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Magazine

August 2018

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COUNTRY REPORT: HUNGARY

# DARK AGES OF GAMING

A country intent upon plunging its gaming industry into the Dark Ages – is there any hope for Hungary?

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Coljuegos has granted the 12th licence to operate online sports betting to Royal Betting Solutions

COLOMBIA P08



Barrière Group and Raineau Group get green light for two more Parisian gaming clubs

FRANCE P14



A ceremonial ribbon-cutting celebrated the official opening of the 1,399-room Ocean Resort

NEW JERSEY P23



The Japanese Diet has passed a historic bill allowing for the operation of casinos in Japan

JAPAN P27

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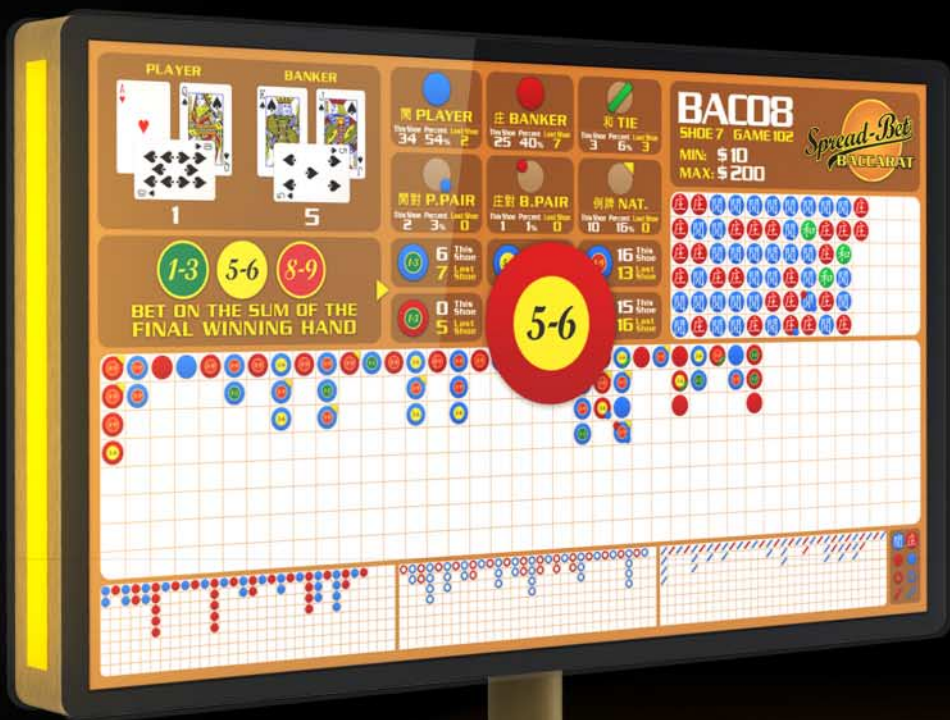
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August 2018



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United Kingdom



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Report  
Hungary

## Back to the Dark Ages Reports P34

From a complete arcade ban through to the licensing of casinos and challenge to the European Union in regards to online gaming, Hungary is walking its own path

## Hitting the Jackpot: Numbers betting Interactive P30

Paul Witten, Product Director at SIS, explains how numbers betting can boost turnover and keep casual bettors engaged for sportsbook operators

## Technology Top Five: Gaming Monitors Products 48

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Insight  
Casino Andorra

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#### **ARGENTINA P10**

Only three of eight companies now interested in the tender for slots located in the state casinos in the province of Buenos

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Enjoy has informed investors that it plans to invest as much as US\$116.7m over the next two to three years into its operations in Chile

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#### **NEW JERSEY P23**

Executives from AC Ocean Walk, Ocean Resort Casino and Hyatt joined the Atlantic City Mayor to open the Ocean Resort Casino

#### **DELAWARE P25**

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For the first time, the online gaming sector in France has seen a rise in the activity of sports betting, horse betting and poker

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#### **CAMBODIA P27**

NagaCorp CEO, Chen Lip Keong, has purchased HKD39.6m (USD5.05m) shares in the Cambodian casino operator

# ONE CONNECTION CHANGES EVERYTHING



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**Lewis Pek**  
Editor



## Comment

August 2018

The ECA Summer Meeting 2018, held in Monte-Carlo this year, brought the land-based gaming glitterati to Monaco to discuss a range of topics spanning such subjects as Anti-Money Laundering and Pan-European gaming legislation. However, the topic that lit the blue-touch paper at the event was that of gender diversity within the land-based gaming sector.

Drawing together a panel consisting of Tracy Damestani, of the UK National Casino Forum, Pauline Boyer Martin, JOA Group and Kate Chambers, Clarion Gaming, the discussion centred around two pivotal points, the employment of women in the gaming sector and the appropriate nature of promotions and sales activities using models at trade shows supported by the ECA.

Something of a north/south divide was evident in the room, with the Scandinavian country's boasting high levels of employment and parity across all roles, not just in traditional marketing and HR specific jobs, but as Financial Directors and Operational Directors of some of the largest land-based casino groups in Europe.

### THE FALLOUT FROM THE ICE GENDER DEBATE IN THE UK'S NATIONAL NEWSPAPERS REMAINED FRONT OF MIND FOR ECA MEMBERS

The divide was clear as debate shifted towards Mediterranean-based casinos, with an obviously more unbalanced employment picture, but one that was being addressed progressively, albeit at a slower pace of change. What was striking was the positive attitude and senior management focus of the JOA Group in France, as Pauline Boyer Martin described the 50/50 goal of the company, which was underlined by JOA CEO, Laurent Lassiak, who was positively discriminating in favour of the employment of women across all roles within the France-based casino group.

The subject of appropriate jobs and attire was discussed at length with panelist Kate Chambers as the fallout from the ICE exhibition gender debate in the UK's national newspapers remained front of mind for ECA members. Ms. Chambers put up a strong defence of the exhibition companies to have the right to promote their products in a sensible and sensitive manner, without imposing a ban on female models and promotional girls at the event. However, dress-code would be policed at the exhibition if deemed inappropriate and "outside the nature of the products being exhibited." While open to interpretation, such a common sense approach was welcomed by the ECA members who hope to avoid 'round two' with the UK national press at next year's event.

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# Calendar

August 2018

## ASIA & OCEANIA

### AGE 2018 - Australasian Gaming Expo

August 14-16

**LOCATION**

ICC Sydney, Darling Harbour,  
Sydney, Australia

**ORGANISER**

Gaming Technologies Association  
Level 34  
50 Bridge Street  
Sydney

Australia

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[www.austgamingexpo.com](http://www.austgamingexpo.com)

## EMEA

### Entertainment Arena Expo 2018

September 3-5, 2018

**LOCATION**

Romexpo Fair Ground, Bucharest,  
Romania

**ORGANISER**

Expo 24 Romania  
Monaco Towers,  
96 Berceni Road, Office B14.01

Bucharest, Romania  
041918

**CONTACT**

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[www.earena.ro](http://www.earena.ro)

## NORTH AMERICA

### Casino eSports Conference 2018

September 5-6, 2018

**LOCATION**

Luxor Hotel & Casino, Las Vegas,  
Nevada, US

**ORGANISER**

CE Consulting

**CONTACT**

Ben Fox  
T: +1 248 362 3700  
E: +1 201 675 0977  
[www.casinoesportconf.com](http://www.casinoesportconf.com)

## EMEA

### Scandinavian Gaming Show

September 5-6, 2018

**LOCATION**

Stockholmsmässan, Stockholm,  
Sweden

**ORGANISER**

Eventus International Ltd  
Suite 1104  
Crawford House  
70 Queen's Road Central

Hong Kong

**CONTACT**

Lou-Mari Burnett  
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[www.eventus-international.com/scandinavian](http://www.eventus-international.com/scandinavian)

## SOUTH AMERICA

### SAGSE Latin America 2018

September 11-13, 2018

**LOCATION**

Centro Costa Salguero, Buenos  
Aires, Argentina

**ORGANISER**

Monografie SA  
Avenida Alvear 1883, Loc. 21  
Buenos Aires

Argentina

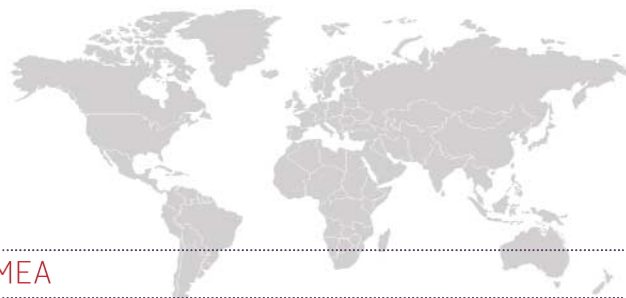
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[www.monografie.com](http://www.monografie.com)

# Calendar

August 2018



## EMEA

### Gambling Indaba Conference & Expo 2018

September 3-5, 2018

#### LOCATION

Emperors Palace, 64 Jones Road,  
Kempton Park, Johannesburg,  
South Africa

#### ORGANISER

Gambling Indaba (Pty) Ltd  
72 Voortrekker Road, Edenvale,

City of Ekurhuleni, Johannesburg,

Gauteng, 1609, South Africa

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T: +27 82 0977447

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www.gamblingindaba.com

## EMEA

### WrB London 2018

September 17, 2018

#### LOCATION

OXO2, London, UK

#### ORGANISER

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

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www.wrbriefing.com

## EMEA

### Montenegro Gaming Show 2018

September 11-12, 2018

#### LOCATION

Mediterranean Hotel & Resort, Budva,  
Montenegro

#### ORGANISER

Eventus International Ltd  
Suite 1104,  
Crawford House

70 Queen's Road Central

Hong Kong

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www.eventus-international.com

## EMEA

### CEEGC 2018

September 25, 2018

#### LOCATION

The Ritz-Carlton Budapest,  
Hungary

#### ORGANISER

European Gaming Media & Events  
Blvd. 1 Decembrie 1918 nr.5, Targu

Mures, Romania

#### CONTACT

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E: organizers@ceegc.eu

www.ceegc.eu

## EMEA

### European Conference on Gambling Studies

September 11-14, 2018

#### LOCATION

Grand Hotel Excelsior, Valletta, Malta

#### ORGANISER

EASG  
Pieter Calandlaan 317-319  
Amsterdam  
Netherlands

1068 NH

#### CONTACT

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E: easg@easg.org

www.easg.org

## EMEA

### Autumn Coin Op Show 2018

October 3-4, 2018

#### LOCATION

Olympia, Kensington, London, UK

#### ORGANISER

Swan Events  
Bennet's  
Office 7, 21 Leyton Road  
Harpenden, Herts

United Kingdom

AL5 2HU

#### CONTACT

Karen Cooke

T: +44 1582 767254

E: karencooke@swanevents.co.uk

www.coin-opshow.co.uk

## EMEA

### Betting on Sports 2018

September 17-21, 2018

#### LOCATION

Olympia, Kensington, London,  
United Kingdom

#### ORGANISER

SBC Events  
New Kings House  
136-144 New Kings Road

London, UK SW6 4LZ

#### CONTACT

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T: +44 161 367 1250

E: andy@sbcnews.co.uk

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

## NORTH AMERICA

### G2E 2018

October 8-11, 2018

#### LOCATION

Sands Expo, Las Vegas, Nevada, US

#### ORGANISER

Reed Exhibition Companies  
383 Main Avenue  
Norwalk  
Connecticut

United States

CT 06851

#### CONTACT

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www.globalgamingexpo.com

## EMEA

### IAGR Annual Conference 2018

September 17-20, 2018

#### LOCATION

Hotel Scandic Copenhagen,  
Denmark

#### ORGANISER

International Association of Gambling Regulators  
PO Box 1365  
St Charles

Missouri

United States

MO 63302-1365

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www.iagr.org/conference

## SOUTH AMERICA

### ICE Africa 2018

October 24-25, 2018

#### LOCATION

Sandton Convention Centre,  
Johannesburg, South Africa

#### ORGANISER

Clarion Events  
Fulham Green, Bedford House  
69-79 Fulham High Street  
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**Sun Dreams ha suscrito un acuerdo**

vinculante para la adquisición directa e indirecta de todas las acciones de la empresa argentina Nuevo Plaza Hotel Mendoza SA, que posee y opera el hotel Park Hyatt Mendoza y su casino.

**La entidad reguladora del juego, Coljuegos,**

ha concedido a Royal Betting Solutions S.A.S. la 12.<sup>a</sup> licencia para operar apuestas deportivas online. La concesión de esta nueva licencia supone que ahora son ya doce los operadores online activos en Colombia. Según el director de Coljuegos Juan B. Pérez Hidalgo, en estos momentos hay unos 870 000 jugadores online registrados activos, y se ha registrado un incremento del 35 por ciento a resultas de la Copa Mundial de fútbol.

**Ahora que la Superintendencia de Casinos de**

Juego de Chile (SCJ) ha concedido cuatro de las cinco licencias de casino municipal a Enjoy, la empresa ha anunciado que se retirará del mercado colombiano para concentrar todos sus esfuerzos en el mercado chileno.

**La empresa latinoamericana de juego y**

resorts Enjoy ha informado a los inversores que tiene previsto invertir nada menos que 116,7 millones de dólares en los próximos 2-3 años en los casinos municipales de Viña del Mar, Pucón, Coquimbo y Puerto Varas.

**GLI ha suscrito un acuerdo de 12 meses con**

la Lotería de la Ciudad de Buenos Aires (LOTBA) para proporcionar toda una serie de servicios de asesoría, consultoría, formación y auditoría relacionados con los juegos de azar y sus actividades vinculadas.

**El primer Aristocrat Lightning Link Lounge**

de Panamá abrió sus puertas en julio de 2018 en el Sortis Hotel & Casino en la Ciudad de Panamá. El Lightning Link Lounge albergará varios juegos Lightning Link, todos ellos en un único espacio cómodamente situado en la sala del casino.

**Dos nuevos clubes de juego han sido**

autorizados en París, de modo que el Barrière Club y el Centaura se unen a los ya existentes Paris Elysées Club y el Circus Club. La solicitud del Raineau Group para el Centaura y el Barrière Club ha recibido la aprobación del Comité de Consultoría sobre Juegos de Ruleta y de Casino (CCJCC) en su reunión celebrada el 12 de julio, a lo que siguió la luz verde por parte del Ministerio del Interior.

**MGM Growth Properties ha culminado la**

anunciada adquisición del Hard Rock Rockside Northfield Park de manos de Milstein Entertainment por un importe aproximado de 1060 millones de dólares.

**Evolution Gaming ha sido seleccionado por**

Svenska Spel para suministrar una solución de Live Casino completa para el mercado sueco, que está experimentando la introducción de una nueva regulación. El nuevo servicio de Live Casino para Svenska Spel se pondrá en marcha en cuanto entre en vigor la nueva ley del juego en Suecia, es decir, el 1 de enero de 2019.

Gaming regulator Coljuegos has granted the twelfth licence to operate online sports betting to Royal Betting Solutions S.A.S.

**COLOMBIA ONLINE GAMING**



**Coljuegos Grants a 'Royal' Licence**

Gaming regulator Coljuegos has granted the 12th licence to operate online sports betting to Royal Betting Solutions S.A.S. The granting of the new licence means that the number of online operators in Colombia has now reached twelve. According to the Head of Coljuegos Juan B. Pérez Hidalgo there are now around 870,000 active registered online players - an increase of 35 per cent due to the World Cup.

"The most important football event has allowed online bets to continue to show their power in the country. Colombians, since the start of the operation of authorised online gambling sites (July 2017), have bet more than \$500,000 million, with deposits averaging \$20,000, through the authorised and active pages to date, and we have identified the five cities where these types of bets are made most frequently: Bogotá DC, Neiva, Villavicencio, Florencia and Ibagué," he said.

Hidalgo added that the board had also been able to gather a more complete online player profile. According to its analysis 85 per cent of the players are men, aged between 18 and 40 years old. Hidalgo once again expressed his belief that 17 online operators would be licensed by the end

of 2018. "According to online gaming regulations operators must ensure that out of 100 per cent of the income they receive from bets that they will give in prizes the equivalent of 83 per cent to their registered players. So far the highest award given by operators has been \$70 million, to a player who made a bet of \$49,000."

Royal Betting Solutions is a Colombian company, made up of a group of entrepreneurs from activities such as construction, commerce and services, with a business relationship spanning more than 15 years.

In June Coljuegos granted the eleventh online licence to Italian operator HBG Gaming's local subsidiary HBG Latam.

Online gaming laws in Colombia began to be tightened after legislation was passed in 2016. According to new regulations, operators granted a licence must adhere to a number of strict obligations and meet the technical requirements as per the terms granted to it by the state. Meanwhile, Coljuegos with the help of the National Police has continued to manage the blocking of unauthorised web pages strengthening the sector further.

**Argentina**

**Sun Dreams Enters Argentine Market**

*Sun Dreams has signed a binding agreement for the direct and indirect acquisition of all the shares of the Argentine company Nuevo Plaza Hotel Mendoza SA, which owns and operates the hotel and casino Park Hyatt Mendoza and its casino. The establishment has approximately 186 rooms, 648 gaming machines and 19 gaming tables. The casino operates under a licence granted to it by the Province of Mendoza, which is valid until 2033 and can be renewed until the year 2038.*

*The total price of the operation amounts to US\$24.8m, which may increase to a maximum of US\$27.8m depending on the operating results for 2018. The operation was expected to have fully materialised by July 2018. The acquisition is part of the international expansion plans of Sun Dreams S.A. and it is expected to have a positive impact on the results of the company. This is due to the incorporation of assets that generated revenues of approximately US\$29.1 million in*

*2017, and to the extension of the average duration of gaming licenses, according to a Material Information statement sent to Chile's committee on Financial Markets (CMF).*

*"The objective of the company is to position itself in a scenario that has broad concessions and adequate regulation at the provincial level and transparency in the industry, which allows us to project ourselves in the long term with very good prospects," said SunDreams CEO, Jaime Wilhelm. "Sun Dreams is proud to have this luxury format, the highest level of the Hyatt chain worldwide," he added.*

*Dreams and Sun International finalised the merger between both companies creating Latin America's largest gaming operator in September 2015. The company already has establishments in Chile, Peru, Colombia and Panama, as well as four establishments, which were opened in April in the Peruvian cities of Lima, Tacna and Cuzco.*

**Chile**

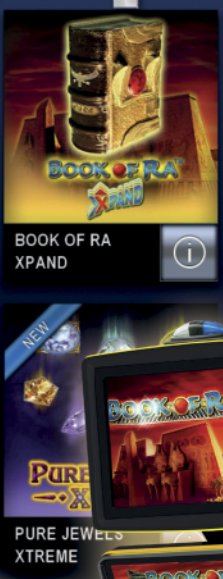
*Now that the Chilean Gaming Board has awarded four out of five municipal casino licences to Enjoy, the company has announced that it will be withdrawing from the Colombian market in order to focus its efforts on the Chilean market. The announcement means that Enjoy will end its operations on the island of San Andrés in the Caribbean Sea. General Manager Enjoy, Gerardo Cood explained that: "When we made the decision to arrive in Colombia, we did it with a smaller bet of 70 machines and nine gaming tables, to get to know the market and its preferences. However, while it is a very attractive tourist destination, the profile of visitors seek another type of entertainment option." The executive recognised the work carried out on the island, supported by the Decameron hotel chain, and said, "the Enjoy experience was captured thanks to the creation of a good team that was prepared and knew how to create great experiences."*





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**Novomatic ha obtenido la licencia de casino** de Granada por su candidatura para construir el Casino de Monachil en el municipio de Monachil en Sierra Nevada, una cordillera situada en la provincia española de Granada.

**La Comisión Nacional de Supervisión de Juego y Casinos de Chipre** ha concedido a Aruze Gaming un certificado para operar y suministrar máquinas de juego en el Integrated Casino Resort («ICR») de la República de Chipre y sus filiales.

**El fondo inmobiliario sudafricano Hospitality Property Fund** ha adquirido siete negocios de casino y hotel de Tsogo Sun en un contrato de acciones y suscripción valorado en 23 000 millones de rands (1720 millones de dólares).

**El grupo de casinos con base en Canadá** Century Casinos ha abierto un casino en Cracovia, una ciudad al sur de Polonia cerca de la frontera con Chequia.

**SBTech ha suscrito un acuerdo con el** operador estadounidense de casinos terrestres Resorts Casino Hotel (Resorts) para suministrarle su solución de apuestas deportivas a través de todos sus canales (terrestre, online y móvil) en Nueva Jersey, bajo reserva de la correspondiente aprobación por parte de las autoridades reguladoras.

**Ejecutivos de AC Ocean Walk, Ocean Resort** Casino y Hyatt se unieron al alcalde de Atlantic City, Frank Gilliam, al Senador por Nueva Jersey Chris Brown, al Director de la División de Cumplimiento Legal en el Juego de Nueva Jersey, Dave Rebeck, y al actor Mark Wahlberg para participar en la ceremonia inaugural en conmemoración de la apertura oficial del Ocean Resort Casino, un establecimiento de 1399 habitaciones ubicado directamente en el Atlantic City Boardwalk.

**El Ocean Resort Casino de Atlantic City** (Nueva Jersey) abrió sus puertas con una sala de juego conectada mediante soluciones de IGT Systems, incluido IGT Advantage, el emblemático sistema de gestión de casino de IGT.

**El Stars Group ha finalizado su compra de** Sky Betting & Gaming por 4700 millones de dólares en una operación que «supone una enorme mejora para la diversificación de los ingresos, lo que da lugar a un equilibrio distribuido entre el póquer, el casino y las apuestas deportivas con un amplio alcance geográfico».

**Los 494 casinos que operan como casinos** tribales en Estados Unidos han registrado un nuevo récord de ingresos brutos del juego de 32 400 millones de dólares en el ejercicio fiscal 2017. El presidente, Jonodev Osceola Chaudhuri, la vicepresidente, Kathryn Isom-Clouse, y el sub-comisionado, Sequoyah Simermyer, de la Comisión Nacional India del Juego, hicieron pública la cifra de ingresos brutos del juego para el ejercicio fiscal 2007, un importe récord que constituye un incremento del 3,9 por ciento respecto al año 2016.

## Plummeting Peso Scares Away Investors

Only three of the eight companies interested in the tender for the slot machines located in the state casinos in the province of Buenos have submitted their bids

Foreign parties, including Codere, Enjoy and Bolt, have all withdrawn their bids to operate slots in Buenos province

### ARGENTINA LICENSING

The opening of bids have been made at the headquarters of the Provincial Institute of Lotteries and Casinos (IPLYC) in the city of La Plata. Boldt, Casino de Victoria and Oasis Entertainment were the only three bidders, meaning that Boldt could continue to be the key player in the province as it is now only competing against two smaller local gaming companies. In addition, neither Casino de Victoria or Oasis Entertainment put forward an offer for the 1,600 slots in the Trilenium casino in the city of Tigre (the largest casino by far).

In April, Codere, Enjoy and Boldt, which currently operates 2,600 slot machines in the province, were amongst the companies that had bought the terms and conditions in return for \$500,000 with companies based in Paraguay and Brazil also taking part.

However, the foreign parties that had bought the bidding documents decided not to take part in the tender, apparently due to the recent fluctuations of the peso. The peso is now the worst performing emerging market currency and has lost as much as 19 per cent of its value since the start of this year. Annual inflation stands at more than 20 per cent. Argentina, in an effort to avoid a financial crash and rescue the



currency from a downward slide against the dollar, was able to secure a US\$50bn aid package in June from the International Monetary Fund. However, the peso fell to a record low for the second day after the IMF deal and in July the peso fell again by 3.3 per cent meaning that investors are increasingly wary with fears rising that Argentina could once again fall into recession.

The seven casinos will be tendered in three lots, which combine the most and least profitable rooms, so that there are offers for all of the casinos. The tender for slots for the Trilenium will be tendered alongside the casino in the coastal resort of Pinamar. The slots in the Central casino in the resort city of Mar del Plata will be tendered alongside Monte Hermoso, while slots for the Hermitage casino (also in Mar del Plata) will be tendered alongside the slots in the casinos in the cities of Tandil and Miramar.

The first company to buy the terms and conditions was Boldt SA. The second company to sign up was Yojne SA, an anagram of Enjoy, the Chilean firm that owns the Conrad of Punta del Este and the Mendoza casino. The third list was acquired by Codere. Smaller locally based companies also bought terms and conditions.

### Large scale operation against illegal gambling carried out in Colombia

#### Colombia

The Colombian National Police along with Gaming regulator Coljuegos has launched a major operation against illegal gambling. The operation was carried out in the city of Barranquilla and the municipalities of Jericó Rionegro and La Unión (the Department of Antioquia), Bugalagrande (the Department of Valle del Cauca) and Aguachica (the Department of Cesar). In all, police were able to seize 1,178 pieces of illegal gaming equipment that were found to be operating illegally in 10 establishments.

The President of Coljuegos, Juan B. Pérez Hidalgo, said that the operations were the result of Coljuegos working closely alongside local authorities,

which had allowed police to confiscate equipment whereby illegal operators were evading payment of licence fees amounting to more than \$1,900m via slot machines, \$1,520,640,000 via sports betting and \$23,749,757 on illegal bingo.

“Coljuegos has withdrawn (as of June 1, 2018) a total of 1,957 pieces of illegal gambling equipment out of which 1,427 are illegal slots that evade the payment via licensing rights of more than \$4 billion,” Hidalgo said. Revenue generated by the gaming industry provides vital funding for national health programmes.”

In Colombia illegal gaming still accounts for an estimated 20 per cent of the industry and there are at least 70,00 illegal slot machines located throughout the country. However the last five years has seen a major crackdown on illegal gaming.

#### Uruguay

*The World Cup along with the blocking of offshore betting sites has led to a significant increase in sports betting via the only authorised sports betting site in Uruguay, according to the head of The Uruguayan Board of Lotteries and Pools Betting (DNLQ), Luis Gama.*

*According to Gama there was an increase in sports betting of over 50 per cent in June compared to May via Supermatch. In May sports betting stood at 200m pesos and in June the figure reached 290m (around US\$9.1m). According to Gama, there had been a number of factors that had led to the increase, but Uruguay's success in the World Cup had been the key factor. However, he also pointed out that the blocking of 40 offshore operators had also meant a significant increase as players shifted to the legally sanctioned sports betting site: Supermatch.*

# Enjoy to Invest in New Municipal Licences

Latin American gaming and resort company, Enjoy, has informed investors that it plans to invest as much as US\$116.7m over the next two to three years

Investment will be targeted in the municipal casinos of Viña del Mar, Pucón, Coquimbo and Puerto Varas.

## CHILE CASINO OPERATIONS

Latin American gaming and resort company Enjoy has informed investors that it plans to invest as much as US\$116.7m over the next two to three years in the municipal casinos of Viña del Mar, Pucón, Coquimbo and Puerto Varas.

According to Enjoy, the company plans to invest US\$31.8m in the largest casino Viña del Mar. Of this total, 84 per cent will be allocated to the renewal of slot machines, while the remaining 16 per cent will be used to develop new VIP lounges and renovate the restaurant and bar of the new casino. In the case of Pucón, Enjoy plans to invest US\$31m over a period of three years. Of this amount, 66 per cent will be used to update slot machines on the premises and integrate the casino into the hotel. The remaining 34 per cent will be used to remodel the hotel to become a four star category location.

In Coquimbo, the estimated investment stands at US\$29.4m over a period of three years. Of the total, 70 per cent will be used for the improvement of the slot machine offer and 30



per cent will be allocated to the remodelling of the casino's interior and exterior, in addition to the extension of the smoking terrace and a new centre for events and shows, which will be doubled in capacity. Meanwhile for the licence in Puerto Varas the company expects to invest US\$24.5m. Of this amount, 48 per cent will be used on new slot machines and 52 per cent will be used for the integration of the new casino and the remodelling of the hotel in Puerto Varas. This will include a new pool and terrace, as well as new spaces allocated to dining.

Enjoy also pointed out that its strategic focus for the future include the optimisation of business processes and technologies, and the exploration of new markets in Latin America, amongst others. The news comes after the company announced that it will be withdrawing from the Colombian market. In June, the Deciding Council of the Chilean Gaming Board (SJC) awarded five municipal casino licences with Enjoy scooping four licences and Sun dreams the other. Licences for the five casinos are for a duration of 15 years.



**SURINAME** – Casino Technology continues its expansion in Caribbean region with the installation of its EZ MODULO at Tropicana Casino in the capital of Suriname – Paramaribo.

Offering more than 250 slot machines, 14 table games, the Pasha Global location has diversified to increase its bottom line with the installation of EZ MODULO slot machines, available with the SPEED KING game suite with 60 titles. The realistic graphics, high quality sound, great effects and intriguing game maths has meant that the machines have received an excellent reception from players.

Martin Ivanov, Business Development for Caribbean region at Casino Technology said: "SPEED KING is a clever mix of already established and successful games and exclusive brand new titles that guarantees maximum slot machine occupancy. It is housed in our latest EZ MODULO slot machine with two 27ins. full HD monitors. The machine stands out with modular design and allows easy conversion. All that is a prerequisite for a enjoyable experience for the clients and excellent results for the operator."

**PANAMA** – Panama's first Aristocrat Lightning Link Lounge opened its doors in July 2018 at the Sortis Hotel & Casino in Panama City. The Lightning Link Lounge will house several Lightning Link games, all in one conveniently located space on the casino floor.

Sortis Hotel & Casino Slot Manager Tatiana Carvajal said, "The results of Lightning Link on our casino floors are fantastic. Based on this, we decided to expand the game to an exclusive area where our players can have a unique experience. We are pleased to be the first to open a Lightning Link Lounge in Panama. We are sure it will be a success with our players."

Aristocrat's Lightning Link video slot game is a hit all over the world, and the Lightning Link Lounge concept has proven to be popular with players and operators. Latin America's first Lightning Link Lounge opened in Mexico earlier this year, and other Lightning Link Lounges have opened from coast to coast in the United States.

"Players in Panama have found Aristocrat's Lightning Link game to be extremely entertaining. Operators have come to know that when several banks are centralized in a dedicated setting within the Lightning Link Lounge concept, it provides an area for players to have an even more fun experience with the game and the property," said Alvaro Nores, Vice President of Aristocrat for Latin America.

## Argentina

Senators and Deputies from the Frente Renovador party (The Renewal Front) have come out in opposition of the government bill that seeks to end state subsidies for the horse racing industry. In a statement, Senator Fernando Carballo argued that that it was an "inopportune" time due to the current economic crisis, as more than 300,000 people would be affected by the cuts. "We are going to vote against and call on all the opposition to work together to stop this initiative that will generate countless layoffs," he said. The Buenos Aires Executive is seeking to modify Horse Racing Law 13,253, and among other points, proposes the total elimination of the compensation fund of one billion pesos per year that is generated from slot machines in the province. Those involved in the industry estimate that the cuts would put as many as 81,000 direct jobs at risk.

## Agreement between GLI and the lottery of Buenos Aires

### Argentina

GLI has signed a 12-month agreement with the Lottery of the City of Buenos Aires (LOTBA) to provide a variety of advisory, consulting, training, and auditing services related to games of chance and their connected activities.

The Lottery of the City of Buenos Aires has the competence to authorise, organise, operate, collect, administer, and control games of chance, skill games, and pari-mutuel wagering and connected activities in the territory of the City of Buenos Aires. The agreement procures the correct operation of the Hipodromo Argentino de Palermo Sociedad Anónima (HAPSA), Casino Buenos Aires, and official agencies.

"We are thankful to LOTBA for trusting GLI to provide them

with our world-class professional consulting, training, and auditing services," said James Maida, GLI President and CEO.

"As the first and most experienced independent gaming and lottery testing laboratory in the world, we look forward to working closely with LOTBA's regulators to help ensure the integrity of gaming and lottery industries in Buenos Aires."

"We are also thankful for the confidence that LOTBA has placed in GLI's global resources to deliver the type of outstanding results the Latin American and Caribbean gaming and lottery industries have come to expect from GLI," said GLI's Karen Sierra-Hughes. "This agreement with LOTBA further underscores GLI's strong commitment to the Latin American and Caribbean region, as evidenced also by our upcoming Latin American and Caribbean Regulators Roundtable in Lima, Peru, August 6 – 8."

Innovation is our tradition.



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**MERKUR  
GAMING**



**Sun Dreams hat einen rechtsverbindlichen**

Vertrag bezüglich der mittelbaren wie unmittelbaren Übernahme aller Anteile an der argentinischen Nuevo Plaza Hotel Mendoza SA, der Eigentümerin und Betreiberin des Hotels Park Hyatt Mendoza und seiner Spielbank, unterzeichnet.

**Die kolumbianische Glücksspielaufsicht**

Coljuegos hat die 12. Zulassung zum Angebot von Online-Sportwetten an die Royal Betting Solutions S.A.S. vergeben. Durch die Erteilung dieser jüngsten Zulassung verzeichnet Kolumbien jetzt ein volles Dutzend Online-Glücksspielanbieter. Laut dem Leiter von Coljuegos, Juan B. Pérez Hidalgo, sind derzeit etwa 870.000 aktive Online-Spieler erfasst – ein Anstieg um 35 Prozent vermutlich aufgrund der FIFA-Fußballweltmeisterschaft 2018 in Russland.

**Da Enjoy nunmehr vier der fünf von der**

chilenischen Glücksspielaufsicht vergebenen Zulassungen zum Betrieb städtischer Spielbanken erhalten hat, kündigt das Unternehmen seinen Rückzug vom kolumbianischen Markt an, um seine Kräfte in Chile zu bündeln.

**Der lateinamerikanische Glücksspiel- und**

Freizeitanlagenbetreiber Enjoy hat seine Anleger darüber informiert, dass er beabsichtigt, im Verlauf der kommenden zwei bis drei Jahre sage und schreibe 116,7 Mio. USD in die städtischen Spielbanken von Viña del Mar, Pucón, Coquimbo und Puerto Varas zu investieren.

**GLI hat mit der Lotteriegesellschaft der**

Stadt Buenos Aires (LOTBA) einen Einjahresvertrag über die Erbringung einer Fülle von Beratungs-, Informations-, Schulungs- und Überprüfungsdienstleistungen rund um Glücksspiele sowie mit diesen verbundene Tätigkeiten geschlossen.

**Im Sortis Hotel & Casino in Panama-Stadt**

hat im Juli 2018 Panamas erste Lightning Link Lounge von Aristocrat ihre Pforten geöffnet. In der Lightning Link Lounge stehen in einem günstig gelegenen Teilbereich der Spielbank mehrere Spiele der Lightning Link-Reihe zur Auswahl.

**Mit dem Barrière und dem Centaura sind in**

Paris neben dem Paris Elysées Club und dem Circus Club zwei neue Glücksspielclubs zugelassen worden. Den Zulassungsanträgen der Unternehmensgruppe Raineau für das Centaura sowie für den Club Barrière wurde von dem Beratungsausschuss für Mehrspieler- und Spielbankspiele (CCJCC) auf dessen Sitzung am 12. Juni mit anschließender Freigabe durch das Innenministerium stattgegeben.

**Evolution Gaming hat von Svenska Spel den**

Zuschlag für die Lieferung einer vollständigen Live-Kasinolösung für den in Neuordnung befindlichen schwedischen Markt erhalten. Das neue Live-Kasinoangebot von Svenska Spel soll mit Inkrafttreten des schwedischen Glücksspielgesetzes am 1. Januar 2019 an den Start gehen.

**Paris Gaming Clubs Authorised**

Two new gaming clubs have been authorised in Paris with The Barrière club and the Centaura joining the Paris Elysées Club and the Circus Club

**Barrière and Raineau get green light for two more Parisian gaming clubs at the Advisory Committee on Circle and Casino Games recent meeting**

**FRANCE CASINO LICENSING**

Two new gaming clubs have been authorised in Paris with The Barrière club and the Centaura joining the Paris Elysées Club and the Circus Club. The Raineau Group's application for the Centaura and the Barrière Club, received approval from the Advisory Committee on Circle and Casino Games (CCJCC) at its meeting on June 12, followed by the green light from the Ministry of the Interior.

The Centaura will be installed in the Massena 13 shopping center, in the 13th district. The goal is to open at the end of the year 2018. It will open with 24 tables, two stud poker, six Punto Banco, two Ultimate poker, one three card poker, four poker 21, four Texas hold'em poker and one Omaha poker.

The Barrière group confirmed that it had been given the green light for a club on the Champs-Elysées, in the 8th arrondissement, opposite Fouquet's, in the premises of the former French Aviation Club Circle. It will open with 33 tables, including four of Punto Banco, four of Ultimate Poker, two of poker three cards, four of poker 21, four of Mah-Jong, 11 of Texas hold'em poker and four of Omaha poker.



Paris now has four licensed gaming clubs. The first to obtain its authorization was the Paris Elysées Club, run by group Tranchant, which opened on April 26, on rue Marbeuf, next to the Champs-Elysees, with an authorisation to operate 30 tables. The Belgian group Ardent, also got to open the Circus Club, which will open on Boulevard Murat (16th arrondissement) with 31 tables. The opening date has not been specified yet. The CCJCC is set to examine a file presented by the Partouche group for a club with 30 tables..

In other news, the last of the old style gaming circles still active in Paris, the Clichy-Montmartre, was searched on July 3, as part of a judicial investigation opened by two Paris judges for 'laundering for organised gangs, concealed work and abuse of trust.' Nine people, including officials of the venue, were arrested and placed in custody by the police of the central service of racing and games (SCCJ). The venue has not yet been closed.

The circle Clichy-Montmartre was the only survivor of the 15 or so Parisian circles that were all closed one after the other for the same reasons, money laundering or tax evasion.

**Romania**

**Greentube slots go live with Unibet in Romania**

*Greentube extends its partnership with Kindred Group with the addition of Greentube's acclaimed slots range added to Kindred Group's online casino brand, Unibet, in Romania*

*Greentube has launched its portfolio of slot games on www.unibet.ro, including a diverse selection of market-leading games, all seamlessly integrated via the Greentube NRGs platform, which are now available for Unibet players in Romania.*

*In addition to classic NOVOMATIC slots games such as Book of Ra deluxe, Lucky Lady's Charm deluxe and Sizzling Hot deluxe, titles including Magic 81, Power Stars and Star Nova, as well as many others, have been released and are already performing well on the online casino.*

*Michael Bauer, Greentube CFO/CGO, commented on the*

*agreement with Kindred: "The expansion of our partnership with Unibet into Romania marks another milestone of our long-lasting cooperation.*

*"The combination of NOVOMATIC titles that have a strong land-based market share, together with our latest online releases, will give Unibet access to a large player base that has a great affinity with these games," continued Mr. Bauer.*

*David Craeghs, Unibet Product Manager, added: "We are thrilled to be able to go live with Greentube content for the Romanian market as we believe that it is key to offer relevant content to our players. With the vast Greentube portfolio to choose from, this should not be a problem and we are sure the players will easily recognise everything we have to offer and will hopefully enjoy playing the games."*

**Malta**

Pragmatic Play has acquired Extreme Live Gaming from the Novomatic Group for an undisclosed sum. Extreme Live Gaming is a supplier of live casino solutions to the igaming industry. The acquisition of Extreme Live Gaming adds live dealer games to Pragmatic's range of verticals alongside video slots, scratchcards and bingo. Extreme Live Gaming delivers desktop and mobile solutions certified by the UK Gambling Commission and the Malta Gaming Authority.

The provider operates 10 tables, covering roulette, blackjack and baccarat from its studios in London. Melissa Summerfield, CCO at Pragmatic Play, said: "The name Extreme Live Gaming stands for quality and innovation, and we are delighted to enhance our multi-vertical gaming strategy with this acquisition, further cementing our position as a leading industry provider."

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**Pragmatic Play hat Extreme Live Gaming von** der Unternehmensgruppe Novomatic übernommen. Über die Höhe des Kaufpreises wurde Stillschweigen vereinbart.

**Novomatic hat von der zuständigen** Provinzregierung die Zulassung zur Errichtung des Casino de Monachil in der gleichnamigen Ortschaft in der Sierra Nevada, einer Gebirgsregion in der spanischen Provinz Granada, erhalten.

**Die zypriotische Glücksspiel- und** Spielbankenaufsicht hat Aruze Gaming die Genehmigung zum Betrieb von Spielautomaten sowie zu deren Lieferung an die integrierte Spielbank- und Freizeitanlage der Republik Zypern und deren Tochtergesellschaften erteilt.

**Der südafrikanische Immobilienfonds** Hospitality Property Fund hat im Rahmen eines Beteiligungs- und Abtretungsvertrages über 23 Mrd. Rand (ZAR), das entspricht etwa 1,72 Mrd. USD, sieben Casino- und Hotelbetriebe von Tsogo Sun übernommen.

**Die in Kanada ansässige Spielbankengruppe** Century Casinos hat ein Casino im südpolnischen, nahe der tschechischen Grenze gelegenen Krakow eröffnet.

**SBTech hat vorbehaltlich der entsprechenden** amtlichen Genehmigungen mit dem US-amerikanischen Betreiber traditioneller Spielbanken Resorts Casino Hotel (kurz: Resorts) einen Vertrag über das Angebot seiner Sportwettenlösung in den Casinos vor Ort sowie über Online- und Mobilfunkkanäle in New Jersey geschlossen.

**MGM Growth Properties hat die bereits** angekündigte Übernahme des Hard Rock Rocksino Northfield Park für etwa 1,06 Mrd. USD von Milstein Entertainment abgeschlossen.

**Gemeinsam mit dem Bürgermeister von** Atlantic City, Frank Gilliam, dem Senator von New Jersey, Chris Brown, dem Vorsitzenden der Glücksspiel-aufsicht von New Jersey, Dave Rebeck, und dem Schauspieler Mark Wahlberg haben Führungskräfte von AC Ocean Walk, Ocean Resort Casino und Hyatt an der feierlichen Band-erschneidung aus Anlass der Eröffnung der mit ihren 1.399 Zimmern unmittelbar am Boardwalk von Atlantic City gelegenen Spielbank- und Freizeitanlage Ocean Resort Casino teilgenommen.

**Das neu eröffnete Ocean Resort Casino in** Atlantic City, New Jersey, bietet eine mithilfe von IGT Systems vernetzte Spielbank, darunter das Vorzeigeprodukt von IGT, das Spielbankverwaltungssystem (CMS) IGT Advantage.

**Die Unternehmensgruppe Stars hat die** Übernahme von Sky Betting & Gaming für 4,7 Mrd. USD abgeschlossen. Ein Schritt, um den Ertragsmix der Gruppe „durch die Schaffung einer ausgewogenen Streuung über die Bereiche Poker- und Kasinospiele sowie Sportwetten mit einer großen geographischen Reichweite erheblich zu verbessern.“

## Making a T-Line for Casino Win Győr

The first installation of the T-Line touch table live roulette from EGT became operational in Hungary at the beginning of July. The installation at the Casino Win Győr was conducted by EGT distributor, Demar Kft.

EGT scores another success in Hungary with the first installation of the T-Line touchtable in the country at the Casino Win Győr

### HUNGARY CASINO SUPPLIERS

The T-Line touch table live roulette of EGT Multiplayer became operational in Hungary at the beginning of July. This is the first installation of the model in the country carried out by the long-term partner of EGT – Demar Kft, in Casino Win Győr. The elegant and innovative product features an impressive 84ins. display, six gaming stations, each with a touch screen for placing the bets, and a 23ins. monitor for the statistical information.

“The T-Line touch table roulettes have been long expected in Hungary for their ease of use, stand-out design, high-end technologies and shown results in other countries,” stated Csaba Pardi, Sales Manager of Demar Kft, cooperating with EGT also in Austria, Poland, Sweden and Slovakia. “If the product shows strong local performance, it will most likely be installed in the operator’s second casino as well.”

Casino Win Győr is comprised of 850sq.m and is considered one of the most modern gaming establishments in North-West Hungary. Its hallmark is its elegant environment, expert players and various entertainment options that



include nearly 200 slot machines and traditional table games. The subject of previous EGT installations, performed by Demar Kft, have been the 4-level progressive jackpot Cat 4 Cash, the bestselling worldwide P-24/24 Up, the ergonomic P-27/27 St Slim cabinet, the Super Premier model of two 4-inch spacious curved monitors and the multi-games Premier Multi-4, -5, -6 and Red, Green, Orange Collection. Before the T-Line series touch table, the operator has had prior experience with the automated VEGA-R8 roulette with eight gaming places – a product also sited in other casinos in the country.

“We have been working with Casino Win Kft since 2017,” commented Mr. Pardi. “All the delivered 18 cabinets and the VEGA R8 model have attracted players to their establishments and have achieved high-results, so I am confident that the T-Line series products will also deploy their potential on local ground.”

EGT and EGT Multiplayer have strong positions in Hungary being presented with slot machines and roulettes in eight of the operating 10 land-based casinos in the country.

### Evolution to partner with Svenska Spel in new online market

#### Sweden

Evolution Gaming, has been selected by Svenska Spel to provide a complete Live Casino solution for the re-regulating Swedish market. The new Svenska Spel Live Casino service will go live the moment Sweden's gambling law comes into effect on 1 January 2019.

Svenska Spel will have access to Evolution's full portfolio of live games, including exclusive Poker variants and exclusive side bets. Svenska Spel is Sweden's largest gaming company and includes such well-known brands as Lotto, Triss, Stryktipset, Oddset, Vegas and Casino Cosmopol. The state-owned Svenska Spel's mandate is based on protecting the customer by delivering attractive games in a

responsible manner. The company's vision is that gaming is for everyone's enjoyment.

Svenska Spel Sport & Casino MD Fredrik Wastenson commented: “We naturally carried out a thorough market review with regard to our choice of Live Casino partner. We are confident that Evolution Gaming offers the very best solution for Svenska Spel and its current and future players. Evolution's world-class Live Casino will mean not only the best possible choice of live games for our players, but also highly enjoyable and secure gaming experiences.”

Martin Carlesund, Group CEO at Evolution, said: “This a truly ground-breaking agreement between our two companies, both of which are very deeply rooted in Sweden. Sweden is a key market for Evolution, and we are honoured to have been selected by such a big name in that market as Svenska Spel.”

#### Spain

*The sports betting market in Spain's autonomous community of Aragon is continuing to grow and saw a sharp increase in 2016 according to the latest report released by the General Directorate of Justice and the Interior of the Government of Aragón (DGA). The DGA revealed that sports betting increased by almost €7m more than in 2016 an increase of 12.4 per cent. It is the first time that sports betting has crossed the €60m barrier. In all €62.7m was bet on sports in 2017 compared to €55.8m in 2016. This in turn is a significant increase compared to 2013 the year sports betting was allowed for the first time when it stood at €27m. Another record was beaten when it came to player winnings, which reached €51.3m. In all in 2017 sports, betting returned a profit of €11,408,761.57. Currently in Aragón there are nine betting companies present in 130 locations.*



# Novomatic Awarded Licence in Granada

Novomatic has been awarded the Granada casino licence with its bid to create, The Casino de Monachil, in the municipality of Monachil in Sierra Nevada, a mountain range in the province of Granada

The Ministry of Finance and Public Administration has awarded Novomatic the licence to operate a casino in Granada.

## SPAIN CASINO LICENCES



The Casino de Monachil will create 200 new direct jobs and the licence will be valid for 15 years. The new project was looked upon favourably by the gaming board, as the new facilities will be integrated into the tourist complex of Monachil, which already has a hotel with spaces for events and celebrations, sports areas and restaurants. The location (the municipality of Monachil in Sierra Nevada – a mountain range in the province of Granada) will contribute to the promotion of tourism in the area, which was one of the key requirements in the bidding process. The location and its relationship with the surroundings of the new casino has also been taken into account, since no opposition has been presented by residents or resident associations belonging to the area.

In addition the Novomatic bid contains larger spaces and higher quality specifications than those established in the tender. Specifically, the gaming rooms will be located in 1,670sq.m, and the casino will include complementary facilities of a bar, restaurant, living rooms and entertainment facilities. It also provides for a larger allocation of parking spaces exclusively for the casino, with a capacity for 213 vehicles.

Besides Novomatic, Cirsa and Grupo Orenes both also applied for the licence. Orenes Leisure, a hotel restaurant service and gaming company, along with Automáticos Canarias, which provides recreational products and services, would have invested €6.2m if chosen, and planned to formalise a strategic alliance with the Barceló Granada Congress hotel. In January 2018 Spanish operator Cirsa Gaming put forward a bid for the new casino. It planned to make an initial investment of €9m and employ 400 people. The new Cirsa casino would have been located in the Hotel Camino and would have been the only casino located in the capital.

The final announcement puts an end to over a year of speculation over the sixth casino licence in the region. In February 2017, The Regional Government of Andalusia first announced that it would issue an order authorising a new casino in the city of Granada. According to government estimates, the casino could welcome as many as around 50,000 visits in the first year of operation. The casino may not be more than 30 kilometres from the capital meaning that the casino must “fall into the capital’s zone of influence.”

UK – Evolution Gaming is to launch a second multi-camera Dual Play Roulette table at London’s famous Hippodrome Casino, with go-live scheduled for Q3 2018.

This follows the highly successful launch for The Hippodrome in 2017 of both Evolution-hosted online Live Casino services and an Evolution Dual Play Roulette at Lola’s, The Hippodrome’s underground casino.

This latest Dual Play table will be located on the main gaming floor of The Hippodrome and will be open 24/7. On-premise players will have a clear sightline of the new table not only on the gaming floor but also from The Hippodrome’s upper levels. This will allow The Hippodrome to promote the unique benefit of Dual Play – the ability for remote players to join on-premise players and play in the same games, at the same table, from virtually anywhere in the world. In addition, on-premise players will also have the opportunity to continue playing at the Dual Play table on their smartphones or tablets when in the venue’s restaurant areas.

Like the Lola’s Dual Play table, this second Hippodrome Dual Play table will be available as a B2B service to other Evolution licensees. From day one of the new table launch, all Evolution operators who already take the ‘Live from Lola’s’ game feed will receive the additional Hippodrome live feed, with other Evolution operators able to opt-in too.

George Constantinou, Director of Interactive at The Hippodrome Casino, said: “Our first Evolution Dual Play table has been a great success, with high numbers of on-premise players drawn to the table and many more playing at the same table online. We were keen, therefore, to recreate the same kind of attraction and extended service offering on The Hippodrome’s main gaming floor.”

UK – Fund raising at the coin-op gaming industry’s Park Avenue Open Day generated a total of £5,613 for the Bacta Charitable Trust. The sum, which was presented by Electrocoin to Bacta Charitable Trust Chairman, Jimmy Thomas, marked a return to the system by which the industry raises money for the Trust which in turn allocates it across its charity partners.

Bacta’s quartet of charity partner organisations comprise Rays Of Sunshine, Teenage Cancer Trust, Great Ormond Street Hospital and Macmillan/Royal Marsden. Under the re-worked administrative structure, the Bacta Charitable Trust will also hold a reserve in order to be able to match fund special initiatives which have been recommended for support by the Bacta regions.

## Aruze Gaming extends reach to Cypriot and Greek markets

### Greece

The Cyprus National Gaming and Casino Supervision Commission has granted Aruze Gaming a certificate to operate and supply gaming machines in the Republic of Cyprus Integrated Casino Resort (“ICR”) and its subsidiaries. Additionally, the Hellenic Gaming Commission has also approved Aruze to operate as a gaming related contractor in Greece.

“We at Aruze are excited to expand our footprint in Europe,” said David Meacher, Aruze Gaming’s Director of Business Development for Europe. “These jurisdictions offer amazing opportunities for us. While Greece has a mature gaming market that is opening up to new licenses, the

Republic of Cyprus is allowing them for the first time.”

Cyprus is poised to become a major gaming location in Europe. City of Dreams Mediterranean, located in Cyprus, is expected to be the largest casino in Europe when it is completed.

“These and other new licenses show Aruze’s increasing focus on European markets, and we are thrilled to offer our new Muso Triple-27 cabinet to our newest customers,” continued Mr. Meacher.

Aruze Gaming’s new Muso Triple-27, which launched in April in North America, is a unique cabinet unlike anything else in the industry. Equipped with multiple mobile charging options (including wireless) and three 27ins. high definition screens for exciting game play. It also features an LCD panel button deck and distinctive LED lighting panels.

### UK

*The UK Gambling Commission has set out further commitments to protecting children and young people from the dangers of gambling. The Commission asked its expert advisers for specific advice on the critical theme of children, young people and gambling. Bringing together existing work and acting on the advice provided by the Responsible Gambling Strategy Board (RGSB), the Commission’s strengthened focus seeks to ensure the right protections are in place to reduce the risk of harm to children and young people. The gambling regulator has called for all those responsible for safeguarding children, to work together with the Commission to address the wide range of issues identified in RGSB’s advice. Actions are needed to address access and exposure to gambling, digital and online risks, preventative education and treatment and evidence collection.*



**AUSTRIA** – Every year since 1994, the Austrian Export Prize is awarded to Austrian companies with the most success in foreign markets. This year, Novomatic applied for the prize and emerged as winner in the Tourism and Leisure Industry category. The leading company from Gumpoldskirchen, with a strong focus on export, was honoured for international success by Federal Minister Margarete Schramböck and WKO President Harald Mahrer at a Black Tie Gala in the Vienna Museumsquartier.

**SOUTH AFRICA** – 'It's time' is the theme of the creative campaign developed by Clarion Gaming in support of ICE Africa, the first edition of which will take place across 24 and 25 of October at the Sandton Convention Centre, South Africa.

The print and digital campaign, which will comprise extensive PR, advertising, sponsorship, experiential and direct marketing, as well as a dedicated social media offensive, will underline the importance of Africa as a strategic growth market and the vision of bringing 'ICE into Africa' – the first occasion the world's leading gaming event brand has travelled outside its London, UK, home.

With registration for the historic first edition of ICE Africa going live at [www.iceafrica.za.com](http://www.iceafrica.za.com), Dan Stone, Senior Marketing Manager at ICE brand owners, Clarion Gaming, said: "ICE Africa has been created to meet the needs of the industry for an event which provides a sharp focus on the dynamics of the gaming sector here and the practicalities of doing business on the continent. We are working closely with key industry figures to deliver a bespoke event and an opportunity for all sections of the industry, including regulators, to meet, network, share best practice and see the very latest gaming innovations at first hand."



**MALTA** – Authentic Gaming, has bolstered its Account Management team with the addition of Faye Haridas. Haridas joins Authentic Gaming as Key Account Manager, and will be responsible for managing the supplier's key accounts as it continues to expand into new regulated markets.

She joins Authentic Gaming from Nexus Gaming Intelligence where she held the role of Customer Experience Manager.

Haridas has more than 10 years' experience in the iGaming sector, and has previously held senior roles at Betfair and Betsson. She will be based out of Authentic Gaming's Malta headquarters, and will report directly to Magdalena Podhorska.

## Holland Casino Completes Airport Transfer

Holland Casino has now opened its casino in the former KPN building known as Ven, located close to Amsterdam Sloterdijk railway station in the west of the capital. The operator has transferred its licence for a casino at Schiphol Airport

Casino Holland transfers its airport casino licence to a new venue within the capital and close to transport hub

### NETHERLAND CASINO OPERATIONS



Holland Casino has transferred its licence from Amsterdam's Schiphol Airport to open the 5,000sq.m venue that can accommodate up to 2,000 guests. Casino Manager Robin Hanzon said that the property has 503 slot machines spread over two floors, 12 gaming tables of which six are roulette and six card tables, along with live bingo and a restaurant.

CEO of Holland Casino Erwin van Lambaart said: "I am proud that after 12 years we can open a new casino where our guests can experience a successful evening. The casino looks progressive and offers the latest and most exciting game of which many are exclusive at Holland Casino. This new branch also shows that business is going well with Holland Casino."

Mr. Lambaart added: "It is a beautiful casino at a top location where guests can enjoy the fun of the game in a safe and responsible manner. It is fast and easy to reach for guests from both Amsterdam and outside the city. As part of a unique concept in 'Ven', I think that we can also achieve synergy. With its hotel, restaurants and a casino, 'Ven' offers an exciting and diverse line up. "This is an important step for the future of

Holland Casino. Our casino at Schiphol Airport was not profitable and a modern casino with a few updated concepts at this location will enable us to strengthen our position. Like the casino in the centre of Amsterdam, the new casino has a complete range of products and appeal to both our current and a new target group," he added.

The casino is Holland Casino's most innovative and contemporarily designed casino to date offering guests live entertainment, cutting-edge fun and games and a large state-of-the-art car park facility. The casino has opened alongside the newest and largest Park Inn by Radisson convention hotel, alongside a new aparthotel from the dynamic global B-aparthotels brand and an eclectic mix of facilities, such as spa and fitness, rooftop bar and restaurant, meeting facilities and dining experiences, all rotating around a central piazza.

Mr. van Lambaart added: "With its ease of access, large parking facilities and enormous potential Amsterdam Sloterdijk holds, Ven is the perfect location for a new and modern Holland Casino."

### South Africa

## Hospitality fund acquires Tsogo Casinos and Hotels



South African property investor, Hospitality Property Fund, has acquired seven casino and hotel businesses from Tsogo Sun in a shares and subscription agreement worth R23bn (\$1.72bn).

Hospitality Property Fund released a statement adding that the transaction was aimed at broadening its earnings base, while Tsogo said it was in line with

plans to restructure into three separately listed operating divisions focused on property, gaming and hotel management.

"Upon completion of the transaction, Tsogo will hold approximately 87 per cent of the shares in Hospitality. It is Tsogo's ultimate intention to unbundle their shareholding in Hospitality to its shareholders," Tsogo said.

### Poland

Cherry Online Polska, a Cherry AB subsidiary, has been granted a sports betting license from Poland's Ministry of Finance. Cherry is the ninth licensed operator in the Polish market, and the second company to receive a license under the new gambling regulations. Patryk Wlodarski, business consultant and responsible for the application, said: "We are proud to be the one of the first companies that were granted the license. Poland is a fully regulated market and since 2017 amendment to the gambling bill it became our priority to obtain a license allowing us to offer our services online in full respect to the laws. Now with a company in Warsaw holding a license, Cherry is in position to introduce its first online sportsbook brand to the Polish customers very soon."



## Paving your way to success.

For your journey, you need a highly supportive and collaborative industry expert to back you every step of the way. Only Gaming Laboratories International (GLI) has more coverage with the highest levels of quality and accuracy, rapid testing times and supreme resource capacity. With more than 1,000 professionals in over 20 labs worldwide, GLI has everything you need to facilitate your innovation for the success you deserve.

**Our experts know the rules of the road.**

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[gaminglabs.com](http://gaminglabs.com)



UK – The British arcade chain Praesepe, a subsidiary of the family-run, Eastern Westphalian-based Gauselmann Group, is reorganising its management team. Stefan Bruns is the new CEO responsible for business operations, while the position of CFO (commercial director) is held by Böttis Lungen.



"We are pleased to have gained two new managing directors, Stefan Bruns and Böttis Lungen, with extensive knowledge and experience, especially in international working environments. This is highly relevant, since our international activities in the UK are also continuously expanding," explains Dieter Kuhlmann, Gauselmann Group Management Board member with responsibility for Gaming Operations. Böttis Lungen and Stefan Bruns succeed Nick Harding, who will remain with the Gauselmann Group. He is responsible for representing the company's political interests in the UK growth market.

Stefan Bruns has been with the Gauselmann Group since 2014. He initially supported the Management Board of the Gauselmann Group successfully in various international projects and was subsequently responsible, together with Athanasios Isaakidis, for the operating activities of Merkur Gaming, the international sales brand of adp Gauselmann.

Böttis Lungen has more than 25 years of experience in financial controlling, accounting and project management as well as more than 13 years of management experience in various sales lines in the food retailing sector. The 56-year-old has gained international professional experience in numerous countries, including Asia, the Czech Republic, Turkey and Poland.

**ESTONIA** – In July, Olympic Casino Eesti shareholders decided to withdraw all current members of the Supervisory Board from the Supervisory Board. The shareholders of the Estonian subsidiary Olympic Entertainment Group of Estonia decided to withdraw from the council all current members of the Supervisory Board, Armin Karu, Jaan Korpusov and Liina Lins, and to elect Stefan Kowski, Mickael Betito and Dr. Günter Maximilian Schmid.

The mandate of the new members of the Supervisory Board started in July and is valid for five years. There is no remuneration for the duties of a member of the Supervisory Board. Members of the Supervisory Board chose Stefan Kowski as Chairman of the Board.

On May 15, Olympic Entertainment Group issued an application to leave the Tallinn Stock Exchange. The new mouthpiece Odyssey has managed to acquire 89 per cent of the company's shares, or at the moment there are about 1,400 small shareholders who have not sold OEG's stake. The Nasdaq Tallinn Stock Exchanges and Supervision Commission decided not to satisfy the application of Olympic Entertainment Group AS earlier in the summer and refused to complete the listing of its shares prior to the takeover of the shares.

## Online Gaming Surging in France

ARJEL has confirmed for the first time since opening the online gaming sector in France, sports betting, horse betting and poker all experienced 'a rise in activity

Increases in bets, the number of games and the number of active player accounts have helped to boost the online sector in France

### FRANCE ONLINE GAMING



The gambling market in France, generated a gross gambling product of €10.1bn in 2017, an increase of around four per cent compared to 2016. The PBJ generated by the activities regulated by the ARJEL amounted to € 0.96bn in 2017, an increase of 18 per cent compared to 2016. The proportion of games regulated by the ARJEL rose by 1.2 points to 9.5 per cent in 2017.

The Chairman of the Regulatory Authority for Online Gaming (ARJEL), Charles Coppolani, said the 2017 to 2018 results 'are encouraging' because 'they reflect the dynamism of the authorised operators and account for the action determined by the regulator.'

"It is up to the latter to make this market live because it is the most protective for the player. These results also show that regulation, as demanding as it may be, is not antithetical to growth and turnover," he said. "But these same results immediately trigger a reflex of vigilance as balancing the health of the market with the health of the player is a delicate exercise.

"To preserve it, the ARJEL very carefully follows the evolution of average player spend. In 2017

this amount evolved little to reach €343, that is to say 4.7 per cent increase. Today, the growth of the market is essentially rooted in the recruitment of new players. There is indeed a growing craze for gambling. Driven by technological innovations, the renewal of the gambling offer tends to attract a younger clientele, imbued with video game codes."

"This convergence and the economic spinoffs it brings are an undeniable asset for this sector of activity and for the approved market in particular," he added. "But the risk of addiction is real and it must be contained."

Mr Coppolani wants major reform with the establishment of a single regulatory authority, as advocated by a parliamentary report of two deputies at the beginning of the year.

"My experience leads me to go a little further on the content of this reform and particularly in the prevention of excessive gambling and the protection of players," he added noting that three essential conditions have failed "for effective policy in this area during these first four years of its mandate."

### Société des Bains de Mer sees revenues rise by three per cent

#### Monaco

Société des Bains de Mer and its subsidiaries generated sales of €474.6m for the whole of the 2017/2018 financial year, compared to €458.8m in 2016/2017, giving an improvement of three per cent.

The €15.8m increase is the result of improved revenues in the hotel sector with gaming generating a turnover of €200.7m against €201.7m in 2016/2017. Slot gaming was up by seven per cent with table games at Casino Monte Carlo also up by 21 per cent, compensating for decline in table gaming at Casino Café de Paris and the Sun Casino.

The company reported an operating loss of €27.1m against an operating loss of

€32.8m for the previous year due mainly to the renovation of the Hotel de Paris. The operator said the losses were in line with forecasts.

The company's online gaming partnership with Betclix Everest Group, generated revenues of €12.5m up from a loss of €4.2m last year due to Betclix's good performance on the French market with its new mobile applications.

SBM also revealed that since 1 April 2018 its revenues are slightly up on last year. It said: "The games sector last year had a difficult start to the year, with table games activity below expectation. The turnover of table games is therefore up for the first two months of the New Year, unlike the revenues of the automatic devices which have decreased slightly. The turnover of the hotel sector is also growing, due in particular to the evolution of the activity of the Hotel de Paris, which has grown its capacity."



### Belarus

*The Economic Court of Minsk has begun bankruptcy proceedings against the founders of the Belarusian gambling business – Novo-BR. The company operates the local casino network U Admirala. According to the Ministry of Taxes and Duties, Novo-BR has failed to pay taxes and duties related to its gaming activities in Belarus. Novo-BR had until August 1, 2018 to settle its debts within a protective period before facing the closure of the business. Novo-BR is one of the oldest operators in the Belarusian gambling business. The company was established in 1993 and currently operates the U Admirala slot machine halls in hotels Orbita in Minsk and Tourist in Gomel.*

# Century's New Casino in Krakow

Canadian-based casino group Century Casinos has opened a casino in Krakow, a southern Poland city near the border with Czechia

Century Casinos is expanding its operations in Poland to include an eighth casino licence



### POLAND CASINO OPERATIONS

Canadian-based casino group Century Casinos has opened a casino in Krakow, a southern Poland city near the border with Czechia.

Century said that its 66.6 per cent-owned Polish subsidiary, Casinos Poland, now holds a total of eight casino licenses in Poland, as compared to seven a year ago.

After a rather turbulent few quarters where the official process for the award of casino licenses came under criticism, especially for its late timing, which resulted in several casino closings throughout Poland, lost gaming tax revenue for the government and additional costs and expenses for the operators, Casinos Poland has been awarded a total of eight casino licenses with three in Warsaw and one each in Wroclaw, Katowice, Bielsko-Biala, Krakow and Lodz. Six

casinos are already in operation with the third casino in Warsaw and the casino in Lodz will open next month.

As reported previously, the results of the second quarter 2018 will be significantly impacted by the additional costs and expenses associated with the temporary closure of several of the company's casinos in Poland.

"We are very pleased that the important license tenders in Poland have now been completed and we will soon operate a total of eight casinos in Poland," Erwin Haitzmann and Peter Hoetzing, Co-Chief Executive Officers of Century Casinos said. "The Polish casino market continues to be robust and we look forward to generating solid and sustainable returns going forward," they continued.

### Cyprus

*Melco International Development's C2 casino became the first legal gaming venue in Southern Cyprus when it began operating in a converted supermarket in Limassol at the end of June. However, according to president Craig Ballantyne, the casino has been underperforming over the first few days of operation.*

*"It has been a real rollercoaster ride... It's been a bit of fun, but it's below expectations - I have to say that. We're not the only game in town and we never have been, never will be," he told Cyprus' Sunday Mail. According to Mr Ballantyne, the nearly 30 casinos in the Turkish Republic of Northern Cyprus have played a role in the poor performance. "They don't have the same regulations as we do, so it's not a level playing field," he said.*

*The C2 casino is just a temporary structure equipped with 242 slots, 33 tables and a gaming space of 4,600sq.m Despite the inauspicious start, Melco is set to open its permanent casino in 2021, alongside a convention centre and an hotel, after investing €550m in the integrated resort project.*

### Mascot confirms arrival of Zitro's games to Cogit Group

#### France

Mascot SFM has reached an agreement with Cogit to feature Zitro machines at the Casinos in Biscarosse, Mimizan, Saint Gilles, Lacanau, Cherbourg and Le Gosier (Guadeloupe-Caribe).

This agreement signals the exclusive launch of Zitro's video-bingos into the Metropolitan France market, where the group's casinos will be amongst the first to install Link King, the progressive multigame with panoramic screen from Zitro, that has already proven its success in many other international markets.

Bruno Gendrot, Cogit Group Director, said: "Video-bingo games are an original and innovative concept that was previously unknown in the French market. We at Cogit believe that there is a clientele who can find excitement and entertainment in video-bingo, and for this reason we felt that Zitro, as a video-bingo



specialist, is our best bet to help us prove that our expectations are well-founded."

Mascot SFM director, Philippe Boulay, also expressed his endorsement for Cogit Group's firm support of Zitro products, adding that "only Zitro has been able to create an impressive product range for the French market in a surprisingly short period of time, proving their commitment to the French casino industry."

Nadège Teyssedre, EMEA Regional Director, added: "We at Zitro are tremendously grateful to the Cogit Group and to our distributor Mascot SFM for the trust they have placed in Zitro and for giving us the opportunity to prove the high performance of our products at the establishments of the prestigious Cogit Group."

**SPAIN** – A new €5.5m casino could be up and running in the city of Vigo before Easter 2019 according to the President of the Luckia Group, José González Fuentes after a meeting with the vice-president of Government of Galicia, Alfonso Rueda, and the territorial delegate of the government in Vigo, Ignacio López-Chaves.

The new casino will boast an "avant-garde and very modern" design, which will generate around 105 direct and 75 indirect jobs. The announcement was made during a press conference at the government headquarters.

González said that a Peruvian architect had been hired who has already designed casinos in Las Vegas, Latin America and Europe, and in Spain. The company had looked at 30 locations before settling on the A Laxe Shopping Centre, which he said, was "an ideal place, with an excellent location." This was because the shopping centre is close to the cruise ships and the north of Portugal and is located in the metropolitan area and the casino will be "a good complement" because it will boost the flow of people and "revitalise" the mall itself. "It's a good opportunity for the casino and the city," he added.

The new casino will have a 500sq.m gaming floor, house 80 gaming machines and 12 blackjack tables, roulette, poker and other games. The owners will invest in developing the 1,700sq.m site in the lower level of the A Laxe Shopping Centre: Vigo's newest shopping centre, located centrally in the port area of Vigo. The A Laxe gaming room will come with a bar and a small restaurant and will house the maximum number of games that regional laws allows with gaming tables, sports betting and slots.



**GERMANY** – SUZOHAPP has appointed Mike Sigona to the role of Global Gaming Product Manager and Business Development Manager for Europe.

In his new role, Mike will oversee SUZOHAPP's global product strategy in the gaming segment and will implement a growth strategy to enter new markets and increase market share. He will be based in Munich, Germany.

With more than 30 years' experience in display and touchscreen technology, Mike brings a wealth of executive experience and a significant amount of in-depth knowledge of the Gaming industry and other market segments. Before joining SUZOHAPP, Mike delivered outstanding results at Elo Touch Solutions, holding relevant management positions in Engineering, Sales, Marketing, and as Gaming Market Manager working in conjunction with SUZOHAPP.

**Sun Dreams vient de signer un accord**

exécutoire pour l'acquisition directe et indirecte de l'ensemble des actions de l'entreprise argentine Nuevo Plaza Hotel Mendoza SA, qui possède et gère l'hôtel et casino Park Hyatt Mendoza.

**Le comité de réglementation des jeux**

Coljuegos vient d'attribuer une 12e licence permettant à Royal Betting Solutions SAS de lancer des paris sportifs en ligne. L'octroi de cette nouvelle licence fait monter au nombre de 12 le nombre d'opérateurs en ligne en Colombie. D'après le directeur de Coljuegos, Juan B. Pérez Hidalgo, on compte maintenant environ 870 000 joueurs actifs enregistrés en ligne, ce qui représente une hausse de 35 % grâce à la Coupe du Monde.

**Après avoir obtenu quatre des cinq licences**

de casino municipal auprès du Comité des jeux chilien, la société Enjoy a annoncé qu'elle se retire du marché colombien pour concentrer ses efforts sur le marché chilien.

**Enjoy, l'entreprise de jeux et de complexes de**

loisirs d'Amérique Latine, vient d'informer ses investisseurs qu'elle prévoit d'investir jusqu'à 116,7 millions de dollars US dans les casinos municipaux de Viña del Mar, Pucón, Coquimbo et Puerto Varas au cours des deux à trois prochaines années.

**GLI vient de signer un contrat de 12 mois avec**

la Loterie de la ville de Buenos Aires (LOTBA) pour la fourniture de divers services de conseils, formation et audit sur les jeux de hasard et leurs activités connexes.

**Le premier Lightning Link Lounge d'Aristocrate**

a ouvert ses portes en juillet 2018 au Sortis Hotel & Casino, dans la ville de Panama. Le Lightning Link Lounge accueillera plusieurs jeux Lightning Link, tous situés à l'étage du casino.

**Deux nouveaux clubs de jeux viennent**

d'ouvrir à Paris : le club Barrière et le club Centaure, qui viennent compléter le Paris Elysées Club et le Circus Club. La candidature du groupe Raineau pour les clubs Centaure et Barrière a reçu l'approbation de la Commission consultative des jeux de cercle et de casino (CCJCC) lors d'une audience tenue le 12 juin, suivie par le feu vert du Ministère de l'Intérieur.

**Svenska Spel vient de choisir une solution de**

jeux Live Casino complète d'Evolution Gaming pour la nouvelle réglementation du marché suédois. Le nouveau service de casino live de Svenska Spel sera mis en ligne dès que la loi suédoise prendra effet, le 1er janvier 2019.

**Novomatic vient d'obtenir une licence de**

casino à Grenade pour établir le Casino de Monachil, dans la municipalité de Monachil, dans la Sierra Nevada, une chaîne de montagnes située dans la province de Grenade.

**Alfredo Lim, le président et directeur général**

de PAGCOR, a affirmé que les cinq candidatures pour obtenir une licence ont bien été reçues avant la suspension, notamment le projet de Galaxy Entertainment pour la construction d'un casino à Boracay, et seront bientôt traitées.

**SBTech partners with Resorts Casino Hotel**

SBTech has signed an agreement with US land-based casino operator Resorts Casino Hotel (Resorts) to provide its sportsbook solution across on-property, online and mobile channels in New Jersey

The partnership will also see Resorts fully outsource its risk management and trading to SBTech

**NEW JERSEY SPORTS-BETTING**



SBTech has signed an agreement with US land-based casino operator Resorts Casino Hotel (Resorts) to provide its sportsbook solution across on-property, online and mobile channels in New Jersey, subject to the appropriate regulatory approvals.

This marks SBTech's second major US partnership, following on the heels of SBTech's recent multi-jurisdictional partnership with Churchill Downs Incorporated. Both partnerships will leverage the SBTech platform for their full omni-channel offering across all channels, with a focus on the on-property solution to provide a land-based solution for the future, leveraging the experience and vision that the partnership has to offer.

Among the factors that led to the Resorts selection of SBTech were the US focus of SBTech's proprietary market-leading sportsbook, coupled with the company's proven track record of rapid deployment in newly regulated markets. Recently, SBTech's leading in-play offering was once again recognised at the annual EGR B2B awards where it won the "In-Play Betting Software" prize for the third

year running. SBTech's range of mobile-first product features, including its patent-pending Pulse Bet as well as YourBet, were also key factors in Resorts selection of SBTech among many contenders.

The partnership will also see Resorts fully outsource its risk management and trading to SBTech. Proprietary trading operations will enable SBTech to implement a bespoke risk management strategy, allowing Resorts to achieve genuine differentiation in a crowded field and be in full control of their liabilities and not be influenced by a wider pool-based risk management.

Commenting on the deal, Richard Carter, CEO of SBTech stated "Our strategic partnership with Resorts represents the next stage of our long-planned penetration of the US market. SBTech's renowned commitment to delivering leading-edge solutions across all channels and intelligent responsible gaming infrastructure will help us develop a sports betting offering that will benefit our partners and promote best practice and the strongest levels of consumer protection."



**MGM completes purchase of Rocksino Northfield Park**

**US**

MGM Growth Properties has completed the previously announced acquisition of the Hard Rock Rocksino Northfield Park for approximately \$1.06bn from Milstein Entertainment. MGP funded the acquisition with cash on hand and borrowings under its senior secured credit facility.

"We are excited about the addition of the market leading Hard Rock Rocksino to our portfolio. This transaction brings further geographic diversification and is expected to generate mid to high single

digit percentage accretion to AFFO," said James Stewart, Chief Executive Officer of MGM Growth Properties. "We look forward to welcoming the Rocksino team, customers and partners into our portfolio and have entered into a new agreement with Hard Rock to continue to serve as the manager."

"The success of the Rocksino is a true testament to our hard working and dedicated employees and our loyal customers," said Brock Milstein, former Chairman of the Rocksino Board. "The Rocksino is a perfect fit to MGP's portfolio of high quality assets and I am certain that the legacy that has been created will continue for many years to come."

**Connecticut**

*Foxwoods Resort Casino has expanded its global footprint through a partnership with live casino pioneer Authentic Gaming. Foxwoods has now introduced Authentic Roulette, a platform that allows casino players in Europe and around the world to play a live table game from the floor of a United States casino for the first time in gaming history. Foxwoods' first table with Authentic Roulette technology is a single zero European roulette table located in the Club Newport VIP Lounge at the Grand Pequot Tower. An unlimited number of online players in regulated markets are able to watch and bet in real time from locations around the world through online gaming operators including Betsson Poker, Unibet Casino and Leo Vegas. Authentic Gaming's cutting-edge, high-definition audio and video technology offers players a seamless and thrilling gaming experience.*

# Ocean Resort opens in Atlantic City

After months of anticipation, executives from AC Ocean Walk, Ocean Resort Casino and Hyatt joined the Atlantic City Mayor to open the Ocean Resort Casino

The ceremonial ribbon cutting celebrated the official opening of the 1,399-room Ocean Resort Casino, located directly on the Atlantic City Boardwalk

## NEW JERSEY CASINO OPENINGS



Executives from AC Ocean Walk, Ocean Resort Casino and Hyatt joined Atlantic City Mayor Frank Gilliam, New Jersey Senator Chris Brown, Director of the New Jersey Division of Gaming Enforcement Dave Rebeck, and actor Mark Wahlberg for a ceremonial ribbon cutting to celebrate the official opening of the 1,399-room Ocean Resort Casino, located directly on the Atlantic City Boardwalk.

Bruce Deifik, the Chairman of AC Ocean Walk, LLC, which owns and manages Ocean Resort Casino, said: "It has been an incredible privilege for my family and I to be a part of this journey and the collaborative efforts that breathed new life into this property, not to mention the opportunity to work with some of the best-in-class people, partners and brands across many industries. We are truly excited about welcoming our guests with open arms and the future of Atlantic City."

Mr. Wahlberg placed the first bet at the casino's William Hill branded sports book. He bet \$100 each on the Philadelphia Eagles and the New England Patriots to win the Super Bowl and \$200 on the Cleveland Browns to win more

than five games next season. "I couldn't believe the number of people in line to sign up for a player's card," said Joe Asher, the CEO of William Hill US, the company running the Ocean Resort's sportsbook. "What an unbelievable vibe when Mark Wahlberg came out."

The sports book was the second to open in Atlantic City but the first to open on the Boardwalk with the other opening at the Borgata in the Marina District. Ocean Resort Casino was acquired by AC Ocean Walk, LLC in January of 2018, and has undergone an overall property refresh that goes hand-in-hand with a philosophical reinvention of the property's guest experience, aimed toward creating a welcoming, exciting and engaging destination resort casino. The 138,000sq.ft casino floor has a newly reimagined, easy-to-navigate layout which includes more than 100 popular table games and nearly 2,000 of the latest and most innovative slot machines. However, the casino floor centerpiece at the new Ocean Resort is the new, state-of-the-art 7,500sq.ft sports book and bar operated in partnership with William Hill and opened by Mr. Wahlberg.

## New Jersey

*The Ocean Resort Casino in Atlantic City, New Jersey opened its doors with a gaming floor connected by IGT Systems solutions, including IGT's flagship casino management system (CMS), IGT Advantage. The casino also features a vast portfolio of notable IGT games such as Sphinx 4D Video Slots, Wheel of Fortune Slots, Fort Knox Video Slots, THE Goonies Video Slots, and many of the company's Proven Performer core games. Ocean Resort Casino leverages IGT's Remote Game Server (IGT RGS) to deliver proven IGT games such as Cleopatra and Wheel of Fortune Slots to desktop and mobile. IGT Advantage connects more than 1,900 slot games at Ocean Resort Casino, and utilises IGT's Service Window for in-display player communications, the Random Riches and Carded Lucky Coin bonuses, IGT's Mobile Host, Mobile Dashboard and Mobile Notifier systems.*

## West Virginia

### GLI approved as test lab for sports-betting

*Gaming Laboratories International has been approved as a test laboratory for sports-wagering equipment in West Virginia by the West Virginia State Lottery Commission, expanding a long-term relationship and bringing GLI's global expertise in sports wagering equipment testing to West Virginia.*

*"We are extremely pleased that the State of West Virginia has chosen to expand the successful, long-term relationship we have had and place its trust and confidence in GLI to deliver world-class sports wagering testing solutions," said GLI Director of Client Services Michael Capen. "We are excited to help regulators, operators, and suppliers ensure the integrity of sports wagering in West Virginia by offering our nearly 30 years of extensive global sports/event-wagering experience."*

*The West Virginia Lottery will*

*benefit from GLI's end-to-end knowledge of sports-wagering platforms and operations from around the globe, experience earned from GLI's position as the first and most experienced independent event-wagering testing and certification laboratory in the world.*

*Since 1990, GLI has provided the State of West Virginia Gaming and System Testing, Regulatory and Technical Consultation, Forensic Assistance, and On-Site Field Inspection services. Most notably, GLI was at the forefront of introducing Video Lottery Terminals at West Virginia racetracks in 1994, the Limited Video Lottery in 2001, the certification of West Virginia's Aegis Video Lottery Central System in 2006, the Connexus Video Lottery Central System in 2017, and the current User Acceptance Testing for the West Virginia Aurora Traditional Lottery System.*

**La Commission de contrôle des jeux** nationaux et de casinos de Chypre vient d'accorder un certificat à Aruze Gaming pour la gestion et la fourniture de machines de jeux au Republic of Cyprus Integrated Casino Resort (« ICR ») et ses filiales.

**Le fonds de biens immobiliers sud-africain** Hospitality Property Fund vient d'acquiescer sept casinos et hôtels appartenant à Tsogo Sun dans le cadre d'un accord de souscription d'actions pour la somme de 23 milliards de rands (1,72 milliards de dollars US).

**La société de casino basée au Canada** Century Casinos vient d'ouvrir un casino à Cracovie, une ville située dans le sud de la Pologne, près de la frontière tchèque.

**SBTech vient de signer un accord avec** l'opérateur de casino américain Resorts Casino Hotel (Resorts) pour déployer sa solution de bookmaker dans ses casinos, en ligne et via des applications mobiles dans le New Jersey, accord qui sera entériné s'il obtient l'approbation des comités de réglementation concernés.

**MGM Growth Properties vient de terminer** l'acquisition annoncée précédemment du Hard Rock Rocksin Northfield Park auprès de Milstein Entertainment pour la somme de 1,06 milliard de dollars US.

**Les cadres dirigeants de l'AC Ocean Walk,** de l'Ocean Resort Casino et de l'Hyatt, se sont joints au maire d'Atlantic City, Frank Gilliam, au sénateur du New Jersey, Chris Brown, au directeur du comité de réglementation des jeux du New Jersey, Dave Rebeck et à l'acteur Mark Wahlberg lors de la cérémonie d'inauguration officielle de l'Ocean Resort Casino, un complexe de 1399 chambres situé sur le Boardwalk, le front de mer d'Atlantic City.

**L'Ocean Resort Casino d'Atlantic City, dans le** New Jersey, vient d'ouvrir ses portes avec un étage de jeux entièrement connecté aux solutions d'IGT Systems via IGT Advantage, le système de gestion de casino phare d'IGT (CMS).

**The Stars Group vient de terminer** l'acquisition de Sky Betting & Gaming pour la somme de 4,7 milliards de dollars US suite à un accord qui « élargit considérablement la diversité des revenus de The Stars Group, avec une répartition bien équilibrée entre les activités de poker, de casino et de bookmaker et une présence géographique étendue ».

**Les 494 casinos qui fonctionnent comme** des casinos tribaux aux États-Unis ont enregistré un nouveau record de revenus bruts issus des jeux de 32,4 milliards de dollars US au cours de l'exercice financier 2017. Le président de la Commission des jeux de hasard indiens, Jonodev Osceola Chaudhuri, sa vice-présidente, Kathryn Isom-Clouse, et son commissaire adjoint, Sequoyah Simermeyer, ont dévoilé le montant des revenus de l'exercice fiscal 2017 qui affiche une hausse de 3,9 % par rapport à l'année 2016.



## Live Casino and Dual Play at Ocean Resort

Evolution Gaming has signed an agreement with the landmark Ocean Resort Casino in Atlantic City to provide a full suite of online Live Casino services

Access to 'Live at Ocean Resort Casino' Dual Play Roulette games will be made available to European players through agreements with Evolution's network of licensees

**NEW JERSEY ONLINE GAMING**



**INDIANA** – The Indiana Horse Racing Commission and the Indiana Gaming Commission have granted approval to Caesars Entertainment to complete the purchase of Centaur Holdings.

"We are pleased that the Horse Racing Commission and the Gaming Commission have given us the approvals we need to allow for a smooth transfer of ownership of Indiana Grand and Hoosier Park," said Caesars Entertainment's President and CEO, Mark Frissora.

"This acquisition represents an outstanding opportunity to expand our footprint in a growing region while also leveraging our Total Rewards loyalty network to benefit the customers of Indiana Grand and Hoosier Park. We will continue to offer the excellent customer service that guests of Indiana Grand and Hoosier Park have come to expect and we look forward to welcoming them to the Caesars family."

Indiana Grand and Hoosier Park welcome more than 6.5 million guests combined each year and serve more than 1.1 million members as part of its loyalty programme. Hoosier Park Racing & Casino and Indiana Grand Racing & Casino, which serve the Indianapolis and central Indiana areas, will add to the Caesars network in the great State of Indiana, which already includes Horseshoe Hammond and Horseshoe Southern Indiana. Horseshoe Hammond serves the Chicagoland area and Horseshoe Southern Indiana serves the southern Indiana and Louisville area.

Both Hoosier Park and Indiana Grand feature live and simulcast horse racing, over 2,000 of the latest slots and electronic table games, live entertainment and multiple dining outlets



**US** – Following the announcement that American Gaming Association (AGA) president and Chief Executive Officer (CEO), Geoff Freeman, would be leaving the casino

sector trade lobby group to become the new president and CEO for the Grocery Manufacturers Association (GMA) on August 1, the body has now named general counsel and industry services senior vice president, Stacy Papadopoulos, as interim CEO until such time as a replacement is found.

The announcement by both the AGA and GMA, communicated that Mr. Freeman, who has been with the Washington, D.C. trade group since May 2013, and has led the lobbying effort in Washington, DC, to repeal the federal ban on sports betting, was to retain his position through the end of July, during which time the succession process will be launched.

Evolution Gaming has signed an agreement with the landmark Ocean Resort Casino in Atlantic City ([www.theoceanac.com](http://www.theoceanac.com)) to provide a full suite of online Live Casino services. The services, scheduled to go live towards the end of Q3 2018, will include both studio-based live tables and an on-the-gaming-floor Dual Play Roulette table.

As well as enjoying 138,000 sq. ft of gaming entertainment and the Ocean Premier Player's Lounge overlooking the Atlantic Ocean, the new casino's players will soon have access to live table games on desktop, tablet or smartphone. The Evolution live studio-based games will include American Roulette, automated Slingshot Roulette, Blackjack (including Perfect Pairs and 21+3 side bets and Bet Behind), Baccarat, Three Card Poker and Ultimate Texas Hold'em Poker.

Further online live gaming choice will be provided by an Evolution bespoke, multi-camera Dual Play Roulette 'convergence' table, soon to be a showcase feature on the Ocean Resort Casino gaming floor. The Dual Play table

will allow players at the table itself, plus online players elsewhere in the casino and hotel, and online players anywhere in the state of New Jersey, to play together at the same table.

In addition, access to 'Live at Ocean Resort Casino' Dual Play Roulette games will be made available to European players through agreements with Evolution's network of European licensees.

Frank Leone, Ocean Resort Casino CEO, said: "Adding Evolution's world-class Live Casino to our service for both on-property and remote players is another key ingredient in making Ocean Resort Casino a standout destination.

"We have the most amazing location and on-property attractions and will also have a superb online offering that will include not only Live Casino but also Live Sports Betting. Added to that, our Ocean Premier loyalty program will reward players with a great set of benefits when they play both in the casino and online," stated Mr. Leone.

Stars Group completes Sky Betting & Gaming purchase

**US**

The Stars Group has completed its purchase of Sky Betting & Gaming for US\$4.7bn in a move that 'dramatically improves The Stars Group's revenue diversity, creating a balanced spread across poker, casino and sportsbook with a broad geographic reach.'

"This acquisition represents a pivotal moment in The Stars Group's evolution," stated Rafi Ashkenazi, The Stars Group's Chief Executive Officer. "SBG's mobile-focused sportsbook pairs well with our industry-leading poker offering to create two premier customer acquisition channels.

"We believe this combination along with our combined online casino offerings positions The Stars Group for continued growth in the evolving online gaming

industry," continued Mr. Ashkenazi.

This acquisition increases The Stars Group's presence in locally regulated or taxed markets to approximately 75 per cent of combined revenues.

It develops sports betting as a second customer acquisition channel, complementing The Stars Group's core offerings and creating an opportunity to cross-sell players across multiple verticals. It will also enhance The Stars Group's products and technology through the addition of SBG's innovative sportsbook and casino offerings and portfolio of popular mobile apps.

"This transaction creates the world's largest publicly listed online gaming company and unites two iconic brand portfolios with strong technology platforms and teams. This significant scale also positions The Stars Group to both secure and expand upon its global footprint," concluded Mr. Ashkenazi.

**US**

SBTech has been confirmed as the new omni-channel sports betting supplier to Golden Nugget Casinos in Biloxi and Atlantic City.

The deal with Golden Nugget, the No. 1 online casino operator by market share in New Jersey, is the latest in a series of US partnerships announced by SBTech, following Churchill Downs Incorporated and Resorts Casino Hotel, further expanding its North American footprint in the wake of the Supreme Court's repeal of PASPA.

To power its online sports product, SBTech will integrate its sportsbook with Golden Nugget Casinos' existing iGaming platform in New Jersey providing a full platform and sportsbook solution to the company's on-property businesses in New Jersey and Mississippi, including an integration into their existing casino management systems.



# Hard Rock brings Vegas to the Boardwalk

Hard Rock Atlantic City opened to a fanfare of celebrities and casino executives smashing a stage full of guitars in its concert hall to usher in a new era

The Hard Rock opening in Atlantic City, New Jersey, has created 3,900 jobs for area residents.

## NEW JERSEY CASINO OPERATIONS



Hard Rock Atlantic City opened to a fanfare of celebrities and casino executives smashing a stage full of guitars in its concert hall to usher in a new era at the former Taj Mahal.

Black Panther star Michael B. Jordan was among those helping to launch the new facility which is aiming to bring more Las Vegas style entertainment to Atlantic City.

Jim Allen, Hard Rock International Chair and CEO, said: "We're committed to this market not just because there's a gaming opportunity. We believe in Atlantic City, we believe in the state of New Jersey, and we truly believe Atlantic City's best days are in front of it. We would certainly agree that Atlantic City is still primarily a gaming total gross revenue market. Our goal is to continue to try to move that to where it's 60 to 65 per cent gaming. And don't worry we will be in the sports book business very soon."

With \$500m invested, on 2,000 rooms, 2,200 slot machines, 120 tables, seating capacity for entertainment over 8,000 people, Hard Rock has certainly put its money where its mouth is.

The plan is for Hard Rock to bring star names such as rapper Pitbull and singer Carrie Underwood to Atlantic City to attract customers.

"We thought it was a great opportunity for the Hard Rock brand," Mr. Allen added. "No matter how we look at it, the casino customer is about trip frequency. We're all competing for trips. But if you offer a quality experience, Atlantic City has so many amenities that others just can't compete with. We have a commitment to entertainment 365 days a year, world-class entertainment, with over 300 shows booked already."

The Hard Rock opening has created 3,900 jobs for area residents.

Marcellus Osceola, Chairman of the Seminole Tribe of Florida, commented on the opening: "We have run into employees here that have said, 'Thank you very much for doing this. We're more thankful for them because without them this doesn't happen. We love all and we serve all, that's what it says on our logo and we really mean that.'"



US – Clarion Gaming has announced the 2019 launch of ICE North America, which will bring together GiGse and ICE Sports Betting USA into a single consolidated event for the interactive gaming industry. The first ICE North America will be held at the Boston Convention Exhibition Centre across 13–15 May, 2019.

Confirming the plans and strategy, Clarion Gaming Managing Director, Kate Chambers said: "We work extremely closely with all sections of the international gaming industry and throughout our discussions we've been made aware of how important it is to reduce the volume of events, conferences and exhibitions that take place during the course of a year whilst focussing on the blue chip event brands that have a track record for helping business meet its strategic objectives.

"ICE North America, the first edition of which will take place in May 2019, very close to the dates traditionally occupied by GiGse, is a response to this key objective and will provide a trusted, blue chip business opportunity for the interactive gaming sector across the continent of North America. The ICE brand is synonymous with quality and we will be bringing the same levels of professionalism, organisation, commitment and insight experienced by our stakeholders at ICE London to the North American facing interactive gaming community. The key gaming verticals we are targeting with ICE North America comprise Sports Betting, i-Lottery, eSports as well as the Affiliate market."

US – The Otoe-Missouria Tribe has deployed IGT's Spin-Splasion! video slot tournament technology at five 7 Clans Oklahoma casinos, making Otoe-Missouria the first operator in the US to offer inter-casino Spin-Splasion! tournaments. Otoe-Missouria Tribe-owned casinos 7 Clans First Council, Perry, Paradise, Chilocco, and Red Rock in Oklahoma now offer patrons the opportunity to compete against players at any of these resorts in spirited Spin-Splasion! video slot tournaments.

"We are happy to be the first operator in the United States to offer players inter-casino slot tournaments via IGT's Spin-Splasion! tournament solution and extend the excitement of tournament play beyond a single casino," said Bruce Barnett, 7 Clans Casinos Chief Executive Officer.

"By adding Spin-Splasion! to its casino floors, Otoe-Missouria is introducing a new level of competitive slot entertainment to Oklahoma," said Nick Khin, IGT Chief Commercial Officer, Gaming. The Spin-Splasion! tournament solution is powered by IGT Tournament Manager 5.0 solution, and was deployed throughout the five Otoe-Missouria properties on 42 CrystalSlant gaming machines.

## Indian Gaming sets new revenue record of US\$32bn

### US

The 494 casinos operating as tribal casinos in the United States have set a new GGR record of US\$32.4bn in the 2017 fiscal year. Chairman Jonodev Osceola Chaudhuri, Vice Chair Kathryn Isom-Clause, and Associate Commissioner Sequoyah Simermeyer of the National Indian Gaming Commission released the Fiscal Year 2017 GGR, which saw an increase of 3.9 per cent over 2016.

The annual announcement of Gross Gaming Revenue numbers for Indian Country provides a yearly snapshot of the economic health of Indian gaming.

This was the seventh consecutive year of annual growth for tribal gaming with 33 casinos earning over

\$250m. The California and Northern Nevada region known as the Sacramento region generated the most revenue with its 74 tribal casinos posting GGR of just shy of \$9bn. Washington DC was the next biggest revenue earner with 37 tribal casinos based in Alabama, Connecticut, Florida, Louisiana, Mississippi, North Carolina and New York generating \$7.3bn.

As well as impressive growth in Sacramento, tribal gaming grew in the Portland region, comprising Alaska, Idaho, Oregon and Washington whilst the Rapid City region including the Dakotas, Montana and Wyoming was the only tribal region that dropped.

The Financial Year 2017 revenues for Indian Gaming are calculated from the independently audited financial statements of 494 gaming operations, owned by 242 federally recognised Tribes.

### US

*Caesars Entertainment now owns two Indiana racetrack casinos after completing its \$1.7 billion purchase of Centaur Holdings on July 16.*

*Caesars is acquiring Hoosier Park Racing and Casino in Anderson and Indiana Grand Racing and Casino in Shelbyville. The two racinos serve the Indianapolis market and areas in central Indiana. The Las Vegas-based casino giant operates properties in the state, including two dockside riverboat casinos – Horseshoe Casino Hammond, located 20 miles from downtown Chicago, and Horseshoe Southern Indiana, near the border with Louisville, Ky. Hoosier Park and Indiana Grand offer live and simulcast horse racing, dining outlets, entertainment, and casinos with approximately 2,000 slot machines and electronic table games. Caesars plans to add live table games to the casinos, subject to Indiana gaming approval.*



**INDIA** –India's Law Commission has submitted a report called the Legal Framework: Gambling and Sports Betting including Cricket in India, which recommends that sports betting be legalised. The report, which was requested by the Supreme Court, claims that a sports betting ban isn't working and that licensed Indian operators should instead be given licences by the regulatory authority.

The report stated: "Since it is not possible to prevent these activities completely, effectively regulating them remains the only viable option. If the Parliament or the State Legislatures wish to proceed in this direction, the Commission feels that regulated gambling would ensure detection of fraud and money laundering, etc. Such regulation of gambling would require a three-pronged strategy—reforming the existing gambling (lottery, horse racing) market, regulating illegal gambling and introducing stringent and over-arching regulations. The nature of stakes should be restricted to money with a linkage to PAN card and Aadhar card and the betting amount should be prescribed by law, having an upper limit on the amount one can legally stake in a gamble, which may be on the basis of the deposit, winnings or losses."

The panel has proposed two categories, 'proper gambling' and 'small gambling' with 'proper gambling' referring to higher stakes. It has suggested a cap on the number of transactions in a specific period.

"The nature of stakes should be restricted to money with a linkage to PAN and Aadhaar cards, and the betting amount should be prescribed by law, having an upper limit on the amount one can legally stake in a gamble, which may be on the basis of the deposit, winnings or losses," it said. "Regulation would, therefore, empower the authorised agencies to identify and prevent instances of gambling by minors and 'problem-gamblers' as well as save the public from any kind of inconvenience at the hands of law enforcement authorities. It would also enable the Government to effectively curb the menace of black money generation through illegal gambling," the report added. The All India Gaming Federation (AIGF) responded by saying: "Regulators could cooperate with operators across the world to exchange information on suspicious activities (including match fixing). This would make the market more transparent."

AIGF CEO Roland Landers added: "The Law Commission have been extremely co-operative and supportive to all of AIGF's efforts to initiate dialogue on regulation of sports betting and gambling in India. We hope government takes the commission's recommendations into consideration."

## SJM at Risk of Losing its Satellite Casinos

Brokerage Sanford C Bernstein believes that the Macau government could offer licences currently exploited as satellite casinos with concessionaire operator SJM Holdings to its satellite partners

SBM's failure to capitalise on its marketshare through its satellite casinos in Macau could spell trouble ahead during the concession renewal process

### MACAU CASINO OPERATIONS



Brokerage Sanford C Bernstein believes that the Macau government could offer licences currently exploited as satellite casinos with concessionaire operator SJM Holdings to its satellite partners.

The analytical group believes that there is 'little improvement possible' for SJM, who has lost market share to rival casinos over the last decade. Eight years ago it accounted for 31.3 per cent of Macau's GGR. That figure is currently down to 15 per cent.

Analysts Vitaly Umansky, Zhen Gong and Kelsey Zhu said: "SJM has the second largest number of gaming tables in Macau, however 53 per cent of SJM tables (47 per cent of VIP tables, 54 per cent of mass tables) are in satellite casinos. The satellite business generates less than a quarter of SJM's EBITDA. Due to the complex relationships between SJM and the satellite casino owners, these tables are not fully under the control of SJM and difficult to be put to better use. "Moreover, there has been concern about whether all the satellite casinos will remain under SJM when current concessions expire in 2020 or 2022. In the long run, there is a

risk for SJM to lose its satellites business if the Macau government decides to grant new licenses to the satellite casino owners."

SJM's satellite casinos include The Golden Dragon and The Grand Emperor Hotel & Casino. The analytical group was also critical of delays to the group's arrival in Cotai.

"We expect Grand Lisboa Palace will not open until late 2019 or even 2020," the brokerage added. "Due to the high construction cost of the property and low ROI in the first few years, we foresee poor value creation for the Grand Lisboa Palace compared with other new Cotai properties."

It also criticised board changes following the retirement of its long-time leader Stanley Ho. "Governance remains convoluted," it said. "Instead of using Stanley Ho's retirement as an impetus to make governance and management changes, the company has opted to further entrench the status quo. A hydra-like three headed co-chairman group and the elevation of entrenched management is not an indication that any shake up at the company is coming."

### Record revenues for Silver Heritage in second quarter

the first quarter results with GGR reaching US\$1.52m. That figure was up 38 per cent on the second quarter of 2017.

### Nepal

Nepal casino group Silver Heritage Group has seen its revenues soar in the second quarter of 2018 with Gross GGR of US\$11.39m setting a new group record since listing on the ASX in 2016.

The company's Phoenix International Club in Bac Ninh, Vietnam, generated GGR of US\$8.52m, up 33 per cent on the first quarter and up 44 per cent on last year's second quarter figures. The company's latest casino, Tiger Palace Resort Bhairahawa, Nepal, generated Gross Gaming Revenue of US\$1.35m, up 50 per cent on the first quarter.

Non-gaming and casino revenues were flying at its Millionaire's Club and Casino in Kathmandu and its Tiger Palace Resort Bhairahawa.

Group Gross Gaming Revenue for the second quarter were up by 39 per cent compared to the first quarter, reaching US\$11.39m. The Millionaire's Club and Casino in Kathmandu, Nepal saw its second quarter revenues rise by a staggering 80 per cent on

Silver Heritage said: "Tiger Palace is fast approaching breakeven with positive cashflow in its fourth month following the casino's grand opening. The key KPI's of Resort (Non-Gaming) and Casino (Gaming) Revenues, visitation (footfall), and occupancy have all grown steadily since the casino license was issued in December 2017.

### China

*Dragon Pearl, the floating Macau casino that was to be built from the profits of block chain technology, has run aground following a fall-out between project partners Dragon Inc. and Norwegian company Brova Idea. Dragon said that discussions with Milo Andric, Head of Brova, broke down towards the end of 2017 when Mr. Andric repeatedly asked for an upfront payment and ignored requests to prove funding for the project existed. Dragon was willing to sign a legally binding agreement on the condition that its funding would be protected in an escrow account, but instead Mr. Andric allegedly asked for a loan. Dragon's Chakrit Ahmad said: "The floating casino wasn't the main business for Dragon. It was good PR and didn't require much funding as 80 per cent was promised by Brova. However, [Mr. Andric] demanded cash upfront."*

# Japan Diet Authorises IR Bill

The Japanese Parliament has passed a historic bill allowing for the introduction of up to three integrated casino resorts in Japan. Casino operators will be required to acquire a certificate that is effective for three years and is renewable

The Japanese Diet finally passes legislation for the operation of three integrated resorts with casinos across the nation

## JAPAN LEGISLATION

A casino resort bill, the first of its kind in Japan, was enacted after passing the House of Councillors on July 20. The bill, which was approved at a plenary session of the upper house by a majority vote with support mainly from the ruling coalition of the Liberal Democratic Party and Komeito, along with Nippon Ishin no Kai, allows for the introduction of up to three integrated resorts with casinos across the nation. Casino operators will be required to acquire a certificate that is effective for three years and is renewable.

The legislation stipulates regulations such as limiting the number of visits to casinos by Japanese nationals and foreign residents in the country to three times a week and 10 times a month, and setting an entry fee of ¥6,000 per visit. These visits will be tracked using the My Number identification cards.

The government hopes the enactment of the law



will help generate positive economic effects, but others have pointed out that it could encourage gambling addiction. The government intends to make such integrated resorts a pillar of its growth strategy after the 2020 Tokyo Olympics and Paralympics.

"Integrated resorts could become a driving force to make Japan a leading tourism destination," Chief Cabinet Secretary Yoshihide Suga said at a press conference following the vote.

In late April, the government gained Cabinet approval of the bill, which then cleared the House of Representatives in June. Amid concerns over gambling addiction, the government and ruling parties included in the bill a measure that will allow casino operators to ban entry to an individual at the request of the individual or the individual's family members if there is a possibility that the person might become a gambling addict.



MACAU – Macau's Legislative Assembly (AL) has unanimously passed a draft law aiming to stop casino workers entering gaming floors in the region out of their working hours.

Lawmakers have though suggested the proposed legislation would encroach on workers' rights and would be difficult to implement. Secretary for Economy and Finance, Lionel Leong Vai Tac revealed that despite the first laws on casino entry being brought into effect in 2012, data proved that gaming staff represented the highest percentage of people with gambling problems.

The new laws would bring a fine of between MOP1,000 (US\$125) and MOP10,000 for casino workers caught gaming.



CHINA – Gaming Laboratories International (GLI) is pleased to announce that it has named Jacqueline Lin Client Service Representative. Lin will work out of the GLI Asia office located in

Macau where she will be responsible for providing GLI's growing list of clients in the Asia-Pacific (APAC) region with the world-class, personalised service they have come to expect from GLI.

"We are delighted to welcome Jacqueline Lin back on our team," stated Marina Wong, General Manager of GLI Asia, Limited. "Having previously worked for GLI Asia in an internship capacity, Jacqueline has a distinct advantage that will help her hit the ground running. We look forward to leveraging her excellent customer service, sales and professional customer-relationship skills as we continue to strengthen our outstanding capabilities throughout the expanding Asian gaming market."

JAPAN – Turnover at the Hong Kong Jockey Club has risen to £11.9bn (HK\$124.2bn) representing a 5.8 per cent increase year-on-year, while the total amount wagered with commingling partners reached £1.6bn (HK\$16.5bn); a massive increase of 154.8 per cent on last season's £625m (HK\$6.5bn).

Commingling turnover, which includes everything bet into the Hong Kong pools from foreign territories, on the season's final day came in at £32.2m, around the same amount that the UK wagers on each day of Royal Ascot. The total turnover for the season, £11.9bn, is almost three times the amount bet on racing in the UK, where last season's figure came in at £4.3bn (HK\$44.8bn). The group also recorded the highest ever amount for an 11-race card at £186.4m (HK\$1.938m), while commingling for the day set a record at £32.2m (HK\$335m).



NagaCorp CEO spends US\$5M to boost stake in company

## Cambodia

NagaCorp CEO Chen Lip Keong has purchased HKD39.6m (USD5.05m) shares in the Cambodian casino operator, raising his current stake to 65.84 per cent, or about 0.1 per cent of the issued share capital.

Mr Chen informed the stock market that he had increased his holding in the company by 5.4 million shares, buying them on the open market at an average price of about HKD7.33 each. The purchase means Mr Chen now owns about 2.86 billion shares in NagaCorp.

NagaCorp has a licensed monopoly of casinos in and around Phnom Penh, and is developing a casino resort in Primorksy Krai, near the eastern Russian city of Vladivostok. In April, the Russian regulator said work was underway to create the first phase of development that will include a 279-room hotel, casino and a conference hall.

NagaCorp has also announced plans to extend its reach as a regional player in the gaming industry.

It is estimated that around half of NagaCorp's USD290-million bond issuance completed in mid-May will be used to refurbish its original Cambodia flagship property NagaWorld, commonly known as Naga 1.

## Macau

The President of City of Dream Mediterranean, Craig Nallantyne, has revealed that the first week of business at the Melco's temporary casino in Cyprus "has been a real rollercoaster ride." *Illegal gambling is already hurting Melco Resort's fledgling Cyprus business, with Mr. Ballantyne directly confronting illegal operators who do not abide by the same rules and regulations. Melco is building the country's first integrated casino resort at a cost of \$645m. When completed in 2021, the City of Dreams Mediterranean will feature an 80,000sq.ft casino with 1,200 slot machines and 140 table games. "They (illegal casinos) don't have the same regulations as we do so it's not a level playing field," commented Mr. Ballantyne. "They give everything free. They give alcohol free, they give cigarettes and tobacco, just about everything and anything." The temporary casino has welcomed 7,000 unique guests, with more than 4,000 of them signing up for the City of Dreams rewards programme.*

## Andorra has awarded its casino licence to home-grown Jocs SA



**Xavier Bardina,**  
General Director, Andorran  
Gaming Control Board (CRAI)

Xavier Bardina has not detailed the criteria deemed most worthy in regards to the winning offer, and only revealed that the volume of offers received was excellent both in quantity and quality.



The Andorran company, together with its Austrian technological partner Novomatic, plans to build a four-storey building including two underground car parks, which will span a total area of 4,000 square meters in all. It will be built on the grounds of an old skate park. Bardina noted that, although the contest allowed smoking rooms, the casino will be 100 per cent smoke free.

Jocs SA will make an investment of 15 million euros with 100 per cent Andorran capital, creating around 200 jobs within the four-storey building that encompasses a total area of 4,000sq.m, including two basement areas. It will include leisure activities and other events, as well as a showroom and restaurants. In addition it will be a 100 per cent smoke free space. Jocs SA has committed to allocate three per cent of revenues to sports charities.

Jocs SA has won the tender to build and operate the new casino in Andorra alongside its technology partner, Novomatic. With 100 per cent capital coming from Andorra, the company plans to build the casino on Prat de la Creu street in the capital of the Principality of Andorra, Andorra la Vella.

The former mayor of the city of Ordino, Ventura Espot, is the director of the company and other local businesspersons are also part of the company including Gilbert Montané (Vice President); the President of the Automobile Club, Enric Pujal; and the Director of Bingo Star's also located in the capital Marc Martos (Secretary).

The company will invest a total of €16m in the project, expect to generate € 12m a year and attract 190,000 visitors. The winner has fifteen days to apply for the license. The general director the Andorran Gaming Control Board (CRAI) Xavier Bardina explained that the decision was made once all the reports made by the different teams of the board were put together. The board evaluated the criteria established in the tender specifications, and made it clear that each team worked in an isolated and independent manner, to preserve data confidentiality.

The Andorran company, together with its Austrian technological partner Novomatic, plans to build a four-storey building including two underground car parks, which will span a total area of 4,000 square meters in all. It will be built on the grounds of an old skate park. Bardina noted that, although the contest allowed smoking rooms, the casino will be 100 per cent smoke free.

According to the CRAI, operators had to first show the availability of land, building or premises for the casino and show that it must have at least 2,000

square meters for the public, not including terraces and outdoor spaces. Once this has been established the board, along with other government bodies, awarded points based on a number of key criteria. These included architectural design, location, the quality of the proposed project, its integration into the landscape, the size of the casino, catering services as well as the number of jobs it will create and the overall economic impact of the new project.

However, the CRAI director limited himself to explaining the details of the winning proposal without revealing any more details when it came to the scores for each project. He did, however, say that the project "will create some 200 jobs."

The tender received nine applicants from business groups, which presented 13 projects. Other applicants were the French Barrière Group, Partouche Group, PVG Casinos, Grupo Reinau-Casino du Golfe, Casinos of Austria; Genting, Cirsa and Russian company Mercury.

Xavier Bardina explained that the Genting group's proposal had been excluded because it had been unable to demonstrate the availability of the land where the company wanted to build the casino. Genting Casinos UK had announced plans to invest €140m in the construction of an integrated casino-resort in Andorra, which would have made it the largest foreign investment in the history of the Principality. The other proposals were valued



between €12m and €18m. Once the Official Bulletin of the Principality of Andorra publishes the edict announcing the adjudication of the contest, Jocs SA has fifteen working days to formalise the application for a Class A gaming license to operate the casino, and then the government has two months to resolve the request. The license will determine the duration, the games which will be allowed on site, the opening hours and the maximum period in which it must be open to the public, which the Government calculates will be about two years.

The other companies which took part in the tender will have a period of one month to request copies of the corresponding reports in order to analyse them and to exercise their right to challenge the decision if they consider it appropriate.

Asked about the possibility that Genting could challenge the award, Bardina said that they had been excluded on a "purely technical" issue, and that everyone was aware that in the tender that there were some rules which needed to be followed but added that everyone had the right to challenge the decision.

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.

In July 2017, the Council of Ministers for the

Principality of Andorra approved the specifications to tender the casino license. CRAJ said it would award additional points if it was located in the most popular tourist zones. According to the rules of the tender, the future casino had to have a minimum area of 2,000 square meters for the public and have a minimum of 100 parking spaces. The project had to have at least one gaming machine room with a minimum of 150 gaming positions, a traditional table room with a minimum of 50 gaming positions, a poker room, a live betting room and a multipurpose room for shows and conferences. The licence will be for a minimum of 10 years and a maximum of 20.

**GOLD**  
EUR 68.514,45

**SILVER**  
EUR 8.388,48

**BRONZE**  
EUR 4.485,78

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Win: € 0.00  
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# SG Gaming and SG Digital mark 50 years of Barcrest Gaming



Scientific Games's UK division, SG Gaming and SG Digital will mark the 50th anniversary of its world-renowned brand, Barcrest, this year. A stalwart of the UK street gaming industry since launch in 1968, Barcrest now spans the globe...

Over 50 years, Barcrest has grown from a business with just two employees in 1968 to the global content brand it is today. The early 1990s saw Barcrest lead the way in hardware development across various retail sectors, with the creation of successful cabinets such as Genesis and Rio. In 2011, Scientific Games acquired the Barcrest business, and today it operates on a global scale as a content brand under the wider umbrella of gaming brands alongside WMS and Bally.

As a leading gaming brand, Barcrest has earned its place within gaming history. From small beginnings, its people and its ability to adapt to an ever-changing gaming landscape has ensured that it is a name that has become synonymous with quality, design innovation and passion.

Phil Horne, CEO of SG Gaming said: "A 50th anniversary is an impressive milestone for any brand, and we're extremely proud that even as a global name, the business still operates in the Manchester area, less than five miles from where it all began.

"What's more, with over 200 original Barcrest employees within our dedicated workforce from departments across the business including content, finance, warehouse and systems, the Barcrest values are also still very much at the heart of the business.

"The team's hard work, values and passion are the reasons that Barcrest is still a leading content innovator and well-loved brand after all these years. Many of our operators and their players will have fond memories of the games released over the years and we are proud that the Barcrest brand continues to be integral to SG Gaming UK and the wider Scientific Games group. We look forward to marking this achievement, and hope for another 50 years of success to follow."

With its extensive back-catalogue of popular content titles, operators recognise Barcrest's impressive contribution to the Arcade and Bingo sectors. Barcrest-branded machines featured widely across

"The team's hard work, values and passion are the reasons that Barcrest is still a leading content innovator and well-loved brand after all these years. Many of our operators and their players will have fond memories of the games released over the years and we are proud that the Barcrest brand continues to be integral to SG Gaming UK and the wider Scientific Games group. We look forward to marking this achievement, and hope for another 50 years of success to follow."

Arcades, pubs and Bingo clubs throughout the UK, hitting a high in the mid 1990's with over 40,000 manufactured in a single year.

As a leading manufacturer and employer in the Manchester area since releasing its first game, Invader, in 1970, Barcrest has developed innovative content across five decades, including the iconic Rainbow Riches series – launched in 2006. It was also one of the first operators to introduce community gaming in 2009, with the launch of Rainbow Riches™ Party and continues today to create a stream of popular community content titles and products.

Over the years, Barcrest content has successfully evolved to fit with modern gaming environments, reaching players across multiple gaming channels, including online and mobile and leading innovation in its sectors. The Barcrest brand continues to be globally recognised, with its fully omni-channel approach under SG Gaming UK strengthened by its alignment with SG Digital.



Phil Horne,  
CEO of SG Gaming

"A 50th anniversary is an impressive milestone for any brand, and we're extremely proud that even as a global name, the business still operates in the Manchester area, less than five miles from where it all began. What's more, with over 200 original Barcrest employees within our dedicated workforce from departments across the business including content, finance, warehouse and systems, the Barcrest values are also still very much at the heart of the business.

**Barcrest**  
Founded in 1968, Barcrest established itself as a leading name in terminals and content in the arcade and bingo sector in the UK. Barcrest was formed as a designer and manufacturer of analogue fruit machines for the UK leisure gaming sector. Barcrest became a leading force in the UK and regulated gaming sectors in continental Europe, expanding into digital gaming and delivering the legendary Rainbow Riches brand in 2006. Barcrest expanded its product into the interactive sector in 2006, providing multi-channel game content to operators of interactive digital television, mobile and Internet gaming.

## MEMBERSHIP NEWS



**Company /** Patriot Gaming and Electronics  
**Web address /** www.patriotgaming.com  
**AGEM Membership level /** Bronze

**Description /** Patriot Gaming & Electronics, Inc. is focused on providing the gaming industry with a wide variety of products, alternatives, low cost solutions, and unprecedented service. We have provided gaming equipment and electronics supplies to casinos and customers across the globe. Our Las Vegas, Midwest, and Atlantic City area offices serve all major North American gaming markets. We also have a dedicated service to the Caribbean, Central and South America.

**New products for 2018 /** Our expanded inventory has over 15,000 different new and used slot parts and gaming devices to choose from, including OEM parts for WMS, IGT, Aristocrat, Atronic, Konami, Bally and more. We are also adding a new line of Gaming Chairs and a Gaming Table Bill Validator System that we are very excited about.

**Forthcoming Events /** Look for us at the upcoming Table Games Conference where we will be previewing the new table game bill validator system from iDrop-e. We are continually working on expanding our OEM offerings with our new line of monitors "Patriot Pixels" along with "Patriot Power" power supplies. We are also attending the GAMOA show and G2E. We look forward to meeting with you in person to discuss how we can become your strategic parts partner.

**Additional Information /** At Patriot we are known for the products and company that we keep. We appreciate your continued support and business. After all, our best ideas are derived from a very knowledgeable resource, you the customer. If you have any additional ideas or ways to better server you, please do not hesitate to contact us.

## MEMBERSHIP NEWS

### AGEM Key Board of Directors Actions

- Korbi Carrison, Event Director for G2E, gave an in-person presentation at the AGEM July meeting, providing an update to the forthcoming G2E show as well as sharing information about G2E Asia 2019. Taking place from October 9-11, registration opened for G2E on June 6 and is trending well. Exhibitor bookings have increased mainly due to the changes in legislation with more sports betting companies wanting to exhibit. There is a new and improved conference program with keynotes, 228 speakers and 82 sessions already confirmed. The program will also include a new Sports Betting Symposium and Innovation Incubator geared to start-up companies and students.
- Due to demand and a need to expand the show, G2E Asia 2019 will take place on two levels at the Sands Expo, Venetian Macau. Land-based gaming companies will be on the first level, while Online, Lotteries and game developers will be on the upper levels. Both exhibitor halls will be roughly equal in size. Space bookings are currently taking place, with more details available in the coming months.
- AGEM recently contributed to the Driving Arkansas Forward initiative that was triggered after the state attorney general approved proposals for consideration in the November ballot regarding changes to state gaming law. There was a requirement to collect 85,000 signatures by July 6 to endorse the proposal that would potentially allow two new casinos to be granted licenses and two existing racinos to allow Class III slots. AGEM's contribution of \$10,000 helped the momentum, with a total of 96,000 names collected.
- Susan Wright, Manager of Policy & Regulation for New South Wales, Australia, recently visited Las Vegas on a fact-finding mission to gain an understanding of how skill based gaming products are placed and how the industry worked with regulators to implement this. NSW is looking to set up a "regulatory sandpit" to test new skill-based innovations and AGEM is delighted to work with them to share best practices and experience.
- As part of AGEM's support of Responsible Gaming initiatives, members approved an annual contribution of \$50,000 to The Problem Gambling Center based in Las Vegas. This support is vitally important for this worthy organization as it receives limited funding from the state and will go a long way to assist problem gamblers.
- AGEM welcomed one new Bronze member in July. Atlas Gaming based in Melbourne, Australia, is a manufacturer and provider of slots and gaming products and holds licenses in Australia, Peru and South Africa. This brings the current AGEM membership to 167 companies from 22 countries.

### Events and Activities

- The American Gaming Association's Responsible Gaming Education Week takes place from August 6-10. Elizabeth Cronan, AGA Sr. Director Gaming Policy, reports that they are working on an updated toolkit and plan to host two events.
- AGEM is a sponsor of the 12th European Conference on Gambling Studies and Policy Issues, being held from 11-14 September at the Grand Hotel Excelsior, Valletta, Malta. Connie Jones, AGEM's Director of Responsible Gaming, will be attending.

## AGEM INDEX

The AGEM Index declined slightly in June 2018. The composite index finished the month at 546.37 points, a decline of 7.69 points or 1.39 per cent, compared to May 2018. The AGEM Index reported a year-over-year increase for the 33rd consecutive month and has climbed 124.41 points, or 29.49 per cent, since June 2017.

During the latest period, five of the 13 global gaming equipment manufacturers reported month-to-month increases in stock price. Eight manufacturers reported decreases in stock price during the month.

AGEM	Exchange: Symbol (Currency)	Stock Price At Month End			Percent Change		Index Contribution
		Jun-18	May-18	Jun-17	Prior Period	Prior Year	
Agilysys	Nasdaq: AGYS (US\$)	15.50	14.22	9.91	9.00 <span style="color: green;">↑</span>	53.16 <span style="color: green;">↑</span>	0.48
Ainsworth Game Technology	ASX: AGI (AU\$)	1.04	1.16	2.16	(10.34) <span style="color: red;">↓</span>	(56.85) <span style="color: red;">↓</span>	(0.46)
Aristocrat Leisure Limited	ASX: ALL (AU\$)	30.90	30.04	21.80	2.86 <span style="color: green;">↑</span>	36.97 <span style="color: green;">↑</span>	1.47
Astro Corp.	Taiwan: 3064 (NT\$)	21.10	21.80	19.20	(3.21) <span style="color: red;">↓</span>	22.32 <span style="color: green;">↑</span>	(0.04)
Crane Co.	NYSE: CR (US\$)	80.13	83.11	77.23	(3.59) <span style="color: red;">↓</span>	1.40 <span style="color: green;">↑</span>	(2.51)
Everi Holdings Inc.	NYSE: EVRI (US\$)	7.20	7.49	6.69	(3.87) <span style="color: red;">↓</span>	(1.10) <span style="color: red;">↓</span>	(0.28)
Galaxy Gaming Inc.	OTCMKTS: GLXZ (US\$)	1.18	1.33	0.73	(11.28) <span style="color: red;">↓</span>	51.28 <span style="color: green;">↑</span>	(0.08)
Gaming Partners International	Nasdaq: GPIC (US\$)	8.56	8.84	10.35	(3.17) <span style="color: red;">↓</span>	(28.25) <span style="color: red;">↓</span>	(0.03)
International Game Technology PLC	NYSE: IGT (US\$)	23.24	24.94	17.38	(6.82) <span style="color: red;">↓</span>	28.27 <span style="color: green;">↑</span>	(4.73)
Konami Corp.	TYO: 9766 (¥)	5,640	5,110	5,440	10.37 <span style="color: green;">↑</span>	(9.62) <span style="color: red;">↓</span>	8.52
PlayAGS Inc. <sup>1</sup>	NYSE: AGS (US\$)	27.07	25.32	-	6.91 <span style="color: green;">↑</span>	-	0.97
Scientific Games Corporation	Nasdaq: SGMS (US\$)	49.15	59.30	23.20	(17.12) <span style="color: red;">↓</span>	88.31 <span style="color: green;">↑</span>	(11.19)
Transact Technologies	Nasdaq: TACT (US\$)	12.50	10.85	8.55	15.21 <span style="color: green;">↑</span>	47.93 <span style="color: green;">↑</span>	0.21
Change in Index Value							(7.69)
AGEM Index Value: May 2018							554.05
<b>AGEM Index Value: June 2018</b>							<b>546.37</b>



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.





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# Reports

## MARKET REPORT HUNGARY



# Back to the Dark Ages

Nestled in the heart of Europe, Hungary is a major migration route and continues to make headlines for its harsh treatment of refugees, restrictions to media freedoms and control of the gaming industry

Last year, a huge crackdown was introduced by right wing Prime Minister Viktor Orban as he held migrants back at borders formed by huge barbed wire fences and armed guards.

The strict migrant policy is just one of Orban's questionable authoritarian laws, which appears to have turned its back on certain human rights laws and freedom laws.

Much the same can be said about the government's sudden and extreme blanket ban in 2012, which saw the Hungarian street and arcade slots market closed down, wiped out within a week and replaced instead by a growing casino market, which many say is now merely controlled by authorities who wanted to secure their share of a lucrative sector.

Since the fall of communism in 1989, Hungary

has had a multi-party system. The last election in 2014 saw the Fidesz-KDNP alliance preserving its two thirds majority and conservative Viktor Orban remaining as Prime Minister.

Orban is known for his controversial brand of nationalist populism and has described his goal for Hungary as creating an 'illiberal state' using authoritarian measures. He is also known for restricting judicial and media freedom.

As one industry source, who didn't wish to be named for fear of reprisal, said: "There were elections in April in which the press were predicting his win. However, what the polls didn't reveal is that the people of Hungary would not say who they were voting for - they are afraid. I crossed my fingers he would leave office. The Prime Minister is stealing EU

taxpayers money. This guy is unbelievable and the corruption is unreal."

"The problem is 90 per cent of the media is owned by friends of the Prime Minister. So the government advertises and the media companies get money from the government. It is killing the free press. We are a member of the EU, but we are not a democratic country anymore."

Viktor Orban was re-elected in April to become Hungary's longest serving Prime Minister. Orban became the leader of the centre right Fidesz party in 1993, and after his first stint as Prime Minister from 1998 to 2002 he then spent eight years in opposition before winning a landslide victory after the global economic crisis of 2008. The crisis left Hungary with a huge budget deficit and the then Socialist government turned



to the IMF for help and implemented a very unpopular austerity programme.

Fidesz is the most popular party in Hungary with its tag line of defending its nation against 'foreign threats' going down well with the public. Meanwhile he is hailed as responsible for a new era in Hungary and has established the first 21st century populist state within the EU. Fidesz has centralised public media, municipalities and the public service sector. His party has changed party finances, election laws and even controls much of the commercial media and advertising.

President Janos Ader was elected in 2012 in a parliamentary vote that was boycotted by the main opposition Socialist Party. Ader was a lawyer and member of the European Parliament and is associated with the controversial policies of Viktor Orban.

Ader took over from Pal Schmitt, another Fidesz loyalist who was forced to resign after a magazine article revealed that his doctoral thesis was plagiarised.

As a country, Hungary has the world's 57th largest economy by GDP out of 191 IMF countries

and is the world's 35th largest export and 34th largest importer of goods. Hungary joined the EU in 2004 and the export of goods and services account for 89 per cent of GDP, whilst more than 85 per cent of the economy has been privatised.

Thanks to an influx of EU investment funds and private consumption the Hungarian economy was in good shape during 2017. Unemployment dropped to around four per cent compared to a high of 11 per cent back in 2012. GDP growth rate was 3.7 per cent last year and is expected to be around 3.6 per cent this year.

Consumer confidence has returned, there is more disposable income available and there is a strong recovery in bank lending. Personal income tax rates were lowered to a flat rate of 15 per cent in 2016 compared to 16 per cent previously, whilst the top corporate tax rate is 19 per cent. However, although its economic output has continued to grow steadily, Hungary continues to lag behind typical western economies.

Hungary is the 11th most popular country in terms of tourism in Europe attracting around 15.6 million international tourists.

There are over 4,000 accommodation establishments in Hungary, which includes over 2,000 hotels and 1,800 short stay places and holiday accommodation.

Expenditure of inbound tourists reached HUF966.8m in 2017, whilst numbers are increasing. The country is divided into 19 states and one capital city, whereby the states are further subdivided into 174 counties.

#### **THE GAMBLING SECTOR**

Gambling is controlled by the National Tax and Customs Administration of Hungary (NAV) which governs the licensing procedure and all activity including online gambling. Gambling has been legal since 1991 and is regulated by the Gambling Act XXXIV of 1991.

This act first legalised gambling and essentially created a state backed monopoly over the industry to enable Szerencsejatek to run gambling services. In 2012 the Gambling Act Amendments were introduced which made it legal for online operators, other than Szerencsejatek, to provide services in Hungary whether they were based in Hungary or elsewhere in the EEA.

# Reports

## MARKET REPORT HUNGARY



However, alongside these amendments was a decision called the 'Arcade Ban' which saw the street slot market wiped out over night when the government fast tracked a law to ban slots in gambling venues such as bars and arcades. The government justified its surprise move by saying it wanted to cure Hungarians of gambling addictions problems.

This new law meant slot machines were now limited to the three licensed casinos which were open at the time (two in Budapest called Tropicana and Las Vegas plus a third in Sopron which was owned at the time by the state) and they still cannot be operated in any other establishment (other than casinos).

There appeared to be little reasoning or insight into the decision and there was no public consultation or right of appeal and the Hungarian street and gaming hall market fell to its knees.

The revocation of the applicant's licences occurred within 15 days from the publication of the announcement in the Hungarian press without any prior notice. The Arcade Ban Bill was introduced on October 1 2012 and voted into

law the next day. The market shrank by around 40 per cent and businesses were closed down and operators were stripped of their businesses.

At the time there were around 1,200 slot machine operators with some 18,000 locations in the country operating around 30,000 slots. These were divided between Class II arcades (two slots maximum per venue) operated in bars and pubs and Class I arcades (with 20 plus slots) mostly located in urban areas and shopping malls.

A year prior to the ban the slots were subject to huge tax increases leaving many small businesses pushed out of a tough market ,whilst a Server Switch Act was introduced in 2011 requiring operators to switch to server based slot machines with a huge investment. Monthly taxes were increased five fold from around HUF100,000 to HUF500,000 per machine.

Many operators were forced to reduce their numbers in bars particularly after the increase.

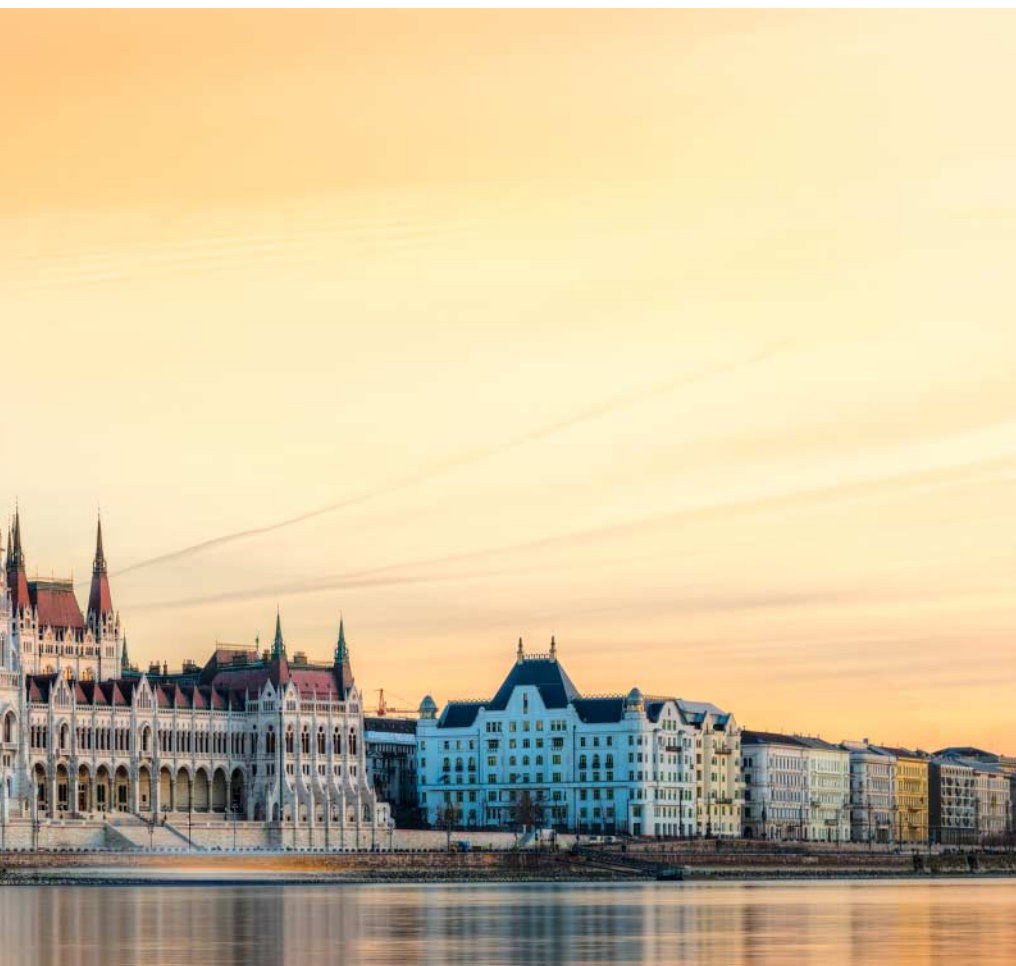
The fall out from the slots ban continues today with little headway. The European Court of Justice made a decision in 2016 for the 1,200

companies, which saw their businesses dissolved by paving the way for the plaintiffs to sue the Hungarian state for damages.

The court ruled in favour of the operators and say that by not providing ample time for the operators to adjust to the new legislation they should be compensated.

The Hungarian Gambling Association placed the total damage to operators at around HUF100bn. To date, however, the Hungarian courts have rejected the lawsuits and so far the state has not paid out a penny.

An industry source said: "Every casino is now managed for the Prime Minister. You cannot just get a licence, they are giving them to their own people. There are five licences in Budapest. Which country would give all these licences to the same person? What are the chances that you would get five out of five licences? So with a monopoly there is no competition and the level of service is mediocre. Basically, the government kicked out all the people involved and put in their own people. That is why the slots market closed down so they could take control of it themselves.



**TOTAL REVENUE:**  
HUF415.8BN

**BETTING REVENUE:**  
HUF171.5BN

**LOTTERY REVENUE:**  
HUF215.4BN

**CASINO REVENUES:**  
HUF28.9BN (€98M)

**CASINOS:**  
10

**SLOTS:**  
1,750

**TABLE GAMES:**  
75

“Orban is a dictator and a populist. He is taking everything from the honest people and he closed the market in one week and after that he gave concessions to people who were close to him. A lot of these companies are offshore so no one knows who is behind them.”

“A lot of the companies went to the high court, but no one trusts the independency of the courts. All the judges say if the government made the law they cannot sue them. Meanwhile, the law firm representing the government against the operators is owned by the Ministry of Justice.

“Orban is a dictator and a populist. He is taking everything from honest people and he closed the market in one week and after that he gave concessions to people who were close to him. A lot of these companies are offshore, so no one knows who is behind them. Plus, the casinos pay less tax than before and even the online sector is controlled as you can only operate an online casino if you have a land-based licence.”

There's no doubt the casino market has benefited from the slots ban and the sector has flourished as incomes have increased tenfold, whilst law changes also permitted more locations to open.

Since 2010 betting revenue has quadrupled, whilst casino revenues have also risen incredibly due to increased venues and online casino gaming opening in the market.

Apparently, back in 2012 some 35 per cent of all gambling revenue came from the operation of casino slots, which increased to 78 per cent by 2014.

However, the arcade ban saw gambling tax

reduced dramatically and despite the opening of more casinos, the tax amounts collection has never reached the amount previously generated.

Back in 2011, the annual tax from street gaming amounted to HUF33.1bn, whilst casinos generated HUF1.8bn. In 2013 after the ban, the taxes reached HUF4.5bn from the casinos, which increased to HUF7.8bn by 2016 – still a far cry from the levels achieved by street gaming. In 2013 further amendments were added to the legislation, which included a general opening up of the country's sports-betting and online casino industries, plus the overall increase to the number of casino licences to a total of 11.

Just a year after the arcade ban, the government awarded five gambling concessions to film producer Andy Vajna, one to the President of the Debrecen football club Gabor Szirmai and one to the city of Sopron (via Casinos Austria International). It also later modified casino laws so concession fees could be deducted from casinos' taxable income. The Hungarian gambling market was said to be worth HUF415.8bn in revenues in 2016 of which the lottery has the largest chunk (HUF215.4bn), followed by betting (HUF171.5bn) then casinos (HUF28.9bn).

### REVENUES OVER LAST FIVE YEARS

YEAR	LOTTERIES	BETTING	CASINOS	SLOT MACHINES	TOTAL
2012	HUF157bn	HUF54.7bn	HUF7.8bn	HUF29.1bn	HUF248.7bn
2013	HUF170bn	HUF74.2bn	HUF15.3bn	-	HUF259.5bn
2014	HUF194.4bn	HUF110.5bn	HUF19.4bn	-	HUF324.4bn
2015	HUF221.6bn	HUF129.8bn	HUF27.3bn	-	HUF378.8bn
2016	HUF215.4bn	HUF171.5bn	HUF28.9bn	-	HUF415.8bn

# Reports

## MARKET REPORT HUNGARY

### SZERENCSEJATEK DATA FOR LAST FOUR YEARS. ANNUAL REPORT

	2013	2014	2015	2016
Number of Employees	1,509	1,542	1,599	1,637
Ticket sales	1.4bn purchases	1.8bn purchases	2.1bn purchases	1.8bn purchases
Points of Sale (owned)	455	453	458	391
Points of Sale (partners)	6,060	6,424	6,595	7,114
<b>Revenues (sales total)</b>	<b>HUF243.3bn</b>	<b>HUF303.8bn</b>	<b>HUF350.7bn</b>	<b>HUF385.4bn</b>
<b>Betting Games</b>	<b>HUF73.2bn</b>	<b>HUF109.3bn</b>	<b>HUF129bn</b>	<b>HUF170bn</b>
-Toto Pools	HUF2.4bn	HUF2.2bn	HUF2bn	HUF1.8bn
-Gol Toto	HUF90m	HUF152m	HUF71m	HUF61m
-Tippmix	HUF64.8bn	HUF88.5bn	HUF98.8bn	HUF127.5bn
-Tippmax	HUF359m	-	-	-
-TippmixPro	HUF5.5bn	HUF18.4bn	HUF28.1bn	HUF40.6bn
<b>Number Games</b>	<b>HUF104.9bn</b>	<b>HUF109.7bn</b>	<b>HUF126.5bn</b>	<b>HUF113.4bn</b>
-Pick5 Lotto	HUF49.7bn	HUF50.7bn	HUF55.9bn	HUF43bn
-Pick6 Lotto	HUF23.2bn	HUF22.4bn	HUF22bn	HUF20.6bn
-Joker	HUF5bn	HUF5.4bn	HUF6bn	HUF5.5bn
-Keno	HUF5.2bn	HUF5.2bn	HUF4.9bn	HUF5.7bn
-Luxor	HUF3.9bn	HUF3.8bn	HUF3.7bn	HUF3.6bn
-Scandinavian Lotto	HUF17.7bn	HUF17.8bn	HUF18bn	HUF17.8bn
-Eurojackpot	-	HUF4bn	HUF15.6bn	HUF16.9bn
<b>Instant Win Games</b>	<b>HUF17.4bn</b>	<b>HUF21.3bn</b>	<b>HUF23bn</b>	<b>HUF24.6bn</b>
-Putto	HUF17.4bn	HUF21.3bn	HUF23bn	HUF24.6bn
<b>Scratchcards</b>	<b>HUF47.6bn</b>	<b>HUF63.4bn</b>	<b>HUF72bn</b>	<b>HUF77.3bn</b>

#### SZERENCSEJATEK

The lottery in Hungary is provided by Szerencsejatek Zrt, which is the largest gambling service provider in Hungary. It is 100 per cent state owned and was founded back in 1991 and has some 1,600 employees and over 4,000 sales partners.

It has the exclusive right to sell draw based games and pari-mutuel bets in the country, and at the moment, has the sole licence to organise bookmaker sports betting. It currently operates 12 different lottery style games including number draw games, 18 types of scratchcards and sports betting.

The lottery games include OtosLotto, a five number draw lottery, Hatoslotto, a six number draw, Scandinavian Lotto, Eurojackpot, Joker, Keno, Luxor and Putto.

There are two types of pari-mutuel bets – Toto Pools and Goal Toto – and two bookmaker sports betting divisions – Tippmix and TippmixPro.

The company has reported a steady increase in its revenue (lottery and betting) over the last five years with revenue (from ticket sales) in 2016 of HUF385.4bn. Clear revenue was HUF143.7bn (compared to HUF142.9bn in 2015).

Two thirds of the gambling tax on the state run games goes to community and charity organisations supporting health, sports and culture.

The sales network is made up of over 7,000 Points of Sale of which 4,450 are equipped which terminals. Szerencsejatek has its own shops with 281 lottery agencies and 177 charity PoS. It is partnered with Hungarian Post which has 2,600 PoS and Lapker with over 400 PoS.

Meanwhile interactive sales accounted for 12.3 per cent of total sales in 2016 compared to 9.7 per cent the previous year.

Total betting turnover (sales) for 2016 was HUF170bn (clear revenue of HUF38.3bn) with Tippmix having the biggest share with HUF127.5bn followed by TippmixPro and then Toto Pools.

Meanwhile, revenues for the company for the first half of 2017 have increased by 32 per cent on the same period the year before to HUF148bn. Revenues in every game, bar football pools, have increased whilst two thirds of revenues are still provided by lottery type games with Otoslotto (5/90) being the highest earner.

Szerencsejatek has been working with Scientific Games for the last 20 years and IGT is the IT supplier for its online sports betting system which began to operate in 2013.

Szerencsejatek is among the founding members of the Global Lottery Monitoring System set up in 2015 to promote the integrity of sports betting. Taxes for totalisator types games is 17 per cent of the monthly prize pool whilst bookmaking tax is 20 per cent of the net revenue.

Since August 2015 Szerencsejatek has been renewing its gaming and sports betting systems to ensure fast payment of prizes and live betting opportunities. This has boosted their revenues particularly for its bookmaker divisions – Tippmix and TippmixPro.

In 2015 the portfolio of the company underwent some changes. SzRT-Service Kft joined the parent company as a subsidiary whilst Belvarosi Kaszino (owner of Tropicana) is no longer active. Previously Szerencsejatek had 100 per cent ownership of Belvarosi.

The concession of Soproni Casino, owned by the Pannon-Partner Befekteteskezelő, expired at the end of 2015 and based on a government decision the state no longer wanted to have a



## There are some 150 betting points in Hungary available for horse race betting and via 4,500 lottery points. The Tuti-Kincsem game is available in 18 countries and enables players to bet on the first five winning horses (in the correct order) to win prizes.

direct role in operating concession casinos as of January 2016. So the minority stake in this casino was sold onto Casinos Austria International.

Horse racing is also a state monopoly operated by the Hungarian Horse Racing Organisation (Magyar Lovasenyfogatást Szervező kft-MLFSZ) which offers services operated by the LOVI brand at the Kincsem racecourse in Budapest.

With an agreement with PMU (Pari Mutuel Urbain) international horse racing tournaments have been held since 2016. Kincsem race track was opened in 1925 and is a 100 hectare area with 3,500 seat reception, restaurant and VIP clubs. There are three tracks and races are held between spring and autumn with thoroughbred and harness racing and greyhound races.

There are some 150 betting points in Hungary available for horse race betting and via 4,500 lottery points. The Tuti-Kincsem game is available in 18 countries and enables players to bet on the first five winning horses (in the correct order) to win cash prizes. Tickets cost 600ft. Prize money is around HUF300m per day with Super jackpot days and Sunday prizes.

### CASINO SECTOR

As all slot halls closed down in 2012 the casino market saw a huge boost when the government announced it would offer new licences casinos that would eventually permit a total of 11 casinos.

The Hungarian Ministry of Economy, headed by Mihaly Varga, announced they would allow for the construction of up to 11 casinos with five permitted in Budapest and Pest County, three in

east Hungary and three in the west. There are now currently 10 casinos open.

Back in 2013 there were just three casinos – two in Budapest and one in Sopron near the Austrian border – but in 2015 four new casinos were opened – two in Budapest and two outside in Debrecen and Nyiregyhaza.

Casinos are operated under the Gambling Act XXXIV of 1991 which states that:

- Permitted casinos must be operated by the state or by a 100 per cent state owned gaming organisation or by concession
- Casino licences are issued for a maximum of 20 years for a Category I casino and 10 years for a Category II which can then be extended. The holder of the concession may operate up to five casinos.
- One casino is permitted per 500,000 inhabitants in the capital with a maximum of three.
- A category I casino which has at least 1,000 slots and at least 100 table games. A category II are all other casinos.
- Annual concession fees in Budapest and Pest

# Reports

## MARKET REPORT HUNGARY

### Essential information and facts about Hungary:

<b>Capital</b>	Budapest
<b>Total Area</b>	93,028 sq.km
<b>Population</b>	9,850,845
<b>Median age</b>	42.3 years
<b>Religion</b>	Roman Catholic (37.2%), Calvinist (11.6%), other
<b>Ethnic Groups</b>	Hungarian (85.6%), Romani (3.2%), German (1.9%)
<b>Languages</b>	Hungarian (official), English, German, Romanian, Russian
<b>Currency</b>	Hungarian Forints (HUF)
<b>Government type</b>	Parliamentary Republic
<b>Chief of State</b>	Prime Minister Viktor Orban (since 2010)
<b>Cabinet</b>	Cabinet of Ministers proposed by the Prime Minister and appointed by the President
<b>Elections</b>	President elected by the National Assembly. Last election held March 2017. Prime Minister elected by National Assembly on recommendations of President. Ader re-elected in 2014. Latest election held April 2018)



are HUF657.9m (category I) and €383.8m (category II) year. In other counties HUF548.3m (category I) and HUF54.9m (category II) per year.

- In addition to the concession fees there are administration service fees which include: HUF40m for Class I casinos and HUF1m for Class II. Plus HUF20,000 per casino table; HUF2,000 per slot; HUF500,000 per room game; HUF200,000 per licence and HUF10,000 for promotional contest of chance. Card rooms pay HUF18,000 per card table.
- Casino gambling tax varies on the income and is 30 per cent for up to HUF10bn revenues or if over HUF10bn then tax is HUF3bn plus 10 per cent of the sum above HUF10bn.
- Online casino tax is treated jointly with landbased casino taxes.

There were some 1.3 million visitors to the casinos in 2016. Visitors to casinos after the slots ban rose from 205,000 in 2011 to 300,000 in 2012 and 639,000 in 2013 and 810,000 in 2014 according to data.

Of course the number of casinos open has also increased, which is reflected by the figures. The amount casino visitors spent on gambling increased from HUF33.1bn in 2011 to HUF128bn in 2014. Revenues for the casino sector were HUF28.9bn in 2016.

Chips bought and slot income in 2016 amounted to HUF197.5bn; concession fees brought in HUF4.3bn in the year whilst casinos paid a total of HUF3.8bn in taxes in 2016.

Five of the licences belong to Las Vegas Casino Ltd, a company which is controlled by Hungarian/American film producer Andy Vajna.

Vajna was born in Budapest in 1944, but at the age of 12 fled to Canada alone with the support of the Red Cross. He was later reunited with his parents in Los Angeles, who had fled Hungary separately.

He is known for his film production of Rambo First Blood and a host of other films such as Terminator, Total Recall, Die Hard and Tombstone.

In 2014, Mr. Vajna was awarded the exclusive rights to operate a casino in Budapest and in 2015 he bought the Hungarian TV2 Group. In 2016 he was awarded Hungary's first online gaming licence and launched the casino website in May 2017.

Vajna's Las Vegas Casino company is owned by the Dutch Antilles registered Magyar Enterprises, which also owns Bruno, the operating arm of his upscale restaurant chain, Nobu, and film distribution company InterCom. Although the law says licences cannot be awarded to offshore owners many allege the government has been tailoring its laws to suit Mr. Vajna's business interests.

The LVC group posted HUF14.34bn in revenues in 2015 with profit after tax of HUF4.1bn. The five casinos in Budapest are:

Las Vegas Casino Tropicana which has a 630sq.m gaming area with nine live table games, five electronic roulette and 168 slots.

Las Vegas Casino Atrium Eurocenter has 635 sq.m of gaming area with 10 table games, four electronic roulettes and 157 slots.

Las Vegas Casino Sofitel has 720sq.m of gaming area with 21 table games, three electronic roulettes and 109 slots.

Las Vegas Casino Corvin Setany has 1,200 sq.m of gaming area with six table games and six electronic roulettes plus 240 slots.

Las Vegas Casino Atlantis is 890sq.m in size with five table games, seven electronic roulettes and 207 slots.

The other casinos in Hungary include those which are operated by Gabor Szima. He is the owner of the Debrecen football team (DVSC) and he operates two casinos:

Grand Casino in Debrecen operated under the name of Civis Grand Casino. The casino has five table games and 240 slots plus four electronic roulettes. It opened in 2015 with an investment of HUF750m. Revenue in 2016 was HUF1.4bn

Onyx Casino in Nyiregyhaza has four table





The monopoly has drawn a lot of attention and criticism from the EU. New laws were introduced in 2013 to allow foreign companies to enter the market, but saw a hefty price tag of around \$440,000 for each service provided renewable every five years. The result was that no foreign companies applied. Many betting operators, however, offer sites in Hungarian language which players can access

games and five poker tables and 234 slots plus four electronic roulettes and revenue in 2016 was HUF1.09bn.

Istvan Garancsi, a Hungarian businessman, owner of the Videoton Football team and close friend of Viktor Orban also operates a casino. He became a stakeholder in Pannon-Partner which is owned by CAI Hungary operating the Sopron Casino.

Casino Sopron in Sopron is operated by CAI. It was founded in 1989 by Szerencsejatek with CAI operating the table games and slots. It is the oldest casino in Hungary with around 120,000 visitors per year. It renewed its concession contract for an additional 10 years in 2016 and revenues in 2016 amounted to HUF3.4bn.

Meanwhile, the Casino Win group operates two casinos. The first, Casino Win Gyor in Gyor opened in 2016 and is located in the Gyor Plaza with over 200 slots and five table games.

Casino Win Pecs is the latest casino to open in

December 2017. It is located in Pecs and features 200 slots and five table games with 850sq.m of gaming area. Machines are provided by Novomatic, Apex, Merkur, Ainsworth, Amatic and EGT, plus there are three electronic roulette games from Alfastreet and EGT with 24 seats in total.

#### **ONLINE GAMBLING**

Hungary has tried its best to keep online gambling a monopoly, which existed prior to 2013. In the past it has fined various foreign operators for launching Hungarian language websites, but it has proved increasingly difficult to block online sports-betting sites.

The monopoly has drawn a lot of attention and criticism from the EU. New laws were introduced in 2013 to allow foreign companies to enter the market, but saw a hefty price tag of around \$440,000 for each service provided, renewable every five years.

The result was that no foreign companies applied. Many betting operators, however, offer

sites in the Hungarian language, which players can access, although there are attempts to block such ISPs and there is a blacklist.

Under the remote gambling act, online sports betting can only be provided by the state and is not available at the moment to non-state owned operators.

Szerencsejatek is the only organisation that can offer remote gambling via its Tippmixpro site, (except horse racing), whilst Magyar Loversenyfogadast-szervezo has the exclusive right to offer horse racing betting online.

In October 2015, Hungary passed new gambling legislation which restricts gaming licences to land-based casino licence holders. There were also several other controls introduced, such as self exclusion provisions and the allowance for online poker liquidity to be pooled by a number of operators. Hefty fines of around HUF1m were also introduced for any breaches of the law.

It was predicted that the Hungarian online

# Reports

## MARKET REPORT HUNGARY

**NAV says online gambling could generate tax revenues of HUF10–20bn, but at the moment with only online sports betting offered by Szerenscejetek and online casinos offered by land based casino operators (of which there are currently four) the market is limited. The Ministry of National Economy has the power to decide who can be awarded a licence although in theory the law does not stipulate against private operators entering the market**

casinos annual net profit could reach up to HUF4bn, although no specific data has been revealed as yet.

Casino games can now be offered online by non-state owned operators, but can only be operated by the concessionaires authorised to operate land-based casinos. A Hungarian operator may also link up with the jackpot bank system/card game system of a foreign operator, but only if this operator is licensed under the Hungarian national law.

The licence for online operations is valid during the concessionaire's term of licence for its landbased operations whilst the administration fees are HUF10m for a remote licence and online casinos licences is HUF2.5m if it is submitted at the same time as the land-based licence, otherwise it is HUF5m.

Online casino games can only be offered to players logging in from a Hungarian IP address and this must be monitored by the gaming operators. The server from which the online casino games are provided must be located in an EEA member state and remote access has to be provided for the National Tax and Customs Administration.

The operator must also maintain the player accounts separately from any other financial assets in a Hungarian bank account. This amount held in the account must cover the accumulated balance of all players' accounts.

Tax for remote gambling is 15 per cent of the net revenue whilst online casinos are treated jointly with land based gambling tax.

The first authorised licensed online casino in Hungary was granted in February 2017 to LVC Diamond kft in partnership with Ezugi, to

provide live dealer casino games and Finnish gaming platform provider, Finnplay and also iSoftbet, a London based online and mobile casino games provider.

LVC Diamond is owned by film producer Andy Vajna who runs the five Las Vegas land-based casinos in Budapest. The online licence is valid until 2024 and the online casino started operating in May 2017.

Last year, Greentube launched its popular online casino slot games with the Las Vegas site and now offers Novomatic's games online to the Hungarian market.

In 2016, the government arranged for websites of unlicensed operators to be banned and the NAV blocked a total of 342 unlicensed sports betting and gambling websites over a two year period.

NAV says online gambling could generate tax revenues of HUF10–20bn, but at the moment, with only online sports betting offered by Szerenscejetek and online casinos offered by land-based casino operators (of which there are currently four), the market is limited.

The Ministry of National Economy has the power to decide who can be awarded a licence, although in theory the law does not stipulate that private operators are not allowed to enter the market and set up a business and also does not regulate how the land-based casinos should offer online gambling services. So outsourcing could in theory be an option.

In 2015, a detailed secondary legislation was issued providing detailed personal, financial and technical requirements for online casinos.

Online bingo is also strangely unpopular in



Hungary. In fact land-based bingo has never taken off in the country. In 2009, Hungary opened a bingo hall, but this was closed soon after due to lack of interest and similarly online bingo has struggled to find a player base.

Hungary's restrictive online gambling rules have been under scrutiny lately and the CJEU recently stated that "the Hungarian legislation on the authorisation of online games of chance is not compatible with the principle of the freedom to provide services."

Unibet International won a lawsuit in 2017 against the Hungarian state with the court stating Hungary violated the basic freedom to provide online gaming services and acted unlawfully when it imposed fines on foreign service providers and restricted access to their websites.



The court stated that Hungary's provision of online gambling licences were not compatible with the principle of freedom to provide services.

Back in 2014 the Hungarian authorities claimed Unibet was providing online gaming services on Hungarian language sites, despite not holding a licence. Blocks were imposed and then fines. Unibet fought against these two decisions.

The problem began in 2014 when Hungary made significant changes to its online gambling laws and initially failed to issue a public call for open tenders for online gaming applicants, whilst requiring any would-be licensees to obtain a 'trustworthy' classification that was defined as having operated games of chance in Hungary for a minimum of 10 years.

Unibet argued the new rules were discriminatory and impossible to meet. The authorities blocked Unibet's domains and imposed fines. The trustworthy definition was later amended to three years operation in an EU state, but it was too late for Unibet to reapply.

The CJEU eventually ruled against Hungary in regards to the fines imposed on Unibet and has made it clear that online casino laws in Hungary are discriminatory to foreign operators and contrary to Article 56 of the TFEU.

Following the ruling the European Gaming and Betting Association has urged Hungarian regulators to guarantee more transparent and objective online gaming legislations.

More recently, Hungary has published draft amendments to the legislation that will require

payment processors to block financial transactions with unlicensed operators.

This payment ban would apply to all transfers and card transactions to and from gambling operators who do not have a licence for online gambling with transfers blocked via a blacklist.

To put the ban into place the gambling authority needs the licensed operators to submit details of their nominated account for player transactions. The Hungarian financial institutions will be required to abide by the blacklist with fines of up to HUF1m for non compliance.

The law is expected to be up and running by mid-2018 and it is anticipated that this, with the other laws in place, will prevent unlicensed operators from being active in the Hungarian market.

## Is Hungary winning its war on online gaming against the EU?



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The Ministry of Justice of Hungary submitted the draft legislation to the EU Commission at the end of 2017, thus, it is expected to enter into force – after the stand still period elapses – in the first half of 2018. With this, after a long time, the Gambling Supervisory Authority will dispose of the three main instruments in order to impede the operation of unlicensed operators: ban on advertising, blocking the internet access and now prohibition on financial transactions.

In this war, the Hungarian State lost a battle in the middle of the summer when the CJEU found a previous – however only similar – version of the Hungarian Gambling Act against the EU principles, i.e. the sanctions applied against a renowned international operator was qualified as null and void. The market expected that this judgement might have serious impact on the Hungarian market, however, it seems that it has not turned back the wheels so far, the Gambling Supervisory Authority still makes its sanctioning decisions regarding unlicensed operators.



**The European Court of Justice ruled in March that the Hungarian government requirement for operators to have an offline casino to be allowed to offer online casino gaming is a clear violation of EU law. In a case that was brought by EU-licensed operator Sporting Odds, the ruling also prevents enforcement by Hungarian authorities based on its current gambling legislation**

“The year 2017 was a considerable step forward for the Hungarian online gaming industry, because the first licensed online casino started its operation in the country. For the time being, no further concessionaires have launched licensed online services; however, it can be expected that it will happen soon. Simultaneously, several unlicensed operators were still providing their services in Hungary, which meant significant competition for not only the one and only licensed online casino, but the state gambling organiser, as well.

In order to defend the state gambling organiser's and the licensed operator's interests in the market, the recently reorganised regulator, the Gambling Supervisory Authority, continued its war against the unlicensed operators, i.e. banning the advertisements and blocking access to websites.

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The market expected that this judgement might have serious impact on the Hungarian market, however, it seems that it has not turned back the wheels so far, the Gambling Supervisory Authority still makes its sanctioning decisions regarding unlicensed operators.

The most welcomed development would be the full liberalisation of the market or at least the introduction of some easement on the regulation that would help a lot to attract investors to the market. Currently, the only person entitled to apply for an online casino license is someone who already has a concession for a land based casino. Needless to say this provision of the Hungarian Gambling Act extremely limits the number of potential online casinos. To be more specific, making available the sports betting sector for non-state owned operators, as well, would absolutely be in the favour of the investors, because currently sports betting is a state monopoly. Sports betting is still one of the most favourable types of game in Hungary, thus it may help to attract more people to the online casino.

The effect of the complete ban on the “street” slot halls was dramatic, the number of slot machines available



for the public went down close to zero. Currently, players could only play with slot machines in the licensed casinos - altogether 10 casinos are operating throughout Hungary, of which five can be found in Budapest. This limited competition obviously resulted at the decent growth of the land based casinos' revenue.

We also see steady growth of the state gambling operator in the recent years, who provides – among others – the classic lotto games and the one and only licensed (both online and offline) sports betting in Hungary. One of the reasons

The effect of the complete ban on the "street" slot halls was dramatic, the number of slot machines available for the public went down close to zero. Currently, players could only play with slot machines in the licensed casinos – altogether 10 casinos are operating throughout Hungary

for this success of the state gambling operator might be the closing of the slot halls, however, it is somewhat difficult to find direct connection between these facts.

Nevertheless, manifestly there is still a huge demand for "street" slot machines; therefore, it is still a hot topic how this type of gambling could be reinstated legally. The somewhat ambiguous legal regulation and its very strict interpretation by the Gambling Supervisory Authority does not allow the use of internet based terminals for

gambling in the shops, restaurants and other public places, but the possible changes in the law and/or its interpretation (if any) will also be interesting and stir up the Hungarian market.

Based on the information available, amendment of the slot machine regulation is not on the government's table thus, one can hardly see any sign of significant changes if the currently governing party wins the elections in April 2018. The opposite parties' gambling strategy is not yet known; thus, the situation is not really promising from this perspective.

The most important changes expected in Hungary in terms of gambling legislation will be the introduction of the law, which contains the rules of blocking payments to and from unlicensed gambling operators in Hungary.

The payment restrictions imposed on unlicensed gambling operators shall apply to blocking bank transfers relating to unlicensed gambling operations and bank card transactions, as well as banning payment contracts with unlicensed operators. Bank transfers are blocked on a

blacklist basis, while bank-card transactions are blocked on an MCC-code and country-code basis in relation to payment services provided on the internet only.

The Ministry of Justice of Hungary submitted the draft legislation to the EU Commission at the end of 2017, thus, it is expected to enter into force – after the stand still period elapses – in the first half of 2018. With this, after a long time, the Gambling Supervisory Authority will dispose of the three main instruments in order to impede the operation of unlicensed operators: ban on advertising, blocking the internet access and now prohibition on financial transactions.

It will be extremely interesting to see if the Gambling Supervisory Authority will be able to effectively defend the interests of the licensed operators in Hungary using its improved set of available measurements.

On the other hand, some of the unlicensed operators will most probably continue their legal struggle against the seemingly non-EU conform Hungarian regulation based on the landmark judgement reached last year. We will see if these efforts had any results in a short term. One thing is sure, the Hungarian market is still attractive for the (international) operators, which is supported by the fact that still a lot of online gambling websites are available in Hungary."



## Hitting the jackpot

Paul Witten, Product Director at SIS, explains how numbers betting can boost turnover and keep casual bettors engaged for sportsbook operators



**Paul Witten,**  
Product Director  
SIS

Keeping bettors entertained, as well as filling the schedules with engaging content is of high importance for all operators, especially with customer loyalty being as fluid as it is. It is key to meet customer demand for markets to bet on at the times they want to bet.

Million-pound giveaways were the promotional campaign of choice for sportsbooks this summer, as they attempted to drive awareness and customer acquisition ahead of the World Cup, one of the busiest periods for operators.

These eye-watering sums of money that were up for grabs are proving to be an effective tool in sparking interest amongst bettors. The promise of winning millions of pounds should you predict the outcome of various results is more than appealing to the average bettor.

These jackpot-style games of course are influenced heavily by the lottery sector, where the offer of a major prize has been common practice for years, with its obvious benefits.

Take the £121 million EuroMillions jackpot won by a lucky UK player earlier this year. The huge jackpot generated great excitement amongst the public and grabbed the headlines across Europe. Within our industry alone, the likes of BetVictor and PokerStars have managed to create added interest with bettors as a result of their respective jackpot campaigns during the World Cup.

These score prediction games, whose aggregated odds format offer big prizes, have shown their worth as a viable betting product, but with the World Cup now over for another four years, there are alternative daily options available to sportsbook operators.

Take numbers betting, for instance. Many of the vertical's characteristics are likely to appeal to the same customer base, given that they can get odds of up to a huge 50,000/1. While bettors are drawn into the potential of a big return, it's a product that is proven to provide additional revenue streams for operators.

### HIGH MARGINS

For operators, the addition of numbers betting to their online sportsbook or retail outlet can provide high margins from a small investment. With the draws taking place remotely and witnessed by independent adjudicators,



proceedings are streamed directly to operators anywhere in the world.

As shown in the lottery sector, the live pictures add authenticity to the experience and develops trust with bettors able to see the numbers selected as and when it happens. Similar to live sporting occasions, being able to place a wager on something unfolding right in front of their eyes increases excitement levels by a notch or two.

In the UK alone, the numbers betting market is worth over £1billion, demonstrating its value as an effective product for operators.

These games appeal to the casual sports bettor in a similar way an accumulator does, where they place a small wager in the hope of claiming a high return. Similar to eye-watering jackpots, it's the dream of winning big which lures the bettor in and keeps them entertained.

#### **INCREASES DWELL TIME**

Keeping bettors entertained, as well as filling the schedules with engaging content is of high importance for all operators, especially with customer loyalty being as fluid as it is. It is key

to meet customer demand for markets to bet on at the times they want to bet.

Numbers betting is a good way of engaging with bettors when there are gaps in live sporting events schedules, and they're easy to understand for recreational bettors.

At SIS, our 49's numbers and virtual betting content is available to operators across the globe, providing higher margins than traditional sportsbook products.

The 49's live draw takes place from a state-of-the-art studio, bringing integrity to proceedings. In addition, we offer a wide range of bet-on-lottery products from around the world, including the popular Irish Lotto Bet, as well as the fast-paced Keno-style game known as Rapido.

As a trusted partner to the betting industry for more than 30 years, we have the knowledge and expertise to provide operators with a product that is easy for their bettors to understand, and that they can engage with right away, which can drive incremental revenues.

The 49's live draw takes place from a state-of-the-art studio, bringing integrity to proceedings. In addition, we offer a wide range of bet-on-lottery products from around the world, including the popular Irish Lotto Bet, as well as the fast-paced Keno-style game known as Rapido.

The use of jackpots has proven to be an effective acquisition tool for sportsbook operators this summer, with bettors attracted to the large potential pay-outs for a small outlay. Online and retail operators can capitalise on this even further with the integration of regular numbers betting content, providing an increase in betting turnover.



# Technology Top Five

## Gaming Monitors

What are the most important aspects of gaming monitor design that operators and manufacturers should take into consideration and why are these technologies integral to the operation and functionality of the units?

G3 speaks to the leading providers of gaming-specific monitors for slot machine manufacturers and discusses the merits of each element within the design of the monitor, including: robustness, integration, visual clarity, touch performance and power usage.





## Advantech-Innocore

Experts in embedded solutions, Advantech-Innocore provides a range of touchscreen monitors ideally suited to the harsh environments associated with gaming usage, while ensuring compatibility with peripherals, long-life, low power usage and exceptional clarity and touch performance.

### ONE - ROBUSTNESS

There are many aspects of robustness that have to be considered when designing a Touch Monitor for the Gaming market.

Here at Advantech Industrial Display Systems, we have made sure that our Touch Monitors are built to withstand a level of impact, which is likely to take place, depending on the environment that it is designed for. For example, our 43" R1500 Curved Touch Monitors for the FOBT market have been deliberately designed with a 6mm Toughened Touch Glass, which has proven to be very effective against attacks over the last year. For the Casino market, we only use 4mm Toughened Touch Glass, which is more than enough for this environment.

The important part here is to protect your investment by making sure the customer interface part is rugged enough, without compromising on quality. Should any breakages occur, your main Monitor and PC remain intact and can be repaired with just a new Touch Glass overlay.

### TWO - INTEGRATION

Every Gaming cabinet is unique and requires a different thought process when thinking about integrating a Touch Monitor to the Gaming Cabinet. With many years of experience, Advantech Industrial Display Systems are able

to work closely with our Gaming customers to advise, provide a level of flexibility and ensure that we meet the customers' technical requirements without detracting from their original design. We understand that aesthetics are very important in the Gaming Market and through our knowledge, we can provide a wide range of technologies and options that give the customer exactly what they want.

We are beginning to see a trend where cabinet makers are moving away from the typical Open Frame Monitors to Closed Frame Monitors that are appended to the Gaming Cabinet. This allows the Gaming Cabinet design to be a little more simplified, with the Closed Frame Touch Monitor now integrating components such as LED lighting to draw the customer in.

### THREE - VISUAL CLARITY

Another very important aspect of Touch Monitor design is not to impair the visual clarity of the Gaming Content, especially now that there is a growing trend for UHD & 4K resolutions.

It is very important to choose the right Touch Technology and a reasonable bright LCD, as choosing the wrong type could lead to a fuzzy image or not even being able to read some of the words on a 4K game. Advantech Industrial Display Systems have chosen ITO PCAP Touch for their 43" Curved Monitors, which whilst has a light transmission of around 80%, still

provides a very clear image without compromising Touch Performance. This has the advantage of no visible wires, as you may see in other Touch Technologies.

Advantech Industrial Display Systems have also been successful in deploying a substantial volume of Bezel-Less Surface Acoustic Wave Touch screens. As there is only glass between the LCD and the user the light transmission is much better at around 90% and therefore a much better clarity and brightness is gained.

### FOUR - TOUCH PERFORMANCE

The modern world has been spoilt with the latest PCAP Touch Technologies, as used on all popular models of mobile phones and tablets. This in turn has raised the expectations of the public when interacting with a Touch Monitor. They expect the Touch Monitor to work in the same way and to be ultra-responsive.

As a result, we see that even though 10 Point Multi-Touch may never be used on most standard Gaming Cabinets, there is still a requirement for common gesturing strokes, such as "swipe" and maybe "pinch/zoom" also.

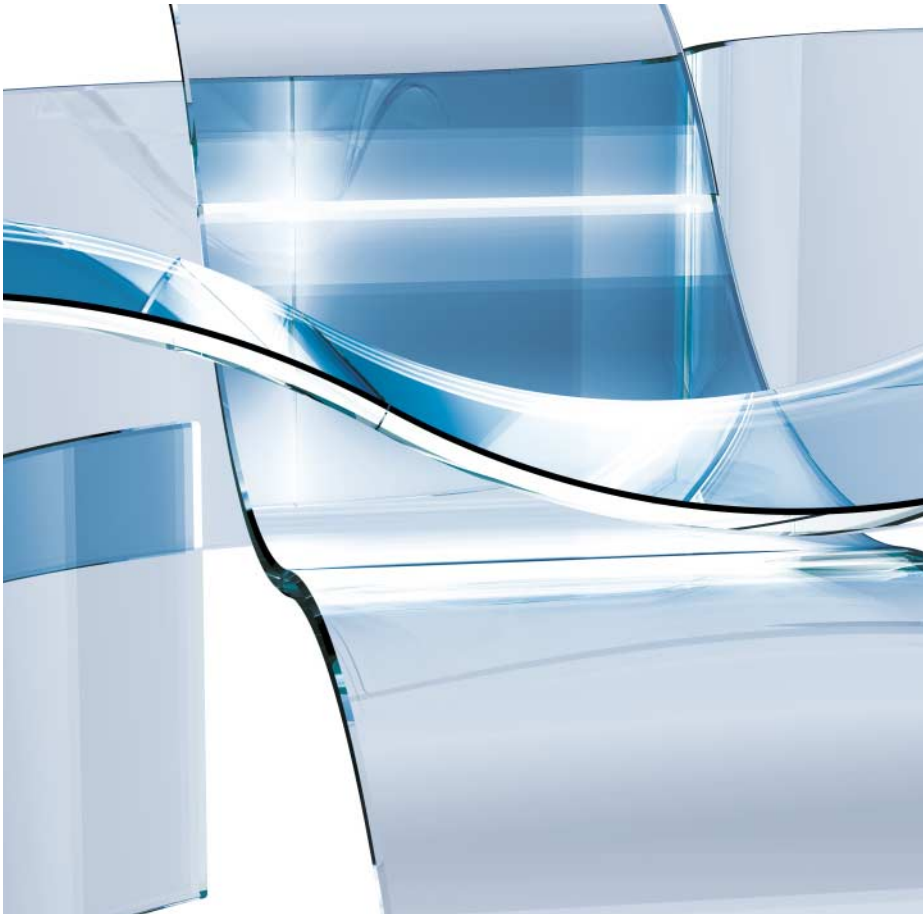
Of more importance is the responsiveness of the touch, when say adding chips to a Roulette Game before the cut off time and to also ensure that no false touches can take place, which could mean the difference between a player winning money or losing money!

Because of Advantech Industrial Display Systems' expertise in this area, we have produced many Button Deck solutions, which can also be combined with Mechanical Buttons in order to give the player a positive feedback when interacting. At the same time, we make sure that our Touch Controllers are optimised to give the best sensitivity settings to ensure that there is no EMI interference and at the same time ensure a smooth and faultless interactive experience for the player of the Gaming Cabinets.

### FIVE - POWER USAGE

Advantech Industrial Display Systems are always working with the latest technology when designing any new monitor. Most new technologies now demand less power in order to operate and we will always take advantage of this.

Another trend we are seeing, is for the display monitor to be of a higher brightness in order to catch the player's attention. Obviously, there has to be a balance, where the display is not too bright, that it becomes too uncomfortable for the player. Here, we are able to integrate our Universal Display Tool A/D Board, which has a Proximity Sensor amongst other sensors, so once the player sits down to play, the brightness can be adjusted to a comfortable level automatically. This also helps to reduce the power usage whilst the player is in situ.



# Quixant

With an ever-growing, unique and versatile portfolio of display solutions, Quixant – already world-renowned for their cutting-edge PC-based gaming hardware – are setting the innovation standard in this highly competitive field. However, it is not solely the technology that sells and breeds success; the knowledge behind it is just as crucial.

## ONE - ROBUSTNESS

An often-overlooked, but truly fundamental, attribute. Gaming monitors, by design, need to be rugged to enable all methods of player activity, as well as impervious to surface contaminants such as alcoholic beverages. This has become more important since the introduction of button decks, and in particular larger custom solutions with extensive glass surface areas. A growing proportion of users are requesting glass of up to 6mm thickness which is both thermally and chemically tempered to withstand potential impacts.

Quixant utilises all three of the current projected capacitive touch sensor technologies: metal mesh, ITO (indium tin oxide) and wire-based projected capacitive touch sensors in their gaming monitors, selecting the best solution for customers' requirements depending on two main factors: EGM type and overall preferred size. Large format gaming tables, becoming increasingly popular due to superior aesthetics

compared to traditional multi-station solutions, allied with improving touchscreen and panel costs, require a different application of PCAP technology – once more something that Quixant can execute effectively.

Historically, the requirement for impact protection has been stricken with issues: the thicker the glass, the greater the parallax. This effect can be reduced significantly with optical bonding, a process where improved image quality is significantly offset by additional production and service costs. From a design standpoint, physical durability is considered not just from the standpoint of customer usage and glass strength but in every area, from the type of electronic components used in the internal PCBs through to bonding techniques, thermal control, component lifetime and product longevity.

Quixant's many years' worth of manufacturing products to the highest standards ensures robustness right across the board.

Monitor technology is constantly evolving, with a drive to higher resolutions, OLED, HDR and higher colour gamut; faster response times and higher frame rate displays are all giving customers unparalleled visual performance and clarity.

## TWO - INTEGRATION

Integration has been known to present an issue with projected capacitive touch sensors, particularly in the technology's conception phase. These hurdles have been reduced somewhat in recent years with the development of advanced controller technology and firmware evolution; working with its touch partners Quixant are able to tune the touch sensor to the display, allowing for a reduction in airgap, or optically bond the touch sensor with the result of enhanced optical clarity. Electromagnetic interference (EMI) provides an additional challenge and becomes more relevant and apparent with larger touch sensors. Again, Quixant's close relationship with its designated touch partners is integral to overcoming the questions posed.

Integration starts from the basics of bespoke mechanical and glass designs but as a leading supplier of monitor products, Quixant takes integration to a whole new level. With a myriad of IPC and touch solutions in the field, platform integration can be problematic: electronic design, video signals, cabling, software and drivers may all cause unexpected issues that can be difficult to diagnose and to eliminate. Quixant's unique position as specialised gaming suppliers results in an in-depth understanding of this complex environment and the problems that can be intrinsic to it, allowing provision of unparalleled support – and the ultimate integration solution.

## THREE - VISUAL CLARITY

All variants of projective capacitive touch sensor affect visual clarity to some extent, with ITO the worst offender, giving the lowest light transmission at around 85%. Nano wire and copper wire provide the best relative optical result at around 90%, however with copper wires having a diameter of around 10um, they can be visible in certain lighting conditions. The quality of metal mesh also varies as does the associated light transmission (ranging from 85% to 90%), and depending on the sensor manufacturer can also give a slight colour hue to the display. As with all display-related variables, these perceived negatives can be allayed by vibrant image quality. With experience and the correct application, wire visibility can be reduced.

Monitor technology is constantly evolving, with a drive to higher resolutions, OLED, HDR and higher colour gamut; faster response times and higher frame rate displays are all giving customers unparalleled visual performance and clarity. Quixant constantly assesses global trends in order to filter those that are applicable to the gaming industry, and are ready with HDR, 4K and high colour gamut solutions.

## FOUR - TOUCH PERFORMANCE

Another hugely critical area, and one that is arguably the most important to the long-term success of a display, and in turn the game that it presents. Performance and responsiveness levels are determined by many factors. Firstly, the number of simultaneous touches required – single, dual or multi – needs to be decided between game development and manufacturing departments. Secondly, impact requirements which determines the substrate type and glass thickness, and thirdly, where and how the touch sensor is to be used. Thicker glass substrates,



# ELO

The name ELO is synonymous with touchscreen gaming with the company's latest solutions adopted by the industry's top OEMs.

## ONE - INTEGRATION

When choosing a gaming monitor for a new cabinet design you want to make sure the model will be available over a longer period of time to avoid having to redesign the whole cabinet. With manufacturers who control the whole process from design to tooling and manufacturing, product life cycles tend to be long and panel changes are incorporated within the same outside dimensions. Common internal commercial-grade components across various models make the integration across various sizes easier.

The choice of touchscreen technology is important for the ease of integration, as well as for maintenance. It is important that the touchscreen is sealed to the bezel as well as

LCD panel against liquids, dust and dirt, which simplifies the integration in to the final enclosure. Seamless edge-to-edge touchscreens such as projected capacitive, are easy to clean with no edges that traps dirt and grease. Edge-to-edge touchscreens also allow for modern cabinet designs with a flush mount display are and the possibility of mounting the touchscreen behind glass for an even uninterrupted surface area.

## TWO - POWER USAGE

Most commercial-grade gaming monitors today feature LED backlighting. LED backlights save energy, use less electricity to operate and generate less heat. Consumer or television panels should be avoided as they are not made for 24/7 use or portrait mode orientation.

## THREE - ROBUSTNESS

A gaming monitor needs to be robust enough to be left without supervision in a busy high traffic environment such as casinos, sports bars and betting parlours. Check for compliance with standards like IK-07 impact testing and UL-60950 ball-drop test that ensure a robust touchscreen. The Elo line of

reduce this impact by once again using unparallel technical and application knowledge to increase the air gap between the touch and the display, and utilising controllers that have a higher Signal to Noise Ratio (SNR).

Research to optimise the satisfaction of the player is a perpetual process, and the next big development in touch technology could be the introduction of graphene, where a one atom carbon layer is deposited onto film; this has very low resistance with virtually invisible conductors.

projected capacitive (PCAP) touchscreens meet these standards, and also have the option of through touch functionality, which allows you to add a piece of glass of up to 6mm in front of the monitor for additional security. There are also specific anti-vandal touchscreens for high risk applications and environments. Take into account that a touchscreen added as an after-thought to a non touch monitor will not have the same level of durability.

## FOUR - VISUAL CLARITY

There are several factors influencing the optical performance of a monitor. The touchscreen technology is one, where a glass touchscreen such as surface acoustic wave and two-glass solution (2GS) projected capacitive, provides a higher brightness and light transmission than a screen with foil, overlay or plastic film. Choose a wide viewing angle model for sharp colors and graphics in both portrait and landscape modes.

## FIVE - TOUCH PERFORMANCE

Today, a fast and sensitive smartphone-like touch performance is expected from larger screens as well. Projected capacitive (PCAP) is the most recognized touchscreen solution as that is what powers the technology in most smartphones.

The benefits of PCAP technology are numerous. PCAP technology allows simultaneous 10+ finger multi-touch with fast, accurate and extremely sensitive touch response and supports optional surface treatments like anti-glare and anti-vandal glass.

PCAP can be designed to avoid false touches from liquids and functions even with deep scratches when implemented properly. PCAP allows for zero bezel or so called edge-to edge cover glass designs resulting in a modern appearance that in addition is very easy to clean. PCAP is capable of registering touch through additional cover glass of 6mm or more with slight trade-off in accuracy and number of touches but still works great in outdoor ticketing machines subject to vandalism or touch displays positioned under glass countertops.

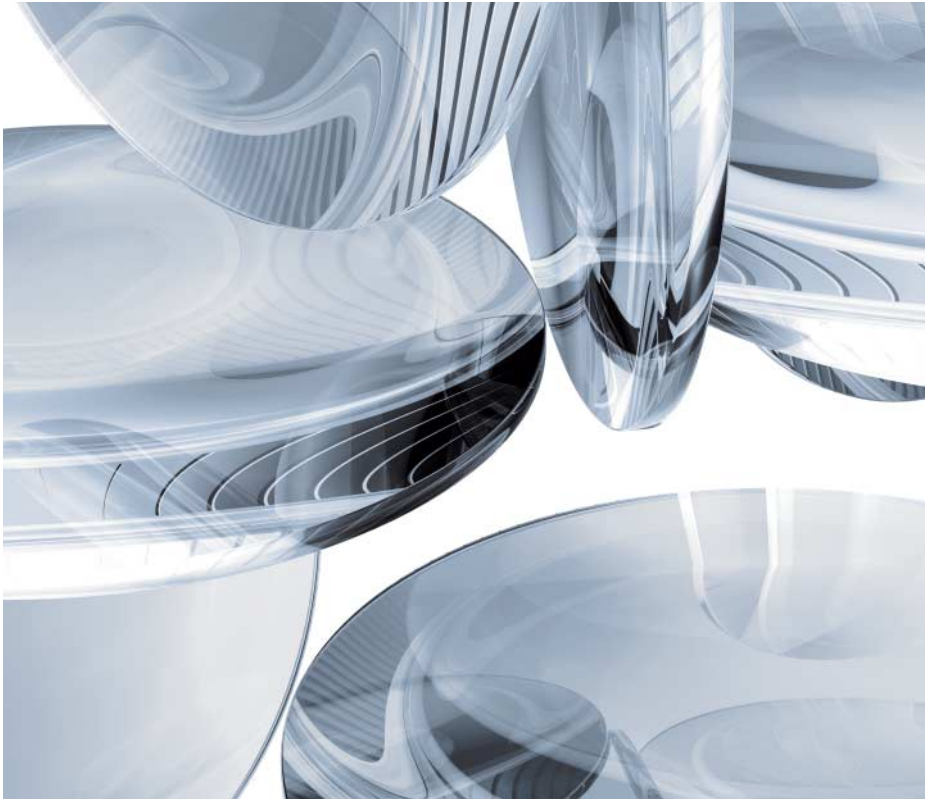
There are many variants of consumer style PCAP that would not work well in commercial applications. Choosing the proper projected capacitive touchscreen structure is crucial for gaming environments requiring long service life and subject to a high use rate and demanding environmental conditions.

along with larger touch sensors, tend to lower total performance as well as potentially reducing simultaneous touch efficiency. As a result, there is effectively a trade-off between multi-player interactivity and overall effectiveness. With this in mind, Quixant offer both ends of the scale, from industry standard single touch solutions all the way to 86" table screens with the opportunity for 80 simultaneous touchpoints and glass thickness of up to 8mm. An additional factor that can affect touch performance is EMI from the display and surround electronics. Quixant

## FIVE - POWER USAGE

The power requirements for touch sensor controller electronics have never been an issue as the power consumption is in the low mA range and are generally powered by 5V via USB.

With the desire for less waste and greener products, combined with constantly rising energy prices across the globe, Quixant monitors always follow the latest Energy Star standards as soon as they are released – a logical step in our rapidly evolving global landscape.



# Zytronic

New touch controllers for consoles offering improved compatibility for contactless payment and wireless phone charging as well as 30 per cent faster response have been launched by Zytronic, a leading manufacturer of large format, durable and customised Projected Capacitive Technology (PCT and MPCT) touch. The new ZXY500 family of multi-touch controllers is offered with custom design touch sensors manufactured to a unique customer size and specification with no minimum order quantity (MOQ), offering console designers maximum flexibility in design.

The major advantage of the new ZXY500 controller is its compatibility with contactless technologies increasingly being integrated alongside displays to enable payments, customer tracking and battery charging within the console. RFID, NFC and Qi phone charging all generate signals that can interfere with the operation of conventional touch screens, but the new controller has industry leading signal-to-noise ratios and sophisticated algorithms that change dynamically to reject electromagnetic interference in the operating environment. Zytronic has tested each of these technologies with the ZXY500 controller and demonstrated that they can be implemented very close to active touch area without impairing the performance of the touch screen. A further benefit is the new controller's support of 3D touch, which allows simple implementation of audible touch for partially sighted or blind users. A light touch can trigger an audible confirmation of the option selected, which can be confirmed by pressing harder.

The new controller is specifically designed for use with Zytronic's industry leading Projected Capacitive Technology (PCT™ and MPCT™) touch sensors. Zytronic is well known throughout the gaming industry for its complete

design flexibility. It can produce touch sensors and screens to the exact specification required without minimum order quantities. The new Zytronic ZXY500 touch controllers allow touch sensors to be designed with substantially reduced non-active borders. For example, a 55" diagonal touch sensor can now be designed with sub 10mm borders.

Commenting Ian Crosby, sales and marketing director said, "Console design is about improving the player experience, and our new controllers allows designers to create interfaces that are more exciting and more capable than ever before. The new generation of ZXY500

The new controllers have been designed to be HID (Human Interface Device) compliant and offer 'plug-and-play' operation with later Windows operating systems, and also support the latest Linux and Android versions designed for multi-touch.

touch controllers is easier to integrate into a system, and enables a faster, more responsive interface. In addition, we're helping designers integrate new functions into the console."

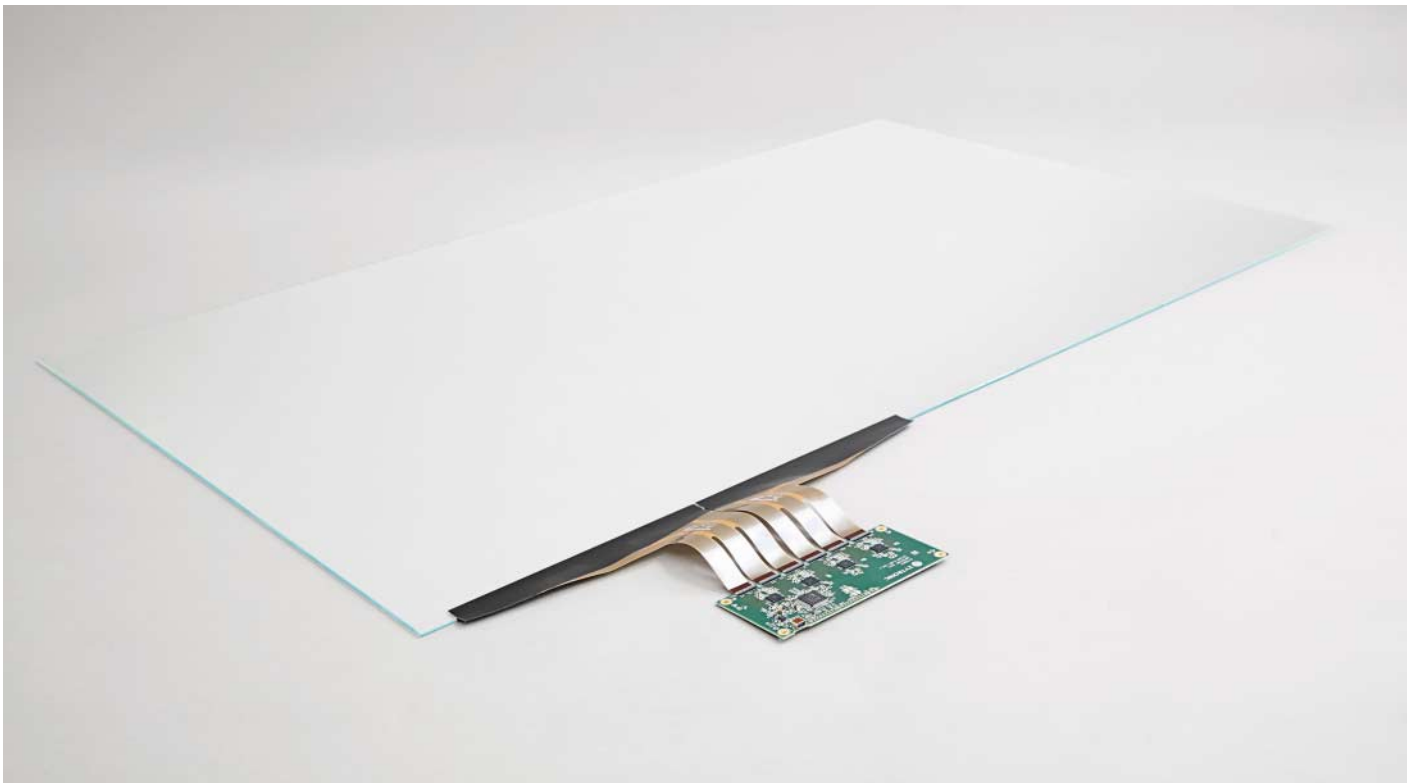
The ZXY500 can support up to 80 simultaneous touches enabling true multi-user interactivity and the implementation of improved palm rejection functionality. It also features increased speed, updating touch co-ordinates in just 1ms at the controller output, reducing touch latency by a third compared to previous generation controllers. Each channel on the device can be configured via firmware to operate in transmit or receive mode. This feature further enhances performance in applications where touchscreens of unusual aspect ratios are used.

Designed specifically for use with Zytronic touch sensors, the ZXY500 achieves exceptional performance and noise immunity on displays from 5" to around 86" diagonal, thanks to its class leading 40V on-board drive signal coupled with new proprietary touch sensing algorithms. Because of its excellent noise immunity, the ZXY500 allows the air gap between the display and the sensor to be decreased, reducing optical parallax and improving the appearance of the display. It can reliably detect touches through over 8mm of overlaying cover glass, even with gloved hands and is unaffected by contaminants on the surface of the touch sensor, making it ideal for outdoor and unattended installations.

Despite the high drive signal, the controller and touch sensor together can be powered from a 5V USB port, eliminating the need for a separate power supply. The ZXY500 is offered with USB output as standard, but also has options to add RS232, I2C, SPI and interfaces, to simplify system integration. They are also much smaller than previous Zytronic controllers. For example, the smallest controller in the new ZXY500 controller family is just 61 x 64mm. The flexible printed circuits (FPC) connecting the touch sensors to the new controllers have also been reduced to just 120mm in length, further helping to achieve a compact overall touch system design.

The new controllers have been designed to be HID (Human Interface Device) compliant and offer 'plug-and-play' operation with later Windows operating systems, and also support the latest Linux and Android versions designed for multi-touch. All settings including calibration data can be stored in non-volatile memory on-board the controller, so that once an initial touchscreen ("golden unit") has been optimally set up, these settings can be copied directly into firmware and used to configure further interfaces in production without the need to repeat the set-up and calibration process.

The exceptional performance and functionality of the controller results from the unique ASIC (Application Specific Integrated Circuit), a



custom chip created by Zytronic specifically for the ZXY500 family. Zytronic invested over \$1 million in the development of the new ASIC, which has enabled a reduction in the cost and size of the controller and the elimination of much of the obsolescence risk associated with the use of third-party components for core parts of the design. The new ASIC's are also available together with a STM 32-bit ARM Cortex microprocessor loaded with Zytronic's proprietary touch detection algorithms as a 'chip set'. Customers who sign a special licence agreement may then be supplied with the core chip set together with the controller schematics and bill-of-materials. Zytronic's engineers will then work with the client to design the ZXY500 controller directly onto a mother board within their device or system, further reducing cost and conserving valuable space.

Zytronic is releasing a family of three ZXY500 controllers optimised for different sizes of touch interface. The 64-channel ZXY500-U-OFF-64 is recommended for sensors of 5" to 20" diagonal, the 128-channel ZXY500-U-OFF-128 for sensors of 20" to 55" and the 256-channel ZXY500-U-OFF-256 for sizes above 55".

One of the key points of difference for the gaming sector is the upgrade in performance when compared to the current generation of touch controllers, while the second significant benefit is the comprehensive level of support offered to customers. Most touchscreen manufacturers don't own their controllers themselves, instead opting to use third-party touch electronics. Eight years ago, Zytronic brought the production of its controllers in-

house, and have spent over £1m developing a new controller, which at its core has an application specific integrated circuit (ASIC), including a bespoke chip design.

"The New ASIC has enabled us to boost the signal to noise ratio, which lets the touchscreen filter out any extraneous interference from other components in the slot machine, such as power supplies, the display, coin-acceptors, cooling fans etc. The ASIC filters out electro-magnetic interference from the other peripherals, which not only boosts the overall touch performance, but also improves the design of the touchscreen by bringing the touch-overlay to the front of the screen. This slimline design improves appearance and eliminates parallax effects, which means that if a player is sitting slightly off-axis, looking at the display from an angle, the smaller gap between display and touchscreen ensures there's no offset between their contact with the screen and the objects on the display."

Additionally, the new controller enables Zytronic to slim down the borders of the touchscreen, effectively eliminating them to create a super slim bezel. "We have seen developers buy into the latest LCD panels only to find they have a touchscreen with a 20-30mm border all the way around," states Mr. Crosby. "The new controller effectively eliminates the borders to match the touch overlay underneath, greatly expanding the design options for the OEM."

At present, a number of Zytronic's gaming customers have begun designing systems

"This slimline design improves appearance and eliminates parallax effects, which means that if a player is sitting slightly off-axis, the smaller gap between display and touchscreen ensures there's no offset between their contact with the screen and display objects."

around the new controller and are presently going through regulatory approvals ahead of launch at G2E in October.

"When we first launched a range of multi-touch products, we didn't release an ASIC-base solution, for the fact that it's very costly," explained Mr. Crosby. "However, it was always on the road-map to develop and upgrade the performance of our touch controllers, with us finally pulling the trigger on the new design, incorporating ASIC, two years ago."

The impact of this new controllers with players will be dependent on the game. If players are simply pushing touchscreen buttons, the difference is going to be debatable. However, as designers start to push the envelope, shaving milliseconds off touch response in very interactive games, especially in skill-based gaming, will become increasingly important. In a bonus game, in which a player is directing an onscreen avatar with the touchscreen, such instant response will become essential for players to truly engage with the games.



## Corporate Coding Academy Education NOVOMATIC

NOVOMATIC has developed a Corporate Coding Academy (CCA), a training site for future company game developers, and has begun searching for suitable participants. Starting in November 2018, the 'coding heroes' of tomorrow will take part in a high-quality, customized six-month programme to become Junior Game Developers.

"We need game developers, and our plan is to use this programme, unique in Austria, to ensure that our new recruits are perfectly trained," Dr. Klaus Niedl, Global HR Director at NOVOMATIC. This unique training programme for future game developers is taught by very experienced specialists from the software and game development industries.

In addition to technical input, the participants will receive insight into game studios and their game development processes. The six-month training programme is divided into three stages, each eight weeks long, and will take place at three game studios in Vienna (Greentube) and Gumpoldskirchen (NOVOMATIC).

A combination of online and traditional training offers flexible 'on the job' learning, and is designed to help maintain a work-life balance. Building on previous knowledge, the Corporate Coding Academy teaches total game development and associated programming languages such as C++ and SDL/OpenGL. Participants will be selected based on a multi-step selection process; the training will not cost Corporate Coding Academy students anything

## Big Ben Hall Live Casino Online BetConstruct

International software provider, BetConstruct, is introducing its new gaming set-up, Big Ben Hall, for Live Casino games.

Delivering traditional casino to online players can be challenging. The technical part gets all the credit providing a trustworthy experience, but it is the human-to-human aspect of the live casino that brings excitement to the game and engages players.

Maintaining this approach, BetConstruct offers its live dealer games enhancements with a new design and gaming feature. BetConstruct invites the players preferring English to play familiar games in the new Big Ben Hall.

All the gaming sessions are streamed in HD and we



feature a multi-camera view for our Roulette. For the added excitement BetConstruct integrates multigame view technology allowing to play up to four games at a time. We build a stronger attraction for new players by developing an attractive playing environment for them, thus enlarging the audience of BetConstruct's partners.

## Tower 104 Casino Slots Casino Technology

Casino Technology has released a new game mix dedicated to the EAE trade show in Bucharest, September 3-5. The game package is the latest addition to the successful TOWER series and is launched under the title TOWER 104. Consisting of 40 titles, It is available with TOWER slant top.

Elena Shaterova, Global Sales Director at Casino Technology said: "We are offering a graphically rich game package with titles that will take players on an entertaining adventure with many possibilities to win while having an intriguing quest for fun."

The gaming experience is further enhanced by the 43ins. horizontally curved monitor with 4K resolution of TOWER slant top. The sophisticated slot machine



combines high end technology with ergonomics, crystal clear sound, vivid colours and LED illuminated side details, offering stability and excellent performance.

"We have installations of TOWER slant top all over Romania and with the new game mix TOWER 104 we will further enhance interest, bringing more diversity and increasing results for operators," explained Valentina Dobre General Manager for Romania at Casino Technology.

During Entertainment Arena Expo in Bucharest the modular EZ MODULO series of slot machines will also be presented with diverse

content. The slot machine version with two full HD 27ins. monitors with built-in touch screen of the main monitor and optional 24ins. topper will be showcased with the SPEED KING game suite with 20 to 60 titles. The EZ MODULO version with two 32ins. monitors will be presented with the 4-level progressive game suite GORILLA WHEEL with 6 titles.

At the trade show Casino Technology will premiere its new Neon games series which features intriguing game maths, different types of game mechanics and interactive bonus features that guarantee maximum slot machine occupancy.



## Slot Gaming Street & Casino EGT Spain

During an awards presentation in Spain, Euro Games Technology's Gergana Chelebieva, director of EGT Spain, revealed details concerning the company's expansion plans for the Spanish gaming market.

Confirmed in an acceptance speech for sustainable development in a ceremony at Casino Gran Madrid de Torrelodones, Mrs. Chelebieva acknowledged the rapid development of Euro Games Technology worldwide, which

began with only six people and has since grown to over 1,500 employees, 22 offices globally, and two subsidiary companies – EGT Multiplayer and EGT Interactive.

"The office in Spain has followed the overall growth trend of EGT, succeeding for only three years to make installations of land-based machines in 11 of the 17 jurisdictions in the country," stated Mrs. Chelebieva. "Our main goal, apart from the casino segment, is to become a trusted provider of products for the gaming halls and

we have solid grounds to believe that we will be successful. We are now in final stages of development of our dedicated for this market slot cabinets and software and the strong advantages of our models in terms of innovation and high-performance will definitely make a change in Spain as they have done in numerous other countries."

During the year EGT Spain will also direct its efforts toward the online gaming, being currently in final negotiations with several major local operators.

## Gaming Displays Peripherals Quixant

Quixant has launched an exciting new range of contemporary monitor and digital button deck solutions.

The latest releases in Quixant's already versatile monitor portfolio are highly attractive "floating" 23.8" and 27" designs. Offering not only stunning content delivery in an impressive aesthetic package with multiple touchscreen technology options, using this approach can in many cases greatly simplify cabinet design, and in turn reduce development time.

The popularity of video button decks is increasing rapidly worldwide. With a focus on near-limitless customization, Quixant's "can do" attitude is attracting the attention of a number of



major players – and its 13.3" Playdeck, which incorporates opportunities for bespoke cutout and physical button integration, is bringing true

user interaction to the fore. With the increasingly competitive global EGM marketplace perpetually striving for eye-catching, unique concepts, display architecture is undeniably a hugely fundamental aspect of this core objective. With these pioneering new designs, seamlessly integrating with the company's widely-acclaimed PC-based gaming platform technology, and the unique, extensive differentiator feature set that encompasses its Gaming Ecosystem®, Quixant truly lead the way in the provision of cost-effective, powerful systems for the industry.

"We are extremely proud of our new display solutions", said Martin Salter, Business Development Manager for Quixant. "We feel that they epitomise where the global gaming industry wants, and needs, to move to over the coming years, and provide the reliability, versatility, and cutting-edge conceptualisation that we as a company are renowned for."

## Gana Con Susana Progressive Jackpot Aristocrat

A player has won \$405,877.20 on Aristocrat's new Gana con Susana ONE LINK progressive jackpot. The jackpot is the first since the Gana con Susana progressive launched at City Center Rosario and hit within the first 10 days of going live on the casino floor.

When Susana Gimenez's voice cheered "¡Si!!!!!!!!!!!!!!!!!!!!!!!, you won!" over the game speakers announcing the jackpot, the player said he wasn't sure what had happened until he was applauded and congratulated by other players in the casino.

The Gana con Susana progressive launched June 7 with a personal appearance by mega television star Susana Gimenez at City Center Rosario.

The progressive has a configurable starting jackpot of 300,000 pesos up to a maximum of 450,000 pesos. This sum creates even more excitement in the casino by adding a jackpot progressive on top of each



player's favorite slot games. Aristocrat's ONE LINK Mystery Progressive Jackpot is a customizable program that offers a wide area or single site progressive jackpot. The solution is fully integrated into Aristocrat's media system to create visual appeal and leverages the bonusing pool capability across the enterprise.

The progressive technology allows the operator to select any Aristocrat Game Sale product to run on the link, including newest game themes as well as proven player favourites.

## Spinal Tap Online Slots Blueprint Gaming

Leading UK-based game studio Blueprint Gaming is turning excitement levels up to 11 with its latest release This is Spinal Tap, inspired by the classic 1980's rock mockumentary.

Under licence from Studiocanal, band members David St. Hubbins, Nigel Tufnel and Derek Smalls all feature in this 243 ways game.

The crowd goes wild when the Rock Mode is triggered as the grid expands to 7 reels wide and becomes an incredible 2187 ways game. The spinning turntable bonus round provides players with the chance to win additional wilds determined by where the needle stops on the record.

Enjoy the ultimate gig experience with the game's VIP pass, where rockers can gain access to the super bet feature and win up to 11 spins with multiple modifiers available.

Blueprint's renowned high-quality graphics brings this



game to life with awesome strobing lights and detailed design of the band's instruments and famous mullets, putting the player right on the front row.

Jo Purvis, Director of Marketing and Relationships at Blueprint Gaming, said: "We're rocking out with one of the greatest and funniest UK bands of all time in what is sure to be our loudest release yet.

"This is Spinal Tap is a cult classic and we're confident our adaptation of the film will appeal to the masses. David, Nigel and Derek all feature as we take it up to 11 for a deafening experience."

## Bill-to-Bill 300XE Cash Handling SUZOHAPP



The Bank of England (BoE) regularly tests automatic banknote handling machines to ensure that they only accept genuine banknotes and reject counterfeits. Furthermore, the BoE publishes the list of machines that have passed the test in order to help manufacturers choose the banknote handling equipment most suitable to their needs.

SUZOHAPP ensures excellent banknote acceptance and counterfeit rejection. This top level of security was recently recognized for the Bill-to-Bill 300XE banknote recycler which successfully passed the latest BoE testing process in June 2018.

"We are proud to have comfortably passed the Recognition Test with 100 per cent of genuine GBP banknotes correctly accepted," stated Wilbert Bieleman, President & Managing Director EMEA.

"Our Bill-to-Bill 300XE has also successfully passed the detection test of counterfeit notes," commented Steve Fitton, Sales Director for UK Solutions. "This result proves the high level of accuracy of our validation technology."

# Products

## LAND-BASED AND INTERACTIVE GAMING



### Double Hot Online Slots Synot Games

Who doesn't like a bit of nostalgia? Fruity Double Hot is a 3-reel, 5-payline slot resembling classic vintage mechanic slots from Synot Games. This game will take you all the way to a 50's American style arcade full of juicy fruits, bars and bells in eruptions of big wins. Enjoy the simple thrill of the game thanks to straightforward features and high volatility.



### Bryke Casino Slots Zitro

The increase in the number of machines of Bryke's product range in Mexico is accelerating with a new delivery of 250 machines for the 16 venues of the renowned Mexican operator, Big Bola Casinos.

"These new installments demonstrate the confidence that Big Bola Casinos is placing in our diverse product lines. Our differentiated gaming experiences for different player profiles, with games like Link King, our progressive multigame Link, or the popular product lines Pick & Win and Blazing Pearls, is what customers have asked for, and is what we have provided" commented Johnny Viveiros Ortiz, founder of Zitro.

"We would like to thank Big Bola Casinos, after so many years of successful collaboration with our Zitro products, for giving us the same opportunity with our new Bryke products," concludes Johnny Viveiros Ortiz.



### ALMIGHTY REELS - Realm of Poseidon Online Slots Greentube

ALMIGHTY REELS - Realm of Poseidon features the Greek god of the sea and the protector of all waters, Poseidon, who starred in ancient Greek literature as well as in modern television adaptations. Greek mythology is also the inspiration for this slot game which features 25 win lines on 5 reels.

In Poseidon's realm, a Golden

Temple located in the depths of the sea, symbols are eagerly waiting to stretch across three entire reels, and flood the player's account with colossal Twist wins in this underwater adventure. But players should be aware of trying their luck too hard as Poseidon is considered one of the most bad-tempered, moody and greedy Olympian gods.

The aim in ALMIGHTY REELS - Realm of Poseidon is to line up 5 matching winning symbols on one of the lines that pay from left to right. The Wild symbol is the Golden Temple and substitutes for

all symbols except for the Golden Coin Scatter symbol. The scattered Golden Coin only lands on reels 2, 3, and 4. Ten free games with Giant Bonus symbol are triggered when the Scatter appears entirely and stretches across nine reel positions.

Before the free games commence, the Cornucopia, the Harp, the Vase, the Helmet or Poseidon are randomly selected as Giant Symbols. During free games, this symbol can completely appear on reels 2, 3 and 4 and assure immense winnings.

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### Pivot3 Surveillance Caesars Ent.

Caesars Entertainment EMEA has deployed Pivot3 HCI to ensure robust protection of critical video surveillance data, and to future-proof its IT infrastructure to support a wider range of workloads. Pivot3 unifies storage, compute and virtualization resources into a powerful, easy-to-deploy solution that reduces cost, IT complexity and organizational risk. With Pivot3, Caesars can now support multiple mission-critical workloads, including video surveillance, on a single high-performance and cost-effective infrastructure platform.

"We selected Pivot3 because we have complete confidence that its highly-resilient HCI technology will protect our video data," said Charles Rayer, IT director, Caesars Ent. "It's critical that video data is protected, always available and easily accessible at any time, from any device or location. Pivot3 supports our broader roadmap initiatives with the opportunity to expand hyperconverged to our datacenter and enterprise computing applications, which helps future-proof our investment and drive additional value across our organisation."





## Fu Lai Cai Lai 5 Sea Legends, Fu Lai Cai Lai Stack Wild Luxury and Fu Lai Cai Lai Triple Festival Casino Slots Aruze Gaming

Aruze Gaming has announced the launch of its latest range of Fu Lai Cai Lai casino slots: Fu Lai Cai Lai 5 Sea Legends, Fu Lai Cai Lai Stack Wild Luxury and Fu Lai Cai Lai Triple Festival.

Experience the new Muso Triple-27 cabinet with three powerful new titles! Fu Lai Cai Lai 5 Sea Legends, Fu Lai Cai Lai Stack Wild Luxury and Fu Lai Cai Lai Triple Festival are 5 reel, 243 ways video games. In all three games, when the jackpot symbol lands, it signals a Jackpot Chance. However, the jackpot feature can also be triggered randomly. Then a choose bells until three matching jackpot levels are revealed. Random coin bonuses may also appear and award credit prizes.

Each of the three Fu Lai Cai Lai titles has a unique free games feature. Fu Lai Cai Lai 5 Sea Legends has six free games with a choose your volatility feature. Fu Lai Cai Lai Stack Wild Luxury has eight free games where a chosen picture symbol will become wild. Fu Lai Cai Lai Triple Festival has eight free games, and wilds pay triple during regular or bonus play. Three bold new titles in an outstanding new cabinet make for a lucky combination.



## PAC-MAN Wild Edition Casino Slots Ainsworth Game Technology

Following the success of Ainsworth's PAC-MAN WILD EDITION in the North American casino market, Casino ADMIRAL Gibraltar has launched the game on its casino floor alongside a compelling line-up of Ainsworth titles. The new game selection complements the entertaining

range of slots, tables, bingo and sports betting available at the Gibraltar venue.

PAC-MAN is one of the most recognisable figures in video game history and Ainsworth has brought the retro feel to casinos as part of a partnership with Bandai Namco

Entertainment Inc. PAC-MAN WILD EDITION arrives at Casino ADMIRAL Gibraltar on the advanced A640 cabinet and brings with it great gaming action, sounds and features such as a 'Fruit Bonus' for increased wins, free games that turn the screen into an extra-large 9x5 reel array and a 'Big Wheel Spin' feature that gives the chance to win one of three progressive jackpots.

Next to PAC-MAN WILD EDITION™ on the A640 cabinet is Rumble Rumble Bear that features a curved reel display above the main reels, a variety of bonuses and 2-level standalone progressive jackpot.

The A600 cabinet has also been introduced at the venue, exciting players with top performing titles such as Fire Strike and Treasure Strike on the Dream Strike multi-level linked progressive, and Ultimate Thunder and Wild Wins on the Win Storm linked progressive.

## Bryke Pick & Win and Blazing Pearls Casino Slots Zitro

Just as Zitro's Video Bingo products are soaring in success in Mexico at the moment, Zitro's Bryke machines are similarly surging in popularity.

Palacio de los Números, one of the most important casino operators in Mexico, has confirmed the excellent performance of Bryke and has reiterated its confidence in the product range by installing 94 additional machines in its casinos located at the major cities of the country.

The Bryke Pick & Win and Blazing Pearls machines have proven tremendously popular among players and profitable among operators, and now added to this product line is Link King, the progressive linked multigame featuring a panoramic sign, which have been very well received by casinos around the region.



Johnny Viveiros Ortiz, founder of Zitro, said "We are proud to have met the very high expectations of Palacio de los Números, and we deeply appreciate the trust they have placed in us with this new order. We will continue to surprise with innovative Video Bingo and Video Slot games that players enjoy, whether in a casino in Mexico or anywhere else in the world.

## Big Spinner Online Slots Betdigital

Betdigital, developers of content & systems for online, mobile, interactive TV and land-based gaming platforms, has today released Ambassador and Big Spinner slots titles.

Ambassador is a one-line, four reels game based on the classic 1980s slot machines from Europe. It features the Ambassador Wheel where a x1000 prize is on offer and this sits alongside the Fruit Pot progressive feature.

Players' favourite Joker 10000 and Joker 10000 Deluxe is followed by the launch of Big Spinner. Instead of mystery



winner, Big Spinner has a bonus wheel where players can get either 1, 2 or 3 spins when the Wheel symbols are revealed. Atmospheric audio and rich visuals add to the excitement on the reels.

Heath Samples, CEO at Betdigital

commented about the launch: "Ambassador and Big Spinner will be a welcome addition to any operators' games portfolio. Each title has all the classic features loved by slots players, but with fresh innovative features to ensure maximum player engagement and results."

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