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Global Games
and Gaming
Magazine

March 2018

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Exciting opportunities are promised, but there's plenty of strife and dispute too and it's all centred on the capital

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Lewis Pek
Editor



Comment

March 2018

ICE 2018 was a wonderful show - but it was also a bit odd. I found it strange that I was explaining the current climate in the UK regarding the exploitation of women to a suit-wearing female industry executive. She'd hired promotional stand-assistants for the booth and was now scrambling frantically to find new costumes lest their brand appear under a headline on the front of a national UK newspaper. The majority of the marketing and press representatives that we meet at trade events are female. And so it was peculiar that I was repeatedly discussing the subject with women who were oblivious to the maelstrom of unwanted attention heading their way.

I've never seen the need for anyone to be dressed in Spandex, especially when it has nothing to do with the game or theme being promoted. If you really need to sell your product using these tactics, then you probably need to work a bit harder to make your product more attractive; and do you really want the kind of clients that this draws to your booth in the first place? Fabulous costumes are amazing and there were plenty of those at the show, but it's really hard to defend the industry when a sprayed-on costume is promoting a coin validator.

THE GAME IS PUSHING BOUNDARIES AND COURTING CONTROVERSY, JUST AS ITS TWERKING GAME AND MAORI SLOT DID BEFORE IT

While the debate about acceptable standards is long overdue, that this controversy started because the outgoing UK Gambling Commissioner's comments before ICE, claimed: 'men wear business suits at ICE, while their female colleagues are expected to wear swimsuits,' simply isn't true.

The other problem is when the product is related to the performance, which was the case with Endorphina. We've printed the comment from the Endorphina spokesperson in this issue, which discusses the fact that the slot game is called Taboo. The game is pushing the boundaries and courting controversy, just as the company's Twerking game and Maori slot before it. The photos of the Endorphina pole-dancers were all over the press, but as the company points out, it's not pole-dancing if the performers are fully-clothed - instead what you've created is a fireman's pole and a health and safety issue.

That said, giving the mainstream press an easy story - "casinos, sex, exploitation and pole-dancers" - rearrange into the headline of your choice - just isn't smart. It's hard to justify and extremely difficult to defend. Though I did love the fact that The Guardian newspaper, one of the so-called 'quality press' in the UK, reported that they'd sent journalists 'undercover' to the trade show. How did they ever infiltrate the multiple thousands attending the show?

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Calendar

March 2018



EMEA

Irish Gaming Show 2018

March 6-7, 2018

LOCATION

Moran Red Cow Conference Centre
& Hotel, Dublin, Ireland

ORGANISER

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ASIA PACIFIC

iGaming Asia Congress 2018

March 13-15, 2018

LOCATION

Grand Hyatt, Macau, China

ORGANISER

Beacon Events
1201-1203, 12/F Siu On Centre
188 Lockhart Road

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LOCATION

Rimini Fiera, Rimini, Italy
Italian Exhibition Group Spa
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Italy 47900

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ASIA PACIFIC

ASEAN Gaming Summit 2018

March 20-22, 2018

LOCATION

Conrad Manila, Manila, Philippines
ORGANISER
Asia Gaming Brief
16/F China Law Building
409 Av da Praia Grande
Macau

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Betting on Football 2018

March 20-23, 2018

LOCATION

Stamford Bridge, Chelsea Football
Club, London, UK
ORGANISER
SBC Events
New Kings House
136-144 New Kings Road
London

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www.sbcnews.com/betting-on-football-2018

LIVE BETTING
IS DEAD

UNLESS IT'S GOT
A PULSE

El gobierno colombiano ha anunciado una batería de nuevas medidas destinadas a reducir el papeleo para los nuevos operadores. Las iniciativas forman parte de una estrategia gubernamental más amplia que intenta simplificar las cosas a las empresas colombianas.

El alcalde de la ciudad chilena de La Serena, en la región de Coquimbo, Roberto Jacob, ha afirmado que es «injusto» que solo algunos municipios en Chile estén autorizados a tener un casino en su territorio y que reciban en consecuencia más de 5000 millones de pesos al año gracias a los ingresos adicionales que generaban.

El proceso de licitación de siete casinos en la provincia de Buenos Aires se ha hecho oficial después de que la Resolución 34/2018 apareciera publicada en el Boletín Oficial del Estado. Con la firma de Matías Lanusse, director del Instituto Provincial de Lotería y Casinos (IPLYC), la licencia se extiende por un período de 20 años, con posibilidad de una prolongación por un año más.

Zitro ha inaugurado oficinas en Colombia y Perú para cubrir la creciente demanda de su videobingo y sus máquinas tragaperras de vídeo en ambos países. Para dirigir las iniciativas comerciales y de servicio técnico en estos importantes mercados, Zitro ha nombrado a Ysrael Ampuero director de ventas y operaciones.

El Comité de Constitución, Justicia y Ciudadanía (CCJ) ha comenzado a trabajar de nuevo sobre el proyecto de ley PLS 186/2016, que tiene como objetivo dar luz verde al juego en Brasil.

SIS (Sports Information Services) ha suscrito un acuerdo con Danske Spil para suministrarle su nuevo Greyhound Service en un formato Watch & Bet. SIS le suministrará a la casa de apuestas danesa su nuevo y mejorado SIS Greyhound Service y, como parte del acuerdo, SIS facilitará imágenes en directo, comentarios y datos sobre los galgos británicos e irlandeses para las tiendas físicas e Internet.

El operador español Cirsa Gaming Corporation ha anunciado que ha presentado una oferta para la nueva licencia de casino en Granada. Si la empresa obtiene dicha licencia, realizará una inversión inicial de 9 millones de euros y creará 400 puestos de trabajo. El nuevo casino estaría ubicado en el Hotel Camino y sería el único de la capital.

El centro de producción de SUZOHAPP en Polonia ha obtenido con éxito la certificación ISO 9001:2015. ISO 9001:2015 es un conjunto de normas internacionales y documentos de guía que trata sobre sistemas de control de calidad y enfoques basados en la mejora continua.

La Federación Europea de Juego y Actividades Recreativas (EUROMAT) ha confirmado que su cumbre anual tendrá lugar del 4 al 6 de junio en Mónaco, en el Monte Carlo Bay Hotel & Resort.

Investigation sparked by the bidding process for sports betting and the subsequent awarding of a licence to Daruma SAM

PARAGUAY GOVERNMENT



Controversy Over Sports-Betting Tender

The Comptroller General of the Republic (CGR) is to send its opinion to the National Gaming Commission (CONAJAR) regarding the bidding process for sports-betting. Despite a number of apparent irregularities, the licence was awarded to local company Daruma SAM in December. Ilse González, General Director of Control of Public Contracting of the CGR, explained that the document will be sent to CONAJAR during which time details over the alleged irregularities will be revealed. Ilse González said, "shortcomings" had been noticed in the process.

On the same day that the envelopes of the tender were opened, the Comptroller's Office requested that the process be stopped, but this request was ignored by CONAJAR. "The Comptroller's opinion began with a complaint from those who were going to take part in a tender. "We made a study of those who were going to participate in this tender and have really found fault with CONAJAR's tender which, will come to light when the report comes out," said Gonzalez. The high-ranking official also revealed that the process had been carried out with 'unique speed.' Back in April, the CGR

had suggested ending the process. However, the process went ahead and CONAJAR awarded the licence to Daruma SAM, which operates under the trademark Apostala. So far, the Executive has not issued the decree required for the contract to take effect. If it gives the go ahead Apostala will be the only company allowed to operate sports betting throughout Paraguay.

Eighteen companies bought the terms of conditions and two companies the Jockey Club of Paraguay and Daruma Sam SA (Apostala) put forward a bid. However, the process has been plagued with controversy, as three complaints have been put forward alleging that the bidding process had been prepared with the intention of favouring one of the participants over the others. In addition after denouncing that the tender was designed to benefit a single firm, lawyers representing local gaming company YEM SA, who bought the terms and conditions of the tender but did not bid, filed an appeal and announced that they would take to case to the Court of Auditors in order to null the entire process.

Colombia

Gaming Board cuts red tape for operators

The government has announced a raft of new measures aimed at cutting paperwork for new operators. The measures are part of a broader government strategy, which seeks to make life easier for Colombian businesses. The measures applicable to gaming were presented by the Minister of Commerce Industry and Tourism Maria Lorena Gutierrez, the Minister of Finance and Public Credit Mauricio Cárdenas Santamaría and the President of Gaming regulator Coljuegos Juan B. Pérez Hidalgo.

According to Hidalgo, Coljuegos has put into place three major strategies, which have eliminated, simplified and systematised formalities for the gaming industry. At the press conference, Hidalgo said that the strengthening of the institution, the modernisation of information systems, as well as improved customer service and support during the licensing procedures has allowed Coljuegos to

significantly reduce the time it takes for operators to be granted a licence.

"To make life easier for entrepreneurs in the gaming sector, we have achieved considerable reductions in procedures. In 2015, the response time, on average, for casino and bingo operators was 68 days. In the year 2017, we finished with a term of 19 response days. And we hope that this year will be 15 days," said Hidalgo.

The President of Coljuegos emphasised that in order to achieve its aims that it had created a Commercial Relationship Management team, which mainly helps land-based operators applying for a licence ensuring that minimum requirements are met and mistakes are avoided while filling out forms. They also help answer any queries and concerns that operators may have. Coljuegos has also set up an online portal whereby potential operators may request authorisation to operate games, file documents and even make payments for administrative expenses via a secure online payment platform.

Brazil

A survey carried out for the Legislative Assembly of the state of Ceará has shown that a large majority of lawmakers are in favour of legalising gaming. According to the Assembly's official website, 69.2 per cent of the participants in the poll voted in favour of legislation, which would legalise the sector.

Lawmakers were asked to answer yes or no to the following questions: Yes - The bill will regulate what actually exists, albeit clandestinely, and can help with the collection of taxes, which can be reverted to benefit society. No - The measure will facilitate the creation of election slush funds and strengthen activities, which are harmful to society. The results are seen as a good political indicator as to how Congress could vote on the issue once gaming legislation is up for debate as lawmakers pay close attention to national opinion polls on the issue.



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Ya está en marcha la licitación para la concesión de las nuevas licencias de juego online en Italia. El país transalpino se dispone a conceder 120 licencias por estricto orden de petición y sin proceso de presentación de ofertas, pero se espera que al menos una tercera parte de dichas licencias se otorguen a los operadores ya existentes en el mercado cuyas licencias han expirado.

SYNOT y Fortuna, dos de las empresas más importantes en el mercado del juego y las apuestas, han suscrito un acuerdo general mutuo que allana el camino a una fructífera colaboración y al lanzamiento de operaciones en el mercado rumano, cuyos pasos seguirán pronto otros mercados.

Resorts World Catskills abrió sus puertas el mes pasado «con la expectativa de despertar la admiración del mercado del juego asiático», en palabras del Vicepresidente Ejecutivo de Empire Resorts, Charlie Degliomini. El casino, que cuenta con el apoyo de Lim Kok Thay, un millonario chino-malayo, y que utiliza el branding del gigante malayo de los casinos Genting, lleva incluso grabada en su emplazamiento de 888 Resorts World Drive la inscripción «Buena suerte» en mandarín.

Se ha puesto en marcha el nuevo estudio vanguardista de Evolution Gaming en Canadá, concretamente en la zona de New Westminster (Columbia Británica). El nuevo complejo de producción de Live Casino construido ex profeso, ya el octavo estudio de Evolution —y el primero fuera de Europa—, es el resultado de un acuerdo para suministrar soluciones de Live Casino a la BCLC (British Columbia Lottery Corporation).

Greentube, la división de NOVOMATIC Interactive, está lanzando un proyecto junto con Seminole Gaming and Hard Rock International que consiste en que Greentube Pro, la plataforma de marketing de casino social con marca privada de Greentube, abastecerá a los casinos sociales en Norteamérica sitios en los terrenos de Seminole Gaming and Hard Rock.

Hasta el momento se han presentado más de 12 registros de interés al gobierno del Estado de Queensland en relación con su propuesta de un centro de turismo global (Global Tourism Hub, GTH) Tropical North en Cairns, valorado en 1000 millones de dólares, entre ellos algunos conocidos operadores de casinos.

La futura legislación del juego en Japón intentará limitar las visitas a los casinos a unas 10 aprox. al mes con un máximo de tres a la semana. El plan, presentado por el gobierno a los legisladores del Partido Liberal Democrático y su nuevo socio de coalición Komeito, prevé que las imitaciones afecten tanto a los ciudadanos japoneses como los extranjeros residentes en Japón.

El operador nepalí Silver Heritage Group afirmó que los ingresos en su Tiger Palace Resort de Bhairahawa «superaron a los del trimestre anterior, en lo que constituye el récord de ingresos trimestrales por ventas desde la oferta pública inicial de la empresa en agosto de 2016».

Serena Mayor to Lobby for Casino Licence

The Mayor of the Chilean city of La Serena in Coquimbo, has said it is 'unfair' that only some communes in Chile have the right to have a casino in their territory

Local mayor wants the more than \$5bn pesos per year casinos bring to their local community in annual additional revenue

CHILE LEGISLATION

The Mayor of the Chilean city of La Serena in the region of Coquimbo, Roberto Jacob, has said that it is 'unfair' that only some communes in Chile have the right to have a casino in their territory and receive as a consequence more than \$5bn pesos per year due to the additional revenue they generate.

The Mayor informed local councillors that he will soon begin conversations with parliamentarians in the area, in order to seek changes to current legislation, which would allow for the building of a casino. Local councillors have given the mayor backing for his proposal meaning that Jacob will shortly begin talks with legislators from all parties, in order to push for the relevant legal changes. Gaming laws in Chile currently prohibit the construction of a casino unless it is 60 kilometres away from another casino.

"I think it is a tremendous injustice that other communes receive over five billion pesos a year, tilting the balance of the budget much more favourably for them. I'm glad they have it, but why can not La Serena have a casino, which is a tourist city, just because of the famous



restriction of 60 kilometres?" said Mr. Jacob. He explained that the city of La Serena is a tourist destination like other coastal resorts such as Viña del Mar, which has a casino. In addition, casinos could also be permitted elsewhere in the country if changes to the law were made. Casinos would he said generate enough in a year to pay off the municipal debt of the commune of La Sirena. To this end, "I will make all the necessary arrangements, because La Serena deserves to have a casino," he said.

When asked if he considered that it would be profitable to install a casino when they are already present in the cities of Coquimbo and in Ovalle, which are in the same region, the Mayor explained that it would. "This is the same as supermarkets, people say why so many, but there are clients for them all, therefore, it will be profitable in any case, adding up the number of tourists that arrive in the city."

La Serena is a city and commune in northern Chile and capital of the Coquimbo Region. Founded in 1544, it is the country's second oldest city after the national capital, Santiago. The city is an important tourist destination.

Casino in the desert proposed in arid Brazilian state

Brazil

A possible candidate for the Government of the state of Tocantins, Ronaldo Dimas and Mayor of the city of Araguaína has proposed the building of a casino in Jalapão. The 'Las Vegas do Cerrado' is expected to increase state revenue by around R\$400m (US\$125m) per year. The National Congress would need to approve the project and partnership would be required to be executed through a consortium of four different states. The project dates back to when Ronaldo Dimas was Secretary for Cities, during the administration of former governor Siqueira Campos.

"We have developed a project there in Jalapão. We have come to demarcate the area to make what we call the Free Trade and Services Area. And we began the

negotiations with neighbouring states, to all be partners: Bahia, Maranhão, Piauí and Tocantins. What will become the Free Trade Zone? Nothing more than (a zone) to free casino gaming," explained Dimas, during a visit to the city of Aragominas.

Ronaldo Dimas argued that the new casino would be a way to generate additional tax income and likened it to the creation of Las Vegas in the Nevada desert saying that the difference between that and the currently proposed site is that water is already present in the area. "We will create our Las Vegas there in Jalapão, he said.

The mayor also emphasised that Brazilian law prohibits gambling and, therefore, the idea of allowing for the casinos with the consortium among the four states would facilitate approval in the National Congress.

Jalapão is a semi-arid region in the state of Tocantins and covers an area of 34,00sq.km

Argentina

The Government has ordered the liquidation of the National Lottery and ended football pools game Prode. Decree 95/2018 also terminates lottery game 'La Grande de la Nacional.' Both games were the only games operated by The National Lottery after the transfer in 2017 of a number of games such as Loto, La Quiniela and La Solidaria, to the Lottery of the City of Buenos Aires. The resolution was signed by President Mauricio Macri and his cabinet ministers. The decree argues: "There are no legal reasons nor is it appropriate to keep in force games currently operated by the National Lottery of the State." The Official bulletin also highlights the "little relevance it (the National Lottery) has in the gaming market." According to the decree, the state evaluated the feasibility of the National Lottery and also concluded that it also lacked both a territorial and jurisdictional scope.

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ARGENTINA – The tender process for seven casinos in the province of Buenos Aires has been made official after Resolution 34/2018 appeared in the government's Official Gazette. Signed by Matías Lanusse the head of the Provincial Institute of Lotteries and Casinos (IPLYC) the licence will be for a period of 20 years, with the possibility of an extension for one additional year. The opening of the envelopes will be held on March 27 at 11:00 a.m. at the IPLYC's headquarters in the city of La Plata.

According to the resolution, the casino licences up for renewal are 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 new operator will need to invest in much needed building and infrastructure improvements and is permitted to build additional entertainment facilities. The purpose of the tender will be to "contract the provision and maintenance of automated gaming machines, the on-line control of the same, the remodelling, construction and / or cession and enhancement of the different gaming rooms and a variety of complementary services and annexes to gaming activity" according to the resolution. In all the tender includes 3,860 slots.

COLOMBIA & PERU – Zitro has opened offices in Colombia and Peru to meet the growing demand for its video bingo and video slot machines in both countries. To lead the commercial actions and technical service in these important markets, Zitro has appointed Ysrael Ampuero as Sales & Operations Manager. Ysrael has 16 years of extensive experience in the gaming industry, having held positions of Casino Manager, Product Manager, and manager of companies that distribute machines and other equipment for the industry.

Alejandra Burato, Regional Manager of Zitro for Latin America, said: "In 2017, Zitro grew significantly in the region thanks to the potential of bingo video machines, especially in countries with casinos close to Brazil. Currently driving growth is the spectacular performance of our Bryke video slots, which are a success in many casinos in Argentina, Uruguay and Paraguay. To support the regional expansion of Zitro we have expanded our office and added our own resources to our team in Argentina, but the importance and size of the Colombian and Peruvian market require a local presence that can adequately respond to the needs of operators. Ysrael's multidisciplinary experience in the gaming industry will undoubtedly be an added value to our growth objectives in the region."

Uruguay set to block offshore operators

The Director of Lotteries and Quinielas (DNLQ), Luis Gama has announced that "the blocking of several websites has now come into effect"

Regulations in force in the country prohibit any type of betting not specifically authorised by law.

URUGUAY ONLINE GAMING



The Director of Lotteries and Quinielas (DNLQ), Luis Gama has announced that the agency is working together with a number of different organisations to detect online gambling sites, and announced that "blocking of several of these pages will be effective" in the next few days. Regulations in force in the country prohibit any type of betting not specifically authorized by law.

The working group is made up of members of the Communications Services Regulatory Unit (URSEC), telephone companies, credit card companies and the Central Bank of Uruguay (BCU).

The DNLQ has already compiled a list of sites where Uruguayans can play online which will now be blocked. Gama told local daily El País. Although the prohibition of bets not authorized by the State derives from previous legislation this has been reinforced in recent months via both an executive decree as well two articles included in the new Accountability Law, which

was put forward by the Executive branch. The law is designed to balance the federal budget and support the country's projected growth, and impacts both individuals and companies.

According to the law "the provision of services through the Internet, technological platforms and computer applications, referred to online gambling or betting" is now illegal.

The official made clear that the only online gaming platform currently allowed is via Supermatch. Supermatch, which went live in October 2005, is the first and only officially sanctioned sports betting site in Uruguay.

The site, which is locally run and was developed locally, allows Uruguayans to bet on a number of sporting events including football from a number of leagues around the world. The Supermatch sports betting game achieved the most growth for games run by the DNLQ in 2017: a total of \$1,700m (US\$ 59.3m) was bet on the game tripling the record for previous years.

Colombia

Gaming regulator Coljuegos has granted another company permission to operate online gaming in Colombia taking the total number of licences to seven. The president of Coljuegos, Juan B. Pérez Hidalgo, reported last Friday that Inverstark has been granted a five-year licence to operate sports betting site Masgol.co. The estimated value of the contract stands at \$3,192,132,019 (US\$1,134,430).

According to the Coljuegos press release, in December the board collected \$41,783,964,897 (US\$14,849,300) in licensing rights of which \$1,602,548,324 (US\$569,517) was generated by online games.

"In Colombia, those who meet the financial, technical and legal requirements established by Coljuegos can operate games of chance and chance online. There are now seven websites that offer online gambling legally in Colombia: Wplay.co, Betplay.com.co, Colbet.co, Zamba.co, Codere.com.co, Mijugada.co, and now added to this is Masgol.co," he said.

Brazilian Senate begins work on country's gaming bill – again

Brazil

The Committee on Constitution, Justice and Citizenship (CCJ) has started once again to begin work on gaming bill PLS 186/2016, which seeks to green light gaming in Brazil.

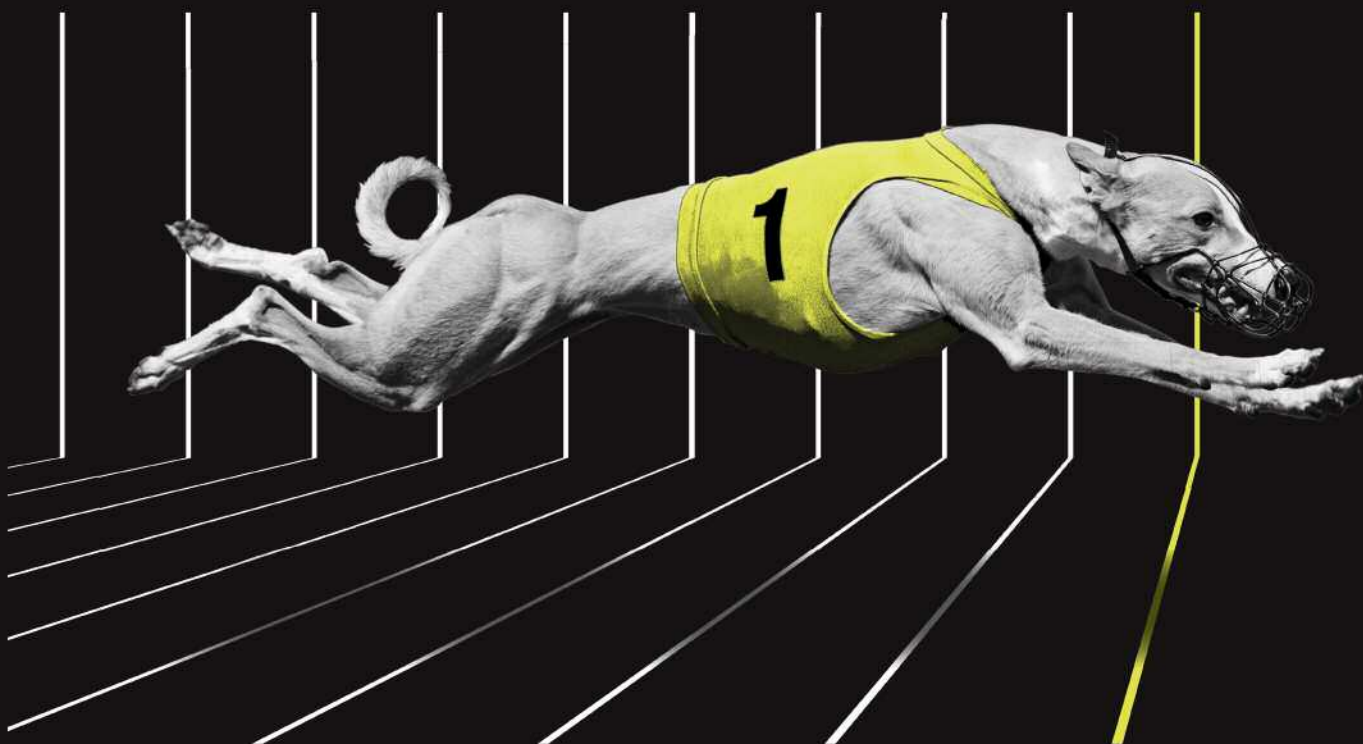
Under the terms of the latest draft, gaming companies will be obliged to adhere to the Money Laundering Act, register clients and report operations to the Council for Financial Activities Control in the Ministry of Finance (COAFI). The new amendments also determine the adoption of measures by the Central Bank, which would prohibit the use of payment methods, such as credit cards administered by an unaccredited company when it comes to online gaming.

When it comes to taxation that will now stand at 10 per cent for gross revenue for land-

based operators and 20 per cent for online operators. The central government must then allocate 30 per cent of the tax income generated to the state governments and the Federal District (the Federal District contains the Brazilian capital city, Brasília, which is also the seat of the three branches of the federal government of Brazil) and 30 per cent to the municipal governments where by law it must go to health, social security and social assistance programmes.

Licences for the operation of bingo and video-bingo will be granted and overseen by state governments and will have a 20 long licence and will be renewable for the same period. Casino licences in integrated leisure complexes will be valid for thirty years and may be renewed for another thirty and will come under the sphere of the central government. If the latest version of PLS 186/2014 is approved, then it must be submitted for an additional round of deliberation in the CCJ, according to the Brazilian Senate's official news portal.

SIS



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Die kolumbianische Regierung hat eine

Reihe neuer Maßnahmen mit dem Ziel der Verringerung des Verwaltungsaufwands für neue Betreiber angekündigt. Sie sind Teil einer breiter angelegten Strategie der Regierung, um kolumbianischen Unternehmen das Dasein zu erleichtern.

Der Bürgermeister der chilenischen Stadt La

Serena in der Region Coquimbo, Roberto Jacob, bezeichnet es als „unfair“, dass nur bestimmte Gemeinden in Chile das Recht auf eine Spielbank in ihrem Hoheitsgebiet haben und folglich aufgrund der dort erzielten zusätzlichen Einnahmen jährlich über 5 Mrd. Pesos erhalten.

Das Ausschreibungsverfahren für sieben

Spielbanken in der Provinz Buenos Aires wurde durch die Veröffentlichung des Beschlusses 34/2018 im Amtsblatt der Regierung offiziell eingeleitet. Mit der Unterschrift von Matias Lanusse, dem Leiter der Provinzverwaltung für den Lotterie- und Spielbankenbetrieb (IPLYC), gilt eine solche Zulassung für 20 Jahre mit der Möglichkeit der Verlängerung um ein weiteres Jahr.

Zitro hat Niederlassungen in Kolumbien und

Peru eröffnet, um die wachsende Nachfrage nach seinen Video-Bingo- und -Spielautomaten in beiden Ländern zu befriedigen. Zur Leitung der kaufmännischen Aktivitäten sowie des technischen Kundendienstes in diesen wichtigen Märkten hat Zitro Ysrael Ampuero als Verkaufs- und Betriebsleiter bestellt.

Der Ausschuss für Verfassungsfragen, Justiz und Bürgerrechte (CCJ) hat einmal mehr die Arbeit an dem Glücksspielgesetz PLS 186/2016 aufgenommen, das Ziel Glücksspiel in Brasilien Tor du Tür öffnen soll.

SIS (Sports Information Services) hat mit

Danske Spil einen Vertrag über die Bereitstellung seines neuen Hunderenndienstes in einem Watch & Bet-Format unterzeichnet. SIS stellt dem dänischen Wettanbieter seinen neuen und verbesserten SIS-Hunderenndienst zum Zusehen und Wetten zur Verfügung und liefert als Teil des Geschäfts Live-Bilder, Kommentare und Daten zu britischen und irischen Windhunden für Wettbüros und Online-Angebote.

Der spanische Betreiber Cirsa Gaming

Corporation meldet die Abgabe eines Gebotes für die neue Spielbankzulassung in Granada. Sollte das Unternehmen den Zuschlag erhalten, will es eine Anfangsinvestition von 9 Mio. Euro vornehmen und 400 Arbeitsplätze schaffen. Die neue Spielbank würde im Hotel Camino angesiedelt und wäre die einzige in der Provinzhauptstadt.

Der polnische Fertigungsbetrieb von

SUZOHAPP hat die Zulassung nach ISO 9001:2015 erhalten. Bei der ISO 9001:2015 handelt es sich um eine Sammlung internationaler Normen und Leitdokumente für Qualitätsmanagementsysteme und Ansätze zur fortlaufenden Verbesserung.

The Mysterious Case of the Missing Casino

Politicians in Cologne are asking German operator Westspiel what its plans are for its as-of-yet undeveloped casino licence in the city

Excavations for Westspiel's Cologne casino have scuppered plans for the forthcoming development and there's no news going forward...

GERMANY LICENSING

Politicians in Cologne are asking German operator Westspiel what its plans are for its as-of-yet undeveloped casino licence in the city.

The operator is believed to be looking for a new location for the planned casino following unforeseen problems with the subsoil. Westspiel is believed to have uncovered a subway shaft and an old Prussian fortification wall under the site.

Way back in 2013, Cologne was selected by the state government as the new home for the fifth Westspiel-Casino in North Rhine-Westphalia when it beat off competition from Münster, Düsseldorf, Neuss and Koenigswinter.

The aim was to build the biggest casino in Germany capable of attracting 400,000 visitors annually. Westspiel even selected an architect in Franz-Josef Höing who won a competition to design the new casino at the Ottoplatz in Deutz in 2016. So far the operator has not even bought the plot of land from the city, which is eagerly



awaiting the forecasted gaming tax of €5m a year throughout the future lifespan of the new casino. Initially the plan was for the casino to open in 2016.

CDU party director Niklas Kienitz: "Westspiel should provide transparency and explain quickly whether it will continue with the casino at this point or not."

Westspiel said: "No final decision has been taken on the project in Ottoplatz so we can't submit anything to the committees for a vote."

The NRW Bank, one of the owners behind Westspiel, was cautious: "The planning is the responsibility of Westspiel. The supervisory boards of Westspiel are regularly informed about the status. Once the final planning is in place, it will be submitted to the committees for approval."

In 2015, Westspiel made a loss €8.5m followed by a loss of €2.9m in 2016.

Denmark

SIS greyhounds international expansion continues

SIS (Sports Information Services), has signed a deal with Danske Spil to provide its new Greyhound Service in a Watch & Bet format. SIS will provide the Danish bookmaker with its new and improved SIS Greyhound Service, and as part of the agreement SIS will supply live pictures, commentary and data for UK and Irish greyhounds for retail and online.

The announcement follows the recent deal with William Hill who were the first bookmaker to take SIS's Greyhound Service in a Watch & Bet format, and deals announced late last year with four Spanish bookmakers, with SIS now supplying 90 per cent of the Spanish retail market.

SIS Sales Director Sandra McWilliams said: "SIS has produced high quality and reliable content for the betting industry for 30 years and we have now developed an even better greyhound product for the international market.

"We are thrilled to be working with Danske Spil to provide them with our SIS Greyhound Service and we believe the content will prove popular with their customers and generate significant revenues and profits as the service develops".

Jens Nielsen, Head of Sports Betting at Danske Licens Spil, said: "We are happy to have secured this enhanced content, and that we are able to expand our product offering for our customers through our partnership with SIS. I believe that they will appreciate the quality greyhound content on show and the service from SIS which provides our customers with high quality content, at times that suit them.

"We have only started offering Greyhound races from the New Year and we are convinced that SIS's greyhound service will give our customers exciting experiences and will be a driving force in increasing interest and sales on our Greyhound product on all our sales channels."

Spain

After a successful four-month, onsite test, Casino da Madeira has chosen JCM Global's iVIZION bill validator for all new slot purchases and has named JCM its new preferred supplier. Casino da Madeira Director Carlos Campos said, "We have been using another bill validator on our floor for some time, and after the live four-month test with iVIZION, we became convinced we needed to move to iVIZION for all future slot installations. It is a very impressive piece of technology." JCM EMEA General Manager Payam Zadeh said, "We are thrilled that Casino da Madeira recognised what countless casinos worldwide know: that iVIZION is the better, smarter, faster bill validator. Plus, because iVIZION is the foundation of intelligent validation, Casino da Madeira can expect iVIZION to stay fresh into the future." JCM's iVIZION is field-proven worldwide with more than 250,000 units shipped to date.

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CASINO SEATING

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Der europäische Spitzenverband der Unterhaltungsautomatenwirtschaft (EUROMAT) hat bestätigt, dass sein jährliches Gipfeltreffen vom 4. bis 6. Juni im Monte Carlo Bay Hotel & Resort in Monaco stattfinden wird.

Das Ausschreibungsverfahren für die Vergabe neuer italienischer Zulassungen zum Online-Glücksspiel ist eröffnet. Italien beabsichtigt die Vergabe von 120 Zulassungen nach dem Windhundprinzip ohne Bieterverfahren, wobei jedoch erwartet wird, dass mindestens ein Drittel der Zulassungen auf die bereits am Markt tätigen Betreiber entfallen wird, deren Zulassungen abgelaufen sind.

SYNOT und Fortuna, zwei der Hauptakteure auf dem Glücksspiel- und Wettmarkt, haben einen Rahmenvertrag unterzeichnet, der den Weg für eine fruchtbare Zusammenarbeit und die Einführung neuer Angebote auf dem rumänischen und in Kürze auch auf anderen Märkten ebnen soll.

Resorts World Catskills hat seit dem vergangenen Monat in der von dem für die Empire Resorts zuständigen Vorstandsmitglied Charlie Degliomini geäußerten Erwartung, den asiatischen Glücksspielmarkt zu begeistern, seine Pforten geöffnet. Das von Lim Kok Thay, einem Malaysisch-chinesischen Milliardär mitgetragene Kasino verwendet die Markengestaltung des malaysischen Spielbankriesen Genting und hat sogar in Mandarin „Viel Glück“ in seine Adresse, 888 Resorts World Drive, einätzen lassen.

Das neue hochmoderne Studio von Evolution Gaming in Kanada ist im Gebiet New Westminster des Bezirks British Columbia online gegangen. Der neue eigens errichtete Produktionskomplex für Live-Kasino-Angebote, das achte Studio von Evolution – und das erste außerhalb Europas – ist das Ergebnis eines Vertrages über die Bereitstellung von Live-Kasino-Lösungen für die BCLC (British Columbia Lottery Corporation).

Greentube, der Geschäftsbereich Interaktive Angebote von NOVOMATIC, startet ein gemeinsames Vorhaben mit Seminole Gaming und Hard Rock International, bei dem Greentube Pro, die Greentube-eigene Vertriebsplattform für interaktive Kasinospiele, die Social Casino-Angebote von Seminole Gaming und Hard Rock in Nordamerika versorgen wird.

Mehr als 12 Interessensanmeldungen sind bisher für das von der Regierung des Bundesstaates Queensland angeregte 1 Mrd. USD teure globale Tourismuszentrum (GTH) Tropischer Norden in Cairns eingegangen, darunter auch solche von bekannten Spielbankbetreibern.

Der nepalesische Betreiber Silver Heritage Group meldet, dass die Einnahmen in seiner Freizeitanlage Tiger Palace in Bhairahawa „das vorausgegangene Quartal mit dem höchsten Quartalsumsatz seit dem Börsengang des Unternehmens im August 2016 übertroffen hätten“.

Cirsa Announces Granada Casino Bid

Spanish operator Cirsa Gaming Corporation has announced it has put forward a bid for the new casino licence in Granada. If the company is granted the license, then it will make an initial investment of €9m and employ 400 people

Cirsa's new casino would be located in the Hotel Camino and would be the only casino in the capital.

SPAIN LICENSING

Spanish operator Cirsa Gaming Corporation has announced that it has put forward a bid for the new casino licence in Granada. If the company is granted the license, then it will make an initial investment of €9m and employ 400 people. The new casino would be located in the Hotel Camino and would be the only casino located in the capital.

The Director of the Casino Division Carles Font said during the presentation that the location would be in keeping with current trends to bring casinos to city centres where there is positive momentum for their economic development. The four star hotel has already seen significant investment over recent years.

The casino will span an area of 1,800 square meters and will house 80 slot machines, 11 tables, an area for poker tournaments and an area dedicated to sports betting. It would also include a restaurant, two bars while parking space would cover 900 square meters. The terraced areas and space for events and shows would cover an area of 1,200 square meters.

Cirsa explained that the opening date would depend on when the winner is announced



which could happen around May. In his presentation, Font highlighted the positive impact the new casino on tourism in Granada would have, both in the city itself and the province as a whole. According to Font, the casino would increase the number of tourists that visit the city, as well as increase the number of overnight stays in its hotels. He also highlighted the fact that CIRSA casinos offer around 500 shows a year including cultural events, concerts and exhibitions. This would “complement the already rich tourist offer of Granada,” he said. Font added that should Cirsa win the licence then the casino would be “the only operator considered by Poker Stars to be included in the European Poker Tour (EPT).”

The details of the public tender for the installation of a new casino in Granada were published in the Regional Government of Andalusia's Official Bulletin in May 2017 meaning that there will now be six casinos in the region and one in the capital. According to the government, the new casino will generate 200 jobs. The casino may not be more than 30 kilometres from the capital meaning that the casino must “fall into the capital's zone of influence”

Spain imposes advertising restriction on online gaming

Spain

The Minister of Health, Dolors Montserrat is negotiating the details of a Royal Decree alongside the Treasury which will be approved this year, as according to government statistics more than 130,000 minors admitted that they have gambled online. The government plans to limit the advertising of online games where minors are active on the internet according to sources from the Ministry of Health.

The Royal Decree, currently in the public information phase, will be approved this year. The objective of the decree is to ensure that these companies do not sponsor activities carried out by minors. According to a survey carried out by the

ministry of health 9.8 per cent of minors interviewed (131,580) said that they had gambled online in the last year. The new plans are part of a larger package of measures which seek to limit the addiction of minors to the internet within the National Drug and Addiction Strategy, which has been approved by the Council of Ministers. This document is valid for eight years and will be drawn up again every four years.

In addition, the government is seeking to impose strong restrictions on online gaming advertising, raffles and lotteries. New regulations, which were put forward in December, would prevent the advertising of gambling in hours reserved for children, which last from eight to nine in the morning and from five to eight in the afternoon, and limits the promotion of bets during live television or radio.

Poland

The SG Digital division will open a remote development centre in Krakow, Poland, during the first quarter of 2018. The new development centre will drive the division's growth in digital gaming, lottery and sports. The office, to be staffed by over 100 new product-focused employees by the end of 2018, will work closely with SG Digital's other product development centres in Europe. The new centre becomes SG Digital's fourth major development hub in Europe and will complement its existing operations in London, Athens and Stockholm.

“The advanced hubs are staffed by leaders in their fields and provide the platform to ensure that SG Digital remains at the forefront of technology in the digital gaming, lottery and sports industry,” said Matt Davey, Group Chief Executive, Digital.

Italy Instigates Tender for Online Licences

The tender for the award of new Italian online licences was announced last month, with licences awarded on a 'first come, first served' basis

Operators have until March 19 to submit their proposals to operate an online gaming licence in Italy

ITALY LEGISLATION AND LICENSING



The tender for the award of new Italian online gaming licenses is now live. Italy is to award 120 licenses to on a "first come first served basis" with no bidding process, but at least a third of those licenses are expected to be awarded to the existing operators in the market whose licenses have expired.

Currently, there is no restriction to the types of entities that can apply for a license. However, if an operator does not already hold a European online gaming license in Italy or another EU country with a turnover of at least €1.5M during the last two years, it shall post an additional €1.5M bank guarantee.

Italy provides for an "umbrella" license that covers all the games that are not subject to exclusive licenses i.e. sportsbetting, horse betting, casino, poker, skill games, fantasy sport, bingo, betting exchange, bets on virtual events etc. Once the license is awarded, it is necessary to obtain technical approval for each type of game.

The price of the license is of €200,000, while the deadline for the filing of the applications is the March 19, 2018 with the applications to be opened on the April 19, 2018. Once the

applications are filed there is usually a three to five month period from the application to the award of the license.

Demand for the licences is expected to be high as the market has been growing during the last years, and because of the liberalisation of sports-betting, which is now followed by the liberalisation of horse-betting will be followed by poker sharing liquidity.

All the games switched to a GGR based gaming tax regime, with a 20 per cent GGR tax applicable to poker, casino, skill games, betting exchange and bingo, 22 per cent GGR tax applicable to online sportsbetting and 47 per cent GGR tax applicable to horse betting.

The latest regulatory changes are also expected make life for non-Italian licensed operators targeting Italian residents much tougher.

With the entrance in the Italian market of most of the major international operators and the completion of the offering to all the main types of games, players are less attracted by the unlicensed offering. At the same time, Italian law punishes with criminal and tax related sanctions if they remain unlicensed.



POLAND – SUZOHAPP's Polish manufacturing site has successfully achieved the ISO 9001:2015 certification. ISO 9001:2015 is a set of international standards and guidance documents for quality management systems and continuous improvement approaches.

To become ISO 9001:2015 certified, a company must fulfill requirements outlined by the ISO and must demonstrate a quality management system with the ability to consistently provide quality products enhancing customer satisfaction.

"We are excited to receive the ISO 9001:2015 certification for our Polish production site. This is an important step in our commitment to highest standards in quality and customer service. Quality is not just a priority, but a core value at SUZOHAPP," commented Steve Pallotta, Executive Vice President of Operations at SUZOHAPP.

"The ISO 9001:2015 certification provides solid evidence that our quality management system meets the highest standards available for assembly, service and sales of cash handling machines, their subassemblies and spare parts," added Dariusz Jurczak, Operations Director at SUZOHAPP Poland. "This important result demonstrates our dedication to continuous improvement and reinforces our commitment to meet customer needs."

"I would like to thank the entire team in Poland for their dedication and professionalism in attaining this significant achievement," concluded Wilbert Bieleman, President & Managing Director SUZOHAPP EMEA.



UK – SIS (Sports Information Services), has appointed Simon Fraser as its new Head of International Horse Racing in a move to boost the supplier's global racing content.

Fraser joins from Racecourse Media Group (RMG) where he held various roles across the company, most notably as the Head of International Streaming & Data for its British television channel Racing UK. In his new role, Fraser will manage and grow the supplier's international horse racing rights portfolio, as it looks to provide retail and online customers with the most engaging racing content from courses around the world.

Paul Witten, Product Director at SIS, added: "Growing our product portfolio with exciting content from all over the world is key to our strategy moving forwards, and Simon's appointment will play an important role in helping to achieve our ambitions."

SYNOT and Fortuna sign mutual agreement for Romania market

Romania

A mutual general agreement has been signed between SYNOT and Fortuna – two of the key players on the gaming and betting market, paving the way for a fruitful cooperation and launch of operations in the Romanian market and other markets following soon.

As the last technical arrangements were being finalised ahead of the ICE show in London, the games were expected to be launched on Fortuna's Romanian online platform in February 2018. The players will get to enjoy fruity classics, such as Respin Joker or Dice Rush, as well as thematic adventures of Golden Myth or Alchemist's Gold.

"We are certain this cooperation of such two strong presences will soon bring results and we are really looking forward for our content to become available for wide audience in these markets.

"We believe we've prepared a really impressive portfolio of games that will set the bar really high. They are all developed in cutting-edge technology, purely in HTML5 and superbly designed," stated Ivan Kodaj, the Executive of SYNOT Games.

Tal Zamstein, Head of Gaming for Fortuna commented about the deal: "We are excited to seal this partnership with SYNOT. SYNOT is a strong partner in our territories and we are very confident that together we can reach a new level of success." across the board"

Romania

Comtrade Gaming has been awarded a Class II License by the Romanian National Gambling Office. The terms of the license permit Comtrade Gaming to provide class I operators in Romania with their portfolio of igaming platforms, server-based gaming systems and mobile gaming products. "Regulation is the foundation of our growth strategy and the company holds licenses in a number of global and European regulated market," explains Steven Valentine, Director of Interactive at Comtrade Gaming. "Our new Romanian license is to help support some of our new operators who will use our iCore gaming platform. Comtrade Gaming continues to gain global market share as a result of our continued investment in platform technology and focus to deliver best-of-breed solutions."



GERMANY – The German state of Niedersachsen (Lower Saxony) – situated in the northwest of the country, bordering with the Netherlands and ending at the North Sea – has applied some of the most stringent sanctions in reducing the number of arcades within its state borders. However, there is no consistent law to which operators can refer. The state officials decided cynically to reduce the number of arcades by asking neighbouring arcades to draw lots. The process did not take into account the circumstances of the operator, how long the licence had been active, or which business was most deserving to remain open. Those who drew the short straw were simply told to close their arcade.

As a result, there has been a flood of court cases opposing the rulings by operators trying to save their businesses. In the state capital, Hanover, there are 160 such cases registered where 58 have now been concluded. Some have been won, others lost. The costs have been considerable and the subject of compensation has not yet been put on the table.

Florian Heinze, a lawyer based in Hanover and legal advisor to the AWP gaming body in Lower Saxony, stated: "Of the approx. 700 operators who have been forced to close, several hundred have filed a suit in the administrative court. About 80 per cent of these who had lost in the process of drawing lots have been allowed to continue their operations."



UK – Nick Harding, CEO of the Praesepe arcade chain, has been appointed as the new Senior Advisor for the UK activities of the Gauselmann Group. In this new position, he will assume responsibility for political and association work and public relations for all operating subsidiaries of the Gauselmann Group in the UK. As part of this realignment and optimisation of communication and marketing activities, Mr. Harding will be moving into a new office in London. From here, he will report directly to company founder Paul Gauselmann and member of the Management Board Manfred Stoffers. At the political and federation level, he will advise and represent the Blueprint Gaming, Regal Gaming and Leisure and Betcom Ltd and Praesepe subsidiaries. Before taking up his new position, Mr. Harding will gradually relinquish his previous operational duties and in the interim will carry on as CEO of Praesepe.

ECA Welcomes SBM to the Board

Monte-Carlo SBM's Pascal Camia has been appointed Vice-President for Marketing of the Board of Directors of the European Casino Association

Pascal Camia, Executive Vice President of Gaming Activity at Monte-Carlo Société des Bains de Mer, joins the Board of the ECA

FRANCE CASINO ASSOCIATIONS



A member of the ECA since July 2017, Monte-Carlo Société des Bains de Mer took part in its first General Assembly in February at the ICE show in London. During the meeting, the members of the ECA unanimously elected Pascal Camia to the ECA Board. The nomination recognises the marketing activities of SBM, including the redesign its customer segmentation, launch of the new My Monte-Carlo loyalty programme and creation of exceptional events.

Pascal Camia, Executive Vice President of Gaming Activity at Monte-Carlo Société des Bains de Mer stated: "I am honoured to join the ECA Board of Directors and its high-level representatives. I am delighted to see that the marketing strategy of the Monaco casinos, and in particular that of Casino de Monte-Carlo, have convinced the members of the ECA and led them to entrust me with the duties of Vice-President for Marketing."

This nomination is also the result of the drive of the Chairman of the Board and Chief Executive Officer of Monte-Carlo Société des Bains de Mer to consolidate the position of gaming at the heart of the Group's strategy, and the work of all staff in the Gaming sector, and more widely the Group, for the past two years within the framework of 2020 Casinos Vision.

"We need to share best-practices and speak to the EU gambling community with a unified

voice while facing down illegality together," stated Mr. Camia of the ECA focus in 2018. "We need to discuss how we can attract and best service customers and seek ways to improve responsible gambling and the image of the industry as a whole. We need to show the authorities that we are major employers, significant tax contributors and support ancillary businesses too. I would like to see the ECA tackle big issues facing all its members."

ECA Chair Per Jaldung added: "We very much congratulate Pascal Camia on his election to the board and we look forward to working closely with him in the coming years on the key issues for the licenced land-based casino industry."

"In the third quarter of 2018, the ECA will release an impact report, a study of the contribution casinos can make to the wider community – be that employment, tourism, hotel, food and beverage, etc. – the entire economic impact of casinos within their marketplaces. We have been inspired by the AGA campaign, which brings the industry together to present a positive picture of casino gaming as a good citizen within their communities. We are also championing a series of ECA initiatives, not least gender diversity, equal pay opportunities and policies that fight against exploitation. We are also debating safety and security, which includes metal detectors, cameras and guards, but also terror and cyber attacks too."

Gross gaming revenues rise by over 20 per cent in Spanish market

Spain

According to The Directorate General for the Regulation of Gambling (DGOJ) latest report on Spain's online gaming market, Gross Gaming Revenue in the country (GGR) stood at €173.3m in the last quarter of 2017 an increase of 38 per cent compared to the same quarter in 2016 and 23.5 per cent higher than the third quarter of 2017.

GGR when compared to the last quarter was up significantly across all types of gaming with the single exception of contests

which were down by -24.78 per cent. Sports betting led the pack with an increase of 34.67 per cent, poker (4.96 per cent), casino (12.97 per cent) and bingo (14.77 per cent).

When it came to online gambling spend (turnover) casino gaming came in first place (49.89 per cent), followed by sports betting (37.76 per cent), poker (11.57 per cent), bingo (0.72 per cent) and competitions (0.06 per cent). In terms of GGR per segment sports betting was in first place standing at 59.78 per cent, followed by casino gaming (28.5 per cent), poker (8.92 per cent), bingo (1.87 per cent) and competitions (0.92 per cent).

Active customers stood at

676,322 an increase of 10.18 per cent compared to the last quarter. Customer deposits stood at €495.56m an increase of 17.45 percent compared to the last quarter and a 53.18 percent increase year on year.

Of the €15.46m in GGR obtained by Spain's poker operators, cash poker stood at €6.32m (40.88 per cent) and tournament poker stood at €9.14m (59.12 per cent). Meanwhile GGR for sports betting stood at €103.6m with Live betting accounting for 51 per cent of GGR. Of the €49.4m obtained by casino operators GGR for slots stood at €25.71m (52.04 per cent), Blackjack: €6.19m (12.53 per cent) and roulette: €17.5m (35.43 per cent).

SYNOT





EUROPE – In February, 33 representatives representing 27 countries gathered in London for the first General Assembly of the European Casino Association (ECA) in 2018. The key issue at the General Assembly was the election of a new Board of Directors for the next three-year term.

After a presentation of the successes and challenges of the ECA during the term of the previous board from 2015 till 2018, the ECA General Assembly voted for a new Board: The following outcome can be announced:

Chairman: Per Jaldung (CEO, Casino Cosmopol – Sweden); Vice Chairman: Tracy Damestani (CEO, National Casino Forum – UK); Vice Chairman: Prof. Dietmar Hoscher (Member of the Board, Casinos Austria AG); Vice President: Guido Berghmans (Director-General, CASINO 2000 – Luxembourg); Vice President: Pascal Camia (Executive Vice President of the Gaming Activity, Monte-Carlo Société des Bains de Mer); Treasurer: Marko Hurme (Vice President, Casinos and Racetracks, Veikkaus Oy – Finland); Board Member Janny Wierda (Corporate Vice President Security and Responsible Gaming, Holland Casino); Board Member: Laurent Lassiaz (CEO, JOA Group – France); Board Member: Marc Friedrich (Director, Swiss Casino Federation); Board Member: Thomas Schenk (Chief Compliance Officer, Deutscher Spielbankenverband e.V.); ECA Press Coordinator Hermann Pamminer (Head of CSR, Casinos Austria AG); ECA Executive Director: Philip Easthill.

Another important decision by the General Assembly was the approval of Liechtenstein as the 28th member country of the ECA. Liechtenstein will be represented by Casino Schaanwald, which was opened in the country on October 25, 2017.



SPAIN – Codere has appointed Vicente Di Loreto as its new chief executive and Norman Sorensen Valdez as non-executive chairman. Mr. Di Loreto is a founding partner of G3M

Partners and was chief executive until joining Codere. Now set to lead executive duties within Codere, Di Loreto has held management positions with various other major companies, such as Pepsi, Bunge and Grupo Clarín.

"It is time to strengthen Codere's leadership in its current markets, while increasing resources and efforts in on-line markets, enhancing the integration between them and enriching the value proposition for our customers," Mr. Di Loreto said. "All of this without neglecting growth opportunities that could arise, particularly in a market such as Brazil, which is not yet regulated."

EUROMAT Summit Heads to Monte-Carlo

The European Gaming and Amusement Federation (EUROMAT) has confirmed that its annual summit will take place on 4th –6th June in Monaco at the Monte-Carlo Bay Hotel & Resort

EUROMAT launches its new format summit for the land-based gaming industry in the stunning location of Monte-Carlo

MONACO CONFERENCES



The European Gaming and Amusement Federation (EUROMAT) has confirmed that its annual summit will take place June 4–6, in Monaco at the Monte Carlo Bay Hotel & Resort. As the body representing the views of the low-stakes gaming and amusements industries to European institutions, EUROMAT has designed the new-format summit to enable operators, regulators and manufacturers to exchange information in a relaxed and informal setting.

In addition to a full-day focusing on pan-European developments in social responsibility, the event will address developments in regulation and the impact of new technologies as well as also exploring the possibilities for the market place of the future.

The summit has been structured to be of practical benefit to operators and manufacturers from across Europe and beyond. EUROMAT President Jason Frost explains: "The Summit

represents a good opportunity for companies to anticipate commercial and legislative trends that will shape the markets in which they're operating. As an operator myself, I certainly learned a lot at last year's event and I think that experience is common to many."

For many, the networking opportunities offered by the EUROMAT Summit will be as important as the structured sessions and the neo-classical splendour of the five star resort will provide a spectacular backdrop for the event. The three day conference package will include relaxed lunches, drinks receptions and a celebratory Gala Dinner, to be held at one of Monte Carlo's most prestigious venues.

A number of exciting corporate sponsorship opportunities are available, each delivering an excellent opportunity to connect with influential players from within European amusements and gaming.

Authentic Gaming and Playtech sign long-term partnership deal

Malta

Playtech and Authentic Gaming, have agreed a break-through partnership enabling Playtech licensees to access live streamed roulette from land-based casinos.

Under the partnership, operators powered by Playtech Live casino software will gain access to live roulette tables located on the floors of land-based casinos, with real croupiers and real players, via Authentic Gaming's live roulette streams.

Online players will be able to access live roulette games on any device from the following land-based properties: The Saint Vincent Resort Casino (Italy), Casino International Batumi at the Hilton Hotel (Georgia), and The Platinum Casino at the Radisson BLU Hotel in Bucharest (Romania)

Authentic Gaming and

Playtech have an option to expand the scale and scope of the partnership in the coming months, increasing the number of tables available to players and integrating Authentic's premium table offering.

Shimon Akad, COO, Playtech, said: "We have watched the development of Authentic Roulette and other products and, after careful evaluation, we are delighted to have partnered with Authentic. Its range of tables, land-based casino partners and video stream quality is impressive.

Jonas Delin, Authentic Gaming, CEO, said: "Playtech is the world's largest supplier of online gaming software. Through this co-distribution agreement, our land-based live roulette streams will reach the phones, tablets and desktops of a huge number of players through Playtech's extensive portfolio of tier one online gaming operators. We see this partnership a further testament to our quality product and we look forward to a long and successful relationship."

Sweden

Swedish state-owned gambling company Svenska Spel is looking for a new Chief Executive, following the resignation of Lennart Käll. He had served as Svenska Spel CEO since 2011 and leaves at a time when Sweden is about to regulate the online gaming market to open it up to international operators. The new Swedish Gambling framework which will replace the 1994 Lottery Act and the 1999 Casino Act is expected to be introduced at the start of new year. Mr Käll said: "I am proud of what I together with my management at Svenska Spel have accomplished during my time as CEO. We have delivered on public assignments and showed that as a gaming company you can combine responsibility and growth. Svenska Spel is well equipped for Sweden's new gaming market." Svenska Spel Chairman Erik Strand, added: "We thank Lennart for the good work he has done during his seven years as CEO. Svenska Spel – Swedish people's gaming company – is well prepared for the restructuring of the market."

Hedge Funds Continue to Circle €2bn Cirsa

North American hedge fund including Advent International, Apollo Global, Blackstone Group and Cerberus are among the investors interested in Cirsa

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Newswire

EMEA

The sale of the Spanish casino and gaming hall operator, Cirsa, is attracting attention from a host of major US hedge funds

SPAIN SUPPLIER NEWS



North American hedge fund giants including the Advent International, Apollo Global Management, Blackstone Group and Cerberus Capital Management are among the investors believed to be looking at a potential €2bn takeover of Spanish gaming giant Cirsa.

Spanish casino and bingo-hall operator Cirsa, owned by billionaire Manuel Lao Hernandez, is expecting non-binding bids to be made over the course of this next week having confirmed last week that it had appointed financial consultant Lazard to 'study options for the future' which could include a total or partial sale or a floatation on the stock market.

Founded in 1978 and based in the Catalan city of Terrassa, just outside of Barcelona, Cirsa owns a staggering 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. Cirsa 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, September 30.

In its more recent set of results, Cirsa's third quarter operating profit reached €108.2m, the highest result achieved by the company in a single quarter, improving by seven per cent when compared to July to September 2016. Revenues generated by the company during the first nine months of 2017 reached €1,281.6m, with year-on-year growth of 7.7 per cent. In a statement, Cirsa emphasised that with these figures it had consolidated its continued run of growth, which has already reached 45 consecutive quarters.

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.



CZECH – Having been at the epicentre of the storm around female exploitation at the ICE show in London last month, Endorphina released an official statement referencing sexism in the gambling industry. The statement comes from Lucie Kadlecová, Endorphina's Marketing Manager.

"At ICE2018 we were presenting our new game Taboo that features symbols based on BDSM," stated Ms. Kadlecová. "As a promotion of our new game we have presented a pole dancing performance. We recognise pole dancing as a highly demanding sport and our performers are professional female athletes.

"Pole dancing is combination of strength and flexibility. The clothing which our athletes were wearing is required due to the nature of this sport. Performers of pole dancing need to have their skin in a direct contact with the pole because that prevents them from slipping off the pole and possible injuries, so it is the health and safety issue as well. Endorphina's employees, regardless if male or female, are always sharp and dressed according to their positions and occasion.

"We are aware of social moods against sexism and we support any movement which will protect any possible victims of this unwanted behaviour. However, we are strongly refusing any accusations of sexism in context of professional athletes and consider them highly offensive against our artists and pole dancing as a sport itself," added Kadlecová.

FRANCE – Appolonia will represent JCM Global's TBX table game solution throughout France, according to a deal announced during ICE in London. JCM's TBX is a networked intelligent drop box and TITO solution for live table game operations, which was shown by Appolonia France on its stand.

JCM General Manager Payam Zadeh said, "Appolonia has one of the gaming industries finest reputations as a supplier for online, systems, and casino products throughout France. Bringing together our highly secure solution with Appolonia's reputation creates an optimal business situation for the 200 casinos throughout France."

Appolonia France General Manager David Pilon said, "As a global leader in payments solutions for the gaming industry, JCM is a key partner for Appolonia. JCM's TBX system, fully integrated into our software suite, will enable casinos to extend payments solutions like TITO and CASHLESS within the traditional game tables and satisfy new generations of players. Our cooperation with JCM and their range of products is a real opportunity for Appolonia to extend our system to more and more features to satisfy our customers."

Austria

NOVOMATIC has announced a partnership with Sportradar to develop an innovative line of sports betting products and services. NOVOMATIC will initially focus on developing a turnkey solution for retail and other channels that is built around Sportradar's Managed Trading Services (MTS) and includes cash desks, as well as Self-Service Betting Terminals (SSBTs) with intuitive player environments, and will be first rolled out in the Italian market. Describing the partnership, Bartholomäus Czapkiewicz, Managing Director NGI, said: "It has become clear that sports betting is a growing opportunity that we are making serious inroads into. We offer a platform with distribution channels that is unrivalled, therefore, we found in Sportradar a company highly established in the sports betting space that complements and supercharges our mutual offering. We look forward to this collaboration in order to provide leading sports betting products and services worldwide."

Playtech to supply its IMS platform to Portugal's SAS

Portugal

Playtech has agreed a deal to supply Sociedade de Apostas Sociais (SAS), Portugal's largest online gaming and betting operator, with its IMS player management platform and new sportsbook offering. SAS is one of the first operators to launch such a wide range of online products following the country regulating gaming and betting 18 months ago.

The multi-year agreement will see Playtech integrate its IMS player management platform and single wallet functionality into SAS's operation, powering its entire online offering.

The SAS sportsbook Portuguese licence will see Playtech deploy its new and enhanced, comprehensive online and mobile sports betting platform supported by data feeds and risk and

operational management services including retention, business intelligence and CRM.

The Playtech BGT Sports (PBS) digital offering is a single, integrated solution for both desktop and mobile devices containing a state-of-the-art interface that will enable SAS customers to bet on the move or at home.

The new SAS sportsbook, powered by PBS, is planned go live shortly with an exclusive online and mobile offering.

Shimon Akad, COO, Playtech said: "New and emerging regulated markets are a key part of our growth strategy. Portugal is a significant territory in that growth plan, therefore we are delighted to have agreed terms with SAS and to be integrating two core elements of the Playtech offering beginning with IMS and sportsbook. This market has great potential and we're excited to be at the forefront of gaming innovation and growth in Portugal," he added.

Le gouvernement colombien vient

d'annoncer le début d'une série de nouvelles mesures destinées à réduire les procédures administratives pour les nouveaux opérateurs. Ces mesures font partie d'une stratégie gouvernementale plus large cherchant à faciliter la vie des entreprises colombiennes.

Roberto Jacob, le maire de la ville de La

Serena, dans la région de Coquimbo, au Chili, a affirmé qu'il était « injuste » que seules quelques communes du Chili aient le droit d'accueillir un casino sur leur territoire et perçoivent ainsi plus de 5 milliards de pesos par an du fait des revenus générés.

Le processus d'appel d'offres pour

l'établissement de sept casinos dans la province de Buenos Aires vient d'être officialisé avec la parution de la Résolution 34/2018 dans la Gazette Officielle du gouvernement. Signée par Matías Lanusse, le président de l'Institut provincial des loteries et casinos (IPLyC), la licence s'étendra sur une période de 20 ans, avec une possibilité d'extension d'une année supplémentaire.

Zitro vient d'ouvrir des bureaux en Colombie

et au Pérou pour répondre à la demande en matière de jeux de bingo vidéo et de machines à sous vidéo dans les deux pays. Zitro a nommé Ysrael Ampuero Responsable des ventes et des opérations pour diriger les actions commerciales et les services techniques.

Le Comité sur la constitution, la justice et la

citoyenneté (CCJ) vient de reprendre son travail sur l'ébauche de loi PLS 186/2016 qui vise à autoriser les jeux d'argent au Brésil.

SIS (Sports Information Services) vient de

signer un contrat avec Danske Spil pour la fourniture de son nouveau service Greyhound dans un format Watch & Bet. SIS fournira son nouveau service amélioré SIS Greyhound au bookmaker danois ; dans le cadre de cet accord, SIS proposera des images, des commentaires et des données live aux opérateurs de courses de lévriers britanniques et irlandais, directement dans les points de vente ou en ligne.

L'opérateur espagnol Cirsa Gaming

Corporation vient d'annoncer qu'il vient de se positionner sur l'appel d'offres pour la nouvelle licence de casino à Grenade. Si l'entreprise remporte la licence, elle fera un premier investissement de 9 millions d'euros et embauchera 400 personnes. Le nouveau casino serait implanté à l'Hôtel Camino et serait le seul casino de la capitale régionale.

Le site de fabrication polonais SUZOHAPP

vient d'obtenir la certification ISO 9001 : 2015 avec succès. La norme ISO 9001 : 2015 consiste en un ensemble de normes internationales et de directives spécifiant les exigences relatives aux systèmes de management de la qualité et aux démarches d'amélioration continue.

La fédération européenne des jeux et des

divertissements (EUROMAT) vient de confirmer que son sommet annuel aura lieu du 4 au 6 juin au Monte Carlo Bay Hotel & Resort de Monaco.

Resorts World Catskills has an Asian Edge

Resorts World Catskills opened its gaming floor with around half of its 112 table games orientated to Asian players, including baccarat, mini-baccarat, pai gow, pai gow poker and sic bo, taking up 30 per cent of the 100,000sq.ft footprint

The casino opened on February 8 giving it enough time to prepare for Chinese New Year events for the Year of the Dog

NEW YORK CASINO OPERATIONS

Resorts World Catskills flung open its doors last month 'expecting to wow the Asian gaming market,' according to hope to Empire Resorts Executive Vice President, Charlie Degliomini.

The casino, which is backed by Lim Kok Thay, a Malaysian Chinese billionaire, and is using the branding from Malaysian casino giant Genting, even has Mandarin good luck etched into its address which is 888 Resorts World Drive.

The Asian American population has increased from 11.9m in 2003 to 20.4m and is now the fastest growing ethnic group in the US. New York City meanwhile has the largest Chinese population in any city outside of China with 562,204 Chinese people living there in 2016.

"It's a significant part of the market we want to capture," said Mr. Degliomini. "We're expecting to wow the Asian gaming market."

The property has employed Calvin Quach as Vice President, International Marketing, and Angela Wu as Executive Director 'to spotlight



Asian culture and international markets as part of its core business model.'

Naturally a Feng Shui expert oversaw the layout of the casino which has a curved rather than a straight path to prevent luck from flowing out of the door' whilst more than 100 of the 625 dealers speak an Asian language including Mandarin, Cantonese, Fuzhounese, Thai, Korean or Vietnamese. The gaming floor has 112 table games with Asian games accounting for 56 of these. Baccarat, mini-baccarat, pai gow, pai gow poker and sic bo are offered in a separate section that takes up 30 per cent of the 100,000sq.ft footprint and 2,150 high-tech slots.

The casino opened on February 8 giving it enough time to prepare for Chinese New Year events for the Year of the Dog, which started on February 16. Ryan Eller, President and CEO of Empire Resorts, owner of Resorts World Catskills, said: "The Lunar New Year offers the perfect opportunity to showcase our amenities and services that provide an authentic Asian cultural and gaming experience."

Osage Casinos selects JCM Global Bill Validators and Fuzion

Oklahoma

Osage Casinos has selected to convert all seven of its casino floors to JCM Global transaction solutions. JCM will install its iVIZION bill validator, GEN5 thermal printer, ICB 3.0 Intelligent Cash Box system, and Osage Casinos will be the first in the US to have JCM's FUZION technology. The upgrade to JCM products will help Osage Casinos increase security and anti-money laundering compliance, and to streamline slot floor processes – including the ability to download entire floor's firmware instantly – by using JCM's advanced technologies.

Osage Casinos CEO Byron Bighorse said the decision to upgrade to JCM solutions was technologically driven. "Anti-money laundering compliance

and streamlining through technological sophistication are two important initiatives. When JCM presented their package of solutions, we began to realise the many advantages JCM's products would bring to our operation."

"We are thrilled that Osage Casinos have chosen increase their security and technological capabilities with our bill validator, printer, and drop management solutions, and the forward-thinking FUZION," said JCM Global Senior VP of Sales and Operations David Kubajak.

When combined with iVIZION and GEN5, JCM's new FUZION unleashes the possibility for each slot to become a multi-line profit center with the current potential to vend and redeem lottery tickets, vend and redeem race & sports betting, facilitate Daily Fantasy Sports wagering, conduct cross-enterprise couponing for carded/uncarded players, and streamline tax forms.

Maryland

Live! Casino & Hotel has announced the opening of its Orchid Gaming & Smoking Patio, Maryland's first and only outdoor gaming area, featuring both table games and slots. Scheduled to open mid-April, Orchid Gaming & Smoking Patio is also the first in the state to offer Ticket In/Ticket Out (TITO) Tables, enabling players to move between slots and table games without carrying chips to the main cage. Orchid will feature 12 live action table games, including Blackjack, Baccarat and Roulette; plus, 28 electronic table positions, including "Dealer-Assist" Blackjack, Baccarat, Craps and Roulette, and Bar Top terminals. In addition, more than 150 of the latest slot machines, including Video Poker, will be available in denominations ranging from \$.01 to \$10. Orchid's exclusive bar will feature lounge seating and an extensive collection of spirits, while specially-built humidors will house premium Orchid curated cigars.

GREENTUBE

INTERACTIVE GAMING SOLUTIONS



Les offres pour obtenir de nouvelles licences

italiennes de jeux en ligne sont maintenant ouvertes. L'Italie devrait octroyer 120 licences sur la base du « premier arrivé, premier servi » sans processus d'appel d'offres. Au moins un tiers de ces licences devraient néanmoins être attribué aux opérateurs déjà présents sur le marché et dont les licences ont expiré.

Un accord général vient d'être signé entre

SYNOT et Fortuna, deux des acteurs clés du marché des jeux et des paris, marquant ainsi le premier pas d'une collaboration fructueuse ainsi que le lancement des opérations sur le marché roumain, avec d'autres marchés à venir.

Le Resorts World Catskills a ouvert ses

portes le mois dernier ; il devrait « impressionner le marché des jeux japonais », d'après les espoirs de Charlie Degliomini, le vice-président exécutif d'Empire Resorts. Le casino, qui a le soutien de Lim Kok Thay, le milliardaire sino-malaisien, opère sous la marque du géant des casinos en Malaisie, Genting. Même son adresse le place sous une bonne étoile : il est situé au 888 Resorts World Drive.

Le nouveau studio dernier cri d'Evolution

Gaming au Canada, dans la région de New Westminster, en Colombie Britannique, est en ligne. Le nouveau complexe de Casino Live spécialement dédié, le huitième studio d'Evolution et le premier hors d'Europe, est le résultat d'un accord visant à fournir des solutions de Casino Live à la BCLC (British Columbia Lottery Corporation).

Greentube, la division Interactive de

NOVOMATIC, lance actuellement un projet avec Seminole Gaming et Hard Rock International. Cet accord prévoit que Greentube Pro, la plate-forme marketing de casinos en réseau de marque propre, gèrera les casinos sociaux de Seminole Gaming et de Hard Rock en Amérique du Nord.

À ce jour, plus de 12 inscriptions d'intérêts

ont été soumises pour le projet d'un milliards de dollars US du Tropical North Global Tourism Hub (GTH) proposé par le gouvernement de l'état du Queensland à Cairns. Ces propositions comptent des opérateurs de casino de renom.

La nouvelle réglementation des jeux au

Japon cherche à limiter la fréquentation des casinos au nombre de 10 visites par mois avec un maximum de trois visites par semaine. Ce projet, que le gouvernement présentera aux législateurs du Parti démocrate libéral et à Komeito, son partenaire au sein de la coalition, ainsi qu'aux ressortissants japonais et aux étrangers résidant au Japon, serait soumis à des restrictions.

L'opérateur népalais Silver Heritage Group a

affirmé que les revenus de son Tiger Palace Resort de Bhairahawa a « surpassé ceux du trimestre précédent, ce qui représente les plus importants résultats trimestriels depuis son introduction en bourse en août 2016 ».

Evolution Studio Live with BCLC in Canada

Evolution Gaming's new Canada-based studio has gone live marking the Live Casino solution specialists first major expansion outside of Europe

Evolution's eighth Live Casino studio has gone live in Canada, the first outside of Europe, in deal with BCLC

CANADA ONLINE GAMING



Evolution Gaming's new state-of-the-art studio in Canada, in the New Westminster area of British Columbia, has gone live. The new purpose-built Live Casino production complex, Evolution's eighth studio — and its first outside of Europe — is the result of an agreement to provide Live Casino solutions for BCLC (British Columbia Lottery Corporation).

The vast 16,000sq.ft studio is located above the newly developed Anvil Centre alongside the Fraser River and the revitalised, award-winning Westminster Pier Park. From here Live Casino games and services will be provided initially for BCLC (British Columbia Lottery Corporation) via the corporation's PlayNow.com website.

The studio has launched with Live Roulette, Blackjack and Baccarat games, but with the intention to expand services within this space and roll out Live Casino solutions for operators in other Canadian provinces. These provinces operate non-competitively in Canada's regulated market, so will be able to share generic Live Casino tables, while also having the option to offer their own dedicated tables. The new studio has created 50-plus new jobs for

local people and is expected to create a total of around 170 new jobs over time as operations expand. As well as being a first for Evolution in North America, the new Vancouver studio is the first Evolution studio to operate with its own dedicated, standalone data centre.

Evolution Group CEO Martin Carlesund commented: "After months of planning and hard work by Evolution and BCLC staff we are delighted that the new studio is now live and serving online players in British Columbia. BCLC has a strong multi-channel, multi-product offering, now made even stronger with the addition of world-class Evolution-powered Live Casino."

Monica Bohm, BCLC's VP, eGaming, said: "The addition of new and innovative products from Evolution's Live Casino portfolio for existing and new players to enjoy helps keep BCLC at the forefront of gambling entertainment. At the same time we are creating jobs locally. And of course, as a crown corporation owned by the Province of British Columbia, our revenues go towards supporting community initiatives, health care and education across the province."

Nevada

The Washoe Tribe of Nevada and California will be able to add tables to its Wa She Shu Casino in Gardnerville, Nevada, after its tribal-state gaming compact with the State of Nevada was amended. After significant intergovernmental negotiations, the Amended Compact was approved by the United States Secretary of the Interior and became effective on January 18, 2018. It was championed by the Washoe Tribe in partnership with the Wa She Shu Casino to expand the offerings to its casino patrons. Under the new terms of the new compact, the Tribe will now have the opportunity to offer all forms of Class III Gaming offered elsewhere in the state of Nevada and will be treated like any other landowner. There is no longer a limit on slot quantities, gaming locations, or the type of games offered. It currently offers 130 slots.

US

Hard Rock signs up for Innovation disruption



Hard Rock International's iGaming division has entered into a strategic partnership with Gaming Innovation Group (GiG) to build a new online casino.

"Hard Rock has an ambitious plan to become a global leader in the international online gaming space," said Kresimir Spajic, SPV, Online Gaming at Hard Rock. "We are confident that, together with GiG, we can disrupt the market, through product innovation and unique user experience."

"We are excited to be part of Hard Rock International's inspiring and innovative plans to become a global leader in the international

online gaming space," says Robin Reed, CEO, GiG. "The online casino will be a stand-out product with the sizzle of the Hard Rock music, entertainment and lifestyle brand."

GiG will provide Hard Rock with a state of the art digital consumer portal, as well as the back-end platform to manage the operations. The online casino will be developed by GiG's design and development team in collaboration with Hard Rock, with the offering launching in 2018. GiG has also announced it has kicked off the application process for the Casino Service Industry Enterprise License in New Jersey, moving GiG into a third regulated market.



SINGLE PLATFORM

for land-based & online gaming





PENNSYLVANIA – The operator behind the Mount Airy Casino Resort in Monroe County has come out on top in the auction for Pennsylvania's third mini-casino. Mount Airy will pay just over US\$21m to build a mini-casino in Lawrence County, northwest of Pittsburgh and bordering Ohio, which doesn't have any casinos.

Mount Airy decided to outbid Sands Casino Resort Bethlehem and Parx Casino to land the licence. It has so far remained tight-lipped on the 'win' and has six months to finalise its blueprint for the project. The mini-casinos are allowed to operate 750 slot machines and 30 table games. Only the existing operators for Pennsylvania's 11 casinos are allowed to bid. Their larger counterparts in Pennsylvania are allowed to operate 5,000 slot machines and 250 table games.

This was the third of 10 new Category 4 casino licenses being auctioned off by the Pennsylvania Gaming Control Board. The cost of the third licence is much less than the first two. Penn National paid \$50.1m to land a licence near Yoe in York County, which will allow it to tap into players from Maryland, whilst Stadium Casino paid \$40.1m to develop a licence near Greensburg, Westmoreland County where it will target the Pittsburgh market.

US – Upholding the Foreign Corrupt Practices Act, the US Department of Justice had alleged that the Las Vegas-based casino and resort company, Las Vegas Sands, violated the FCPA's books-and-records and internal controls provisions by making improper payments aimed at promoting the company's casinos in Macau within mainland China. The allegations substantially overlapped with those underlying the company's settlement with the SEC in 2016. Las Vegas Sands agreed to pay US\$6.96m as part of a nonprosecution agreement entered into by the company.



US – AGEM announced today that its Board of Directors has approved a new 3-year contract extension for respected gaming industry veteran Marcus Prater that will keep him as the

organisation's Executive Director into 2021.

Mr. Prater has been AGEM's Executive Director since 2008 and his current three-year term was set to expire at the end of this month. The Board also approved a 1-year contract extension for AGEM Director of Responsible Gaming Connie Jones. Separately, AGEM also announced that its Board approved the membership applications of six new companies, bringing the trade group comprised of the world's leading gaming suppliers to a total of 168 members, an all-time high.

Seminole Hard Rock is a Pro at Social

Greentube signs deal to provide customised social gaming for Hard Rock and Seminole Casino as part of a multi-property agreement

The multi-property agreement provides tailored solutions that cover marketing, payments, CMS and more...

US ONLINE GAMING



Greentube, the NOVOMATIC Interactive division, is launching a project with Seminole Gaming and Hard Rock International whereby Greentube Pro, Greentube's private-label social casino marketing platform, will power the Seminole Gaming and Hard Rock properties' social casinos in North America.

The large-scale project covers Seminole and Hard Rock Casino properties in the US and internationally. Each property's social platform will be powered by a customized framework developed specifically for the Seminole and Hard Rock Casinos. These frameworks will be built to Seminole Gaming's and Hard Rock Interactive's distinctive business strategies and requirements.

Owned by the Seminole Tribe of Florida, Hard Rock International is one of the most globally recognized brands with venues in 75 countries including 180 cafes, 24 hotels and 11 casinos around the world. Seminole Gaming operates six Florida casinos for the Seminole Tribe of Florida.

"These agreements are the culmination of a great deal of hard work and dedication toward meeting the strict business requirements of Seminole Gaming and Hard Rock," said Gabriel Cianchetto, president of market development for Greentube North America. "We partnered with Seminole Gaming and Hard Rock International because of their dedication toward providing one-of-a-kind experiences for each of their properties. We will work on this project well into 2018."

Seminole Gaming and Hard Rock International looked to Greentube to create a localized solution for each casino extending the brand and marketing capabilities of each property. The Greentube Pro platform provides a true branded experience that will reflect the look and feel of each property. Players who visit the site will instantly recognize a virtual rendition of the property's key locations ranging from the main casino to various site-specific attractions. In addition, the platform will allow for in-game marketing capabilities via multiple channels from the convenience of any device.

JACK Entertainment signs multi-year deal with Interblock

Ohio

Interblock and JACK Entertainment have signed a multi-year deal with Interblock that will bring its PULSE ARENA technology to two additional JACK Entertainment properties: JACK Cincinnati Casino and JACK Cleveland Casino. Both gaming spaces, named Synergy Table Games, plan to go live this month.

The revolutionary ETG space was introduced to JACK Entertainment's Greentown Hotel-Casino in 2016 as Synergy Table Games, powered by Interblock's PULSE ARENA technology. JACK Cincinnati Casino and JACK Cleveland Casino will bring the hybrid gaming experience to their casino floors under the same brand name.

Each casinos' customised

gaming stadiums will offer automated and video generators as well as live dealer tables that will deliver Roulette, Craps, Multi-hand Blackjack and Baccarat games. Each game will be interconnected to twenty-eight Diamond play stations and a comprehensive video wall. The expansive video wall will display visual motivation and custom video content, which will allow the casino to recognize key players and big wins. The stadium will also be equipped with custom lighting and a DJ booth.

John Connelly, CEO of Interblock said, "We owe a debt of gratitude to the executive management team at JACK Entertainment for truly being a partner in contributing critical improvements to the initial version of the PULSE ARENA installed at Greentown Casino-Hotel. This success has led to new versions of software and leap-frogging technology that will be implemented in the Cleveland and Cincinnati locations."

Nevada

Interblock has appointed Paul Sheppard, as Stadium Implementation Manager. In this role, Paul will work closely with Interblock's internal sales team, upper management, and customers to ensure project performance, deliverables and deadlines are met both in installation and optimisation of its Stadium products. "We are thrilled to have Paul join the Interblock team. His product and industry knowledge will strengthen our project management and customer service initiatives that will result in further growth of our Stadium installation base in North America," said Jeff Kowalchuk, Interblock's Vice President of Product Management. Paul is a 20-year casino industry veteran with 14 years of experience in upper-level table games and casino operations management. Prior to Interblock, Mr. Sheppard served as Casino Operation Manager for Maryland Live! Casino.

GPI Leverages AI in New Partnership Deal

Gaming Partners International has entered global licensing and development agreements to develop an advanced Automated Table Solution (ATS) with BrainChip Holdings, a developer of accelerated solutions for artificial intelligence (AI) applications, and with Xuvi, LLC, a data science company that uses immersive data analytics and automation for intelligent data-driven decisions

Gaming Partners International to bring advanced artificial intelligence and machine learning to its RFID gaming solutions

US SUPPLIER NEWS

"With our new Automated Table Solution (ATS), GPI will leverage BrainChip visioning technologies, Xuvi's immersive data analytics, and GPI's radio frequency identification to provide currency security, game protection and trend analysis, accurate comping, and marketing automation. GPI acknowledges this is a major step forward in developing the Automated Table Solution," said GPI CEO, Greg Gronau.

"We look forward to partnering with GPI to bring table game automation technology to casino operators," said Arun Rajaraman, CEO at Xuvi. "The combined technology will empower casinos with predictive analytics, real-time and accurate comp decisions, secure table currency, protect table games from fraud, improve productivity, and optimise revenues, all using immersive data analytics and AI."

Vegas-based Xuvi, is data science company that works with gaming, retail and hospitality operators in immersive data analytics and automation. The company uses artificial intelligence to engage consumers, increase



operational efficiency, and optimise revenues. Xuvi's BeamStudio platform harnesses big data & machine learning to deliver enterprise-wide predictive insights, prescriptive automation, real-time trend detection and optimises marketing re-investment, guest valuation, equipment and service yield management, staffing levels, inventory levels and fraud prevention.

BrainChip's President, Louis DiNardo commented, "GPI has very deep expertise in casino game operations, a broad base of existing customers, and a premier global sales and service team that will bring these products to market. Our Artificial Intelligence expertise is well suited to address the challenges of achieving high quality video analytics in the difficult casino environment. We are very excited about this development."

BrainChip provides software and hardware-accelerated solutions for Advanced artificial intelligence and machine learning applications.

63 Newswire

NORTH AMERICA



US – The dormant, towering carcass of the Fountainsbleau, perhaps the most iconic symbol of the last recession in Las Vegas, has finally got a new name with Marriott International and global development firm Witkoff confirming they will open a new casino resort there called The Drew Las Vegas. The property, near the SLS, Circus Circus and the planned Resorts World Genting, as well as the Las Vegas Convention Center, has been empty since 2009. The 63-story tower was 70 per cent finished when the recession stopped construction.

It will debut the EDITION brand in Las Vegas and mark The Strip's first JW Marriott. Anticipated to open in late 2020, the resort will feature nearly 4,000 rooms and suites as well as over 500,000 square feet of convention and meeting space. Once open, the hotels will be managed by Marriott International.

"The Drew Las Vegas will become a landmark property for Marriott International," said Tony Capuano, EVP and Global Chief Development Officer, Marriott International. "The resort will give our more than 100 million loyalty members the chance to enjoy our brand of hospitality in one of the most exciting and popular cities in the world, whether the visit is for a convention or a leisure trip."

"With Marriott International, we have the opportunity to leverage the world's most powerful group and convention pipeline as well as an unmatched loyalty program to ensure we unlock the unparalleled value of this asset," said Witkoff Chairman and Chief Executive Officer Steven Witkoff. As an integrated resort, The Drew Las Vegas will be home to a broad offering including a casino, luxury hotels, together with convention facilities, entertainment, nightlife, retail and dining curated into one cohesive guest experience.

US – Agilysys, a provider of next-generation hospitality software, is to distribute OfferCraft's expertise in artificial intelligence and gamification within the casino sector. As part of the new relationship, OfferCraft's software is being integrated with Agilysys' point-of-sale and property management solutions to help hospitality venues increase revenue and guest satisfaction.

The crux of its offer is to inspire a target audience to do what a casino operator wants them to do. It does this by gamifying the offer by developing interactive games for loyalty club members allowing them to win dining discounts, credit for slot play, free hotel stays and cash prizes. OfferCraft, a Las Vegas-based company, has already enjoyed notable success in the casino industry stateside with a series of deals with big name operators such as the Palms, M Resort, and SLS Las Vegas.



Silverton opens Nevada's first Lightning Link Lounge

Nevada

The off-strip Silverton Casino Hotel is now home to Nevada's first Lightning Link Lounge, a space on the casino floor dedicated exclusively to Aristocrat's Lightning Link video slot game. Silverton's Lightning Link Lounge houses 36 games, is conveniently located in the former Slot Tournament Room, and was created to respond to customer demand.

"Our players have loved

Lightning Link from the minute the first game arrived on property. Ever since, we have had more and more demand for the game, and it grew to the point where it made sense to dedicate a space to this incredibly electrifying game," said Bryan Binek, Silverton's Executive Director of Gaming and Operations.

"Players love Lightning Link. A Lightning Link Lounge is particularly fun because, with a game designed to build excitement, when several banks are centralised in a dedicated area, the levels of fun increase," said Jon Hanlin, Aristocrat's VP of Commercial Strategy, Gaming Operations.

California

Thunder Valley Casino Resort, owned by the United Auburn Indian Community, in Lincoln, California, has invested US\$56m in upgrades, including a new 25,000sq.ft, smoke-free poker room and bingo hall along with a new high-limit slots area.

The resort has scheduled in an April 1 unveiling for its new additions. The poker room will boast 27 tables, with convention space that will allow up to 45 tables for larger tournaments. The 13,000-square-foot bingo hall is being built following feedback from customers. The new High Limit Slot room which will see the addition of 80 High Limit Slot Machines taking the total in that area to over 200. In total it will be adding 300 slot machines to its overall gaming floor taking the casino's total to more than 3,400 slots. The hotel will finish three floors of its 17-story hotel, adding 111 rooms to the property.



MACAU – GLI Asia is celebrating 10 years of service to the Macau gaming market and to the operators, regulators, and suppliers of the surrounding regions in Asia-Pacific. GLI Asia officially opened for operation in July 2007. Since that time, the lab has grown to more than 300sq.m and is the most structured test lab in Asia.

"It has been an honour and a thrill to see our business grow with customer demand. It is especially humbling when our customers return to us again and again, asking us for additional service offerings, allowing us to grow along with them," said Marina Wong, GLI Asia's General Manager of Client Services. Another exciting aspect of GLI Asia's Macau presence is its positive impact on the local economy, with each of the lab's employees being local Macau residents. "We are proud that so many of our employees have chosen to stay with GLI Asia for so long," Wong said. "Their experience is incredibly valuable to our clients, and to the other staff members. When new employees join us, they are able to quickly learn from our long-term employees and expand their knowledge base."

GLI Asia also helped successfully develop China's first gaming technical standard – Technical Gaming Standards for Online Lottery Systems and Betting Terminals. The lab has also executed numerous high-profile lottery projects in Beijing, China; South Korea; and Taiwan. Today the lab serves clients of all sizes in land-based gaming, online gaming, and in lotteries. Key services the lab provides include testing for hardware, software, platforms, systems, games, and RNGs.

ASIA PACIFIC – QTech, a fast-growing Asian games distributor, has unveiled a new recommendation engine which utilises similar technology to digital-content giants Amazon, Netflix and Spotify.

QT Play is the first cross-provider recommendation mobile app tailor-made for the gaming industry, running off technology that allows QTech players to choose any game from any provider and switch between them at their convenience.

Users will also be recommended games better aligned with their personal favourites in order to enhance the overall experience. These recommendations will be based on similarity of profile, content and playability, and perfectly capture individual user taste.

QTech's CEO Jonas Alm said the app was a game-changer for the industry and would help its partners rise above the crowd at a time when the Asian mobile market is growing quickly.

Double-Digit Growth for Melco Resorts

Mass market table drop and revenue enjoyed solid gains at both Studio City and Altira, while City of Dreams reported mass table revenue falling 13 per cent year-on-year, primarily the result of mass win rate falling in the most recent quarter

Melco Resorts reported double-digit gains in revenue and earnings in 2017 with GGR increasing 18 per cent to \$5.3bn

CHINA OPERATOR NEWS



Melco Resorts' net revenue for the fourth quarter of 2017 was US\$1,332.6m, representing an increase of approximately 12 per cent from US\$1,192.9m for the comparable period in 2016. The increase in net revenue was primarily attributable to higher rolling chip revenues across all properties and higher mass market table revenues in Studio City and City of Dreams Manila, partially offset by lower mass market table revenues in City of Dreams in Macau.

Operating income for the fourth quarter of 2017 was US\$129m, compared with operating income of US\$116m in the fourth quarter of 2016, representing an increase of 11 per cent. The improvements were felt most at Studio City, where having had to wait until November 2016 to add VIP, skewed any comparison with VIP turnover growing by 326 per cent.

Lawrence Ho, Chairman and Chief Executive Officer, said: "After three consecutive years of decline, Macau's gaming revenue rebounded

strongly in 2017 with approximately 20 per cent growth compared to 2016 on a year-on-year basis. In 2018, we expect another year of robust growth for Macau, as the market benefits from the improving demand environment, the anticipated completion of the Hong Kong-Zhuhai-Macau Bridge, and the ongoing build-out of Cotai.

"To further solidify our leadership position, we have executed on an extensive upgrade to our flagship property, City of Dreams, which includes the announced launch of the Forbes 5-star "NÜWA" hotel, the rebranding and redevelopment of The Count:Down, and the eagerly awaited opening of Morpheus,

"We will also continue to explore the phase 2 expansion of Studio City which we believe will augment the existing room inventory and entertainment offerings and contribute to the continued growth and development of this property," stated Mr. Ho.

Galaxy Entertainment included in new Nikkei Asia300 index

China

Galaxy Entertainment Group, Asia's largest integrated resorts and gaming company, has recently been chosen for inclusion in the Nikkei Asia300 Investable Index – a newly created index of Asia's biggest and fastest-growing companies, which is designed to be used as an underlying index for financial products such as investment funds.

The Nikkei Asia300 Investable Index comprises 300 Asian listed companies, with constituents picked by Nikkei as companies to watch in Asia. GEG is the index's only Hong Kong listed gaming company and one of only 34 Hong Kong companies represented. Constituents are selected to reflect the concept of the composite Nikkei Asia300, an index for reporting, which is calculated as a free-float

adjusted market value index, upon which GEG is also included.

Participation in the Nikkei Asia300 Investable Index and Nikkei Asia300 Index marks a significant milestone in GEG's history, as the company embarks upon its bid for an Integrated Resort license in Japan, and follows the company's announcement of its plans to develop a world class eco-friendly resort in the Philippines. It is also a direct reflection of GEG's strong operational and financial performance in recent years, with group revenue for the 12-month period to September 2017 of US\$7.5b. These results were driven in part by the exceptional performance of its flagship Integrated Resort Galaxy Macau, which generated US\$4.94 billion in gaming revenue alone during the same period – making Galaxy Macau the most successful resort of its kind anywhere in the world, as measured by gross gaming revenue (GGR).

China

The Parisian Macao has amassed more than five billion social media impressions since opening in September 2016. The landmark was highlighted by Las Vegas Sands Chairman and CEO Sheldon Adelson who revealed that Sands China's marketing spend in Macau and Cotai continued to pay dividends, highlighting the Parisian Macao's social media programme as a key example. Sands has enjoyed a 25 per cent increase in footfall to its Macau properties in 2017 which have reached 92m visits. Marina Bay Sands in Singapore recently revealed that it was the most instagrammed hotel in the world. "Sands China has now invested US\$13bn to deliver on our promise to help Macau in its economic diversification and its continued evolution into the world's leading business and leisure tourism destination," Mr. Adelson said. Sands China recorded a 16 per cent increase in net revenue for 2017 to US\$7.71bn with profit up 31 per cent to US\$1.6bn.



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AUSTRALIA – More than 12 registrations of interest have so far been submitted to the Queensland State Government's proposed \$1bn Tropical North Global Tourism Hub (GTH) in Cairns, including some well known casino operators.

The location of the proposal on the waterfront in Wharf St includes four hectares of state-owned land close to the existing Reef Hotel Casino.

The government said the interest exceeded its expectations and that the companies involved were a mix of local, national and international brands.

Reef Casino Trust Executive Director Allan Tan confirmed that the trust, owners of the Reef Hotel Casino, had already pre-registered. However a spokesperson for Aquis Entertainment, owner of the casino in Canberra and the operator behind the failed Aquis integrated resort at Yorkeys Knob, said they were not interested in the latest proposal.

Member for Mulgrave Curtis Pitt said: "There's genuine interest in the tropical north. This is a very positive sign and a vote of confidence in Cairns. The 'global' in Global Tourism Hubs is very deliberate and appropriate. I'm encouraged by the strong numbers and the fact that among those who showed interest were some of the world's most recognisable names in international tourism and gaming."



AUSTRALIA – To support the expansion of NOVOMATIC in Asia Pacific, the company has appointed Robert Dijkstra to lead business development and sales for the region. In this new

position, Mr Dijkstra will develop the relationship between NOVOMATIC and Ainsworth Game Technology following the recent acquisition of a major shareholding in AGT. He will report directly to NOVOMATIC CEO Harald Neumann.

Mr. Dijkstra will also support NOVOMATIC VP of Global Sales Lawrence Levy for the sales of NOVOMATIC products throughout Asia Pacific. In addition, he will assist Ainsworth in the sales of NOVOMATIC products into Australia and New Zealand and help build the market share of both companies. Based in the Sydney area, Robert will scope new business opportunities for NOVOMATIC throughout the region. This is a major area of growth for the company as it bolsters the reach into international markets.

Robert brings more than two decades of gaming industry experience to the role. Before assisting NOVOMATIC on the purchase of 52.2 per cent of the shares of AGT, which completed on January 5, 2018, he was MD of Ainsworth Europe, and brings his direct experience of both companies to the position.

Mixed Response to MGM Cotai Opening

Following months of delays, MGM Cotai, the 1,390-room hotel casino has opened its doors in time for Lunar New Year. MGM Resorts has more than tripled its number of hotel rooms in Macau as well increasing MGM's overall gaming table count in the hub by 29 per cent to 552

MGM Cotai, the latest property of MGM China, was officially inaugurated on February 13, 2018

CHINA CASINO OPERATIONS

At the opening of MGM Cotai, James Murren, Chairman & Chief Executive Officer of MGM Resorts International and Chairperson & Executive Director of MGM China Holdings Limited, said: "We set out with a vision to develop an integrated resort that brings first of its kind experiences to Macau and beyond. I am incredibly proud of the talented global team of MGM professionals for bringing this vision to life with the opening of MGM Cotai."

Pansy Ho, Co-Chairperson and Executive Director of MGM China Holdings Limited, commented: "Macau SAR is stepping into its 20 years and has made remarkable achievements. The city has now become a distinguished 'Global Brand', allowing us to showcase our ambition and determination by developing an architectural 'Jewelry box' for the city.

"Serving Macau has always been MGM's mission. With the vision of 'To inherit the past, to explore the future', we leveraged innovation and artistry to tell the story of Macau and create extraordinary moments for the people of Macau as well as guests from around the world."

Grant Bowie, Chief Executive of MGM China, said: "Every time a new property opens, you hope it creates an upward inflection in the



visitation. But the reality we've also seen is that these properties took a little bit longer to ramp up than the previous."

The gaming floor has opened with 175 table games, dominated by baccarat, and 1,500 slots. MGM Cotai is guarded by a 38-ton MGM Golden Lion 33 feet tall and made from 32,000 sheets of 24-karat gold foil. The \$12.7m art collection within the property features more than 300 contemporary Asian paintings and sculptures, as well as 28 Chinese imperial carpets dating from the Qing Dynasty that once adorned the Forbidden City in Beijing.

Some analysts were underwhelmed though. Sanford Bernstein's Vitaly Umansky, said the opening night, was 'not a whimper, not a bang but a long ramp up.' "It felt more muted than prior openings on Cotai," he said. "While the property brings some new elements to Macau (digital theatre, grand atrium with digital art) and MGM's food and beverage offering has greatly improved, the casino layout, in our view, is not ideal and suffers from the property's long, narrow footprint."

"The building was opened to the public at 7:30pm, but visitors into the property were slow to arrive and we did not witness large crowds.

US Treasury slaps sanctions on Kings Romans Casino

Laos

The US Department of the Treasury's Office of Foreign Assets Control (OFAC) has imposed sanctions on a criminal casino owner in Laos.

It said that Zhao Wei, a Chinese national, and the co-owner and director of Kings Romans Casino located within the Golden Triangle Special Economic Zone (GTSEZ) in Laos, is engaged in drug trafficking, human trafficking, money laundering, bribery, and wildlife trafficking, much of which is facilitated through the Kings Romans Casino located within the GTSEZ.

"The Zhao Wei crime network engages in an array of horrendous illicit activities, including human trafficking and child prostitution, drug trafficking, and wildlife trafficking. We are targeting key figures in this transnational criminal organisation, which stretches from the Kings Romans Casino in Laos throughout Southeast Asia," said Sigal Mandelker, Treasury Under Secretary for Terrorism and Financial Intelligence.

"OFAC is designating the Zhao Wei network as part of a broader strategy to disrupt the financial infrastructure of transnational criminal organisations that pose a threat to the United States and our allies," concluded Mr. Mandelker.

Japan

Japan's future gaming legislation will look to limit casino visitation to around 10 visits per month with a maximum of three per week. The plan, presented by the government to the lawmakers of the Liberal Democratic Party and its junior coalition partner Komeito, Japanese nationals and foreigners living in Japan would be subject to the limitations.

Casino customers would be issued with My Number identity cards by the government, which will have an embedded IC chip to track each individual's visits to the casino. A size limit has also been set on the casino at 15,000 square meters with the facilities not allowed to exceed three per cent of the land space of an integrated resort.

New Zealand-born casino group SkyCity Entertainment Group said it could still offload its Darwin casino in Australia's Northern Territory

NEW ZEALAND OPERATOR NEWS



JAPAN – Japan's future casino industry, which should be worth between US\$3bn and US\$9bn a year in gross gaming revenue, won't impact Macau but more likely integrated resorts in Russia and Korea. Analytical group Fitch has made the predictions of up to US\$9bn annually depending on the number of casinos allowed.

Fitch said: "We expect cannibalisation to be more regional in nature. Japan's integrated resorts will have a more material negative impact on casinos in Korea and Vladivostok while the expansions in Philippines and Malaysia appear to have a bigger impact on Singapore than Macau.

"We expect Macau's market to be more driven by the macro-economic conditions and secondarily by the expansion of amenities and infrastructure in and around Macau. Expansion of APAC gaming outside Macau will not have a material negative impact on Macau but might be a mild headwind for Macau's gaming growth, especially at the high-end of the market."

Growth in Macau's gaming revenues in January was at its biggest in four years. GGR hit MOP\$26.26bn in January, marking a 36.4 per cent increase over January 2017. This was the largest year-on-year growth since February 2014. Morgan Stanley said January's VIP sector expanded by 46 per cent in January with mass gaming up 28 per cent year-on-year.

"We believe the strong GGR in Jan was driven by both visitation (Christmas and New Year visitors) and spending per capita, according to our recent channel check with operators and junkets," Morgan Stanley said. Despite January's figures, Fitch believes that Macau's casino sector will slow in 2018, with growth dropping from 19 per cent in 2017 to around 11 per cent this year.

Fitch believes that Sands is best positioned to take advantage of the shift towards mass gaming due to its exposure on Cotai.

Fitch said: "Mass as a whole will comprise nearly half of total GGR, up from roughly a third during the market's prior peak. This is a positive for the market as the mass segment is more stable and remains underpenetrated in the Asia-Pacific region. In the longer term, as the center of gravity shifts to Cotai and Macau becomes more mass-market oriented, Fitch believes that Las Vegas Sands, with heavy exposure to Cotai, is best positioned for long-term growth. LVS' upgrade of Parisian's hotel product, build out of Four Seasons and St Regis suites and US\$1.1bn conversion of Sands Cotai Central into the Londoner support this view."

Casino Sale Still on the Horizon for SkyCity

New Zealand-born casino group SkyCity Entertainment Group said it could still offload its Darwin casino in Australia's Northern Territory despite expecting its performance to improve in the second half of the financial year.

"We are continuing to evaluate a range of options for our Darwin property as part of a strategic review which commenced in July 2017 following the impairment of the book value for the property," SkyCity said in a statement.

"A full or partial sale of our interest in the property remains a possibility at the right price. But there is no urgent time pressure given that the property is profitable and cash generative, particularly with the recent stabilisation and slightly improved performance."

SkyCity generates most of its revenue from its Auckland casino but also operates casinos in Hamilton, Queenstown, Darwin and Adelaide.

In its latest financial results for the six months to 31 December 2017, it saw its normalised net profit after tax (NPAT) was \$90.3m up 7.9 per cent on the previous corresponding period, normalised earnings before interest,

depreciation and amortisation (EBITDA) up 4.1 per cent to \$175.8m and normalised revenue up 3.6 per cent to \$545m. Reported NPAT was up 11.6 per cent to \$93.5m on the previous corresponding period due to a favourable win rate on International Business (1.55 per cent) relative to the theoretical win rate (1.35 per cent). Reported EBITDA was up 6.8 per cent to \$180.6m and reported revenue up four per cent to \$554.7m.

Graeme Stephens, CEO Graeme Stephens, CEO, said: "SkyCity's FY18 interim results deliver growth on the prior year and are largely in-line with our expectations and previous market guidance. We continue to make progress on our current strategic initiatives and the significant developments underway in Auckland and Adelaide position the company for earnings growth and creation of shareholder value over the medium-term.

"Despite ongoing disruption from capital works in Auckland and Adelaide and a slightly less favourable New Zealand economic environment, we remain confident we can continue to deliver growth from our existing assets as well as the new projects," he added.



Nepal

Tiger Palace best quarter since IPO in August '16

Nepal operator Silver Heritage Group said revenues at its Tiger Palace Resort in Bhairahawa 'surpassed the previous quarter in producing the strongest quarterly sales revenue since the company's Initial Public Offering in August 2016.'

Total unaudited sales revenue for the fourth quarter of 2017 came in at US\$5.44m, up from US\$4.76m for the third quarter, US\$4.09 m in the second quarter and US\$3.97m in the first quarter.

Tiger Palace Resort Bhairahawa, Nepal Tiger Palace Resort Bhairahawa hotel operations on 20 September 2017 and commenced gaming operations on 28 December 2017, the same day the casino license was issued. The first major event this year was held on Friday, 26 January 2018, the India Republic Day holiday. The casino had visitation of over 660 patrons and over 120 guests stayed at the hotel that night. Participation in the event was ahead of management's expectations, with the casino receiving over 50 per cent more customers than the New Years Eve event. The company plans to hold the Tiger Palace Grand Opening celebration event on 16 March 2018 at Tiger Palace.

Macau

Global Gaming Expo (G2E) Asia, the must-attend marketplace for the Asian gaming-entertainment industry, returns this May to deliver a three-day showcase of leading-edge products, services and technologies. Its upcoming 12th edition – for which 95 per cent of show space has already been booked – is set to return to Macau, the heart of Asian gaming. Widely renowned as one of the world's fastest-growing gaming regions, Macau recently marked its 17th consecutive month of year-on-year gaming revenue growth this past December. The region's 2017 accumulated gross gaming revenue currently stands at MOP265.74bn (US\$33.02bn), at a staggering MOP43bn (US\$5.34bn) annual increase. G2E Asia 2018 will feature four key industry segments across sprawling and interactive event halls that boast a remarkable 30 per cent increase in size.

Impact in Bratislava felt across the Slovakian gaming market



THE BIGGEST CHANGE IN THE HISTORY OF THE GAMING INDUSTRY IN SLOVAKIA

The Association of Entertainment and Gambling (AZAH) is awaiting the court decision, which could void the ban, in which case AZAH's members may require damages from the city. Whether they will demand compensation and to what degree depends on when the court decides.

The AZAH considers this the biggest regulatory measure in the history of gambling business in Slovakia. About one third of venues with slot machines in Slovakia are pubs, to which the new ban applies.

The association has ostensibly agreed with this regulation.

"Slot machines should be concentrated in venues designed for this purpose, i.e. gambling houses and casinos," an AZAH representative. But the association is not able to estimate the number of gambling venues that closed from the beginning of 2018. Only the following months will show whether it would be efficient for operators to move and concentrate slot machines in order to meet the requirement of the law.

"One should also realise that levies have increased as well – to €5,500 per machine annually. As of January 1, 2018, 127 venues turned off their slot machines. There have remained about 150 gambling houses which need to reorganise themselves."

In 2017, the Slovakian capital, Bratislava, instigated a city-wide ban on gambling, forcing the closure of gaming halls and the reduction of machine numbers across the city. Gaming still existing in certain locations, though there's mounting pressure in the country to reduce the numbers further

The start of 2018 has seen a dramatic fall in the number of venues in which people can gamble in Bratislava. The gambling ban, which has been slow in its roll-out across the city, was adopted by city councillors in March 2017, though the measure only came into force in May 2017. The reason for the delay in the complete ban taking affect is due to the time period in which the last remaining casino and gaming hall licences will finally expire – the last one expected to close in 2021, when Kasíno Banco's licence, in the Crowne Plaza at Hodžovo Square, will expire.

In 2016, the city council estimated the number of gambling houses, pubs and other venues where people can gamble at about 300, of which 164 were gambling halls and casinos. Gambling licenses granted by the city council terminated at the end of 2017, with the remained venues operating on licenses granted by the Finance Ministry. Players can still play bingo, bet on horses or sports clubs, play the lottery, or visit gambling houses and casinos. However, the city cannot check the adherence to either its ban or the nationwide regulation, since from the start of 2018 only tax offices, customs offices and the Financial Directorate hold this power.

The absolute ban on gambling in Bratislava is not yet definitive since the Regional Prosecutor's Office in Bratislava challenged it in court. It does not protest the ban itself, but the way in which it was adopted.

The city councillors adopted the ban at the second attempt. The first in February 2017 failed when not enough councillors raised their hands. The voting itself was initiated by a petition requiring a ban on gambling in the city signed by about 130,000 citizens.

However, the prosecutor's office claims that a repeated vote on the same proposal based on the

same petition is unlawful. The city council sees the petition and the voting as two separate issues and insists the ban is legal.

It perceives the step by the prosecutor's office as not respecting the decision of a majority of the city councillors as well as the will of 130,000 citizens, according to Zuzana Onufer, Bratislava city council's spokesperson.

The Association of Entertainment and Gambling (AZAH) is awaiting the court decision, which could void the ban, in which case AZAH's members may require damages from the city. Whether they will demand compensation and to what degree depends on when the court decides.

COUNTRYWIDE SINGLE SITE BAN

Since the start of 2018 in Slovakia regulation has been in force whose aim is to remove slot machines and similar devices from pubs, bars, restaurants and other similar venues. This regulation is part of an amendment to the law on gambling adopted in 2016 and which came into force as of January 1, 2017.

The new regulation stipulates that slot machines can be only in gambling houses. In addition, while in the past it was enough to have at least five machines in order for a venue to be classified as a gambling house, from the beginning of 2018 this number increased to a minimum of 12.

"The adopted measures have significantly tightened conditions for the provision of gambling and fundamentally reduced the number of venues with gambling," said Radko Kuruc, state secretary of the Finance Ministry. "This has limited their availability. I simultaneously believe that these steps will lead to a decline in the number of slot machines in Slovakia."



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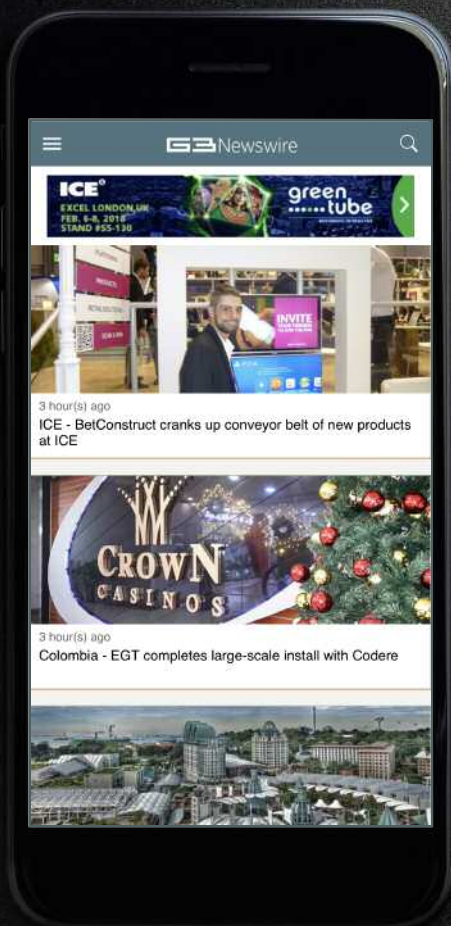
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Relocating Cannes 3.14 is the key to Partouche's performance



Overall, GGR for Partouche was up 0.5 per cent in 2017 taking its total to €638.8 m. Current operating income amounted to € 36.4m, down € 4.9m, attributable to four establishments (the casinos of Aix-en-Provence and PleinAir in La Ciotat, the hotel 3.14 in Cannes and the Parisian restaurant Laurent) whose openings or relocations brought a dent of €6.1m to the company's operating income.

Seven months after the relocation, Mr. Emsalem described the first financial indicators for the new venue as being 'very positive and encouraging.'

The proof was in the soufflé for French casino operator Partouche who, having recorded strong growth over the last year with income up by € 45.5m, revenue up and operating profit doubling, could now point to the success of two headline grabbing relocations last year as being pivotal to its success.

2017 saw investments made totalling €67.2m. These included the completion of La Ciotat's PleinAir casino and the facilities for the casino within the 3.14 hotel in Cannes.

Perhaps its biggest gamble of 2017 was in closing the door on an absolute legend in Palm Beach Cannes, accepting its halcyonic days we're over and throwing it straight into the competition of Croisette for the younger, yet more discerning leisure spend.

Too far from the city center, difficult to access in summer due to traffic, isolated in winter, the Palm Beach no longer met the wishes of customers. By deciding to transfer the gaming establishment in the center of Cannes, a few meters from the Croisette, the Partouche group was not afraid to meet the competition head-on with the casino Les Princes being a little more than 200 meters and the Cannes Croisette at one kilometer.

The casino's interior design was entrusted to Alexandra Ellena, who had already worked on the hotel 3.14, in a Feng-Shui style, for its opening in 2004.

For the casino, Alexandra Ellena was inspired by

Rudyard Kipling's Jungle Book, creating a chic and refined ambience, full of surprises such as a plant pathway to the ceiling, made up of almost a million feathers. Wood is ubiquitous, in various forms or furniture, such as restaurant tables made of New Zealand kauri, a thousand-year-old wood. On the ground floor, which offers 75 slot machines and electronic roulette terminals, a scenographer artist created an old garden atmosphere around the canopy, revisited by more contemporary codes. A canopy that is open most of the time, unless it rains of course. Part of the slot machines, those intended primarily for smokers, are housed out here in the open air.

In the summer months, just before the Cannes Film Festival, the terrace roof area welcomed a bar-lounge area, a terrace with traditional games tables, a renowned Lebanese restaurant, a poker room and an entertainment's which was put to good use every night. The view is unique and 360-degree panoramic, from the hills of California to the sea.

The poker room is reserved for very big players, with tables hosting Texas hold'em and Omaha 4 high. However, it is also possible to play English Roulette, Black Jack and various forms of casino poker on the terrace.



The 30 traditional game tables are not only divided between the ground floor and the roof. The first floor is home to exceptional private lounges, in a very cozy atmosphere, far from the sounds of the Croisette, everything is done to focus on only the game and nothing else.

The most astonishing and spectacular room has been designed by Patrick Partouche himself, with a lounge with a private Black Jack table, a poker table and a room equipped with the latest technological innovations. This suite is of course reserved for the ultra VIP guest regularly welcomed the French Riviera.

This notion of customer service is at its peak. It reflects the desire of 80 employees, plus another 100 for the summer season. Grégory Emsalem, General Manager of 3.14 Casino says his team is 'at the ultimate service of the customer.' "It's a true family spirit that reigns here," he explained. "We do not coach people, we accompany them."

Seven months after the relocation, Mr. Emsalem described the first financial indicators for the new venue as being 'very positive and encouraging.'

"Last summer, we exceeded the results of the Palm Beach, in attendance and in terms of revenues for the games," he explained.

Casino 3.14 generated a GGR of €13,550,439, marking a hugely welcome increase of 21.53 per

cent over the year earlier figures from Palm Beach. Traditional and electronic table games accounted for 57.75 per cent of total GGR, up from 50 per cent a year earlier. The venue is targeting a highly volatile player. This year's black jack revenue were down spectacularly by €518,000. Big bets and big players bring fluctuations after all.

Overall, GGR for Partouche was up 0.5 per cent in 2017 taking its total to €638.8 m. Current operating income amounted to € 36.4m, down € 4.9m, attributable to four establishments (the casinos of Aix-en-Provence and PleinAir in La Ciotat, the hotel 3.14 in Cannes and the Parisian restaurant Laurent) whose openings or relocations brought a dent of €6.1m to the company's operating income.

The 2018 financial year will see the continuation of the renovation of its casino estate this time in Pornic in the Loire-Atlantique region, where the new casino should be delivered in October. Work is expected to finalised on the casino Aix-en-Provence by the end of the year with developments also planned in Royat, Dieppe, La Roche-Posay, Hyeres and Saint-Amand-Les-Eaux.

Fabrice Paire, CEO of the group, said that 2017 had already been 'a pivotal year for the transformation of some institutions.'

"By the end of 2018, we will have a third of

Casino 3.14 generated a GGR of €13,550,439, marking a hugely welcome increase of 21.53 per cent over the year earlier figures from Palm Beach. Traditional and electronic table games accounted for 57.75 per cent of total GGR, up from 50 per cent a year earlier. The venue is targeting a highly volatile player. This year's black jack revenue were down by €518,000

establishments with an external offer," said Fabrice Paire. "Fundamentally, whatever the region is, it is a real demand from customers. So when you build a new casino, you integrate terraces; and on already existing buildings, we try to integrate even small ones. Thus, in Berck-sur-Mer, even if we say that there is not the most radiant climate, we will make a terrace that will meet a demand, even temporary in the year. La Roche-Posay or Andernos will also have terraces created on building extensions. In Pornic, we will install one taking into account the climatic constraints and rainfall, with a roof, but open frontage, while in Palavas-les-Flots, the terrace will satisfy about fifteen customers who can to play while smoking: it is a plus, there is this expectation, even when it is cold."

Casinos Austria partners with Universo Bomosa in Andorra



Sergi Penedès,
Director, Bomosa Foundation

Director of the Bomosa Foundation, Sergi Penedès, explained that the goal is to bring tourists during the months that tend to be weaker in terms of tourist numbers such as April, May, June, September, October and November. Penedès added: "We want it to be more than a casino: a space for everyone." Bomosa highlighted the fact that the casino would provide a huge boost to the economy and would attract between 360,000 and 400,000 visitors



Casinos Austria International is teaming up with local Andorran company Universo Bomosa to put forward three proposals for the casino licence in Andorra

Exploring the three proposals put forward by Casinos Austria International; in terms of investment the largest is a casino located in El Clot d'Emprivat, where the company would make use of an architectural project already under development. Investment would be €17.9m as the company proposes the creation of a 3,952sq.m gaming space, with income projected to be €30.4m from a complex that would generate 234 jobs.

Almost €20m would be created by the gaming business while an additional €10.8m would result from other activities, which the complex would run in tandem with the casino. The complex would be operational 21 months after the licence is granted, according to the company.

The second proposal sees an investment budget of €13.3m planned for the the spa resort of Caldea in Escaldes-Engordany. The project would create 197 jobs, while income is forecast at €23.4m, of which €14.8m would be derived from the gaming business. The casino would be operational in 11 months from the granting of the licence. Eleven months is also the proposed deadline for the third casino proposal, which would be located in the Andorra la Vella Congress Centre. The company would invest €14.4m in the project, employ 197 people and forecasts that the complex would generate €24.5m if approved.

CAI's partner, Bomosa, highlighted the fact that the casino would provide a huge boost to the economy and would attract between 360,000 and 400,000 visitors a year. The economic impact in the country of the entire centre project could reach as much as €51.7m. The company said that should it win the licence that within the next few years it would be able to allocate a significant part of the profits, €3m, to socially responsible actions that will go back into the

country. The company was founded by Andorran businessman Turi Mora in 2004 and is committed to sustainable development. The company has created more than 10 companies and has allocated more than €1.2m to philanthropic projects. Director of the Bomosa Foundation, Sergi Penedès, explained that the goal is to bring tourists during the weaker months of the year, such as April, May, June, September, October and November. Penedès added that: "we want it to be more than a casino: it should be a space for everyone."

Each of the casinos would provide a meeting place for tourists and locals alike and would offer a number of different entertainment options including live music, fairs, arts, conferences and gastronomy, which would all merge into a single space. Small-designated spaces for smokers are foreseen while 'responsible gaming' would also be a priority for the company in line with Casinos Austria International policies when it comes to detecting and controlling gambling addiction amongst visitors to its casinos. Casinos Austria would also put in place a number of strict measures to prevent money laundering.

In 2013, the government first gave the go-ahead to a single casino licence. Casinos had until then been banned from the Catalan-speaking country, which operates as a tax haven. In January 2015, the legislative committee of Andorra completed the draft of a bill that paved the way for a land-based casino and online gaming in the tiny Pyrenees country, located on the border between France and Spain.

The Minister of the Presidency, Antoni Riberaigua, said at the time that the opening of the gambling market in Andorra would be achieved gradually and expressed his hope that the addition of a casino would boost tourism to

the principality, which has over 10m visitors each year. The deadline to submit offers to manage the single Andorran casino ended October 31, 2017 and the bidding process is being organised by the Andorran Gaming Control Board (CRAI).

The licence is being hotly contested. Nine business groups have presented 13 potential projects in 13 different locations with eight proposals in Escaldes-Engordany and five in Andorra la Vella. The most popular location is Caldea, with a total of five options, while three companies have submitted an offer to locate it in different areas of Clot d'Emprivat, two have chosen the Andorra la Vella Congress Center, two more Avenida Meritxell and one behind Prat de la Creu street.

Spanish group Cirsa has presented a plan to locate the casino in a plot of the Clot d'Emprivat, near Illa Carlemany, and a second in Caldea. French operator Barrière wants to develop a casino on the ground at the top of Avenida Meritxell, opposite the Pyrenées. The Raineau group, has developed its blueprint for a casino in the Congress Center. Andorran Games SA and Bingo Star's has presented two locations: Caldea, and a newly built building in the old 'skate park' of Prat de la Creu street.

The Cierco group has teamed up with French operator Partouche to build the casino in the old hotel Sàlvia of Avinguda Meritxell of Andorra la Vella.

Malaysian casino group Genting and the real estate group ARC Resorts have pinpointed a plot of land at Clot d'Emprivat whilst Russian company Mercury, and the French group PVG, which manages several mountain hotels and a casino in the Alps, have put forward a single location in Caldea.

Tabcorp's revenues boosted by Tatts' A\$176m contribution

Insight

AUSTRALIA
Tabcorp Annual Results



David Attenborough,
Managing Director and CEO,
Tabcorp

"Our core businesses – TAB, Media, Gaming Services and Keno – are in good shape. However, there were some discrete parts of the Group that underperformed during the year, namely Luxbet, Trackside and Sun Bets. We have clear plans to improve performance across all of these areas in FY18. In Wagering and Media, the key performance metrics in our core TAB business were strong with digital turnover growth of 13.9 per cent and fixed odds revenue growth of 15 per cent."

Completing its acquisition of rival Tatts Group, last year saw Australian betting giant Tabcorp generate an 18.7 per cent increase in revenue for the six months to December 31, 2017 to AU\$1.38bn. However, it wasn't all plain sailing...

The Tatts Group brought in around AU\$176.3m in revenue for the 18 days of integration from 14 December 2017. Overall, Tabcorp reported a net loss after income tax for the 2017 financial year of \$20.8m. This year's result was adversely impacted by items after tax of \$199.7m. The Group made investments in acquiring Inteq, establishing Sun Bets, and progressing the combination with Tatts Group, which are expected to complete by the end of the year. The Group also strengthened its risk management and regulatory compliance capability, which is scalable in the context of the proposed combination with Tatts Group. These are significant initiatives undertaken to better position Tabcorp to deliver sustainable growth. At the same time, Tabcorp accelerated its digital investment in our Wagering and Media and Keno businesses, while Gaming Services continued to expand geographically. The increase in operating expenses was driven by the acquisition of Inteq.

Chairman Paula Dwyer said: "FY17 was a strategically important year for Tabcorp. Going into FY18 Tabcorp is better positioned to deliver long-term value for our shareholders and business partners. In October 2016, we reached agreement with Tatts Group to combine our two businesses to create a world-class diversified gambling entertainment business. The Boards of both companies expect the combination to deliver material benefits, not only for Tabcorp and Tatts shareholders, but for our stakeholders including the racing industry, business partners, employees, customers and governments. We are continuing to make good progress on the relevant regulatory and industry approvals and are aiming to complete the transaction by the

end of 2017. We have continued to accelerate the digital transformation of all our businesses.

"Our long-term strategy of investing in digital capability to complement our retail footprint and drive growth has allowed us to remain relevant and competitive in the dynamic wagering category. During the year we also introduced a new digital presence for Keno to keep it fresh and relevant to today's consumers. In August 2016, we launched our UK start-up business, Sun Bets in partnership with News UK. The strategic intent of Sun Bets is to gain a position in the attractive UK online wagering and gaming market, using the powerful News "Sun" brand, while developing and building a wagering and gaming platform that Tabcorp can replicate in new growth markets in the future. The initial performance of Sun Bets has reminded us of the challenges of start-ups. As a consequence we have reviewed its operating model, capability and financial plans and have undertaken a range of initiatives to maximise the prospects of success in FY18 and beyond."

David Attenborough, managing Director and CEO, added: "Our core businesses – TAB, Media, Gaming Services and Keno – are in good shape. However, there were some discrete parts of the Group that underperformed during the year, namely Luxbet, Trackside and Sun Bets. We have clear plans to improve performance across all of these areas in FY18. In Wagering and Media, the key performance metrics in our core TAB business were strong with digital turnover growth of 13.9 per cent and fixed odds revenue growth of 15 per cent. Across all of our businesses, we made good progress towards harnessing the power of our integrated digital

and retail platforms. In Wagering and Media, we launched a digital commissions model for our retail partners. This enables venues to benefit from ongoing commissions from customers that they sign up to a TAB account, as well as on bets that customers place in their venue through TAB's digital channels. The initiative is significant as it aligns our venue partners with our digital growth strategy.

"We also launched new and innovative products such as Quaddie Cash Out and Check and Collect, which differentiate us in a competitive market. We continued to ensure the appeal of our Sky Media channels, securing key media rights in Western Australia and South Australia. Performance in our UK start-up Sun Bets was disappointing. We have taken steps to reset its leadership and operations to drive improved performance in FY18, and the business is focused on customer acquisition and product development.

"In Gaming Services, we progressed the geographic expansion of TGS, which substantially expanded its NSW presence with a five-year deal with Panthers Group covering four venues. TGS now has 10,650 electronic gaming machines under contract. Gaming Services also benefited from the acquisition of Inteq, a complementary business in the sector. Keno continued its recent transformation with Queensland joining in the pooling of jackpots between NSW, Victoria and the ACT. This creates bigger, faster building Keno jackpot pools and a more appealing customer offer. In addition, we launched the new Mega Millions game in NSW and the ACT and went live with an in-venue digital play offer in more than 200 NSW clubs."

The relevance of EUROMAT in a shifting gaming marketplace



EUROMAT Summit 2018

Monte-Carlo Bay Hotel & Resort
June 4-6, 2018

The European Gaming and Amusement Federation (EUROMAT) has confirmed that its annual summit will take place June 4-6, in Monaco at the Monte Carlo Bay Hotel & Resort. As the body representing the views of the low-stakes gaming and amusements industries to European institutions, EUROMAT has designed the new-format summit to enable operators, regulators and manufacturers to exchange information in a relaxed and informal setting.

In addition to a full-day focusing on pan-European developments in social responsibility, the event will address developments in regulation and the impact of new technologies as well as also exploring the possibilities for the market place of the future.

"Currently Redemption games are outside French law and not permitted, with the exception of within fairgrounds. A group of French operators, concerned about the lack of rationale for this law approached EUROMAT for advice. EUROMAT has advised on the formation of a trade association, AFOR, which recently had its inaugural meeting. EUROMAT is now advising AFOR on the process for conducting empirical research and representing its case to the Government. I'm pleased to report that AFOR is already gaining considerable traction."

Ahead of the forthcoming EUROMAT Summit, to be held in June in Monaco, President of EUROMAT, Jason Frost, discusses the role of the association and his part in promoting the exchange of knowledge and expertise across border

EUROMAT President Jason Frost is a firm believer in the power of a combined voice and the success it can bring. Born into a family of amusement parks and arcade operators, Jason was immersed in the business from a young age. "Apart from a seven year spell managing casinos on cruise ships, my entire career has been spent operating FECs and, latterly, AGCs," explains Jason

After his time in casinos, Jason returned to the UK, and began operating his own arcade in 2003. A decision to specialise in AGC operation saw the purchase of two AGCs, located in Devon and Cornwall.

Understanding the importance of staying in touch with fellow operators, Jason joined bacta in 2003. "My father was a member of bacta and my grandfather a founding member so I was already well aware of the advice and support available to businesses such as ours. I also realised that as with most things in life, you only get out what you put in," reveals Jason

Jason became very active in the Association, occupying several roles in the organisation including Regional Chairman and Chairman of Division 3, representing Adult gaming Centres.

In 2015 Jason Frost was voted in as bacta President for a two year term. Jason reveals: "It was a very busy time; bacta had also just appointed new CEO and we were engaged in the Association's largest-ever campaign, against the damage being done to our industry by the Government's unfair approach to Fixed Odds Betting Terminals.

Founded in 1979, EUROMAT is the voice of the land-based gaming and amusements industries within Europe. The Association's membership comprises 14 national member associations representing 11 European countries, and a small number of corporate members.

Jason explains EUROMAT's role: "Our industry employs more than 250,000 people across Europe. It's highly regulated and, as governments awaken to its revenue potential, very highly taxed. EUROMAT's function is to engage with the European Union and other pan-European bodies to discuss its members views on gaming related public policy issues."

Jason is keen to dispel any illusion that this is somewhat rarefied: "Individual countries will have their own industry trade associations but EUROMAT is the only organisation working to promote the exchange of knowledge and expertise across borders, as well as representing its members in the EU Parliament, with the Euromat offices seated firmly in Brussels.

"A great example of how we can assist in individual markets can be found in France. Currently Redemption games are outside French law and not permitted, with the exception of within fairgrounds. A group of French operators, concerned about the lack of rationale for this law approached EUROMAT for advice. They were keen to promote the economic and social benefits of creating FECs, believing that there was a real appetite for this style of family entertainment within the country. EUROMAT has advised on the formation of a trade association, AFOR, which recently had its inaugural meeting. EUROMAT is now advising AFOR on the process for conducting empirical research and representing its case to the Government. I'm pleased to report that AFOR is already gaining considerable traction," informs Jason.

On 4-6th June, EUROMAT will be holding its fourth Annual Summit, designed to draw together regulators, academics, national trade associations, gaming lawyers, business groups, operators, distributors and manufacturers.

The summit has a diverse agenda reflecting a fresh outward-looking approach. Delegates will be presented with a regulatory overview, including the opportunity to chat with regulators.

Social Responsibility remains core with a full day of sessions including Self-Exclusion, Technology, Problem Gambling and Social Responsibility Across Different Gaming Channels.

New payment technologies will be explored in detail and, for the first time, amusements will be included, with a particular focus on Redemption. There will also be sessions exploring the player experience and the marketplace of the future.

"To see the industry coming together to fight for one cause made a deep impression on me; it confirmed my belief that there are certain issues that can never be tackled alone by individuals, but that a well-informed, well-organised and cohesive group can have a real impact on the regulatory environment."

Two years later and elected as President of The European Gaming and Amusement Federation (EUROMAT), Jason is committed to bringing the benefits of this inclusive philosophy to operators across Europe: "I felt that if I just returned to my day job, the huge experience I'd gained at bacta would go to waste," he confides.

Insight

EUROMAT

President – Jason Frost

"We've managed to attract some of the most influential and forward-thinking individuals from within the industry and I'm sure the new broader base will appeal to a wider cross-section of the industry. EUROMAT doesn't exist to tell people what to do – we're here to correlate best practice and to achieve this we need the input of more manufacturers and operators. I urge them to attend the summit and to then consider taking out corporate membership; the benefits can be considerable."

WHO ARE BACTA?

bacta was formed in 1974. With foundations laid in the late 19th Century, it now forms the largest Trade Association in the Gaming arena and is the only Association to represent the Amusement Industry in Great Britain. Currently bacta represents the interests of over 500 companies and over 1,000 individuals.

WHO ARE EUROMAT?

The European Gaming and Amusement Federation (EUROMAT) is the voice of the land-based gaming entertainment industry in Europe. EUROMAT campaigns for a better and fair business environment for the land-based gaming entertainment sector in Europe.

EUROMAT instigates dialogue with the European Union and other pan-European bodies to discuss gaming related public policy issues. It represents its members' views on all European policy that might affect the legal, commercial and technical aspects of the business to guarantee the best possible future for the sector. It also provides accurate information on the gaming sector to citizens, European media and national administration and supports its members in their efforts to promote socially responsible practice.



Jason is justifiably proud of the agenda: "We've managed to attract some of the most influential and forward-thinking individuals from within the industry and I'm sure the new broader base will appeal to a wider cross-section of the industry. EUROMAT doesn't exist to tell people what to do – we're here to correlate best practice and to achieve this we need the input of more manufacturers and operators. I urge them to attend the summit and to then consider taking out corporate membership; the benefits can be considerable," he advises.

For those still considering whether to attend the summit, Jason is hoping that the event's location might just be a contributory factor. The venue will be the stunning Monte Carlo Bay Hotel & Resort, conveniently located in the heart of Monte Carlo and situated in spectacular landscaped gardens.

"The location is superb and will be perfect for both the formal sessions and also the informal networking that is sure to take place. This year we've also enhanced the social side of the summit, with drinks receptions, relaxed lunches and a Gala Dinner at an iconic venue," reveals Jason.

"On a personal level, I'm really looking forward to welcoming delegates, particularly those attending for the first-time, to this stunning location and to an event which will be the most comprehensive and inclusive in the European gaming and amusements calendar," confides Jason.

And of the Day Job? Jason is adamant: "I love operating; it's in my blood and will add an important dimension to my work at EUROMAT. I think it's fair to say that it will ensure that I keep it real!"



MEMBER PROFILE

Company / Fantini Research

Web address / www.FantiniResearch.com

AGEM Membership level / Associate member

Description / Fantini Research is a publishing, research and consulting firm serving principally C-level executives of casino and gaming supplier and technology companies, institutional investors and professionals serving the industry such as attorneys, CPAs and architects. The Fantini's Gaming Report is the most comprehensive report covering the global gaming industry from a business and investment perspective.

Additional Fantini Research publications include: the monthly National Revenue Report; the weekly Public Policy Review; the co-published EILERS-FANTINI Quarterly Slot Survey, the largest and most authoritative survey of gaming equipment trends and purchasing intentions; summaries of conference calls from publicly-listed companies for mid and upper-tier clients, typically within an hour of the call's end; additional proprietary research and consulting services.

New products for 2018 / Fantini recently launched Fantini's Gaming Show, a virtual trade show where exhibitors can display products and services 24/7/365 in a cost-effective manner. The web address is: www.FantinisGamingShow.com. Fantini has also expanded coverage of the Public Policy Review which covers legislative, legal and regulatory events affecting gaming. The service includes an online legislative tracker so clients can monitor gaming legislation on their own and at any time in all 50 states and Congress.

Coming this year is an expansion of the National Revenue Report to include Canada, tribal gaming where data is available, and revenues beyond casinos, such as slot routes and card rooms. Fantini will also be broadening international coverage focusing on gaming expansion.

Forthcoming events / This spring, Fantini representatives will be attending conferences of the National Indian Gaming Association, International Masters of Gaming Law, International Association of Gaming Advisors and G2E Asia.

MEMBERSHIP NEWS

AGEM Key Board of Directors Actions

- AGEM recently approved an update to its Bylaws that govern the organization. The original Bylaws were established when AGEM was formed in 2000 and had been updated only once since. The latest changes bring the Bylaws up to date and streamline the terminology. A motion was carried and agreed with the new Bylaws coming into practice immediately.
- The appointment of the new Nevada Gaming Control Board Chairman, State Senator Becky Harris, was announced in January. Senator Harris is the first female chair of the regulatory board and has worked with AGEM in her previous role as Treasurer for the National Council of Legislators from Gaming States. She has agreed to meet the members and present a general outline of her priorities at the March or April Board Meeting.
- SEGOB, the Mexico Secretariat of the Interior concerned with the country's internal affairs, including the presentation of the president's bills to Congress, recently announced a new Director, Eduardo Cayetano Cacho Silva. AGEM has enjoyed a good working relationship over the past few years with the outgoing SEGOB director, Luis Felipe Cangas Hernández, and hopes this will continue through the work of AGEM's Mexico Committee.
- AGEM members approved a host of funding to worthwhile events at the recent February meeting. A \$6,500 sponsorship was approved for the Nevada State Conference on Problem Gambling, being held May 3-4, in Las Vegas. The conference promotes awareness and education, attracting addiction and mental health professionals and interested stakeholder groups. International Association of Gaming Advisors (IAGA) International Gaming Summit, May 14-16, Macau, was approved for sponsorship of \$5,000, and East Coast Gaming Congress, June 13-14, Atlantic City received a \$6,000 in sponsorship.
- Four new members were voted in to AGEM recently: Bronze member, RCT Gaming based in Mexico City, provides hardware and software for video, bingo machines and slots. Associate members include, E4 Gaming based in Mexico City provides gaming products and services; Gaming Specialized Logistics, based in Las Vegas provides management of goods and materials for OEM gaming businesses and Millennial Esports, based in Toronto, provides content for online and offline gaming channels. The membership total now stands at 168, an all-time high.

Events and Activities

- In line with AGEM's support of educational initiatives, members approved a sponsorship of \$2,500 for the UNLV Gaming & Hospitality Education Series. Starting in March, the monthly half-day episodes will cover different aspects of one topic, such as Non-Gaming Revenue, Data Analytics, eSports & Sports Betting and Payment Solutions, among others. Speakers and participants at the series will be the leading experts in their fields, providing information for all attendees, who will receive a certificate of accomplishment from UNLV upon completion of the six-series sessions.

AGEM INDEX

The AGEM Index experienced significant gains for the fifth month in a row during January 2018. The composite index closed the month at 540.24 points, a gain of 23.45 points or 4.54 per cent, when compared to December 2017. The AGEM Index reported a year-over-year increase for the 28th consecutive month and has climbed 232.10 points, or 75.32 per cent, since November 2016. During the latest period, six of the 12 global gaming equipment manufacturers reported month-to-month increases in stock price. Six manufacturers reported decreases in stock price during the month, with three manufacturers posting double-digit increases or declines.

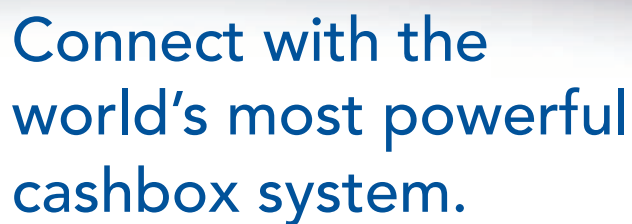
AGEM	Exchange: Symbol (Currency)	Stock Price At Month End			Percent Change		Index Contribution
		Jan-18	Dec-17	Jan-17	Prior Period	Prior Year	
Agilisys	Nasdaq: AGYS (US\$)	12.00	12.28	9.73	(2.28) ↓	23.33 ↑	(0.09)
Ainsworth Game Technology	ASX: AGI (AU\$)	2.11	2.16	1.75	(2.31) ↓	20.57 ↑	0.06
Aristocrat Leisure Limited	ASX: ALL (AU\$)	23.90	23.70	15.03	0.84 ↑	59.02 ↑	6.78
Astro Corp.	Taiwan: 3064 (NT\$)	12.00	13.50	25.60	(11.11) ↓	(53.13) ↓	(0.04)
Crane Co.	NYSE: CR (US\$)	99.94	89.22	71.08	12.02 ↑	40.59 ↑	9.78
Everi Holdings Inc.	NYSE: EVRI (US\$)	7.74	7.54	2.95	2.65 ↑	162.37 ↑	0.19
Galaxy Gaming Inc.	OTCMKTS: GLXZ (US\$)	1.13	1.20	0.60	(5.83) ↓	88.33 ↑	(0.04)
Gaming Partners International	Nasdaq: GPIC (US\$)	10.17	11.24	11.88	(9.52) ↓	(14.39) ↓	(0.11)
International Game Technology PLC	NYSE: IGT (US\$)	29.07	26.51	25.64	9.66 ↑	13.37 ↑	7.80
Konami Corp.	TYO: 9766 (¥)	6,240	6,200	4,520	0.65 ↑	38.05 ↑	4.11
Scientific Games Corporation	Nasdaq: SGMS (US\$)	46.85	51.30	17.00	(9.06) ↓	174.41 ↑	(5.20)
Transact Technologies	Nasdaq: TACT (US\$)	15.00	13.25	6.90	13.21 ↑	117.39 ↑	0.20
Change in Index Value							23.45
AGEM Index Value: December 2017							516.79
AGEM Index Value: January 2018							540.24

www.AGEM.org

The AGEM Index is published monthly by Association of Gaming Equipment Manufacturers (AGEM) and Applied Analysis | Copyright © 2018



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.



By incorporating EASITRAX™ into your property,
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PROTECTING THE MARKET

Changes to the regulations in Poland in April 2017 saw a ban imposed on non-national online betting operators offering services to Polish players.

The result of the changes saw an exodus of international operators from the market ahead of the deadline. Players, could no longer bet on the results of, for example, the Polish national team at bet365. And this was the second largest service in the country. Sportingbet also immediately said goodbye to Poland. In April, smaller websites ceased to operate, including betano, Rivalo, Comeon, Doxxbet, Pinnacle, RedBer and 888sport.

A lack of competition in the market has positively impacted upon the results of Poland-based bookmakers. Their turnover has almost doubled in six months, despite a comparatively steep tax rate of 12 per cent. The state treasury has also been enriched by PLN396m.

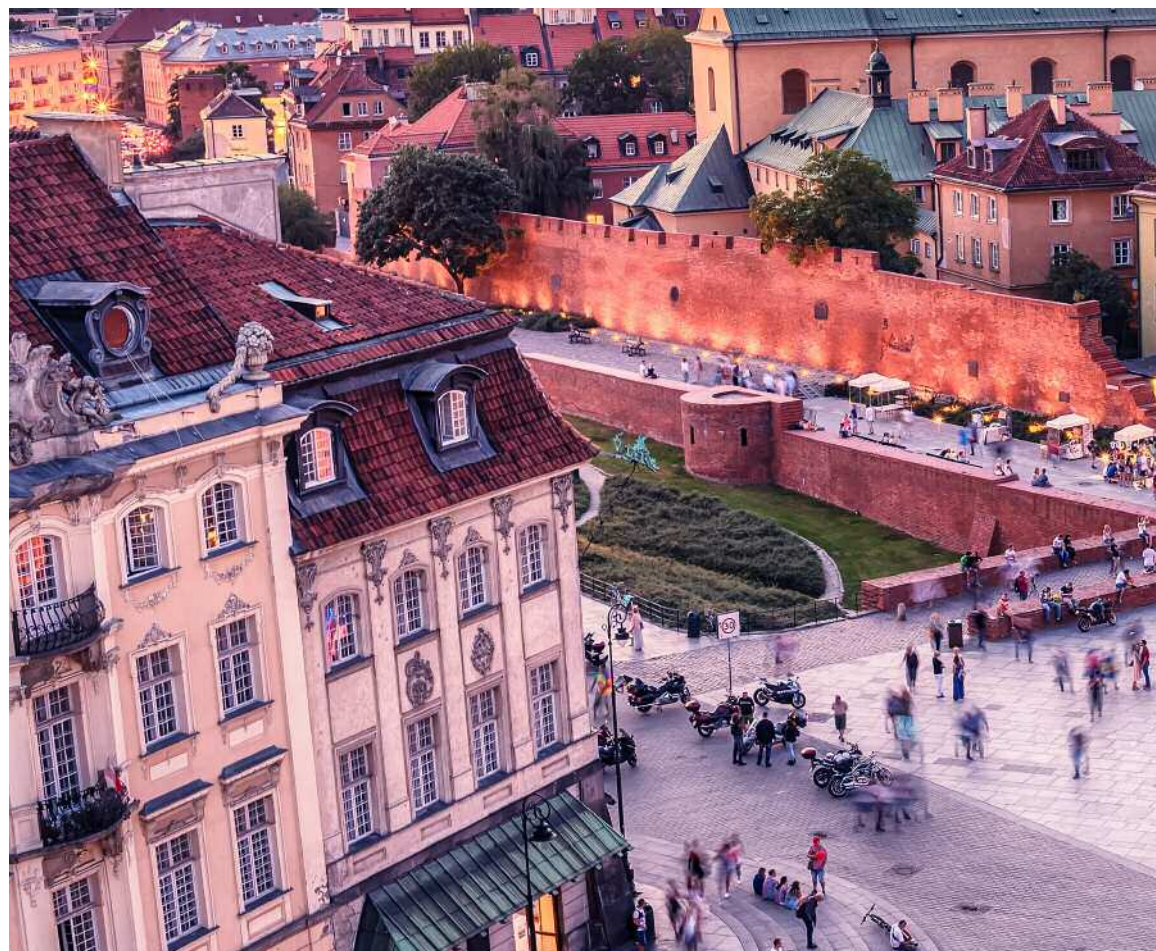
However, not everyone is playing by the rules and some bookmakers have found a simple way to circumvent the blockade. Modifying the address of their site or by convincing users to use their own applications have created means by which operators can avoid site-blocking.

Bet At Home, one of the largest operators in the market, has decided to challenge the Polish government. Its representatives argue that Polish regulations are incompatible with EU law, and have stated that they do not intend to adhere to it.

Another problem is that Poland has one of the highest tax rates in Europe, which appears intended to further deter foreign entities from acting legally in the market. Currently, it's 12 per cent and is calculated on turnover.

In Austria, this tax is two per cent, in Ireland one per cent and in Slovakia 5.5 per cent. The Polish rate actively discourages market entrants.

Legal sports-betting operators profit from regulation change



Amendments to Poland's Gambling Act in 2017 have had a very positive impact on the remaining sports-betting operators in the market. The Polish government estimates that the increase to the national budget will rise to PLN800m in 2018–20

In 2017, the turnover of licensed bookmakers in Poland rose to approximately PLN 3.3 billion, which equates to an increase by over 94 per cent from year to year. In 2017, PLN 396 million flowed into the state budget in respect of gambling tax. Following just six months of enforcement of the amended Gambling Act (GA), legal entities now control around 40 per cent of the online gambling market in Poland. The changes match the predictions of the government that licensed bookmakers would positively limit the 'grey market' gaming economy within the sector of mutual bets in Poland.

LEGAL BRANCH IN 2017

Legal Polish bookmaking in 2017 has attained turnovers in the amount of approximately PLN 3.3 billion. According to official government figures, in 2016 this figure was PLN 1.7 billion and in 2015 – PLN 1.3 billion. Enactment of the amendment to Poland's Gambling Act has significantly contributed to an extension of regulated part of the sector of mutual bets.

At present STS is the biggest bookmaker in Poland which controls 48 per cent of the licensed part of the market. Fortuna has 31 per cent of market shares, Totolotek 10 per cent, forBET five per cent, Milenium

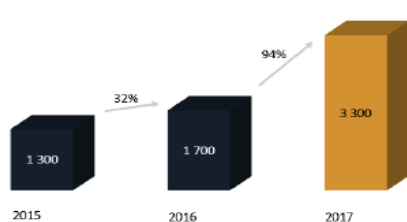
three per cent, IV Bet two per cent and E-toto one per cent.

CHANGES TO THE MARKET IN SIX MONTHS

The law in Poland before April 1, 2017 created drastically disadvantageous conditions for bookmaking companies legally conducting their business in the country. As a result, about 90 per cent of the market of mutual bets belonged to entities acting without proper permits, not abiding by domestic law and not paying taxes.

As of 1st April 2017 the amendment of the Gambling Act came into force. As a consequence of legislative changes, a majority of the entities acting illegally up to that point, decided to leave the Polish market before the due date.

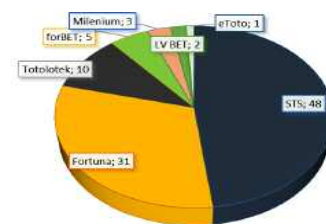
The most important change, creating an unprecedented opportunity to bring what the government sees as 'order to the sector,' was the creation of the Register of Domains for Illegal Offering of Gambling – or a black list. As of July 1, 2017, websites of unlicensed operators – placed in the Register – are subject to blocking. What is important, it that this also concerns payments to those portals. The government admits that the list of websites is still



Turnovers of the licensed bookmakers in years 2015 – 2017 (in PLN million)



Estimated inflow to the budget in years 2018 – 2020 in respect of the gambling tax



Percentage shares in legal bookmakers' market in 2017 (with regard to turnover)

not complete and is modified far too rarely. At present – despite the fact that the Register includes nearly 1,200 domains – it is not updated with enough frequency according to betting associations representing legal operators in Poland. In addition, unlicensed entities regularly change the names of their domains to avoid blocking and to be able to continue unfettered provision of services to Polish players.

The amendment of GA did not encourage foreign operators to regulate their activity within the territory of Poland. Official data of the Ministry of Finance states that only one new entity has obtained consent to provide legal services in Poland. In four other cases, proceedings were brought to an end and the applicants were not granted permits.

ILLEGALITY AND BUDGET LOSSES

Estimations from the trade body, Graj Legalnie, show that at the end of 2017, 60 per cent of the Polish gambling market is still under control of unlicensed operators. Six months after the amendment to the Gambling Act was passed, the first positive results in the form of a decrease in the 'grey area' on the market of mutual bets resulted in an inflow to the budget in respect of the gambling tax to PLN 396 million. However, Graj Legalnie maintain that if the law was fully enforced, the state treasury would receive PLN 594 million.

The new law creates the opportunity for further limitation of activity of unlicensed operators, since the amendment introduced instruments allowing for effective diminution of the 'grey area' in the sector of mutual bets. From the point of view of the Graj Legalnie, it is crucial to

ensure that the Register of Domains for Illegal Offering of Gambling is regularly updated. The intent of the legislator will be implemented only when competent bodies of Polish state use the new instruments afforded to them to bring about the full enforcement of the law. In concerns both the websites, as well as payments for them.

Further legislative initiative and clarification of existing provisions are also indispensable. As a result, the regulator should also introduce a change to the form of taxation of mutual bets and rationalise binding tax rates. At present bookmakers acting in Poland pay 12 per cent tax on turnover, which is one of the highest in Europe. Reducing this rate would bring in more revenue to the exchequer, not less. Graj Legalnie predicts as much as PLN 2.7 billion in years 2018–2020.



ARGENTINA ECONOMIC OUTLOOK

Recent data suggests economic growth cooled in the fourth quarter of 2017. Industrial production barely increased in December after eight consecutive months of expansion, and the index of economic activity lost steam in November. The external sector closed 2017 with the largest trade deficit on record and will likely cause the current account deficit to swell in Q4.

Argentina's widening current account deficit is becoming increasingly worrying, not only because it drives up the economy's vulnerability to external shocks, but also because it is putting additional pressure on the Argentine peso and the country's ballooning external debt obligations.

The currency continued to depreciate in January 2018 at a moment when subsidies for basic products, such as energy and transportation, were slashed, contributing to stubbornly-high inflation. Despite additional subsidy cuts in the pipeline, the government's fiscal spending and need to tap into international debt markets are expected to remain elevated in the foreseeable future.

The economy is set to grow at a faster pace in the next two years on the back of growth in fixed investment and private consumption; private consumption is nevertheless expected to decelerate from 2017's print in part due to persistent inflation. FocusEconomics panelists see the economy expanding 3.0 per cent in 2018, which is unchanged from last month's forecast. For 2019, growth is expected to reach 3.2 per cent.

An epoch moment for gaming in the Buenos Aires market

Major changes are on the way in both the capital of Argentina as well as the province of Buenos Aires as the government seeks to impose a more restrictive gaming policy. President Mauricio Macri has been able to implement significant changes now that his centre-right governing party Cambiemos (Let's Change) now holds power over the province of Buenos Aires, the City of Buenos Aires and the country at large, which has meant a far more cohesive approach when it comes to gaming especially within the city limits. It has also meant the end of the left wing era of the Kirchners and a number of pro-market reforms as well as the spectacular fall from grace of one of the leading players in the industry Cristóbal López.

Gaming has long been the focal point for dispute between the federal and city government as both parties have battled it out over who should have final say when it comes to casino gaming in the city. While the city of Buenos Aires has been autonomous since 1994, it has been the National Lottery, which has had control over gaming. However with Macri's Cambiemos party now in charge of both the city and the executive branch the transition of gaming to the city has been a smooth one, and as predicted the government has moved quickly to consolidate its position over gaming.

While controversy has long plagued the industry in both the capital and the province of Buenos Aires, the Macri administration looks as if it is becoming closer to resolving the issue once and for all although a number of serious questions do remain regarding the future of the "floating casino."

In the capital both the racino located under the racetrack in Palermo and the floating casino in Puerto Madero have traditionally been a political battleground as the national and city government have fought over tax revenues. The floating casino was even a flashpoint for violent clashes between rivaling labour unions and police in 2007. In fact, the confrontation was so intense that police and members of the coast guard had to disperse protestors with clubs and tear gas.

The first floating casino was granted a licence under then-President Menem in 1999. Via presidential decree, Menem granted the floating casino a licence on the grounds that it was on the River Plate and not in the city limits as casinos are forbidden under law in the city. In July 2004, the government granted Spanish gaming company CIRSA the right to operate a second boat alongside the first. Because the boats are officially in national waters and not in the territory encompassed by the Buenos Aires city limits, they have until recently fallen under the jurisdiction of the federal government, where casinos are legal.

To begin with, the city government rejected this arguing that as the boats were physically moored to the harbour, they were operating illegally. However, as the city government had reluctantly begun to accept their existence (after several unsuccessful attempts to shut them down), the focus has changed away from whether they should be allowed to who should control them. This debate continued even after the 2007 Supreme Court decision which ruled that the casinos came under federal, not city, jurisdiction.

Meanwhile the racetrack first opened on May 7 1876 and was the first racecourse to open in Buenos Aires. With the horse racing industry in decline the track had seen falling profits for many years when it was bought by the company Hipódromo Argentino de Palermo S.A (HAPSA) in 1992. For the next ten years profits continued to decline. Then in 2002, HAPSA won the right to install slot machines on the premises. The track now follows the racino model. The casino, which is open twenty-four hours a day, has proven to be very popular and has brought new life to the track and to the surrounding area.

In July 2016 it was announced that the city of Buenos Aires would for the first time have total control over gaming within its territory and the mayor of Buenos Aires Horacio Rodríguez Larreta announced that the government had applied a gross income tax on gaming on the floating casinos as well as the racino for the first time in over ten years.

Indeed the floating casino paid a total of \$24m pesos to the government while the Hipódromo de Palermo paid out \$22m pesos for the month of June alone that year. The deal also encompasses the payment of back taxes, which have also long been a long running issue. The new agreement, which was hammered out in 2016, guarantees that the floating casino can remain open until the end of 2019 as initially agreed while the racino's licence will not expire until 2032.

However, in February 2017 the government announced that it was considering increasing the tax that the state charges the floating casino from 20 per cent to 30 per cent on net profits putting it in line with the tax rate for the racino. The new tax could mean as much as an additional US\$20m to city coffers. After the announcement was made the operators of the casino announced that they could dispute this new tax rate in court.

Either way once the licence ends for the floating casino it may not be renewed as set down by the Buenos Aires Constitution. In July 2017, it was revealed that the team in charge of carrying out negotiations for the transfer of control of gaming to the city were evaluating the possibility of nationalising the floating casino. Although not in line with the wider economic policy of the administration, it would arguably be preferable to the loss of 2,000 jobs plus millions of dollars lost per year in gaming tax revenue.

However, according to local new sources those close to Larreta have confirmed that he is opposed to

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putting it under the control of state hands. This scenario looks more likely as it would be in keeping with Larreta's wider policy on gaming in the capital, which is to restrict gaming rather than allow for its expansion. Up until recently, for example, there were five traditional bingo halls operating in the capital. However, they all closed in May 2016 after their licences expired and Larreta decided not to renew them. In addition, both Macri and Larreta have defended their stance when it comes to gaming arguing that the best policy in the capital has been to restrict it.

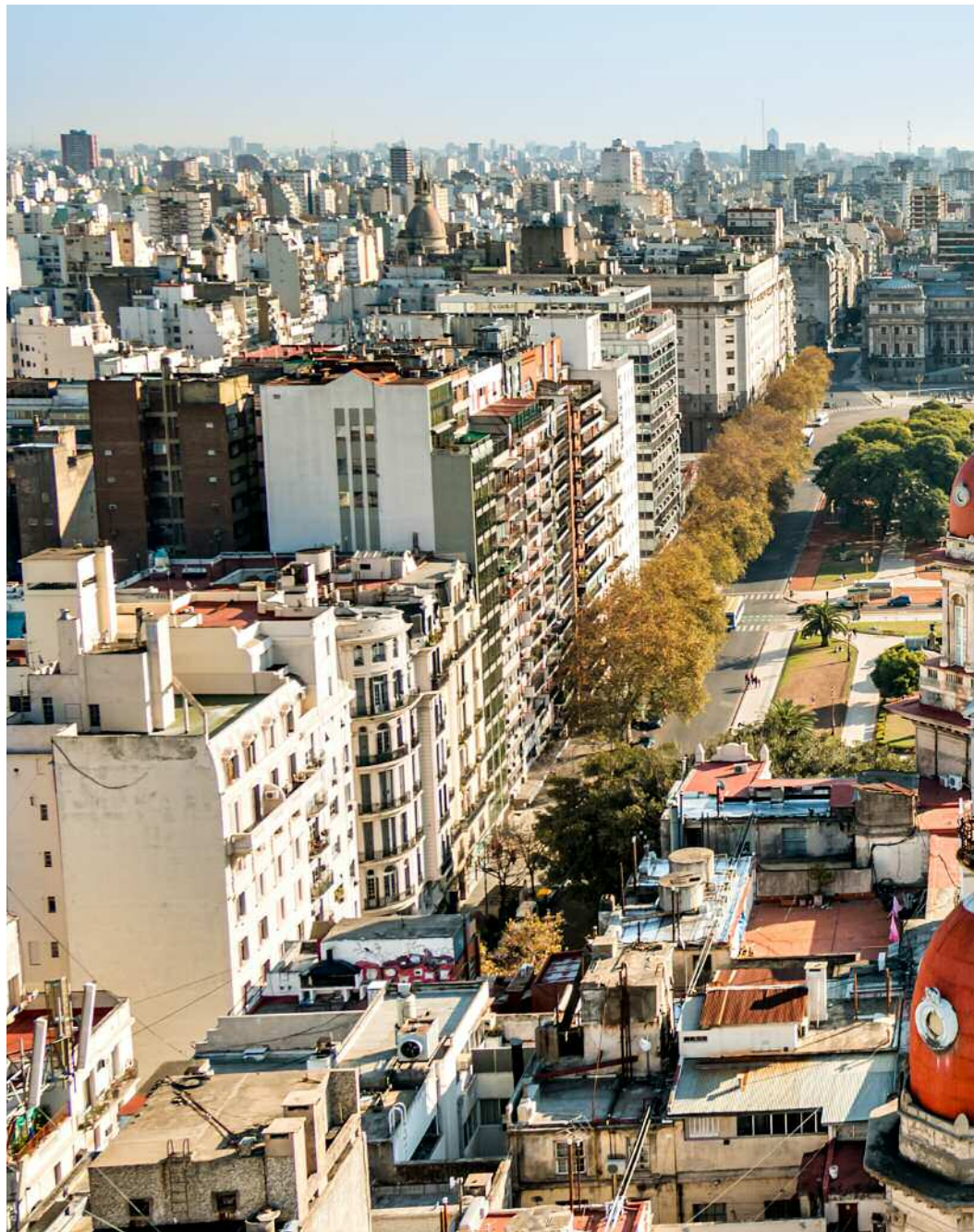
In November 2015, Macri defended his record when it comes to gaming claiming that as mayor his administration had "set limits" on gaming in the capital from "day one." Once Larreta assumed office in 2016 and gaming had been transferred to the administration of the city mayor's office Larreta told press that no more slot machines "will be set up in the city."

As the political climate has been heating up this has affected one of the Argentina's most powerful gaming moguls Cristóbal López. López, amongst many other former close allies of the Kirchners, now finds himself at the heart of an ever-expanding corruption scandal that has already led to a number of high profile arrests.

In November Amado Boudou, who had been former Argentine President Cristina Fernandez's economy minister and vice president, was arrested for racketeering and money laundering. The former planning minister, Julio De Vido, was also arrested last year after Macri's party won the midterm elections in a decisive victory and Cristina Fernández de Kirchner was officially indicted on April 4 by an Argentine judge for allegedly leading a money-laundering ring.

López's ties to the end of the left wing era of the Kirchners go back many years. In 2001, while he was governor of the province of Santa Cruz, Néstor Kirchner granted Casino Club SA one of the leading gaming companies in Argentina, in which López had an estimated 30 percent share, the concession to run the first three casinos in the province. It was in 2003, while Néstor Kirchner was president that the National Lottery Commission granted the racetrack in downtown Buenos Aires the right to run the racetrack until 2017 and the right to house slot machines.

The licence to run the slot machines was granted to Casino Club. In 2007, HAPSA's right to run the casino and racetrack was extended from 2017 until 2032 and Kirchner, in one of his last acts as president (the decree was made five days before he relinquished his post and his wife Cristina Fernández de Kirchner became President) also ordered an additional 1,500 slot machines to be installed on top of the 3,000 then in operation, in effect ordering the racetrack to increase the number slot machines on the premises. López also had a stake in the floating casino. However, in July 2016, it was announced that López had already transferred a number of companies



It was believed that the new tender would be launched in December 2017, but reports began to surface of a much more radical gaming policy altogether in January and one which would be more in line with Larreta's more restrictive gaming policy. Cambiemos party now sees gaming as a business that has for too long wielded political influence and been linked to government corruption.

linked to his gambling business to his old business partner, Ricardo Benedicto.

Now López find himself in the spotlight. Although not directly related to his gambling business López was arrested in December and is now being investigated for tax evasion between 2013 and 2015 for US\$500m. The investigation was first initiated on March 16, 2016 and was filed by Deputy Elisa Carrió who accused the previous head of Argentine tax office (AFIP) of illegally permitting Oil Combustibles SA not to pay in time and in a proper manner fuel tax which was in turn used to capitalise other companies belonging to López namely the Indalo Group. The Indalo Group is a holding company controlled by López, with assets in gasoline distribution, media, the food industry,

infrastructure as well as gaming. In addition, the complaint held that part of the money had been collected "fraudulently to meet the returns of former presidents Néstor and Cristina Kirchner, their companies and societies."

Meanwhile Governor María Eugenia Vidal has announced plans to shake up the industry in Buenos Aires province. Shortly after she was elected in 2015 Vidal told local press that she did not want to see any more gaming operations opening during her time as governor. "My objective is that gaming does not grow in the province," she said adding that tax income generated by casinos would be not be used to solve the province's problems. This was a direct attack on her predecessor Daniel Scioli who in 2012 had renewed licences for bingo halls in the



province for a period of up to 15 years, which affected 14 bingo halls: three of whose licences had been set to expire in 2013, ten in 2014 and one in 2015. The decree allowed his administration to find emergency funding to pay bonuses for state workers, which ultimately enabled the provincial Treasury to raise around US\$328m extra.

In August 2017, it was revealed that Vidal had decided to begin the tender process for the majority of the state casinos in the province before the end of the year. According to local sources at the time, the government had been working for several months on a set of new terms and conditions, which were in the last stages of review. The operation of the slot machines, which are located in the centre of the province and along the coast, is currently held by Boldt and the contract ends in March. In October 2017 the government announced that more than one operator would be allowed to run the newly licensed casinos in the province.

Indeed one of the primary goals of the new tender process is to ensure that a number of operators run gaming in the state owned casinos

in Buenos Aires. It was initially believed that the new tender would be launched in December 2017 but reports began to surface regarding a much more radical gaming policy altogether in January and one which would be more in line with Larreta's more restrictive gaming policy in the city. Key to new policy is that the Cambiemos party now sees gaming as a business that has for too long wielded political influence and been linked to government corruption. As a result it must be limited.

As part of this strategy the government is seeking to more closely monitor and change the way gaming information is processed. Boldt, according to local press, also supplies gaming data to the government and pays less fees as a result unlike other operators who do not provide data and pay higher fees per machine. Vidal plans to put an end to this practice, as there will be two tenders: one for the provision of the slots in the casinos and another for the online control and monitoring of the industry.

The other major change is that the government is planning to end state subsidies for the racetracks in the province. This would prove

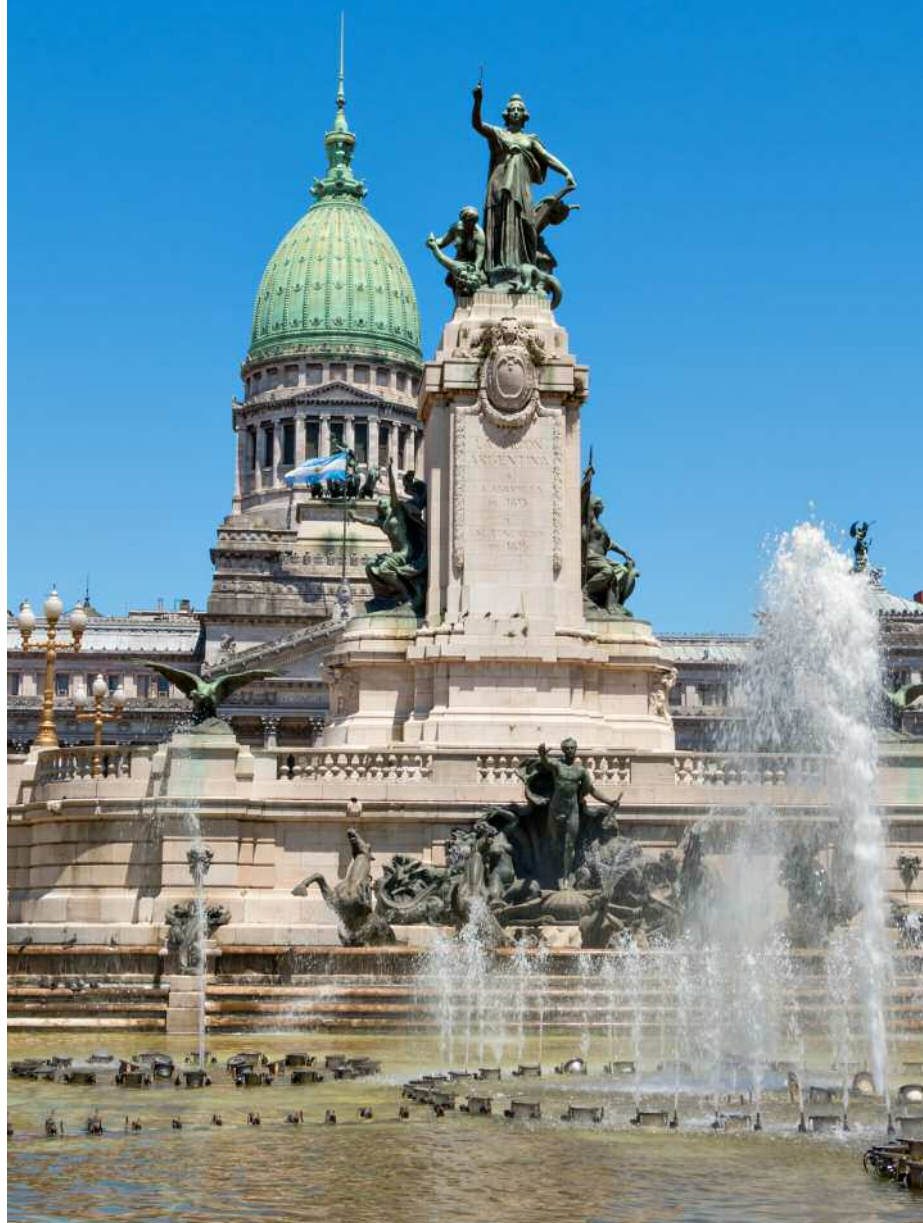
disastrous to the local horse racing industry as prizes currently depend on subsidies raised by bets made in the capital. In January it was revealed that the Minister of Economy of Buenos Aires, Hernán Lacunza, had persuaded Vidal to cut subsidies that go to the four racetracks in the province by 25 per cent meaning that the tracks will lose out on \$300m per year. The cut in state subsidies will affect the San Isidro, La Plata, Azul and Tandil racetracks.

In February Vidal announced that she would cut subsidies to horse racing tracks completely. During an official ceremony, Vidal said, "We are going to present a project so that this subsidy reaches zero, and we will present it on March 1, 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. 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.

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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. In this context, Vidal confirmed that the Executive branch had decided, "to cut the subsidy to \$300m, which is the minimum that the law allows us to give to the sector. We will also send a bill to the legislature of the Province so that this subsidy will be reduced to zero. We will do so when the legislative sessions of this year opens," she said.

"With the \$1000m that we gave (to horse racing) in 2017, we could have put in place 30 public emergency clinics, built 1000 homes or constructed 120 kilometres of road. These are the priorities of the Province . . . This is part of a policy that started from the first day to combat illegal gambling and to restrict legal gambling in the Province. We recently announced the closure of three casinos and a bingo. This has been our policy. We have had a very clear

position when it comes to illegal and legal gaming."

In January Vidal made her long awaited announcement regarding casino policy in the province. The government will cancel the casino licences of Mar de Ajó, Valeria del Mar and Necochea, as well as the bingo hall in the city of Temperley in order to reduce gambling addiction. Those affected by the closures will be relocated and the government is expected to announce a number of other measures aimed at curbing gambling addiction soon.

The seven casinos that will be part of the new tender will be 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. Meanwhile the Hotel



Sasso and the Casino de Sierra de la Ventana will not be tendered because they still have valid licenses.

The tender includes 3,900 slot machines. Casino licences will be valid for 20 years. The contract also allows for the possibility of an extension to the licence of one year and also specifies the online control of electronic gaming machines. The opening of envelopes will take place between March and April and the government plans to finalise the process at the end of May. The new operator will need to invest in much needed building and infrastructure improvements and is permitted to build additional entertainment facilities.

Speaking to local daily La Nacion Vidal said that gambling should be limited. "We do not believe that there should be such a large gambling offer in the province, in the next two years, as we balance public accounts, our intention is to continue restricting the gaming offer."

Vidal also reinforced her administration's ideological stance towards gaming. "We have a very clear position against gaming, we have not done more because the law restricts us on some issues," she said: "If I had the chance to make the decision from scratch, there would be no bingos or casinos in the province".

This new policy will inevitably lead to



confrontations with trade unions. Macri's reduction on subsidies on fuel and electricity as well as other austerity measures are resulting in lower salaries and less jobs. This has already affected the gaming sector in the province and in April 2017 led to a national strike during the World Economic Forum's Latin America summit. The Union of Gaming Workers cited "the constant threats of layoffs" and the decreasing purchasing power of salaries as reasons for joining in the strike. The union also said that new gaming taxes were putting jobs at risk.

Trade unions have already warned of further action. In the face of job losses the General Secretary of the Association of Employees of National Casinos (AECN), Daniel Méndez, outlined his stance regarding the intention to reduce gambling in the province. In January during the traditional opening of the summer season in the Casino Central in Mar del Plata, Méndez said, "We will demonstrate where necessary before any attempt is made to affect workers' rights." The delayed tender, according to the union, has also had a negative effect on the state of the casinos which are in crisis, due to lack of investment. Indeed the landmark Casino Central has not seen any significant investment for the last fifteen years according to union officials.

On January 18th casino workers went on a 24-

As unions join forces to protest against the closure of the three gaming halls in the province of Buenos Aires, organisations from across the horse racing industry are also rallying together in order to discuss strategy to oppose the new cuts. Consequently, the stage is now set for what will be an acrimonious dispute.

hour long strike. Unions joined forces in order to organise the strike in what is likely to be the first of several as the government seeks to restrict gaming in the province.

The protest was announced jointly by the Association of Management and Maintenance Services for Casinos (AMS) and the Association of Employees of National Casinos (AECN) after meeting in Mar del Plata. The union leaders said that the strike had been organised in response to "the lack of response" from the Buenos Aires government to their claims.

"The fight will continue until the future of the workforce is clarified," said Roberto Páez, head of the AMS. Meanwhile The General Secretary

of the AECN Daniel Méndez said, "We want to sit down with the governor and discuss everything, the terms and conditions which are 440 pages long, which outline the terms of the licences and there are things that do not seem clear to us, we think there is a significant attack underway to favour private capital," he said.

There is growing suspicion amongst union leaders and workers that the government could be seeking to privatise the three state owned casinos by modifying article 34 of the provincial constitution. In a televised interview with Head of Lottery and Casinos of the province in January, Matías Lanusse, seemed to question why the state of Buenos Aires had to pay for the salaries of casino workers as well as other running costs. Article 34 establishes that gaming in the province cannot be privatised. However, Lanusse said, "It is an issue that we should review or should review in the legislative domain."

As unions join forces to protest against the closure of the three gaming halls in the province of Buenos Aires, organisations from across the horse racing industry are also rallying together in order to discuss strategy to oppose the new cuts. Consequently, the stage is now set for what will be an acrimonious dispute between the government and trade unions meaning that 2018 will undoubtedly be an extremely turbulent year for the industry.

Review

ICE TOTALLY GAMING 2018

On February 6–8, across a surface area of approximately 4,700m², a total of 25 group companies presented the Novomatic Group's comprehensive product portfolio. The offer at the Novomatic exhibition stand ranged from high-tech casino equipment, systems and cash management solutions to arcade and pub products, sports betting, and online, mobile and social gaming.

"With this trade show appearance, which was again the largest, Novomatic continues to prove that as a full-service provider, we are among the world's leading gaming technology groups," said Harald Neumann, CEO of Novomatic AG, at a press conference at ICE in London.

During the fair, Mr. Neumann made an initial assessment of the 2017 fiscal year of the Novomatic Group. Mr. Neumann expects to achieve a new revenue record, with initial calculations indicating that the Novomatic Group will generate an accumulated revenue of €4.8bn in the 2017 fiscal year (2016: €4.4bn). Novomatic AG increased its turnover from €2.3bn in 2016 to €2.5bn in 2017.

The Novomatic Group includes – in addition to Novomatic AG – the Swiss companies ACE Casino Holding AG and Gryphon Invest AG. Novomatic AG reports record revenue again this year, with figures increasing by a further 10 percent compared with 2016. The Novomatic Group additionally achieved a new record in terms of headcount with over 29,500 employees.

The NOVOMATIC Group has seen strong growth in recent times, primarily through strategic acquisitions. The company now has 300 shareholdings, around 230 of which are consolidated in the balance sheet. Indeed, on January 5 this year, the finalisation of the majority holding in the Australian industry giant Ainsworth Game Technology marked a significant milestone in the history of Novomatic AG.

Mr. Neumann confirmed that both Novomatic AG and Ainsworth Game Technology will continue without change over the next 12–18 months, but with both companies pulling towards the goal of developing a single common platform for games. The single platform would enable both companies to develop on just one technical platform across the two entities.

"Having grown a lot over the past few years, we will this year focus on increasing synergies between companies and, correspondingly, on more effective internal structures," added Neumann. "Nevertheless, we will continue to watch the market and make purchases, where it makes sense."

THE REAL IMPACT OF A MARKET IN FLUX

Market fluctuations have played an important role in the current shape of the Novomatic business.



Amazing diversity of product drives Novomatic forward after another spectacular year of growth

Germany, which is a hugely important market for the company has undergone radical change in the last few months of 2017. The regulations regarding arcades, which sets a minimum distance between the location of arcades and reduces the licences per location from four to one, appears to be having much less of an impact on the German street business than feared. Mr. Neumann described the situation with the arcades in Germany as stable. However, the same can't be said for the arcade gaming machines.

In November 2018, the technical standards for street gaming machines change to new requirements. The change will force Novomatic to replace all of the company's machines under rental contracts in the market, namely 100,000 machines. Mr. Neumann stated that the company estimates the cost of switching out of the machines will be to be €200m, but as Germany is one of the company's key markets, it is the strategy of Novomatic to continue to support the arcade business. "It is a big investment and there was uncertainty about the market," said Mr. Neumann. "Fortunately, there has been no decrease in turnover in Germany, since as the number of machines has decreased, player occupancy has risen."

Court cases in Germany regarding the closure of arcades has slowed the speed at which locations have had to close, though it is generally accepted that the reduction in machine figures will take place, just at a slower pace. The upshot is that the devastation widely expected has not been as severe as expected, though the implementation of the new technical guidelines in which all rental machines currently placed in the market by Novomatic will have to be replaced, will have a significant impact. It's not just a substantial cost, but also an enormous logistical challenge to replace that volume of machines over the next nine months. Novomatic must also factor for the changes to the games themselves. The restrictions change play,



demanding a 10 minute break in which machine credit must be wiped to zero, which will ultimately affect play on the devices. In addition, multiple games cannot be played via auto-start, while operators must provide a carded system whereby players must play using their personalised card.

At present, the impact of the changes is difficult to assess. What's known is that there will be fewer machines, the inevitable closure of arcades and uncertainty regarding the influence the technical standards will have on player behaviours. Combine these land-based maladies with the infliction of a gaming ban upon online casino games and there's a perfect storm brewing in Germany. The online sector underwent significant change in the final days of 2017. As a consequence of the changes to online legislation, which sees the country effectively ban online gaming, Novomatic's Greentube subsidiary has had to halt its B2B business in the country. "The halt will have an impact on our 2018 figures," stated Mr. Neumann. "In addition, having made a series of acquisition in major markets: Germany, UK, Italy, Spain, Eastern Europe and Australia; the plan for 2018 is for a period of consolidation. The current Novomatic Group of Companies comprises over 300 companies, with 80 acquisition made in the last two to three years alone. And so we have decided to 'calm' our acquisitions and concentrate upon our existing structure."



Greentube CEO, Thomas Graf, excited to launch the StakeLogic Hardwell slot

The administrative court ruling in Germany that branded online casino games illegal has still to deliver its reasoning for the move, which is expected to take place this month, though no one knows exactly when this will happen. Germany was a significant B2B market for Greentube.

The impact upon Novomatic of the changes taking place in Germany have not only changed the direction of the company, but also the shape of the business too. Mr. Neumann explained: "We had intentions for an Initial Public Offering of the business, but market uncertainties, specifically in Germany, meant that it was the right decision not to go ahead with the IPO," commented Mr. Neumann. "The change in online and technical standards means that there is no intention in the next two years to consider a public offering. The intention at this time is to consolidate the business as there is no further need for additional financing. If a major opportunity does present itself in the future, however, we would still consider the merits of such opportunities."

TWO LEGENDS UNDER THE SAME ROOF

A major part of the existing structure includes the most recent acquisition of the Novomatic Group, Ainsworth Game Technology, which was completed on January 5, 2018. Danny Gladstone, CEO of AGT described the complexity of the acquisition as 'no mean feat.' Ainsworth alone had 236 gaming licences for which Novomatic had to be scrutinised, judged and approved, not least as a major shareholder in a Nevada located business.

"I can't emphasise what a massive undertaking this was and I want to congratulate all those involved," said Mr. Gladstone. "It was a huge effort to get here and there has been a lot of work on the technology side to ensure that we get the best and the most out of both companies. We have two of the legends in the gaming industry, Professor Graf and Len Ainsworth involved in this business – which is a really remarkable achievement."

Mr. Gladstone added that AGT had an excellent year and has several major announcements coming in the weeks leading into March, with big steps being made in North America in particular. "We

have a lot of new product destined for the US having increased our game development capability across the entire capacity," said Mr. Gladstone.

"Being part of this larger unit complements everything that Ainsworth has done and to have the resources of the Novomatic Group behind us, is a major plus for us and the industry as a whole."

EXPANDING BOTH B2B AND B2C

Developing new markets was a theme of presentation from Greentube CEO, Thomas Graf, who underlined the importance of the company's omni-channel strategy in terms of game content launches across online platforms and the implementation of the same games on various land-based platforms. "There is increasing demand from our customers for our games content in regulated markets," stated Mr. Graf. "In B2C, we have focused on the Admiral brand, having opened an online casino in Romania, which is a company-first in combining casino games content and a sports-book."

This year will see the roll-out of the new Greentube platform in markets such as Italy, Spain and in another key market, the UK. In Britain, Greentube is launching its Admiral online casino, which again will feature a sports book and best-of-breed UK content for the local market. "We are preparing to launch our Admiral Casino in the UK later this year," confirmed Mr. Graf. "And if possible, as early as the summer. The platform has already been proven in the Romanian gaming market and now we will roll-out into other countries as part of the omni-channel strategy of Novomatic, whereby the company supports its land-based locations with online games and support. However, while a single wallet solution across all channels is ready from a technical standpoint, there are still regulatory and money-laundering legislative issue to navigate before implementation."

In terms of launch, the UK's Admiral Casino has the advantage of a built-in audience, whereby Novomatic does not need media campaigns to acquire players, instead turning to the existing customer eco-systems of its land-based locations. A key benefit of being an end-to-end supplier, Novomatic will target its existing customer base

Novomatic standout ICE Totally Gaming products:



- The Enchanted Fortunes Linked Jackpot presents Novomatic games on a linked progressive jackpot – with special titles such as Book of Ra Mystic Fortunes, Treasure of Tut and Goddess Rising, as well as new games like Pyramid Fortunes and Vampire Fortunes.



- From Dusk Till Dawn made its international, omni-channel debut at ICE – presented on the Novostar V.I.P. III and V.I.P. Lounge cabinets, as well as tablet and mobile devices.
- The Ainsworth Game Technology (AGT) line-up of cabinets – A640, A600 and A600 Slant Top – presented Pac-Man Dynamic Edition, the follow-up to the hugely successful Pac-Man Wild Edition.



- The new Greentube UK slot Crazy Birds and online version of From Dusk Till Dawn, plus the amazing StakeLogic Hardwell slot featuring global sensation DJ Hardwell. The game features great fun across 5 reels and 25 lines. With original music and colourful reels packed with DJ gear and neon fruit symbols, players should get ready for cool bonus features and some big wins. Exciting features are available like bonus symbols that award bonus spins with special reel upgrades.
- Astra Games' Austin Powers, Sherlock Holmes, Batman Begins and The Joker Why So Serious? on market-specific cabinets TIGER and WOW.

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who will be able to visit any arcade, self-service betting terminal or slot machines to register an account. The sports-betting component of the site is also a crucial marketing tool, used to attract players and generate traffic to the site whereby Novomatic expects a degree of migration to the casino products. The company intends to build-up its sports-betting offer over time, but initially sees the product offers as another inexpensive marketing tool.

“Our remote game server is also picking up speed,” commented Mr. Graf. “We have integrated most of our Tier 1 customers, such as the GVC brands, and this year we will target markets that we have yet to tap into on the B2B side of the business, including Italy and Spain. Our strategy continues to increase our licensing on the B2B and B2C side of the business in regulated markets across the whole of Europe.”

On the horizon for Greentube is the Netherlands, Sweden and Switzerland, with Greentube gearing to be ready when those markets become regulated with a complete market-ready solution. On the product side of the business, Greentube has pushed hard into the branded content space, with the first major IP, From Dusk Till Dawn, available to customers across land-based and online channels throughout Europe. It is just one of the many brands that will follow as Greentube seeks to develop what Mr. Graf described as ‘true Las Vegas-style’ content, which will be made available to European customers.

“One of the major highlights at this year’s ICE is the launch of our Hardwell game, a game whose central character is the world-famous Vegas-resident DJ, Hardwell, with the game launched as mobile-first by Stakelogic, a subsidiary of Greentube. “The Hardwell game appears to be designed for a niche audience, but our research has shown that the majority of people playing online are predominantly males between 18-25, which is exactly the audience to whom Hardwell appeals. We have also signed an agreement with a big-name multi-national casino operator, in which we will power all the Seminole Casino’s Hard Rock-branded locations in the US with our Greentube Pro social casino solution.”

BRINGING THE UK INTO FOCUS

Sporting nine companies and almost 4,000 employees, the Novomatic UK business has seen enormous growth, especially given that when the company started in 2008 its staff totalled less than 100. In charge of the complete end-to-end business is CEO Zane Mersich, with Novomatic UK designing product not only for its own locations, but also for the rest of the market. In the casino space, the company has grown from a tiny slice of the UK market to a position in with 60 per cent marketshare in both slots and electronic table games.

“Our arcade business has performed incredibly strongly,” described Mr. Mersich. “Last year was



Novomatic's Mike Robinson pictured with Enchanted Fortunes on the booth at ICE 2018

the first year of ownership of the Talarius business through which we now have 240 locations across the UK with almost 1,800 employees, which has also proven to be a very good business, growing by 6-7 per cent in this period. “We have also launched several brands into the UK market, including Batman in the BI category and we are set to launch our Admiral Casino brand into the UK this year, which we will utilise as an additional mechanism to drive traffic to the brand throughout our land-based estate and also online.”

In terms of the slots sector in casinos in the UK, Novomatic UK has networked over a third of all the slots in the UK with a fully downloadable solution called A-Serve. While an unremarkable feat in many countries around the world, as few as two-three years ago there were no networked machines in the UK casino space. Radical technological change has also been taking place in the pub sector in the UK – though again – radical for the UK at least. There is now a very strong transition taking place from analogue to digital product with Novomatic UK currently having networked around 2,500 machines in UK retail pub sector, which have now become the company’s best performing machines. Again, this is a market that just a few years ago continued to see digital product as the weaker performer against analogue.

“We have come a long way along the route towards the transition from analogue to digital,” stated Mr.

Mersich. “I believe that transition is now upon us. And I would estimate that in the next two-three years we will see very few, if any, analogue machines in the retail pub sector in the UK.”

In 2017, Novomatic UK opened two new games design studios in the UK, the first called Innovate located in Birmingham and the second, Harlequin, just outside of Manchester. These two studio are feeding the UK businesses with games, but have designs upon creating global gaming content for the wider group and to provide games to the Greentube RGS platform in the future.

Regulatory changes are also due to affect the UK gaming business as the Gambling Commission is set to reveal its Triennial Review later in the summer. The headline change is going to be the shift in the maximum stakes of the FOBT machines (Fixed Odds Betting Terminals), which is widely reported to be falling to as low as £2 from the current maximum of £100. “We see changes on the horizon and, simply put, our view is that there has been an unloved playing field in the UK to date,” said Mr. Mersich. “As such, we welcome the opportunity for a level playing field. The highest stakes and prizes should be offered within the casino space only, and while this will be a massive change, we are excited about the prospect. I think our business is very well positioned to take advantage of the opportunities as we continue to grow and invest in the UK.”



Yggdrasil Gaming's Marcus Honney, pictured demonstrating REDUX at ICE

Yggdrasil Gaming's REDUX caused a stir at ICE with its mix of live and RNG, plus 'I, SONYA'

Yggdrasil Gaming launched a host of new online slot titles at ICE 2018, but the product that we were most interested in seeing, along with what looked like half the visitors to the show, was the Malta-based gaming company's REDUX. The launch of the multi-player blackjack version of Yggdrasil's in-house technology combines the best aspects of both Live and RNG Casino, providing a fully immersive 3D casino environment utilising motion-capture technology to model the movements of an animated dealer. A dealer called Sonya

"RNG has remained the same product in the online industry since it was launched over a decade ago," stated Yggdrasil's Head of Table Games, Marcus Honney at ICE. "Our unique vision places a dealer into the RNG environment and makes the game multi-player at the same time. Our first challenge was how to make the dealer as life-like and realistic as possible using motion-capture, in which it was essential for the dealer to look directly at the player as they deal to their web/mobile device. It's exactly the same procedure you'll see in a land-based or Online Live Casino environment."

Yggdrasil received MGA approval just before ICE and expects additional regulatory approvals to follow in due course. REDUX blackjack is now going live in beta-versions with Vera & John and Intercasino, while in May the company will

launch its Viking blackjack, which sees the current animated character, Sonya, replaced with a Viking behemoth enveloped in a suitably themed environment. Yggdrasil can not only switch-out characters, having whole-body motion-captured real dealers, but entire environments can also be changed to suit any particular theme. And we're quickly to see roulette and baccarat as the next series of games to be added to REDUX.

While the gaming industry has watched as Live Dealer has grown to become one of the fastest scaling verticals in online/mobile gaming, RNG has seen much less love from developers, and what we have seen, has been exclusively single player. The biggest problem being the wait players experience between hands proving too annoying even for the most casual players to tolerate in multi-player RNG games. It's something that Yggdrasil has carefully considered and answered.

"If you're talking about the basic RNG table model, multi-player hasn't worked," agrees Mr. Honney. "Which is exactly why we created Sonya! When you play with a dealer the flow of the game is incredibly smooth as you are watching the play just as you would on a Live Dealer platform. Yggdrasil is not following everyone else. The company encourages creativity and with REDUX, we have created a new sub-genre sitting between RNG and Live Casino. Feedback at ICE has been phenomenal, since people seeing Sonya for themselves completely understand what we are trying to achieve."

Yggdrasil Gaming wanted to take a different approach, a player-orientated approach to RNG. By adding a dealer into the RNG mix, the company can also now add a host of customisation options to appeal to different types of players. This is a product designed with Millennials in mind. "As an industry we need to create gaming interactions that appeal to a new generation of players, otherwise the industry is going to miss out," states Mr. Honney. "In future

iterations of the dealer we will see more social interaction between players, in which the dealers will speak in different voices, not just languages, have special powers and be part of futuristic environments. We have taken our expertise in the slots sector to create a new experience for the player. A game such as roulette, for example, doesn't need to feature traditional balls spinning around a ball-track, but could be F1 cars racing around a race-track. We want to create these new narratives with the player."

Yggdrasil will be launching new games monthly, and with the World Cup around the corner, expect to see dealers in football kits dealing games within a fantastical football stadium environment, utilising different voices and different actresses.

"We are allowed to use our imaginations in the virtual environment as opposed to the studio-based space. We can do anything we want to in this setting, position our cameras anywhere, change the appearance of the dealers on the fly, the backgrounds and environments. The options are limitless," states Mr. Honney.

Yggdrasil's goal was to launch with the most life-like character the company could create with Sonya. Several high-quality dealer characters are now being developed using the technology, with detailed hand movements and facial expressions to interact and communicate with the player. Yggdrasil also has a roadmap of innovative new games and features ready to launch. "Our aim is to innovate table games in a similar fashion to slots, where a constant product cycle of new variations build on familiar mechanics to drive growth," comments Mr. Honney. "The product will open extensive cross-selling possibilities for operators, and will also sync with Yggdrasil's collection of in-game promotional tool, BOOST, facilitating network campaigns. And in markets in which regulations prohibitive Live Casino gaming, such as the Czech Republic, we believe this is the ideal solution for both operators and players."

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Greentube, the NOVOMATIC Interactive division, demonstrated its power in the interactive gaming space at ICE 2018 with a line-up of innovations such as the latest Omni-channel gaming solutions and hottest developments of the Greentube Pro social gaming platform.

The NOVOMATIC Interactive exhibit was packed with a wide selection of innovations ready to hit the online markets in 2018. Greentube unveiled a number of new slot titles including the highlight launch of Crazy Birds created by Greentube UK, the online version of From Dusk Till Dawn and another highlight release from StakeLogic with the new title Hardwell. Targeting millennials, the DJ-based slot game features the world-renowned DJ Hardwell, who made a special appearance on the NOVOMATIC stand with a high-profile photo and autograph session.

Celebrations continued for the launch of the Hardwell slot game – available on the Greentube platform – with an exclusive after-party at the O2 Arena for more than 700 guests. Las Vegas resident DJ Hardwell hyped the crowd with his latest remixes of popular classics and his own top hits. Other new titles by StakeLogic included Big 5 Jungle Jackpot, Mariachi and Sorcerers of the Night.

Greentube Pro made an equally big impression as the market-leading social casino solution for land-based casinos. Right before the show, Greentube announced the launch of a project with Seminole Gaming and Hard Rock International whereby Greentube Pro will power the Seminole Gaming and Hard Rock properties' social casinos in North America. The large-scale project will develop



Gabriel Cianchetto (President of Market Development for Greentube North America), Kresimir Spajic (Senior Vice President of Online Gaming for Hard Rock International and Seminole Gaming), Thomas Graf (Greentube CEO) and Georg Gubo (Greentube COO)

Greentube rocked the show floor at ICE 2018 with performances in mobile, web and social casino

localised social solutions for each casino extending the brand and marketing capabilities of the properties.

Another highlight was the server-based multi-channel gaming solution Plurius that provides seamless gameplay between land-based, online and mobile devices. At ICE 2018, the platform highlighted an expanded game selection with popular content from NOVOMATIC and third parties, as well as the brand new Plurius 4-level mystery jackpot. The solution was presented on the market-leading NOVOMATIC cabinets V.I.P. Lounge, NOVOSTAR V.I.P. III and GAMINATOR Scorpion, as well as desktop, tablet and mobile

devices, demonstrating how players can switch between devices on the fly.

Thomas Graf, Greentube CEO, said: "This year's ICE has been another strong demonstration across the NOVOMATIC Interactive portfolio. We showcased Greentube's Omni-channel capabilities – combining online, mobile and terminal-based gaming services into one seamless customer experience. A Greentube first, we released a slot game based on a famous Hollywood movie, as well as a star-studded DJ branded game, and we clearly positioned Greentube Pro as the leading social casino solutions provider for commercial and tribal casinos in North America."

Huge fanfare as SBTech launches Pulse with aim to revolutionise live betting

Amid a bevy of cheerleaders and under a huge multimedia display, SBTech released Pulse, an innovation in live betting that is set to completely revolutionise the betting sector

Inspired by principles of gamification, SBTech's Pulse is designed to deliver an entirely new in-play experience, achieving greater levels of engagement and brand loyalty across the global SBTech operator network.

Pulse puts the player at the heart of the action, enabling bet placement on a specific outcome in a live event within a defined time period, with the potential payout increasing as the timeline progresses. The mobile-first feature is simple, elegant and effective. For example, the player bets on a goal to be scored in the next 30 seconds, with the time window split into three periods of



10 seconds, in which the payout rises with each new 10-second period.

Ian Bradley, SBTech Chief Product Officer, commented: "Pulse is SBTech's new take on live betting and appeals to players by offering them the chance to win progressively rising payouts. They must hold their nerve during the bet period, but the win will be that much sweeter if they hold out until the end!"

Having led the way in live betting for many years

with features such as Fast Markets, Partial Cash Out and most recently Add2Bet and Action Betting, SBTech has now raised the in-play bar with the rollout of Pulse, the new centrepiece of its premium sportsbook offering.

After a year in which the company entered key partnerships with a host of tier 1 operators and launched in a number of newly regulated markets, SBTech is now poised to leverage Pulse to achieve unprecedented success for its international partners.

Quixant's technological evolution delivers crystal clear clarity, putting 4K in the spotlight at the ICE

ICE Totally Gaming has traditionally been the centrepiece of Quixant's global exhibition schedule, and this year's event proved to be no exception, with the UK-based gaming specialists demonstrating the QxTrio 3-in-1 monitor and the brand new QxBOOT BIOS



Showcasing a full, rapidly-expanding portfolio at ICE, the premier manufacturer of PC-based hardware platforms, gaming monitors and digital button decks experienced unprecedented interest in present, new and future solutions. The new QX-60, a high-powered Windows 7 and Linux compatible gaming platform which supports multiple 4K screens and a raft of innovative new on-board hardware, software and security features, made its European debut to substantial acclaim.

The QxTrio 3-in-1 monitor, providing cost-effectiveness and high reliability levels relative to the curved screens it simulates, and I3.3" interactive PlayDeck were among impressive recent additions to a cutting-edge display portfolio.

The company's Gaming Ecosystem - Quixant's

extensive blend of unique hardware and software-based features which serve as a major differentiator – was also well represented. Real-time demonstrations of Quixant's unique video decoding infrastructure, tracing and logging tools, SAS communication stack and the newly launched QxBOOT BIOS attracted significant interest from an engineering standpoint.

"This year represented our 13th appearance at ICE Totally Gaming, and was our strongest yet," commented John Malin, Sales Director for Quixant UK. "We see the event as a fundamental pillar of our yearly calendar. It is therefore very pleasing to see our considerable effort put into technology development receive a very positive reception, acting as a driver to move business even further forward through 2018."



The expanding Certus Gaming team at ICE

Certus set to deliver on the promise of the Connected Casino in coming months

It's been a year since G3 first learned of Certus Gaming's innovative casino management solution, the Connected Casino. Established by industry veteran Jean-Louis Fiorucci and French casino operator, Tranchant, the roadmap outlined by the company's Chief Commercial Officer, Kurt Quartier, at ICE Totally Gaming 2017, is now complete – and the timing could not be more auspicious

As 2018 is undoubtedly going to be remembered as the year of AML4 and GDPR, the Cloud-based Connected Casino addresses both the issues that are barreling towards the land-based casino sector, which at this point in time is still woefully underprepared for the digital storms that are about to strike.

"The online gaming industry is ready for the double jeopardy of AML4 and GDPR, but the land-based sector has a lot of catching up to do and, unfortunately, they can't do that with their existing systems," explained Mr. Quartier at the ICE show. "The fines that can be imposed for operators that fail to respond to these changes can be severe, up to four per cent of worldwide turnover in some cases, which is potentially enormous for big multi-nationals."

The fact that the Certus Connected Casino is a revolutionary Cloud-based CMS and CRM solution is compelling in its own right, but coupled with the double whammy of AML4 and GDPR, which can both be addressed utilising the system, Certus has both the practical push of an IT solution built for the new generation of players, and the regulatory pull to ensure that operators are appropriately incentivised to be considering their best options right now – and who should definitely be making contacting Certus as a matter of priority.

As Certus spins up its US office in Las Vegas by the end of February, with the US now taking 50 per cent of the company's focus at this time, the addition of social gaming (Certus has struck a deal with Oryx Gaming to add 50 of its social games to the Certus Mobile App), means that there hasn't been a more timely product launched at an ICE show in recent history.

Tables Win and ICM Casino Management announce a new table supplier partnership

TablesWin, the Italian company based near Venice specialising in the production of luxury equipment for casinos, and the Swedish company ICM Casino Management have announced a distribution agreement

The agreement was signed during the ICE Totally Gaming 2018 show. ICM Casino Management will be the distributor of the Italian company in the Scandinavian and Baltic markets.

"This agreement between TablesWin and ICM Casino Management sets the stage for a very productive, collaborative relationship between our companies," said Massimo Meneghetti, General Manager of TablesWin. "We will work in synergy to define our distribution, with the aim of supporting the international expansion of TablesWin. I'm sure that Wolfram and his team



Massimo Meneghetti, TablesWin and Wolfram Dahlström, ICM at ICE 2018

are the best people to help the company in this adventure."

"This partnership with TablesWin was a goal for ICM Casino Management, said Wolfram Dahlström, CEO of ICM Casino Management. "I fell in love with the outstanding style of the gaming tables and I'm very proud to get the opportunity to help TablesWin to enter our markets. The high-quality of the TablesWin product range will resonate well with our core customers across all markets."

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CPI's Kat Burkhart pictured with the new EASITRAX Live at ICE Totally Gaming 2018

CPI surprised ICE with its ultra-clever bank note recycler and super-smart IOT-style EASITRAX Live

At the ICE show in London, Crane Payment Innovations sparked a wave of interest in its new SCR Advance banknote recycler, the SCR Advance MDR and EASITRAX Live

Perfectly time to capitalise on the technical standard changes taking place in the German street market, where lower denomination games could cause machine starvation, the SCR Advance MDR includes two recycling drums that allow the device to recycle up to four denominations within the single unit. Built to the same form factor as the original SCR Advance, and including all its functionality, such as the fastest transaction speeds, tightest security and lowest jam rate in the industry, the MDR (Mixed-Denomination Recycling), arrives at the perfect time.

The new legislation in Germany, which comes into force in November of this year, reduces the maximum credit allowed on machines from 20 to 10. This means that as players continue to use high denomination notes, forcing machines to give more change, hoppers in two denomination recyclers will quickly run out of notes. The SCR Advance MDR's ability to recycle lower denomination notes, like 5s and 10s in addition to 20s and even 50s, allows machines to run efficiently for longer periods of time, saving operators the costs associated with downtime and service calls.

As exciting as the new SCR Advance MDR is, it wasn't the only product attracting visitor interest on the CPI booth at ICE. A product that capitalises upon the Internet Of Things, EASITRAX Live will launch later this year and was being demonstrated on the stand in London. The system works by using hardware sensors, a network connection and data

pulled directly from CPI's note acceptor in real-time. EASITRAX Live collects transaction and performance data directly from the note acceptor and generates reports that can be used to streamline the drop process, facilitate asset evaluations, optimise asset performance and improve maintenance programmes.

CPI is taking what is essentially a 'dumb' asset and is making it smart to give insights and alerts to operators in real-time to address issues such as emergency cash drops by replacing the cash-box before it goes out of service.

The system is completely agnostic to the casino's existing management solution, connecting in real-time the devices on the floor to give a visual indication of exactly what's happening on the slot floor. The unit is also capable of being linked via a Bluetooth module to offer a mobile wallet solution that can interface with multiple mobile wallets, providing true cashless payments at the slot machine as regulatory environments evolve. The system can also be hard-wired if the WIFI architecture is unable to be upgraded to support the wireless version of EASITRAX Live.

"What makes EASITRAX Live different than its predecessor – and, in fact, any other cashbox system out there – is that it operates in real-time instead of on delay," said Eric Fisher, CPI president of Gaming. "That means operators will no longer need to wait for the drop to understand how their note acceptors are performing and what the status of each cashbox is. Instead, they will be able to respond to potential issues as – or even before – they occur. This kind of functionality is unprecedented in the gaming industry. Our intent is to formally launch EASITRAX Live later in 2018."



Heber's Matt Collins and Simon Rose

Heber launching its X100i

Heber, one of the leading UK suppliers of gaming controllers, was at ICE showcasing its new Pluto Video PSU along with the exciting new X100i gaming I/O controller

The Pluto Video PSU is a drop-in replacement for the Sanken 2H167W-1 power supply unit that provides multiple voltage outputs. The new X100i I/O controller has been built on the success of the powerful and flexible X10i USB interface. The X100i boasts a faster and larger dual-banked, battery backed RAM and is adaptable to any situation offering a multitude of I/O and control interfaces to gaming peripherals such as note acceptors and coin mechanisms.



Italian flair meets practical ergonomic designs with latest Stylgame products

Stylgame introduced at ICE its newest products and confirmed its success on the world market for the very specialised, Italian designed and manufactured, casino seating

World class casinos in the Monaco principality have always been the best showroom for Stylgame and the list that includes the most revered icons of European gaming locations as well as the most modern, like the exciting Sochi and Seychelles Liberty. Stylgame's success on the American market is visible worldwide with the custom designed chairs that are matched with Aristocrat, IGT and Konami feature games.

Stylgame production, moreover, includes ancillary products dedicated to the comfort of the player while ergonomically seated in front of the gaming machine, such as service call consoles, patented slot bases and bingo parlour accessories.



Elaut's Patrick Magendans at ICE 2018

Elaut brings mechanical skill games for the casino sector to ICE 18

On the self-proclaimed 'Totally Belgium' stand at ICE, Belgian companies Erron, True Odds, Kate and Elaut presented their wares to trade show visitors across a wide variety of gaming disciplines

Standout amongst the products on display were the latest skill-based gaming products from Elaut, a company that has specialised in multi-player machines for the casinos industry for decades. The company has poured this expertise into new hybrid skill games utilising mechanical components designed to attract casino customers.

"Players use skill to control one of the elements of the game," explained Elaut's Patrick Magendans of the mechanic behind the skill-based games. "The first product, Cash Crane, is already installed with several cruise lines and non-jurisdictional casinos and has proven to be big hit with casual players. The game uses a traditional crane mechanism to grab prizes that can also be prize tokens depending upon what the jurisdiction allows. A secondary slots game also enables players a 'mercy game,' if they're unlucky enough not to grab a prize with the crane - so they always win something."

The second product, a cash pusher, is about to be launched into Spain for all jurisdictions and utilises a 'closed-circuit of coins that fall from a mountain of cash within the glass cabinet. As the coins fall, influenced by the players-skill, credits are accumulated by the player who can redeem them for cash. "We believe that completely mechanical skill-based games provide an additional attraction with a casino environment," added Mr. Magendans. "It is a very different machine that creates a centrepiece attraction within any location. The figures from test locations of have been extremely positive for both machines in international markets, having shown the products in Vegas and now at ICE."



Alfstreet's Albert Radman pictured at ICE 2018 with the new Car Race

Alfstreet put the pedal to the metal during ICE with the launch of thrilling multi-player Car Race

Alfstreet has made the launch a new multi-player show-piece product a staple of its recent ICE presentations, and this year was no exception. Following on the hooves of its horse-racing game, Royal Derby, and in the wake of its Wet Race, Alfstreet launched Car Race at ICE to the same level of intense interest from visitors. The beautifully presented car-racing game presented miniature car models flying around an oval track that was reminiscent of NASCAR if viewed from a helicopter way above the action

Alfstreet had been busy preparing for ICE by upgrading its entire product range, including redesigning its cabinets, signage and video displays. There were upgraded cylinders for its Roulette and Dice games, known for their immaculate performance and bullet-proof reliability. The Wiki single terminal received a slight upgrade, accompanied by the sleek and versatile Coffee table and Table Top terminals. Alfstreet's Multi Touch and Lucky 8 saw the company bringing optimised editions to the show, interconnecting everything at the stand and demonstrating the full potential of a modern casino venue utilising Alfstreet equipment.

Last year Alfstreet introduced the single terminal Felix T, which combines an optimised user interface with an attractive design, practical space usage and flawless ergonomic comfort for the player. The sleek, elegant and ultra modern lines of the cabinet are highlighted by the extensive lighting options, which announce future design clues that will extend throughout the range.

At the show, the Felix S slot machines were featured with upgraded contemporary curved screens, adding to the versatility and performance of the product. All the machines featured full inter-connectivity to any number of automated electronic or live sources (Roulette, Black Jack, Poker, Baccarat, Sic Bo, Dragon vs Tiger, Derby horse-racing and more). A slightly

different concept stands behind the Alibi box cabin, which is gaining traction not only in casino venues, but provides various alternative applications outside the industry.

"We are excited to show our latest technologies," said Alfstreet's Albert Radman at the ICE show in London. "Last year was a record year for the company. The best year in the last decade, with the result that production is now fully booked until the end of June. We are doubling our manufacturing facilities to cope with the demand (with the ground-breaking due to commence in July this year), and in the last 18 months we have doubled the staff working for the company."

According to Mr. Radman, the momentum leading up to the show has been extraordinary, with several big operators continuing to work exclusively with Alfstreet expanding their markets, with France and Spain especially aggressive in terms of growth. "In Asia, we have completed a 400 station install in Singapore, adding additional units in the Philippines and Cambodia recently too," described Mr. Radman. "Latin America and the US have also seen really extraordinary growth."

The diversification of the business means that Alfstreet is present and active in every continent on the planet apart from Antarctica - though if the company brings out Husky Sled Racing next year... who knows?

Gary Platt bringing new level of choice to Europe



Gary Platt's Mark Yurcisin, Jon Temple and Joshua Corrick pictured at ICE 2018

Gary Platt Manufacturing was celebrating opening its first permanent location outside of the United States at this year's ICE Totally Gaming show

London-based Gary Platt Europe already has a dedicated sales team led by European gaming industry veteran, Jon Temple, with the team selling Gary Platt's entire line of chairs directly to casinos throughout Europe. "This is an exciting step forward in our company's storied history," said Gary Platt Vice President of Sales and Marketing, Joshua Corrick. "For more than 20 years, we have been hand-crafting the world's most comfortable chairs, allowing our customers to provide their guests with a premium gaming experience. Now with Gary Platt Europe, we are able to bring the world's best chairs directly to our customers."

"2017 was Gary Platt's best year to date in Europe, and ever-increasing customer demand led directly to our decision to open a permanent location in Europe, allowing us to interact directly with customers, empowering us to better react to their needs," Mr. Temple said. "Gary Platt Europe will be a sales and service hub, and we may expand that footprint to include manufacturing in the near future. We are already doing assembling."

The company was bringing three new chair styles to ICE. Leading the way is the new Monaco style. Its patent-pending design and razor-sharp details bring a 'new meaning to unsurpassed comfort' and help to increase time-on-device, while also delivering a chic sensibility worthy of the name Monaco.

Like all of Gary Platt's new styles, each chair in Gary Platt's line is created with a unique proprietary injection-moulded blend of foam made exclusively for the company.

Mr. Corrick added: "Our entire line of modern chair styles feature advanced ergonomics that provide built-in lumbar support and various contours to fit the human form, right down to Gary Platt's unique waterfall front seat edge that relieves stress on the player's legs. Further, each Gary Platt chair is designed with unrivaled attention to detail, using only the highest quality materials, inside and out. Every detail is considered and planned to deliver a carefully crafted experience."



Synot Games Executive Director, Ivan Kodaj and Synot Sales Director, Miroslav Valenta

SYNOT broadens its international reach while simplifying the creation of games on its platform

At the ICE show in London, the emphasis on the Synot booth was obviously focused on omni-channel solutions, with new games simultaneously launched for mobile, online and retail thanks to Synot's new versatile gaming platform. Synot revealed at the show that the company is also preparing to launch a new VLT product, which again will utilise the same platform, simplifying the porting of games between different devices

"The idea behind the new platform is to create an efficient and effective environment in which to create new games and new developments whereby we create a single game and then operate it everywhere," explained Synot Games Executive Director, Ivan Kodaj. "We are showing a new jackpot system for AWP's connected via SAS 6.2 running on this platform. Such is the interconnectivity achieved by this approach, a player who starts to play within a retail location can stop mid-game and en-route home can continue with their game, including any free-spins they had previously acquired, on their mobile device."

What was also striking about the Synot booth at ICE was the international flavour of the product offer. Having created a library of international products, now available to view on the new website, www.synotgames.com, the company has double-downed on providing software for global markets. Having been predominately Czech-facing, the company is prioritising games for Latvia, France, Slovakia, Spain, Malta, Italy, Vietnam and Macedonia to name a few. Each of the games is GLI 19 certified and fulfil the regulatory requirements of each of the relevant jurisdictions.

The company's VLT's have always been a core product for the company, but again international success in the Greek market has seen the original order by OPAP increase from 2,000 units to 4,500 since launch, with Synot currently having installed 1,600+ terminals into sites across Greece.

"Five years ago the Czech market was our No. 1 consideration," explained Synot Sales Director, Miroslav Valenta. "Today, our focus is on international markets and with 30+ original slots we have developed utilising HTML5 technology, we are really proud of our diverse portfolio of fully

flexible and tailored software solutions."

"Our expectation is that we will double the number of jurisdictions in which our products are represented in 2018 and we will return to ICE in 2019 having completely refreshed our cabinet line-up. We have doubled our software team over the last 12 months and will continue to unify game development onto the new platform to create even more omni-channel solutions in the future," said Mr. Valenta.

Synot confirmed at the ICE show that 2018 was a record year for the Synot Group at the exhibition, with the record attendance of 73 employees, a record stand size (43,500sq.m) and a record amount of Czech beer consumed by visitors.

During the exhibition, Synot W presented brand new cabinets such as the VLT Premium and EG Premium for new markets and a Single Games machine for Vietnam. Gaming solution provider Easit also showcased its performance-driven platform, sports book, casino, lotteries, scratch cards, and poker solution on the impressive online section of the booth. Synot Games brought 30+ brand new HTML5 slots playable on multiple devices, including Fruits'n'Fire, Flip the Chip, as well as great thematic games such as Egyptian Book of Secrets, Vampire Bride and Wild Job.

Mr. Kodaj, summed up the show: "ICE 2018 was an essential event in terms of establishing new key partnerships and enabling us to enter many important markets in the upcoming few months. Next year there are major milestones ahead, and with the development of our brand new VLT and AWP machines in full swing, as well as continuously creating new games, we will make sure Synot will take ICE 2019 by storm!"



Konami Gaming's Steve Walther pictured at ICE 2018

Konami had a Smashing time in London with a product range that is 'Progressing' very, very nicely

It was progressives as far as the eye could see on the Konami Gaming booth at ICE Totally Gaming in London. Variations included everything from symbol-trigger, linked, wheel-spin, mystery-trigger, pick 'em, and more... ranging across a series of stunning game themes including Castlevania, Power Boost Inferno, Celestial Sun Riches, Celestial Moon Riches, Star Watch Magma, and Smash Smash Festival. In addition, the show marked the ICE premiere of Konami's first curved multi-game cabinet, as the company's popular SeleXion technology expanded to include Concerto Crescent

Smash Smash Festival was a particular highlight having been introduced to the international market in 2017 and, according to Konami's Steve Walther, is performing strongly in all locations. "Smash Smash Festival is another key linked progressive game in which, instead of traditional metering progressive prizes, the game progresses the number of available prizes in the jackpot pool with each mystery-trigger selection until a player is awarded the Smash Time bonus to redeem all prizes in the central pot," explained Mr. Walther. "All jackpot

amounts are fixed, and odds of achieving the mystery trigger increase with higher extra bet levels."

Power Boost Inferno is the follow-up game that's literally a 'hot' game for the international market. It's a multi-game with a progressive mystery trigger that gives more chance to the player to win a bigger prize as they bet more. It's a 5-level progressive on the KP3 platform. Players increase their odds for the Supreme jackpot up to 10x with a flexible extra

bet. When the mystery-trigger feature is awarded, a wheel with three levels of increasing prizes emerges from a lava inferno.

New to the ICE show this year was Konami's Strike Zone game mechanic, which sees the player betting to expand the Strike Zone in the game, with winning combinations falling within the Strike Zone generating much large prizes.

Celestial Sun Riches and Celestial Moon Riches on the Concerto Upright Slant, share a natural association between increased bets with the chance of a larger prize, though betting low also delivers a great experience in this multi-denom game in which the prize scales with the denomination. Both are part of the Ultra Reels series of games that feature a selectable Strike Zone area to activate additional bonus opportunities.

Players can increase their extra bet amount to further expand the Strike Zone, where every wild eclipse symbols transforms to random 2x or 3x multipliers and each sun or moon symbol awards a wheel bonus if the free game feature is triggered.

Star Watch Magma was another of Steve Walther's hot* picks (*these are not our jokes by the way). The game features the Strike Zone mechanic and a standalone progressive in which stars fall onto the reels. Every star prize symbol that lands in the player's selected Strike Zone awards a random credit prize, jackpot, or wheel spin bonus with guaranteed Mini, Major, Mega, or Maxi jackpot. The Strike Zone also remains active during the free games, where prize symbols nudge to fill the entire reel with individual prizes, bonuses, and/or progressives. Star Watch Magma is available with a mix of multi-denom options.

Overall, there were over 100 different themes on the Konami Gaming booth at ICE, with the stunning Castlevania Labyrinth of Love taking pride of place and shown for the first time in London. Based on the iconic video game series first popularised in the 80's, players battle beasts and take on monsters across the 43ins. canvas of Konami's Concerto Crescent curved screen cabinet. Authentic art, animation, and music from the series are found throughout, with multi-mystery bonus adventures that bring the legend of Castlevania to life.

The only thing missing from the booth in our view was Fortune Cup. At the end of January, Konami announced the release of its multi-player horse racing game, Fortune Cup, into North American markets. The stunning game's nine-foot wide mechanical track with eight horses is now live at four locations and is expanding across the US.

However, at the ICE show in London Mr. Walther points out that international customers will have to wait, as there's currently no schedule for release to international markets.

"We are excited about the opportunities that Fortune Cup is bringing to operators in the US right now," stated Mr. Walther. "We are seeing non-traditional play driving incremental revenue through Fortune Cup. This is new revenue. In fact, we're seeing players at MGM bringing their suitcases to play Fortune Cup as it's the first thing that attracts them in the casino. We think we've captured something magical with this product and we're excited about the opportunities that lie ahead." Hopefully, that includes a release to international customers in the near future.

Review

ICE TOTALLY GAMING 2018

A dream ICE show for APEX gaming, with highlights include the new jackpot island, new games, iDROPs and Shuffle King 6

The ICE is a key show in the global gaming market and the response to it sets the trend for the year ahead. The buzz at the show was palpable and this positivity could be felt very clearly during the constantly busy three days on the APEX gaming stand

The Pinnacle Premium Jackpot Island made its debut at last year's ICE and left visitors astounded by vivid, imaginative and exciting complete jackpot island. This marked the beginning of a new era for APEX gaming in this field of the industry. The Dragon Egg game fits perfectly here. The complete Pinnacle Premium 8 Jackpot Island (with two banks of four slots) and the Pinnacle Premium Curved 4 Jackpot Island (each slot has a 43ins. curved screen) were joined by a further new jackpot island – the Pinnacle Premium 4 Jackpot Island – that consists of four Pinnacle Premium SL slots placed in a space-saving circular design.

"We have created something very special here that has quickly established itself in casinos around the world", noted Kubilay Özer, Global Sales Director at APEX gaming. "We are placing our focus very strongly on the Jackpot Island solutions and are proud that we truly make a difference here."

Another product that made a real difference was the iDROPs, which was officially launched at this



Christian Weissengruber, Kubilay Ozer and Johannes Weissengruber from APEX gaming

year's ICE. This completes the iDROP family (iDROP, iDROPe and iDROPs) and now offers the ideal solution for live gaming tables where high rollers like to play.

Dealers are often faced with larger number of notes to handle that can be time-consuming. The iDROPs solves this issue – as it can manage 250 notes (and tickets) at one time at a validation rate of six per second. "We have taken the iDROP to the next level", added Mr. Özer. "Operators were so pleased to have this option and can now combine the different iDROP products depending on the individual table game requirements."

A further table game highlight is the Shuffle King 6 that can automatically shuffle up to six different decks of cards – an excellent solution in this market segment with its continuous shuffling ability.

APEX gaming offers complete casino solutions. For electronic roulette – the APEX Player Station (APS)

is the answer – and an entire unit together with two electronic roulette wheels were on display on the stand. The APS can be linked to up to four roulette wheels (both live and/or electronic) and operators can include the EVO games on it as well. The wide range of Pinnacle slot machines on display – including the VIP solution and a new 24ins. upright version with bright LED lighting – underlines the slots strength of APEX gaming. For mobile gaming – the APEX MOBILE SLOTS – is an excellent way for operators to bring mobile gaming to their slots floor as well as players being able to enjoy playing APEX games from the comfort of their own homes.

"On behalf of the whole team at APEX I'd like to send out a very big thank you to everyone who came to see us. You all made this a very special show for us. We are very motivated to ensure that both our existing and new customers can make gaming for their customers an even greater experience by making full use of what we at APEX have to offer", concluded Mr. Özer.

Betradar formalises deal with All India Gaming Federation

At this year's ICE Total Gaming, the All India Gaming Federation (AIGF) and Betradar formalised their relationship, committing to understand, explore opportunities and network across India around sports betting and gaming

The AIGF, which is focused on assembling a group of responsible and credible stakeholders to help the country navigate towards an open and transparent betting and gaming sector, will work closely with Betradar to drive improved awareness and understanding, exploring various platforms, channels and initiatives.

Speaking about the new commitment, AIGF CEO Roland Landers underlined: "The sports betting world is a patchwork of unique frameworks, set ups, priorities and conditions. Our objectives require us to pool information and perspectives from all of these, especially those from the

developed markets, in order to help us set out the strongest and safest proposition for the Indian market. Betradar works with 600 sports betting operators around the world, as well as various national regulators and law enforcement agencies. They are uniquely placed to give us a broad, deep and clear view on global sports betting and help us achieve our objectives."

Lorenzo Caci, Betradar Director Business Development and Strategic Partnerships added: "We are honoured to work with the All India Gaming Federation. They are an organisation that underscores India's desire to explore the



opportunities, but do so patiently, strategically and effectively. India has the potential to be a truly exciting market, with so many hugely passionate sports fans. Their faith in our experience, our perspective and our commitment to helping India do it right is much appreciated and we look forward to working together over the coming months and years."

Evolution ramps up expansion prior to new product roll-outs at ICE

Live dealer pioneers Evolution Gaming almost doubled its profit over the last 12 months during an 'exceptional year' where 'intense' expansion saw revenue increase by 54 per cent to €178.4m

The Swedish Live Dealer experts have an extensive planned roll-out of new products into 2018 as the company further widens the gap between it and the competition. Last year ended in much the same fashion as it had begun with revenues for the three months ending December 31, 2017, up 48 per cent from the same period one year earlier.

The positive revenue development mainly derives from increased commission income from existing customers and, to a certain extent, from new customers. Demand for Live Casino games was generally high over the quarter and the number of bet spots from end users amounted to 2.8bn up from 1.7bn a year earlier. Revenues from dedicated tables and environments also contributed to the increase as a result of additional customers launching or extending their customised Live Casino environments.

Martin Carlesund President and CEO said: "The quarter was characterised by intense expansion at our studios, resulting in increased cost levels compared with the third quarter. The company is in the midst of an investment phase, and we expect this to continue to drive costs during the first half of 2018. In addition to the intense expansion at our existing studios, where we now have approximately 400 tables in operation, we increased our efforts further in product innovation and development in the latter part of the year. We will see the results of this in 2018, when more games than ever before will be launched. The new games are an important element to further increase the gap to our competitors, and will be launched at different times of the year. Already in January, we rolled out the world's first and only Live Casino version of the popular poker game Texas Hold'em Bonus and, in early February, we expanded our exclusive content rights partnership with Scientific Games."

The company launched Lightning Roulette, a ground-breaking Roulette game that combines Live Casino with an RNG element at this year's ICE. Players will have new possibilities to win through random-generated lucky numbers offering high pay-outs. Todd Haushalter, Evolution's Chief Product Officer, said: "This is the most complex product we have ever done, but all that complexity is hidden from the players, who only see that each round, between one and five numbers are struck by lightning and given magnified pay outs of 50x – 500x. To do this we combined digital random number generators with the Live Roulette wheel, which has never been done before. The studio itself is also incredibly advanced."

Mr. Carlesund added: "The game environment is reminiscent of an entertainment show with advanced sound and lighting effects; a concept that adds a new dimension of excitement to the traditional table game and which we have already



successfully established through our Dream Catcher product. We also believe that our extensive expertise in table games can be used in a purer RNG environment, which is why we are taking a first step in that direction through the launch of a brand-new game category – First Person Gaming. The products offer players an interactive first-person experience of the most popular table games, and also include a "Go Live" button that quickly takes the player to our Live Lobby and the complete range of Live Casino games. This set-up gives the operators excellent cross-selling opportunities."

For Evolution's operators' super VIP players, it is launching a brand new, exclusive Salon Privé, with high limits and private tables for individual players. Created at the company's primary studio in Riga, Evolution's all-new Salon Privé is set to be the most luxurious way to play table games online. Mr. Haushalter explained: "This has never been done before because it is so difficult to achieve operationally. We are offering players unprecedented levels of control over the game at

totally private, single-player Roulette and Blackjack tables. From choosing their favourite dealer, to changing the cards to being in charge of the game speed, the players can control all of this and more. Our mission with the Salon Privé is to provide the sort of 'white glove' service that is offered in the private gaming salons of Las Vegas."

Only selected individuals are given access to the environment, where they can expect personal service and opportunities to control the game round themselves. Evolution is also strengthening its Baccarat portfolio with two new variants, No Commission Baccarat and Dragon Tiger.

"Baccarat is gaining popularity and, with these additions, we will attract both experienced and new players," Mr. Carlesund explained. "In addition to product development, we are continuing to invest for the future in the form of new studios. In early February, we went live with our new studio in Canada, while the construction of the studio in Georgia is continuing, with a planned launch in the second quarter."

Elo showcased a new range of desktop touch-monitors at ICE – ideal for tables or cash cages

With a touchscreen portfolio ranging from seven to 70 inches, size was definitely important on Elo Touch Solutions booth at ICE, although the the emphasis was clearly on functionality as well as impressive scale

Elo's seven inch touchscreen technology has paved the way for the latest desktop touchmonitors for lottery, sports betting and bingo, as well as interactive solutions for applications beyond the gaming floor. Elo's Mike Sigona said: "These may be used by croupiers on tables or in cash cages, but come with a lockable button so they can be used public facing. They're not like consumer models so they won't change from year to year. They have a long, life cycle."

Also on show were large and small interactive digital signage displays which provide the perfect



solution for casino way-finding, interactive advertising, point-of-information and scoreboards. Elo's desktop touchmonitors and all-in-one touchcomputers are ideally suited for loyalty programme kiosks as well as hotel, restaurant, and retail point-of-sale (POS) systems.

The company was also showing an Android Elo Computer Module (Android ECM) accessory, which provides a secure all-in-one solution for android content delivery, applications and device management.

Review

ICE TOTALLY GAMING 2018

TCSJohnHuxley dazzles with new table designs and a thorough 'Revamp of the Champ' at ICE

Grandstanding on the TCSJohnHuxley booth at ICE 2018 was the new Chipper Champ Pro, which was making its worldwide debut. This latest model of the universally acclaimed chipper has been developed to incorporate all the key attributes of the Chipper Champ 2, but now packs a punch with even greater security and operational features that bring unbeatable benefits to the casino

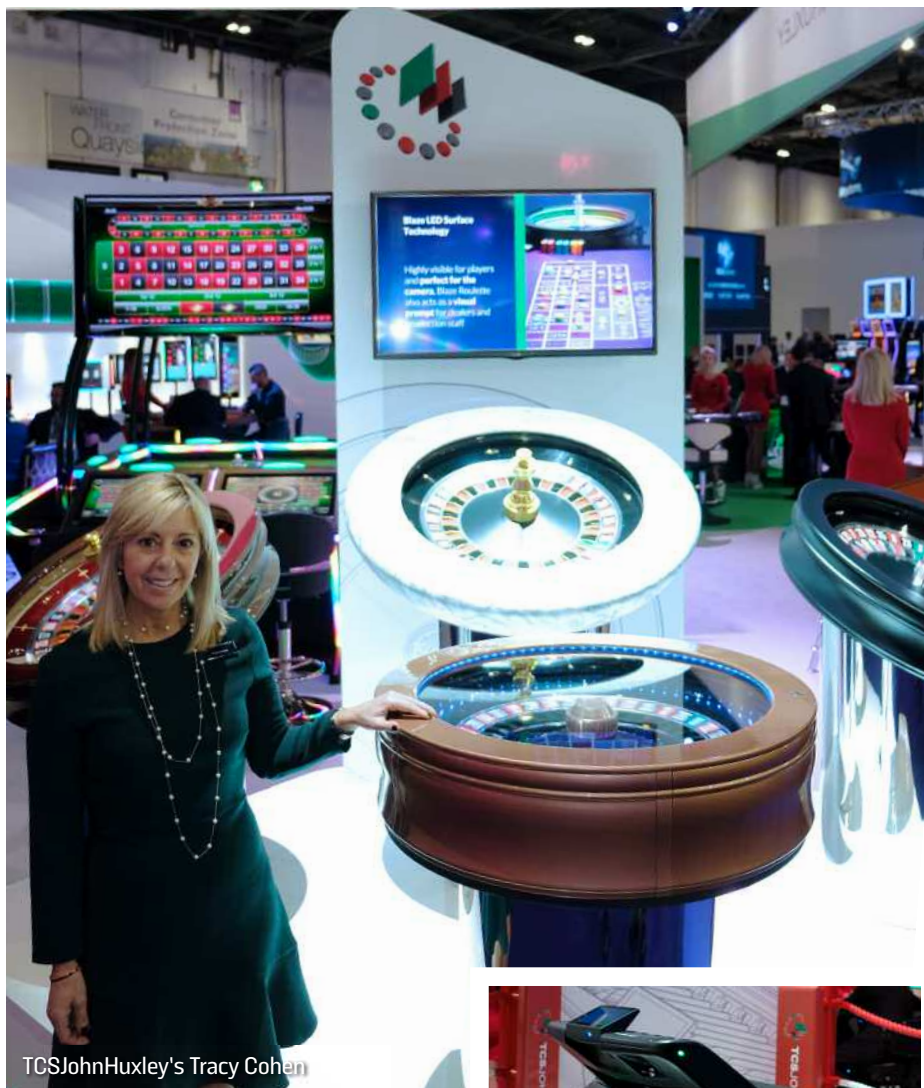
Tristan Sjöberg, Executive Chairman commented: "The launch of a new chipper is always momentous for us as it's at the core of our company's DNA. The new Chipper Champ Pro does not disappoint. Once again, we have listened to our customers to develop a chipper that has enhanced security features as well as delivering key information at the touch of a button, providing real-time data and operational indicators, right at the source. We are very proud of the Chipper Champ Pro and know our customers will be delighted with it too!"

The Chipper Champ Pro incorporates all new stand out features including a built-in camera to identify suspected jams or rogue items in the hopper and a unique fold-away 10ins. digital screen that can display chip column counts. Wheel Bias reporting and Inclinator levelling information are available as an optional feature, requiring limited additional hardware connecting to the wheel. These powerful wheel insights are delivered direct to the digital display screen, removing the need to connect a PC to download data from the Roulette Wheel. Now operators can quickly and easily identify any potential issues discreetly from the gaming floor.

The improvements to the new Chipper Champ Pro are not just concentrated under the hood. The streamlined profile of the cabinet is retained, but now incorporates LED lights to highlight contours and has the addition of speakers built in each side to allow the dealer to hear various prompts. The speaker facing the players and gaming floor is switched off, so as not to be intrusive.

The new Chipper Champ Pro looks set to once again raise the bar high as the gold standard of chipping machines, delivering improved productivity, security and reliability. The pre-production Chipper Champ Pro was unveiled at ICE with full production models available later this year.

In addition to the new Chipper Champ Pro, TCSJohnHuxley debuted a new range of Dealer-



TCSJohnHuxley's Tracy Cohen

Assist tables in London. The company revealed that it had collaborated with Grosvenor Casinos in 2017 to create a series of dealer workshops, designed to enable dealers to give their opinions regarding the design, development and ergonomics of TCSJohnHuxley's products. The workshops were created to help dealers in their day-to-day activities. "We asked dealers what they wanted to see in the future designs of our products," stated TCSJohnHuxley's Tracy Cohen at ICE 2018. "We have since created Deco tables and Clarity design features with built-in functionality. The first phase of these solutions includes tables with large storage areas that incorporate specially created spaces for float tray covers – which previously were rested against or under tables. Innovative slide out storage areas under the table maximise storage and hardware technology requirements, providing well defined areas for data and power. These are relatively simple innovations that make working with and using our products much more intuitive for the dealers."

Dealers themselves come in all shapes and sizes, so tables need to be generic to cater for everyone. In the past, shorter dealers have struggled with the height of the playing surface or used bulky platforms that needed to be removed and stored when a taller dealer started a game. The new designs come with a slick pull out step integrated in the base, and part of the design that is both functional and elegant.

Players have been catered for too, with integrated wireless phone charging points as well as USB points. Solid surface drinks / chip rails provide



increased durability, but also allow table layouts to be changed quickly and easily without the need to remove armrests, as they surround the circumference of some tables, leaving just the playing area as a removable insert.

The two new table styles launched at the show, the aforementioned classically designed – Deco features exquisite veneers and rose gold finishes, and the more contemporary, clean lines of Clarity, which feature LED modesty panels which can incorporate logos or themes. "Our strategy to continually innovate and develop products, not only include our latest leading-edge technology offerings but also traditional ranges, puts us ahead of our competitors and our customers ahead of theirs," stated Tracy Cohen. "ICE 2018 sees us celebrate the launch of a range of tables that have been developed to include a whole host of features that assist dealers and operators, both ergonomically and operationally, fusing together tradition and technology seamlessly."



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Review

ICE TOTALLY GAMING 2018

At ICE 2018, SG Gaming UK demonstrated its increasing emphasis on product design with its latest product range, Equinox. A dynamic range of cabinets developed with customers and specific sector requirements in mind. Modular in its design, the form factor has been created to be as flexible as possible to accommodate location refreshes. When a location undergoes a refresh phase of its hardware, SG Gaming UK wanted to ensure that it could lower the cost of those phases for the operator. "Rather than have to replace each machine in its entirety every four or five years, we can use the base or the shell of the machine and simply swap-out the screen, or add new cash handling technology etc." explains Mr. Horne. "This modular approach reduces the cost for the operator in the long-term by extending the lifespan of the unit; therefore it provides a cost-effective means of operation that expands the life of the hardware through Equinox's modular design."

GAMING IN PLAIN SIGHT

An important new feature of the Equinox is the 'Privacy Mode' game functionality, which drops the game from the upper screens down to the V-Deck+. There is a small, but significant, portion of the betting offices' player base that find privacy in these small venues an issue. Operators have spent the last two to three years trying to create a furniture solution, for example positioning physical barriers between machines, with varying degrees of success. "We've found a technology solution that gives the player privacy, removes the cost from the operator, but still offers an enjoyable gaming experience for the player," says Mr. Horne. "At this point we have more than ten game titles for the Equinox cabinet that utilise this new functionality. We experimented with the ATM-style privacy screen technology, but weren't convinced by the quality of the player experience, which is why we have developed this functionality. This works by moving the content from the upper screens down on to the V-Deck+ so that players can play in complete privacy."

The new cabinet offering displayed at ICE this year showed the SG Gaming team's commitment to completely refreshing its product offering across all sectors. Customers at ICE had a clear understanding of how their hardware was to evolve into 2018. "From the T8 to the new Equinox range of cabinets, SG Gaming has a solution across all gaming sectors with product for gaming venues of all sizes with single and multi-player gaming solutions."

SOFTWARE IS KEY

Having charted the complete line-up of cabinetry on offer from SG Gaming UK, the company was keen to highlight the software driving its hardware sales in the UK. As well as developing brand new gaming content under the Barcrest, Bally and WMS names, the UK-based games development team has been converting hit Stateside titles into UK regulatory and UK player versions of those games. At the same time, SG Gaming UK is expanding its content team in the near future to also support non-UK markets in Europe and overseas.

A major content push early last year saw Jewel in

SG Gaming UK has been refreshing its entire cabinet range in anticipation of market growth

G3 took the opportunity at the ICE show in London to sit down with SG Gaming UK, CEO, Phil Horne to discuss the latest products, both hardware and software, heading to the UK market from the global gaming entity that is Scientific Games. Mr. Horne explains the wider philosophy of the Group and outlines in details the considerable measures that the company has instigated to bring responsible gambling best-practice to UK gaming



the Crown, Giant's Gold, Black Knight Community and Legend of the Pharaohs all hit the UK marketplace. One of the hugely successful concepts SG Gaming took from the US market was Colossal Reels, which, combined with the Rainbow Riches theme, has been hugely successful in the UK market. It's just a very different gaming experience from anything currently in the UK market and one Mr. Horne promises we'll see more of in 2018.

PROGRESSIVE CASINO OFFERING

In the UK casino sector the company's Riviera cabinet with BI casino content took pride of place on the ICE 2018 booth having been enhanced with a Jackpot Party Mystery Progressive that will enter the sector in Q2 of this year. The Riviera was installed with both Aspers and Grosvenor Casinos in 2017 and since that time Grosvenor Casinos has placed an additional order for the machines, to the delight of SG Gaming UK CEO, Phil Horne. "Although the UK casino space isn't huge, it is split 50/50 between progressive jackpots and non-progressive jackpots," explains Mr. Horne. "Therefore, until now we have only been playing in half the space, but as we move into Q2 this year with our Jackpot Party progressive, we will see even more SG Gaming UK product in the marketplace."

Meeting with the UK casino operators, they all want to involve SG Gaming UK in their product development for the next few years, both from a slots perspective, but also for technology and systems. It's an encouraging signal that the casino customers in the UK recognise the company as a key player in their future. "One of the major interests for casino operators in the UK concerns our responsible gambling functionality," elaborates Mr. Horne. "We have a capability that we've developed over the last couple of years that provides a lot of player protection tools, of which only the bookmakers have taken advantage."

TAKING RESPONSIBILITY SERIOUSLY

Utilising SG Gaming's systems, players can set themselves a spending limit within a defined time period. And while the uptake of this option isn't huge within the player-base, of the people that do use this technology, 80 per cent of those players have been sticking to those limits. "We also have the functionality within our system to be able to track real-time play sessions," describes Mr. Horne.

"If a player enters a much larger bet than usual, the system tracks and responds to preset parameters in real-time," continues Mr. Horne. "The player can be asked if they'd like to take a break, or a voucher for a free coffee could be printed. We can identify through patterns of play what type of message, if any, we need to send. We model specific player profiles and have algorithms which will prompt the system to intervene with an appropriate responsible gambling message when required."

REGULATORY DISRUPTION IN THE UK

The impact of changes to UK gaming machine regulations due to the forthcoming Triennial Review are expected to focus on the maximum stakes of Fixed Odds Betting Terminals.

The current maximum stake of £100 is expected to be reduced by the government in the summer of 2018, with speculation that the fall could range from £50 to £2.

On the subject of gaming regulation and player protection, Mr. Horne continues to highlight the problem of individual point-scoring and the spectre of the 'problem gambler' as a major issue in overshadowing all the good work that has been undertaken by the gaming industry, and goes on to highlight the growing importance of trade bodies, regulators, manufacturers, developers and retailers in joining together to find effective solutions more quickly and efficiently.



EveryMatrix shows it's 'On the Money' with latest payment service at ICE

MoneyMatrix, part of the EveryMatrix Group of companies, was showing the latest in Payment Service at this year's ICE Totally Gaming show in London

Specialising in Payment Processing and Risk Management within the gambling industry, MoneyMatrix has been developed to respond to iGaming operators' needs, offering card and alternative payment solutions, risk management and KYC services through a single integration. Incorporating over 120 payment solutions along with fraud and KYC tools, MoneyMatrix is available to merchants via a customisable API.

Sandra Barton, MoneyMatrix CEO, said: "MoneyMatrix is demonstrating its NexGen platform built specifically to cater the needs of gambling sector encompassing a myriad of international payments, risk management, KYC solutions to ensure both regulatory and 4th directive compliance."

MoneyMatrix's goal is to "Make Payment Processing Simple" and the NexGen solution is designed to do exactly that: a single contract and integrations providing access to over 120 payments solutions which include cards, e-wallets, virtual vouchers and banking. MoneyMatrix's NexGen solution massively reduce development overheads and accelerate the time to market of any operator.

"In a typical month we are processing around €40m of transactions coming through over 120 payment solutions in over 200 countries. Our door opens you up to some of the biggest names in payments. We are here to ensure that your company concentrates on its business, whilst we concentrate on making your payment processing simple," added Sandra Barton.



Aruze Gaming's Brandon Knowles, Executive Director, Table Games, pictured at ICE 2018

Table gaming solutions stole the spotlight from slots on the Aruze Gaming stand at ICE 2018

It's been two years since David Meacher joined Aruze Gaming to coordinate sales across EMEA and during that time the Japan-based business has been making major in-roads into markets such as Germany, France, Portugal and Ireland, having established relationships with key distributors in these regions

"SFM is partnering Aruze in France were the latest games, housed on the new Vertical 40s cabinets, are gaining real traction with operators," explained Mr. Meacher. In Germany, Aruze is working with Spirit Gaming's Frank Ziegler, who stated at ICE that his customers were happy with the innovative products from Aruze, and who is very optimistic about the German market. In Portugal, Aruze has signed-up with Red Gaming, and finally, Donal Maguire of Prosperity Gaming is distributing for Aruze in Ireland, a market that Mr. Maguire believes has an appetite for the inspired games from the Japanese manufacturer.

The major campaign leading up to ICE saw Aruze promoting its two new electronic table gaming products, the Omni-Table and the new digital Craps table. The Omni-Table is a patented LED video display card table that has a felt surface covering the semi-circular display. The company has created a bright inviting table that has a traditional cushioned felt surface, with easily replaceable felt and hot-swappable LED sections for low maintenance. Limits can be changed on the fly, player spots can be reduced by the dealer using the mounted touchscreen dealer stations, while the major draw is the ability to change the game, with four table games available from

launch and additional premium packs coming soon for licensed games. The screen can also be used for promotional messaging, both for the casino or external product advertisers.

Aruze Gaming's own table chips were being used on the Omni-Table, with the company manufacturing from its own secure factory to produce a chip range that was originally created by the company to supply the Okada Resort in Manila, the Philippines.

The second digital table product, a Craps game, is a multi-player utilising a digital screen layout around which players place their bets while the dealer enters the results of the physical dice throw into the dealer mounted touchscreen area. "This new product provides additional security and an unthreatening environment for new players to learn the game," explained Aruze's Executive Director, Table Games, Brandon Knowles. "Players can learn the game and bets through interacting with the monitor and they can do so at a low cost. The game is also very simple for the dealer to deal and doesn't need in-depth knowledge of craps or intensive training. It allows the dealer to focus more on entertaining the customers as opposed to the transactional side of game."



Patir's Suleyman Yilmaz

The perfect blend of strength and taste - Patir's latest designer chairs

Germany's Patir Casino Seating launched a host of new chair designs on an ICE booth that was awash with elegant gold and black detailing.

Having delivered its very latest designs to Norwegian Cruise Lines, for its Bliss and Sun vessels, the high-end all-wood chairs with sumptuous upholstery made a real impact with visitors to the booth at ICE.

In addition, the company displayed its new range of multi-media chairs, with OEMs across the exhibition floor in London now sporting the highly versatile, ergonomic and player-friendly multi-media chairs from Patir. Now available to suit a range of applications and price points, the multi-media chairs are available with different speaker and button configurations to meet all requirements.

"Our new 'Deluxe' vinyl coverings have also become increasingly popular," explained Patir's Süleyman Yilmaz at ICE. "The material is hard-wearing, long-lasting, easy to clean and comes in a range of styles and colours to suit all tastes. It's a material that complements the new designs we have displayed at this year's London show."



Dennys Patir at ICE 2018



Kevin Sheehan and Matt Davey introduce the new brand

Scientific charts the future for newly launched SG Digital

Scientific Games' 'watershed' moment arrived at ICE 2018 with the launch of SG Digital, incorporating the existing portfolio of SG Interactive B2B products and services with those of the newly acquired NYX Gaming Group, to create the 'most diverse supplier of digital gaming and sports betting technology and content in the industry'

Bringing together some of the most established and successful brands in iGaming, sports-betting and iLottery, SG Digital is an integrated industry leader that will boast products from the Scientific Games' nine in-house game development studios – including Bally, Barcrest, NextGen and WMS Gaming. The division will also leverage the combined company's product offerings, including SG Universe, an online solution for land-based casinos, and OpenBet, a leading sports betting solution.

The SG Digital workforce will be over 1,500 strong, spread across 34 offices and will serve over 200 customers with over 2,000 games and 40 licences worldwide. SG Digital will complement the company's three existing core Gaming, Lottery, and Social business divisions.

Leading SG Digital will be former NYX Gaming Group CEO Matt Davey, who assumes the role of Group Chief Executive, Digital. Jason Walbridge will become SG Digital Chief Operating Officer.

"The creation of SG Digital marks the beginning of an exciting and defining new era for Scientific Games and underlines the company's continued ambition and dedication to provide the industry with the very best content, technology and digital products. Our vision is to be the world's leading supplier of digital gaming, sports and iLottery solutions," said Kevin Sheehan, Scientific Games' President and Chief Executive Officer.

"With an array of innovative brands, unique products, market leading services and a pool of highly talented colleagues, SG Digital will allow the business to focus on delivering an even stronger proposition to our customers while creating further opportunities to accelerate growth in this constantly evolving and dynamic sector. Scientific Games is now perfectly

positioned to capitalise on any future regulatory developments in both US and global markets across sports betting, gaming and lottery networks."

Matt Davey, Group Chief Executive, SG Digital, said: "The acquisition and subsequent creation of a leader in the digital space is a natural strategic fit, and it's a privilege to be tasked with leading and shaping the next stage of this unique journey. We have been busy integrating all content, systems, and platforms in preparation, while our skilled and dedicated teams around the world ensure we now provide unrivalled, seamless solutions as SG Digital."

The sports-betting supplier will combine its best of breed OpenBet platform with a newly-launched Managed Trading Service (MTS) offering full liability management with over 40 sports and 350,000 events covered annually. OpenBet has partnered with market-leading trading and data service suppliers in the industry to power the service that will allow operators flexibility to select a product tailored for their players. This strategic move combined with SG Digital's commitment to continuously develop innovative products creates an unrivalled sportsbook proposition.

Keith O'Loughlin, Executive Vice President-Sportsbook and Platform, said, "This offering is a game changer for the market. We can now offer the most trusted sports betting platform as a turnkey solution by providing the widest range of events and markets in the industry coupled with full risk management capabilities and a fast time to market. This will allow a completely new wave of Operators to power their full operation on our platform and to support their growth long into the future."

The latest enhancements to the OpenBet portfolio creates a complete sportsbook offering that encompasses five key products: Engage, Bet, Trade, Player and Platform. Included in the launch is the new 'Insights' data service that provides operators with a comparative view of their performance against the market, enabling better decisions with improved data. The OpenBet Trade product has an enhanced module 'Tickers', which is a fully customisable dashboard giving operators control by showing real-time activity across their multiple brands and products.

"The latest enhancement to our modular product offering is an example of how we're building on our stable base and continue to innovate and evolve with the market trends for our customers," said O'Loughlin.



Andrew Cammegh pictured on the new stand at ICE 2018

A sensation in baccarat and a revolution in the speed of roulette propel Cammegh to ICE success

Cammegh, makers of the world's finest roulette wheels, enjoyed a sensational ICE 2018 show, launching a brand new stand design whose centrepiece, an enormous video-wall, illuminated the fantastic blend of traditional and technological gaming products adorning the booth. Utilising the video-wall as an over-sized Multi-Board to display game results from the table games on display, not just for roulette, but black jack and baccarat as well, Cammegh was delighted by the response from customers.

"The visual presentation of the Cammegh product range on the stand this year is the best we've ever delivered," stated Andrew Cammegh at ICE. "What makes it extra special are the products and innovation on show this year. The integrated Billboard display system in all its different guises, with customised graphics, side-strips, table minimum illumination and security features etc., has become an essential ingredient in the operation of table gaming. The Billboard integrates with roulette wheels to flag issues, events, error codes etc., and does so in a discrete manner. It adds features such as productivity indicators, whereby the simple-to-use menu system can display the minimum number of games per hour, for example, with the Billboard guiding the dealer and informing the Pit Boss as to the productivity that's being achieved."

Cammegh's new side bets also attracted a huge level of interest at the show. Spread Bet Roulette featured prominently on both the Cammegh and Novomatic booths at ICE. Cammegh has extended its exclusive agreement with Novomatic to feature Spread Bet Roulette on the Novo Unity II EGT system for another two years. In London, Cammegh showcased Spread Bet Black Jack and the brand new Spread Bet Baccarat game, which are also set to be integrated onto the Novo Unity II system in

the near future. "Visitors to the booth found each of the Spread Bet concepts really engaging and inviting," described Mr. Cammegh. "In fact the level of engagement for Spread Bet Baccarat took us a little by surprise. We hadn't anticipated that we would receive so much interest in this product, though I have to say that the quantity and quality of the visitors to this year's show was extremely high and we were very pleased with the exhibition overall."

Having utilised the video-wall to create a 'grandstand' display on its booth at ICE, it was Cammegh's smallest product, the new Mini-Wheel, that became the most feverishly talked about product on the booth. "Aesthetically, who would have thought that moving from a 800mm diameter wheel to a 600mm mini-wheel would create something so visually delicious," commented Mr. Cammegh. "That said, it's the productivity gains that this wheel delivers that have proven to be the most exciting for operators."

Having linked the wheel to Novomatic's Novo Unity II systems with Aspers in the UK, the mini-wheel is a real number-cruncher in terms of games per hour. Without impacting on player comfort between bets, the standard wheel's 70 games per hour has increased to 120 games per hour with the

Mini-Wheel, almost a 50 per cent increase, which in terms of performance is astonishing. Not only is it a beautiful looking wheel, but the Mini-Wheel is indistinguishable from its big brother, the Mercury 360, when broadcast via video, making it the perfect ETG solution. And with all of the Mercury 360 electronics transplanted into the Mini-Wheel, exactly the same functionality is on offer too.

Continuing the theme of new innovations, Cammegh's Media Pro, a content scheduling application is set to be launched in the second quarter of this year. The product caused quite the buzz at ICE as Cammegh utilised its video wall in combination with its Multi-Board system and Media Pro to deliver promotions to the player on a whole new interactive level. Cammegh is also forging ahead to build on the success of its Spread Bet side bet by creating a progressive solution that will work with the existing Billboard display systems.

In the traditional wheels segment, new materials demonstrated by Cammegh at the show deliver both a more stable platform and allow for the retro-fitting of Cammegh's patented RRS solution (Random Rotor Speed). RRS is a concept that continues to gather momentum with operators and is a significant differentiating factor that enables operators to protect themselves from fraudulent activity. "We had back-to-back demonstration of the RRS technology throughout the three days in London," confirmed Mr. Cammegh.

"We are also seeing customers looking to add that bit of electronic glamour to their wheels by including our Halo feature, the illuminated ball-track that chases the ball around the wheel. Overall, we loved presenting our latest products on the new stand, meeting with our friends and customers once again at a terrific event in London and we're excited about the new business opportunities moving forward into 2018," he said.



Merkur Gaming's Athanasios Isaakidis and Charles Hiten pictured at the ICE show in London

Merkur Gaming and the wider Gauselmann Group delivered a totally 'gaming experience' at ICE 2018

At the 2018 edition of ICE Totally Gaming, a show that once again broke all records, Merkur Gaming and the entire Gauselmann Group presented a true 'gaming experience' as visitors from around the world gathered to see new games, new cabinets and new innovative solutions on what was the largest and best attended booth in London ExCel's North Halls, on a slick and stylish booth that catered to all tastes – especially fruit!

The 'gaming experience' was what the Gauselmann Group had promised ahead of the show. With Merkur Gaming leading the line and joined with Group subsidiaries Cashpoint and XTIP, edict, epg, GeWeTe, Blueprint Gaming from the UK and Spain's Merkur Dosniha 'all under one Sun' the promise was delivered in full ... and in great style.

Taking pride of place on the Merkur booth was a specially tri-theme area of gaming worlds, presenting games that took their inspiration from Egypt, from Asia and from the ever popular Fruit games sector. Fruit games remain an ever present classic, a firm players' favourite that was now presented in a new, modern and refreshing style. To enhance the theme no less than 150 kg of fresh fruit was made available to stand visitors over the three show days: as much a treat for the palate as the games themselves were for the eye.

A Buddha effigy and the Mandarin character for 'Luck' greeted visitors to the Asia gaming world, where flying dragons, legendary jade treasures and Chinese lanterns combined to highlight the now-available 'made by Merkur' Asian games experience. Also a huge favourite with players across the globe are the games that have their origins in the fabled lands and endless deserts of

ancient Egypt. The tombs of the ancient Pharaohs contain riches beyond dreams, mysterious symbols and threatening curses and, while the themes are truly ancient, the ICE presentation demonstrated the Merkur Games ultra-modern take on this ever popular gaming experience.

Brand new at ICE were the game creations of Merkur Gaming Americas Las Vegas based subsidiary, Sunshine Games. With a rapidly expanding game range that is 'made in America, by Americans and for Americans' the Sunshine Games portfolio will help spearhead Merkur Gaming Americas 2018 entry into United States markets.

Merkur Gaming's David Orrick commented that the level of interest from Latin America – Peru, Colombia, Mexico and Argentina at the show was significantly higher from those countries than expected. "The three day experience of both Merkur Gaming and the Gauselmann Group as a whole, proved that ICE 2018 was an exceptional success," stated Mr. Orrick on the booth. "I'm never surprised at the claims of growing visitor numbers, which have become the accepted lexicon of the trade shows, but the experience of Merkur Gaming at this year's ICE Totally Gaming event is that those claims are true."

In all, the Merkur Gaming display at ICE featured more than 100 pin-sharp games that together illustrate the depth of innovation and creativity that marks Merkur Gaming as a world leader. Great games deserve and demand great cabinets and, alongside the established stars Avantgarde, Avantgarde Trio, Merkurstar and Evostar (all of which are also available in Merkur Gaming's elegant matt Black Series) ICE showed the launch of a brand new product designed specifically for the needs of the high street, gastronomy and mass market sectors: the G-Box. This truly compact and robust cabinet brings together utmost quality and excellent gaming comfort. Featuring two 21.5" wide screen full HD monitors the G-Box is the ultimate space saver solution for bars and smaller arcades.

Also on show at ICE was the all new Merkur Gaming Curved cabinet that will have its international launch during 2018. Sleek and stylish, the Curve offers a new highlight of the Merkur product portfolio and this was a presentation that attracted huge interest from visitors to the Merkur Gaming booth at ICE. One real highlight of Merkur Gaming's ICE 2018 was the visible increase in overseas visitor numbers. From all over Europe (including particularly eastern Europe), Africa, Asia and both the United States and countries across Latin America and the Caribbean, interest in Merkur Gaming was at an all time high and the show itself was described by senior executives as being the best ever in its history to date.

Merkur Gaming's Chief Executive, International and Head of International Product Management Athanasios 'Sakis' Isaakidis succinctly summed up ICE 2018 and the Merkur Gaming experience by stating: "Our ICE success story is continued: more clients, more visiting jurisdictions and even greater market penetration."



Zitro's Ines Perez with Guns & Gold

Zitro set for another terrific year of growth

Having launched into the video slot sector at last year's ICE Totally Gaming, 2017 was an unfathomably busy year for Zitro

The new video slot brand, Bryke, has seen install after install in Bulgaria, Portugal and Spain as well as in Argentina, Peru and Colombia. Marketing Manager Ines Perez said: "It has been a crazy year for Zitro with so many installs and new markets opening, but this is obviously what we wanted. It has been non-stop." Growing demand in Colombia and Peru saw the company opening new offices in those localities. Alejandra Burato, Regional Manager of Zitro for Latin America, said: "In 2017 Zitro grew significantly in the region thanks to the potential of bingo video machines, especially in countries with casinos whose location is close to Brazil, but this has multiplied thanks to the spectacular performance of Bryke video slots, which are working with great success in many casinos in Argentina, Uruguay and Paraguay."

Zitro was back at ICE this year showing its ultra-slim Fusion cabinet in its upright and slant version alongside a new range of progressives. Blazing Pearls is a multigame Local Area Progressive that made its European debut at the show. Link King is a symbol-driven configurable four-level jackpot with exciting features such as Fixed Wilds, Expanded Reels and Mega Symbols. Link Me is a multigame progressive link looking to take the pleasure of playing to a whole new level with its mystery wild strawberry-bite feature. Guns & Gold is a local Area Progressive with three magnificent games bundled in a multigame. Hot Deal is a new multigame game set that comes with five distinctive game titles that offer unique experiences to the players. Traditional fruit games mechanics are pumped up with sophisticated sounds and stunning graphics.

On the Video Bingo side, Zitro was showing new game titles such as Western Express, WinUp or Wonderful Lamp, combined with creative and super-fun promotions, as well as its proven loyalty system, Club Vip Zitro.

Made-in-Italy excellence lands at the ICE show

At ICE Totally Gaming, Alberici presented a new money changer machine, as well as parabolic push-buttons and Tower Lights

"For a 100 per cent 'Made-in-Italy' family company such as Alberici, ICE gives us the opportunity to meet visitors from all over the world. This year we recorded even more visitors on our stand than we did last year," stated Andrea Alberici, general manager of Alberici, who is fully satisfied with the feedback collected by the company, which designs and manufactures money changers and accessories for gaming machines with handcrafted care.

NEW ALBERICI PRODUCTS

Three new products were on display at the Alberici stand in London: the most important being the Land, a money changer able to provide many different combinations of tokens and coins. The audience was also intrigued by the ultra-bright parabolic push-buttons, that can be matched with a great number of switch and light sockets, and by the new Tower Lights for fitting to gaming machines.

LAND, THE FLEXIBLE MONEY CHANGER

What makes the money changer Land so special? "Its extreme flexibility," answers Andrea Alberici, "because it can be programmed to pay out different types of tokens or different types of coins or combinations of tokens and change, even in banknotes." This versatility is allowed by four very capable hoppers (containing up to 7,200 coins or tokens) and by the possibility to integrate a note recycler.

ATTRACTIVE PARABOLIC BUTTONS

The impressive display of Halo Parabolic push-buttons also sparked visitor interest: the parabolic reflector makes the light brighter and spreads it evenly all over the surface of the



button, which is therefore even more brilliant and attractive. The patented bayonet quick-coupling of the switch-socket and the latter's easy-grip shell speed up and simplify assembly and maintenance. Furthermore, the socket allows easy and costless replacement of its built-in light source.

TOWER LIGHTS WITH 1, 2 OR 3 TIERS

The final novelty from Alberici reveal at ICE was the beacon-shaped Tower Lights. Very popular on the US market, they are designed to be fitted on top of the gaming machines to signal operating status or to make them attractive from a distance by utilising light effects. Tower Lights are available in different models, according to the number of tiers (1, 2 or 3), in different colours (white or RGB to create changing colourful patterns), or to match the cabinet surface (either chrome or black).

The company continues to support the major industry trade fairs, where Alberici welcomes visitors to gain hands-on experience with its wide range of products at the forthcoming ENADA Rimini, IAAPA Amsterdam, G2E Las Vegas, ENADA Rome, IAAPA Orlando, BEGE etc.

Reflex Gaming brings its latest digital cabinet designs to ICE

The newly launched GamePro cabinet from UK-based Reflex Gaming shows both polish and flair for hardware and software design

We wanted to bring something impactful to the UK market," explains Reflex Gaming's Quentin Stott of the company's decision to reveal the new GamePro cabinet at ICE, which started life as a B3 product before crossing over to Cat. C. "We are taking some of our best two screen games and expanding them into the full landscape afforded by the three screens of the new cabinet," continued Mr. Stott. "We have titles such as Wild Princess with Super Reels that offers 45 free spins and the potential of 45 win lines. As a cabinet, this is our lead product for the show."

One of the features that's immediately impactful is the attract mode on the new GamePro, which now features messaging and full height characters from the games. It's a level of polish that's both surprising and highly attractive. "We



have several new design members now on board that are having a big creative impact on the games," described Mr. Stott. "This has also bled into our online titles, where we are expanding with Tier 1 operators such as William Hill, Ladbrokes Coral etc., in the UK. Our first games out have performed really well and coming from a UK background, we're tapping immediately into the gameplay UK customers want and quickly gaining proper traction."

Review

ICE TOTALLY GAMING 2018

This was a very special ICE for AMATIC Industries as the company celebrates 25 years of innovation in 2018. The focus was placed on Multi Game right from the very beginning, making AMATIC a true pioneer in this field. This concentrated expertise has seen AMATIC Industries grow to the company it is today.

AMATIC Industries showed four clear segments of innovation at the ICE – Multi Game, the land-based slots choice including new jackpots, the automated electronic roulette and last, but not least, the AMANET online gaming division.

Beginning with Multi Game – AMATIC Industries creates all its games in-house and has amassed a great games choice. Nevertheless, the AMATIC team continually places focus on designing new games and an amazing number of 20 new games were introduced at the ICE. These include game titles such as 'Golden Buddha', 'Around the World', 'Beauty Warrior', 'Fire Queen', 'Ice Queen' or 'Sunny Island' just to name a few.

AMATIC Industries is renowned for its stylish flair in cabinet design. This Austrian know-how was clear to see on the stand. The Performer Grand Arc slant-top and the AmaroX C24 upright cabinets have quickly established themselves as the standard. The new, modern and clearer jackpot system gives another reason why to choose AMATIC. New for the show was the mystery hybrid jackpot game 'Golden Buddha' with large overhead display, enabling up to eight players at a time to play and try to win the common jackpot.

AMATIC Industries has many years of experience and success in the automated roulette business as well. The extremely stylish Roulette Grand Jeu 24 HX is based on AMATIC's own HARDROX hardware platform that leads to an even more safe



Leopold Oller of AMATIC Industries at the ICE 2018

AMATIC celebrates 25 years of gaming innovation in London surrounded by cutting-edge products

AMATIC Industries is proud to report of an excellent ICE, with visitors to the AMATIC booth showing increasing numbers during the three-day exhibition. And there was plenty to see. The larger and completely new stand design was crowned by a giant LED videowall that was the perfect backdrop to the well received new products from the Austrian giant

and stable operation. Up to eight players around the table can enjoy Roulette on large wide screens that portray pin-sharp graphics. All possible statistics are provided in an intuitive way. Furthermore, each Roulette Grand Jeu can be connected with any desired number of gaming terminals, thus giving many more people the chance to join the live Roulette experience. The AMATIC team showed the Roulette Grand Jeu 24 HX in two modern colours at the ICE – in racing yellow and AMATIC blue. Naturally the classic mahogany wood version remains available.

The online gaming department is the fastest growing part at AMATIC Industries. AMANET is the name for the company's online gaming division. The focus and philosophy that online players will enjoy proven land-based games are the basis of this success. All AMANET games are in HTML5

format – meaning that they can be easily played on online and mobile devices without any download requirement. Integration is made simple for online gaming providers. The dedicated support the AMATIC team offers ensures that integration is extremely simple. The rest then relates to the games and the shooting success from last year shows how popular AMATIC games are in the global online gaming world.

Mr. Leopold Öller, Director at AMATIC Industries, looks back on a memorable ICE: "It is real a pleasure to celebrate our 25th anniversary in such a way, with so many visitors to our stand and the great buzz and positivity. We put great care and attention in everything we do and that is why we have such a strong reputation for innovation, quality and design. I'd like to thank everyone who came to see us – it was great to meet you all."

NSoft launches suite of new games at ICE Totally Gaming

Developed alongside its proven business generators such as Lucky Six, Lucky X and Greyhound Races, NSoft has looked to start the New Year by adding some traditional number games such as Keno and Roulette to its product portfolio along with Slot Car Races to continue to expand its virtual collection

Launched at ICE, Next Six is a brand new draw based game where players have the chance to bet which numbers will be drawn from the drum throughout the whole round. Although it is based on classic lottery games, placing bets all the time attributes Next Six with characteristics of live betting making it extremely fast paced. Keno 20/80 is a classic draw based game aimed at casual

players who wager €1 hoping to win thousands. NSoft's Roulette is a fast-paced modular and engaging game that brings a completely new experience to players. The game has been designed with colourful visuals and eye-catching graphics. Slot Car Races, meanwhile, is a virtual betting game where players place bets on the outcome of recorded car race events.

"We decided to make Slot Car Races part of our virtual offer because it is a highly competitive hobby featuring powered miniature cars that's played around the world and it will definitely raise interest with your players," said NSoft's Head of Marketing Marin Susac.

The company was also showing its developing facial recognition product for the betting shop industry. Mr Susac explained: "As well as facial recognition, the system is able to segregate certain demographics, such as age, and checks the person's movements as well as their facial features, which gives much greater security as this is a double profile check."



NSoft's Robert Matijevic, Drazen Planinic and Marin Susac



Bigger than ever – Abbiati Casino Equipment sees ICE Totally Gaming cap a great year for the business

International casino equipment manufacturer, Abbiati Casino Equipment, enjoyed another successful ICE, which saw the launch of several new and innovative gaming products

The Italian company presented its full range of key products and new attractive technology highlights, including the finest American roulette wheels, together with Abbiati's world-renowned range of high security casino currency products and elegant high-end VIP gaming tables, designed and custom built with innovative composite materials and finishes.

The biggest attention was directed at Abbiati's brand new style Craps table manufactured for the Resort World Manila group, based on the over 30 years' experience of Italian company.

Abbiati also showcased its finest Baccarat Asian style, specifically designed for the Asian market and for the European casino operators, which present more playing rooms with oriental characteristics, to satisfy their always-increasing Asian customers.

The baccarat table holds a dual level float trays used for different diameter chips and plaques together with Safe-Bacc machine from Shuffle Master.

The table was complemented with the patented game Contrast Bonus Baccarat created by Stephen

Yeung. Another great attraction was the Final poker table showcased for the very first time by the company. It is completed with streaming online equipment and ideally manufactured for poker tournament.

Visitors had the possibility to enjoy the patented game Ten-20 by Stephen Yeung, displayed on the Abbiati Luxury Card Table.

The Italian company also presented the whole range of casino currency product as well as their patented "Tie" chips, featuring multiple injections, see-thru inserts and a combination of intricate and innovative rim and edge inserts.

All the introduced Abbiati security products are enhanced with a wide range of brand new features, such as 13.56 MHz PIM RFID technology, innovative high security holograms, eight-color UV pigments, 3-in-1 UV security feature the, Laser Tracer technology and Optical Variable Ink, just to name few.

Along with all the other products, the show visitors could see Abbiati's GLI-25 certified American Roulette Laser Wheels, which incorporate an upgraded patented invisible laser technology (Class 1A). Abbiati's Roulette wheels can be interfaced to any networked online or offline gaming terminals and winning number displays.

Thanks to an open protocol, these American roulette wheels are installed and working in many casinos connected to the leading online gaming companies. The Abbiati wheels and tables at the ICE exhibition were complemented with a large selection of high quality multimedia displays presented with a range of various designs and finishes.

Live Lotto and Live Keno launched at ICE 2018, but it was 3x3 Basketball that stole the show for Golden Race

At this year's ICE show, Golden Race brought its new live games including Live Keno and Live Lotto and whet the appetites of operators for its new 3x3 Basketball

Golden Race CEO, Martin Wachter, explained at ICE that having acquired a new studio in Malta, which is licensed by the MGA, the virtuals specialist is running Live Keno and Live Lotto, broadcast directly from Malta. "We have also shown our new and unique 3x3 Basketball, which is a mixture between 3D and live content," stated Mr. Wachter. "It was a huge project in which we brought basketball players from the US and Austria together with a Bundesliga team and we let them play for a week, filming utilising a new camera system developed in the UK with a Chroma environment. The effect looks amazing and we are very, very excited about this product."

A preview of the soon-to-be-launched product was shown at the ICE show. Mr. Wachter, added that Golden Race is currently taking orders for its new live-rendered 3D Horse Racing product, with 3D Motor Racing to be released later this year.



Based on a random number generator and using live-rendering to ensure each race is unique, the Golden Race horse racing product also features a professional voice-over, while the 'next level customisation' is evidenced by the placement of personalised adverts around the track.

"Operators and players will be galloping towards victory in 3D with our new horse racing product," said Mr. Wachter at ICE. "This is another completely white-label ready solution, complete with fast and data friendly customisations to accommodate for both company branding and

licensing requirements under any regulatory body."

The product is also part of the company's new 'On Demand' service, which takes away the wait time for an event to start. At any moment, the Remote Virtual Gaming system enables the player to skip to the race visualisation or go straight to the results page. Golden Race also confirmed at the ICE show in London that it has entered the final process for obtaining a licence in the UK and Spain, to complement its existing licences in Italy, Malta and Romania.

Review

ICE TOTALLY GAMING 2018

SIS on course for March go-live of its dedicated SIS Greyhound Channel

The build up to ICE saw SIS launch its new dedicated SIS Greyhound Channel, which will be switched on for real in March

Featuring an unmatched number of British and Irish greyhound fixtures each week at times that best suit bettors, as well as a leading virtuals offering, the new channel from SIS is designed to increase customer dwell-time with a betting opportunity every three minutes.

The Greyhound Channel will incorporate SIS' exclusive greyhound rights to eight British tracks and three Irish tracks as well as quality virtual greyhound racing, providing betting events throughout the day.

Operators will have access to a market leading 42 meetings a week via the new channel, and the majority will be broadcast during prime-time afternoon and early evening slots, which means that the channel offers more live races at peak times, when customers want them, compared to alternative services on offer.

A key feature of the new SIS Greyhound Channel



Paul Witten, Product Director at SIS

will be the quality of the live pictures, as SIS will be broadcasting the greyhound racing with three camera angles vs current live pictures, which feature just one camera angle. This will greatly improve the viewer's racing experience. The live pictures will be complemented with quality virtual racing in between live races, to ensure continuous short-form betting opportunities.

Paul Witten, Product Director at SIS, said: "Our dedicated Greyhound Channel will be the market leading greyhound channel on offer to operators, with high-quality pictures, multi-angle viewing, rapid replays, and top quality virtuals.

"Our teams have been pro-active in working with stadia to ensure they optimise their greyhound offer, and the stadia have increased investment in infrastructure and greyhounds trialling recently, to ensure the most competitive racing product

possible in 2018. Coupled with quality virtual racing, our new channel provides operators with frequent short-form betting opportunities, which will help increase dwell time in-shop and online."

SIS has now reached agreements with 99 per cent of all UK LBOs (Licensed Betting Offices) to take its new SIS Independent Retail TV Service.

Mr. Witten added: "Subsequent to concluding deals with UK majors last year, now after ongoing discussions with UK independent bookmakers, we are very pleased to announce that 99 per cent of the total LBO market have now signed up to take our retail TV Service, and the bookmakers are very much looking forward to taking the RMG horse racing content from April. We have worked to ensure that the SIS service schedules are optimised for customers' needs, and will maximise value for bookmakers."

Visitors go completely Wild at ICE for Ainsworth's Pac-Man

Headlining at ICE for Ainsworth was Pac-Man Wild Edition starring the iconic Pac-Man character, one of the most recognisable figures in arcade game history.

Pac-Man Wild Edition offers players all the excitement of the classic arcade game. The game features a thrilling free games feature, a Wheel Spin feature and a progressive jackpot. Throughout the game, Pac-Man makes appearances offering players wilds and other fun ways to win.

In addition to Pac-Man among the titles on display for the A640 were the new games Desert Dusk and Rio Riches. Additionally, entirely new brands like Triple Challenge debuted at the show.

These games take full advantage of the A640 cabinet, which features optimal viewing on a 40-inch high-definition LCD game screen and an attractive design creating powerful game experiences with eye-catching game art. The cabinet comes standard with a touchscreen LCD button deck and a mechanical "bash button" to combine the ease of new technology with the excitement of traditional slot play. An optional 27-inch LCD topper will attract players across busy gaming floors.

On the A600 cabinet line, trade show attendees

viewed several new brands on the dual-screen A600 & A600 Slant Top, including Fire Power, Big Hit Bonanza and Raging Roosters Reloaded. These game series offer new play mechanics and math models, along with improved sound and art packages, to take A600 content to the next level.

Also, attendees were able to experience Mega Choice Treasures, Ainsworth's new line of multi-games.

Mega Choice Treasures takes the multi-game market segment to the next level with player-selectable options, such as: multi-line, multi-denomination, multi-RTP and multi-language, all of which are integrated into a two-level mystery progressive jackpot. Mega Choice Treasures offers an indispensable game package that encompasses many variations for all casinos.

Raging Roosters makes its comeback as Raging Roosters Reloaded in the A600 cabinet. Raging Roosters is considered the most successful Ainsworth game in Latin America and this newest



Ainsworth's Robert Dijkstra showing Pac-Man Wild edition

version will undoubtedly assume its prestigious place in the venues across the region. The success of Raging Roosters Reloaded is its exciting new game features and the inclusion of the AnyBet feature, which offers players the chance to win progressive jackpots with any game, any bet, at any time.

GPI kicks off year with successful showing at ICE

Gaming Partners International started off 2018 with a very successful show at ICE in London. As a leading worldwide supplier of table game products, GPI was proud to showcase its full suite of gaming currency, RFID solutions, playing cards and layouts. We met with many existing customers and also had many new inquiries about the innovative products that GPI offers.

GPI's most exciting news from the show, came from the announcement of our global licensing and development agreements with BrainChip and Xuvi to develop our advanced Automated Table Solution (ATS™). ATS™ combines GPI's exclusive SMART RFID and CIS with BrainChip's accelerated solutions for artificial intelligence (AI) applications, and with Xuvi's immersive data analytics and automation for intelligent data-driven decisions. Our ATS™ solution will provide a comprehensive table solution for currency security, game protection and trend analysis, accurate comping, and marketing automation.

GPI highlighted its exclusive high-frequency SMART RFID products and solutions that offer our customers one of the strongest anti-counterfeit deterrents available. SMART offers the latest advancement in casino currency RFID technology and is available on all of our currency brands. When used in conjunction with our Casino Inventory System (CIS) software, SMART delivers a complete currency tracking and authentication solution and one of the most robust, anti-counterfeit, currency security solutions available.



GPI offers all the necessary components from SMART RFID currency, to antennas and readers.

Customers were given demonstrations of several of our new and innovative currency security offerings. Our new Focus security feature is a taggant added to the chip material of our BG injection molded chips making it ideal for authenticating chips in stacks or racks. Similar to our LaserTrack, Focus is only revealed with a special, invisible laser device. In addition, our BG V-Series customers now have the option to incorporate our new and unique Hollow Shot into their chips. The Hollow Shot is a one-of-a-kind indentation in the chip's outer ring and serves a dual purpose in the chip's design and counterfeit deterrence. In addition, customers can add micro-text and taggants to the Hollow Shot for an additional level of currency security.

Other products featured at ICE included our quality casino playing cards and layouts. GPI introduced European customers to our new line of



premium paper playing cards, Paulson Aces. Our Paulson Aces are manufactured using a heavier, high-grade paper stock and offers superior snap, feel and durability. Also featured, was our full line of our Gemaco brand of playing cards which includes both paper and plastic card types. Our full graphic EGC layouts, available in two finishes, are durable and an economical choice for all table games, were on full display with vibrant designs and colors.

SUZHAPP leads the way with extraordinary cash handling solutions and an impressive monitor line

SUZHAPP reports an extremely positive and successful ICE. There was a great turnout of gaming professionals who were invested in the vast offering on display at the SUZHAPP booth. Furthermore, this year's ICE saw SUZHAPP introduce a new stand design with a clear open approach which was much appreciated. Visitors commented on the welcoming and professional the stand and the quality of the product line-up from SUZHAPP at ICE

SUZHAPP showcased a rich array of cash handling components and solutions which was well received by a large number of ICE visitors. Of particular interest was the new SCAN COIN ICX Active-9, the innovative mid-range coin sorter that can count and sort up to nine different coin denominations at a rate of up to 2,700 per minute.

SUZHAPP was also able to impress visitors with its new VisionPRO displays with four-sided LEDs that come in 21.5, 23.8 and 27ins. in both touch (PCAP) and non-touch.

Another innovation on the stand was the new PKT (Picture Key Technology) push buttons. This leading-edge technology combines SUZHAPP's key capabilities in push buttons, displays and RGB LED design to create an innovative all-in-one solution. Thanks to this outstanding innovation, end users receive eye-popping content through a

tactile button, creating a more rewarding, comforting and interactive experience with the gaming machine.

ICE was also a great opportunity for SUZHAPP to further highlight its strategic partnerships. SUZHAPP is the global partner for ELO and its 90-series open frame monitors, desktop touch monitors and interactive digital signages were very popular with visitors to the stand. SUZHAPP was proud to introduce the vast range of Nanoptix printer solutions which ensure top-of-the-line reliability, functionality and connectivity. An additional new strategic partner introduced at ICE was Newland which offers a variety of scanning products, enabling barcode tickets to be easily scanned and managed by gaming operators.

"We are extremely satisfied with the outcome of this year's ICE. We would like to express our thanks



to everyone who took the time to come and see us," commented Goran Sovilj, Executive Vice President of Gaming & Amusement Sales EMEA. "We are glad to see that our perpetual customer focus is paying dividends. We will continue to leverage technology and find innovative ways to meet the evolving needs of the customer today and into the future."

5th Edition of the International Football & Betting Trade Conference



Source: Bettingon Football 2017



1,500+
Delegates



40
Exhibitors



200
World-Class Speakers



150+
Gambling Operators
in attendance



40+
Countries
represented



100
Football Clubs
& Organisations
Represented

CONFERENCE

Access to over 40 sessions of high quality sports betting and football focused content from 200 of the brightest and best speakers in the sports and betting industries.

SPECIALIST FORUMS

We are introducing three new specialist forums: EsportsInsider Super Forum, AffiliateInsider Bootcamp, and the SBC Sponsorship Forum for clubs and operators.

EXHIBITION

Learn about the latest innovations, solutions and services from 40 of the very best industry suppliers exhibiting at the event.

BUSINESS

Dedicated meeting rooms, meeting areas and VIP lounges for the important business meetings throughout Tuesday, Wednesday and Thursday.

NETWORKING

Exclusive networking opportunities at Frankie's World Cup bar, official Wednesday party at Namco Funscape, and closing Thursday party at Under the Bridge.

FOOTBALL CLUBS

No other event in the gambling industry offers the chance to meet with 100+ representatives from football clubs and leagues around the world.



Zytronic brings contactless payment and Qi charging to player interfaces at ICE 2018

Zytronic, a supplier of durable, customised and high performance Projected Capacitive Technology (PCT and MPCT) touch sensors to the gaming industry, unveiled its new range of multi-touch controllers at ICE, which raise the bar for the design, speed, accuracy and performance of large format touch screens

Ian Crosby, Sales and Marketing Director, said: "Zytronic is setting a new standard for touch performance at the ICE Totally Gaming exhibition by enabling new features like contactless payment and Qi charging for mobile phones. This allows designers to create interfaces that are more exciting and more capable than ever before."

The new Zytronic controllers feature a significantly higher electromagnetic 'noise' (EMI) immunity, allowing technologies such as RFID, NFC and Qi wireless battery charging to be integrated immediately adjacent to or even within the touch sensor without impairing the normal performance of the touchscreen. These technologies emit signals which can interfere with the operation of conventional projected capacitive touch screens.

Touch screens are now a must have feature for casino games, as the industry reaches out to a new generation of players. Games are becoming more skill based, and geared towards younger 'millennial' players, who expect a screen to respond when they touch it. Projected Capacitive Technology (PCT) touch sensors such as those produced by Zytronic provide the same fast, reliable touch experience on screens of 20ins. to over 85ins. diagonal as on a small tablet.

Zytronic is able to provide sensors customised to the requirements of specific games or consoles with very low or no minimum order quantities (MoQ). This capability has made it a leading supplier to the gaming industry, allowing designers great flexibility in creating console designs without being restricted by a range of standard touch sensors.

Vermantia partners with UK racing giant to develop Live Greyhound Service

Arena Racing and Vermantia were jointly showcasing their new greyhound service at ICE 2018, Ultimate Live Greyhound Racing

Arena Racing, the largest racecourse group in the UK, and the operator of Newcastle and Sunderland greyhound tracks in Great Britain, is also the exclusive provider of BAGS racing and has global partnerships in place which will offer over 50,000 live events per annum, by far the most extensive offering of its kind internationally. Through these global strategic partnerships, Arena Racing is able to provide the only true round-the-clock, premium greyhound channel to retail and online betting operators worldwide, in partnership with Vermantia.



A global leader in content technologies and distribution, with 35+ bespoke channels via satellite and IPTV, Vermantia have produced and will now distribute the greyhound channel, utilising its enabling technologies of remote automation and scheduling powered by the Vermantia Connect platform.

Vermantia also provides the service with Complete Odds, with custom pricing algorithms for a wide array of betting markets, its brand-new Bet Acceptance System as well as its award winning Flavor and Touch self-service solutions, enabling an end to end service for both the punter and the operator.

UltraPlay displays new leadership at London show

Advanced betting solution provider UltraPlay was at ICE Totally Gaming in the lead up to the crowd sale of its Blockchain-based project eGold, an eSports betting cryptocurrency



ICE 2018 was the first show for UltraPlay's new Chief Executive Officer, Mario Ovcharov, in his new position. He replaces Dariy Margaritov, who has successfully led the company since its foundation in 2010 as a founder and CEO, and who will now focus on the development of a number of crypto-related projects as well as the implementation of the Blockchain technology in the iGaming industry. This will include the Initial Coin Offering presale, started on February 1, which had already sold out more than half of the presale tokens during the first day of the presale. The crowd sale will be held from February 18th until March 18.

Dariy Margaritov, founder of UltraPlay said: "Mario Ovcharov is a perfect example of a top manager who has successfully made his career within the company. He brings an incredibly deep understanding of our business, proven track record and strategic approach that will certainly lead UltraPlay to the next successful milestones."

Mario Ovcharov added: "As part of UltraPlay's family, I have been deeply involved in most of the company's projects and developments that are described in the industry as innovations and avant-garde solutions. UltraPlay has a deserved reputation as a leading eSports betting solutions provider and I am determined to continue the company's growth and establish its leading positions on the core and emerging iGaming and crypto markets worldwide."

Along with Mr. Ovcharov's appointment as CEO, Peter Ivanov will broaden his responsibilities as Head of Trading. In his new role, he will deal with sports and eSports betting managing the in-house team of traders and following the company's mission to offer highest quality products, widest games coverage, and unrivalled betting data to the iGaming operators. The company has recently announced its plans to further expand its sports-betting portfolio, developing new betting functionalities as well as US sports dedicated branch for all sportsbooks ready to step up on to the next level.

Review

ICE TOTALLY GAMING 2018

Scientific tickled Pink with stateside success

Currently enjoying huge success in Australia, Scientific Games brought the world's coolest cat detective, The Pink Panther, back to European customers at ICE this year. The booth in London showcased innovative gaming adventures, even bigger jackpots and the launch of two new Pink Panther games, Kalahari King and the Mexico-themed Mega Mariachi, on the Dualos upright and slant platforms

Greg Colella, Vice President of Product Marketing, described the player appeal of this captivating feline: "The Pink Panther is a brand that has exceeded our performance expectations as a slot game. Players across Australasia absolutely love it. The brand appeals to a broad demographic, which, coupled with the fact there are no limitations in terms of language barrier and the instantly recognisable theme music from the cartoon, has struck a chord with players and has proven to be one of the most successful and enduring game brands in the international gaming market. We're sure it will now do the same in European casinos."

Kalahari King is a jungle-themed Pink Panther game complete with a rocket bonus and is packed with free games, whilst Mega Mariachi brings a Mexican theme to life with red hot chillies, scorpions, cockerels and a free games bonus that can retrigger and showcases the Mega-Reels gaming mechanic.

Another brand that would be perfect for Europe, and London in particular, is James Bond, a franchise that Scientific finally brought to the slot world at last year's G2E Las Vegas. Making its debut on a London exhibition floor, and as part of the thrilling James Bond Experience, was Scientific Games' Casino Royale on the new Gamefield 2.0 platform. Mr. Colella described the journey to ICE: "Every manufacturer has been trying for so many years to land the James Bond licence and, finally, last year we succeeded."

The James Bond deal was made possible through an exclusive agreement with EON Productions Limited, Danjaq, LLC and MGM Interactive, a subsidiary of Metro-Goldwyn-Mayer and gives Scientific Games the rights to leverage all past and future iconic James Bond films, as well as all of the films' talent portraying James Bond.

"We will launch stateside in June, but expect the brand to perform exceptionally in Asia and across Europe as well," continued Mr. Colella. "The brand is the perfect blending of all-action, excitement, thrills and Bond's love for high-end sophistication fits perfectly with the casino industry. We have a Bond product in development for Europe, because as much as



Scientific's Greg Colella with Pink Panther

we love what we've done with the brand for our US customers, we believe European customers will want something slightly different."

Continuing the landslide of slots on the Scientific Games' booth was the TwinStar J43 cabinet showcasing both Dancing Drums and Double Blessings games, which star the renowned Fu Babies symbols, and the beloved 88 Fortunes game - the original Duo Fu Duo Cai game that started it all - now available on the TwinStar 3RM mechanical stepper.

Scientific Games' Lock It Link had two new game titles debut - Cats, Hats & More Bats and the explosive Eureka Reel Blast, both featured on the Twinstar and Dualos cabinets. There was also a new Monopoly game for Europe in Monopoly Grand Hotel on the TwinStar V75 platform.

Focusing on table products, Scientific Games introduced a brand new game called Face Up Pai Gow Poker, a new commission-free Pai Gow Poker game, with a twist.

This version is played like traditional Pai Gow, except the dealer's cards are dealt face-up. Requiring the dealer to set their hand face up simplifies the player's decision to fold or play. With i-Verify integrated into the game, the dealer is shown how to set his hand.

"We've managed to minimise any confusion in the game and speed it up, eliminating all the obstacles to player enjoyment that has hindered its acceptance into new markets the past," stated Mr. Colella. "This game also features the

optional Fortune Bonus wager, which is the premier bet of choice for Pai Gow Poker in the market today."

Other proprietary games and progressives showcased at the show included Zombie Blackjack, King's Bounty, Blazing 7s Blackjack Progressive, and 99 Fortunes Baccarat Progressive. Standout amongst these was Zombie Blackjack, which debuted at The Venetian in Macau last summer, and gives players a terrifyingly exciting twist on regular blackjack. Depending on the dealer's up card, players may have the chance to bring a busted hand back to life!

In its Fusion Hybrid range, which comprises Scientific Games' highly versatile, terminal-based electronic gaming system with eight choices of table games to each terminal, including roulette, sic bo, Stadium Blackjack and more. Other featured electronic platforms shown included Fusion Live, Virtual, and Auto.

Finally, Scientific Games was also showing its PRIZM GameTable with its 65ins. 4k touchscreen display and 100 points of touch. The first title on the PRIZM GameTable is Lightning Launch Roulette, which allows up to four players to become involved in a social, interactive gaming experience, allowing them to launch their own roulette ball. The next title to be released is Revolution Reels, which brings a new twist to wild stud poker. In addition to these table game titles, we will also be adding slot content in the future," described Mr. Colella, "This complete package delivers a very powerful table solution for operators and players."



Annamaria Anastasi showing SugarPop 2: Double Dipped

Betsoft announces deal with SNAITECH and Sugar Pop sequel

Betsoft Gaming was at ICE announcing further expansion into the Italian market with a deal to provide content to leading Italian gaming operator SNAITECH

The agreement gives SNAITECH access to Betsoft's suite of AAMS certified games via the GAN platform. The portfolio of games includes Betsoft's Slots3 and ToGo series of HTML5 games developed on their SHIFT platform and certified for Italy's regulated market.

"We are incredibly thrilled to have completed a deal with SNAITECH," said Francesca Raniolo, Betsoft Sales Executive. "It is very encouraging that a highly respected name such as SNAI, are eager to expand their offering in the Italian market with our product. Their intense work over the last two years to create a multi-channel offering, capturing both the retail and online client base, has returned remarkable results. The collaboration is a compliment to the Betsoft brand and our dedication to growth."

Asia will be another focus going into 2018 with Betsoft seeking to capture new markets and new demographics with modern takes on classic slots. Annamaria Anastasi, Account Manager at BetSoft explained some of the ground-breaking new mechanics the company has developed utilising the SHIFT platform. "We are introducing game mechanics that will allow the player to pause their session, before picking up from where they left off, whenever they choose," she explained at ICE. "It's a feature of the recent release, Legend Of The Nile, which has been an incredible success for us."

Building on the popular Egyptian theme, Legend Of The Nile harnesses the beauty and serenity of

this ancient wonder. The excitement of this title comes from game play, which involves three of these revolutionary trails. One trail is a static trail which advances and empties with each spin. The two other trails fill from game to game, meaning that players actually earn rewards the longer they play.

Scheduled for release in February is the sequel to the fan-favourite Sugar Pop. Like the original, Sugar Pop 2: Double Dipped will feature the same cotton candy clouds and bright colours players are already familiar with, while introducing several new mechanics to engage and excite. Special candies will now appear on the board in Chocolate Surprise Eggs to increase the suspense of what special effects players will see next. A few beloved candies from the original have now got an exciting make-over. New candies have been added to shake up gameplay even more and add a new element to the game.

A Jelly Bean Cannon and a Sweet Hammer are among the new additions, as well as a Golden Morphing Wild! As if that weren't enough, a Free Spin candy has been introduced to allow players to earn Free Spins along the way. Players can trigger a Candy Bomb, which will appear when five or more clusters have been exploded in a single turn. The most exciting addition to this game is the introduction of rewards for levelling up. Special prizes are assigned according to the level you reach. The addition of Free Spins, a Candy Bomb, Levelling rewards, and no level cap means that the fun and prizes are limitless!

Many more blockbuster titles are in the works to be released in 2018 by Betsoft, all of which will be utilising the dual powers of the proprietary Vault and Shift systems. Vault is the downloadable client that allows players to install games locally with a user-friendly lobby and access to the Betsoft catalogue of games. Shift is Betsoft's answer to cross-platform development, an HTML5 driven engine that allows them to maintain the top level of quality, while dramatically reducing file size.

Authentic follows Foxwoods deal with Playtech partnership

Having signed a deal with Foxwoods Resort Casino to live-stream roulette games from its casino floor to online players just before Christmas, live casino pioneer, Authentic Gaming was at ICE with another mouth-watering collaboration, this time with online gaming giant, Playtech



The 'break-through partnership' between Authentic Gaming and Playtech will allow Playtech licensees to access live streamed roulette from some of the world's most famous land-based casinos. Operators powered by Playtech Live casino software will gain access to live roulette tables located on the floors of land-based casinos, with real croupiers and real players, via Authentic Gaming's live roulette streams.

Authentic Gaming and Playtech have an option to expand the scale and scope of the partnership in the coming months, increasing the number of tables available to players and integrating Authentic's premium table offering.

Jonas Delin, Authentic Gaming, CEO, said: "Playtech is the world's largest supplier of online gaming software. Through this co-distribution agreement, our land-based live roulette streams will reach the phones, tablets and desktops of a huge number of players through Playtech's extensive portfolio of tier one online gaming operators. We see this partnership a further testament to our quality product and we look forward to a long and successful relationship."

The deal is just as big as the pre-Christmas deal with US operator Foxwoods to live-stream roulette games from its casino floor to online players. It marks the first time live casino players in Europe will be able to play on tables in North America via mobile or online. The first table to go live from Foxwoods will be a single zero, European roulette table streamed live from the Club Newport VIP room at the Grand Pequot Casino.

Magdalena Podhorska, Head of Sales at Authentic, added: "Naturally we're delighted to have such a huge name as Foxwoods be the first North American operator to sign up. It is the biggest casino in the country and so a perfect place to start."

Review

ICE TOTALLY GAMING 2018

BetConstruct delivered on its promise to bring exciting new innovations to the ICE 2018 show in London. The company's launch pad bore witness to new live casino games, new projects such as BookieApp, SpringBME, Virtual Football Penalty Kicks and BetonPolitics, as well as the latest payment options from SoftConstruct.

SpringBME (Business Management Environment) is designed to give operators full control over their business and an unprecedented flexibility through a single platform. With SpringBME, they enable all-inclusive solutions for gaming and betting businesses with a single click, as well as order marketing, legal or other services.

Another addition is BetonPolitics, a global platform for exchange of news, opinions, political analyses and predictions. Open for public discussions on a broad range of global issues, it provides the subscribers information about latest local, regional and global news and events encouraging people for dialogue and political debate. Along with these major projects, the visitors will have an opportunity to learn more about BookieApp, Megafeed and other projects. Now, for the first time, it is offering an all-in-one platform where several products are deployed together – live video streaming, odds feed, statistics and scouting data. Visitors will also have an access to an impressive range of VR and AR solutions for online and land-based gaming properties and the technologies behind them.

BetConstruct was also enhancing its Virtual Sports Software with an innovative game – Virtual Football Penalty Kicks. The game is a set of back-to-back penalty kicks composed by opponent teams very similar to the ones available in a real football match. Focusing on the realism, it engages players who prefer short games and offers players a range of in-play fast-paced wagering options.

The game offers more than 20 bet types, combining the latest in 3D technologies with a wide range of betting opportunities. Virtual Football Penalty Kicks provides players with what they like about virtual betting – a much, much faster betting experience.

The Armenian-born company was also bringing its Casino Tournaments Management System to market, allowing operators to create and hold online tournaments on any game from over 4,500 slots, live casino and virtual games. Using the single

BetConstruct cranks up the conveyor belt of new products – including the amazing new BookieApp

BetConstruct's multi-level ICE stand represented a stairway to online betting heaven for online operators with a conveyor belt of new product, including the brand new BookieApp and the innovative Fast Shift, which are taking the company's portfolio to new heights



management back-office operators can set-up every detail of the tournament, such as the duration, schedule, dynamic prize contribution structure, tournament type, admission type, number of players and much more.

"Engaging casino content is important, but knowing what to do with the content and how to achieve your goals is far more important. That's why we decided to give operators a tool that will save time and allow them to focus on the creative aspect of their offer," commented Edgar Mkrtchyan, Product Owner, BetConstruct Casino.

REGULAR TOURNAMENTS ARE A GOOD STRATEGY TO KEEP PLAYERS ENGAGED

"Creating, managing and monitoring casino tournaments is time consuming, especially when the operator needs to use different marketing tools offered by each game provider. Paired with BetConstruct's existing marketing tools such as Bonus Management System, Loyalty Program, CRM, SEO Tools and Affiliate System, this tool allows the operators to operate and promote their online casinos and engage new players more effectively," added Mr. Mkrtchyan.

The company's payments spin-off, SoftConstruct was showcasing Fast Shift, a cross-product and

cross-platform payment gateway with over 300 payment options. SoftConstruct CEO and Founder, Vigen Badalyan, says Fast Shift was designed taking into account the many years of experience working with hundreds of payment options and the struggle the company had when integrating these payment methods onto the BetConstruct platform. Hence, introduced an all-in-one-place solution that will save a lot of time and energy for many businesses.

Fast Shift customers will be able to easily get their payment systems regulated in their regions. Simultaneously, Fast Shift will provide an API integration and its documentation will be available on the website. The payment gateway can be integrated with new businesses; offering user wallets and avoiding bureaucracy and financial troubles; as well as with existing operators, offering utilisation of either Fast Shift's or their own wallets. Fast Shift is currently going through the process of getting its Maltese MFSA license and PCI DSS.

Fast Shift is offering a powerful back office that will allow operators to see all transactions, create reports and add websites that work under same merchant account. They can use the backoffice to order payout (monthly/weekly/daily) or schedule automatic payouts. VISA/Master Card will soon be available on Fast Shift.

GBA GV1 takes centre stage for AstroSystems at ICE

The GBA GV1 bill acceptor was centre stage at this year's ICE for AstroSystems. The company's Dave Alford explained how this front loading note validator was designed for secure markets ranging from kiosks, payment systems to gaming

Designed to deliver on market demands for form and fit, the GBA GV1 has unique characteristics which make it an attractive solution for serviceability and modularity. The powerful GBA ST2 stackerless note reader is used as the GV1's currency validation module, providing ready access to a wide variety of global currencies, whilst offering the ability to read tickets – a most relevant feature of the present day. The GBA ST2 is cunningly integrated into the GV1 transport system, yet can be easily accessed for cleaning or extraction.

The latest addition to the GV1 is its universal bezel, which allows it to be a direct replacement within existing applications as a cost effective solution.



Casino Technology in a spin over Gorilla Wheel at ICE '18

The Gorilla Wheel game package was looking to get visitors to Casino Technology's stand in a spin with the 4-level progressive symbol driven jackpot being a new concept for the company

Consisting of six exclusive titles, the Gorilla Wheel game pack is another innovative gaming solution from Casino Technology that features attractive graphics and intriguing game math. Elena Shaterova, Global Sales Director at Casino Technology, told us at ICE: "With the EZ Modulo slot machines we are seeking to deliver meaningful innovation and market-specific content for licensed jurisdictions."

"We are building on several deals made during the show and we are excited with the wide response our products had with international visitors to the ICE show. We are happy that our solutions are covering a wide range of customers and satisfy the preferences of different markets globally," Ms Shaterova explained.

Gorilla Wheel is housed on the EZ Modulo series of slot machines, which demonstrates the company's cutting edge technology. The Modulo with 27ins. monitors and the bigger version of the slot with 32ins. monitors, as well as the luxury slant top machine from the series with advanced ergonomics, demonstrated the company's

internationally dedicated product portfolio that is driven by leading content. It comes with state-of-the-art content from Casino Technology's vast library.

The additional game pack offered on EZ Modulo is the full HD multigame, Speed King, with games such as Duck of Luck, Coffee Magic and many more, featuring high volatility as well as free games. The Speed King is offered with 20, 40 or 60 titles, depending on operators needs.

In addition to land-based titles, Casino Technology Interactive was presenting the newly enhanced version of its LEOPARD online gaming platform. The platform covers all possible verticals - sports, virtual sports, casino, live casino streaming, slots and bingo, and is accessible in a mobile version in addition to desktop. The open content platform allows easy integration with third party systems and includes a fully manageable back office platform in combination with accounting and reporting instruments.

The platform is part of the BIG 5 suite of systems, having been launched as a seamless environment 'quest.' The quest unfolds by adding new functionalities and options to the Big 5 suite of sophisticated systems, enhancing operators tools for managing land-based and the online gaming environments.

Rossi McKee, Vice President of Casino Technology commented: "At ICE 2018 we featured innovations that leveraged emerging technologies to create exciting experiences that sparked interest from a broad demographic of players and operators from



Casino Technology's Silviya Petrova with Gorilla Wheel at ICE Totally Gaming 2018

different markets. At the trade show we have drawn our road map that states our firm intent to move successfully ahead to the 20th anniversary of Casino Technology next year."



TGG's COO Albert Yu

TGG launches new Chinese-designed slot machine

Takara Gaming Group (TGG) has seen a gap in the worldwide casino market for Chinese-designed slot machines with the launch of its first such product, Fish Hunter, quietly turning heads for people in the know at ICE. The concept is simple; take games proven in adjacent sectors of China's leisure spend and bring them to the land-based gaming floor

"It's amazing to think that given the tens of thousands of Chinese players walking across Macau's gaming floor's to play baccarat each and every day, there isn't one bank of Chinese-proven games to attract any potential slot spend," stated Albert Yu, Chief Operating Officer of TGG.

"We offer an open source, GLI certified platform and seek to partner with more Chinese gaming studios to bring proven titles with huge databases of existing players to the gaming floor. We're providing a channel for these game studios to

showcase their games, the first of which we've adapted; Fish Hunter, which already has an active player database in China of more than 10 million, and that's just one game! This is a tremendous opportunity for casinos to attract a new wave of slot players. We're seeking to answer the questions we asked; which is there aren't there any Chinese companies manufacturing casino slots? It doesn't make any sense."

Showing exactly what it can do in this sector, TGG's engineering team is now adapting an arsenal of

popular games in partnership with multiple China-based game content providers. To begin, Fish Hunter, which offers a range of bonus features that have captured the video skill game market in China since its debut in 2009, is on schedule to be rolled out into multiple casinos on test.

"Whilst our initial focus is on addressing what we see as a perfect niche in the Chinese market, TGG isn't limiting itself. We're looking for content providers from all over the world to help provide more niche gaming products tailored to specific slot players. Some casinos may want slot machines or indeed game content that is custom made for the individual casino, which is something we are offering. The big slot manufacturers just don't have the flexibility to do this. Moreover, TGG is also a bridge between online/offline, attracting players from online to offline and vice versa. TGG is expanding the gaming horizon, creating a new genre of gaming that is not limited to just slot machines, it can be any games from anywhere as long as it is certified as fair to play. This is a whole new casino gaming experience," said Mr. Yu.

In just two and a half years the company has already deployed into seven different jurisdictions worldwide and partnered with over 20 gaming studios. TGG is already laying down a blank canvas to slot operators in a move that TGG's Co-founder and Chief Executive Officer, Raymond Chan, doesn't underplay: "This could be the biggest thing in gaming innovation since the invention of the slot machine 100 years ago. We are proud to be part of the team with casino operators and game manufacturers to make this happen together," he described.

Review

ICE TOTALLY GAMING 2018

TransAct Technologies ready for Europe roll-out

TransAct Technologies had its own stand at ICE in London for the first time where it was showing demonstrations of the current fully-featured systems versions of Epicentral along with a full line-up of its Epic ticket-in/ticket-out (TITO) printers and its Epic roll-fed printers for the global gaming and lottery industry sectors

Bart Shuldman, Chairman and Chief Executive Officer of TransAct Technologies, told us: "For the first time in our history, TransAct has a standalone presence at ICE Totally Gaming 2018. TransAct is the only company to offer both printer and software solutions, making us a one-stop shop for all customers.

"Following our decision late last year to launch direct sales and support operations for European customers, the European sales team is excited to work with customers in attendance to demonstrate our commitment to the industry and to delivering unmatched customer service. We are showing two unique versions of our Epicentral promotion and bonusing print system as well as our proven Epic



TransAct Technologies has launched direct sales into Europe with its own dedicated sales team

TITO and roll-fed printers. We are eager to get to work in London and excited to interact with customers from around the globe as we continue our dialog and help them improve their businesses."

TransAct's best-in-class lineup of Epic TITO printers included its purpose-built Epic Edge TT and Epic 950 TT table top printers as well as the

advanced Epic Edge and industry-leading Epic 950. The next-generation Epic Edge is built on the proven long-term performance of the industry-leading Epic 950 and is designed so that both printers can be easily run side-by-side. ICE 2018 attendees will get a clear look at the unmatched reliability of the Epic Edge and Epic 950, both of which are designed to simplify casino operations and improve floor performance.

Spain and Belgium prove fertile ground for e-gaming

Czech server-based gaming specialist, e-gaming, was at the ICE Totally Gaming exhibition in London showing a portfolio of five new games, which are already testing in some of their best locations and where first results are proving extremely promising

During the ICE show, e-gaming reported a high volume of Belgian operators visited the stand to sample the latest game packs for Belgium, a market in which e-gaming has launched a number of very popular titles in Class 2 venues, with the games attracting serious numbers of online players from several Belgian online casino websites.

Urban Thewissen, e-gaming Director of Sales, said: "e-gaming's game content will soon be released on three online casino websites, which will secure e-gaming an important presence on Belgian online casino websites. At this moment e-gaming has already over 80 game titles and is developing constantly new titles for several countries."

The company also reported interest from Spanish companies visiting the stand to see their first AWP for Spanish territories. e-gaming is testing an AWP within its own locations and with privileged partners in Andalusia, Southern Spain, where final certification is expected in the coming weeks.

e-gaming already has over 4,000 SBG terminals installed in Spain in various communities where this type of operation is allowed. Spain is the third best market for e-gaming after Czech Republic and

Slovakia, and offers great potential for success of their games. At this moment e-gaming has machines in certification in various laboratories for approval in additional communities within Spain. In the last four years the Czech manufacturer has built a strong reputation in the country and the brand is known by almost all Spanish operators.

There were also visitors from various Latin American countries where e-gaming is progressing with installations practically every month. In London, e-gaming executives met with customers from Mexico, Panama and Colombia, where e-gaming has already installed significant quantities of the company's SBG terminals.

"Several new deals were sealed during this 2018 ICE edition for many jurisdictions for SBG terminals, providing game content for numerous online casino websites," said Mr. Thewissen. "e-gaming is expecting certification of its SBG system in the next couple of weeks for two new jurisdictions in Asia to fulfil a deal with a strategic partner for this region.

"We are also looking to increase our manufacturing capacity in order to fulfil current demand from



e-gaming's Urban Thewissen

several markets in which we are present. For the past couple of years manufacturing capacity is very tight to deliver products on time. We have two manufacturing plants in Czech Republic and one in Mexico, at the moment, but capacity at those sites is still adequate enough in order to satisfy actual demand," confirmed Mr. Thewissen.

The global reach of EGT extends as the company seeks to break new markets

Euro Games Technology was at ICE Totally Gaming seeking to break into new markets, including the Spanish and Dutch AWP markets, the Italian VLT market and the British casino slot market sector

EGT was in London showing four completely new cabinets, all powered by the highly efficient Exciter III platform. The models EGT-A-27/27 Up and EGT-B-27/27 St boast two high-resolution 27-inch widescreen frameless monitors with the option for a topper of the same size for a more vibrant look. They come with large and convenient keyboards and feature crystal clear stereo sound (you could hear even above the din of ICE). The EGT-A-27/32 Up and EGT-B-27/32 St both have 27ins. touchscreen main monitors and attractive 32ins. landscape oriented top boxes with the option of a multimedia topper of the same size.

EGT was also launching Dragon's Turn, an Asian-themed four level progressive jackpot including a random jackpot and bonus wheel. In terms of new multigame mixes, EGT was showing the Purple Collection comprising 48 titles, 20 of which are completely new, and the Gold Collection HD presents superior high-definition experience, revealing 18 new games.

The Spider casino management system was demonstrating a newly created backup service, which can be performed on a daily basis, along with a super server which centralises information



EGT's Radostina Ganeva pictured at ICE 2018

from the operator's local servers. Also new was a vault management tool which allows operators to administrate casino funds in addition to an extended jackpot configuration and an integrated report control module.

EGT Multiplayer Solutions has also prepared a myriad of novelties for 2018. The STORK and S-line HD multiplayer terminals have been enhanced with different roulette models, including the 12-seat T-Line roulette touch table with an automated wheel, and a rich variety of multiplayer games, including Lucky Circle Wheel, electronic Blackjack, Bacarrat and Casino War. The jackpots Diamond Number and Jackpot Cards will also add more entertainment and options for winning. Recently the company included in its portfolio the well-known slot cabinets of EGT – Premier P-24/24 Up, P-27/27 St Slim and P-27/32H St, integrating its M-core platform to

secure the Rigel and King HD multigames. All these products can be easily connected into a complete solution, turning every gaming hall and casino into a multi-entertainment playground.

The company's stand at ICE was its biggest ever and followed a year where it once again recorded higher sales, more manufactured machines (producing 17,000 gaming stations) and expansion into new markets. Being constantly active in more than 50 countries, EGT achieved its highest success in Europe and Latin America. Some of its latest installations were in Bulgaria, Romania, Cyprus, Mexico, Peru, Colombia, Panama among other countries. EGT entered 2018 full of ambition as well. At the start of the year it became a partner with a new distributor for Asia – a region of great potential for the company. Within its plans is also to penetrate the Spanish AWP and Italian VLT markets, and to have more presence in the UK.

StakeLogic looks to rock the Millennial market

At ICE 2018, StakeLogic was targeting millennials with the launch of its DJ-based slot game featuring the world-renowned DJ Hardwell, who made a special appearance on the Novomatic stand with a high-profile photo and autograph session

Celebrations continued for the launch of the Hardwell slot game – available on the Greentube platform – with an exclusive after-party at the 02 Arena for more than 700 guests. Las Vegas resident DJ Hardwell entertained the crowd with his latest remixes of popular classics and his own top hits.

StakeLogic said: "Just like a highly entertaining and immersive Hardwell set, the game features amazing fun across five reels and 25 lines. With original music and colourful reels packed with DJ gear and neon fruit symbols, players should get ready for cool bonus features and some big wins. Exciting features are available like bonus symbols that award bonus spins with special reel upgrades, plus a very special super spin that features lock and spin action on the reels with guaranteed wins."

Other new titles by StakeLogic included Big 5 Jungle Jackpot, Mariachi and Sorcerers of the Night.



StakeLogic's Ellen Flapper with Hardwell

Ganlot product is all around you



Ganlot's Jerry Cho

Ganlot's theme at ICE Totally Gaming 2018, was the concept of an all-encompassing product line-up, from the casino floor to the, sports betting bar, the ETG floor, the kiosk, slots and VLTs, the multi-game betting area, ticket redemption and much more...

Olive Chuang, Senior Director, said: "Ganlot strives to bring something new to the market every year. At ICE we are showing our latest innovations and solutions in Kiosk and POS, which are on show for first time in London. The self-service solutions and applications for the casino floors, restaurants, hotels and resorts not only reduce operating costs, but also bring customers a better experience and help to drive loyalty."

Review

ICE TOTALLY GAMING 2018

Larger than life waterfalls, futuristic video cubes and a stunning video floor were all part of JCM Global's dynamic and dramatic exhibit at ICE Totally Gaming '18

At ICE, JCM's line of PixelPRO digital displays and video content was showing how operators could unleash their creativity and connect with their customers in fun, dynamic and modern ways. Perhaps no operator has put this to the test more than in Sullivan County, New York. JCM was able to lift the lid on one of the most spectacular deployments so far with the truly huge CG Waterfall in the Empire Lounge at the newly opened Resorts World Catskills in New York. Custom-designed by Fusion CI Studios, this computer-generated waterfall is 4992x1536 pixels, that's a total of 7.7m glorious pixels. The waterfall is a replica of the nearby Stony Kills Falls, bringing the Catskills outdoors inside the casino.

This one-of-a-kind installation actually has a secret stage door cut into the LED screen. At the touch of an iPad, the door opens and closes with the waterfall playfully splashing around the doorframe, allowing performers onto the stage. The waterfall is also programmable to react in any way you can imagine to movements or sound on stage, so performers and audiences will love it.

A spokesperson for Fusion CI Studios said: "Stony Kills Falls cliffs is about an hour's drive from the casino. The background to the falls is easily changeable, so we can design a Resorts World logo to emerge through the falls, a hidden grotto, or flying dragons, whatever our imaginations inspire."

With HD and UHD frameless LED screens with industry-leading colour contrasts, JCM was also showing how its PixelPRO displays allow for spectacular images and video on a flat, square, or even curved surfaces.

JCM's PixelPro displays have HD and UHD frameless LED screens with industry-leading color contrasts allowing spectacular images and video on a curved or flat wall, indoors and outdoors, giving operators the ultimate in flexibility.

Galaxy Gaming gives table player's the edge at ICE

Las Vegas –based Galaxy Gaming was at ICE showing Player's Edge 21, an exciting variation of Blackjack typically played using five, six or eight decks in which all the 10s have been removed

The new game for Galaxy Gaming features unconventional rules, additional bonus features and unique betting opportunities that have made Player's Edge 21 extremely popular across the United States.

Players begin by placing the primary wager and

any optional side bets. Next, players and the dealer each receive two cards and the closest to 21 without going over wins.

Unique features include Blackjacks and 21s, which award instant wins and never push. Aces that can be re-split, hit, or doubled down upon, while Surrender is available on the player's first two cards or after doubling down, with additional bonuses offered for select 21 combinations.

At ICE Totally Gaming, the company was also showing Monster Match, a bonus jackpot system that allows the player to win additional bonuses using their first two cards and the dealer's first two cards. Players enjoy the opportunity to win a large Monster Match Jackpot by placing a small \$1 wager.



JCM Global's PixelPRO makes the 'inside outside' at Resorts World Catskills with amazing CG Waterfall

PixelPRO MAX displays offer the widest possible viewing angle of 160°, while maintaining exceptional picture quality, unsurpassed color uniformity, and fidelity. Proprietary RBG wavelengths guarantees vivid colors and rich contrast.

PixelPRO Cubes offer a variable design that can join, stack or hang to produce interesting 3-dimensional shapes, such as a Great-Wall or a Roman Pillar Railing. The 3-dimensional cube designs dazzle audiences with style and video that plays simultaneously or independently on every side, all with a high contrast ratio of more than 4000:1.

In addition to PixelPRO displays, JCM will showcase the world's leading casino transaction technology, including the iVIZION bill validator, GEN5 thermal printer, ICB 3.0 Intelligent Cash Box system, Ticket2Go retrofit ticketing solution and FUZION technology. In a deal signed at the show, Appolonia will now represent JCM Global's TBX table game solution throughout France.

JCM's TBX is a networked intelligent drop box and TITO solution for live table game operations, and Appolonia France will show the TBX table game solution on its stand at ICE. JCM General Manager Payam Zadeh said: "Appolonia has one of the gaming industries finest reputations as a supplier for online, systems, and casino products throughout France. Bringing together our innovative and highly secure solution with Appolonia's reputation creates an optimal business situation for the 200 casinos throughout France."

Appolonia France General Manager David Pilon said of the agreement with JCM Global: "As a global leader in payments solutions for the gaming industry, JCM is a key partner for Appolonia. JCM's TBX system, fully integrated into our software suite, will enable casinos to extend payments solutions like TITO and CASHLESS within the traditional game tables and satisfy new generations of players. Our cooperation with JCM and their range of products is a real opportunity for Appolonia to extend our system to more and more features to satisfy our customers."



Endorphina in pole position for publicity at ICE '18

Czech online slot developer, Endorphina, introduced another trail-blazing slots theme at ICE Totally Gaming in London. The Taboo online slot game drew all the right and wrong attention to the booth as its pole-dancers made the UK national press front pages

During the ICE 2018 show, Russian pole-dancers performed around a centrepiece pole while Endorphina's 'spin-the-wheel' promotion gave out free gifts relating to its newly launched game, Taboo, such as blindfolds, handcuffs, etc. It was enough for the British press to go into overdrive with accusations of 'sexual exploitation.'

Lucie Kadlecová, Marketing Manager at Endorphina, said of the BDSM game: "This theme is a trending topic and is not considered such a taboo subject as it used to be in the past. Many books and motion pictures, which present BDSM, have recently been issued and warmly welcomed by the public around the world. As a promotion of our new game we have presented a pole dancing performance. We recognise pole dancing as a highly demanding sport and our performers are professional female athletes.

"The clothing which our athletes were wearing is required due to the nature of this sport," she added. "Performers of pole dancing need to have their skin in a direct contact with the pole because that prevent them from slipping off the pole and possible injuries, so it is the health and safety issue as well. Endorphina's employees, regardless if male or female, are always sharp and dressed according to their positions and occasion.

"We, as a gambling industry, every now and then are facing some individuals or interest groups who are trying to show gambling in a bad way," she continued. "We suggest not to do the same with pole dancing and not misinterpret it as something else than what it actually is, a highly demanding and modern sport. Our stand was very popular not only with the male part of the audience, but also by women as well. Many of them were asking our athletes about this sport with an interest to try pole



dancing themselves. We are aware of social moods against sexism and we support any movement that will protect any possible victims of this unwanted behaviour. However, we are strongly refusing any accusations of sexism in context to professional athletes and consider them highly offensive against both our artists and pole dancing as a sport in general."

For the record, Taboo is a 5-reel, 3-row slot game with 25 paylines and two exciting bonus games. The first one is the Triskel wheel where you can multiply your win and, if you're lucky, get to experience an extra bonus game. The second bonus allows you to enter and experience a very special room full of fantastic equipment that can bring you a 'lot of joy and big wins.'



Tom Horn hits the UK market running in 2018

Tom Horn Gaming was delighted to attend ICE having been awarded a supplier's licence by the UK Gambling Commission in October 2017

Ondrej Lapides, CEO at Tom Horn Gaming, said: "Our UK licence is already presenting us with a host of opportunities and we're very excited about the new games that will roll off the production line in the coming months. However, we have to be on our toes and maintain our high standards as the regular delivery of quality content is more important than ever in the industry."

The company's portfolio of video slot titles are about to go live with Aspire Global with popular games such as Monster Madness, Don Juan's Peppers and Blackbeard's Quest being made available to the iGaming solutions provider.

Mr. Lapides added: "We challenged ourselves to hit the ground running in 2018 and the integration of our games with Aspire Global shows we have done exactly that."

Spintec increases its production capacity

With a 400 per cent increase in its production capacity now under construction, Spintec has its sights firmly set on expansion into 2018

"This year Spintec's core investments are focused on product development and certification. One of the goals we have set for our company concerning product development is to broaden the selection of games on our ETGs," stated Igor Lombar, General Manager at Spintec. "Furthermore, we have invested in building a new facility providing 300 to 400 per cent larger production and office capacities, as the current ones could not sustain company's growth and development in the future. We are confident our own new building will incentivize growth, development and innovation of our products, raise motivation in our team and sustain growth of our business," said. At ICE, Spintec was showing the long-awaited premier presentation of the Aura Roulette amphitheatre gaming solution with a dazzling design of topper and sign. "Aura will make any casino more attractive and appealing to customers," said Mr. Lombar.

At ICE 2018 DLV confirms its move into the online space

Latvian slot specialist DLV was using ICE as the launch pad for its newly released online platform with the company's most popular games

A spokesperson said: "Unforgettable player experience has always been DLV's priority and this online development is a step towards improving the experience and offering greater flexibility to the player. We now have 30 proven games available online available to play at three different speeds, which we are rolling out with operators in Latvia and Armenia. The huge advantage of this game package is that the games it features are already popular and have been tested in land-based operations across numerous world markets. These are, for example, Burning Fruits, King Tut, Royal Jewels and Lucky 7 among others, and the list will keep growing. The platform is built on HTML5, making games available on mobile with any screen resolution."



DLV's Rolando Delgado at ICE Totally Gaming

Review

ICE TOTALLY GAMING 2018

The huge news emanating from Interblock's ICE exhibition was of an install taking place on the other side of the world, in which Chile's No.1 casino, Sun Monticello, is launching the Pulse Arena – not into just Chile, but the whole of Latin America

Located just outside Santiago, the casino has launched 'Si Sun Stadium' offering an impressive 100sq. m. video-wall, DJ booth, three dealer assisted tables, together with video and automated generators. The system powers 40 Diamond Play stations with a game selection of Live and automated Double Zero Roulette, Live and video Multi-hand Blackjack and Live and video Baccarat.

"Being not just the first stadium gaming install in Chile but also in Latin America, Monticello is a huge install for us," said John Connelly, Global CEO of Interblock. "The casino has opted for a huge video wall and has really grasped what can be achieved by bringing Pulse Arena to an immersive, multi-sensory gaming environment mixing the latest trends in gaming, interactivity and entertainment. Once operators see what Monticello has achieved, we expect many more stadium installs in South America. When we set out to bring Electronic Terminal Gaming to the Americas, some 36 months ago, our premise was to create an environment that delivers incremental growth, innovates rather than imitate, and replicates the success of ETGs in markets such as Asia. Three years later and we're delighted with what we've achieved. ETGs are growing at between 20 to 30 per cent and we've managed to change the demographics of the slots player."

Stateside has been an amazing success story for Interblock with the Synergy Arena in Greentown, the Play Arena in Foxwoods, the Pulse Arena in Seneca Niagara falls and La Zone in Montreal, just some of the installs that have taken Pulse Arena to the next level.

The largest of all the installs is Resorts World Casino New York City. The gaming and entertainment destination features more than 1,000 ETG units – 896 of which are recurring revenue Interblock units, showcasing a variety of configurations and formats from Organic Video units to large-scale Diamond Stadium configurations.

Most recently, Interblock placed 104 seats at the casino's newest gaming destination, Central Park. The new gaming lounge is located on the third floor of the property, hosting 336 video lottery terminals and ETGs. These products range from Diamond Roulette and Craps to Stadium gaming, including two Diamond Roulette units with 12 seats, two Diamond Craps units with 12 seats, one Big Six wheel with nine seats, and a Diamond Stadium with 41 seats.



Interblock Global CEO, John Connelly

New era for Interblock as Monticello Casino in Chile installs Latin American market's first Pulse Arena

The Stadium is equipped with an extensive video wall composed of six LCD displays and two automated card generators. The video wall displays automated games in play, statistics, and game history. Players can play up to four games from a single play station within the Stadium including Roulette, Craps, Multi-hand Blackjack, Sic Bo and Baccarat. Craps, Roulette, and Multi-hand Blackjack results are generated by external generators that are located on the casino floor.

Interblock plans to bring an additional 36 units before the end of the year that will increase Interblock's footprint at the property to more than 900 recurring revenue seats and more than 1,300 seats in New York State.

The raft of large scale installs has meant that Interblock has needed to appoint a dedicated install team for the system. It has named Stanley Banks as Project Director and Paul Sheppard as Stadium Implementation Manager.

At the other end of the spectrum, ICE saw Interblock launching three new MiniStar products at the show, designed to meet market and customer demand, including the MiniStar II Roulette, MiniStar Video Blackjack and a

MiniStar Roulette, specifically designed to meet market standards for regions that require coin pay systems.

The MiniStar II Roulette features a unique ball-chasing light effects, a new sound package, durable techno-gel armrests, optional progressive jackpot systems, fast result detection and a small footprint to accommodate any casino floor. It supports bill acceptors, ticket printers, and coin-handling systems and is available with four, five, six, eight, or 10 seats with either a Single or Double-Zero Roulette wheel.

A new MiniStar Roulette product was also on Interblock's booth, offering a new coin pay system. The difference between this product and Interblock's standard MiniStar product is in the wheel, pay system and bonus system. The wheel features 38 slots with the zero and double-zero located on opposite sides of the wheel.

Also making its debut was the MiniStar Video showing Interblock's Blackjack game and its ability to be configured with and without a dealer. This platform also allows players to wager on up to three side bets at a time including Lucky Lucky, 21 + 3 and Lucky Aces.



Intralot showed its full gaming flexibility at ICE

The continued convergence of physical and digital channels compelled Intralot to theme its ICE booth as a unified cross-channel, cross-vertical infrastructure for an intelligent gaming ecosystem.

"Intralot is a flexible and reliable partner delivering secure products and solutions to address the demands of the digital era customer in a responsible and sustainable way with a player-centric approach served by intelligent technological solutions," described Intralot's Group CEO, Antonios Kerastaris, of the ICE booth. "This year we are particularly happy to showcase at ICE 2018, among other innovations, our upgraded capabilities of a Next Generation Sportsbook platform. Intralot's overall strategy is to embrace change and evolution in order to both meet and anticipate the fast-changing needs of consumers and clients and maintain our leadership position in the gaming industry."

The company was showcasing its Betting Platform with unique features designed to serve both online and retail offerings in the most efficient, uniform and simplified way, leveraging the company's long experience from betting operations in diverse markets worldwide and designed to address a growing number of

upcoming market opportunities. In addition, in order to meet increasing demand for vending terminals, the fully redesigned TapnBet vending terminal was making its debut with modern aesthetics, enhanced functionalities, and increased portability building upon the legacy of the DreamTouch product line.

Supporting the "Bring Your Own Device" concept, the updated Mobile Betting Native Application offers more powerful features to players such as auto/partial cash-out and edit-bet, as well as an expanded portfolio of sports and markets. Similarly, the new, mobile-optimized web-portal delivers complete sportsbook functionality to players along with all the latest features of the betting market.

In the Lottery area, the latest version of flagship Retail Terminals were exhibited side by side with Self-Service and Vending terminals with new features that offer major improvements to the players' experience. Traditional retail solutions are enhanced by the wide array of smart retail that transforms the customer journey through the usage of Bluetooth/WiFi technologies and mobile solutions. The new mobile lottery native app features an intuitive UI and optimized UX that supports the digital versions of all physical lottery games. The app offers players new ways to seamlessly prepare and submit playslips and deliver benefits for all digital game offerings. A new, fully responsive web-portal for all viewports and games expands operator presence in all online channels.

Advantech-Innocore delighted to launch DPX-E140 to global markets

The big release for 2018 on the stand of Advantech-Innocore was the new DPX-E140 gaming system, a complete gaming system for the regulated casino and AWP gaming markets combining all the hardware features necessary for a gaming platform together in a high performance industrial grade system



Breaking new ground in integrated graphics performance, the new AMD Ryzen Embedded V1000 processor with AMD Radeon Vega Graphics allows the DPX-E140 to meet the ever increasing demands placed on casino slot machines for a multi-screen, high resolution, immersive player experience.

The new DPX-E140 is designed with the same format as the mid-range DPX-E135 and has the same "Cabinet-ready I/O". This innovative design puts all the connectors conveniently in one area and uses typical slot industry connectors to provide an economical, robust harnessing arrangement. The need for additional connector boards or backplanes is eliminated saving cost and simplifying cabinet layout and harnessing.

At the heart of the DPX-E140 is the AMD Ryzen Embedded V-Series platform, which includes high performance dual and quad core APU devices based on AMD's revolutionary new "Zen" CPU architecture. Supporting up to 32GB DDR4 system RAM, the DPX-E140 is also ready for mission critical applications which require an ECC memory option.

The "Discrete-level Graphics" core (Radeon Vega graphics) outputs to four independent monitors via four DisplayPort 1.4 DP++ ports. The graphics engine features the latest AMD GCN 5 architecture with up to 11 graphics compute units, providing unrivalled performance and features including Direct X 12, EGL 1.4, OpenGL 4.6, and support for video decoding VP9, H.265 (10 bit). The new display engine is optimized for 4K displays and multiple planes (Windows MPO), supports Radeon FreeSync technology, and is ready for HBR3 & HDR (high dynamic range displays).

Kiron is Off To The Races

Virtual games specialist Kiron Interactive was at ICE having struck a deal with UK racing broadcaster At The Races to supply its leading portfolio of virtual gaming content to licenced betting operators in the UK

The multi-year commercial partnership will see ATR distribute Kiron's virtual horse racing and greyhound racing products, as well as virtual football via Kiron's association with VSoftCo, to its online bookmaker customers.

Kiron's virtual games will be made available via At The Races' wholly owned streaming platform, Sport Mediastream with data being disseminated through the Press Association's feed. A generic service will be available, as well



bespoke streams to operators on request.

Steven Spartinos, CEO of Kiron, said: "At The Races is a well established name in the UK horse racing industry and we're delighted to partner with them to make our virtual games available to licenced UK operators using their existing service. This is a significant deal for us in expanding our presence in the UK market, as well as providing us with an opportunity to showcase the quality of our offering to UK facing online operators."

Review

ICE TOTALLY GAMING 2018

By consolidating and automating the reconciliation process with SafeCharge Reconciliation Manager, businesses in any industry can benefit from increased control, reporting accuracy and retrieval of revenues from incorrect reconciliation.

Reconciliation of incoming payments against bank accounts is a complex process, made even more challenging when a business relies upon multiple payment providers, payment matching and fee-verifications. Transaction data which is not monitored properly can lead to lost revenues, customer disputes and audits picking up bookkeeping errors. To address this complexity, SafeCharge Reconciliation Manager automates and simplifies the monitoring process.

Guido Murguía, CFO at Caliente Interactive, a SafeCharge Reconciliation Manager user, said: "By implementing SafeCharge's Reconciliation Manager Solution, we have been able to recover significant revenues that would have otherwise been lost. Through careful monitoring of transactions across multiple payments providers, platforms and bank accounts, SafeCharge identified inconsistencies and addressed these outstanding transactions until all funds were reconciled. Through SafeCharge's transparent and accurate reporting, we have a snapshot of our financial position at all times allowing us to have more control over fees, deposits, withdrawals, account balances and chargebacks."

SafeCharge Reconciliation Manager has been developed to automatically reconcile settlements across multiple providers with businesses bank accounts, ensuring that the correct amounts are received without delay. When a mismatched transaction is flagged, the SafeCharge Reconciliation team contacts the relevant provider and bank to immediately rectify the situation. For businesses, using SafeCharge Reconciliation Manager eliminates the need for extensive in-house finance resources, minimises financial loss exposure, and provides a single focal point that covers all financial aspects.

"For businesses with multiple payment partners, SafeCharge Reconciliation Manager is the ideal solution to streamline all reporting into a single unified overview, to ensure that all payments have been received correctly and that processing fees are in line with related service contracts," explained David Avgi, CEO, SafeCharge. "We are saving our

SafeCharge putting operators back in charge of their payments and firmly in the driving seat

Leading payments technology company, SafeCharge, was at ICE launching its SafeCharge Reconciliation Manager, a new solution for businesses to automate the matching of transactions across all their payment service providers, merchant platforms and banks



customers thousands of dollars in revenue and putting them back in control of their payments."

The company has had excellent feedback from Sisal, one of the biggest operators in Italy with over 1,800 employees supporting approximately 45,000 points of sale across its offices in Italy and a significant and increasing digital offering. With almost one in three Italian residents using Sisal every month, maintaining optimum levels of customer service and trust is an ongoing strategy for the company, and was central to its thinking when it embarked on a journey to revamp its payments platform.

Before implementing SafeCharge, 100 percent of Sisal's deposit traffic was routed through 3D Secure, the Visa and MasterCard protocol designed to be an additional security layer for online credit and debit card transactions. Applying 3D Secure to the entirety of its traffic was resulting in a significant drop in conversion rates, with an approval ratio sitting at approximately 74 percent.

SafeCharge enabled Dynamic 3D Secure, meaning that deposit traffic would be routed selectively with only higher risk transactions being flagged for 3D Secure checking. Low-risk transactions would skip the authentication process.

In the weeks and months following this change, Sisal saw its abandonment rates drop from 20 percent to just 6 percent. Additionally, its chargeback ratio was reduced to almost zero and perhaps most importantly, Sisal's approval ratio increased to 81 percent which represented a considerable increase in revenue.

"SafeCharge is a very flexible and strategic partner," explained Marco Tiso, Manager, Online Gaming Business Unit, Sisal. "They have taken our specific needs into account to create solutions that have improved our player user experience and transaction approval rates. The SafeCharge team's strategic approach to payments has enabled us to build on our market share in Italy."

G&D showing the next ace up your count room's sleeve

G+D Currency Technology was at ICE heralding the latest in its collection of compact note sorters; the BPS C2.

The requirements placed on banknote processing systems by commercial banks, CIT companies, and casinos are high, and they will continue to increase in future. "We meet these demands with the BPS C2, enabling extremely high performance in even the smallest of spaces," explained G+D's Wolfgang Kneilmann. "High throughput, improved usability,

and the ability to network with advanced tools and applications increase our customers' efficiency, and therefore their competitiveness," he continued.

Whether counting, sorting, performing authentication, or reading serial numbers, the BPS C2 operates at consistently high speeds, and ensures maximum productivity at a throughput of 1,050 banknotes per minute. The best-in-class sensor technology built into the table-top system also ensures that banknotes are sorted according to fitness for circulation, to the highest standards: "The system's unrivaled ability to detect counterfeits, and to reliably and consistently sort according to fitness throughout the system's life cycle, sets new benchmarks," explained Wolfgang Kneilmann.



Aristocrat has the inside edge at ICE '18

'It's all about what's inside' was the theme of Aristocrat Technologies' presence at ICE this year, with an interstellar array of new content and a breath-taking assortment of cabinet configurations on display in London

The company's stand in the South hall of ExCeL left visitors with the impression of a space ship about to take off – and if customer feedback being reported by the company is anything to go by, then Aristocrat's presence on gaming floors across the Europe and Africa could well be engaging hyper drive in 2018.

EMEA MD, James Boje is very upbeat about prospects this year with such positive reaction across all segments of the portfolio: "Usually we are faced with narrowing down our focus to a few standout highlights. However, on this occasion operators were exploring every square inch of the stand, taking a keen interest in all our premium, licensed and standard games, which is a positive reflection on the depth and breadth of our portfolio," he said.

"Our focus remains on creating the world's greatest gaming experience every day, so the quality of content and hardware platforms are key, as is the need to have the very best people in the business to deliver the final product.

"Customers are recognising Aristocrat's ability to mesh these core components and produce truly innovative gaming concepts that better engage players – and this is playing a pivotal role in their desire for more Aristocrat product across a broader spectrum of game types."

In the premium space, there was a lot to take in amongst Aristocrat's ICE display. Starting with Mariah Carey on the new Flame55 cabinet, through to Dragon Link, which looks set to follow hot on the heels of the globally successful Lightning Link phenomenon.

Travelling deeper into the Aristocrat collection, Mighty Cash is another proven mega mechanic already inspiring a variety of imposing linked concepts from the multi-licensed theme Mighty Link, featuring Zorro, Ted, Elvira and Pan-Am to Crazy Cash Big Money, sporting a towering video wall with eye-catching progressive animations.

Large overhead animations with metamorphic attract sequences also add draw to the company's Asian-themed Gold Stacks 88 Link and the fast-hitting Fast Cash, which has now been optimised for smaller machine estates.

Mr Boje continued: "In EMEA, the last 12-18 months have seen the successful roll-out of our ground-breaking Arc Double cabinet, spearheaded by hugely popular themes such as Game of Thrones, The Walking Dead 2 and Buffalo Grand. The pipeline for this important segment remains equally exciting with new releases including one of Aristocrat's most successful franchises, Tarzan, and the eagerly awaited title, The X-Files, both making an entrance over the next few weeks and months."



Aristocrat's James Boje with The X-Files

Turning the spotlight on standard games, many of which are now being made available with new premium pod packaging, the Mighty Cash range continues to grow, alongside six more inspired families of mechanics in Aristocrat's E-Series entertainment range. Meanwhile, another of the company's mainstays, standalone progressives are continuing to push the envelope with Spin It Grand, featuring horizontally scrolling wheels dropping rewards onto reel sets, and two new families with mid to high multi denomination options, Hit It Hot Jackpots and Pure Cash.

The C-Series core game segment also has a plethora of brand new crowd-pleasing features, with brand extensions to highly popular Extra Bonus Wilds 'wild showers' mechanic, as well as the Mega Pay and Wonder 4 multi-reel set genres and the powerful Buffalo franchise. More newcomers include the multi/combo feature Cash Fusion family, the metamorphic single-level SAP Joe Blow, and the Triple Spins 4-level SAP Goblin's Gold.

"With so much dazzling content and varieties of new hardware on display, some may have even missed the fact that ICE 2018 was the EMEA launch pad for the new Helix+ cabinet, with 40 per cent more gaming space and the introduction of a virtual button deck," added Mr Boje.

"Many operators are now seeing this as an opportunity to refresh their gaming floors with some of Aristocrat's strongest and longest performing classic games, having been optimised in a sleek, modern housing."

He concluded, "A tremendously exciting element of our ICE display was that a large proportion of this fantastic showcase will be available for deployment across EMEA by the end of March. This is extremely good news for our customers.

Tim Klok and Bas Baarbe of CasinoFlex Systems at the ICE 2018



Great interest for CasinoFlex Systems' solutions at ICE

CasinoFlex Systems International enjoyed a very busy ICE show in London. Founded in 2015, this systems company proves that if you bring new, value-added benefits to the market, then you can make an instant impact

The success story began in 2015 when the largest gaming operator in Bulgaria turned to CasinoFlex Systems to create a system they needed, which up to that time no other systems company had been able to provide. CasinoFlex Systems supplied exactly what the customer required and today CasinoFlex Systems is one of the largest systems suppliers to the Bulgarian gaming market.

This approach is being repeated now in the global gaming industry and the ICE show was the perfect platform for the team to demonstrate the difference they can make to the systems market.

"It's about offering the right systems solution each and every time," explained Tim Klok, Managing Director at CasinoFlex Systems International. "We invest time to ensure we know exactly what system is required. We often speak to a great number of personnel in different departments, including slots and table managers as well as responsible management within marketing and finance. In this way we can get a complete picture."

The systems management system is extremely customer friendly and is simple to use. It includes: Slot Systems, Table Systems, Multi-site, Jackpots, Player Tracking and System Preview. CasinoFlex Systems can integrate all modern slot machines and older reel-based slots with full SAS support.

"We have seen that our company philosophy is making a difference. Our customers appreciate the time and effort we take to understand their requirements and then create the system around that. On behalf of our whole team, we'd like to say a big thank-you to everyone who came to see us at ICE," said Mr. Klok.

StakeLogic Hardwell slot game brings EDM DJ star to ICE show



In an exclusive interview with G3 magazine, DJ Hardwell discussed the creation of his namesake StakeLogic slot game while signing autographs on the NOVOMATIC booth at the ICE Totally Gaming 2018 exhibition in London

What's been your gaming history?

My gaming history began with the first Nintendo 8-bit console. I was around 3-4 years old when my dad bought me an NES and I've been a Nintendo fan ever since. I'm a huge Super Mario and Zelda fan.

What interested you in becoming involved in the StakeLogic slot game?

I like gaming, I like playing games and the techniques that they brought to this mobile game were both new and refreshing. I'm always open to new and innovative concepts and this was something that really interested me personally.

What were the elements that you wanted represented in the game?

Definitely the music, which is integral to the game, and the amazing visual effects. There's so much energy when I perform and StakeLogic has translated that energy into the game. I really like that part of the experience.

What's it like to become an 'animated' character within your own game?

I love it - it's fantastic and really looks like me too. I like the whole style of the game, especially the cartoon element as opposed to using photo-realistic images. It makes the experience much more 'game-like.'

Do you think the Hardwell game will appeal to a younger demographic?

My brand certainly appeals to a younger generation of adults so in some sense this might also appeal to those that prefer a Hardwell slot game as opposed to a fruit-symbols game. But the emphasis is on the experience with the DJ spin factor being quite symbolic here too so it's a much more contemporary, up-to-date concept in that sense but the focus is most definitely towards an adult gaming audience.

Did you have any reservations about associating your brand with a gambling product?

No - never. I don't see a problem with that. Too much of anything is a bad thing. You need to use your own judgment, which is the same for cigarettes, alcohol, junk food and gaming. Some people say they are addicted to my music - but I can't help that!

What involvement did you have in creating the music in the game?

I was 100 per cent involved in the music for this game, which was specially made for the Hardwell slot. It is an 8-bit version of one of my songs - Apollo. I think it fits the game perfectly and is much better than using a random Hardwell track.

You're the first DJ to be involved in a slots game

- how important is it for you to be first?

I love future products and technologies. I was the first to embed Facebook bots, to create 360 live-streams, and so it was natural to create this kind of experience. My generation experiences the world through the Internet and through their mobile phones. I like the idea that I'm a part of that and honoured that I'm the first to accomplish this.

What exposure does this bring to the Hardwell brand?

This opportunity means that we can widen the reach of the brand. There will be Hardwell fans that instantly recognise the game, but others that will be experiencing the brand for the first time. I think as an artist and a brand it is important to explore different markets to appeal to different people and this slot game will help deliver greater recognition.

As a lover of technology, what are you most excited to see emerging in the future?

I have played a demo of a music platform in Virtual Reality and it was mind-blowing! I was creating music by moving my hands though the air while interacting virtually with a universe of musical instruments. If I can create music this way, imagine what it would be like to play a slot from within the game itself.

Is this a collaboration that you would want to continue into the future?

I'm excited to see how this progresses and I'm open to doing more in the future. I'm a massive gaming fan and so would love to continue to be involved in this kind of experience.

And will you be playing the game yourself?

I just won a massive MEGA WIN before our interview - so definitely!



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Playtech set to launch sports-betting, GPAS and Marketplace

During his annual briefing to the press at the ICE Totally Gaming show in London in February 2018, Playtech CEO, Mor Weizer, described the company's latest technology developments, innovations and acquisitions as preparation to launch a forthcoming sports-betting product, in addition to its GPAS game creation software and dedicated Games Marketplace, all linking and integrating into Playtech's IMS player management platform



Mor Weizer,
CEO, Playtech

The industry is evolving, changing from unregulated to regulated environments; this is the reality that we face. Since 2008 when Italy began to regulate its market there has been a domino-effect in which international markets have followed suit. We believe this domino-effect will continue across Europe, Latin America as well as the US. The day prior to the ICE exhibition saw a conference discussing the fact that analysts believe that the United States is about to become the next major regulated market. This is hugely important because regulated markets are changing the shape of the industry.

Within regulated markets you find what we describe as 'local heroes.' In the UK, William Hill, Bet365, PaddyPower, BetFair and Ladbrokes/Coral are local heroes. Every regulated market has its own set of heroes, be

Playtech has invested heavily in the last 18 months in order to integrate each of the sports-betting businesses we have acquired into one single structure under the Playtech BGT Sports umbrella. This single entity consists of best-of-breed elements, including one of the best mobile solutions for sports.



they SNAI, CIRSAL, SISAL, Lottomatica, Eurobet and others in Italy; Betclic and Winamax in France, or Caliente in Mexico - we believe this is a fundamental component of regulation that will continue in each and every market.

Each market is an opportunity, but it's not an opportunity for everyone. Operators offering similar products and services in unregulated markets will have to transition from unregulated to regulated, and there is an associated risk due to the taxes imposed, the regulations and the different standards implemented by the regulators. However, one thing is a very common theme, which is that local heroes will emerge to become the largest operators in each and every regulated market, whereby they drive this business forward in their respective countries.

The reason why local heroes are so important is that when considering omni-channel, what we see is a convergence between retail and online. Local heroes are predominately retail companies with an online gaming arm that's very successful at leveraging their retail presence for the benefit of the business and their customers in both web and mobile channels; creating a better environment with more choices for both their customers and themselves. Playtech is perfectly positioned to capitalise on this



dynamic, having realised in the early stages of our development as a business, that our advantage was in creating the platform. We knew that creating new games would not be sufficient, and so we focused on the infrastructure, the back-end systems, the IMS that is now the backbone of our Omni-channel solution.

KEY VERTICALS FOR FUTURE GROWTH

Key to the success of Playtech going forward are the different verticals that comprise omni-channel. We have been working very hard over the last 18 months to support this omni-channel approach to provide our customers with best-of-breed products. We have focused particularly on sports, recognising that Playtech's presence in the sports-betting market is very limited at present, which is why we'll soon be making a major announcement in this field.

Playtech has invested heavily in the last 18 months in order to integrate each of the sports-betting businesses we have acquired into one single structure under the Playtech BGT Sports umbrella. This single entity consists of best-of-breed elements, including one of the best mobile solutions for sports and a very solid and sophisticated web-based sports solution that

extends into retail. Over the last 18 months we have been putting everything together to ensure that Playtech is uniquely positioned in sports. From this moment forward we are signing deals with local heroes that want to revolutionise and digitise their retail environment, seamlessly linking an online sports-betting component for web and mobile that complements and is fully integrated into retail. This is extremely important when considering the convergence of retail and online and supports the growth of each and every operator that has a retail presence and online gaming arm.

Our second focus is casino. We have been working over the last 12 months to develop what we believe is not just a sophisticated solution, but also a unique and different game development concept, which we call GPAS. Gaming Platform As A Service (GPAS) provides operators and software content providers alike with an environment that allows them to accelerate the development, discovery and delivery of new games. Many have talked about this concept in recent years, but Playtech has made this a reality.

What takes operators and software content providers months, can now be developed and deployed within minutes. Once you have the

What takes operators and software content providers months, can now be developed and deployed within minutes. Once you have the different elements that a game consists of: the math, graphics and sound, it takes seven minutes to deploy a game.

different game elements: the math, graphics and sound, it takes seven minutes to deploy a game. This is a revolution in terms of content development and given the fact that operators are seeking the maximum flexibility, due to the competition they face in regulated markets, GPAS is going to be a game-changer in this space.

In addition, we have further extended GPAS into a Games Marketplace concept, in which operators can choose which games will appeal

Interactive

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to their customers based on Playtech data. Every GPAS game is fully integrated into the Marketplace, meaning that every game developed with GPAS will be immediately made available on the Marketplace. The Playtech Marketplace allows operators to request games based on their player's individual characteristics.

We know from the unique data we gather at Playtech that we can now offer operators a list of games that will appeal to their customers and, within seconds, deploy and add those games to their site. Marketplace is fully integrated into the technical infrastructure of the Playtech IMS system. If you are an operator wanting to create your own game, you can utilise our system to quickly develop your game, upload it to the Marketplace and within seconds choose the game that you developed. This is a revolution in terms of the industry.

SEIZE OPPORTUNITIES WHILE YOU CAN

My final message returns to the theme of industry change - an ever evolving and developing change - which is the transition from unregulated to regulated markets. There has been a lot of discussion about what is the right balance. I think people today realise that being too focused on regulated markets comes with a

lot of risks, not just rewards. I think that there is a balance that operators need to maintain between unregulated and regulated income streams, because we believe that in the next 10 years practically all markets will be regulated. Therefore, it is extremely important to enjoy the benefits of operating in unregulated markets and generate income that can be deployed in those same markets as they become regulated. As more and more markets regulate, the regulators are educating themselves to become more sophisticated to introduce better standards

Being too focused on regulated markets comes with a lot of risks, not just rewards. I think that there is a balance that operators need to maintain between unregulated and regulated income streams, because we believe that in the next 10 years practically all markets will be regulated.

for the industry and in particular, responsible gaming standards.

Playtech believes that we need to be a pioneer and should lead the way in responsible gaming. To this end we have invested heavily in the last 12 months, acquiring BetBuddy, a responsible gaming software provider that uses artificial intelligence to identify potential issues with customers and protect them and the operator, while also creating a more engaging, balanced environment for the player. We believe that BetBuddy represents the future of the industry in terms of responsible gaming.

Playtech has also entered into an agreement with FeatureSpace, and have integrated their solutions into our systems. FeatureSpace provides tools to reduce fraudulent and increase genuine transactions, and is another tool we provide our customers as part of the responsible gambling approach of Playtech, which we believe is extremely important. Finally, we have also tried to introduce innovative and exciting new concepts this year, partnering with a company called Paymaxx, to bring games to life virtually. Players [at ICE] will be able to experience Virtual and Augmented Reality solutions that we believe are the future of any industry involved in entertainment right now.

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Malta – writing the rulebook for DLT

The Malta Gaming Authority announces its plans for Distributed Ledger Technology, Blockchain and Crypto-currencies in an exclusive interview with the Hon. Silvio Schembri of the Maltese Parliament at the ICE show in London

Speaking to the Hon. Silvio Schembri at the ICE show, he confirmed that in the second quarter of 2018 the Malta Gaming Authority (MGA) will launch its new regulatory regime, which will focus on minimising unnecessary bureaucracy



Silvio Schembri,
Parliamentary Secretary,
Maltese Government

"I look forward to the fruition of this [DLT] project, with over 30 operators currently interested in the proposal. This move will underline the fact that Malta is the number one gaming jurisdiction, not just in Europe but around the world.

During the ICE show in London, Hon. Schembri confirmed that where today the licensing authority operates a multi-licensing process, this will change to a two licence system, simply a B2C and a B2B licence. "This will remove bureaucracy for the licensees, while ensuring the provision of a more robust licensing and regulatory regime," stated Hon. Schembri. "At the same time we are also very active in new areas, including crypto-currency and Distributed Ledger Technology (DLT)."

The announcements mirror the proposals set forth by the MGA in a 2017 White Paper that sought to strengthen Malta's regulatory framework, and which detailed widespread changes to remote/online regulation in Malta. The changes included:

Replacing the current multi-license system with a system in which there will be two different types of licenses – a Business-to-Consumer (B2C) license and a Business-to-Business (B2B) license – covering different types of activities across multiple distribution channels.

The new system is expected to segment the Key Official role into various key functions within a licensed activity, requiring approval, for direct scrutiny and targeted supervisory controls,

thereby raising the bar for persons of responsibility within a gaming operation.

It will also seek to 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;

There are expected to be 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.

Finally, the introduction of 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.





“Last year the Malta Gaming Authority issued an expression of interest for those operators who would like to operate cryptocurrency projects in relation to gaming in a sand-box environment,” continued Hon. Schembri. “I look forward to the fruition of this project, with over 30 operators currently interested in the proposal. This move will underline the fact that Malta is the number one gaming jurisdiction, not just in Europe but around the world. This move into DLT and crypto-currency will provide us with the right resources to accomplish this goal.”

“Having a strong gaming industry, a strong regulatory industry and finance structure, means that we are pushing Malta towards a true digital economy,” he said. “In the coming days we will be in a position to launch new legislation, including the Virtual Currency Act and a new regulatory regime for DLT technology. This is a world's first and we are being proactive in this regard to enlarge our eco-system in the digital economy. Gaming is a big part of this eco-system, but there will also be

ancillary benefits for the economy, especially in finance, as the lines between traditional and digital finance are disappearing. I believe that Malta is perfectly positioned to be leaders in this industry.”

BLOCKCHAIN TECHNOLOGY INCLUDING DISTRIBUTED LEDGER TECHNOLOGY (DLT) AND CRYPTOCURRENCIES

The MGA is seeking to establish a sandboxed environment for crypto currency usage within the Online Gaming Sector whilst also enacting principles for the application of DLT and its various adaptations within the industry. Conscious of the fact that a certain degree of expertise lies within the industry, with a number of innovative projects and concepts already available on the market, in 2017 the Authority engaged interested parties willing to share information regarding their cryptocurrencies and/or DLT projects.

According to Hon. Schembri, this is a game-changer for the whole digital economy. The

Gaming is a big part of this eco-system, but there will also be ancillary benefits for economy, especially in finance, as the lines between traditional and digital finance are disappearing.

introduction of Distributed Ledger Technology, often referred to as Blockchain, has stirred a lot of interest and enthusiasm across the financial industry. DLT is believed to have the potential to substantially change the way financial markets operate today, promising important cost savings and efficiency gains. DLT solves a host of regulatory issues and the willingness of the MGA to engage in this technology gives legitimacy to customers looking to engage in this process. At a time in which many regulators



As the current processing and settlement of financial transactions relies heavily on intermediaries and central infrastructures to oversee and control the transfer and recording of ownership in securities the decentralised nature of the blockchain potentially promises important efficiency gains in the post-trade processing of transactions.

are accused of stifling innovation, the MGA is encouraging serious operators who want to be regulated to do so in a progressive and robust environment.

“The best way to offer security and protection to players is to regulate DLT to maintain market integrity and stability in the future,” stated Hon. Schembri. At present, virtual currencies are not regulated, which presents a real associated risk. Our view is that to mitigate those risks you should regulate in a responsible and robust manner.”

Distributed ledger technology introduces a form of collective bookkeeping via the internet. More specifically, the blockchain is a fully decentralised record of ownership which is shared across a network of computers linked through specific software. This shared public ledger contains records of all transactions in the crypto-currency (or indeed potentially any other asset) that have ever been processed by the blockchain. This in turn implicitly allows verification at any moment in time of who owns how much of it.

Every system that currently relies on trusted central authorities for the transfer and recording

of asset ownership could theoretically be replaced by decentralised systems such as distributed ledgers, although the extent to which this will actually happen will depend on many factors.

Given that already today most securities exist solely as digital records in the books of banks and infrastructures, the extension of distributed ledger technology to financial markets seems a logical next step. As the current processing and settlement of financial transactions relies heavily on intermediaries and central infrastructures to oversee and control the transfer and recording of ownership in securities the decentralised nature of the blockchain potentially promises important efficiency gains in the post-trade processing of transactions.

Distributed ledger technology could substantially reduce the time needed for a transaction to settle, in particular in markets that still involve a high degree of manual processing such as syndicated loan markets for instance, and is expected to lead to significantly lower transaction and collateralisation costs. Overall, potential yearly cost reductions achievable via distributed ledger technology over the next few years have been estimated at up to \$20 billion.



"It is always a difficult position to seek to lead the industry into new uncharted territory, but we believe that through our robust procedures we have all the ingredients in place to move forward with DLT integration and establish a true service-orientated digital economy that will be truly world-leading," stated Hon. Schembri.

In addition to his role as Parliamentary Secretary within the office of the Prime Minister of Malta, Hon. Schembri is also appointed Chairman of the country's Responsible Gaming Foundation in 2014, an independent institution with the scope of helping, educating and preventing problems related to gambling.

In collaboration with the Malta Gaming Authority, the Foundation aims to put in place the necessary checks and balances to prevent the abuse of gambling and the proliferation of compulsive gambling in Malta.

In 2017, Mr. Schembri presented a survey that studied the consumption of gambling on the island, which had been conducted between 2015-16 and provides a fair assessment of the gambling behaviours in Malta. It also gives a clearer picture on the level of problem gambling in Malta.

"We initiated the survey in response to the lack of accurate data in regards to gambling in Malta," stated Hon. Schembri. "Various percentages were being quoted with no basis in fact and the perception was that problem gambling was a very big issue in Malta. Both the Government and the Gaming Authority could not address this issue because we did not have the facts at our disposal. We could only quote the two per cent figure that is a generalised figure for Europe as a whole in regards to problem gambling, but we wanted our own data specific to Malta.

The result of the survey actually confirmed the international trend, that between one to two per cent of the population who pay for gaming services report some type of adverse effect, which is in line with the trends in other EU jurisdictions. "Having acquired this data we could move to the next stage, enabling the Responsible Gaming Foundation to direct its focus in the right directions," explained Hon. Schembri. "We now have a profile of the people with both potential and actual problem gambling issues. We know their educational background, their specific locations, their work environments and how they spend their leisure time. We now have figures upon which to base policy going forward."

"Before the study, we were targeting the entire population of Malta with our campaigns that were based on the findings of international studies. Our study was conducted in Malta, enabling us to direct our educational resources in the right direction and enable players to self-exclude themselves."

"Our goal is to reduce problem gambling and find ways and means to action real change," concluded Hon. Schembri. "Before the study, we were targeting the entire population of Malta with our campaigns that were based on the findings of international studies. Our study was conducted in Malta, enabling us to direct our educational resources in the right direction and enable players to self-exclude themselves from both land-based and online play."

Speed and security define the launch of AMD's RYZEN

AMD has launched its EPYC embedded and Ryzen embedded processors for end-to-end 'Zen' experiences from the 'Core to the Edge'

EPYC embedded processors deliver up to 2.7X more performance-per-dollar and Ryzen embedded processors deliver up to 3X more GPU performance²



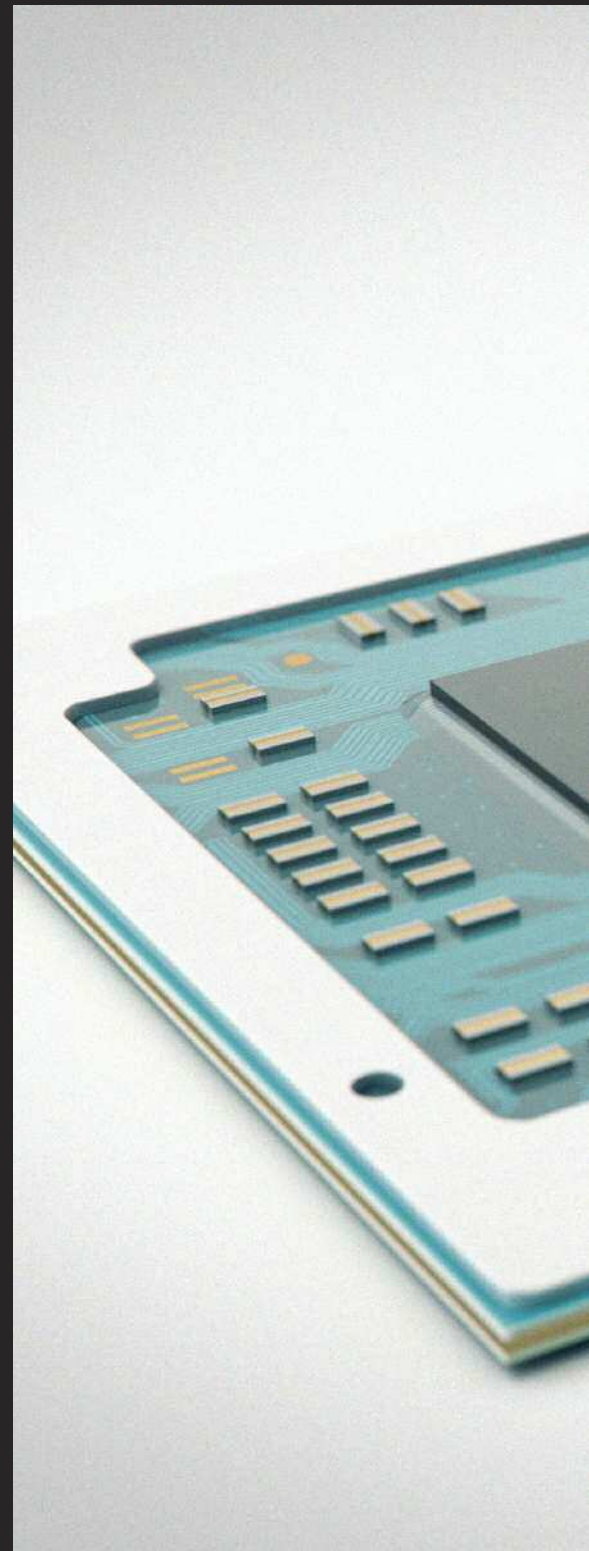
Scott Aylor,
Corporate Vice
President and
General Manager,
Embedded, AMD



Steven Turnbull,
Director of Product
Marketing,
Embedded, AMD

Scott Aylor is the Corporate Vice President and General Manager for the Datacenter and Embedded Solutions Business Group at AMD. Scott is responsible for driving strategy and execution across the AMD Server and Embedded segments. Scott originally joined AMD to run its Embedded Solutions division in 2013 and has been responsible for driving design win and share growth in embedded vertical markets. Prior to AMD, Scott was at Freescale Semiconductor for 17 years with deep domain knowledge and experience in the industrial, automotive, networking and general embedded markets. Scott came to AMD with technical insight, customer relationships, and a track record of successfully growing embedded businesses.

Stephen Turnbull is Director of Product Marketing for the Embedded business within the Datacenter and Embedded Solutions Business Group at AMD. He is responsible for delivering "whole product" solutions for focused embedded vertical markets and driving go-to-market strategy. Turnbull has been with AMD for 4 years in the Embedded business. Initially he was responsible for the Thin Client vertical where he secured double digit market share growth and cemented the number one position for AMD in the market. He has subsequently taken on a wider role with responsibility for all the company's focused embedded vertical markets including thin clients, casino gaming, digital signage, industrial and medical imaging. Prior to joining AMD, Turnbull worked for Motorola Semiconductor.



On February 21, 2018 AMD introduced two new product families – the AMD EPYC Embedded 3000 processor and AMD Ryzen Embedded V1000 processor – to enter a new age for high-performance embedded processors. AMD EPYC Embedded 3000 brings the power of "Zen" to a variety of new markets including networking, storage and edge computing devices, while AMD Ryzen Embedded V1000 targets medical imaging, industrial systems, digital gaming and thin clients. These new AMD Embedded processors deliver breakthrough performance, exceptional integration and on-chip security.

"Today we extend the high-performance x86 'Zen' architecture from PCs, laptops and the datacenter to networking, storage and industrial solutions with the AMD EPYC Embedded and



AMD Ryzen Embedded product families, delivering transformative performance from the core to the edge," said Scott Aylor, corporate vice president and general manager, Datacenter and Embedded Solutions Business Group, AMD. "AMD EPYC Embedded 3000 raises the bar in performance for next-generation NFV, SDN and networked storage applications. AMD Ryzen Embedded V1000 brings together 'Zen' core architecture and 'Vega' graphics architecture to deliver brilliant graphics in a single chip that provides space and power savings in medical imaging, gaming and industrial systems. With these high-performance products, AMD is ushering in a new age for embedded processors."

Several customers announced products based

AMD Ryzen Embedded V1000 brings together 'Zen' core architecture and 'Vega' graphics architecture to deliver brilliant graphics in a single chip for power savings in gaming

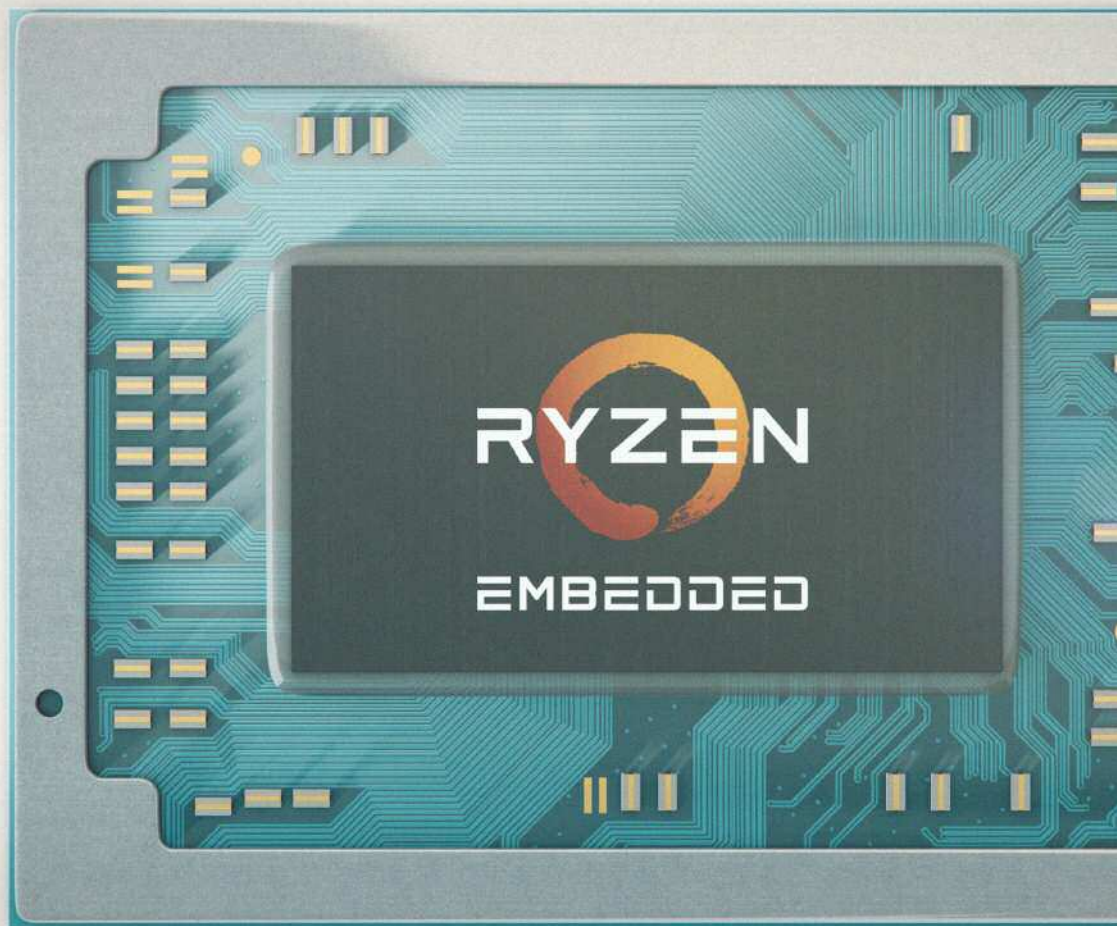
on AMD EPYC Embedded 3000 and AMD Ryzen Embedded V1000; including:

- The Esaote ultra-performance MyLabTM9 eXP ultrasound system for general medical imaging, women's healthcare and cardiovascular diagnostics, based on the

Ryzen Embedded V1000 and targeting Q3 availability.

- The Quixant QX-70 4K ultra HD casino gaming platform, based on the Ryzen Embedded V1000 and available today.
- Four products from Advantech based on the Ryzen Embedded V1000, including an integrated casino gaming platform and multimedia gaming engine, high-performance Com-E module for medical, automation and gaming applications, and mini-ITX embedded motherboard.

Also, with support from more than 16 major ecosystem partners, companies can purchase boards and access software today equipped with



"The new AMD Ryzen Embedded V1000 delivers on every front, with striking levels of CPU and GPU performance on a single piece of silicon. Thanks to AMD, we can enable a stunning visual experience with four simultaneous ultra HD displays, 3D acceleration and 4K playback, with the security features to help keep data secure and encrypted, making it a compelling proposition," Jon Jayal, chief operating officer, Quixant.

AMD EPYC Embedded 3000 and AMD Ryzen Embedded V1000 technology. The excitement and momentum around the announcement from AMD is supported by several significant proof points. AMD EPYC Embedded 3000 processor portfolio delivers:

- Up to 2.7X more performance-per dollar than the competition¹
- Up to 2X more connectivity than the competition³
- Enterprise-grade reliability, availability and serviceability (RAS) features

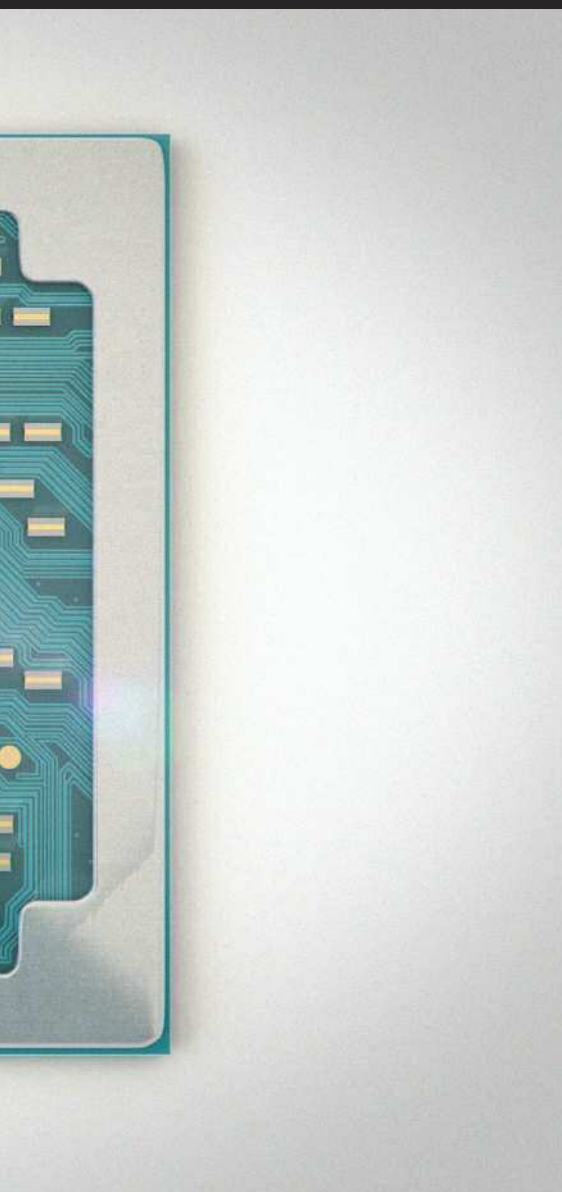
AMD Ryzen Embedded V1000 processor portfolio delivers:

- Up to 2X uplift in performance over previous generations⁴
- Up to 3X more GPU performance than the competition

- Up to 46 per cent more multi-threaded performance than the competition⁵
- Up to 26 per cent smaller footprint than the competition for optimised board design⁶

In addition to performance, security remains a top concern for enterprise customers, whether they are designing top of rack switches, thin client devices or anything in between. AMD EPYC Embedded and AMD Ryzen Embedded processors help protect data at the hardware level with an on-chip secure processor, complemented by hardware validated boot capabilities to help ensure systems are booted up from trusted software.

Additionally, Secure Memory Encryption (SME) deters unauthorised physical memory access while Secure Encrypted Virtualization (SEV) offers further deterrence by encrypting virtual machine (VM) memory, without the need to make changes at the application level.



AMD EPYC EMBEDDED 3000 OVERVIEW

- Highly scalable processor family with designs ranging from 4 cores to 16 cores, available in single-thread and multi-thread configurations.
- Support for TDP ranges from 30W to 100W with ranges from 4 up to 16 cores.
- Expansive, integrated I/O with support for up to 64 PCIe lanes and up to 8 channels of 10 GbE.
- Up to 32MB shared L3 cache with up to 4 independent memory channels.
- Unparalleled enterprise-grade reliability, availability and serviceability (RAS) to address data detection, correction, recovery and containment, helping ensure that systems are continuously running even under the most stringent enterprise environments.



QMax-2, Quixant X and QXi-7000 Components Quixant

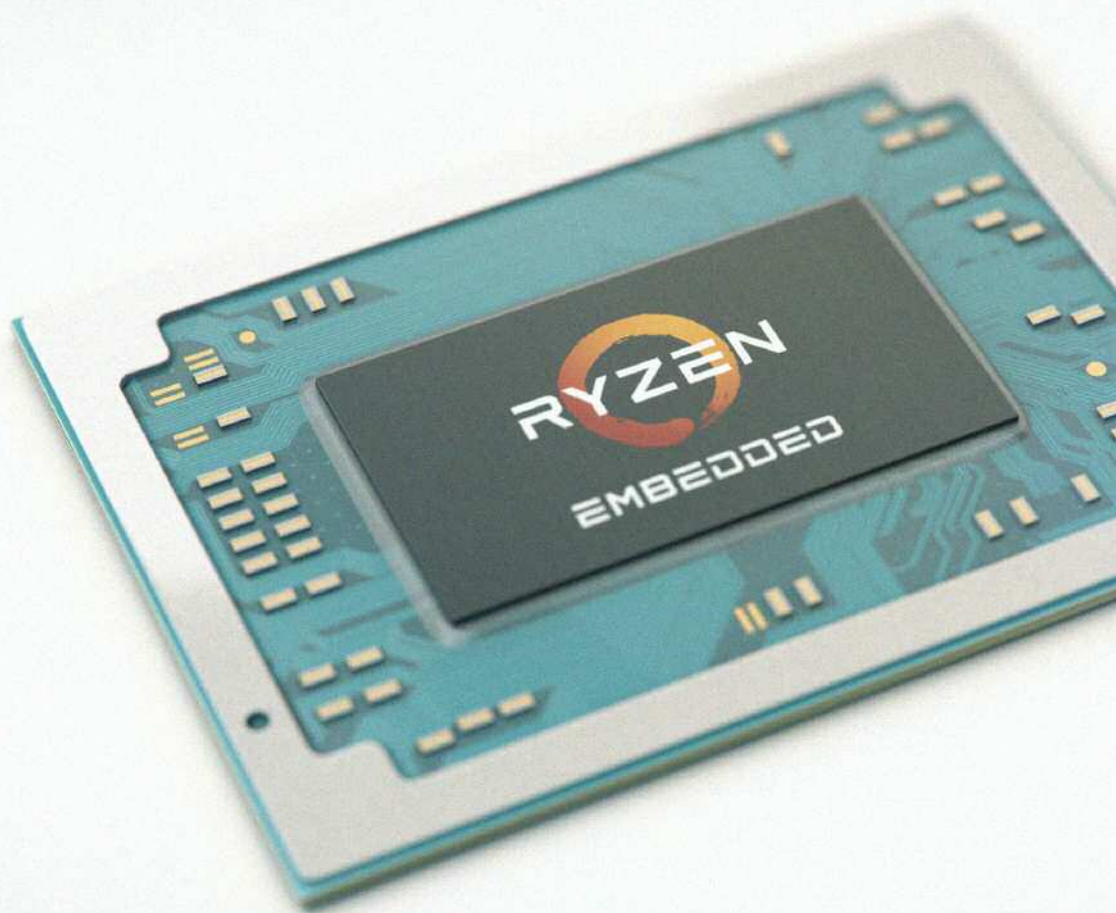
With one of the most exciting product launches since its inception in 2005, Quixant – the market-leading supplier of PC-based gaming platform and display solutions – is excited to introduce a portfolio of products which bring AMD's cutting-edge Ryzen Embedded APU technology to the global gaming market for the first time.

The industry is at an inflection point, requiring unprecedented levels of processing and graphical power to support multiple 4K displays, but with an increasing sensitivity to price. Combining a class-leading multi-core, multi-threaded CPU and a console-level GPU capable of driving up to four 4K screens in a single chip, the Ryzen™ Embedded APU range is the perfect solution to this conundrum.

Quixant has selected the new Ryzen Embedded APUs as the heart of a portfolio of three new products: the Quixant X, QMax-2 and QXi-7000. The Quixant X represents optimal performance to drive the most demanding, vibrant games. Combining the Ryzen Embedded APU with the Radeon E9550 and a top of the range feature-set, the Quixant X is the ultimate gaming platform. The QMax-2 provides an ultra-high performance backplane-compatible solution which also incorporates the Ryzen™ Embedded APU, with an optional discrete GPU to boost the already impressive integrated graphics.

Finally, the QXi-7000 is an all-in-one solution, capable of driving up to four 4K screens and utilising Quixant's patented fanless enclosure technology to enable passive cooling, without compromising on performance from the Ryzen Embedded APU. These three new products leverage all the unique benefits of Quixant's Gaming Ecosystem, which expedites time to market for EGM manufacturers when introducing regulatory compliant Zen-based machines. Advanced features include SAS 6.02 protocol (QxSAS), accelerated playback of multiple video overlays with minimal CPU overhead (QxVDR) and an advanced hardware based tracing tool to speed up game development (QxATS). All these advantages are available at no cost with Quixant gaming platforms.

"The launch of these new products based on AMD's latest Ryzen Embedded processors represents a milestone in Quixant's technology roadmap, not to mention that of gaming as a whole", commented Jon Jayal, Chief Operating Officer of Quixant. "Thanks to our strong partnership with AMD, we are proud to be bringing our purpose-built Zen-based gaming platforms to the gaming market on the same day as AMD launch their chips. This maximises customer production lifetime, and enables our customers to leverage the latest chip technology today. We are excited to share the huge benefits of this cutting-edge technology with our customers."

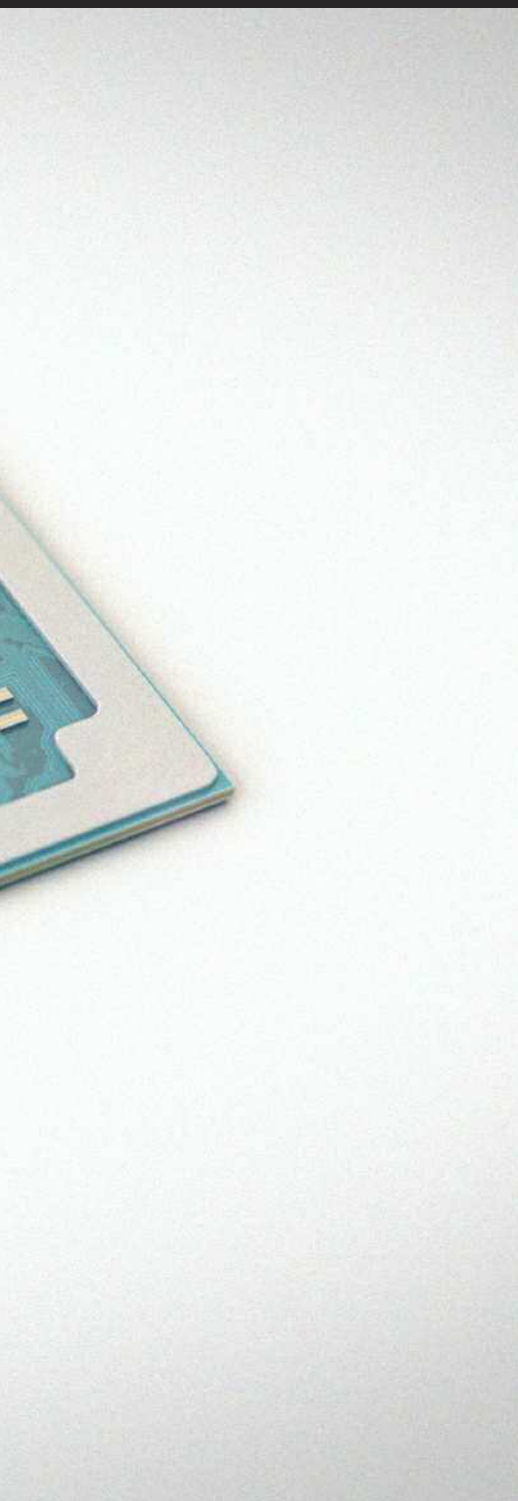


"We are pleased to launch a new all-in-one platform, the DPX-E140, that is based on the revolutionary AMD Ryzen Embedded V1000 and offers an unbeatable combination for gaming OEMs with 'cabinet-ready I/O,' a remarkable graphics engine, and a major boost in performance without compromising on power," Craig Stapleton, product director, Advantech Innocore

- A suite of security features, including on-board secure processor for crypto co-processing, secure memory encryption (SME) to defend against unauthorized physical memory access, and secure encrypted virtualization (SEV) offers further deterrence by encrypting virtual machine (VM) memory to help protect against various administrator attacks without disrupting application codes.
- Product availability for up to 10 years, offering customers a long lifecycle support roadmap.

AMD RYZEN EMBEDDED V1000 OVERVIEW

- Breakthrough Accelerated Processing Unit (APU) coupling high-performance "Zen" CPUs and "Vega" GPUs on a single die, offering up to 4 CPU cores/8 threads and up to 11 GPU compute units to achieve processing throughput as high as 3.6 TFLOPS⁷.
- By combining the power of "Zen" and "Vega" architectures, the Ryzen Embedded V1000 family can deliver up to 200 percent more performance compared to previous generations⁵.
- Support for thermal design power (TDP) ranges from 12W to 54W, enabling scalability for high-performance devices and reduced power consumption for energy-conscious applications.
- Robust I/O capabilities that support up to 16 PCIe lanes, dual 10 GbE and expansive USB options, including up to four USB 3.1/USB-C interconnects, with additional USB, SATA and NVMe support.
- Incredible resolution in a small package, driving up to four independent displays running in 4K, with the ability to support 5K



graphics for applications demanding next-generation visual clarity, including support for H.265 decode and encode, and VP9 decode8.

- Equipped with dual-channel 64-bit DDR4, with performance up to 3200 MT/s.
- A suite of security features, including on-board secure processor for crypto co-processing, secure memory encryption (SME) to defend against unauthorised physical memory access, and secure encrypted virtualization (SEV) offers further deterrence by encrypting virtual machine (VM) memory to help protect against various administrator attacks without disrupting application codes.
- Product availability for up to 10 years, offering customers a long lifecycle support roadmap.



DPX-E140 Components Advantech-Innocore

Advantech-Innocore has announced the new DPX-E140, a complete gaming system for the regulated casino and AWP gaming markets combining all the hardware features necessary for a gaming platform together in a high performance industrial grade system.

Breaking new ground in integrated graphics performance, the new AMD Ryzen Embedded V1000 processor with AMD Radeon Vega Graphics allows the DPX-E140 to meet the ever increasing demands placed on casino slot machines for a multi-screen, high resolution, immersive player experience.

The new DPX-E140 is designed with the same format as the mid-range DPX-E135 and has the same "Cabinet-ready I/O". This innovative design puts all the connectors conveniently in one area and uses typical slot industry connectors to provide an economical, robust harnessing arrangement. The need for additional connector boards or backplanes is eliminated saving cost and simplifying cabinet layout and harnessing.

At the heart of the DPX-E140 is the AMD Ryzen Embedded V-Series platform, which includes high performance dual and quad core APU devices based on AMD's revolutionary new "Zen" CPU architecture. Supporting up to 32GB DDR4 system RAM, the DPX-E140 is also ready for mission critical applications which require an ECC memory option.

The "Discrete-level Graphics" core (Radeon Vega graphics) outputs to four independent monitors via four DisplayPort 1.4 DP++ ports. The graphics engine features the latest AMD GCN 5 architecture with up to 11 graphics compute units, providing unrivalled performance and features including Direct X 12, EGL 1.4, OpenGL 4.6, and support for video decoding VP9, H.265 (10 bit). The new display engine is optimized for 4K displays and multiple planes (Windows MPO), supports Radeon FreeSync technology, and is ready for HBR3 & HDR (high dynamic range displays).

In spite of the high performance of the APUs, the DPX-E140 is passive-cooled for APUs up to 25W cTDP, requiring no CPU fan in most

applications and therefore reducing maintenance costs for potential fan failures in the field. APUs up to 54W cTDP are supported with a high reliability fan for top end performance.

A choice of enclosure covers is available for the DPX-E140 depending on the customer's preference and local requirements. The system can be supplied with no cover, a short cover with casino grade lock to secure the logic/storage area, or a full length cover that covers both logic and cable/I/O areas.

A full feature set of I/O and COMs designed specifically for gaming devices is also included and the system is compatible with Advantech's software solutions for security, media validation, SAS and diagnostics.

A wide variety of storage devices are supported including SATA DOM, C-Fast, USB drive and the system has a built in easy-service tray for 2.5" SATA HDD/SSDs.

The DPX-E140 is the ideal integrated platform for many gaming, amusement and kiosk applications calling for a cost-effective, very high performance gaming platform.

Craig Stapleton, Advantech's Product Director, commented: "Following the success of our DPX-E135 product with 'Cabinet-ready I/O,' we are pleased to be able to bring customers a high performance follow on product, the DPX-E140. The DPX-E140 is one of the first products to utilize the revolutionary new AMD Ryzen Embedded V1000 Series platform. The new AMD 'Zen' CPU architecture has proved very impressive in consumer and server markets and we are excited to bring it to our gaming customers.

"The AMD Ryzen Embedded V1000 Series platform benefits from the 'Zen' core's 52 per cent CPU IPC performance boost at the same power compared to previous generation AMD cores. That performance increase together with the amazing graphics engine packaged in the DPX-E140 product will be an unbeatable combination for the gaming OEM," stated Mr. Stapleton.

Products

LAND-BASED AND INTERACTIVE GAMING



Frankie Dettori Sporting Legends Online Slots Playtech

Playtech has launched Frankie Dettori Sporting Legends – the first title in its cutting-edge Sporting Legends suite. These action-packed casino games are linked to a series of industry-first, guaranteed jackpots that must be won every day.

Frankie Dettori Sporting Legends is a follow-up to the best-performing Playtech game Frankie Dettori Magic Sevens that has topped the slot charts for more than five years, and sees players ride to glory with a host of thrilling features, including galloping respins with a shifting stacked wild, and a rising win multiplier.

In an industry first, each game in the suite is linked to a series of three timed Sporting Legends jackpots; daily, weekly and a Mega Jackpot. This incredible new feature presents players with huge cash prizes that must be won by the end of the day and week, plus a Mega progressive jackpot that offers a gigantic pay out.

To keep anticipation and excitement at an all-time high, players can view timers within the game that count down to each of the different jackpot deadlines. Any jackpot can be won on any spin and each jackpot must be won before its timer expires.

Created to celebrate the champions of the global sporting world, Sporting Legends includes a host of other world-famous faces. The remaining games in the spectacular suite are due to be released in the coming weeks, with titles sure to engage both new and existing players and sports fans.

To promote the launch of the first game, and to ensure players are presented with even more ways to win, Playtech will run a three-week long prize draw, with huge cash prizes on offer.

The SYNOT Group has launched a brand new website. The corporate website www.synotgroup.com, is available in both Czech and English. The website is fully functional not only for users of classic computers and laptops, but also for mobile phone users and tablets. It also has a modern design that is more intuitive and clear than ever before.

"The website is a very important external communication tool. Therefore, when designing and developing a new web presentation, it was crucial for us to make the website as simple as possible and especially user-friendly. Our aim was to create an easy to navigate, simple and attractive modern look," said Neofytos Neofytou, Managing Director of SYNOT International.

Against the previous website, there is also a modern graphical design. There is a logical layout, allowing intuitive orientation and easy search for key themes.



Synot website Online Synot Group

Additionally, the new web is fully customised for mobile users to provide more convenience and especially easy navigation than ever before.

"With the growing popularity of smartphones and tablets, it was necessary to offer clear navigation and quality content without any limitations," added Miroslav Valenta jr., Sales Director of the SYNOT Group.

"The Synotgroup.com website is the core page of the entire SYNOT Group operating in 20 countries all around the world," explained Mr. Valenta. "Foreign business partners are most often searching for information on the website, which is becoming the cornerstone of communication and a key factor in the promotion of individual products of all areas of business activities of the SYNOT Group."



Greyhound Channel Sports-betting SIS

SIS has announced the launch of a dedicated new greyhound channel, available in March. The channel will incorporate SIS's exclusive greyhound rights from eight British tracks and three Irish tracks, as well as quality virtual greyhound racing, providing a betting event every three minutes throughout the day.

Operators will have access to a market leading 42 meetings a week via the new channel, and the majority will be broadcast during prime-time afternoon and early evening slots, which means that the channel offers more live races at peak times, when customers want them, compared to alternative services on offer.

A key feature of the new SIS Greyhound Channel will be the quality of the live pictures, as SIS will be broadcasting the greyhound racing with three camera angles vs current live pictures which feature one camera angle. This will greatly improve the viewer's racing

experience. The live pictures will be complemented with quality virtual racing in between live races, to ensure continuous short form betting opportunities.

SIS are the leading trusted supplier globally, and now supply 95 per cent of the UK retail market, 90 per cent of the Spanish retail market, and the largest online operator worldwide. Paul Witten, Product Director at SIS, said: "Our dedicated greyhound channel will be the market leading greyhound channel on offer to operators, with high-quality pictures, multi-angle viewing, rapid replays, and top quality virtuals.

"Our teams have been pro-active in working with stadia to ensure they optimise their greyhound offer, and the stadia have increased investment in infrastructure and greyhounds trialling recently, to ensure the most competitive racing product possible in 2018. Coupled with quality virtual racing, our new channel provides operators with frequent short form betting opportunities which will help increase dwell time in-shop and online."



Hardwell Online Slots StakeLogic

At the ICE show in London, StakeLogic revealed its music-based slot game – the new title Hardwell featuring the world renowned and resident Las Vegas DJ Hardwell, who made a special appearance on NOVOMATIC booth.

DJ Hardwell, was voted the world's number one DJ in 2013 and 2014 and has built an outstanding reputation as a DJ, remixer, producer and record label owner over the years.

Just like a highly entertaining and immersive Hardwell set, the game features great fun across 5 reels and 25 lines. With original music and colourful reels packed with DJ gear and neon fruit symbols, players should get ready for cool bonus features and some big wins. Exciting features are available like bonus symbols that award bonus spins with special reel upgrades, plus a very special super spin that features lock and spin action on the reels with guaranteed wins.

Spin-Cation Promotions IGT

IGT, in partnership with Carnival Cruise Lines, is offering operators throughout the US an exciting way to engage and reward loyal slot players via its "Spin-Cation" Slot Championship Promotion. Inspired by the success of IGT's "Spin N Sail" promotion, "Spin-Cation" enables casino operators throughout the US to send five of their valued players on an eight-day Eastern Caribbean voyage aboard the Carnival Breeze.

Lucky cruisers will set sail with hundreds of fellow slot enthusiasts and have an entry into the ship's Grand Finale Spin-Cation Tournament that has a guaranteed increasing prize pool that starts at \$100,000.

Racing World Virtual Sports Kiron Interactive

Kiron Interactive and Phumelela Gaming and Leisure have agreed a partnership to launch a fixed odds betting channel – including top-class live British, Irish and South African horse racing, and virtual racing – in betting shops throughout Africa.

The new satellite channel, named Racing World, will offer fixed odds betting on British and Irish racing (Jumps and Flat), South African racing (Flat) and Kiron's virtual horse racing products.

The Racing World channel has recently launched, initially with Kings Sports Betting in Uganda, with plans to grow the channel's reach via new operators in east and west Africa over the coming months. Betting on the channel will be supplied through a white label service, using the Press Association feed and integrated with each operator's proprietary or third party betting platform, or via a dedicated race book supplied in collaboration with UK-based bet platform provider A Bet A.

John Stuart, International Sales Director for Phumelela Gaming and Leisure Limited, said: "This agreement is a real step forward for betting on racing in Africa. Enhancing the racing package that we are able to offer our African clients with Kiron Interactive and British and Irish racing is a priority for us."

Equinox Cabinets SG Gaming UK

SG Gaming, has successfully rolled out a trial of its brand new, dynamic terminal range, Equinox across 100 Ladbrokes and Coral shops nationwide.

Over the last 12 months, SG Gaming and Ladbrokes Coral Group have been working in partnership preparing to install the new terminals. Selected Ladbrokes and Coral sites across the U.K now operate a mix of Equinox 2.4 and Equinox 2.7 terminals, which feature red and blue LED bezels that have been customised to fit the retail brands and complement their existing retail gaming offering.

The Equinox 2.4 features three 24" HD screens whilst the Equinox 2.7 benefits from three larger 27" HD screens with both offering directional sound systems to create an immersive gaming experience. The terminals also feature 'Privacy Mode' – a unique industry innovation which provides discreet gameplay on the fully interactive new 15.6" V-Deck+™ button panel. An integrated barcode reader for scanning directly from a smartphone also allows the player

to easily redeem free bet rewards, creating a seamless customer journey.

Richard Lang, Retail Commercial Director at Ladbrokes Coral Group said, "We're excited to unveil the new Equinox terminals in a number of our Ladbrokes and Coral shops across the UK. We believe that these terminals provide an innovative leap forward, not only in terminal offering, but also in the way that the content has been developed to provide an immersive gameplay experience. The new 'Privacy Mode' function on the V-Deck+ is a fantastic proposition and allows our customers to experience SG Gaming's popular content titles in a unique way. It is great to see SG Gaming driving more innovation into the market and once again enhancing the quality of our customer's experience."

Phil Horne, Chief Executive Officer of SG Gaming UK, said "Working closely with the team at Ladbrokes Coral Group to trial our new Equinox range has been hugely positive, and it's great to see the months of hard work both teams have put in



to making this happen so clearly visible across all venues. This is such an exciting partnership and one that we believe really makes a difference to our industry and its players, and this trial is another demonstration of this.

The Equinox range is unique in that it provides a range of screen size variants to suit individual venues and meet customer requirements. We look forward to working more closely with our biggest partner ever to make the Equinox a huge success and further enhance the quality of our customers' and their players' experience."

Fortune Cup Multi-player Konami Gaming

Konami Gaming has announced the market release of its Fortune Cup mechanical horse racing game, bringing modern technology improvements to a high-demand gaming format enjoyed by generations.

The game features a 9ft wide mechanical track with eight horses that travel freely and independently across the course. The horses' actions are mirrored by real-time digital animation on connected LCD screens in a sports broadcast format, and players

place their bets through touchscreen stations with race stats, horse odds, mystery progressive jackpots, and comprehensive bet options for win, place, and quinella. Following months of success on the Las Vegas Strip under Nevada's New Innovation Beta (NIB) program, Fortune Cup is now live at four locations and is expanding across North America.

"Mechanical horse racing is a unique attraction and beloved casino classic for its shared social experience, fun creative ingenuity, and irresistible nostalgia. Konami's Fortune Cup is bringing that dynamic back to the casino with top quality and advanced features



for players to enjoy for years to come," said Tom Jingoli, executive vice president & chief commercial officer at Konami Gaming, Inc. "Fortune Cup has proven entertainment value both in the legacy of the product category and Konami's roots as an amusement company for nearly 50 years."

Mild Rockers Online Slots Lightning Box

Specialist slot developer Lightning Box is set to turn up the volume with its new release Mild Rockers. The six-reel, 80-line, diamond matrix slot features a soundtrack packed with riffs and a number of sonic symbols including drum kits, lipstick prints, guitars and leather-clad rockers. Players will look to find



multiple Encore Lips symbols simultaneously, which will see the Encore Spins feature granted.

Encore Spins sees the Mild Rockers of the title take it up a notch, becoming Wild Rockers, where they substitute with the other symbols on the reel to produce big wins.

Peter Causley, Lightning Box's MD, said: "The game boasts an epic soundtrack and edgy visuals, which we're sure our players will enjoy as they band together as many winning lines as possible."

Products

LAND-BASED AND
INTERACTIVE GAMING



Fast Shift Payment Solution SoftConstruct

At this year's ICE SoftConstruct is showcased Fast Shift, a cross-product and cross-platform payment gateway with over 300 payment options.

SoftConstruct CEO and Founder Vigen Badalyan explains: "Fast Shift was designed taking into account the many years of experience we had working with hundreds of payment options and the struggle the company had when integrating hundreds of payment methods on our platform. Hence, we introduced an all-in-one-place solution that will save a lot of time and energy for many businesses."

FastShift customers will be able to easily get their payment systems regulated in their regions. Simultaneously, Fast Shift will provide an API integration and its documentation will be available on the website.

"The payment gateway can be integrated with new businesses, offering them user wallets and avoiding bureaucracy and financial troubles, as well as with existing operators, offering them the utilization of either Fast Shift's or their own wallets. We are in the process of getting Maltese MFSA license and PCI DSS," said Mr. Badalyan.

Fast Shift is offering powerful backoffice that enable users to see all transactions, create reports and add websites that work under same merchant account. They can use the backoffice to order payout (monthly/weekly/daily) or schedule automatic payouts. VISA/Master Card also will soon be available.

The advantages of Fast Shift are easy-to-use back office, single solution for all the payment systems, convenient business logic for new operators, low commissions for payment systems, total control over all transactions, fraud management and high level security.

RDM Bulk Note Validator Cash Handling/iDROPs APEX gaming & JCM

JCM Global's Retail Deposit Module (RDM) high-speed bill validator has been integrated into APEX Gaming's iDROPs table game management system, bringing speed, accuracy, security, and convenience to table game players and casino operators.

The iDROPs system allows players to buy-in with cash and/or tickets, instantly reports via a SAS connection, and even handles payouts. JCM's RDM bill validator increases iDROPs security with RDM's state-of-the-art sensor, a 250-note input capacity, and an acceptance rate of 99 percent or greater.

JCM EMEA General Manager Payam Zadeh said, "JCM is trusted by operators and integrators worldwide because our products deliver an unparalleled combination of speed and security."

"We are thrilled that APEX Gaming has chosen our RDM bill validator for its impressive iDROPs table game system. This contract brings together two innovative companies and two innovations that will benefit both players and operators."

APEX Gaming Global Sales Director and CFO Kubilay



Ozer said, "The iDROPs is the perfect solution for the high-volume segment of live gaming. Up until now there has been no practical solution for high rollers to exchange their cash or tickets directly at the live gaming table. This has now changed thanks to the iDROPs."

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Book of Secrets Omni-channel Synot

Book of Secret is set in the ancient Valley of the Gods, in the golden era of treasure hunters. 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 expanding during the Free Spins.

"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 or SYNOT Games.

Products

LAND-BASED AND INTERACTIVE GAMING



Sugar Pop 2: Double Dipped Online Slots Betsoft Gaming

Betsoft Gaming have announced the release of their much-anticipated sequel title SUGARPOP 2: DOUBLE DIPPED. Similar to the extremely popular initial title in the series, SUGARPOP 2 offers a serene dreamland of clouds and sugary treats. Packed with exciting new features, this game is certain to keep players engaged.

SUGARPOP 2 is a 7x7 grid videoslot. This game is based around the cluster win system adding the possibility for additional wins. In this edition of the game, two new cluster mechanics have been added. This includes a Candy Wild that appears on the board when a cluster of 5 or more is exploded and a Candy Bomb that is created when 5 or more clusters are exploded in a single spin.

A Chocolate Surprise Egg will appear at random and crack open, revealing any one of the special candies that the player has unlocked. These candies each have special abilities that allow players to earn even more rewards. A Jelly Bean Cannon fires jelly beans onto the board, while a Sweet Hammer smashes the board, breaking all the candies in its way. The release also features a Chewy Caramel and Morphing Golden Wild.

"SUGARPOP 2 is a bright, fun, sequel we really enjoyed developing," said Dan Cooper, Betsoft's Head of Product Development. "The original was far more successful than any of us could have imagined. We wanted to stay true to the original game and add another layer of engagement to this game. Player and distributor feedback was taken on board to help us offer something new and improved, yet familiar to players of the original."

Mighty Link Casino Slots Aristocrat

The thrill of jackpots just got mightier as Aristocrat's launches its Mighty Link for North American markets. Mighty Link is a multi-licensed progressive link that combines the proven and popular Mighty Cash feature with leading Aristocrat licensed brands Ted and Zorro.

Both the Ted Mighty Link and the Zorro Mighty Link are housed on Aristocrat's Arc Single cabinet. The licenses bring exciting new jackpot energy to the floor with great math that ensures progressives are won frequently, including the MSP, which links to Aristocrat's Fast Cash.

Both Ted and Zorro contain the Mighty Cash Hold & Spin bonus feature, where players can win



credits, jackpots, extra spins and a wheel bonus. Adding to the fun is the Mighty Cash Wheel that attracts wheel-loving players with a special wheel that awards lucrative Mighty Cash multipliers and/or jackpots. The unlimited Free Games Feature comes with a chance to win extra free games and the Mighty Cash Feature.

Arching over all the fun in Mighty Link is its WYSIWYG simplicity. Players love the easy to understand "What You See Is What You Get" game play because its rapid-learning curve means players can spend their time having fun instead of figuring out what to do.

Mighty Link offers exciting jackpot action with five great jackpots. The Grand jackpot award is engineered to work on the Fast Cash link, linking to the MSP Grand jackpot on the previously released Fast Cash game. The Major and Maxi are single-site progressive jackpots, and the Mini and Minor are fixed jackpots independent to the respective game that scale according to the players bet level. Jackpots start-ups are Grand (MSP) \$20,000 or (SSP) \$2,500; Major \$1,000; Maxi \$500; Minor \$50; and Mini \$20.

All values are based on 1c play. Additional SSP jackpot grand jackpot options are available.

Romeo & Juliet Online Slots Blueprint Gaming

Leading UK-based game studio Blueprint Gaming has unveiled its latest video slot release Romeo & Juliet, inspired by the classic William Shakespeare tale.

Players will be falling head over heels for the modifiers and bonus features packed into this 5x3 slot, which follows the fortunes of the star-crossed lovers.

One of five romance filled modifiers can be triggered on any spin throughout this love affair, including Romeo Wilds and a Lovers Super Spin, offering users the chance to win big prizes.

Activate one of the three bonuses,



Romeo's Mystery Win, Juliet's Wheel of Fortune or Star-Crossed Lovers Free Spins, by collecting three poison bottles anywhere in view. Developed in HTML5, Romeo & Juliet is available across desktop and mobile devices and is accompanied by a romantic soundtrack that is sure to set pulses racing. The latest release is available with Blueprint's

operator-specific Jackpot King progressive, which can be triggered on any spin and stake.

Jo Purvis, Director of Marketing and Relationships at Blueprint Gaming, said: "Love is well and truly in the air as we adapt this Shakespeare classic into an eye-catching video slot packed with fun features."

Casino Tournaments Systems BetConstruct

BetConstruct's latest addition, Casino Tournaments Management System allows B2C providers to create and publish online casino tournaments within minutes.

BetConstruct's Casino Tournaments Management System allows operators to create and hold online tournaments on any games from over 4,500 slots, live casino and virtual games. Using the single management backoffice operators can set up every detail of the tournaments such as the duration, schedule, dynamic prize contribution structure, tournament type, admission type, number of players and much more. "Engaging casino content is important. To know what to do with the content and how to do that

is far more important. That's why we decided to give operators a tool that will save their time and allow them to focus on the creative aspect," commented Edgar Mkrtchyan, Product Owner, BetConstruct Casino.

Regular casino tournaments are a good strategy to keep players engaged. "Creating, managing and monitoring casino tournaments is time consuming, especially when the operator needs to use different marketing tools offered by each game provider. Paired with our existing marketing tools such as Bonus Management System, Loyalty Program, CRM, SEO Tools and Affiliate System, this tool allows the operators to operate and promote their online casinos and engage new players more effectively," added Edgar Mkrtchyan.

In addition to enjoying their favourite games, players will compete with one another to collect the highest points on the leaderboard and win prizes.

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