and leisure residences and after the acquisition of Sociedade Figueria Praia in 1990 they now own the Figueira da Foz Casino. They later acquired a 32 per cent interest in Estoril Sol.

FIGUEIRA DA FOZ is on the coast between Lisbon and Porto and offers restaurants, bars and nightclub.

CASINO TRÓIA is Amorim's second casino in Tróia which includes a five star hotel and Blue & Green Spa and conference centre. Casino Tróia was opened in 2011 on the Troia peninsula about an hour from Lisbon.

It offers various entertainment packages from music to theatre. The casino is 4,000 sq.m in size and has 200 slots and 15 gaming tables. Tróia, owned by fund manager Oxy Capital, was the only casino in Portugal to register a decline in revenues in 2017 of minus 4.7 per cent, to €3.8m euros as compared to 2016. In Figueira, Amorim Turismo did increase revenues, but only to 0.44 per cent, on revenues of €15m.

The final operator is the Pestana Group which has eight business divisions including hotels, resort, travel, golf and gaming. The company began with a hotel in Madeira back in 1972 and is a family owned business that now owns 30 four and five star hotels worldwide.

In 1985, the company expanded into Portugal then Africa and South America. The company operates a casino in Madeira located in the Pestana Casino Park Hotel in Funchal. The hotel is five star and just five minutes from the city centre with four bars and restaurants.

CASINO MADEIRA was designed by architect Oscar Niemeyer and offers 200 slots, two American Roulette, two Blackjack and a poker table. There are dinner, shows and congress table. In 2017, the generated revenues of €8.7m, an increase of 8.5 per cent over the previous year.

Finally, in the Azores, out in the Atlantic, the Casino Ponta Delgada opened in March 2017. No financial figures for the Ponta Delgada Casino, which is owned by the group Paim and businessman Eduardo Machado, were available at this time.

The casino, based in Sao Miguel, opened with 51 gaming machines and six traditional table games. The casino is a partnership with Hotel Azor, which provides accommodation, dining, bar, live music and a dedicated leisure space.

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The year of regulation: GDPR, PSD2, and what they mean for the gaming industry

In today's digitally connected world, data is being produced in huge volumes, at an incredible pace. This has certainly been evident in the gaming space, where the rise of apps and websites have contributed to the sector becoming one of the earlier digital adopters. Recent findings suggest the UK online gambling sector will grow by nine per cent to reach a value of £5.95bn by 2019. Clearly, data growth is inevitable with each mouse click and every app log-in creating a data footprint.



Elliott Wiseman,
General Counsel
and Chief
Compliance Officer,
Paysafe

By requiring banks to make their data available to third-party companies through open technology development tools – Application Programming Interfaces (APIs) – 'open banking' becomes a genuine option. In essence, with every company in the payments chain benefitting from mutual information and technologies.

For gaming operators today, harnessing these data flows is no longer an optional exercise – it is a necessity. 2018 has been billed as 'the year of regulation', in which legislative pressures will peak at the deadline for the General Data Protection Regulation (GDPR) on 25th May, following the rollout of the second Payment Services Directive (PSD2) in January this year. While the specific requirements of each piece of regulation differ considerably, the realities of non-compliance are significant. Failure to comply will put operators at risk of heavy fines – not to mention a loss in consumer trust and reputation – which means data protection and customer privacy should be at the very core of everything gaming operators do going forward. But although it's easy to view these new regulations as a burden, both PSD2 and GDPR offer a platform for competitive advantage, and an opportunity for operators to get their house in order for longer-term gain.

THE CHANGING REGULATORY LANDSCAPE
PSD2 came into effect on 13th January, representing an evolution of the existing directive. Aside from enhancing consumer protection within payments, and boosting security, a side benefit of the directive is the

improvement it will drive in terms of new and innovative services. PSD2 aims to make it simpler for technology start-ups, payment processors and banks to communicate with each other; share feedback and information gathering. By requiring banks to make their data available to these third-party companies through open technology development tools – Application Programming Interfaces (APIs) – 'open banking' becomes a genuine option. In essence, with every company in the payments chain benefitting from mutual information and technologies, competition can prosper and new services can be developed at the benefit of the consumer.

In addition, gaming companies should note the security implications of PSD2. It insists operators implement stronger (i.e. multi-factor) customer authentication methods. Ultimately, the updated directive is designed to make digital payments easier for consumers, while guaranteeing them greater security over the transactions related to their accounts.

The forthcoming GDPR builds on the existing Data Protection Directive, which has been in place since 1995, and is out-of-touch with the



'The year of regulation' effectively signals an era of consumer empowerment, in which gamers have more control over the payments they make and how operators can handle their data. Under the threat of significant penalties, it is essential that operators take measures to meet both pieces of regulation.

data-heavy online world operators function in. It impacts all gaming operators worldwide that have interests, holdings, customers and other touch points within the European Union (EU). This means all gaming operators processing data that belongs to or relates to EU residents are under its jurisdiction. The cost of non-compliance with the new legislation has severe penalties, and failure to meet the mandate can

incur fines of up to €20 million or 4% of global annual turnover, whichever is greater. The main factors for gaming operators to consider within GDPR are:

- The right to be informed: Gaming operators must be transparent and provide fair processing information around data
- The right of access: Individuals must be able to access their data upon request
- The right to rectification: Operators must make corrections to customer data upon request
- The right to erase: Individuals can request their data to be deleted where there is no compelling reason for its continued processing
- The right to restrict processing: Individuals can suppress processing of their data, without requiring operators to delete it altogether
- The right to data portability: Individuals can obtain and re-use their data for their own

purposes across different services

- The right to object: Individuals can object to their data being processed in the interest of official authorities, for purposes of direct marketing, or for purposes of scientific/historical research
- Rights in relation to automated decision-making and profiling: Individuals can object to their data being used as part of an automated decision-making process or for profiling exercises

'The year of regulation' effectively signals an era of consumer empowerment, in which gamers have more control than ever before over the payments they make and how operators can handle their data. Under the threat of significant penalties, it is essential that operators take measures to meet both pieces of regulation, while also turning the regulations into a source of competitive advantage.

THREE CONSIDERATIONS FOR OPERATORS

Under GDPR and PSD2, the first big consideration for operators is striking a balance between privacy and security. Make no mistake,

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PAYSAFE – THE YEAR OF REGULATION



one does not necessitate the other, and focusing on security without factoring privacy into the mix would be like building a house made entirely of bulletproof glass – no one will get inside, but your personal life will be on display to all. Under PSD2 and GDPR, the key for operators is factoring both considerations into all business components and decisions, in order to create a system that manages security and customer data privacy holistically.

Operators should also be mindful of malicious hackers looking to leverage GDPR to their advantage. In theory, one day after the GDPR deadline, a hacker could locate not-yet-compliant data sets held by an organisation and hold them to ransom over the information. In other words – pay a ransom or be reported to the Information Commissioner's Office.

Such a scenario serves to highlight that in the new regulatory landscape, compliance is worthless without evidence. Your business could have a systematic and sustainable model for processing payments, protecting customer data, and responding to data-related requests, but if you can't prove it then you run the same risks as those who are non-compliant. Gaming operators need to establish and maintain comprehensive evidence logs, which are ready to submit to regulators in the event that a complaint is made against them.

Nonetheless, compliance is not a static process and regulators will not accept excuses grounded in ignorance. Operators need to keep one eye on the future at all times. That means predicting

Regulations like PSD2 and GDPR present significant obstacles to a gaming industry that is becoming more digitally connected every day, and test gaming operators' capacities to manage the data being generated through their online platforms.

how the rollout of new technologies, services and processes affect the way that data is collected and used, and therefore, their compliance status. Today, the emergence of biometrics as a means of authentication for digital gaming payments is one such example, which is especially pertinent this year given that all operators are required to offer two-factor authentication under PSD2. Biometric technologies bring with them the challenge of special category data, and operators must pay careful consideration to the implications of a data breach where the very essence of an individual, their uniquely personal identifiers, are lost or in some way compromised.

HOW CAN YOUR BUSINESS BENEFIT?

The challenges posed by the regulations are all-encompassing and inevitable, and the gaming industry will be required to meet them whether it wants to or not. This leaves operators with two

choices: endure them or embrace them. Although the regulations do place hurdles for operators to overcome, there are also opportunities in equal measure, and operators should be working to put themselves in the best possible position to take advantage.

The first opportunity comes from a change in perspective. The regulations may be designed to empower the consumer, but this doesn't mean operators need to suffer as a result. Going forward, the most successful operators will be those who can adapt their services with the user front-of-mind for an optimised customer experience. For instance, by striving to comply with PSD2 offer heightened security through measures including two-factor authentication. Ensuring the security of services is a huge advantage in an era where increasing volumes of fraud have caused consumers to desire a more secure payments process – Paysafe's Lost in Transaction research shows more than half (58%) of consumers would accept any necessary security measures to eradicate fraud.

Regulations like PSD2 and GDPR present significant obstacles to a gaming industry that is becoming more digitally connected every day, and test gaming operators' capacities to manage the data being generated through their online platforms. But for all of the challenges, GDPR and PSD2 can represent opportunities to those willing to take them. Operators should be looking to optimise their internal processes now to ensure compliance and put themselves in the best possible position to benefit in the long-term.

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Narratives – how to tell a great story...

How do narratives work in slots and what are the differences between more traditional story telling techniques and slot design? How do story techniques such as character development, conflict, and story arcs in novels, films and TV classics, for example, compare with the more interactive nature of slot design? How important is story and character and how can they enhance the enjoyment for the player?

In our third and final look at narratives in gaming, we talked to Tom Wood, Chief Creative Officer, Digital, at Scientific Games . Tom offered a fascinating insight into the process behind slot design and how stories are carefully employed to add value to their wide array of innovative products. He explained that compelling stories drive player engagement and loyalty. This increases the overall experience of the game for the player and helps drive revenue for the operator. As we soon learnt, the slots from Scientific Games tell a different story with every spin.



Tom Wood,
Chief Creative
Officer, Digital,
Scientific Games

Engaging players is the goal at the heart of game development. It's essential that a game works as a cohesive unit to capture and keep a player's attention

Scientific Games is a global leader in the gaming and lottery industries. For more than 85 years through its acquired companies, Scientific Games has delivered what customers and players value most: trusted security, creative content, operating efficiencies, and innovative technology. Through its four operating divisions – Gaming, Lottery, Digital and Social– Scientific Games offers customers a fully integrated portfolio of technology platforms, robust systems, engaging game content, and unrivalled professional services and marketing solutions.

Could you give examples of how Scientific Games uses new technologies and techniques to tell stories in order to drive player interest and keep them engaged in your products?

At Scientific Games, we want our slot games to



be immersive and entertaining to the player. The games originate as short, punchy stories—usually not more than a paragraph—and those stories become art assets, game features, sound, bonusing and more. The final product is a culmination of various techniques and hard work, including the math, engineering, and back-end development. These elements should combine to form one immersive story where every aspect contributes to the larger, entertainment experience.

Engaging players is the goal at the heart of game development. It's essential that a game works as a cohesive unit to capture and keep a player's attention. A few techniques stand out as high performers in terms of player engagement.

The physical behaviors of players, such as the



orientation of how they hold the phone, can unexpectedly play a big role, and we use this to our advantage when thinking about how to keep the player engaged. Portrait mode, a pretty recent development in the history of iGaming, empowers new storytelling techniques. A vertical orientation allows for more immersive animations and art—it builds an environment that's interesting to the player. The ability to switch between portrait and landscape also gives the player some control. They can decide which orientation works best as they experience the story within.

Sound contributes to the narrative as well, and it's a powerful tool in keeping players interested. Wherever possible, we use high definition sound techniques to build the environment and immerse the player in the game's story. When

sounds travel intuitively—for example, if a car races across the screen and the sound mirrors that motion—that little technological touch brings the game to a new plane of storytelling. The foundation is there, but the player experiences it in their own way, creating opportunities for enhanced engagement.

How is the narrative different in licensed properties when there isn't a single narrative thread from which to pull?

When a licensed brand contains a broad catalog, our main goal is to capture what makes that particular licensed property so enduring. Why do people love it? Why do people recognize it? With movies, we curate some of the most iconic scenes and build features or jackpots around those characters or moments. We try to

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GAMES DEVELOPMENT - NARRATIVE ELEMENTS



Iconic performers and beloved entertainers make for excellent slot themes because they bridge gaps between forms of entertainment. When the music of Michael Jackson appears in a slot, it evokes a response that's unique to the player. Music and movie icons all have distinct emotional value unique to every player, so we use the slot narrative as a way to connect with the player.

incorporate those recognisable features whenever possible.

Bottom line, a game should always project its theme to the maximum degree. The symbols, the art, the sounds and the story all need to form one cohesive unit that looks, feels and plays like the licensed property it's based on.

I also see that many of your products focus on specific icons such as Bruce Lee, Elvis Presley, Michael Jackson and Kiss. How does that tap into narrative expectations and drive player interest?

Iconic performers and beloved entertainers make for excellent slot themes because they bridge gaps between forms of entertainment. When the music of Michael Jackson appears in a slot, it evokes a response that's unique to the player. Music and movie icons all have distinct emotional value unique to every player, so we use the slot narrative as a way to connect with the player.

Licensed brands featuring instantly recognisable icons tell a different kind of story—it's a narrative that attaches itself to the performer's body of work and takes players on a nostalgic

journey. When we develop a slot around such a theme, the question is "How do we bring every unique element of this character together?" In a Kiss game, players should feel a similar experience as if they're in the front row, centre stage watching Paul Stanley and Gene Simmons deliver the energy of a live show. With a Michael Jackson game, players should want to sing along to one of his top hits and dance along with a part of one of his legendary music videos. The story is a moment in time that we guide the player through. It may not be a complete picture, but it doesn't have to be. We're letting them connect the dots by playing the game.

How does a slot use a specific genre to capture the attention of the player in a casino as opposed to online?

Land-based properties have to use very different techniques to attract players because every game sits in a specific location. Hardware is key here and constant innovation is essential. A flashy top box—the game art that sits highest on a slot machine—goes a long way in drawing a player to a machine. Other captivating physical elements like 4k resolution, curved monitors and light displays can bring new players to a land-based casino game. Online, those elements are either



absent or highly condensed. When a player visits an online casino, they have a library of games presented to them, usually represented by small game tiles. Operators typically promote new titles through page banners or emails announcing new game arrivals, and brands need to stand out based on those few impressions. Having a well-known brand or having a loyal fan-base wins part of that battle, as the game is immediately recognisable in a sea of unknown game titles. It's a challenge that involves a ton of creativity, subtle messaging and artistic talent. We have to find a way to capture a game's entire aesthetic in those very small areas.

Bonus features very obviously tap into the nature of the narrative theme, but can the base game do the same?

Absolutely. If the bonus is the climax of a story arc, the base game is the build. Just as in a novel, there are ups and downs. In a slot, there are base game wins and losses. The big difference though is the gambling aspect. Within a slot narrative, there's no guaranteed resolution unless the player acts. A novel ends the same way every time it's read. A slot tells a different story with every spin, and every story has a different ending, though the differences are subtle.

The base game of a slot is a comfortable setting. The symbols on the reels are recognisable, the characters are familiar, and the situation stays the same unless a winning pay line hits. In a novel, the reader is made comfortable by the setting, just as a base game does in a slot. When conflict is introduced in a novel, the best slot parallel is a random feature trigger or a bonus hit. Even a bonus anticipation, where two out of three needed symbols appear and the third is eagerly awaited, can be a story catalyst. Anything that stirs a player's emotion contributes to the narrative, even if it's not a bonus.

How important a role does narrative play in the overall design process when it comes to game design in your products? At what part in the process is narrative discussed? And how is narrative integrated into the game design?

The Interactive process begins with a story. We decide who the characters are, why they're important, and what they do. The setting is equally important at this stage. It's a small bit of storytelling, but it serves as a stepping stone to the aesthetic elements that will eventually make the final game: sounds, art, animations, etc., as well as a base for the dynamics of the

A sinister king sits atop a dark throne, powerfully clutching a sword with its sharp end in the ground. Fire glows at his feet and sharp rocks levitate around him. His medieval surroundings set a dark fantasy tone.

gameplay. In the final product, these elements come together. For example, our Sword of Destiny game features fantasy characters wielding deadly weapons, sometimes surrounded by enemies. In one scene, a sinister king sits atop a dark throne, powerfully clutching a sword with its sharp end in the ground. Fire glows at his feet and sharp rocks levitate around him. His medieval surroundings set a dark fantasy tone. Each character represents a different bonus feature in the base game, so the developer must stay cognisant of the fact that the features they create should reflect the tone and attitude of that particular character.

Interactive

GAMES DEVELOPMENT - NARRATIVE ELEMENTS

Could you explain how your products take the player on a journey and provide additional entertainment value beyond 'gambling'? How does that in turn provide value for the client?

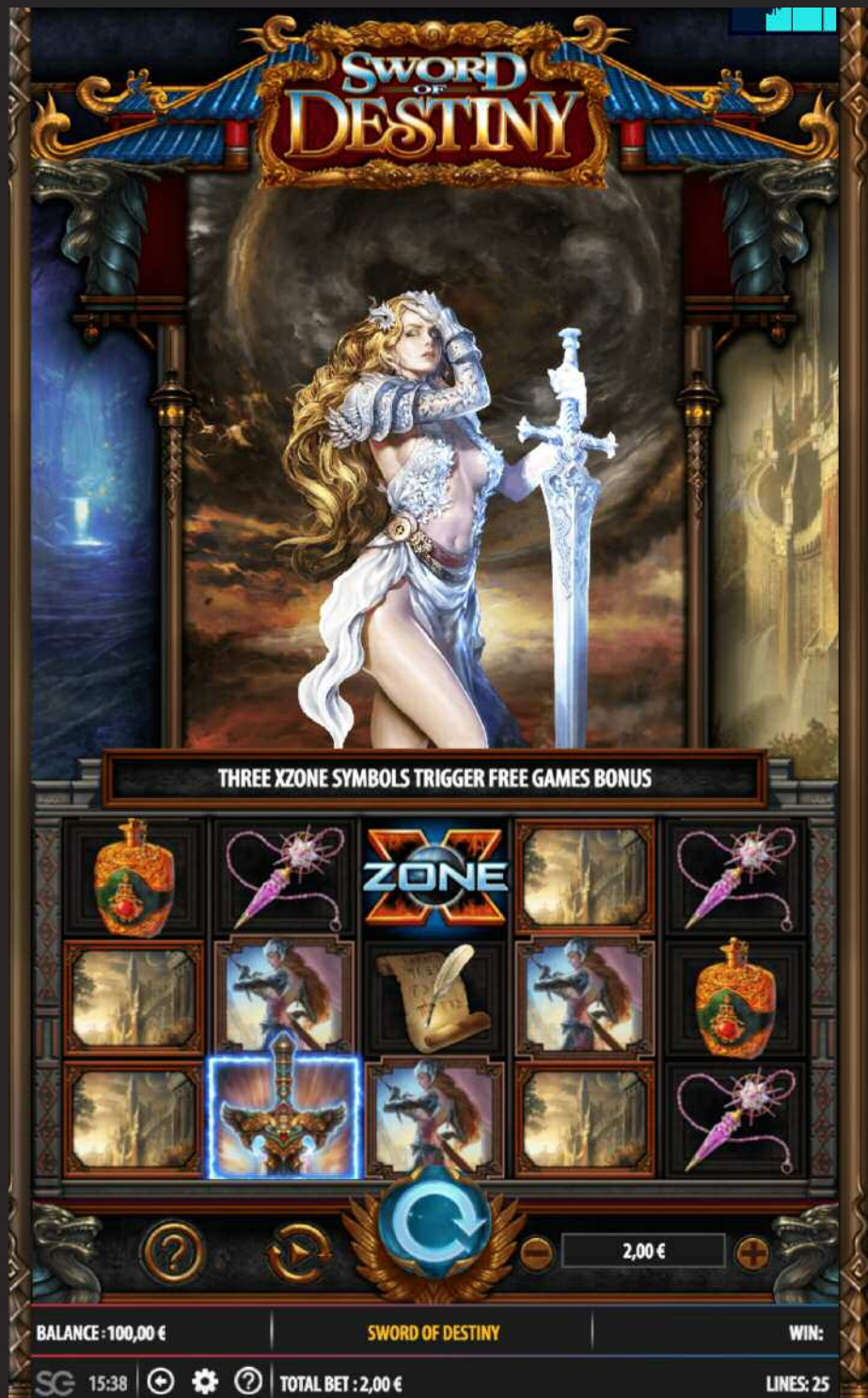
We view slots as an entertainment form just like any other in that players expect a certain value when they put any amount of money into it. With a movie, viewers may expect two hours of entertainment from £15, whereas with a slot game they have different expectations based on how the game works.

The value in slots comes from the potential for winnings and the perceived entertainment value. Using the same example, a movie ends when the credits end. A slot game ends when a player collects. The player has more say in slots than in any other narrative form with regard to when the experience begins and ends. In this way, the player uniquely determines the value of a slot, both for himself and for the creator. When a story is compelling enough, players will enjoy the game more often and enhance the value to the operator. Players will stay engaged if the story consistently delivers.

How do these techniques compare with the more traditional ways of telling a story? So how does the structure of a game's story follow from that of a novel or short story? How is it different?

When you think of a story as an arc, with an introduction, a build, a climax and a resolution, with many smaller versions of the same within, it doesn't necessarily compare well to a slot game. A novel or a short story is more predictable in that it has a start, a middle and an end. A slot is more like a roller coaster, but the player decides when to board and when to depart. Say a player hits a bonus in Heidi's Bier Haus® game, earning 10 free spins. The beer overflows, the drinking song's volume rapidly increases, and the player taps his foot to the beat. A few winning spins may hit, maximizing the fun. The free spins could end with a big win and a rush of animated coins on screen. The player, excited by that win, chooses to exit the game while ahead. A player can win big, but what happens next is triggered only by that player's choice. If he spins right after that big bonus round, it could bring another win or a

Suspense plays a huge role in slots. We've mentioned it a few times already by way of anticipation. Every time the reels spin, the player is left in suspense as they stop, one-by-one-by-one, until that final column falls into place.



loss. The heart of each game is the anticipation that accompanies each spin. The potential for a big win or bonus round becomes a key element of the narrative.

Do designers use more traditional storytelling techniques such as suspense and character to tell a story in your products?

Suspense plays a huge role in slots. We've mentioned it a few times already by way of anticipation. Every time the reels spin, the player is left in suspense as they stop, one-by-one-by-one, until that final column falls into place. We build games with this in mind, allowing for anticipatory sounds or artwork when the potential for a win comes into play. Contributing to the narrative rounds out the experience for the player and builds the suspense.

The main character in a slot is always the player.

They're the one in control of the narrative. They're the one experiencing the events within the game. It's a unique format in that way. The story is built around the capabilities of the player to spin, bet and win.

Beyond the incentive of wanting to win the jackpot, how does game narrative sustain interest? Do players want to reach the end of the adventure to see it through and does this work particularly well with programmes and films where the audience already has an idea as to the objective?

Every player has a different motivation when playing a slot, just as every reader may have a different reason for choosing a particular book. We see that players like to be immersed in a theme and experience all that it has to offer—the bonuses, the random features and the aesthetics. Of course, it's probably safe to assume that players want to win big as well.

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Watch theiaga.org for more details.

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Creating market attuned products – with the benefit of global scope

The design of the IGT booth at this year's ICE show made the stand, which was the exact same footprint as 2017, look three times bigger. The effect was created by moving the substantial IGT bar to the first floor, decluttering the stand and emphasising the products on display



Walter Bugno,
CEO, International,
IGT

If you're offering a closed solution in the current environment then you're risking your business. You must instead provide options from which customers choose the standout, best-in-class products, because everything is now modular. Nothing is the same flavour and colour.

It was a simple change that had a dramatic impact on the booth, and was a change indicative of the sure-footedness exhibited by IGT of late, as the company has moved from the reactionary phase of its merger and acquisition, to the customer-facing, local markets embracing and new technology engaging company that everyone expects from IGT.

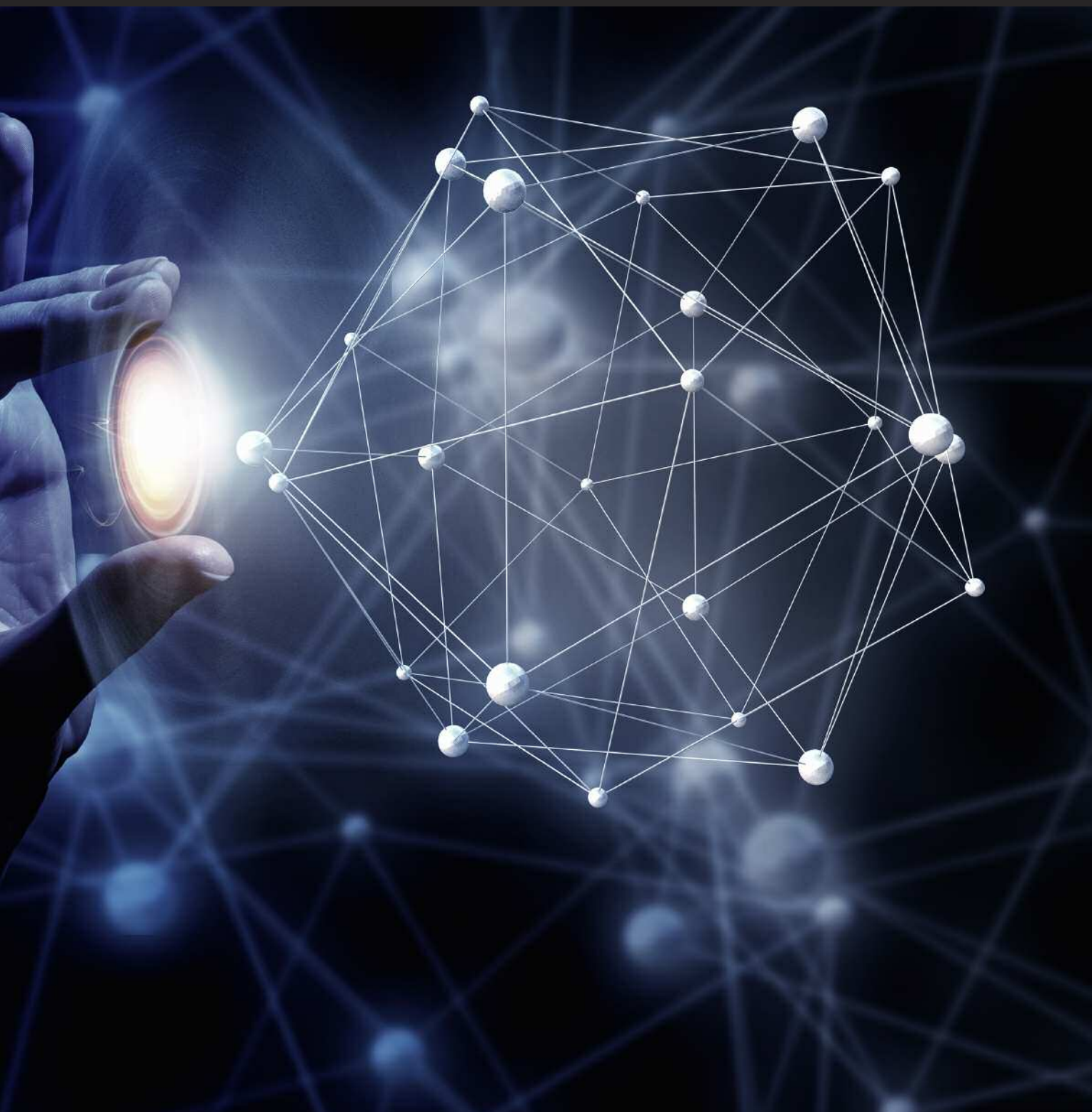
Speaking to CEO, International, Walter Bugno at ICE, it is clear that the company has been assessing the evolving gaming marketplace and the role and position of IGT within it. His thoughtful analysis of the state of gaming at this moment in time is as revelatory as it is exciting.

"Regulations continue to shape our industry, but it is the digital crossover of operators and suppliers that is having the most significant impact on the gaming sector right now," states Mr. Bugno. "While we have grown accustomed to defining customers as either land-based or online, the truth is that those labels are now redundant. Developers in the online space are creating content for the land-based sector, while

the land-based sector is doing the same thing in the opposite direction."

Mr. Bugno describes a space in which a wholesale redefinition of the gaming industry is taking place; in Europe most acutely, which is not only transforming the market, but also making for an increasingly competitive environment. "It's no longer true to say that there are four, five or six major suppliers to the gaming industry," qualifies Mr. Bugno. "We've counted over 200 providers of content to the online gaming industry, which has changed the marketplace completely. In the old school of thought, a company with five per cent market share would have been considered a small player in their business sector. However, if you have five percent in a market of 200





competitors, then you're actually a very big player, which is an indication of the scale of change in the gaming space."

A NEW PERSPECTIVE ON SCALE

The concept of "biggest" has, from a supplier perspective, changed due to the fact that proprietary solutions are being abandoned by operators. Businesses seeking to bring operators everything from A-Z - the so-called one-stop-solutions, are built on the premise of suppliers delivering closed platforms from which the customer was 'obliged' to purchase everything. It's a model that Mr. Bugno sees as extinct.

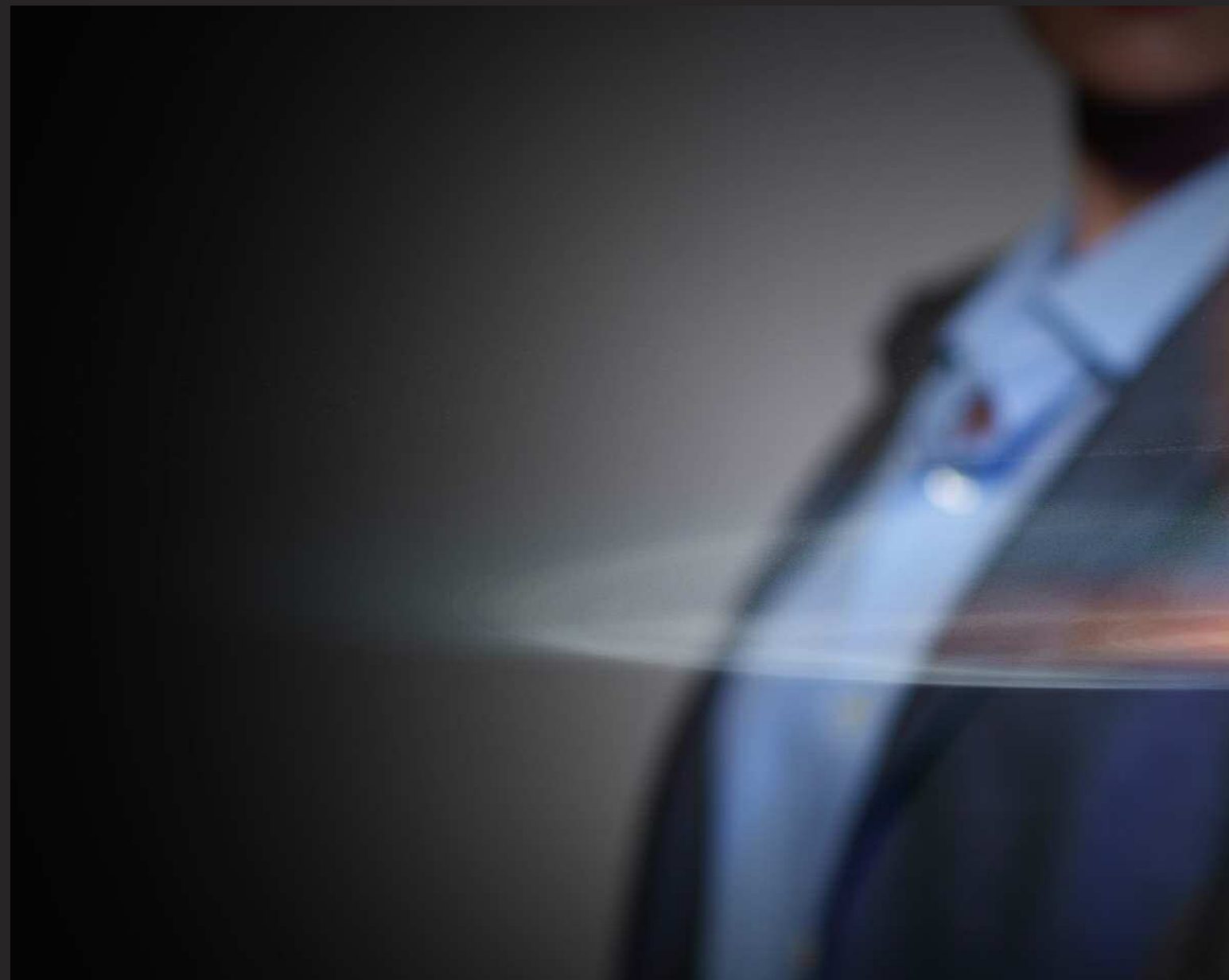
"If you're offering a closed solution in the current environment then you're risking your business, because so few customers are opting-

Operators want specific content to fit very specific channel requirements. The concept of a single game launched across all channels has all but vanished as operators create increasingly differentiated websites.

in to that kind of answer in the marketplace," underlines Mr. Bugno. "You must instead provide options from which customers choose the standout, best-in-class products, because everything is now modular. Nothing is the same flavour and colour - it's all pick 'n mix."

It wasn't too long ago that the online gaming sector was still being influenced by suppliers. Developers would create content for the market in isolation and then present their games to operators who would offer the maximum level of distribution for those games. Well, those days are gone too. What customers want are skins of games for their 25-35 year old segments, they want skins that appeal to female players only, or game skins for the 60+ segment. Operators want specific content to fit very specific channel requirements, whereby the concept of a single game launched across all channels has all but vanished as operators create increasingly differentiated websites in the online space.

When you thought - how can 200 content suppliers compete in the same marketplace?



No longer do we create our Asia-market games from Vegas, for example, but from a combination of our studios in Australia and Beijing. Our European games, created by our studio in Graz, are heavily customised to local requirements. We do have studios that over-arch those local, close-to-market, studios – but those are our block-busters that have global appeal, which are games that are adaptable to any market.

The answer is that no one has the same game on every website. As Mr. Bugno describes, the operators have taken control of their content. “Where in the past it was the content providers that had operator clamouring for their new games, now they make demands about the specific games they want from suppliers,” says Mr. Bugno. “Now they have more games than they need and it’s this environment in which we have to adapt.”

ADAPTING TO THE NEW MODELS

“As an organisation we are constantly evolving,” says Mr. Bugno. “We made numerous changes last year within our organisation. When we first acquired IGT we centralised all the studios and that worked for a variety of reasons to ensure that everyone was working on the same platform. Now that we’ve achieved that, we are giving back into the business the studios dedicated to individual regions. No longer do we create our Asia-market games from Vegas, for example, but from a combination of our studios in Australia and Beijing. Our European games,

created by our studio in Graz, are heavily customised to local requirements. We do have studios that over-arch those local, close-to-market, studios – but those are our block-busters that have global appeal, which are games that are adaptable to any market.”

Wild Fury Jackpots is an example of one of IGT’s hugely successful games that launched in the US on the Crystal Curve cabinet. In Europe and South America the game performed ‘straight out of the box,’ with nothing but regulatory changes to meet market requirements. In Australia, Wild Fury Jackpots and its clone Fortune Fury were slightly re-worked by IGT’s local studio in Melbourne, to adapt to local player preferences and now they are top-performing games in the market.

“Localisation has now become a staple solution to help us make the necessary changes to improve performance in regulated markets around the world,” explains Mr. Bugno. “As a result, we are seeing continued strength in



international markets, especially in Asia and Australia. EMEA continues to be stable, but there is now a large volume of new product hitting the casino sector with competition at an all-time high. The result is an uptick in the purchase of gaming machines across the EMEA where operators prefer to own their machines as opposed to favouring a participation model. Latin America has seen a consolidation of operators, but we are excited by the changes taking place in Argentina, which sees the renewal of seven licences, which must refresh their properties as per their licensing conditions," states Mr. Bugno.

MOVING THE GOALPOSTS

As a successful operator in Italy, and with rivals moving into the territory, it was obvious at an ICE show filled with sports-betting providers to ask Mr. Bugno if IGT had designs on returning to this segment. Having been a major player in the B2B sports-betting sector in the past, Mr. Bugno again referenced his theme of change in his answer. "As a supplier, we are focused on

remaining in the sports-betting space, but we are taking a deep breath in determining our course of action, since this is another market that has undergone significant change" describes Mr. Bugno.

"As a former platform provider to the major operators, those same operators now have their own platforms, and so our point of entry is now completely different. The requirement to focus on mobile is very important and we have a solution through our PlaySpot product that perfectly addresses the potential we see going forward," states Mr. Bugno. "So the short answer is yes, sports-betting remains an important segment of the market, one in which, when the right opportunity arises, we won't shy away from. However, we are taking the time to consider the best approach, as the traditional way is not the right route in today's market."

One technology that IGT is backing for both now and in the future is PlaySpot, whereby visitors to land-based casinos can use their mobile device

Smaller retailers have told us that they feel that PlaySpot is applicable to their multi-venue business, as it allows connectivity and recognition of their players, whichever venue they visit – utilising the continuity of the payment wallet

to play slots and table games for real money and place sports bets via the branded mobile App. The technology integrates with a casino's back office and management systems and features comprehensive reporting tools. IGT is already working with regulators in a number of countries around the world to approve PlaySpot for those markets. The roll-out is tricky, as the on-premise solution is bespoke to each customer, meaning that approval is needed via the customer, as opposed to blanket approval of the standalone product.

"We are currently working with a number of operators in various jurisdictions in both EMEA and Asia/Pacific markets and we hope to enter Latin America this year," says Mr. Bugno. "We have contracts locked away with customer waiting for regulator approvals, but a lot of work needs to be conducted behind the scenes with regulators when you're dealing with new technology. At a show like ICE, there's lots of amazing new technology, but how much is operational from day one?"

PlaySpot is definitely a part of IGT's future. Originally, the mobile solution was conceived as a solution for large casino operators, but IGT has since revised its view as SME retailers have expressed their interest in PlaySpot. "Smaller retailers have told us that they feel that PlaySpot is applicable to their multi-venue business, as it allows connectivity and recognition of their players, whichever venue they visit," explains Mr. Bugno.

"Utilising the continuity of the payment wallet, customers can all pay and play in whichever venue they choose and as we add to the functionality of PlaySpot, to include more and more types of games, customer demand is growing rapidly."

IGT first deployed PlaySpot with its sports betting offering, but the technology can accommodate many other forms of play including baccarat, black jack, roulette and slots, with fully featured marketing and loyalty solutions, plus a wallet and Cardless Connect. With PlaySpot, the customer interfaces with just a single app on their mobile device. It's a solution that brings together all the changing elements in the gaming space that Mr. Bugno has described and neatly packages them into an intuitive App for players and operators to control the gaming experience. PlaySpot could just be the answer to all these tricky questions.

Targeted racing content key to global success

As betting markets mature across Africa and Eastern Europe, operators are looking for new content to engage their customers. SIS's Head of International Racing Simon Fraser says suppliers are now better-equipped to tailor content to local audiences on a territory-by-territory basis.



Simon Fraser,
Head of
International
Horse Racing, SIS

Operators the world over are always looking for fresh content with which to engage their customers, but in emerging markets where competition is fierce to establish a foothold, it is more important than ever to provide betting opportunities which will engage bettors and differentiate your offering from that of your competitors.

The majority of operators in established markets now have the same access to an expansive range of major sports content from around the world, giving bettors betting opportunities around the clock and at the touch of a screen on mobile devices. Football leads the field here, understandably. Yet it comes at a cost, given the data and picture right fees the top leagues and competitions can now command, meaning it isn't always viable in emerging markets.

Other high profiles sports, such as horse and greyhound racing, can provide operators with access to live content, which will drive betting turnover, even in territories with little or no heritage in these sports.

Two areas where they are finding particular favour at the moment are Africa and Eastern Europe. The former, has often been misunderstood and treated as a homogenous entity, rather than multiple territories each with specific needs. Yet it provides a host of lucrative opportunities for operators and suppliers with a good working knowledge of its esoteric, regional differences.

At SIS, we've been looking at how best to service the demands of various global betting markets like Africa. With over 30 years' experience supplying horse and greyhound content to operators globally, we believe we have the expertise and flexible product offering to be able





to deliver our live content with the localisation that the markets require.

We've recently extended our partnership with the UK's Racecourse Media Group (RMG), which will allow us to stream its premium UK horse racing to an international market. This content includes 37 racecourses and over 6,300 races, and we will be able to offer prospective operators with a wealth of proven betting opportunities for retail, online and mobile channels.

There can be no doubt about the quality either. 92 per cent of UK Grade 1 races, including five of the top 10 highest rated flat races in the world, will be available to international partners, along with over 2,500 Irish horse races and an additional 4,500 races from our existing international rights from the likes of Dubai and Singapore. This allows those bettors, wherever they may be, to access premium content around the clock, while those just seeking quickfire betting opportunities can experience a proven betting product.

SIS understand the needs of customers in different geographies and appreciates how even across just one border, bettor's channel preferences can change, and how mobile-data accessibility can influence how content is consumed, or even how tax rates change the need for markets with different margins.

In addition to standard betting markets, SIS can provide derivative markets which can simplify things further for those looking for quicker turnover opportunities akin to casino-style wagering. Markets such as those in the 'odds v evens' mould can be great acquisition tools, enticing new bettors by this world-renowned content while also being a key tool in

transforming casino players into sports bettors.

With premium horse racing content available, backed by our expertise in streaming, data and trading services, there is significant potential within the emerging betting markets. What's arguably more important though, is knowing which territories are suited to what types of product and that's where we like to think we have the expertise.

SIS understand the needs of customers in different geographies and appreciates how even across just one border, bettor's channel preferences can change, and how mobile-data accessibility can influence how content is consumed, or even how tax rates change the need for markets with different margins.

It's this localisation of a globally-proven product that can help operators achieve the incremental revenues that are clearly available to those looking to boost their betting offer to their customers. SIS knows racing, knows betting preferences and has the international expertise that's required to implement a viable product.

HTC VIVE and IGT partner to deliver Virtual Reality Casino Experience

Exclusive agreement brings HTC VIVE VR content and hardware to casino floors via IGT's Virtual Zone Platform, with the first installation on the floor of Boyd Gaming's Orleans Casino in Vegas



Joel Breton,
Vice President Global Content,
HTC VIVE

"Arcade-like installations and experiences are skyrocketing across the globe as VR has proven to be a consistent traffic generator in entertainment venues. By combining IGT's gaming expertise and the world's best VR in HTC VIVE, we are launching a combined platform that can deploy the best complete experiences for VR."

HTC VIVE, a leader in room-scale premium Virtual Reality (VR), and global gaming leader IGT have announced a partnership whereby IGT will leverage HTC VIVE Studios' world-class VR content within its "Virtual Zone" platform on casino floors. IGT's Virtual Zone is a competition arena designed for casino environments that enables casino patrons to compete against each other for cash prizes in spirited VR tournaments, and enjoy competitive VR games in a physical installation.

This agreement marks HTC VIVE Studios' first foray into the casino entertainment industry and the completion of IGT's first market-ready Virtual Reality solution.

"Arcade-like installations and experiences are skyrocketing across the globe as VR has proven to be a consistent traffic generator in entertainment venues," said Joel Breton, HTC VIVE VP Global Content. "By combining IGT's gaming expertise and the world's best VR in HTC VIVE, we are launching a combined platform that can deploy the best complete experiences for VR tournaments or stand-alone VR arcades. This is also a huge opportunity for more consumers to be exposed to amazing VR content."

"IGT's Virtual Zone represents an exciting evolution of modern-day casino entertainment, and an important step in diversifying IGT's



portfolio with unique offerings that can differentiate our customers' casino floors and entertain a broad demographic of players," said Enrico Drago, IGT SVP Global Product Marketing Interactive, Betting & Licensing. "HTC VIVE's leadership in the VR space and commitment to developing unparalleled VR player experiences made it the ideal partner for IGT's first commercialized VR solution, the Virtual Zone."

IGT's Virtual Zone is now live at Boyd Gaming's The Orleans Hotel and Casino in Las Vegas. The experience leverages HTC VIVE hardware, and solutions for a multiplayer competition allowing players to compete in real time within VR for Slot Dollars.

To support the tournament platform, IGT published a Software Development Kit (SDK), which game designers can leverage to develop VR content for the Virtual Zone. VIVE Studios was the first developer to leverage IGT's SDK, adapting the Arcade Saga game into a product that is designed to be tournament-ready for casino floors.



“IGT is committed to developing and delivering the most compelling content for our customers across multiple channels and platforms. Arcade Saga is a testament to the usability and relevance of IGT’s SDK. HTC successfully adapted one of its most popular VR titles into a solution that IGT customers can leverage to entertain their players in a new way. We look forward to the further expansion of IGT’s VR content library through this program,” added Drago.

THE FIRST CASINO INSTALLATION

March 20th saw IGT and Boyd Gaming announced the deployment of IGT’s “Virtual Zone” platform at The Orleans Hotel and Casino in Las Vegas, Nevada. This deployment marks IGT’s first virtual reality (VR) installation in a casino environment, and Boyd Gaming’s first VR entertainment offering.

IGT’s Virtual Zone is a competition arena designed specifically for casino floors that enables patrons to compete against each other for Slot Dollars in spirited VR tournaments, and

enjoy competitive VR games in a physical installation. The first two games to launch in the Virtual Zone are tournament-compatible archery titles SiegeVR and ArcheryVR.

“Boyd Gaming is excited to offer our customers the opportunity to compete for Slot Dollars in IGT’s Virtual Zone,” said Matt Ryan, Boyd Gaming Senior Vice President and Chief Marketing Officer. “Adding a Virtual Reality experience to The Orleans’ casino floor is a positive step toward enhancing our entertainment offerings with new, interactive content that can reward B Connected members and engage an expanded demographic of players.”

“IGT is pleased to bring our Virtual Zone VR solution to market with our valued customers at Boyd Gaming,” said Nick Khin, IGT Chief Commercial Officer, Gaming. “The Virtual Zone melds exceptional content with industry-leading hardware and proven tournament technology, to create a unique experience that Boyd Gaming can leverage to help differentiate

“The Virtual Zone melds exceptional content with industry-leading hardware and proven tournament technology, to create a unique experience that Boyd Gaming can leverage to help differentiate its casino floors and drive incremental play.”

its casino floors and drive incremental play.”

Members of Boyd Gaming’s B Connected loyalty club program can buy-into The Orleans’ daily VR tournaments for a flat fee. Two-person teams can compete in Siege VR tournaments, individuals can compete in Archery VR tournaments, or players can individually practice their Archery VR skills for a reduced fee.

Interactive

AMD LAUNCHES RYZEN

The launch of AMD's Ryzen is a significant moment for the global machine-based gaming industry. Quixant's Jon Jayal set the questions for AMD's Mitch Furman, asking about the importance of the launch and what developers, operators and players can expect from Ryzen

Machine gaming – Ryzen to the challenges ahead



Jon Jayal,
CEO, Quixant

The AMD Ryzen Embedded V1000 offers support for thermal design power ranges from 12W to 54W, allowing gaming manufacturers to select the power consumption that is ideal for their applications, instead of being locked in to a specific TDP that may not suit system needs. Additionally, by eliminating the need for an external GPU, Quixant can simplify the design process to develop a sleeker, smaller system that still packs a powerful punch.

How long have Quixant and AMD collaborated on technology for the gaming market?

AMD and Quixant have enjoyed a longstanding partnership for more than a decade, delivering advanced computer platforms for casino gaming machines and skill-based gaming systems. In fact, the first product we brought to market was the QX-10 in 2006, which is a testament to our history of collaboration. Together, AMD and Quixant have experienced the transition from 2D to 3D gaming, the evolution from single screen to multi-screen displays, and have enabled striking visual features and exceptional graphics performance for an increasingly immersive gaming environment. One example of innovation to come out of the partnership is that Quixant, with support from AMD, can support 10 displays simultaneously, and is the only gaming company to achieve this to date.

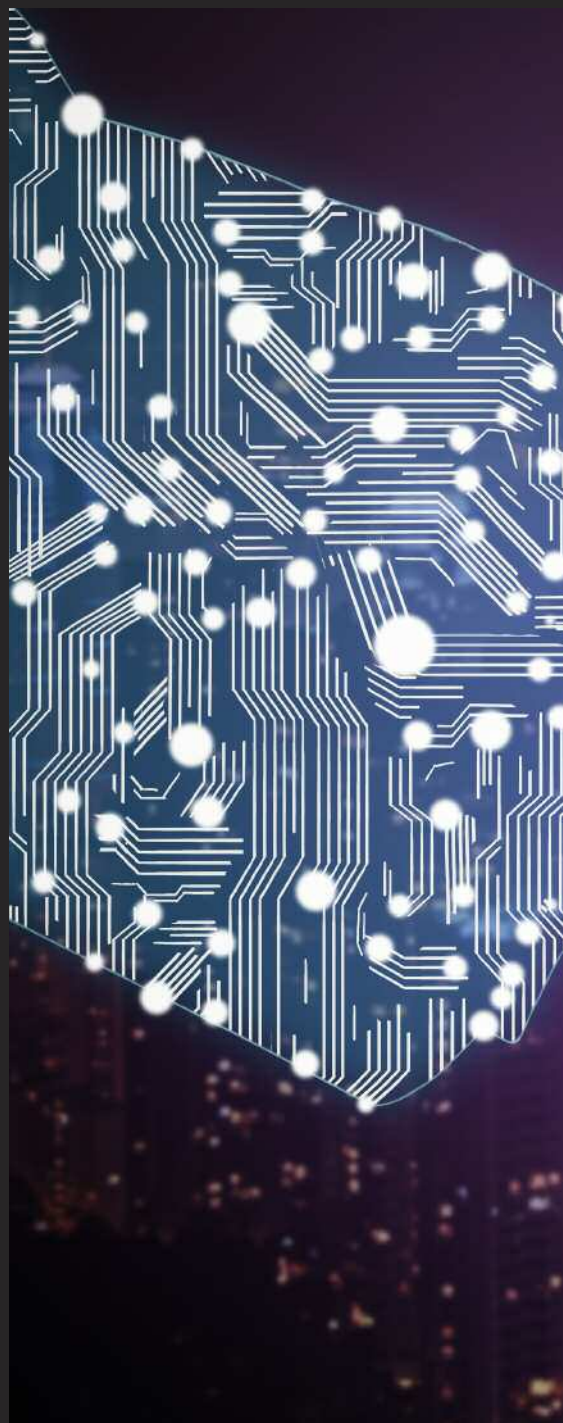
Tell us a bit about the catalysts driving development of the new AMD Ryzen Embedded V1000 processor family.

End-users are increasingly demanding features such as 4K resolution not only in their consumer devices like smart TVs, personal computers (PCs) and mobile phones, but as part of broader entertainment experiences encompassing casino gaming. The ability to deliver a 4K display is becoming critical to holding players' attention for longer periods of time and attracting younger audiences. Enabling a 3D environment and driving multiple displays are additional core components that AMD considered when

developing the AMD Ryzen Embedded V1000 to help customers like Quixant gain a competitive edge in the casino gaming industry.

What benefits does the AMD Ryzen Embedded V1000 processor family offer for the gaming market?

The key advantages of the AMD Ryzen Embedded V1000 for the gaming market are integration, performance and power efficiency. By combining high-performance central processing units (CPUs) and graphics processing units (GPUs) on a single die, gaming manufacturers like Quixant can replace what were previously two discrete chips on a board with a single solution. This results in a major boost in performance with throughput as high as 3.6 TFLOPS as well as reduced power consumption for systems that are required to run seamlessly 24/7. The AMD Ryzen Embedded V1000 offers support for thermal design power (TDP) ranges from 12W to 54W, allowing gaming manufacturers to select the power consumption





that is ideal for their applications, instead of being locked in to a specific TDP that may not suit system needs. Additionally, by eliminating the need for an external GPU, Quixant can simplify the design process to develop a sleeker, smaller system that still packs a powerful punch.

A hot topic in the gaming market at present is 4K screens. Does AMD Ryzen Embedded V1000 support this trend?

AMD not only supports 4K resolution with the AMD Ryzen Embedded V1000, but can power up to four independent displays in brilliant 4K for ultra-immersive gaming experiences. This coupled with exceptional GPU performance, 3D acceleration and 4K playback features in the AMD Ryzen Embedded V1000 will keep casino gamers engaged. For players interested in skill-based and arcade style gaming, these features are particularly attractive.

How does AMD Ryzen Embedded V1000

compare with competitive solutions from other vendors?

In reviewing features from AMD's primary competitor, AMD Ryzen Embedded V1000 can support four 4K displays at the same time and has four display pipes, while alternative offerings only have three display pipes available. Additionally, AMD can support DDR4 memory running at speeds of up to 3200 MT/s, while the competition can only reach 2666 MT/s. Lastly, with throughput up to 3.6 TFLOPS thanks to its powerhouse graphics core, AMD once again delivers higher performance than other solutions available on the market.

What is the availability of products based on AMD Ryzen Embedded V1000?

AMD has several customers across various industries that have announced products based on the AMD Ryzen Embedded V1000. Specific to the casino gaming market, Quixant offers three

gaming platforms – the Quixant X, Qmax-2 and Qxi-7000 – all based on the AMD Ryzen Embedded V1000. More information is available at www.quixant.com.

How can electronic gaming machine (EGM) manufacturers adopt the new technology quickly?

We are delighted that Quixant has introduced three new products based on the AMD Ryzen Embedded V1000 processor family which are purpose-built for EGMs. Our close collaboration has enabled this aggressive product launch schedule which provides customers with the quickest route to market for Ryzen Embedded-based machines. Quixant's Gaming Ecosystem also makes migrating to these latest processors a straightforward and simplified process, as the necessary features and software required to drive machines and meet gaming regulations are available off-the-shelf in finished products from Quixant.

Products

LAND-BASED AND INTERACTIVE GAMING



AMANET Online Slots PariPlay & Amatic

Pariplay has announced a strategic partnership with AMANET, the online subsidiary of the Austrian land-based casino games manufacturer AMATIC Industries. Under the agreement, AMANET's portfolio of online casino and slots games will integrate with Pariplay's FUSION content network. The addition of AMANET's portfolio of over 100 video slots will continue to diversify the range of content available to iGaming operators integrated with FUSION. Developed in HTML5 for play across all devices, AMANET's online slots, which are based on tried-and-tested land-based slot machines developed by AMATIC, include the 720-ways Eye of Ra, the 243-ways All Ways Fruit, and the 50-line Arising Phoenix, all of which are UK certified.

AMANET's portfolio of casino games will also join FUSION's wide range of titles from 13 different third-party software providers. These include Evolution Gaming, iSoftBet, Instant Win Gaming, Microgaming, NetEnt, Playson, and Scientific Games.

Adrian Bailey, General Manager at Pariplay Ltd., said: "We're excited to continue to diversify the games available through our FUSION content network. The popularity and brand-recognition of AMATIC/AMANET's casino content throughout Europe in general will support our clients' growth in these all-important established gaming markets as well as emerging global jurisdictions."

Tatjana Bauer-Engstberger, AMATIC's Online Gaming Manager, said: "Partnering with Pariplay marks an important step in our ambition to expand in other regulated markets. We're excited that our AMANET online games are now available to Pariplay's gaming clients and look forward to contributing to the industry's growth with our innovative, land based-proven games."

Golden Buddha Casino Slots AMATIC

Golden Buddha is one of the latest additions to the ever-growing Multi Game library from AMATIC Industries. Players are invited to join the legendary Golden Buddha on his exciting oriental journey. There are 243 ways to win in this 5 reel game.

Players should especially watch out for the Free Spin Bonus. 3 or more Bonus symbols in any position award 10 Bonus spins. The Wild symbol substitutes all symbols except the Bonus symbol.

Another highlight of the game is its 4-level progressive Jackpot. Upon reaching the gold stage the win



value of the corresponding symbol is increased and the dedicated jackpot is unlocked. Furthermore, Golden Buddha includes a mystery triggered Jackpot. Picking a coin reveals a jackpot symbol. Three matching symbols award the

corresponding jackpot. The completely in-house developed Golden Buddha slot celebrated its world premiere at this year's ICE and was received with great interest by the visitors of the AMATIC booth.

Cast the magic spell to uncover the treasure in the Nile valley

Book of Secrets, from developer, Synot Games, is set in the ancient Valley of the Gods, in the golden era of treasure hunters, when archeologists roamed the land in search for Pharaoh's tomb hiding his lost riches.

Little they knew that by opening the ancient book inside and reading its powerful spells, they will also awake the gods and trigger series of unexpected events. SYNOT Games' take on the famous classic and the beloved slot features the central character of the female archeologist whose courage and charm are the keys to finding the ancient treasure.

Free Spins are an exciting ride triggered by 3 Wild Books of Secrets. A randomly selected special symbol will act as



Book of Secrets Omni-channel Games Synot Games

expanding during the Free Spins. Shiny graphics, sultry archeologists smirk and mesmerizing animations will accompany you on this adventurous journey.

"An immortal classic, this concept has been done many times, so

what are we doing different? Graphics are more complex and detailed, the features more exciting and the lead character is female giving the game an extra charm. I suggest you simply try and play for fun," commented Ivan Kodaj, Executive Director of SYNOT Games.

3D Virtual Football Virtual Sports Golden Race

The 2018 FIFA World Cup Russia is just around the corner and one of Golden Race main goals is to capture the excitement of real football betting and deliver it to operators and players.

Golden Race virtual sports are winners, especially their 3D Virtual Football – SBC 2017 winner for Best Virtual Football Product. The King of Virtual Sports Betting keeps growing in popularity by the day, and Golden Race is ahead of the curve providing cutting edge simulations with high quality 3D



graphics, advanced AI, and regularly updated team and player statistics.

The company's virtual football is offered in three formats: single match, league and cup format. They give operators the chance to create a fully customised Virtual World Cup on demand. Operators can create a complete knockout style

tournament of 16 teams or nations with real odds from professional in-house bookmakers, professional voice-over and authentic camera angles. In addition to this, their cup format features combinations bets across rounds and even a last minute 'Golden Goal' tiebreaker in the event of a draw.

Just like the real thing, virtual games include all of the dimensional characteristics such as the lack of a team leader, injured players or whether the team has had enough time to recover since their last game.

In a word, the betting experience they offer is as real as it gets, only the results are virtual.



Aztec Gem Online Slots Pragmatic Play

Pragmatic Play has unveiled the latest addition to its burgeoning portfolio of top quality video slots, Aztec Gems.

Players traverse a long-lost jungle in this classic 3x3 + 1 WIN MULTIPLIER reel, five-line slot game, which lines the reels with diamonds, rubies and amethysts alongside an ornate golden mask wild symbol.

Every symbol appears stacked, giving players the chance to aim for big wins, while an extra layer of luck is added with Pragmatic Play's signature multiplier reel, which can increase all wins by up to 15 times.

Apollo Games Casino Suite BetConstruct

BetConstruct has forged a partnership with Apollo Games to freshen up its Casino portfolio with a range of exciting new games.

A number of highly-detailed slot games designed by Czech-based Apollo Games now enhance BetConstruct Casino offer. All the additions from the game developer are fully deployed in HTML5 and available across multiple devices.

Apollo Games CEO, Jindřiška Moravcová, stated: "We are proud to partner with BetConstruct – one of the industry leaders who always strives to enhance the gaming experience. This partnership represents a big milestone for Apollo Games and it is one of our most promising online projects in 2018. After months of intensive work on both sides, we are truly excited that BetConstruct will be offering our cutting-edge gaming content to their operators."

Edgar Mkrtchyan, Product Owner of BetConstruct Casino adds: "It's fantastic to see us partnered with Apollo Games. The addition of Apollo's big name games such as Blood, Turbo Slots, Slot Birds and other HTML5 content featuring various and interesting themes and attractive gaming logic will definitely provide an excellent gaming experience to players from our huge operators network."

Lock It Link Link Games Series Scientific Games

Lock It Link from Scientific Games was showcased at the ICE 2018 exhibition and is an engaging new series built around a game mechanic that has proven to be a huge hit with players.

The Lock It Link feature is a free spins bonus where adjacent designated symbols on the reels will be linked together and locked in place. Throughout the free spins, each designated symbol landed will remain locked in position, display a credit or jackpot value, and additional spins will be awarded. The feature continues until all reel

positions contain a locked symbol, or until no spins remain, at which time the total value of credits and jackpots displayed on the linked and locked symbols is awarded!

Each Lock It Link game also includes a variety of other exciting bonus features, as well as a unique theme that make each game in the series a new adventure. Lock in big rewards and get this proven performer on your casino floor!

One of the standout games, Lock It Link – Diamonds, is a five reel, 243 Ways, 500 credit max bet game



that men will enjoy, but is designed with the female player in mind. This title features six Free Games and the Lock It Link Respin Feature awarding incredible credit payouts.

Viking & Dragon Online Slots Greentube

Greentube's new adventuresome slot Viking & Dragon is now available for all B2B partners

Ready for an experience you will never forget? Viking & Dragon follows the action-packed journeys of the fearless Viking and his fire-breathing friend, Dragon, as they go in search of gold and legend in this 5-reel, 3-row slot with 25 win lines, breathtaking Free Games and heroic Extra Added Wilds. Marvel at their fanciful adventures as the heroic Viking and his loyal companion



visit noble kings and ask for the grace of majestic queens.

The aim of the game is to get five identical symbols from left to right across up to 25 win lines. A minimum combination of three identical symbols in a row will lead to treasures galore in Viking &

Dragon. The Coin and Dwarf symbols are even more special, as just two symbols next to each other win. The Coin is also the Wild symbol and substitutes all other symbols except the Chest (Scatter symbol) to form winning combinations and further increase the chances of treasure!

Respin Rhino Online Slots Lightning Box

Specialist slot developer Lightning Box is on the rampage round the reels with its latest slots release Respin Rhino.

The 4x5 reel, 40-line, slot's authentic African soundtrack and realistic graphics take players across the continent's vast plains in search of the elusive horned creature.

Along the way they'll encounter plenty of wildlife including tigers, chimps, and exotic dancers. But when they locate the matching stacks of wildlife, the elusive rhino appears and they can expect big bonus rounds as they hunt the jackpot.

All the symbols pay from left-to-right and when reels one and five

match, the Respin Rhino is triggered producing big wins.

The game will be exclusively available to brands operated by GVC Holdings, including bwin, from 14th March for a three-week period before its general release to all of Lightning Box's NYX clients on April 4th.

Peter Causley, Lightning Box's managing director and co-founder, said: "Respin Rhino is the latest addition to our ever-growing portfolio and we are confident it will prove to be as successful as its predecessors."

"The game's soundtrack and visuals will give our players a real sense of being on safari and we're sure they will be pleased to poach as many winning lines as possible."

Andy Whitworth Head of Casino

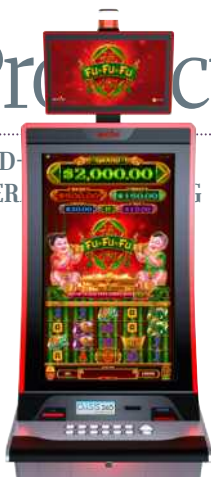


and Commercial at GVC, said: "We're delighted to have got our hands on Respin Rhino first and hope our players enjoy this latest release from a supplier which delivers consistently top quality games."

Respin Rhino joins an ever-expanding portfolio of titles that are available across desktop, mobile, and land-based machines, including Stellar Jackpots–Serengeti Lions, Silver Lion, RedRoo, Dolphin Gold and Astro Cat.

Products

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Fu Fu Fu Casino Slots Aristocrat

The luck of China and the excitement of Aristocrat's E*Series come together in Fu Fu Fu, Aristocrat's newest Class III game for North America. Housed in the sleek Arc Single cabinet, Fu Fu Fu is the latest game in the revered E*Series line of entertainment-style games, and amuses players with thrilling game play, enchanting music, and multiple chases for big wins, such as free games or one of five standalone jackpots.

Dragons, lions, other lucky symbols comprise the attractive Asian art package that creates the charming world of Fu Fu Fu.

Adding to the fun, a metamorphic symbol triggers an exciting Wild Shower Feature, where, at the beginning of a random spin, Wilds up to 3X are dropped onto the reels for big line hits, a player-favorite feature that was well-received in the hit game Sharknado. Plus, a WYSIWYG (what you see is what you get) Jackpot (with or without multipliers) and near misses, paired with the popular multi-denom lobby provide scaled two-level bonuses.

Other features include Free Games with re-trigger, which is triggered by 3 or more Free Games symbols, with possible 2x or 3x multipliers awarded by special Free Games symbol on reel 5. Players can win up to 120 free games!

Fu Fu Fu is a high volatility game with multi-denomination options ranging from 1c-\$50.

Irish Gaming Show 2018 Components SUZOHAPP

The SUZOHAPP team was in full force to support its customers in Ireland at the Irish Gaming Show that took place between the 6th and 7th of March in Dublin. SUZOHAPP made full use of the Irish event by showing its extensive range of components and solutions which was well received by a large number of visitors.

The big highlight this year was the new SCAN COIN ICX Active-9, the innovative mid-range coin sorter that can count and sort up to 9 different coin denominations at a rate of up to 2,700 per minute. Operators also showed huge interest in the COMESTERO change machines and the SCAN COIN back office solutions shown at the SUZOHAPP booth.

SUZOHAPP is the specialist for amusement solutions and a rich selection from CompetitionPRO and BilliardPRO lines were successfully displayed. Attendees also appreciated learning more about the cash handling components, specifically Comestero coin validators, SUZOHAPP coin hoppers, and Nanoptix printers.

"We are very pleased with the positive feedback we received from the visitors to our stand", commented John Vallis, Vice President Gaming & Amusement Sales EMEA. "It is always a pleasure to take part in



the Irish Gaming Show. We are well established in Ireland and always look forward to further deepening our industry knowledge to ensure that we offer the right solutions to our customers", concluded Mr. Vallis.

Irish Gaming Show Casino Slots AMATIC

AMATIC Industries made full use of the Irish Gaming Show together with its local partner Genesis Games. As a leading technology supplier to the Irish market, AMATIC Industries ensured it showcased its latest gaming machines – the Performer Grand Arc (PGA) slant-top and the AMAROX 24 upright. Both cabinets are available with a great number of games – split into two easy-to-recognise sections – 'Top Games' and 'New Games'.

The AMATIC team launched its new two-level machine-based jackpot system – the Multi Jackpot 10 and the Multi Jackpot 50. Both offer twelve distinguished games. The Multi Jackpot 10 hosts ten-liner games such as 'Fruit Express', 'Hot Scatter' and 'Wild 7'. The games on



Multi Jackpot 50 are played over 50 lines, such as 'Bells on Fire', 'Wild Shark' and 'Vampires'. Both types of Multi Jackpot are sold in pairs so that each player has the chance to choose to play ten or fifty liner games on two AMATIC gaming machines placed side-by-side.

"Our new Multi Jackpot solution was the focus for practically all the operators who came to see us,"

explained Hans Bierrum from Genesis Games. "This is a great compliment to our successful Multi Game concept. Naturally we also continue to concentrate on the Roulette Grand Jeu electronic roulette from AMATIC Industries. It remains a favourite with many players in Ireland despite the increased number of companies offering something that looks like a similar roulette solution."



Volcano Riches Online Slots Quickspin

Quickspin is sending players on an island adventure in search of red-hot riches with its latest explosive release, Volcano Riches.

Set on the summit of Kilauea on the island of Hawaii, the game features Pele, the Goddess of Volcanos, who welcomes players

to celebrate and to share the bounty that lie within her fires of creation. The title is the latest to feature Quickspin's innovative Achievements Engine and complementary Achievement Races function, both of which have been designed to offer players a more entertaining and rewarding

experience. Quickspin CEO, Daniel Lindberg, said: "Our latest release is sure to spice things up and players will be gripped by the red-hot prizes on offer. The pot won't stay dormant for long as there's an array of explosive features ready to blow – giving players even more chances to win."



QMax-2 & QXi-7000 Components Quixant

Quixant, brings a momentous event to the US market: the first showing of its cutting-edge new QMax-2 and QXi-7000 gaming platforms which leverage the highly anticipated AMD Ryzen Embedded V1000 processors.

QMax-2, with innovative backplane-compatible design and modular, upgradeable video card options, brings consumer console level graphics to gaming and the ability to drive up to ten independent displays. Quixant's latest PCI Express Gen 2 gaming technology provides significant enhancements to performance and the gaming feature set all of which are deeply integrated into the Gaming Ecosystem. The new addition to Quixant's hugely popular mid-level range, QXi-7000 is the most powerful fan-less solution yet, boasting support for four 4K screens and again the latest PCI Express Gen 2 gaming technology.

"The new QMax-2 and QXi-7000 bring unprecedented levels of graphics performance and gaming features to the industry, empowering game developers to explore new territory in game design. With multiple core and powerful GPUs – both integrated and discrete – our new products provide the perfect platform for the latest generation of machines. Quixant's Gaming Ecosystem enables customer to launch machines based on this cutting-edge technology in record time", said Jon Jayal, CEO, Quixant.



House of Doom Online Slots Play'n GO

Play'n GO has partnered with doom metal band, Candlemass, to launch its dark new slot House of Doom. The supplier has introduced a brand-new dimension to the slots space, with loyal fans of the group treated to a whole new interactive experience as the two giant entertainment sectors of gaming and music are combined.

Irish Gaming Show Casino Slots APEX gaming

APEX gaming brought its latest innovations to the Irish Gaming Show that took place between 6th and 7th March in Dublin. Indeed, APEX gaming has advanced to a strong position with its market share increasing rapidly over the past years.

The reason for this is clear – APEX is constantly providing new cabinets, jackpot systems and games to ensure that players have a great cross-selection of entertaining gaming solutions.

Together with local partner Mardam Ltd (formerly known as Ardee



Leisure), APEX gaming gave visitors many reasons to stop by: The new jackpot island was showcased – the APEX Pinnacle Premium Curved 4 Jackpot island to be precise – alongside the APEX PLAYER

STATION (APS) electronic roulette, the Pinnacle 24 upright cabinets and the new Pinnacle 'Blackline' edition with outstanding LED effects around the cabinet. The jackpot island is available with the DRAGON EGG game or now with Leonardo's Code – one of the most popular APEX games. Apropos games: The APEX slot machines (as well as the APS as slot games can be played on this as well) are available with a further table game, namely Black Jack.

"We send out a big thank you to everyone who came to see us at the show. It was a pleasure to see you all", stated Kubilay Özer, Global Sales Director at APEX gaming. "Damien McCoy and Martin O'Neil are a great team at Mardam Ltd and we appreciate this long-standing partnership. The Irish market is very important to us at APEX".

Wild Clover Slots Casino Technology

Provoking huge interest, followed by agreements for placement, the Casino Technology's latest slot machine EZ MODULO has stepped firmly on the Emerald Isle's market. The contemporary product gained momentum during this year's edition of the Irish Gaming Show in Dublin.

"The EZ MODULO grabbed the attention with its attractive outlook and modular design, offering various of configurations, depending on the operators needs. The compelling graphics and the winning math of the multigame SPEED KING adds to the top performance of the slot machine," explained Derek Lynch, owner of Carnaby Gaming Machines and exclusive distributor of Casino Technology's products in Ireland.



After being introduced on the Irish market last year, EZ MODULO now reaffirms its place on the Emerald Isle. The slot machine has been admired for its reliable construction and convertible modular design concept that facilitates the maintenance. The advanced ergonomic characteristics is defined by the two full HD 27" monitors and built-in touch screen main monitor, the optional 24" topper and the large players deck.

Elena Shaterova, Global Sales Director at Casino Technology: "The technical reliableness and easy maintenance are amongst the advantages of the EZ MODULO and its attractive design gets the players immediately on board. The SPEED KING game pack's 60 exciting titles fascinate and bring the gaming experience to another dimension. EZ MODULO is now fully available on the Irish market and has an excellent feedback."

Irish Gaming Show Cash Handling GeWeTe

During the Irish Gaming Show GeWeTe's top-of-the-range Cash Recycler impressed as it covers a great many needs. These include bulk coin-in, coin-out into a cup, banknote acceptance, banknote pay-out and recycling as well as ticket acceptance. The Cash Recycler is even equipped with a ticket printer to offer ticket pay-out as well. It can also read barcodes. And now the Cash Recycler can do even more:

GeWeTe has recognised the trend for younger players to enter gaming premises with only cashless methods of payment in their wallets. The Cash Recycler allows such guests to purchase a ticket to play using chip, magnetic stripe or contactless cards. "We wish to offer our customers all card payment methods as the market is diverse and only offering contactless, for example, may

prevent some people from playing", explained Aristidis Tsikouras, Managing Director of GeWeTe.

The most popular solution for the Irish gaming market from GeWeTe is the Ticket Redemption Solution Cash Centre Compact – Casino. Equipped with a large 15" touchscreen for simple use by both customers and operators, this includes coin acceptor, banknote recycler, card reader, barcode scanner and thermal printer which all ensure that all payment bases are covered. The Cash Centre Compact – Casino can also be used as a bill breaker as the banknote dispensing capacity is covered by up to four cassettes offering the storage of up to 12,000 notes.

Customers in Ireland and the UK are supported by the team at GeWeTe UK, headed by Mark Edmundson. Mr. Edmundson said: "The Irish Gaming Show is a great opportunity for us to meet our customers here and provide detailed information on our product range."

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