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April 2019

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Cutting the strings to its gambling monopoly in 2012 has allowed the new legislation to respond to online

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Lewis Pek
Editor



Comment

April 2019

Finishing late into the evening at a conference event last year, I walked back to my hotel agreeing to "one for the road" at the bar. Beer in hand, my colleague wanted a cigarette so we moved out to the terrace where there was a single table with five chairs. Three were occupied, but we were graciously welcomed to sit with the party of smokers.

The trio introduced themselves as a Lebanese business fixer, a Belgian digital expert and a Russian model/actress. There was a polite exchange of details before the two gentlemen returned to their conversation concerning the cryptocurrency conference they'd both attended that day.

The business fixer explained that he was a merchant selling goods between countries and was interested in the ability of cryptocurrency as a universal currency. He was also currently in the market to sell his multi-million dollar apartment and would like to use cryptocurrency to avoid paying tax.

The digital expert explained his role in acquiring large percentage shares of

I WAS GENUINELY TAKEN ABACK AS TO HOW THE CONVERSATION
WAS SO NORMAL, BUT WAS DISCUSSING SUCH NEFARIOUS ISSUES

startups looking to create an initial coin offering to raise capital. His firm invests in fledgling companies with a view that few would actually survive the process beyond a few months, but viewed the losses versus the spectacular returns a worthy investment. Both men swapped business cards with a view to helping each other with their difficulties in the future.

What was surprising to me about this exchange, not simply that both were unconcerned about talking about such issues in front of strangers, was the scale of the financial transactions they were discussing and the relative ease with which such money transfers could be facilitated through cryptocurrencies. I guess that's naive of me, but I was genuinely taken aback as to how the conversation was so normal, but was discussing such nefarious issues.

I had forgotten completely about the encounter until I read Phil Martin's interview with KamaGames' CEO, Andrey Kuznetsov, who frankly talks about his company's involvement with an ICO in 2018. I'm not sure if our digital expert friend was in touch with KamaGames, but it certainly sounds like it. I'm sure that there are billions of perfectly legal transactions taking place using cryptocurrency and we've expounded on the benefits of blockchain within gaming in the past, but remembering that conversation still worries me about the direction of travel.

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Calendar

April 2019

NORTH AMERICA

Indian Gaming Tradeshow & Convention 2019

April 1-4, 2019

LOCATION

San Diego Convention Center, San
Diego, California, United States

ORGANISER

National Indian Gaming Association
224 Second Street SE
Washington DC

United States

DC 20003

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EMEA

Feria Internacional del Juego 2019

April 9-10, 2019

LOCATION

Hall 3, Feria de Madrid (IFEMA),
Madrid, Spain

ORGANISER

Grupo Random SL
c/Julian Camarillo 47, A-205
Madrid

Spain

28037

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SOUTH AMERICA

FADJA Colombia 2019

April 10-11, 2019

LOCATION

Corferias, Cra. 37 #24-67, Bogotá,
Colombia

ORGANISER

3A Producciones
Carrera 3a #10-65 Office 702
Cali Valley
Colombia

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NORTH AMERICA

Betting on Sports America 2019

April 23-25, 2019

LOCATION

Meadowlands Exposition Center, New
Jersey, US

ORGANISER

SBC Events
New Kings House
136-144 New Kings Road
London

United Kingdom

SW6 4LZ

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www.sbcevents.com/betting-on-
sports-america-2019

NORTH AMERICA

ICE North America 2019

May 13-15, 2019

LOCATION

Boston Convention & Exhibition
Center, Boston, Massachusetts,
United States

ORGANISER

Clarion Events
Fulham Green, Bedford House
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La directora de la Superintendencia de Casinos de Juego de Chile (SCJ), Vivien Villagrán (arriba), les ha asegurado a los potenciales inversores que la nueva licitación de 14 casinos será muy diferente a la licitación de las licencias municipales. Afirmó que el nuevo proceso de licitación será más atractivo para los operadores, ya que no habrá condiciones especiales ni ofertas mínimas especificadas por los gobiernos municipales.

Los casinos de Uruguay que no den parte de transacciones sospechosas podrían sufrir multas de hasta dos millones de dólares conforme a los nuevos reglamentos puestos en práctica por la Secretaría Nacional para la Lucha contra el Lavado de Activos y el Financiamiento del Terrorismo.

El director de la Secretaría de Control Fiscal, Energía y Loterías de Brasil (SAFEL), Alexandre Manoel Angelo da Silva, ha anunciado que las nuevas reglas sobre apuestas deportivas deben entrar en vigor en los próximos dos años. El Gobierno tiene previsto decidir sobre la forma más viable para las apuestas deportivas en el primer semestre de 2019 como parte del desarrollo de la ley 13.756/2018.

Los senadores del partido de izquierdas Movimiento de Regeneración Nacional (MORENA) han presentado una iniciativa para subir los impuestos sobre el juego y cambiar las reglas del juego online. «La propuesta incluye un nuevo régimen fiscal para la organización de juegos con apuestas y loterías, a la vez que estimula un sector en crecimiento en nuestro país».

La entidad reguladora del juego en Colombia, Coljuegos, ha concedido una nueva licencia al operador con base local Games and Betting S.A., que se convierte así en el 17.º operador autorizado en el país. Bajo el dominio www.betjuego.co, la compañía ofrecerá apuestas deportivas, juegos de ruleta y máquinas tragaperras online.

El grupo de juego francés Barrière, junto con su empresa asociada andorrana Lleure 3D, ha presentado una demanda contra el Consejo Regulador Andorrano del Juego (CRAJ) después de que este decidiera anular la concesión a la empresa andorrana Jocs SA. Genting y Partouche también han presentado una queja contra Víctor Tàpies, un consultor contratado por el CRAJ.

Mientras que los 201 casinos de Francia registraron una ligera subida en los ingresos procedentes del juego a lo largo de 2018, más de la mitad de los establecimientos de juego del país están a la baja. Los ingresos brutos del juego para el sector de los casinos se situaron en los 2305,7 millones de euros, en comparación con los 2292,7 millones de euros que se registraron al año anterior, lo que supone un incremento del 0,57 por ciento.

El Gauselmann Group está ampliando su presencia en el segmento de los casinos. A través de Gauselmann Spielbanken Beteiligungs GmbH, está invirtiendo en Spielbank Mainz GmbH & Co. KG y en su asociada general Spielbank Mainz Beteiligungs GmbH.

The new licensing process will be more attractive for operators as there will be no special conditions or minimum offers set down by the municipal governments

CHILE LICENSING



New Round of Chilean Gaming Licences

Head of the Chilean Gaming Control Board (SJC) Vivien Villagrán (above) has reassured potential investors that the relicensing of 14 casinos will be very different to the tender for the municipal licences. The new licensing process will be more attractive for operators as there will be no special conditions or minimum offers set down by the municipal governments she said.

Ms. Villagrán said that the SCJ is now focused on preparing the new bases for the 14 licences for the casinos that were built from 2005, under law No. 19.995, and which were not part of the municipal casinos. Last year marked the 10th anniversary since the establishment of the first non municipal casino in Chile, regulated by Law 19.995. The licences established by the law will expire between 2023 and 2025, but the bases for the new tender must be ready by July 2020.

In the next tender, she explained, the law frees potentially interested parties from two requirements: 'special conditions' will not be incorporated, such as infrastructure requested by the municipalities, nor will they need to present a guaranteed minimum bid. "There is an economic offer, but not a guaranteed minimum," she said. The operating permits of the newly renewed licences will be for the duration of 15 years, and were originally granted for 15 years in the region in which they are located. However, a bidder will be able to put forward a proposal for a project in another city

or location different from where the casino is currently operating. "The process should be more competitive," she said, referring to the recent tender for seven licences for the casinos.

The granting of the municipal licences was fraught with controversy. A number of potential operators pointed out shortcomings as well as a lack of information when it came to the process initiated by the SJC. They also warned that the demands put on operators applying for the casino licences were excessive and would make the businesses unprofitable.

In June, the Deciding Council of the SJC awarded five municipal casino licences, with Enjoy scooping four licences and Sun Dreams one, while the other two tenders (Arica and Puerto Natales) have been delayed.

Asked if there was room for more operators in the country, Villagrán said: "This has been a concern since I came to the board. One always wants there to be a greater number of bidders, but that desire has a restriction that is linked to the characteristics of the market: size, geographic distribution, economies of scale."

Gross gaming revenue for the 18 casinos in Chile combined with the seven municipal casinos reached \$40,966m (around US\$63m) in January 2019. This is a negative monthly variation of minus -3.7 per cent compared to 2018.

Uruguay

US\$2m fines for non-AML compliance

Casinos in Uruguay that do not report suspicious transactions could be fined as much as up to two million dollars, according to new regulations put in place by the National Anti-laundering Secretariat. The director of the division said that in Uruguay there are four participants that have a legal responsibility to report suspicious activity, two private casinos: Enjoy and Carrasco; and two public operations: the municipal casinos and the General Directorate of Casinos.

The director explained that last year the Anti Money Laundering Secretariat worked with every casino in Uruguay in order to evaluate the risks and the control measures that needed to be put in place, and in October it issued a decree in

order to regulate further. The decree establishes that for those who gamble up to US\$3,000 there is no need for customers to provide proof of identity. As bets exceed US\$3,000, controls increase and customers will be asked to provide evidence to confirm the source(s) of funds they use.

For casinos that fail to perform the necessary controls, the penalties range from monitoring and warning, to fines of up to US\$2m. The Secretariat is currently awaiting the results of an inspection to determine if there were omissions when it came to controls over potential money laundering after it was revealed that a VIP player, Monica Rivero, gambled more than US\$4m between 2007

and 2017 in the Hotel Enjoy de Punta del Este casino along with her husband and brother. Rivero disappeared two years ago and has been accused of embezzling US\$7.6m from the company where she worked over a 10 year period. She was found and arrested by Interpol officials in February.

In the wake of the scandal the casino announced that all prevention measures against money laundering were in place. In a statement The Hotel Enjoy de Punta del Este casino said that "it bases its actions on high standards of transparency and an internal culture of strict regulatory compliance" adding that it applies "internal policies, a crime prevention model and strong control measures, for which its casino has never been used as an ingenious way to launder money."



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Şans Girişim, la empresa conjunta de

Scientific Games, se ha hecho con el contrato exclusivo IDDA de apuestas deportivas para 10 años en Turquía, en lo que constituye el mayor mercado de apuestas deportivas de Europa con patrocinio estatal y que está en el Top 3 del mundo en cuanto a ventas.

El operador de casinos griego Regency

Entertainment ha confirmado que en el año 2021 reubicará su licencia de Atenas de Mont Parnes al barrio de Marousi, al noreste de la ciudad. La empresa destinará hasta 200 millones de euros a reubicar el casino a un recinto sito en 55 stremma en Marousi conocido como «Dilaveri estate».

SIS (Sports Information Services) ha

alcanzado un acuerdo con BetVictor, una de las empresas de juego online líderes de Europa, para suministrarle a la empresa contenidos de canódromos británicos e irlandeses. Este acuerdo viene a reforzar la oferta de canódromos de BetVictor, con acceso a más de 33 000 carreras al año retransmitidas por streaming desde las 8:00 h hasta las 22:00 h, hora británica.

Blueprint Operations ha anunciado el

nombramiento de una figura enormemente respetada en el sector, David Purvis, que asume la responsabilidad sobre todas las actividades empresariales.

Grupo Vid, un distribuidor de máquinas de

juego con base en Málaga, ha renovado su contrato con el proveedor de soluciones de juego globales Aristocrat Technologies para la distribución y el mantenimiento de sus juegos Salon en el mercado español.

FanDuel Sportsbook en The Meadowlands

sigue dominando el mercado de los establecimientos físicos, tras registrar unos ingresos brutos de 1,5 millones de dólares en febrero, en claro ascenso tras los 1,2 millones de dólares consignados en enero. En segundo lugar después de FanDuel figuraron los 142 846 dólares registrados por Resorts AC. En total, las casas de apuestas deportivas online y en establecimientos físicos de Nueva Jersey ganaron en neto 12,7 millones de dólares sobre 320,4 millones en apuestas deportivas, lo que supone una caída del 16,8 por ciento respecto a los 385,3 millones de dólares alcanzados en enero.

El operador canadiense Century Casinos hizo

público un récord histórico de ingresos operativos netos anuales en 2018, con una subida del 10 por ciento respecto al año anterior, a pesar de perder 10 millones de dólares en ingresos debido a retrasos en las licencias en Polonia.

El operador de casinos australiano Crown

Resorts tendrá que reconsiderar sus opciones de cara a la construcción del edificio más alto de Australia, habida cuenta de que su solicitud para retrasar el inicio de las obras ha sido rechazada por el Gobierno de Victoria. La torre One Queensbridge, de 90 pisos y 323 metros de altura, debería haberse construido en el resort con casino propiedad de la empresa en Melbourne con un coste de 1800 millones de dólares australianos.

Sports Betting Regulation in Two Years

The Brazil government plans to decide upon the most viable mode for sports betting in the first half of 2019 as part of the development of Law 13,756/2018

Brazil's new law stipulates that sports betting must be operated on a competitive basis.

BRAZIL SPORTS BETTING

The head of the Secretariat for Fiscal Monitoring, Energy and Lottery (SAFEL) Alexandre Manoel Angelo da Silva has revealed that new sports betting rules should be in place within the next two years. The Brazil government plans to decide upon the most viable mode for sports betting in the first half of 2019 as part of the development of Law 13,756/2018.

The government is looking at both online and land-based sports betting. "This decision depends on the choice between a fixed number or a variable number of companies that will operate betting. If we decide on a fixed amount (at least two), we will choose the model of 'concession.' If it is variable, the model will be 'permission' (authorisation)," he said.

The law stipulates that sports betting must be operated on a competitive basis. Once the definition stage of the competition model has been completed, the government will design the minimum institutional structure in order to implement regulation. "The existing structure is only enough to regulate the Caixa Econômica Federal, which today is monopolistic, and also betting by means of instant lottery, which will soon be operated by a completely private company," he said. Alexandre Manoel

Brazil

Large scale casino resort bill gains momentum

Gaming in large scale resorts is gaining ground after a new gambling law, which would legalise casinos as part of large scale resorts, has been incorporated into a much larger gambling bill.

In March, Deputy Paulo Azi put forward PL 530/2019 which outlines a system whereby integrated resort casinos would be permitted and would be aimed primarily at promoting tourism.

Currently, PL 442/91 is the most comprehensive gambling bill under consideration. If it is approved, the final text of PL 442/91 will replace the texts of all other gambling legislation that have been put before the house over several years.

PL 442/91 seeks to allow for casinos within wider leisure complexes, and would allow for

bingo and electronic bingo gaming machines outside of casinos. However, online gaming would not be permitted under the terms of the bill. In order to be amended, a plenary amendment signed by all party leaders and the approval of the deputy who drafted the original text, Guilherme Mussi, is needed. If this approval does not occur, the text can only be changed during the voting in the plenary of the house.

Deputy Paulo Azi's bill was put forward in March, and will now be part of PL 442/91, imposing a cap on resort casinos depending on the population of the state. Only one casino will be permitted for states with a population of 15 million or less. States with populations between 15 million and 25 million will be allowed to have two casinos, while any states with a population above 25 million will be allowed to have three.



emphasised that the main objectives of the federal government when it comes to sports betting regulation will be to expand the participation of private initiatives in the Brazilian market, facilitating the generation of jobs, and ensuring the integrity of sports.

"What prompted the Ministry to support the legislators was to understand that this regulation contributes to the integrity of sport by guaranteeing that the results of matches will be reliable and derived from the effort of the athletes," he said.

The government hopes to count on the support of international associations that already act in foreign leagues when it comes to regulation and protecting sports integrity. "We are observing above all European countries that already have a more mature sports betting market, such as Portugal, England and Italy," he said.

As for offshore companies offering their services without a licence, Manoel said regulation would allow the government to "adopt all the legal measures to toughen the existing penalties, as a regulator, we will only address what is legal, what is illegal is a matter for the police," he said.

Paraguay

The President of the National Gaming Commission of Paraguay (CONAJZAR), José Ortiz, has said that the regulator is aiming to update gaming laws. Ortiz said that a bill should be put forward in the first half of this year. A similar project was put forward two years ago in Congress, but did not gather enough momentum to receive approval. Ortiz has been looking at the previous bill and at other gaming laws in other jurisdictions as a basis for the new law. The new law also includes new ways to strengthen online control and monitoring and the strengthening of ties with municipalities for more control over the industry as well as more oversight when it comes to the fees that local governments should receive from gaming.

New Laws Means End to Illegal Slots

The new laws will ensure that the only slots in casinos and those that have been officially sanctioned by the government will be permitted going forward

The new rules on slot machines on the island are part of a much wider draft of new measures designed to provide US\$2bn in tax relief over five years.

PUERTO RICO GOVERNMENT



Senate President, Thomas Rivera Schatz has said that new laws will ensure that only slots in casinos and those that have been officially sanctioned by the government will be permitted going forward. The senator said that new laws will mean that only 25,000 slots outside of casinos will be allowed as part of the country's new tax reform laws. The draft defines slot machines as 'adult entertainment machines' and differentiates them from illegal slots because illegal slots do not contain mechanisms or devices which allow them to connect online to the Department of the Treasury.

The document describes machines that operate in casinos as "those that use an element of chance in the determination of prizes, contain some form of action to start the process of the bet and make use of a methodology suitable for the delivery of specific results."

Sources close to the industry said that there is fear that once the new law is put in place and the first 25,000 slots are officially sanctioned, a great number of other gambling machines will

continue to operate illegally. They also say that there is no way of connecting these machines to the Department of the Treasury meaning that the government will continue to lose out on tax revenue. However, Rivera Schatz defended the new law saying that it makes a clear distinction between the two. "In Puerto Rico there are people who like to live in confusion. The law is very, very clear, there will be slot machines in casinos and those included in the tax reform. Other machines - machines that do not meet the requirements of that law are illegally operating."

The new rules on slots on the island are part of a wider draft of new tax measures designed to provide US\$2bn in tax relief over the next five years. In April Governor Rosselló announced the introduction of his bill for proposed changes to the Puerto Rico Internal Revenue Code. The proposed reform, H.B. 1544, seeks to simplify the existing tax structure not only by effecting fiscal measures that promote economic growth but also by fostering an environment of voluntary compliance from all sectors.

Mexico

In a bid to reverse its deficit Mexican lottery La Lotería Nacional para la Asistencia Pública (Lotenal) will merge with the other state lottery Pronósticos para la Asistencia Pública (Pronósticos). Lotenal, which owes \$540m in back taxes, will merge with Pronósticos as it "responds to the challenge set by President Andrés Manuel López Obrador," said the agency's director, Ernesto Prieto Ortega. "It is a question of this decentralised body returning to the purpose for which it was founded in 1920: providing economic support to the activities the federal Executive is in charge of when it comes to the field of public assistance," he explained. Once the financial rescue strategy is in place, Lotenal will seek to emulate the assistance campaigns of the 50's and 60's, donating funds to a series of worthy causes.

Colombia grants 17th operator licence in the country

Colombia

Colombian gaming regulator Coljuegos has granted a new licence to locally based operator Games and Betting S.A. making it the 17th authorised operator in the country. The company under the domain www.betjuego.co will offer online sports betting, online slots and roulette. The company Games and Betting S.A.S signed a licence agreement with Coljuegos, for three years. Coljuegos estimates that it will receive \$3,115,184,887 in return for operating rights.

Head of Coljuegos Juan B. Pérez Hidalgo welcomed the news saying that it was further proof that online gaming was becoming increasingly popular amongst Colombian players.

"March 2019 marks 30 months

since Coljuegos authorised online gaming to be operated via third parties. According to the latest statistics, there are a total of 2,011,664 registered accounts (up to 31st January) via the different operators, which shows the widespread acceptance of these games by Colombians."

The new operator is a Colombian sports betting company, which has a European platform with extensive experience and reliability in the market according to the regulator. The company will enter the market with a network of service points and affiliates that will ensure that it will have a significant presence throughout the territory.

Earlier in March, Coljuegos reported a record collection of revenue from online gaming licensing and exploitation rights during 2018. Operator rights for online gambling reached over \$37bn (US \$11,880,355).



MEXICO – Senators belonging to the left wing party the National Regeneration Movement (MORENA) have forward an initiative to increase taxes on gambling and change online gambling rules. "The proposal includes a new tax regime for the organisation of games with bets and raffles, while promoting a growing industry in our country," the party said adding that Mexico's casino industry ranks third in Latin America below Argentina and Chile. The new law seeks to give the central government more say in establishing tax rates.

The new taxes would be in the form of an increase in the tax rate of the Special Excise Tax on Production and Services (IEPS). The IEPS tax is imposed on certain products which are deemed harmful in some way to the population or environment such as soft drinks, cigarettes, alcohol and petrol and is already imposed on casinos for which it stands at 30 per cent. In addition the party is seeking to put in place a new set of taxes and regulations governing online which will include a number of player protection measures. New regulations are needed due the growing popularity of online gambling which need to be brought in line with international standards the party said.

"We believe that the organisation of games with bets and draws has not been taxed in accordance with international practice and that the social costs linked to this activity have not been fully compensated for," the statement read. In addition increased taxation on the industry would help combat illegal gambling.



PERU – The 2018 business year was the most successful ever for Merkur Gaming Peru. A significant milestone was reached last year as Merkur Gaming Peru could count 3,760 machines on Peru's slot floors. From the country's 731 licensed gaming halls Merkur Gaming is installed and working in 85 per cent of those locations: an all-time record, at least so far.

Merkur Gaming is a top level, tier one brand in Peruvian gaming and the company records its high appreciation for the trust, loyalty and support of all of Peru's leading operators. The biggest success story in Peru to date has been the international smash hit Avantgarde Powerhouse multi game machine that is now firmly established as Peru's number one 'must have' gaming entertainment product.

For 2019 the Merkur Gaming Peru team is working flat out to better the results and to extend its Peruvian market presence to new and even more spectacular heights.

Vivien Villagrán, Leiter des

Kontrollausschusses für Glücksspiele in Chile (SJC) (oben), hat potenziellen Investoren versichert, dass die Neulizenzierung von 14 Casinos stark von der Ausschreibung für kommunale Lizenzen abweichen wird. Das neue Genehmigungsverfahren wird für Betreiber attraktiver sein, da die Stadtregierungen keine besonderen Bedingungen oder Mindestangebote festlegen.

Casinos in Uruguay, die keine verdächtigen Transaktionen melden, könnten laut neuen Vorschriften des nationalen Sekretariats zur Bekämpfung der Geldwäsche mit Bußgeldern von bis zu zwei Millionen Dollar belegt werden.

Der Leiter des brasilianischen Sekretariats für Finanzkontrolle, Energie und Lotterie (SAFEL), Alexandre Manoel Angelo da Silva, hat bekannt gegeben, dass in den nächsten zwei Jahren neue Sportwettengesetze in Kraft treten sollten. Die Regierung plant, im Rahmen der Erarbeitung des Gesetzes 13.756/2018 im ersten Halbjahr 2019 über den geeignetsten Modus für Sportwetten zu entscheiden.

Senatoren der Linkspartei des National Regeneration Movement (MORENA) haben eine Initiative zur Erhöhung der Steuern auf Glücksspiele und zur Änderung der Online-Glücksspielregeln gestartet. „Der Vorschlag beinhaltet ein neues Steuersystem für die Organisation von Spielen mit Wetten und Gewinnspielen und fördert gleichzeitig eine wachsende Industrie in unserem Land.“

Der kolumbianische Glücksspiel-Regulierer Coljuegos hat dem lokal ansässigen Betreiber Games und Betting S.A. eine neue Lizenz erteilt und ihn damit zum 17. autorisierten Betreiber des Landes gemacht. Das Unternehmen unter der Domain www.betjuego.co wird Online-Sportwetten, Online-Slots und Roulette anbieten.

Die französische Glücksspielgruppe Barrière hat zusammen mit ihrem Partner, der andorranischen Firma Lleure 3D, Klage gegen das Andorran Gaming Control Board (CRAJ) eingereicht, nachdem sie beschlossen hatte, die Vergabe an die andorranische Firma Jocs SA zu annullieren. Genting und Partouche haben nun auch Klage gegen Víctor Tapiés eingereicht, einen vom CRAJ beauftragten Berater.

Während die 201 Casinos in Frankreich 2018 einen leichten Anstieg der Spieleinnahmen verzeichneten, erlebte mehr als die Hälfte der Spielsalons des Landes einen Rückgang. Der Gesamt-Bruttospielertag für den Casino-Sektor belief sich auf 2.305,7 Mio. € gegenüber 2.292,7 Mio. € im Vorjahr, eine Steigerung um 0,57 Prozent.

Die Gauselmann Gruppe baut ihr Engagement im Casino-Bereich aus. Über die Gauselmann Spielbanken Beteiligungs wird in die Spielbank Mainz GmbH & Co. KG und ihre Komplementärin, die Spielbank Mainz Beteiligungs, investiert.

Blueprint Operations hat die Ernennung von David Purvis, einem hoch angesehenen Branchenkenner, zum Verantwortlichen für alle Geschäftsaktivitäten bekanntgegeben.

Operators Launch Legal Challenges

French gaming group Barrière has filed a lawsuit against The Andorran Gaming Control Board (CRAJ) while Genting and Partouche raise criminal complaints

At the end of January CRAJ made a last minute reversal and suspended the granting of the license to Andorran company Jocs SA.

ANDORRA LICENSING

French gaming group Barrière, together with its partner the Andorran company Lleure 3D, has filed a lawsuit against The Andorran Gaming Control Board (CRAJ) after it decided to cancel the award to Andorran company Jocs SA.

The partnership between Lleure 3D and Barrière came second in the tender and according to a statement has "everything that is legally requested" ready to begin construction and begin management of the country's first casino. They were one of three groups who wanted to develop a casino at the congress centre.

Genting and Partouche have also now filed a complaint against Víctor Tapiés, an adviser hired by the CRAJ. The complaint revolves around alleged influence peddling in favour of the Andorran company Jocs SA, which won the initial tender. Genting and Partouche allege that Tapiés maintained, a "professional relationship" with partners of Jocs meaning that the objectivity and transparency of the contest could have been contaminated. They have taken the complaint to the authorities alleging that these facts could be "criminal" in nature meaning that the tender should be annulled.



Meanwhile, the lawyer for Barrière, Benjamín Pujol, argued that the terms of the licence procedure makes it obligatory for the gaming board to grant the license and presented its complaint at the end of February. According to Pujol the appeal against the decision independently, does not have suspensive effects on the licensing process and the board therefore must comply with what is stated in the bidding documents. According to Mr. Pujol, the bases of the tender "clearly state that it has the obligation to grant the license and can only not do so when there is a public interest reason." Lleure 3D considers "that this reason does not exist" and that the project has to move forward.

At the end of January CRAJ made a last minute reversal and suspended the granting of the license to Andorran company Jocs SA. The regulator made that decision during a meeting, after finding "deficiencies" in the file presented by Jocs put forward in July, and that the public body has been evaluating the licence ever since. The board said the company did not comply with the regulations and conditions stipulated in the tender as it could not prove the reservation of the trade name Casino de les Valls.



Ireland

AMATIC paints the Irish gaming Landscape

In cooperation with local partner Genesis Games, AMATIC made a real difference at the Irish Gaming Show in Dublin. The focus was on innovation to further cement AMATIC's positing in the Irish market. Star of the show was the AmaroX C24 Nero, a stylish upright gaming machine with three large monitors that's now available in a unique deep black finish. Games presented on the cabinet cater to all types of players including newly released titles such as Ice Queen, Dragon's Gift and Crystal Fruits.

Specialists in automated table games, AMATIC's Roulette Grand Jeu 24HX is the preferred roulette choice in Ireland. It's possible to link this roulette with individual PGA terminals and Solitaire roulette wheels as part of AMATIC's Landscape, which includes a new Sic-Bo automated gaming solution. In partnership with Autodice from the UK, AMATIC Industries offers its Sic-Bo with genuine 'added value' as there are a total of four table games available: sic-bo, roulette, black jack and punto banco.

Czech Republic

Czech investment groups KKCG and EMMA Capital have announced a shake up in their share holdings, agreeing to split joint assets among each party.

Under the deal, KKCG, owned by investor Karel Komarek, will receive 100 per cent of SAZKA Group, the biggest shareholder in Greek betting firm OPAP, and the shares it holds in its Czech lottery unit, as well as OPAP, Italy's LOTTOITALIA and Casinos Austria.

On the other side of the split, EMMA, the investment group of investor Jiri Smejck, will receive SAZKA's shares in Croatian sportsbook company SuperSport and financial compensation of several hundred million euros. Before the split, which still must pass regulatory hurdles in respective countries, KKCG held 75 per cent of SAZKA and EMMA 25 per cent.



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Şans Girişim, das Joint Venture von Scientific Games, hat einen exklusiven IDDA-10-Jahres-Vertrag für Sportwetten in der Türkei, Europas größter staatlich gesponserter Sportwettenmarkt und unter den Top 3 im Verkauf weltweit, erhalten.

Der griechische Casinobetreiber Regency Entertainment hat bestätigt, dass er seine Athener Lizenz bis 2021 von Mont Parnes in den nordöstlichen Vorort Marousi verlagern wird. Das Unternehmen wird bis zu 200 Millionen Euro ausgeben, um das Casino in eine Immobilie in Marousi zu verlegen, die als Dilaveri Estate bekannt ist.

SIS (Sports Information Services) hat mit BetVictor, einem der führenden europäischen Online-Glücksspielunternehmen, eine Vereinbarung über die Bereitstellung britischer und irischer Windhundrennen-Inhalte getroffen. Der Deal stärkt das Windhundrennen-Angebot von BetVictor mit Zugang zu mehr als 33.000 Rennen pro Jahr, die von 8:00 Uhr bis 22:00 Uhr britischer Zeit gestreamt werden.

Grupo Vid, Anbieter von Glücksspielautomaten mit Sitz in Málaga, hat seinen Vertrag mit Aristocrat Technologies, einem globalen Anbieter von Gaming-Lösungen, über den Vertrieb und die Wartung seiner Salon-Spiele auf dem spanischen Markt verlängert.

North Carolina erwägt einen Gesetzesentwurf, der Sportwetten im Harrah's Cherokee Resort und in Harrah's Cherokee Valley River Casino & Hotel zulassen würde.

FanDuel Sportsbook in The Meadowlands dominiert weiterhin den Einzelhandelsmarkt und erzielte im Februar einen Bruttoumsatz von 1,5 Mio. USD, verglichen mit 1,2 Mio. USD im Januar, gefolgt von Resorts AC mit 142.846 USD. Insgesamt saldierten die Online- und Einzelhandels-Sportwetten in New Jersey mit 12,7 Mio. USD in 320,4 Mio. USD Umsatzerlösen bei Sportwetten, ein Rückgang von 16,8 Prozent gegenüber dem Rekord von 385,3 Mio. US-Dollar im Januar.

Der kanadische Betreiber Century Casinos verzeichnete im Jahr 2018 einen einmaligen Rekord bei seinen jährlichen Nettobetriebseinnahmen – ein Anstieg von 10 Prozent gegenüber dem Vorjahr, obwohl der Umsatz aufgrund von Lizenzverzögerungen in Polen um 10 Millionen US-Dollar sank.

Mit der Bestätigung von Finanzminister Mangala Samaraweera über die Erhöhung von Lizenzgebühren, Eintrittsgebühren und Steuern in den kommenden Monaten werden Casinobetreiber in Sri Lanka von einem dreifachen Schlag getroffen. Sri Lanka erhöht seine jährliche Lizenzgebühr für Casinos von 200 Mio. LKR auf 400 Mio. LKR (2,2 Mio. USD).

Der australische Bundesstaat Queensland hat seine Ausschreibung für ein zweites Casino an der Gold Coast mit rund 20 internationalen Casinogruppen, darunter Caesars und Hard Rock, gestartet, von denen angenommen wird, dass sie interessiert sind.

Half of France's Casinos Suffer Declines

While many of France's 201 casinos posted a slight rise in gaming revenues throughout 2018 more than half of the country's gaming floors are in decline with independent casinos suffering the most severe falls

Negative GGR, between -2.76 per cent and -20.81 per cent, obviates any possibility of investing heavily in new machines and weakens their cash position

FRANCE CASINO OPERATIONS

Whilst France's 201 casinos posted a slight rise in gaming revenues throughout 2018, more than half of the country's gaming floors are in decline. The total GGR for the casino sector came in at €2,305.7m compared to €2,292.7m a year earlier, an increase of 0.57 per cent. It is the smallest increase for some years with the sector achieving growth of 2.45 per cent in 2017, 2.59 per cent in 2016 and 2.74 per cent in 2015. The French casino market peaked in 2007 when it generated €2,788.2m

The small increase in GGR for the last year was actually lower than inflation over the same period (2.2 per cent). In 2018, only 99 French casinos managed to post growth with 102 falling from the previous year's revenues. Many of the smaller casino suffered a downturn. In relation to GGR, of the bottom 30 casinos, 25 were in decline. Casino Chamonix-Mont-Blanc, owned by SFC Group, was down 17 per cent and finished in 176th position. Villars-de-Lans, owned by Arevian Group, finished 190th and saw its revenues drop by 15.73 per cent. The biggest downturn was suffered by Amelie-les-Bains whose revenues fell 20.81 per cent in 2018 compared to 2017. The property finished in second to last place in terms of revenue.

The top earning casino remains Enghien-les-Bains, owned by Lucien Barrière, with a GGR of



€165.617m, but even its revenues fell over the year by 2.35 per cent. Lucien Barrière occupied the top four places. Its casino in Blotzheim moved from fifth to second place with GGR of €47.3m showing growth of 3.49 per cent. It finished ahead of Barrière in Toulouse with GGR of €46.4m, down 2.2 per cent and Bordeaux, GGR of €46.3m, down 0.35 per cent.

The Tranchant-owned casino in Amnéville came in fifth with €44.7m marking growth of 1.31 per cent. It finished in front of two Partouche casinos with its property in Aix-en-Provence finishing sixth and La Tour-de-Salvagny finishing seventh. The top 10 rounded out with Casino Barrière de Lille in eighth place generating €40.766m, up 5.08 per cent, in front of another establishment in the North, Saint-Amand-les-Eaux, of the Partouche group, which earned €38.546m, up 0.74 per cent and the Barrière casino in Deauville, which brought in €37.636m, but fell 0.82 per cent.

At the other end of the ranking, from the bottom 10, seven are independent casinos and with the exception of Grasse, which was up 168.76 per cent, having opened in 2016, all show a negative GGR, between -2.76 per cent and -20.81 per cent, which obviously obviates any possibility of investing heavily in new machines and weakens their cash position.

Gauselmann acquires stake in Mainz, Trier and Bad Ems casinos

Germany

The Gauselmann Group is expanding its involvement in the casino segment. Through Gauselmann Spielbanken Beteiligungs GmbH, it is investing in Spielbank Mainz GmbH & Co. KG and in its general partner Spielbank Mainz Beteiligungs GmbH. Further shareholders are Spielbank Bad Neuenahr GmbH & Co. KG and Novomatic Spielbanken Holding Deutschland GmbH & Co. KG.

The Mainz, Trier and Bad Ems casinos employ around 150 staff. The licence to operate casinos runs until 31 March 2027 and can be extended once

by a maximum of five years. In addition to the three aforementioned casino locations, there are a further three casino locations in Rhineland Palatinate that do not form part of the investment.

"The Gauselmann Group's decision to enter the casino segment proved to be the right one. The three casinos we currently operate in Saxony-Anhalt are the most modern in Germany and accordingly successful. Our involvement in Spielbank Berlin, in which we have a stake, has also had a positive impact. We are excited to further pursue this successful avenue through our investments in the casinos in Mainz, Trier and Bad Ems," said Paul Gauselmann, founder and Chairman of the Management Board of Gauselmann Group.

Malta & Sweden

The Malta Gaming Authority and the Spelinspektionen (the Swedish Gambling Authority) have entered into a Memorandum of Understanding (MoU) for the purposes of enhanced cooperation between the two authorities in furtherance of the authorities' public policy objectives and mutually common values. The aim of this MoU is to facilitate on-going close communications between the two authorities, and to support effective sharing of information on matters of mutual interest and policy areas. Both authorities have also agreed to provide the best possible operational assistance to one another, on a continuous basis, in accordance with both their respective procedures and regulatory policies.

Positive but Brittle Results in France

There's been a spectacular rise in French sports betting in 2018 according to the ARJEL annual report, however, the sector is still fragile.

For the first time in 2018, sports betting revenue was higher than the combined revenues of other gambling segments, up 56 per cent on 2017

FRANCE INDUSTRY NEWS



Online gambling saw an increase in gross gaming revenue of 25 per cent in 2018, generating a total amount of €1.205bn and an increase of 40 per cent in the number of player accounts compared to 2017, which came in at 2,663,000, according to ARJEL in its report. This increase was due to the effect of the World Cup on sports betting although there was a much broader positive trend.

ARJEL said: "For the second consecutive year there is an increase in the three segments of regulated games, both on the bets, the gross product of the games and the numbers of players. These results are all the more satisfying for the regulator as they are accompanied by a decrease in average spending per player. This means that online gambling remains essentially within the reasonable limits of a recreational game and that for sports betting the growth of the GGR is not due to an intensification of the game, but the increase in the number of players. However we are aware that behind the figures, elements of fragility remain and we must not lower our guard."

For the first time in 2018, sports betting revenue was higher than the combined revenues of other

gambling segments. Generating €3.9bn in bets, sport betting activity was up 56 per cent compared to 2017, the highest annual increase since the opening of the market in 2010. Of course, the Football World Cup partly explains these record figures but there is room for improvement beyond major events, as shown by the good fourth quarter results.

Poker benefited in 2018 from the implementation of international tables: bets committed on cash game tables and generated €4.2bn an increase of 15 per cent compared to 2017. Unquestionably, the opening of international liquidity, supported by the regulator and operators for several years, has made the French poker offer more attractive.

Horse betting was also up for the second consecutive year: with just over 1bn bets placed generating revenues of €256m and an increase in the number of bettors of 12 per cent. ARJEL said: "The decline in the pace of growth in bets and the two per cent reduction in the number of active players accounts in the last quarter, after a six per cent increase in bets on the first three quarters remains a cause for concern. A relative fragility remains."

SPAIN – Taquion, S.L. has renewed an agreement with global gaming solutions provider Aristocrat Technologies for exclusive distribution rights of its new range of Salon games in the Spanish regions of Aragon and Navarre. Having worked in partnership with Aristocrat for over seven years, the Zaragoza-based company confirmed its closer working relationship during the ICE Show in London.

Taquion Partner & CEO, Alberto Ripol stated, "Aristocrat games have a long history in Salons across Aragon, with considerable player recognition and loyalty. We have been impressed by the quantity and quality of new games displayed for the first time in London and look forward to working with Aristocrat to expand the footprint in our regions."

Sales Director for Aristocrat's non-casino business in EMEA, Alfonso Sánchez said: "Taquion has been a great exponent for Aristocrat for several years and we are naturally pleased that our partnership has been strengthened with a new contract."



GREECE – Intralot Chairman Sokratis Kokkalis has assumed the duties of Chief Executive Officer, following the resignation of Antonios Kerastaris as CEO and Executive Member of the

Board of Directors. Mr. Kokkalis thanked Mr. Kerastaris for his contribution to the INTRALOT and INTRACOM Holdings Groups over the past 10 years. Mr. Kerastaris ends his five-year tenure as leader of Athens technology group, and is to also be replaced on the Board of Directors by Alexandros-Stergios Manos as non-executive board member. The resignation of Mr. Kerastaris followed news that Intralot had lost its sports-betting tender in Turkey, which had contributed over 40 per cent of Intralot's annual corporate revenues.



THE NETHERLANDS – Trisigma has announced the appointment of John van Schaijk as Technical Manager for the gaming test lab in at the company's Dutch head office. Mr. van Schaijk is a gaming

expert with over 25 years experience leading innovative development gaming organisations in a global environment at fast growing privately held and public traded companies. He brings a wealth of experience in management positions in various companies. John has a proven track record in building and motivating diverse and efficient domestic and international organisations.

John van Schaijk commented: "I am excited to be joining Trisigma and look forward to work with Rob and Frank and the team in Netherlands."

Turkey

Scientific wins Turkey sports betting tender

Scientific Games' joint venture Şans Girişim, has won the 10-year exclusive sports betting IDDAA contract in Turkey, Europe's largest state-sponsored sports betting market and among the top three in the world in sales. Scientific Games will provide its full turnkey sports betting solution to serve Turkish sports bettors at both retail and via mobile to ensure a competitive, successful large scale sportsbook.

The company is a product and services supplier in 35 sports betting markets globally, and is committed to delivering responsible sports betting to players across regulated markets.

Sans Digital, an affiliate of Demirören Holding, one of Turkey's largest companies with significant business interests in energy, real estate and media, is the lead partner in the Scientific Games joint venture.

The joint venture will implement the turnkey national sports betting solution across at least 5,300 retail points-of-sale in Turkey. As part of the solution, Scientific Games will provide the central system hardware and software, terminals, terminal software, maintenance, and risk management solution to support the exclusive retail operation and the businesses which are licensed to provide interactive sports betting.

Barry Cottle, Scientific Games CEO, said, "On behalf of our joint venture with Sans Digital, we are thrilled to win this significant opportunity to operate the only legal sports betting concession in Turkey. This important contract is evidence that our efforts over the last several years to create a superior, all-inclusive betting offering is coming together through collaboration between Scientific Games' Lottery and Digital groups."

Romania

EveryMatrix has appointed David Schjelde its new Chief Financial Officer for his second stint at the company. With over 20 years of experience in financial management, Mr. Schjelde will provide leadership while optimising the financial performance of the company's rapidly evolving business units, including its flagship product, CasinoEngine. Mr. Schjelde met EveryMatrix's CEO Ebbe Groes in 2000 while working in Kapow Technologies and after continuing his professional journey in high-profile financial and software companies in Denmark, Mr. Schjelde boarded in 2007 in BetBrain and in the early days of EveryMatrix. He is now rejoining the company as its new CFO and will work along with his teams from the Bucharest office.



UK – Genting Casino has closed one of its Edinburgh casinos with the Ocean Drive venue near Leith Docks cashing out for the last time. Genting also operates casinos at Edinburgh Fountain Park and York Place. A Genting spokeswoman said: "Operating three casinos in close proximity has proved particularly challenging in the current trading environment."



UK – Blueprint Operations has announced the appointment of the respected industry figure, David Purvis, who assumes responsibility for all business activities.

David brings a wealth of knowledge and experience from a long and successful career across the various international gambling markets, previously holding MD and CEO positions with some of the gambling industry's leading players. More recently David has been working closely with the Gauselmann Group on several management consultation projects.

Mr. Purvis replaces outgoing UK Managing Director, Simon Barff. In a statement, Sascha Blodau, UK General Manager for the Gauselmann Group said: "It is with regret that we announce Simon's departure after a successful and transformative five and a half years with the company"

UK – Shares in British bookmaker William Hill fell by 2.1 per cent last month as it posted a large loss having written down the value of its high street shops by almost £900m ahead of the introduction of new FORT limits. The company's shares have already fallen by 50 per cent over the past year.

Group net revenue were up two per cent to £1,621.3m for the year with adjusted operating profit from existing operations down three per cent to £266.8m, which the company said was 'in line with expectations.'

Paul Hickman, analyst at Edison Investment Research said: "A £33.2m operating loss gives a taste of the future as setup and marketing costs in increasing numbers of states create the conditions for major future profit contributions. William Hill is in the early stages of a goal to double profits by 2023. This involves opening up multiple US states as they create regulatory environments following the Federal ruling in May 2018, development of the online business, and managing down the UK retail estate, accelerated by the burdens of the £2 stake limit and increased remote tax imposed by the 2018 Triennial Review. The existing business grew operating profit 84 per cent to £32.6m, driven by an increase in mobile."

Spirit Celebrates Triple Win with Merkur

Spirit Gaming has enjoyed a 100 per cent record with Merkur Casinos in Saxony-Anhalt distributing the latest multi-gaming solutions from Interblock

Interblock Diamond intelligently positioned for players in both smoking and non-smoking areas at new Merkur Casino Halle

GERMANY CASINO INSTALLATIONS

The list of Spirit Gaming's success with Interblock's automated roulette in Germany continues to grow. The new Merkur Casino Halle in Germany's Saxony-Anhalt has implemented 100 per cent Interblock solutions for both its automated roulette and automated blackjack requirements. Spirit has now installed a range of Interblock automated roulette solutions in all three casinos in Saxony-Anhalt; Merkur Casino Halle, Merkur Casino Leuna-Günthersdorf and Merkur Casino Magdeburg.

The unique INTERBLOCK design fits in perfectly into the latest and most modern casino in Germany. Torben Kreienbrock, Sales Manager at SPIRIT GAMING, points out the success rate at Merkur Spielbanken Sachsen-Anhalt, stating: "Merkur Casino Halle is the third casino in operation in Saxony-Anhalt that is managed by the state casino licence holders, the Gauselmann Group together with Grand Casino Baden of Switzerland. Each has 100 per cent Interblock solutions for Automated Roulette.

"The fact that players can now choose between Roulette and Blackjack on the same terminal strengthens the reason to choose Interblock even more. Naturally, the unique and exquisite Interblock design has proven to be extremely



popular with players all around the world," concluded Mr. Kreienbrock.

Two important factors stand out at Merkur Casino Halle. Firstly, the Diamond automated solution offers not only Roulette but also Blackjack. A software generator drives Diamond Video Blackjack with computer-generated animation. No human assistance is required for simulating the traditional table game. Interblock Diamond has also been integrated in such way to solve an issue for both smokers and non-smokers. By law, the smoking and non-smoking areas must be separated in this German state. Nevertheless, the intelligent positioning ensures that players can enjoy Automated Roulette and Blackjack regardless of whether they smoke or not.

BetVictor agrees greyhound product partnership with SIS

UK

SIS (Sports Information Services) has reached an agreement with BetVictor, one of Europe's leading online gambling companies, to provide the company with British and Irish greyhound content. The deal strengthens BetVictor's greyhound offering, with access to over 33,000 races per year, streamed from 8 am to 10 pm UK time.

The greyhound content consists of more than 53 meetings per week from British tracks including Central Park, Crayford, Doncaster, Harlow, Henlow, Hove, Monmore and Romford, as well as Irish action from Curraheen Park, Kilcohan Park, Kilkenny, Limerick, Mullingar, Tralee and

Youghal. Delivered in a "Bet and Watch" format, the new service offer regular short-form betting events to BetVictor's fast-growing customer base, providing engaging betting content designed to increase engagement and dwell time.

Eoin Ryan, Director of Product at BetVictor, said: "Over the past year we have invested heavily into developing our greyhound product and this partnership ensures that our customers will receive a best-in-class experience, with access to more races across the UK and Ireland and high-quality streaming."

Sandra McWilliams, Sales Director at SIS, said: "Delivering our content to an operator such as BetVictor underpins our status as the leading supplier of racing content, and we're thrilled to be partnering with them."

Isle of Man

Esports betting platform Luckbox has announced a partnership with payment processor MoneyMatrix, who will allow Luckbox users to deposit and withdraw using a variety of popular international and local payment methods. Isle of Man-based Luckbox is preparing for launch in April and the deal with MoneyMatrix represents another key milestone for the startup. Luckbox has been awarded a full gambling licence in the Isle of Man and aims to serve esports fans across the world. Luckbox COO Quentin Martin said: "The challenge for Luckbox is finding a payment partner that can truly work globally. While it is relatively young, the esports betting world is competitive and that is one of the things that drives Luckbox to ensure that its platform, its partnerships, and its people are not just fit for purpose but also best-in-class."

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THE NETHERLANDS – SUZOHAPP – a global market leader of software and hardware payment management solutions – launched its latest innovations in cash automation technology at its Product Launch Event held on February 20th at the Merkur Spiel-Arena in Düsseldorf.

Guests from all around Europe witnessed the unveiling of two new CashComplete retail solutions – the Smart Deposit Solution, SDS-760 and the Smart Point of Sale Solution, SPS-700 & SPS-800.

The event was a great success and the speakers' speeches were much appreciated by the audience. Wilbert Bieleman, SUZOHAPP President and General Manager for Europe, the Middle East and Africa (EMEA), welcomed the guests and gave an effective overview of the SUZOHAPP Group.

Sim Bielak, SUZOHAPP's Chief Marketing Officer, unveiled the new innovations and highlighted their outstanding features and benefits. Dr. Rory Herriman, Executive Vice President and General Manager of SUZOHAPP Digital, explained the significance of cash in society and how the new CashComplete innovations can help retailers optimize their cash management processes.

A highlight of his speech was the introduction of the new CashComplete Connect – Retail Edition which delivers next-generation automation of retail payment management processes.

Vincent Saubaber, Executive Vice President of Retail for SUZOHAPP, explained the difference CashComplete solutions make with documented evidence from customers. A great success story with Brink's was also presented. Pascal Carlier, Responsible Business Unit CompuSelf at Brink's, described the benefits of the strategic partnership with SUZOHAPP and showed the advantages that SUZOHAPP solutions offer.

UK – SIS has appointed Kinna Patel as its new Head of Software Delivery. Patel has 25 years' experience working for organisations across the globe, specialising in .NET development, as well as project, programme and team management.

She previously worked for Ladbrokes as the operator's Senior Delivery Manager, responsible for an internationally dispersed development team and overseeing its sportsbook into multiple jurisdictions.

In her new role, Patel will be responsible for overseeing the delivery of software projects across all of SIS's products, including the recently launched innovative new esports betting product, SIS Competitive Gaming, as well as its 24/7 Live Betting Channels.



German Casino Group Swells Revenues

German casino group Baden-Württembergische Spielbanken improved its earnings in the financial year 2018 by 4.7 per cent across its three locations

German casino group Baden-Württembergische Spielbanken improved its earnings in the financial year 2018 by 4.7 percent with its three locations in Stuttgart, Baden-Baden and Constance growing at roughly the same level, 4.9 per cent, as in the previous year.

Gross Gaming Revenues exceeded €90m for the first time, reaching €90.2m with the Spielbank Stuttgart accounting for half of the total. Roulette and blackjack led the way with a 20 per cent improvement in 2018.

The three casinos have consolidated their positive development, increasing GGR from €68.9m in 2014, €78.3m in 2015, and €82.1m in 2016. The number of visitors fell slightly in 2018 by 1.1 per cent to 587,256 from 594,000 a year earlier. The number of employees rose to 598 (+2.4 percent, 2017: 585). Thanks to the positive business development, the state-owned company Baden-Württembergische Spielbanken is now the second best-performing group in Germany, behind the most populous

state of North Rhine-Westphalia with four locations.

Otto Wulferding, Managing Director of Baden-Württembergische Spielbanken: "At the moment, it is not just the good economy that is playing into our hands. Now investments are paying off to make our casinos future-proof. Our guests can play but also experience more. They encounter a culture of entertainment in a world of entertainment, with roulette and poker, but also with readings, shows and more. That's not on the internet. We have to compete with online casinos by offering added value – as well as legal gaming unlike online casinos."

Mr. Wulferding was referring to the current situation where all the online licences in Schleswig-Holstein have expired.

"Nevertheless, players can continue to play online for money, online casinos continue to advertise, although their offers in Germany are illegal," Mr. Wulferding explained.

Greece

Greek casino operator Regency Entertainment has confirmed it will relocate its Athens licence from Mont Parnes to the northeastern suburb of Marousi by 2021. The company will spend up to €200m to relocate the casino to a property at 55 stremma in Marousi, known as the Dilaveri estate. Alongside the casino, the property will also include a luxury hotel, restaurants, a conference room and a cultural/musical event venue. Once fully operational, the new casino will create 1,500 direct jobs, of which 600 will be new positions. The existing facilities on Mont Parnitha will be given back to the Greek state. Regency Entertainment is also investing €3.5m in renovating the five-star Hyatt Regency Thessaloniki hotel.

The work began in September 2018 and is expected to be completed in 2020.

Betsoft signs content agreement with gaming group Bethard

Malta

In a move that further strengthens its international presence, Betsoft Gaming has entered into a strategic content partnership with next-generation gaming company Bethard.

With the GAP platform acting as an intermediary, Bethard will integrate a wide range of Betsoft's signature cinematic slot games. The list includes new titles like Faerie Spells, ChilliPop and many other standout entries in the Slots3TM series – all of which will become available to Bethard players in Germany, Sweden, and other European jurisdictions.

Founded in 2012 by a small team of professional gamers, Bethard has since become a

destination for players who demand the best in sports betting, live casino, and slots. With a driving vision to do things differently, Bethard has built its reputation on a balance between the ultimate player experience and a strong commitment to responsible gaming.

The agreement also established a framework for the integration of new Betsoft content over time, giving Bethard's players the chance to experience new innovations as they are released.

"Betsoft has proven itself to be a reliable partner, and their team has a huge amount of experience in producing high-quality content," explains Björn Heggernes, Casino Manager for the Bethard Group. "We are convinced that our players will love the games that this initial agreement gives us access to, and our aim is to build a long-lasting partnership with Betsoft."

Riga to Ban all Gaming Outside Hotels

Politicians in the Latvian capital of Riga are voting to ban all gaming across the city with the exception of locations connected to four and five-star hotels

The City Council's Security, Public Order and Corruption Prevention Committee has already approved the proposal

LATVIA LEGISLATION

Politicians in the Latvian capital of Riga are planning a second raid on the gaming industry with a draft decree that would close around 200 slot halls and casinos. Only casinos operating in four and five-star hotels will be exempt from the new regulation. This will leave a handful of casinos including Olympic Voodoo Casino located in the Radisson Blu Hotel, Shangri La Casino located in Kempinski Hotel Riga, Empire Casino and lounge in Mercure Riga Centre and Royal Casino Spa. Olympic Entertainment Group currently operates 29 casinos in the Latvian capital.

Jānis Liepiņš, Head of the council's legal department, confirmed that if the planned decree is approved it would see nearly 200 slot halls in the capital lose their licenses although the council will first have to issue separate orders on the closure of each individual hall or casino. The City Council's Security, Public Order and Corruption Prevention Committee has already approved the proposal.

According to Latvia's gambling legislation, local governments can revoke casino, gambling, bingo hall and betting shop licenses, if they believe the operation of such facilities harms the interest of



residents of the neighbourhood or the nation as a whole. Riga Mayor Nils Usakovs said: "This is one task that we have to accomplish. We made the first step in 2017 when we banned gaming venues in the historical center of the city. At the same time, it is clear that the problem of gambling is the worst in the neighbourhoods of Riga. That is why the municipality has to do everything in its power to finally make Riga a city completely free of gambling."

The first wave of closures saw 42 gambling venues in the historical center of the Latvian capital closed in 2017 although Riga's fight against gambling began in 2011 when the City Council stopped issuing any new licenses.

Aleksejs Roslikovs, the Head of the City Development Committee, said: "We cannot base the economy of Riga on a business that destroys thousands of family lives. For many years now, the municipality has not issued permission to open new gaming halls, we have begun to limit the gambling business to the historic center of the city, and now that the law has made it possible to limit this disease to a much larger extent, this should be done immediately and without compromise."



SPAIN – Málaga-based gaming machine distributor, Grupo Vid has renewed its contract with global gaming solutions provider Aristocrat Technologies for the distribution and maintenance of its Salon games in the Spanish market. In addition to Andalusia, the contract also includes Grupo Vid's exclusive distribution rights into the regions of Castilla-La Mancha, Rioja and the Basque Country – a combined area encompassing over 35 percent of Spanish territory and more than 27 per cent of the national population.

Grupo Vid Commercial Director, Pilar Mancilla said, "We have enjoyed the longest standing commercial relationship with Aristocrat since they first entered the Spanish market in 2008. The latest portfolio of Aristocrat Salon games is showing great promise in existing installations across Andalusia and, following recent upgrades to the player interface, we are optimistic that 2019 will see an even greater resurgence in their popularity."

Alfonso Sánchez, Sales Director for Aristocrat's non-casino business in EMEA, added, "We are delighted that Grupo Vid has cemented its relationship with Aristocrat in this way and look forward to working even more closely with such a highly professional organisation to continue enhancing Aristocrat's Salon offering."

French city of Arles secures site for future casino location

France

Having confirmed its intention to host a casino back in June 2018, the French city of Arles in the Bouches du Rhône region, has signed a memorandum of understanding with French train company SNCF.

The casino will be built at the former maritime terminal at Trinquetaille and will include a 1,000 to 1,200 seat auditorium and a 5 star hotel with up to 120 rooms. Mayor Hervé Schiavetti said the choice of the future operator should be made before the end of 2019. The city has already launched a call for applications from interested parties to include their specifications for the project. The first deputy mayor, Patrick Chauvin, who leads



this project, wants the leisure complex to be built within three years.

The casino doesn't require a change in legislation as the city was part of the list of 51 municipalities falling within the scope of the temporary provisions for casinos contained in the December 2009 circular relating to the tourist communes and the classified resorts mentioned in the tourism code. Arles obtained its classification as a tourist resort on December 10, 2012.

Germany

The family-owned, East Westphalian Gauselmann Group has expanded its involvement in the cruise ship segment by opening a casino on the new TUI Cruises cruise ship Mein Schiff 2. The official baptism of the ship took place in February in Lisbon. The Gauselmann Group has been operating a CMM on Mein Schiff 1 since last year but has also been operating casinos on four cruise liners of the Pullmantur Cruceros shipping company. Dieter Kuhlmann, Board Member Gaming Companies at the Gauselmann Group, said: "With the operation of the ship's casinos, the Gauselmann Group has opened up a new business area in which we build on the know-how and many years of experience in the operation of venues and casinos. In this way, we bring the success of the laughing Merkur Sonne vom Land into the high seas."

UKRAINE – The first Cybersports tournament in Ukraine to offer a 1 million UAH prize pool has been sponsored by SoftConstruct, which has been operating in Ukraine since 2015. SoftConstruct has announced its three year cooperation with the Ukrainian Cybersports Federation.

The first cybersports tournament of this scale in Ukraine, an exceptional feature of this tournament is not only its scale but massive prize pool, which will be shared in accordance with the tournament regulations. Cybersports Ukrainian Tournament of Dota 2 and CS:GO, currently has over 7,000 participants and the results will take not less than six months.

THE NETHERLANDS – Dutch Gaming Authority Kansspelautoriteit (Ksa) has increased its fines for illegal online games. The penalty policy rules assume a starting fine of €200,000, up from €150,000. The regulator said: "This is an interim step: Ksa will thoroughly revise its penalties policy."

The new fine is a starting point with each specific violation seeing the amount of €200,000 being increased or decreased, depending on factors such as the number of websites on which illegal online games of chance are offered, the number of games offered and the level of prizes and the type of bonuses.

La directrice du comité de régulation des jeux chilien (SJC), Vivien Villagrán (ci-dessus), a rassuré les investisseurs potentiels en affirmant que le renouvellement des licences de 14 casinos s'effectuera de manière très différente de l'appel d'offres pour les licences municipales. Le nouveau processus d'attribution des licences attirera d'ailleurs les opérateurs puisque d'après ses dires, les mairies n'imposeront aucune clause particulière ni offre minimum.

Les casinos d'Uruguay qui refusent de dénoncer les transactions frauduleuses pourraient se voir attribuer une amende pouvant aller jusqu'à deux millions de dollars conformément aux nouvelles réglementations mises en place par le Secrétariat national de lutte contre le blanchiment de capitaux.

Le directeur du Secrétariat brésilien du contrôle fiscal, de l'énergie et des loteries (SAFEL), Alexandre Manoel Angelo da Silva, a révélé que de nouvelles lois sur les paris sportifs devraient entrer en vigueur d'ici deux ans. Le gouvernement prévoit de décider du mode de fonctionnement le plus viable pour les paris sportifs au cours du premier semestre 2019 dans le cadre du développement de la Loi 13.756/2018.

Les sénateurs du Mouvement national pour la régénération (MORENA), un parti politique de gauche, ont proposé d'augmenter les taxes sur les paris et de changer les lois relatives aux paris en ligne. « Cette proposition inclut un nouveau régime fiscal pour l'organisation de jeux avec paris et tombolas tout en promouvant la croissance de ce secteur dans notre pays ».

L'organisme de régulation des jeux colombien Coljuegos a accordé une nouvelle licence à l'opérateur local Games and Betting S.A. qui est ainsi devenu le 17e opérateur accrédité du pays. L'entreprise proposera des paris sportifs, des machines à sous et des jeux de roulette en ligne sur son site www.betjuego.co.

Le groupe de casinos français Barrière ainsi que son partenaire, l'entreprise d'Andorre Lleure 3D, ont entamé des poursuites judiciaires à l'encontre du Comité de régulation andorran des jeux (GRAJ) après sa décision d'annuler le prix attribué à la société andorrane Jocs SA. Genting et Partouche ont également déposé une plainte contre Víctor Tapiés, un conseiller employé du GRAJ.

Alors que les 201 casinos français ont enregistré une légère hausse de leurs revenus issus des jeux tout au long de 2018, plus de la moitié des salles de jeux du pays ont constaté une baisse. Le produit total brut issu des jeux pour le secteur des casinos s'est élevé à 2 305,7 millions d'euros, comparé à 2 292,7 millions d'euros l'année précédente, ce qui représente une hausse de 0,57 %.

Le groupe Gauselmann poursuit son engagement dans le secteur des casinos. ViaGauselmann Spielbanken Beteiligungs GmbH, il investit actuellement dans la société Spielbank Mainz GmbH & Co. KG et son commandité Spielbank Mainz Beteiligungs GmbH.

15 States Unite Against Wire Act Opinion

A group of 15 states led by New Jersey, New Hampshire, Pennsylvania and Michigan have said they will take legal action over the Department of Justice's new interpretation of the Wire Act.

The opinion would jeopardise the survival of a dozen online lotteries, as well as online gaming in New Jersey, Nevada, and Delaware, and latterly Pennsylvania.

US SPORTS-BETTING



The New Hampshire Lottery's decision to sue the US Attorney General William Barr and the DOJ and was immediately backed by New Jersey and Pennsylvania. The Pennsylvania Lottery filed to join the lawsuit as a co-plaintiff, while New Jersey and Michigan both filed amicus briefs in support of New Hampshire's stance. The Michigan Lottery then lent its support filing an amicus brief. If approved, this would allow it to be a party in the lawsuit.

The Michigan Lottery's filing includes the signatures of 12 more jurisdictions or their lottery corporations: Mississippi, Kentucky, Rhode Island, Tennessee, Virginia, Colorado, Delaware, Idaho, Vermont, North Carolina, Alaska, and DC.

The New Hampshire Lottery lawsuit wants 'declaratory and injunctive relief against the defendants.' "New Hampshire is taking action to protect public education in New Hampshire," said Governor Chris Sununu.

"The opinion issued by DOJ puts millions of dollars of funding at risk, and we have a responsibility to stand up for our students," confirmed Mr. Sununu.

"The New Hampshire Lottery has a responsibility to support education in New Hampshire," New Hampshire Lottery Executive Director Charlie McIntyre said. "Just last year, the New Hampshire Lottery generated \$87.5m in net profits, all of which supports education in New Hampshire, and we expect to generate more than \$90m for education this year. This reversal by DOJ puts that support for education in question."

The law suit added: "The US DoJ's reversal of the 2011 Opinion, coupled with statements that depart from long-standing non-use of the Wire Act to prohibit state-run lottery activity, now subject the NHLC and its employees and agents to criminal liability and prosecution. As a result, the NHLC is confronted with the uncertainty of whether or to what extent it needs to cease its operations because all of its lottery-related activities use the Internet or wires incidentally.

"The 2018 Opinion also has the potential to create catastrophic consequences for lotteries across the country and to jeopardise billions of dollars in state funding for good causes that are supported by lottery activity that is authorised and legal in every state where it takes place."

Two Harrah's Cherokee casinos in line for sportsbetting

North Carolina

North Carolina is considering a bill that would allow sports betting at Harrah's Cherokee Resort and Harrah's Cherokee Valley River Casino & Hotel.

The casinos, both owned by the Eastern Band of Cherokee Indians are both located near the state's border with Tennessee and are the only casinos in the state. The bill would open the doors to betting on both professional and collegiate events most by the summer, but does not include mobile betting.

Principal Chief Richard Sneed said: "The Eastern Band of Cherokee Indians has been working with the leadership within Harrah's and Caesars

regarding an opportunity to expand our gaming offerings on the Qualla Boundary. Sports betting is an emerging market across the country and is within the purview of the EBCI provided some changes to the existing legislation governing EBCI gaming are made.

"I have been working with friends of the EBCI in Raleigh regarding expanding our gaming offerings and finalised this work with a reception in Raleigh for several North Carolina legislators," he added. "This reception was well attended, with several Congressmen and Senators pledging their support of upcoming legislation. This legislation would open the door for Harrah's Cherokee Casino Resort and Harrah's Valley River Casino & Hotel to offer sports betting to create a new clientele for the Casinos and create a new revenue stream for Cherokee.

Canada

IGT Canada Solutions has signed a three-year extension to continue providing its Intelligent video lottery central system to Loto-Québec. The contract extension runs through September 2, 2021. "Our Intelligent solution is used by Loto-Québec to monitor nearly 10,000 VLTs in the province, all of which are provided by IGT," said Jay Gendron, IGT COO, Lottery. "The Intelligent central management system ensures the Lottery has full control of the complexity, security, integrity, and advanced reporting of their VLT network to optimise operations and drive growth for their business." Intelligent is built on more than 20 years of proven central system experience, and offers stable, secure and command control capabilities uniquely tailored to VLT gaming environments. It operates with a wide range of VLTs using multiple protocols.

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Le partenaire de joint-venture de Scientific

Games, Şans Girişim, a remporté un contrat IDDAA exclusif de 10 ans pour les paris sportifs en Turquie, le plus important marché des paris sportifs européen sponsorisé par l'état qui compte parmi les trois principaux marchés mondiaux en termes de ventes.

L'opérateur de casinos grec Regency

Entertainment a confirmé qu'il va déplacer la licence de casino qu'il possède dans la ville d'Athènes, au Mont Parnès, vers la banlieue nord-est de Maroussi d'ici 2021. L'entreprise va dépenser jusqu'à 200 millions d'euros pour délocaliser le casino vers sa propriété du 55 stremma à Maroussi, connue sous le nom de « Dilaveri estate ».

SIS (Sports Information Services) a conclu un

accord avec BetVictor, l'une des plus importantes sociétés de paris européennes, pour fournir à l'entreprise du contenu relatif aux courses de lévriers britanniques et irlandaises. Cet accord vient étoffer l'offre de BetVictor en matière de courses de lévriers avec un accès à plus de 33 000 courses par an, diffusées en streaming entre 8h et 22h, heure anglaise.

Blueprint Operations vient d'annoncer la

nomination de David Purvis, une personnalité très respectée dans le secteur, en tant que responsable de l'ensemble des activités commerciales.

Le distributeur de machines de jeux basé à

Malaga, Grupo Vid, a renouvelé son contrat avec le fournisseur mondial de solutions de jeux Aristocrat Technologies pour la distribution et la maintenance de ses jeux Salon sur le marché espagnol.

L'opérateur de casino canadien Century

Casinos a enregistré un record jamais atteint en matière de revenus d'exploitation nets en 2018, qui représente une hausse de 10 % par rapport à l'année précédente, malgré la perte de 10 millions de dollars causée par le retard d'attribution de licences en Pologne.

L'opérateur de casino australien Crown

Resorts va devoir revoir ses options concernant la construction du plus haut bâtiment d'Australie puisque sa demande de report du début de la construction a été rejetée par le gouvernement de Victoria. La tour Queensbridge, haute de 323 mètres et de 90 étages aurait été construite à Melbourne, sur le site du complexe de casino existant, propriété du groupe, pour la somme de 1,8 milliard de dollars australiens.

Les opérateurs de casino du Sri Lanka se

voient affliger trois épreuves avec la confirmation par le ministre des finances, Mangala Samaraweera, de la hausse des droits de licences, des droits d'entrée et des taxes au cours des mois à venir. Le Sri Lanka devrait augmenter les droits de licence annuels des casinos pour passer de 200 millions de roupies sri-lankaises à 400 millions de roupies (2,2 millions de dollars US).



New Jersey Sports Book Nears US\$2bn

New Jersey's sports books have taken nearly \$2bn on sporting events in their first nine months, with February accounting for more than \$320m in bets despite a short month and a predictable post-Super Bowl lull

FanDuel Sportsbook at The Meadowlands continues to dominate the retail market, posting \$1.5m in February gross revenue, up from \$1.2m in January. FanDuel was followed by Resorts AC's \$142,846. In all, New Jersey's online and retail sportsbooks netted \$12.7m in revenue on \$320.4m in sports bets, down 16.8 per cent from a record \$385.3m wagered in January.

The February handle works out to \$46 per adult resident of New Jersey, significantly larger than any other legal sports jurisdiction, other than Nevada. "Because of the strength of New Jersey's online product, in-play betting during the Super Bowl was significantly stronger in New Jersey than in other legal markets," said Dustin Gouker, lead sports betting analyst for PlayNJ.com. "In addition, New Jersey's sportsbooks saw significant action on other sports, particularly on college basketball and the NBA. It adds up to another very good month for New Jersey even after a somewhat disappointing Super Bowl handle."

New Jersey's online sportsbook brands accounted for \$258.9m, or 80.8 per cent, of total

bets in January, according to official reporting. The state's retail sportsbooks made up the remaining 20.2 per cent. That compares to 79.2 per cent of total bets flowing through online sportsbooks in January.

"New Jersey's sports betting market is less driven by major events than in Nevada, and February's numbers bear that out," Mr. Gouker said. "The market's consistency will eventually help New Jersey overtake Nevada as the largest legal sports betting market in the US, which is now more a question of when rather than if."

FanDuel Sportsbook/Pointsbet overtook DraftKings Sportsbook as the state's dominant online sportsbook with \$6.6m in February gross revenue, up from \$5.9m in January. DraftKings Sportsbook fuelled Resorts' \$3.7m in February online gross revenue, down 46 per cent from \$6.9m in January. "DraftKings and FanDuel show few signs of relinquishing their top spots," Mr. Gouker said. "But with football now over, it will be interesting to see if a change in focus to college basketball and Major League Baseball alters the dynamic in the coming months."

Pennsylvania

Scientific Games will supply Second State Gaming with its Bally MultiConnect (BMC) software at 20 truck stop locations throughout Pennsylvania. The new system will begin going live in Spring 2019, and will continue to be installed on 100 games at 20 locations based on approvals.

Pennsylvania recently signed legislation allowing a major expansion of gambling throughout the state, to include truck stops and airports. Bally MultiConnect provides VLT management reporting tools for multi-site gaming operations. It also consolidates data from any number of gaming locations into one reporting system with the click of a button. This agreement with Second State Gaming is the first systems contract awarded and the first deployment of BMC in this new truck stop route market.

US

BetConstruct boosts Winners.bet performance



BetConstruct has signed a deal to provide Winners.bet with esports offering and Odds Feed Service.

The software developer shares constant growth and improvement values of Winners.bet and this kind of like-mindedness brought the companies together. With the offering of the major championships such as League of Legends, CS:GO, DOTA2, KOG, Starcraft, Starcraft2, Rainbow Six, BetConstruct will be providing an outstanding esports betting experience to the players of

Winners.bet. From the ground up, the company was built by people who share the same passion for esports that every fan has.

Across Winners.bet platform users will be able to place bets on more than 500 annual tournaments while watching event streams and customising their experience with a number of options. Having already submitted the gaming application to the Malta Gaming Authority, the operator is looking forward to getting started on their journey.

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US – At the beginning of March patrons of the FanDuel Sportsbook at The New Meadowlands Racetrack in East Rutherford, N.J. placed their first sports wagers via IGT PlayDigital's PlayShot QuickBet Kiosks. The 14-unit installation is IGT's first U.S. deployment of the kiosk technology, and makes the New Jersey-based FanDuel Sportsbook the first venue to leverage IGT's complete omni-channel PlayShot sports betting solution including platform, retail, mobile and kiosk technologies.

"PlayShot's flexible and fully integrable design enabled FanDuel to incorporate IGT PlayDigital's PlayShot QuickBet kiosks into its world-class sportsbook ecosystem at The New Meadowlands Racetrack," said Enrico Drago, IGT Senior Vice President IGT PlayDigital. "The self-service kiosks deliver the same high-quality user experience as the FanDuel website and mobile apps, and feature real-time pricing updates for a full range of markets to give players at The New Meadowlands Racetrack the best possible betting experience."

US – Win Systems has announced the installation of its Casino Management System Wigos for the first time in Canada.

In addition, the first Wigos installation in the country has taken place in one of the top Canadian venues: the Magic Palace Casino in Kahnawake (Montreal).

With this installation, Win Systems continues its unstoppable growth. By the end of 2018, Wigos had reached 300 casinos. With this installation the number already increases to 310 casinos, connecting more than 85,000 machines in 20 different countries around the world.

The Magic Palace Casino is located in Kahnawake in the indigenous reservation of the Mohawks and is considered one of the best casinos in Canada thanks to its firm commitment to the best gaming experience, combining the best service to their players with the most cutting-edge machines and games in the sector.

Eric Benchimol, CEO of Win Systems, commented: "It's with pride and honour that a casino of the stature of the Magic Palace has decided to bet on our CMS Wigos, especially when it's the first installation in Canada. North America is one of the largest growth markets and one of our strategic priorities, and we are fully convinced that an installation such as the Magic Palace Casino will allow us to take a significant step forward in our expansion plans. Once again, I want to thank the technical team of both Win Systems and the Magic Palace Casino for their excellent work during the installation, which was developed in an exemplary way."

Rhode Island Seeks Online Betting Opinion

The US state of Rhode Island has asked the Supreme Court for an online betting opinion to authorise online sports betting without first obtaining voter approval

Rhode Island is digging deep into its Constitution to find a method by which it can authorise online sports betting without taking the vote to the people

RHODE ISLAND SPORTS BETTING

The House Republican Caucus has called on the House of Representatives, the Senate and the Governor to seek an RI Constitution, Art. X, Sec. 3, Supreme Court advisory opinion concerning the legality of H.B. 5241 and S.B. 37, which purports to authorise online sports betting without first obtaining voter approval.

The bills allow mobile wagers to be placed statewide so long as the customer first registers on-site at Twin River's Lincoln or Tiverton facilities. Art. VI, Sec. 22 of the Rhode Island Constitution requires local and statewide approval for any act that expands the types or location of gambling in the state.

In 2012, voters approved casino gaming at Twin River Casino. In 2016, voters likewise approved casino gaming at Tiverton Casino Hotel. An open question remains whether these prior voter approvals authorise online gaming anywhere in the state, or, confine it wagers placed while physically located at Twin River's Lincoln or Tiverton facilities.

House Republicans are not opposed to online gaming. However, the responsible path forward



is to first determine whether these proposals are constitutional, before money is expended on gaming infrastructure and the state budgets for anticipated gaming revenues.

If the Supreme Court approves of the measures, we can quickly move this legislative session to then authorise mobile gaming. If the Court disapproves, we can amend the bills to include the required voter-approval or seek to amend our state constitution to authorise statewide online sports betting and avoid the required local approval from each municipality where an online bet may be placed from.

There is historical precedent for the Supreme Court to offer advisory opinions on gaming proposals. In 2005, the Court advised that the 2004 Casino Act was likely unlawful in response to an advisory opinion request from then-Governor Carcieri.

Art. X, Sec. 3 was designed for the scenario the state now faces; to provide the ability to first determine whether this proposal is constitutional – before it is passed and relied upon by the state and private citizens.

Bulletproof licensed by Nevada Gaming Control Board for Cybersecurity

Nevada

Underscoring the importance of being licensed to conduct cybersecurity work, IT and cybersecurity firm Bulletproof, a GLI company, has received a Class II license from the Nevada Gaming Control Board. This license adds to the multiple licenses the company already holds throughout the U.S. and Canada.

"In today's era of rapidly evolving technology, it is crucial for businesses to continually deploy aggressive cybersecurity tactics. Having attained a Class II license from the NGCB will allow Bulletproof to use our expertise to help Nevada casinos reduce risk and to improve processes, systems, and business infrastructure," commented Bulletproof CEO Steven Burns.

"While Bulletproof services a wide range of industries globally, we have deep knowledge of the gaming industry and of how technology powers its processes. That knowledge will be beneficial to the Nevada casinos we serve. Being licensed by the NGCB gives casinos an added layer of confidence when engaging our firm and entrusting us with their data," added Mr. Burns.

With the overload of data being generated by their security systems, many gaming operators and their IT teams struggle to stay on top of increasingly complex cybersecurity threats. With Bulletproof's NGCB Class II approval, gaming operators in Nevada now have a new resource to assist them in their efforts to secure and protect their most valuable data and cyber assets 24/7 through Bulletproof's secure, state-of-the-art Security Operations Centre (SOC) that protects clients on six continents.

Canada

Inspired Entertainment has signed a multi-year contract with the British Columbia Lottery Corporation to provide its scheduled and on-demand Virtual Sports as well as its best-in-class Interactive casino content. Inspired content will be enabled for players in British Columbia and Manitoba in the first half of 2019.

"Our North American strategy is a key priority for Inspired and this partnership with BCLC is indicative of the progress we are making on this strategy," said Brooks Pierce, President and Chief Operating Officer of Inspired.

Claire Osborne, Vice President of Interactive for Inspired, added: "BCLC delivers a seamless customer experience across channels and touchpoints and we're delighted to be working with them to introduce our award-winning, differentiated content to the Canadian market."

Tropicana Atlantic City Unveils Sportsbook

Tropicana Atlantic City Casino & Resort, an Eldorado Resorts property, has announced the grand opening ceremony of its new permanent sportsbook

The 5,000sq.ft interactive space offers an immersive experience with nearly 200 linear feet and 1,654sq.ft of video display to show up to 16 games at one time

NEW JERSEY SPORTS BETTING



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NORTH AMERICA



Tropicana Atlantic City Casino & Resort, an Eldorado Resorts property, has announced the grand opening ceremony of its new permanent sportsbook, with partner William Hill US. The sports book features the most seats of any sports book in Atlantic City and is conveniently located on the North Tower Casino Floor adjacent to Chickie's and Pete's Crab House & Sports Bar and 10 North.

"We are thrilled to bring our guests more exciting experiences with the addition of our brand new sports book," said Steve Callender, Eldorado Resorts Senior Vice President of Operations - Eastern Region. "This venue will bring a new level of fun and entertainment to Tropicana and truly sets us apart from the other sports books in the city."

"We are proud to partner with Tropicana Atlantic City and Eldorado Resorts to open this world-class sports book. The new sports book at the Trop is proof of our collective commitment to provide our customers with the best possible experience. Powered by our industry leading sports betting product, it will bring added excitement to sports fans that want to watch and wager at the Tropicana," said Joe Asher, CEO of William Hill US.

The 5,000-square-foot interactive space offers

an immersive sports betting experience with nearly 200 linear feet and 1,654 square feet of video display to show up to 16 games at one time. The space also features 8 total betting windows including 1 High-Limit window, and a total of 180 seats, including both bar and lounge style seating as well as elevated VIP seating for the biggest fans in the house. The combination of massive, panoramic LED screens, TV packages featuring all major sporting events, surround sound, and one of the largest odds boards in Atlantic City ensures guests won't miss a second of the heart pounding athletic competition or the thrill of placing a live bet. Customers will be able to enjoy William Hill's sports betting menu – which features live In-play wagering on Football, Basketball, Baseball, Hockey, Soccer, and Tennis.

"Our team always welcomes the opportunity to work with the Tropicana on new and exciting ways to reinvent their amenities," said Bill Salerno, principal at SOSH Architects. "The new sports book venue will create synergy with the property's current gaming and sports bar options. A new direct connection from the sports book to the Boardwalk will make the entertainment within easily accessible for guests. The sports book at Tropicana will undoubtedly be a dynamic new addition to the property."

CALIFORNIA –JCM will be at NIGA 2019 to show tribal operators how its award-winning portfolio of products that deepen connections while also enhancing security. Customer connection points start with the bill validator, and JCM's iVizion is the most secure on the casino market. iVIZION reads more than 9.5 data points, which is more than twice as many as the nearest competitive product. iVIZION's powerful combination of optical and mechanical sensors offer tribes the best protection against counterfeits and cheats, all at a fast acceptance rate.

JCM's ICB Intelligent Cash Box with web reporting is a perfect companion tool for iVizion ICB's drop management capabilities are field-proven to save operators hundreds of thousands of dollars annually. Because ICB provides real-time health monitoring data and predictive drop and maintenance scheduling, operators can dramatically increase operational efficiency.

JCM's GEN5 printer has an incredibly fast CPU and print speed, combined with the flexibility to print TITO and promotional tickets, as well as various wager tickets and templated promo coupons. When paired with iVizion and GEN5, JCM's patented technology Fuzion v1.0 unleashes a world of features and security measures including security monitoring, health performance reporting, transaction recording database, remote firmware updates, and iPromo system-driven printing.

JCM will also showcase its line of leading display technologies. Incredibly flexible and energy-efficient, JCM's line of LED Direct View digital displays suit every taste, need, and budget.

US – MGM Resorts International has become the 'official casino resort of the Boston Red Sox' in a sponsorship deal that will see the MGM Resorts logo appearing on the Green Monster at Fenway Park, the most iconic ballpark in Major League Baseball.

As an official sponsor of the Boston Red Sox, MGM Resorts will have visible messaging behind home plate, Red Sox radio and other team controlled media outlets. In addition, MGM Resorts will receive exclusive access to one-of-a-kind fan experiences at Fenway Park. MGM Springfield will also host various promotional experiences throughout the year and be the new home for the Red Sox' annual Baseball Winter Weekend event, a weekend of hot stove fun for fans and families that takes place each January. The event includes a Town Hall Meeting with Red Sox leaders, autographs and photos with Red Sox players, and round-table discussions on a variety of baseball topics. The weekend also includes a full baseball festival for fans of all ages and clinics for kids.

Century reports best ever operating revenue in 2018

Canada

Canada-based operator Century Casinos reported an all time record in annual net operating revenue in 2018, with an increase of 10 per cent over the previous year, despite losing \$10m in revenue due to licensing delays in Poland.

Consolidated annual EBITDA was lower compared to the year earlier due to the extra costs related to that license situation and a casino closure in Poland. Net operating revenue increased by \$5.8m or 15 per cent. Peter Hoetzing, Co-Chief Executive Officers of Century Casinos, said: "This quarter we continued to see

revenue growth in each of our segments and ended the year growing revenue by 10 per cent. We are pleased with this growth, especially with the longer-than-expected casino closures in Poland due to licensing delays, which we estimate negatively impacted net operating revenue by \$9.8m. We are excited for the upcoming year with the opening of Century Mile Racetrack and Casino on April 1 and a Grand Opening celebration planned for April 28, the first day of live horse racing."

Canada and the US generated strong year-over-year gains in both revenue and EBITDA for the company whilst in Poland, business volumes and demand for casino gaming continued to be strong with annual revenue increasing by 14 per cent.

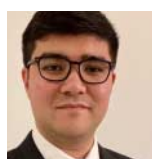
Nevada

Caesars has entered into an agreement with Carl Icahn and affiliated entities regarding, among other things, the membership and composition of the company's Board of Directors. Under the terms of the agreement, Keith Cozza, Courtney Mather and James Nelson are being appointed to Caesars' Board of Directors, effective immediately. These appointments are subject to customary regulatory approval. In connection with the director appointments, three existing directors will step down from the Board, effective immediately. The agreement also provides the Icahn Group the right to appoint a fourth representative to the Board if a new Chief Executive Officer who is acceptable to new directors is not named within 45 days of this agreement.



AUSTRALIA – Australian casino operator Crown Resorts will have to reconsider its options regarding the construction of Australia's tallest building with its request to delay the start of its build rejected by the Victoria government. The 323-meter, 90-story One Queensbridge tower would have been built at the company's existing casino resort in Melbourne at a cost of A\$1.8bn.

Crown said that funding arrangements with the Schiavello Group, its partner in the project, could not be completed before the construction start date. Crown stated: "Crown and Schiavello have been informally notified by the Victorian Government that an extension to the construction commencement date for the proposed One Queensbridge project has been denied. No formal notice has been received from the Victorian Government but it is expected shortly.



SE ASIA – NOVOMATIC is continuing to develop its footprint in Asia with top-performing Electronic Table Games installations and the introduction of its latest gaming

technologies throughout the region. Jade Entertainment and Gaming Technology is NOVOMATIC's long-standing distributor for the South East Asian region and primarily focused on markets including the Philippines, Macau, Malaysia and Vietnam – with sales and support offices in each of these countries.

Joe Pisano, CEO Jade Entertainment, said: "Jade Entertainment and NOVOMATIC are striving to develop the South East Asian market together and we have made head roads with multiple ETGs and Systems installations. We are excited about the future, especially with the release of new Asian themed content and linked progressive titles, which we expect to have exceptional performance."

NOVOMATIC also announced that Indo Pacific Gaming has come on board as distributor for Cambodia, Vietnam (shared with Jade Entertainment), Laos, Nepal, Goa and Sri Lanka.

The NOVOMATIC sales channels have now further been extended with the appointment of Sales Manager Michael Barsin (pictured) to support the region. Michael is based in Hong Kong and reports to Robert Dijkstra, NOVOMATIC VP of Business Development and Sales, Asia Pacific. "I am thrilled to have these two stellar companies, Jade Entertainment and IPG representing NOVOMATIC in South East Asia," explained Robert Dijkstra. "Michael and I are looking forward to support both companies with NOVOMATIC's products and services."



Analysts Morgan Stanley and Nomura have both revised their position on Macau's casino revenues believing now that GGR will grow now rather than shrink in 2019

Morgan Stanley is 'incrementally turning more positive' about Macau's next financial year and has revised its outlook predicting now that GGR will increase by one per cent in 2019, rather than fall by two per cent due to improvements in mass market gaming, which it now sees growing by seven rather than two per cent.

Leading macro indicators are suggesting GGR improvement from the second half of 2019. Some concerns – licence issues, slow GGR in the first half of 2019, and mid-cycle valuation – keep us from turning outright bullish. Tightened liquidity, full smoking ban pressuring VIP and premium mass growth in 2019, and potential decline in earnings in the first quarter of 2019 will impact GGR, stated Morgan Stanley. Adding, "While mass growth has slowed down to single-digit year-on-year growth in the first quarter of 2019, improving visitation could ensure continued mass growth over the medium term. Risk is also rising, with mid-sized junkets folding and ongoing consolidation at the top."

Nomura has changed its prediction of a three per cent downturn and now is now looking at growth of between one and four per cent.

"Considering the fourth-quarter and year-to-date GGR, we believe that 2019 growth will settle in a range of one per cent to four per cent. One per cent is consensus, but four per cent growth is possible if GGR volumes follow the recovery in key China economic indicators. With green shoots now sprouting in China, VIP volumes could be flattish this year."

It is forecasting growth of one per cent in VIP gaming and even per cent in mass gaming. It added: "If Beijing continues to foster credit and liquidity growth through 2019, then GGR growth could approach mid-single digits. The governing factor might be additional regulatory efforts at controlling currency flight, but, so far, players seem to find creative ways to access capital." February's GGR in Macau increased by 4.4 per cent to US\$3.14bn.

Wakayama and Nagasaki confirm their IR visions

Japan

Two more Japanese prefectures Wakayama and Nagasaki have now confirmed their commitment in bidding for one of the three Japanese casino licences. The IR Promotion Office in Sasebo outlined that Nagasaki prefecture wanted to build an IR at what is Japan's leading amusement park, Huis Ten Bosch, with the aim of opening in 2024. Sasebo is a city on Japan's Kyushu Island in the North West prefecture of Nagasaki.

The Dutch-themed amusement park is owned by H.I.S. Co. whose Chairman Hideo Sawada has long wanted to add a casino to the facility. Way back in 2014, he said: "We will be the fastest one to build a casino, once there is a green light. No other Japanese city can turn a profit on casinos

other than us, apart from Tokyo and Osaka. We're seeking a sophisticated and elegant European-style facility next to the Huis Ten Bosch theme park."

The Office has said that over 20 international IR operators from North America, Europe and Asia have expressed their interest with one confirming it would invest US\$3.6bn.

Wakayama, meanwhile, located east of Osaka, recently hosted an IR forum which attracted 300 people. It outlined that its IR would cost US\$2.5bn and have a 2,500 room hotel with a convention centre and exhibition hall. It would open in 2024 and be located in Wakayama Marina City about 40 minutes from Kansai International Airport and a 70 minute drive from Osaka. Its infrastructure is already well developed with many hotels and an amusement park based on medieval European townscapes.

Sri Lanka

Casino operators in Sri Lanka will be hit by a triple whammy with Finance Minister Mangala Samaraweera confirming that licensing fees, entry fees and taxation will all be increasing in the coming months.

Sri Lanka is to increase its annual licence fee for casinos from LKR200m to LKR400m (US\$2.2m). There will also be a turnover tax of 15 per cent. The taxes will come into effect from April 1. The casino entrance fee of 50 dollars per person will be introduced from June 1. Analysts believe the entrance will damage casino revenues as it will discourage domestic players. Annual fees for ruddy games, a type of card game popular in Sri Lanka will also increase to LKR1m.

The capital of Colombo is a hot bed for casino gaming in Sri Lanka with popular casinos such as Bellagio Colombo, Bally's, Casino Marina Colombo and Star Dust all to be impacted by the new laws.



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HONG KONG – In March, without the fanfare surrounding his arrest, Hong Kong's Independent Commission Against Corruption (ICAC) released Aruze Gaming Founder Kazuo Okada. He is no longer required to report to the ICAC and his bail money was returned to him without any conditions whatsoever. Mr. Okada was arrested by the ICAC in August of 2018 as the result of Universal Entertainment Corporation (UEC) and its senior executives making statements to the ICAC. He was detained based on ICAC's authority granted under the ICAC Ordinance, which allows for an arrest even during the pendency of an investigation. Mr. Okada argues such statements are false, misleading, and malicious charges that were lodged with the intent to destroy Mr. Okada's reputation and break up his family. Since his release, Mr. Okada has taken to social media to raise awareness of the issues surrounding his arrest and recent corporate battles. He has launched a personal YouTube channel offering a US\$809,000 prize for one lucky follower of the channel in the interest of gathering followers.

VIETNAM – Vegas Vegas, a Japanese Pachinko hall operator, has opened its second casino in Vietnam with a small venue in Hanoi. It has opened Hollywood One Gaming Club, below ground level in Hotel de l'Opera, a 5 star hotel in Hanoi which uses the MGallery Sofitel brand. Located in the heart of Hanoi, the casino is within walking distance of several city attractions, such as the Hanoi Opera House, the city's Old Quarter, Hoan Kiem Lake and the Thang Long Water Puppet Theatre. The gaming floor offers a range of table games such as baccarat, blackjack, roulette and sic bo as well as slots.



ASIA – Interblock, continues to pursue its aggressive global strategy and has promoted Michael Hu from Vice President of Asia to President of Asia Pacific. Michael will continue his responsibility for all P&L activities within the region.

Michael has been an integral part of developing the Asia Pacific region for Interblock and has done so with great success. When Michael joined Interblock 15 years ago he opened the Asia branch and since then has brought the company's footprint to over 7000 stations. He has solidified Interblock as the ETG market leader with a dominant position in Asia.

John Connelly, CEO of Interblock said, "Michael's promotion to President of Asia is a reflection of his proven track record of anticipating needs and exceeding expectations as well as his unique expertise in the region and in the gaming sector. We are confident that Michael will continue to support the growth our business and we are extremely proud to have him as part of the Interblock team."

Licence Gold Rush on the Gold Coast

Queensland has launched its tender for a second casino to be built on the Gold Coast with around 20 international casino groups believed to be interested

Only five per cent of the property's footprint will be allowed to offer gaming.

AUSTRALIA CASINO LICENCES

The Australian state of Queensland has launched its tender for a second casino to be built on the Gold Coast with around 20 international casino groups, including Caesars and Hard Rock, believed to be interested.

Tourism Minister Kate Jones said it would be a 'world-wide search' for the \$1bn project developers who would need to include several key elements, including 'a major Gold Coast concert venue, new entertainment facilities, convention space, high-end dining and retail experience.'

Only five per cent of the property's footprint will be allowed to offer gaming. She said it would be up to the market to decide where the best place on the Gold Coast should be. "We'll go to market and the market can come forward with what the sites they think stacks up," she explained.

A Gold Coast Tourism Advisory Panel will be created to offer advice on the proposed casino. The tender will close in April with interested operators and developers invited to submit their proposals to the Global Tourism Hub. Mrs Jones



said: "We want to see a new tourism product that sets the Gold Coast apart from the rest of the world. We have had more than a dozen operations from around the world come forward saying they would like to have a look at what sites are suitable," she said.

"We have confidence a competitive process offers a better outcome for the people of the Gold Coast. There is a possibility that just like Brisbane, (Star) will be the only operator if they can promise and deliver a true integrated resort with additional convention space, entertainment facilities, quality restaurants and cafes and bars. We expect a GTH to create more than 6,000 local jobs and attract an extra million tourists (to the Gold Coast) each year."

Star Entertainment has though already committed to spending \$2bn on its own non-gaming expansion plans at its Broadbeach site. Star's Queensland Managing Director Geoff Hogg said: "We are very pleased to have done public consultation in 2016 and then to get the Government approval to be able to expand up to another four towers on the island, in addition to the tower we have already commenced."

Phoenix International Club closes following table ban

Vietnam

Vietnamese-operator Silver Heritage has halted operations at its Phoenix International Club in Bac Ninh pending an 'announcement regarding its contract and operations' after being told it was no longer allowed to operate tables.

The company received notice from the General Manager of Phoenix that table games are no longer included in its revised investment certificate and so are not permitted to be operated on the property, and that the casino will close for an indefinite period.

The company said: "As of March 1 2019 all casino operations on the property have ceased. As Phoenix represented approximately 45 per cent of Silver Heritage

Group's unaudited revenue for the year ending 31 December 2018, the board is conducting a review of the legal basis on which the notice was issued, the company's rights and obligations under the Entertainment Services Agreement between the company and the owner of Phoenix, and the impact of the notice on the company."

The company also advised that it had recently discovered accounting irregularities in Nepal.

It said: "Limited investigations to date indicate the issue relates to the accounting treatment and specifically the method used to change the treatment of a previously written off amount in an attempt to re-classify the expense at a local subsidiary level. The irregularities are predominantly non-cash in nature and the cash cost to the business is approximately US\$15,000."

Philippines

Frontier Capital Group has confirmed it will relaunch the Casablanca Casino in the Clark Freeport Zone in the Philippines, three years after buying it for \$26m. The relaunch didn't take place at the time of the purchase as Frontier needed to pay the Philippine Amusement and Gaming Corp. (PAGCOR) \$3.4m. Frontier said: "The company has secured the funds necessary to satisfy the Philippine Amusement and Gaming Corp requirements to reinstate operations of the Casablanca Casino, which is imminent." Frontier Chairman, Henri Ho, added: "We have worked diligently to satisfy Pagcor's operational requirements. We will soon recommence operations at the Casablanca Casino, with a healthy bank balance." The casino closed with 36 table games and 190 slots whilst the adjoining Stotsenberg Hotel offers 239 rooms.

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AT A GLANCE

Minnesota Closer to Allowing Tribes Rights to Offer Sports Betting

- Illinois Could Be First State in Midwest to Allow for Sports Betting

Indiana Bill for Sports Betting and Casino Relocations Moves to the House

- Opposition Grows Across Additional States to the Department of Justice's Changes to Wire Act

Major League Baseball and Sportradar Announce Multi Year Partnership

- Caesars Entertainment and DraftKings Agree to Multi State Deal

State Tracker Illinois

Illinois could be the first state in the Midwest to allow for sports betting. During his campaign, newly elected Illinois Governor J. B. Pritzker said that he would consider sports betting alongside other legislative proposals to help address the state's \$3.2bn deficit. Pritzker said that he hoped to raise over \$200 million from legal sports betting. According to the state Operating Budget Book for fiscal year 2020 published in February the governor's

office said that his office wanted to create 20 licenses for in-person or online sports betting, which would be sold for \$10 million each.

Operators would be charged a \$5,000 annual renewal fee and operators would pay a tax equivalent to 20 percent of their gross sports wagering revenue. Due to the high licence fees for the first five years of operation, sports wagering operators would be able to deduct a maximum of 90 percent of one-fifth of the initial license fee each year from the sports wagering tax.

While delivering his first budget address on Feb. 20, 2019 Pritzker said "I am calling on the legislature to take this up immediately so that Illinois can realize hundreds of millions of dollars, create new jobs, and bring sports betting into a regulated environment that will protect citizens from bad actors."

State Tracker Indiana

Indiana could be moving closer to giving sports betting the green light now that SB 552 has cleared the State's Senate. According to the new bill, sports betting would be permitted in any of the state's casinos, racinos or satellite locations. Sports betting could generate \$1.6m to the state's budget in 2020. The bill would also permit mobile sports betting although players would have to sign up in person at a casino or off-track betting facility. Although approved by 38-11 in January the bill could

well be too ambitious in scope as it allows the relocation of two riverboat casinos currently located immediately next to each other by the same operator to Terre Haute in the hope it will kick start economic development in Gary's Buffington Harbor on Lake Michigan. It also does away with the two-license limit on the number of casinos a company can operate in the state and fast tracks the date to bring in table gaming at Indiana's racinos from 2021 to 2019. Combined this could be a step too far for lawmakers in the House of Representatives. "It's difficult to find a place where a large expansion like that can pass. I'm surprised it had passed the Senate," House Speaker Brian Bosma said. "If there's a new casino facility, I don't know how anyone can argue that it's not an expansion."

State Tracker Kentucky

A number of moves are afoot to allow for sports betting expansion in the state. At the end of February lawmakers put forward Bill 1894 up for consideration and it will now go before the Senate. According to the bill sports betting will be placed under tribal control as it gives the governor permission "to negotiate with a tribe for the purpose of entering into a compact to conduct sports wagering." Operators would be able to offer sports betting both on site as well as via a website or mobile application. In addition the bill does not forbid licensees from entering "into an agreement with a third party to manage or operate an

on-site sports pool, a mobile and electronic sports pool, or both." The bill allows for sportsbook at Tribal casino premises only and the state's two race tracks.

In February Minnesota Representative Pat Garofalo announced details of a new sports betting bill. In a statement the lawmaker said: "For too long, Minnesotans wanting to place bets on sporting events have had to rely on an unregulated process. This legislation brings the sports gambling industry out of the shadows and ensures that consumers have the proper protections in place that allow for a fair and transparent experience."

The Safe and Regulated Sports Gambling Act of 2019 would maintain Minnesota's tradition and practice by allowing gambling only at established tribal casinos.

The bill would keep "existing Indian gaming compacts" and allow "tribal involvement in new sports gambling compacts to be voluntary, ensuring that tribal involvement will be exclusively dictated by the individual tribes."

Working with the Minnesota Indian Gaming Association (MIGA) will be key going forward. In January, in a letter to Governor Tim Walz and other legislative leaders the Chair of MIGA Charles Vig reiterated its stance on sports betting saying that that the association "continues to oppose the expansion of off-reservation gambling, including the legalization of sports betting."

National Focus

A number of government bodies and associations have joined forces in order to try and reverse the Department of Justice's (DOJ) new interpretation of the Wire Act. New Jersey Senate President Stephen Sweeney has criticised the US Department of Justice's new interpretation of the Wire Act stating that if the DOJ doesn't reverse course, New Jersey will take the matter to court. In March the DOJ extended the enforcement period by another 60 days to April 15.

New Hampshire (which sells lottery tickets over the internet) has also seen three legal challenges. In February legal team Ifrah Law acting on behalf of the iDEA Growth trade

association, which supports the expansion of the online interactive gaming business in the United States, filed suit against the DOJ in the U.S. District Court for the District of New Hampshire. According to a statement the suit challenges the opinion by the DOJ's Office of Legal Counsel as it holds that the Act prohibits all interstate wagering activity, not just sports betting. Jeff Ifrah, lead attorney in the suit brought by iDEA Growth, said: "We trust that the New Hampshire Court will give appropriate weight to judicial precedent over political factors in making its decision, a decision sure to have a major impact on a fast-growing industry poised to offer significant economic benefits to states across the country."

NeoPollard Interactive, the technology and service provider of the New Hampshire state iLottery system has also filed a lawsuit in US District Court. In March yet more legal moves were set in motion when The Michigan Lottery also filed an amicus brief, which if approved would allow it to participate in the lawsuit put forward by the New Hampshire Lottery. The Michigan Lottery's filing includes the signatures of a number of jurisdictions or their lottery corporations: Mississippi, Kentucky, Rhode Island, Tennessee, Virginia, Colorado, Delaware, Idaho, Vermont, North Carolina, Alaska, DC and more recently New Jersey which also filed an amicus brief in March (Pennsylvania's attempt to file an amicus brief was denied).

Company Insight – IGT PlayDigital



Charles Cohen,
Vice President Sports Betting
IGT PlayDigital

In our exclusive interview with Charles Cohen, IGT PlayDigital Vice President of Sports Betting, we discuss how IGT's PlayShot™ sports betting technology is now powering sports wagers in six U.S. states including Nevada, New Jersey, Mississippi, Rhode Island, Pennsylvania, and West Virginia and how it is positioned in other states as well. We also discuss the importance of multi-state technology, talk about some of the complexities of sportsbook accounting and reporting, and how IGT has developed a technology and operational solution that enables operators to efficiently coordinate their books in each state from one central hub. We also talk about some of the lessons learnt for further lottery sports betting expansion in the US market.

IGT has already made significant inroads into the U.S. market. They were able to go live on day one in New Jersey and be first in market in Mississippi. In addition, in July IGT announced that it would be FanDuel Group's sports betting platform provider for the newly regulated U.S. market in the state of New Jersey. The partnership brings together the technological expertise in U.S. sports betting of one of the largest B2B gaming companies in the world – IGT

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with that of the prominent sports gaming company in the U.S. – FanDuel Group. FanDuel is a subsidiary of Paddy Power Betfair, a leading international sports betting and gaming operator.

The company achieved another milestone when it was selected by MGM Resorts to provide its sports betting solution at Borgata Hotel Casino & Spa in Atlantic City, New Jersey. In June Borgata opened for sports betting with IGT's retail point-of-sale system, enabling in-casino patrons to place in-play and pre-match sports bets over the counter.

In September, IGT and William Hill U.S. announced that they had entered into a multi-year agreement to offer U.S. lotteries a full-service solution for sports betting. Together, the companies are now able to offer U.S. lotteries a fully-managed solution to meet all their current and future needs in sports betting, both maximizing revenues to each state and ensuring a reliable, attractive, and innovative service for players.

This new partnership seeks to build upon the already successful pairing between the companies which resulted in IGT being awarded the contract to run sports betting for the Rhode Island Lottery together with William Hill. Under the terms of the partnership, the companies will jointly consider all future sports betting opportunities and bid requests from U.S. lotteries on a mutually exclusive basis. The combined offer to U.S. lotteries under the new agreement will comprise IGT's PlayShot™ end-to-end sports betting platform for land-based, retail, online, and mobile with William Hill's operational, trading, player management, and strategic expertise in U.S. sports books. IGT enables players to experience their favorite games across all channels and regulated segments, from Gaming Machines and Lotteries to Digital and Social Gaming.

IGT currently powers MGM Resorts' retail sports betting at 10 major Las Vegas Strip properties, and mobile sports betting on the playMGM app with IGT PlaySpot™ technology throughout Nevada. The technology integrates with a casino's back office and patron management systems and features comprehensive management and reporting tools.

IGT is the world's leading end-to-end gaming company. It is listed on the New York Stock Exchange under the trading symbol "IGT." Its holding company headquarters are in the United Kingdom, with operating headquarters in Rome, Italy; Las Vegas, Nevada; and Providence, Rhode Island. IGT has more than 12,000 employees across the globe.

OPERATOR NEWS

Caesars Entertainment Corporation and DraftKings have reached an agreement under which Caesars will offer DraftKings market access for its online gaming products, subject to passage of applicable laws and the parties securing applicable gaming licenses. DraftKings' market access is exclusive to Caesars across certain states in which Caesars operates casino properties.

DraftKings will promote Caesars Entertainment as its official casino resort partner in the states where the companies collaborate, and Caesars Entertainment will receive DraftKings equity.

Caesars can also continue to offer their own branded sports betting and online casino apps in each of these jurisdictions – and will maintain their own primary access in all states according to regulation under the agreement.

Major League Baseball (MLB) and Sportradar have announced a wide-ranging, multi-year partnership to enhance and expand distribution of MLB's real time game statistics around the globe. The deal will start with the 2019 season.

Across international markets outside of the US, Sportradar will have exclusive distribution rights for official MLB real time game statistics, as collected at every ballpark via the league's proprietary technology and stat operators, to both media companies and regulated sports betting operators.

Sportradar will have exclusive rights to distribute live industry standard audio-visual game feeds to gaming operators outside the U.S. in territories where sports betting is legal.

In the US, Sportradar will have the same exclusive rights for official real time statistics distribution to media entities in their coverage of Major League Baseball.

Sportradar will also serve as the official supplier of MLB's real time betting data feed in the U.S. where distribution to regulated sports betting operators will be on a non-exclusive basis through Sportradar and additional authorised distributors.





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Sports betting

Native American Tribes and the Future of Sports Betting in the United States

Crucial to an understanding of how sports betting will develop in the future is the role Native American Tribes already play within the US market.

Tribal-owned casinos could have the final say in a number of states as to how sports betting will be regulated due to already existing pacts with state governments. In addition tribal owned casinos have already entered deals with sports betting operators in order to expand their offer and allow for sports betting.

The Indian gaming landscape is an extremely diverse and varied one ranging from small establishments offering games such as bingo, lotteries, and video poker to the Foxwoods Resort Casino in Connecticut - one of the largest casinos in the country.

It is also an increasingly profitable one. The tribal casino industry has reported increased gaming revenues year on year increasing from \$5.4 billion in 1995 to \$32.4 billion in 2017 according to the latest National Indian Gaming Commission (NIGC) report. A report published by the American Gaming Association (AGA) in

November found that "since the passage of the Indian Gaming Regulatory Act in 1988, tribal gaming has grown from a \$121 million segment of the U.S. gaming industry, consisting of small bingo halls and gaming facilities, to a \$32 billion plus segment in 28 states in 2017." However, only a small proportion of establishments account for the lion's share of the market. According to the Indian Gaming Industry Report authored by Economist, Dr. Alan Meister of Nathan Associates just 16 per cent of the tribal casinos generate 71.5 per cent of industry revenues.

Tribal-owned casinos are regulated by The Indian Gaming Regulatory Act which was enacted by the United States Congress in 1988. The act regulates the conduct of gaming on Indian Lands, establishes the National Indian Gaming Commission and puts in place the regulatory structure for Indian gaming. The NIGC in turn supports tribal self-sufficiency and

the integrity of Indian gaming while the act promotes tribal economic development through the operation of gaming on Indian lands. However, states do have some say in how gaming is regulated by requiring tribal-state compacts for Class III (Nevada-style) gaming while at the federal level oversight is carried out via the NIGC.

While for now tribal run casinos are characterised in the main by slot machines and table gaming sports betting could well become part of a large number of tribal casinos and tribes could even offer sports betting outside of casinos under special licence. Indeed how sports betting develops will depend on many instances on the outcome of negotiations between Native American tribes and state governments.

In fact a number of tribes have already inked deals to offer sports betting in their state once



The new bill could see a rapid expansion of sports betting outside of casinos as it would allow tribes to offer sports betting via kiosks which tribes would be able to lease out. These machines would be permitted “at one or more premises that have a bar license, a beer and wine bar license or a private club license.”

sports betting is approved. In January the Oneida Indian Nation, owner of the Turning Stone Resort Casino in New York, announced that it would be forming a partnership with Caesars Entertainment to bring sports betting to three casinos in central New York with a licensing and branding alliance. “The Lounge with Caesars Sports” will open at Turning Stone, Yellow Brick Road Casino and Point Place Casino. The new agreement is subject to a National Indian Gaming Commission review and the state has yet to give sports betting the green light.

Meanwhile, other states are paving the way for tribal operated sports betting. In Arizona there are twenty six Indian casinos located across ten counties of the state making it one of the largest tribal gambling markets in the US. According to Senate Bill 1158 introduced into the Senate by three Republican lawmakers in January “no other person or entity may operate sports

betting” apart from “each federally recognized Indian tribe that has a tribal-state gaming compact” with the state.

Crucially, the new bill could see a rapid expansion of sports betting outside of casinos as it would allow tribes to offer sports betting via sports betting kiosks which tribes would be able to lease out. According to the draft law these machines would be permitted “at one or more premises that have a bar license, a beer and wine bar license or a private club license.” This means that sports betting would be permitted off reservations in bars, stadiums and casinos and would according to one of the bill’s sponsors, Republican state Senator Sonny Borrelli, make Arizona the first state in the nation to allow it under these conditions.

In Florida the Seminole Tribe, which was one of the forerunners of the Indian Gaming movement, will play a pivotal role in the future

of the sports betting industry. In November Florida voters voted in favour of state constitutional Amendment 3 which takes the right to issue a casino licence away from the Florida Legislature and gives it to the electorate. The amendment was good news for the Seminole Tribe which is eager to protect its share of casino revenue, as it owns six casinos in the state. Indeed it contributed millions to the campaign supporting the amendment along with Disney which continues to present the state as a destination orientated towards family holidays.

However, the future of sports betting in Florida remains uncertain with a number of possibilities still open to lawmakers. While pari-mutuel betting has been legal in Florida for some years Amendment 3 defines casino gambling as “any of the types of games typically found in casinos and that are within the definition of Class III gaming in the Federal Indian Gaming Regulatory

Act.” In theory a sports book could possibly fall outside of this category as it is not specifically mentioned in the ballot, and sports books are by no means typically found in casinos in the United States. However if the Florida Legislature moved to give sports betting the green light the Seminole tribe could argue that the government had broken with its gaming compact meaning that the government could lose out on millions in revenue.

Tribal opposition to sports betting meanwhile remains strong in some states such as Minnesota. Indeed on the very day the Supreme Court overturned PASPA the Minnesota Indian Gaming Association (MIGA) released a statement outlining its position on sports betting saying that it had “long opposed the expansion of gambling.” The statement went onto say that: “Whenever new forms of gambling are proposed, Indian tribes must carefully consider how these changes could affect the enterprises that serve as our tax base to support our sovereign government operations, the tribal communities where we provide services and the broader communities that are impacted by the jobs that have been created to support our enterprises.”



In California, tribal interests that control most casino gambling are reluctant to reopen their agreements with the state and potentially share the gambling market with other players, including cardrooms and racetracks. To them, the revenue from sports betting isn't worth putting their \$8bn industry at risk. They would take a monopoly on sports betting, but don't want it at cardrooms, racetracks and lottery retailers.

In January, in a letter to Governor Tim Walz and other legislative leaders the Chair of MIGA Charles Vig reiterated its stance on sports betting saying that that the association “continues to oppose the expansion of off-reservation gambling, including the legalization of sports betting.” Vig went onto say that the issue should not be addressed during the present legislative session. Instead more time was needed to carry out a study into the implications of sports betting for the state long term. Lawmakers in the state are now looking to either limit sports betting to on site casinos on reservations or go ahead and legalize sports betting anyway which would pave the way for mobile sports betting. However, green lighting sports betting without the approval of the MIGA will be hard to achieve as it is likely to oppose any expansion of sports betting.

Connecticut has been looking at ways to legalise

sports betting since 2017 and the Mashantucket Pequot and Mohegan tribes currently hold exclusive rights to offer casino gambling in the state and an expansion of both land based and online sports betting has the backing of both tribes. Estimates vary but sports betting could generate between \$20 million and \$50 million for the state.

The tribes who operate two very large scale casinos the Mohegan Sun and Foxwoods Resort Casino (and are jointly proposing a third) argue that they have exclusive rights to operate sports betting in the state. However last April Connecticut attorney general George Jepsen said that he disagreed.

Former governor of the state Governor Dan Malloy began negotiating with the tribes on the question of where sports bets could be placed and how gaming revenue would be divided

announcing in August that agreement was possible. However after negotiations failed the issue was brought forward for consideration in this year's legislative session.

The newly elected governor of the state Ned Lamont supports sports betting expansion. In January State Senator Cathy Osten and members of the Southeastern Connecticut legislative delegation put forward a bipartisan bill for the 2019 legislative session that would allow for online and in-person sports betting at Connecticut casinos.

According to a press release published by the senator's office Connecticut needs to catch up with other states which have already enacted or are in the process of enacting sports betting laws. Indeed momentum is gathering for changes to local gaming laws as later in the same month another pro sports betting bill was



put forward by eight senators. The placeholder bill provides very little details as to how sports betting would be regulated however saying only that gaming laws need to be changed.

California is another key state where sports betting could generate as much as \$100 million in tax revenue in its first year. However, the issue is especially complex due to the fact that the state allows for card rooms, tribal gaming and race tracks all of which have a vested interest in how sports betting develops in the state. The California attorney general's office had approved the title and description for a potential sports betting amendment to the state constitution, making it eligible to appear on the 2020 ballot - had it gathered enough support.

However, according to the petition's filer, the legal sports betting effort never really got off the ground. Initiatives need around 623,000

signatures to make the ballot, based on five per cent of the most recent gubernatorial vote total. The sports betting initiative gathered a grand total of zero signatures. In California, tribal interests that control most casino gambling are reluctant to reopen their agreements with the state and potentially share the gambling market with other players, including cardrooms and racetracks. To them, the revenue from sports betting isn't worth putting their \$8bn industry at risk. They would take a monopoly on sports betting, but don't want it at cardrooms, racetracks and lottery retailers.

While some states are moving forward to green light sports betting with the backing of Native American tribes, wariness persists amongst some tribal leaders as to whether the value of sports betting is worth renegotiating state contracts. In common with a number of tribal leaders Mark Macarro, chairman of the

Pechanga Band of Luiseño Indians in California has questioned the profitability of sports betting. Speaking at the Global Gaming Expo convention and trade show in Las Vegas 2017 Macarro said that the profitability of sports betting was being over sold.

The issue of sports betting and Native American tribes is a complex one and will need to be negotiated on a state to state level. The future of sports betting in a number of key states is tied to the wishes of Native American tribes and lawmakers will need to continue to tread a thin line so as not to put revenue-sharing agreements at risk. In some states lawmakers and tribal leaders are already reaching a consensus over the issue but tribal opposition could mean a rocky road for sports betting expansion in the future in other states. Either way tribal interests will play a vital role in how sports betting will shape up post PASPA.

When sports betting falls solely under the remit of Tribal gaming



Sheila Morago
Executive Director of the
Oklahoma Indian Gaming
Association (OIGA)

OIGA was established in 1986, as a non-profit organization of Indian Nations with other non-voting associate members representing organizations, tribes and businesses engaged in tribal gaming enterprises from around Oklahoma. The common commitment and purpose of OIGA is to advance the welfare of Indian peoples economically, socially and politically.



The Indian Gaming Regulatory Act (IGRA) stipulates the use of tribal gaming net revenue: to fund Tribal Government operations or programs, to provide for the general welfare of the Indian Tribe and its members, to promote Tribal economic development, to donate to charitable organizations, and to help fund operations of local government agencies.

In order to gain further insight into the role of tribal gaming in local communities and the future of sports betting we talked to Sheila Morago Executive Director of the Oklahoma Indian Gaming Association (OIGA). Oklahoma has the second largest Native American population in the United States, behind only California.

How does the gaming industry benefit Indian peoples and the tribes?

Sheila Morago: Tribes do not have a tax base like cities and states so gaming (and other economic development) brings needed income. Profits from the casinos go to the tribe to fund government functions, education, elder care, health care, infrastructure and other essential government functions.

The Indian Gaming Regulatory Act (IGRA) stipulates the use of tribal gaming net revenue: to fund Tribal Government operations or programs, to provide for the general welfare of the Indian Tribe and its members, to promote Tribal economic development, to donate to charitable organizations, and to help fund operations of local government agencies.

So an example would be an elder care home. My Tribe built an elder care home on our reservation.

Elders who needed long term care were placed in homes in towns outside our reservation making it hard for family to visit on a daily bases. Now family can be closer to their elders and visit them daily.

We have care homes in two of our reservation communities. Another would be scholarships for Tribal members. Before gaming most Tribal members could not afford to pay for a college education.

Money from gaming is made available for members to go to college if they choose. As far at the benefit to the States, the agreement (compact) between the State and Tribe has what is called a revenue sharing agreement. The State receives a percentage of gaming revenue in exchange for exclusivity for gaming.

The first Oklahoma tribal/state compact was signed in 1992 and only allowed pari-mutuel horse race wagers at tribal casino. How has the tribal/state



compact developed and evolved since then?

Sheila Morago: Our last compact was a legislative bill that was sent to the vote of Oklahoma citizens and approved by over 60 per cent of the vote.

It was an agreement for certain "covered" games to be played in tribal casinos in exchange for exclusivity and a portion of the revenue from those games to go to the State. Compacts are basically contracts between to sovereign governments - the Tribe and State.

What is current status of sports betting in the state of Oklahoma?

Sheila Morago: Sports betting legislation was contemplated during the last two legislative sessions but did not go anywhere. This year that subject has not really come up. We have a good portion of new legislators and we need to do a little education. My thought is that there will not be sports betting legislation this year.

How do you think sports betting will develop in the state in the future? What is the OIGA's

In Oklahoma it would be very difficult for the State to take sports betting out of the hands of the Tribes. The penalties for breaching the compact are severe enough that I don't think they would even think about it. As far as the revenues estimated for sports betting we all know the profit margins are slim but we also know that adding sports betting would improve our guest experience. We realise it would be just an added amenity for our guests.

official stance on sports betting in the state?

Sheila Morago: If and when sports betting comes to Oklahoma it will be solely a Tribal endeavour. It will be added to the list of approved games and offered only in our casinos. Because of the size and scope of our gaming operations I think it will be a combination of more traditional sports betting venues and kiosks.

Is it your view that sports betting could significantly increase revenues for tribal casinos? Some observers believe that estimates for sports gaming revenue have been exaggerated. Do you think this might be

true? Do you anticipate any attempts to take sports betting out of the hands of tribal casinos by lawmakers and if so how would the OIGA counter these moves?

Sheila Morago: In Oklahoma it would be very difficult for the State to take sports betting out of the hands of the Tribes. The penalties for breaching the compact are severe enough that I don't think they would even think about it.

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Gauselmann Group opens third casino operation in Germany



Spielbanken Sachsen-Anhalt

The Merkur Spielbank in Halle is a slot machine-only casino with a range of the latest slot machines from various manufacturers – including the Gauselmann Group. Highlights include electronic roulette and blackjack, 3D gaming machines and various jackpot systems. The number of machines can be increased up to a limit of 120 slots.

Pictured right: David Schnabel, Managing Director of Merkur Spielbanken Sachsen-Anhalt, presented Tobias Hellbach, Head of Merkur Spielbank Halle, and Barbara Kepinski, Deputy Head, with a cake in casino design to mark the opening.

Pictured bottom right: Paul Gauselmann, company founder and Chairman of the Gauselmann Group, giving his opening speech



With its latest venue in Halle (Saale), Merkur Spielbanken Sachsen-Anhalt, a joint venture between the family-run Gauselmann Group based in Espelkamp (North Rhine-Westphalia) and Stadtcasino Baden AG, Switzerland, remains committed to its concept to create Europe's most modern casinos

The new Merkur Spielbanken Sachsen-Anhalt casino, located in the historic premises of the congress and cultural centre at Franckestraße 1, was officially opened on February 22, with the obligatory ribbon-cutting ceremony held in the presence of representatives from the political, social, administrative and media sectors. The festivities continued through to February 23 with numerous activities and performances by pop singers Oli.P and Marc Terenzi.

Paul Gauselmann, company founder and Chairman of the Gauselmann Group, described the development of Merkur Spielbanken Sachsen-Anhalt. The company already operates two casinos, one in Leuna-Günthersdorf and the other in Magdeburg.

"We are grateful to have been awarded the licence to operate casinos in Saxony-Anhalt, and we are confident that our new venue in Halle will hold the same appeal and fun factor for players as the two previous casinos in Leuna-Günthersdorf and Magdeburg," said Paul Gauselmann. These two



"We are confident that our new venue in Halle will hold the same appeal and fun factor for players as the two previous casinos in Leuna-Günthersdorf and Magdeburg. These two locations were indicative of the company's success: Within as little as four years, both visitor numbers and the average length of time spent have more than doubled."

Paul Gauselmann

locations were indicative of the company's success: "Within as little as four years, both visitor numbers and the average length of time spent have more than doubled." In his opening speech, Paul Gauselmann also thanked entrepreneur Hans Rudolf Wöhr, who has leased the historic premises in the Franckestraße.

"Does a casino belong in an independent town?" – the answer and the enquiries we have received over the past few years clearly suggest that the answer has to be 'yes'," said Dr Bernd Wiegand, presiding mayor of Halle. He described the Merkur Spielbank as "a



Cutting the obligatory ribbon at the opening ceremony: David Schnabel, Managing Director of Merkur Spielbanken Sachsen-Anhalt, Paul Gauselmann, company founder and Chairman of the Gauselmann Group, Hubertus Thonhauser, member of the Administrative Board of Stadtcasino Baden AG, and Hans Rudolf Wöhr, lessor of the building.

tourist attraction that will boost the town's reputation" and closed his address with the words "Halle is proud that we have succeeded in bringing this casino to the town of Halle."

David Schnabel, Managing Director of Merkur Spielbanken, described the unique concept: "We have completely rethought and revised the casino operating concept that has been around in Germany for the past few decades. The result is Germany's most modern casino and our operating results confirm that with this approach we are on the right track."

Among the success factors he mentioned "the great atmosphere, attractive games, innovative processes and highly qualified staff". He thanked Tobias Hellbach, Head of Merkur Spielbank Halle and Deputy Head Barbara Kepinski with a large cake in the design of Merkur Spielbanken. "You've put together a fantastic team," said David Schnabel. Tobias Hellbach and Barbara Kepinski have many years of experience in the coin-op sector. In total, the new Merkur Spielbank in Halle has created 20 new jobs. Places are still available on the industry specific training course leading to the qualification of coin-op specialist due to start in

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David Schnabel, Managing Director of Merkur Spielbanken

August of this year. Merkur Spielbanken Sachsen-Anhalt has invested over €4m in the location. The new casino has a total area of 800sq.m, with a gaming area of 340sq.m. Players can choose from 84 slot machines with jackpot systems, 3D machines, electronic roulette and blackjack as well as the latest gaming machines made by Gauselmann. Just as in the casinos in Leuna-Günthersdorf and

Magdeburg, a modern ticketing system is used in Halle that replaces cash counters and offers players greater convenience, movement between games and flexibility. A gastronomic offering and small events round out the portfolio. In the adjacent passage of the DORMERO congress and cultural centre, the German Coin-op Museum is presenting a selection from its unique collection of historic vending machines belonging to the Gauselmann entrepreneurial family, which currently includes around 1,800 exhibits from all over the world.

Following the launch of Merkur Spielbanken Sachsen-Anhalt, the Gauselmann Group confirmed it is expanding its involvement further in the German casino market. Through Gauselmann Spielbanken Beteiligungs GmbH, it is investing in Spielbank Mainz and in its general partner Spielbank Mainz Beteiligungs. Further shareholders are Spielbank Bad Neuenahr GmbH & Co. KG and Novomatic Spielbanken Holding Deutschland GmbH & Co. KG. The Mainz, Trier and Bad Ems casinos employ around 150 staff, while the licence to operate casinos runs until March 31, 2027 and can be extended once by a maximum of five years.



MEMBER PROFILE

Company / ACE Systems Mexico
Web address / www.acemexico.mx
AGEM Membership level / Bronze Member

Description / ACE Systems is installed in more than 27 countries around the world operating for more than 30 years, being the cash system provider for more established casinos. It has been developed and adapted to the changing demands of the industry, becoming one of the most robust and versatile systems on the market

New products for 2019 / ACE Kiosk – Maintain the loyalty from customers giving them gifts and promotions through the kiosk touch screen, redeem any promotion or prizes, generate promotions by customer type, birthday or based on profit or loss of a customer. ACE Proximity – Small Bluetooth Low Energy Devices (BLE) devices which transmit data notifying to smartphone devices which are present allowing casinos operators to know devices near their properties. ACE Digital Wallet– Powerful solution created to take advantage of digital wallets, giving casino operators a platform to create digital loyalty campaigns, coupons, promotions, gift cards, memberships and more. XQPON – Marketing solution of a digital wallet which allows the creation and management of digital coupons which can be distributed directly to the customers smartphones. ACE SOCIAL WIFI– Transforms casino property in a social access hotspot where relevant information is gathered from your customers. Know the gender, age range, birthday, email, location, schedules of higher / lower attendance of each of the customers on your wireless network.

Forthcoming events / Caribbean Gaming Show and Summit – March 27 –28, Iberostar Hotel, Cancún – México.

MEMBERSHIP NEWS

AGEM Key Board of Directors Actions

- The AGEM Gaming Census covering North American slot, table and systems data supplied by operators starting December 2018 was recently shared with members. This latest report reflects the year-over-year improvements in the survey numbers and with 431,000 slots included, represents the most comprehensive slot sampling in the industry's history.
- AGEM's recent initiative to make changes to the current regulations that prohibit slot machine or table gaming companies to show games or new innovations that don't have lab approval at the annual Washington Indian Gaming Association-organised trade show had some success recently. The Washington State Gambling Commission (WSGC) is working toward having everything resolved in time for this year's show, set for June 17-19 at Tulalip Resort Casino in Marysville, Washington.
- AGEM's Nevada workforce development effort to lower the age of gaming supplier employment and internships from 21 to 18 is moving forward as Assembly Bill 221, with a hearing by the Assembly Judiciary Committee held on March 13.
- AGEM members recently approved sponsorship of some forthcoming trade shows and events which included \$15,000 for a reception at the Canadian Gaming Summit to be held June 18-20, Edmonton, Alberta; \$5,000 to support the International Association of Gaming Advisors (IAGA) 38th annual International Gaming Summit, June 4-6, at Half Moon Bay, California and \$50,000 for a two year title sponsorship of the AGEM-AGA Golf Classic Presented by JCM Global – this continues to be a key event for AGEM providing a fundraiser for the National Center for Responsible Gaming (NCRG). Now in it's 21st year, the event has raised almost \$3 million in donations for this very worthy organisation.
- The UK Dealer Championship 2019 organised by the National Casino Forum was recently held at Genting International Casino, Resorts World Birmingham. This year's competition included 26 finalists from casinos all over the UK and saw Catalina Huzum, of Les Ambassadeurs Club become the first female to hold the title along with receiving a £2,000 cash prize. Both Catalina and first runner-up Chris Hall, from Crockford's Casino London, now go forward to the European Dealer Championship of which AGEM is a main sponsor, where they will represent the UK in Tallinn, Estonia in late April.
- AGEM welcomed a new Associate member in March – Butler Snow LLP a law firm serving the gaming industry from multiple states. This takes membership to an all time high of 173 companies.

Events and Activities

- The NIGA Indian Gaming Tradeshow & Convention sponsored by AGEM will take place April 1-4, at the San Diego Convention Center, California. Entering its 35th year, this is the largest gathering of tribal leaders and casino executives in the country, where attendees learn, network and exchange industry-specific ideas.

AGEM INDEX

The AGEM Index increased in February 2019 by 0.15 points to 463.73 points, a 0.03 per cent gain from January 2019. The largest positive contributor to the AGEM Index in February 2019 was Scientific Games Corporation (SGMS), which added 6.47 points due in large part to a 15.96 per cent increase in stock price. International Game Technology PLC (IGT) experienced a 5.44 percent stock price gain from \$16.36 to \$17.25, which led to an index contribution of 2.91 points. Overall, most AGEM Index companies reported good results in stock price performance during the month, with nine trending positively and five moving negatively. During this period the Dow Jones Industrial Average and the S&P 500 increased by 3.7 percent and 3.0 percent, respectively.

AGEM Index Companies	Stock Price			Percent Change		Index Contribution
	Feb '19	Jan '19	Feb '18	vs. Prior Month	vs. Prior Year	
Agilysys Nasdaq: AGYS (US\$)	20.90	17.70	11.17	18.1 ▲	87.1 ▲	1.32
Ainsworth Game Technology ASX: AGI (AU\$)	0.84	0.78	2.03	7.7 ▲	-58.6 ▼	0.15
Aristocrat Leisure Limited ASX: ALL (AU\$)	24.62	24.63	24.65	-0.0 ▼	-0.1 ▼	-4.24
Astro Corp. Taiwan: 3064 (NT\$)	32.00	34.50	12.20	-7.2 ▼	162.3 ▲	-0.09
Konami Corp. TYO: 9766 (¥)	4,595	5,010	5,650	-8.3 ▼	-18.7 ▼	-8.77
Crane Co. NYSE: CR (US\$)	84.57	82.76	92.31	2.2 ▲	-8.4 ▼	1.67
Everi Holdings Inc. NYSE: EVRI (US\$)	7.69	6.65	7.45	15.6 ▲	3.2 ▲	1.28
Galaxy Gaming Inc. OTCMKTS: GLXZ (US\$)	2.00	1.89	1.00	5.8 ▲	100.0 ▲	0.07
Gaming Partners International Nasdaq: GPIC (US\$)	13.10	12.97	9.60	1.0 ▲	36.5 ▲	0.02
Inspired Entertainment, Inc. Nasdaq: INSE (US\$)	6.82	6.78	5.40	0.6 ▲	26.3 ▲	0.01
International Game Technology PLC NYSE: IGT (US\$)	17.25	16.36	26.50	5.4 ▲	-34.9 ▼	2.91
PlayAGS Inc. NYSE: AGS (US\$)	23.79	25.06	20.71	-5.1 ▼	14.9 ▲	-0.65
Scientific Games Corporation Nasdaq: SGMS (US\$)	29.06	25.06	44.45	16.0 ▲	-34.6 ▼	6.47
Transact Technologies Nasdaq: TACT (US\$)	10.18	10.38	13.85	-1.9 ▼	-26.5 ▼	-0.02

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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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Denmark

A great gambling role model?

Denmark was at one time bound for 60 years by a gambling monopoly via Danske Spil. It cut those apron strings in 2012 with a partial liberalisation and introduced a new gaming legislation just in time to respond to the online gaming market demands.

At the time betting, online casinos and land based slots were all liberalised whilst a monopoly remained for the lottery, class lotteries and horse and dog racing. Then in June 2017 parliament voted to further modify the market and online bingo, plus online and landbased betting on horse, dog and pigeon racing were all liberalised and this took effect from the beginning of 2018.

Danish gambling legislation was historically built around complete prohibition of any gambling activities dating back to the 18th century although over time several acts lessened the prohibition and various forms of gambling were permitted.

A Gambling Act in 2010, which came into force in 2012, opened up the market from its monopoly operator via Danske Spil, which had the exclusive licence to offer betting, lotteries and online gambling.

The gambling act served two purposes – to open up the market for privately owned national and international betting and online casino operators and to clean up the rather complex rules and regulations that existed. It offered players high payouts and more choice of games and the state benefited from a higher intake of tax revenues.

Prior to the liberalisation Danske Lotteri Spil was also the only company able to offer pool betting on horse racing (though not fixed odds betting)

whereas now both fixed odds and pool betting can be offered by independent licensees.

Under the new liberalisation rules, which have been fought for since 2012, those with an online casino licence can now offer online bingo which will include TV bingo.

Private operators can apply for licences and the idea is to encourage players away from the unregulated market, which is estimated to be nearly twice the size of the regulated market operated by the monopoly.

The online bingo is however limited to three games – 3x9 bingo cards with 90 numbers or symbols, 5x5 cards with 75 symbols and 4x4 cards with 80 symbols. Players can choose between pre printed cards or choose their own numbers.

There are eight categories within the Danish gambling market – lotteries, class lotteries,



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charity lotteries, online casinos, landbased casinos, betting, horse, dog and pigeon racing and gaming machines.

The country sees a total GGR of DKK9.2bn for the gambling market (DKK0.3bn higher than 2016) and Danes spend more on betting and casino games than their European counterparts. They spend on average DKK38.50 weekly on gambling products.

There are seven land based casinos, 18 betting licences and 29 for online casinos (some companies have a licence to offer both). There

are approximately 25,000 gaming machines located in 1,593 restaurants and 1,155 gaming arcades. Of this number around 20,000 slots are found in arcades and the remainder in bars and restaurants.

With a tight regulation, strict licensing and even educational road shows to teach young players about responsible gambling, the country is a great gambling role model.

LOTTERY

Lotteries see the largest share of revenues in the Danish market. The lottery market was

responsible for 34 per cent of the total GGR (DKK3.1bn) of which lotteries saw DKK2.8bn and charitable lotteries DKK0.3bn.

Lotto games such as Joker and Eurojackpot are responsible for 74 per cent of the revenues and see DKK2.1bn in revenues followed by class lotteries 13 per cent (DKK376m), scratchcards with nine per cent (DKK254m), Keno with two per cent (DKK60m) and bingo (DKK38m).

All licences for gambling are issued via the Danish Gambling Authority (Spillemyndigheden) which operates under the

Essential information and facts about Denmark:

Capital	Copenhagen
Total Area	43,094sq.km
Population	5,605,948
Median age	42.2 years
Religion	Evangelical Lutheran (official), Muslim, other
Ethnic Groups	Danish (87%), Turkish, other
Languages	Danish (87%), Turkish, other Danish, Faroese, Greenlandic, German
Currency	Danish Kroner (DKK)
Government type	Parliamentary Constitutional Monarchy
Chief of State	Queen Margrethe II (since 1972)
Head of Government	Prime Minister Lars Lokke Rasmussen (since 2015)
Elections	Next elections due to be held by June 2019
Tourism	Around 10.7 million annual visitors with 52.6 million overnight stays (26.6 million were foreign visitors). Annual turnover of around DKK91.9bn for the Danish economy.



Prior to 2018 Danske Lotteri held a monopoly on operating lotto, scratchcards, online bingo and non trackside pool betting. After liberalisation of the online bingo and betting on horse and dog racing, Danske Lotteri can no longer offer these games. They can, however, now be offered via Danske Licens Spil

Ministry of Taxation and there is one Lotto operator (Danske Spil) and three class lotteries plus around 1,600 charity lotteries.

Danske Spil and Klasselotteriet are overseen by the Danish Gambling Authority whilst the Landbrugslotteriet and Varelotteriet are overseen by the Ministry of Justice.

Licences to organise lotteries have been granted to:

Danske Lotteri Spil – this is a subsidiary of Danske Spil (Danish Lottery Games) which is an 80 per cent state owned private limited company. Danske Spil has several subsidiaries including Danske Lotteri Spil, Danske Licens Spil (sports betting) and Elite Gaming (slots).

Prior to 2018 Danske Lotteri held a monopoly on operating lotto, scratchcards, online bingo and

non trackside pool betting. After liberalisation of the online bingo and betting on horse and dog racing, Danske Lotteri can no longer offer these games. They can however now be offered via Danske Licens Spil.

The lottery offers Lotto and Scratch cards in Denmark and Greenland. More than 800,000 Danes play the Lotto every week whilst other games include Viking Lotto, Joker, Eurojackpot, Keno and Quick. The lottery revenues are fairly stable each year and the company reported a 0.2 per cent increase in GGR to DKK4.91bn in 2017. This is divided up between Danske Lotteri Spil with revenues of DKK2.64bn whilst Danske Licens Spil saw revenues of DKK1.69bn, Elite Gaming with DKK296m, CEGO DKK201m and Swish DKK9m.

Der Danske Klasselotteriet can offer class lotteries with draws once a month. It was

founded back in 1753 and converted to a public limited company owned by the Danish state in 1992. It is Denmark's oldest lottery and one of the country's oldest companies. Sales have been available online since the year 2000. Turnover for this lottery in 2017/18 was DKK760m.

Almindeligt Dansk Vare and Industrilotteri (Varelotteriet) or the Goods Lottery has a licence from the Ministry of Justice and was founded in 1887 and pays back 62 per cent to players whilst supporting charitable causes. Players can play online or via retail stores.

Landbrugslotteriet is an independent institution also licensed via the Ministry of Justice. It is



GGR DENMARK

CATEGORY	2012	2016	2017	MARKET SHARE PERCENTAGE	DIFFERENCE 2017-18 %
Lotteries (all)	DKK3.1bn	DKK3.1bn	DKK3.1bn	34	
Gaming machines	DKK1.7bn	DKK1.5bn	DKK1.4bn	16	
Land based casinos	DKK344m	DKK379m	DKK375m	4	-1.3
Betting	DKK1.1bn	DKK2.1bn	DKK2.3bn	25	+7.4
Horse racing	DKK145m	DKK118m	DKK116m	1	
Online casinos	DKK885m	DKK1.5bn	DKK1.8bn	20	+19
TOTAL	DKK7.4bn	DKK8.8bn	DKK9.2bn		+3.4

Reports

DENMARK MARKET

There are around 58 total licences issued of which 18 are for betting, six restricted licences, 29 for online casinos and five restricted online casinos to around 45 companies in total. There is no limitation to the number of betting and online casino licences which can be granted.

known as the Agricultural Lottery and founded in 1907 and has a 62 per cent payout. There is a monthly prize of around DKK2m and players can access tickets online or via retailers.

BETTING

The now liberalised betting market is the second highest in terms of revenues in Denmark (after the lotteries) with DKK2.3bn GGR in 2017, an increase of 7.4 per cent from 2016. Stakes for 2017 saw a total income of DKK21.3bn with an 89.1 per cent payout ratio.

Danske Lotteri Spil's monopoly on horse racing saw DKK116m in 2017. By January 2018 the ability to offer horse racing betting was open to all betting licensees.

Danske Licens Spil was set up in 2010 and offers games from Oddset, Tips, Casino, Poker and Zexam.

Licences are issued for five years and licence application fee for the betting or online sector is DKK273,500 and a combined licence for both betting and online casinos is DKK382,900. The licence fees rose from DKK250,000 and DKK350,000 respectively in 2018.

There is a restricted revenue licence operators can apply for. This is for a fixed one year term with GGR of DKK1m. The fee is DKK54,700.

There are around 58 total licences issued of which 18 are for betting, six restricted licences, 29 for online casinos and five restricted online casinos to around 45 companies in total. There is no limitation to the number of betting and online casino licences which can be granted.

It is estimated by the gambling authority that





unlicensed gambling in Denmark represents just five per cent or less of the total market. Others say it is closer to 15 per cent.

Tax rate is 20 per cent of GGR and pool betting on horse and dog racing is 11 per cent tax plus an additional 19 per cent payable on part of the GGR exceeding DKK16.7m.

Danske Licens Spil has permits for online casino and gambling via danskespil.dk, vegas.dk and youbet.dk.

The most recent figures from Denmark show the second quarter of 2018 with a combined GGR of DKK1.63bn, a seven per cent increase from the previous quarter and 11.5 per cent higher than 2017 Q2 figures.

Sports betting in particular has boosted the figures and betting alone was responsible for DKK648.1m of this figure, mostly thanks to the Football World Cup in Russia.

Both sports betting and the opening of the betting on horse racing are the main drivers of the increase. Of this almost 48 per cent was through mobile platforms while landbased bookmakers saw 33.6 per cent of the revenues and desktop sites the remaining.

LOTTERY

4 LOTTERIES

LOTTERY REVENUE

DKK3.1BN

RACETRACKS

9

BETTING REVENUE

DKK2.3BN

HORSE RACING REVENUE

DKK116M

SLOTS

25,000

SLOTS REVENUE

DKK1.4BN

CASINOS

7

CASINO REVENUE

DKK375M

TOTAL GGR

DKK9.2BN

Online slots are the most popular online casino games accounting for 61.5 per cent of GGR followed by roulette (11.3 per cent) and blackjack (10.4 per cent) and then single player poker (9.5 per cent) and other games making up the remainder.

Online casino GGR also increased this quarter by 17.4 per cent. Slots accounted for 61.6 per cent of the total online casino revenue during this quarter.

Meanwhile organised horse racing has been happening in Denmark since 1820 and there are currently nine tracks. These lanes attract between 350,000 and 400,000 spectators per year. Two of the major horse racing tracks are located in Copenhagen and are a huge tourist attraction.

They offer restaurants onsite or people can bring their own food and there are playgrounds for kids, pony rides and visits to the stables.

The tracks are run under the Danish Horse Racing (Dansk Hesteveaedeløb) banner and include Klampenborg Galopbane in Copenhagen; Jydsk Vaeddeløbsbane in Aarhus; Racing Arena Aalborg; Charlottenlund Travbane (known as Lunden) near Copenhagen; Fyens Vaeddeløbsbane in Odense; Billund Trav in South Jutland; Bornholms Brand Park; Nykobing F Travbane and Skive Trave.

Interest and turnover on horse racing has been

declining in Denmark since 2007 and the Danske Spil model was unable to sustain interest in bets.

Licensees have to pay a special contribution to the horse racing industry and this is eight per cent of the stakes placed on horse races at Danish race tracks (this doesn't apply to local pool betting).

ONLINE GAMING

This sector includes revenues from online casinos, online betting and online sales of lottery products whilst land based gambling covers casinos, slots, betting and lotteries. Online casinos saw a GGR of DKK1.8bn a growth of 15.6 per cent from the previous year.

There has been significant growth in the online sector since it was liberalised. By the fourth quarter of 2017 the online share of GGR compared to landbased was over 51.5 per cent compared to 47.4 per cent the same quarter in 2016.

Online slots are the most popular online casino games accounting for 61.5 per cent of GGR followed by roulette (11.3 per cent) and



Elite Gaming (part of Danske Spil) was set up in 2012 and has around 30 per cent market share of the slots sector. Last year it launched the new Fortuna Games slot. Slots have to be connected to a Central Monitoring System and each game must have a minimum duration of two seconds. Price of play is DKK0.50 and maximum win is DKK300.

blackjack (10.4 per cent) and then single player poker (9.5 per cent) and other games making up the remainder.

Licences are issued for five years and licence fees are DKK273,500 or DKK382,900 for a combined online and betting fee. Tax rate is 20 per cent of GGR.

In 2017 the total stakes for the online casinos sector saw incomes of DKK45.9bn with DKK44.2bn in prizes and a GGR of DKK1.8bn.

It is said Denmark has the third highest number of users of internet based casino games in Europe per capita and the numbers playing games have increased by 106 per cent over the last four years.

The Danish Online Gaming Association (DOGA) was set up in 2011 to represent the sector and

today members include Bet365, Betfair, Betsson, Nordic Bet, Poker Stars, Unibet, Betsafe and Full Tilt.

SLOTS

Gaming Machines saw almost DKK1.5bn in revenues last year, a drop of 1.1 per cent from the year previously. From this slots in gambling arcades saw revenues of DKK1.14bn whilst restaurants saw DKK340m. Revenue for gaming machines has been dropping since 2012.

Slots are permitted in bars and restaurants with a licence to serve alcohol and also in gaming arcades (premises without licences to serve alcohol).

Tax rate (restaurant slots) is 41 per cent of the monthly GGR plus an additional 30 per cent tax on anything over a monthly gross game income of DKK30,000.

For arcades the same 41 per cent rate applies with an additional 30 per cent fee on anything over DKK250,000 (DKK3,000 for the first 50 slots and DKK1,500 for anything after).

This tax rate is still a bone of contention with the DAB who want the landbased slot sector to have a tax rate in line with the online gaming sector (20 per cent) although, despite campaigning, say it could take a couple of years for any changes.

DAB's Gunnar Sorensen said: "The big problem for landbased slot machines is the fact that we have to pay more than double in tax than online operators. But I don't think there will be any changes in the next year or two but we are fighting for it."

There are some 25,000 slots in the country in some 2,690 locations in total - 1,555 restaurants which and 1,135 arcades. There are 345 licence



holders with permission to operate slots. Average monthly GGR per machine in restaurants is DKK71,000 and DKK57,000 in arcades.

Licensing fees are DKK614 per gaming machine per year and there is also an annual duty depending on the GGR.

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CASINOS

The casino market in Denmark didn't really open up until 1990 when the law was changed to permit the operation of casinos by both domestic and foreign operators.

Until 1990 when the new gambling act was passed the Marienlyst was the only casino in Denmark. When the law changed a further five landbased casinos opened.

Casinos combined GGR was DKK374.8m, a drop of 1.3 per cent from the previous year. The casinos see an average monthly GGR of DKK30m.

There are seven casinos which saw total visits of around 433,000. The first four casinos are operated by Casinos Austria International.

Casino Copenhagen in Copenhagen was the first international casino in Denmark and the largest international casino in northern Europe which opened in 1990. It is equally owned by CIH Scandinavia Hotel and Casinos Austria International via the company Casino Copenhagen K/S which also took over Casino Marienlyst in 2004. It is located in the Radisson Blu Scandinavia Hotel which offers 544 rooms over 26 floors. There are 140 slots and 24 table games and 20 TouchBet Roulette terminals.

The casino is 3,000sq.m in size over three floors and in 2012 was completely modernised and renovated.

Casino Marienlyst in Elsinore is Denmark's oldest casino. The venue was originally built in 1859 as a health resort and in 1902 Crown Prince

Frederik granted permission to add the casino at the venue in the Hotel Marienlyst which was rebuilt. Until 1990 when the gambling act was passed Marienlyst was the only casino in Denmark and today offers a wide range of classic games and slots.

Casino Odense in Odense is located on the island of Funen in Central Denmark is the relaxed city of Odense. It is located within the Radisson Blu H.C. Andersen Hotel and Congress Centre. The casino offers 11 gaming tables and 50 slots. It was opened in 1990 and a CAI operation.

Casino Munkebjerg in Vejle is set in the woodland coastline in Central Jutland within the Munkebjerg Hotel. It is well known in Denmark as a top poker venue with the new Munkebjerg Poker Lounge. The casino is also attached to a 27 hole golf club. It has table games and 70 slots.

Casino Royal in Aarhus is owned by the RoyalCasino Group which has over 26 years experience in Denmark and owns the Royal Casino in the heart of Aarhus plus two more hotels including the Hotel Royal where the casino is housed. The casino was opened in 1991 after the historic building was renovated after

A tender was opened at the end of 2016 for the three new licences together with renewal licences for the casinos in North Zealand and Copenhagen. There were five applications and the licences for North Zealand and Copenhagen held by Casino Marienlyst and Casino Copenhagen respectively, were renewed and the other three new licence applications were rejected on ground they were insufficient.

originally being built in 1838. The casino has over 70 slots plus table games and 14 TouchBet Roulette machines. The casino also offers its games online since 2016 via royalcasino.dk.

Casino Aalborg in Aalborg is located in the heart of Aalborg with table games and 50 slots and eight TouchBet Roulette terminals.

Finally the seventh casino is located on the DFDS Pearl Seaways ferry travelling between Copenhagen and Oslo and was Scandinavia's first seaborne casino which opened in 2010. Located on deck seven, the casino offers slots and table games from 5pm.

Casino licences are granted for a 10 year period renewable. The criteria for opening is they need to be in a place frequented by tourists, not in the immediate vicinity of a school or building where children are present and approved by local police and the city council.

Since 2010 there have been 10 licences available as four new licences were issued although only one was ever activated. The main reason for the lack of interest in further casinos is the high tax rate as landbased casinos face a high monthly progressive tax rate.

Tax rate is 45 per cent of GGR (on GGR under DKK4m) or 75 per cent on anything over SEK4m (€535,000) compared to online casino taxes of 20 per cent.

A tender was opened at the end of 2016 for the three new licences together with renewal licences for the casinos in North Zealand and Copenhagen. There were five applications and the licences for North Zealand and Copenhagen held by Casino Marienlyst and Casino

Copenhagen respectively, were renewed and the other three new licence applications were rejected on ground they were insufficient. A new application process opened in the summer of 2018 (results due in 2019) whilst renewals in Vejle, Aarhus and Odense are due in 2020.

Annual licence fees for casinos are calculated on the GGR and ranges from DKK156,700 for GGR below DKK10m up to DKK1.3m for those with revenues over DKK100m. The fees are adjusted annually.

RECENT CHANGES

The Danish Gambling Authority manages its own self exclusion register called ROFUS (Register Over Voluntarily Excluded Players)

which allows players to exclude themselves from gambling online or at land based casinos.

By August 2018 there were 15,322 people registered of which 10,558 were permanent (69 per cent).

The temporary registrations are from 24 hours, one, three or six month periods and the permanent registrations are for a minimum one year. Back in 2012 there were 1,456 registrations on ROFUS.

Since January 2017 the authority has also offered a service which allows operators to not send marketing material to those who have excluded themselves in ROFUS. Since the





“I think that ROFUS is a good idea and it gives the problem gambler a short or long term break from gambling. Slot machines are not included in ROFUS because they are stand alone machine and they are not connected to a server. Every month there are more and more who register in ROFUS and by the end of last year 12,800 people were signed in at ROFUS, mostly men.” *Gunnar Sorensen, DAB*

launch 35 per cent have chosen to use this service. ROFUS provides advertising on TV and in cinemas in a bid to promote the opt-out programme whilst the website ROFUS.nu was also launched for easy registration.

Meanwhile there is also an app called MitSpil (My Game) which was updated in the autumn of 2017 and allows players to enter and monitor their gambling participation and spending. When it was first launched it was downloaded around 500 times in the first week. There are now advertising campaigns on television and social media to further promote the app.

DAB's Gunnar Sorensen said: “I think that ROFUS is a good idea and it gives the problem

gambler a short or long term break from gambling. Slot machines are not included in ROFUS because they are stand alone machine and they are not connected to a server.

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Also in 2017 Denmark implemented the Fourth Anti Money Laundering Directive into its law and the rules previously laid down in the national gambling legislation were repealed and replaced with the new Anti Money Laundering Act.

This covers various initiatives meaning the authority can operate in line with other regulatory authorities covered by the act and this covers all forms of gambling activities (bar those exempted as considered low risk).

The authority has also drawn up a new anti money laundering strategy for 2018/19 to focus on land based gambling which had been pinpointed as high risk.

The authority also met with Spain's DGOJ in June last year as there are a number of similarities between the Danish and Spanish online gambling legislation. One item discussed was the authorisation of international liquidity in the gambling industry plus measures to combat money laundering.

Liberalisation of the market with a few very specific caveats



Henrik Norsk Hoffman,
Nordic Gambling ApS

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Initially it was announced that any kind of online bingo was expected to be included in the additional liberalisation, but politicians claiming bingo to be a problematic game from a gambling problem point of view got some traction in their opposition against the opening of bingo for privately held operators.

The Danish online gambling market underwent a partial liberalisation that came into effect from 1 January 2012, where the market was opened for privately held bookmakers and online casino operators. The Danish gambling legislation has since been under regular review and undergone a couple of amendments, partially to optimise the legislation to reduce the administrative burden of unnecessary bureaucracy, both for the Danish authorities and the operators licensed to operate on the Danish market.

In Denmark, changes continue to be made to make it as commercially attractive to apply for and operate under a Danish licence as possible and at the same time make sure the main objectives of keeping online gambling at moderate levels and secure responsible and professional operation of gambling in Denmark, as established in the Danish Gambling Act, are still being pursued in accordance with the underlying political agreement of the Danish political parties.

In this light the Danish legislation has seen some considerable changes in 2018, with further liberalisations in the market scope to allow both online bingo and betting on horse and dog races.

The opening of the market for private operators to

offer these products in combination with a generally good consistent market growth for the Danish gambling market, resulted in a number of additional operators of all sizes seeking to apply and obtain a licence in Denmark in 2018.

Initially, it was announced that some kind of online bingo was expected to be included in the additional liberalisation, but politicians claiming bingo to be a problematic game, from a gambling problem point of view, got some traction in their opposition against the opening of bingo for privately held operators. The result was that the following versions of bingo are now included within the scope of the Danish online casino license - 5x5 with 75 numbers, 4x4 with 80 numbers or 3x9 with 90 numbers.



The offering of horse race betting was initially kept out of the first liberalisation in an attempt to keep financial support for the Danish horse race sport. But keeping horse race betting as a product reserved for the state owned monopoly turned out not to be the solution for the Danish horse race sport. It is still the aim of the Danish legislator to secure funding to the Danish horse race sport, and the solution in the amended legislation is a requirement that the licensed operator offering pays an additional gambling duty of eight per cent of the total wagers placed on Danish horse races.

2018 is also the year where the Danish Gambling Authority (hereinafter the DGA) had to re-offer the contract to conduct financial assessments of licence applicants and their organisations.

PWC won the new contract and the DGA has ceased the opportunity of contracting with a new a new advisor to review the documentation requests connected with the submission of an application for a new licence.

This review will hopefully remove some unnecessary administrative requirements on the

The offering of horse race betting was initially kept out of the first liberalisation in an attempt to keep financial support for the Danish horse race sport. But keeping horse race betting as a product reserved for the state owned monopoly turned out not to be the solution. It is still the aim of the Danish legislator to secure funding to the Danish horse race sport, and the solution in the amended legislation is a requirement that the licensed operator offering pays an additional gambling duty of eight per cent of the total wagers placed on Danish horse races.

operators both during the application process but also during operation afterwards. An area that could certainly benefit from a review and reconsideration of the way things are currently handled would be to look at protection of player funds in case of an operator's bankruptcy.

It is to be expected that the review of these processes and requirements will be concluded and changes will be seen starting sometime during the first quarter of 2019.

The continuous growth rates on the Danish online markets has led to increased competition and consequently an increased level of marketing for gambling products. As a reaction

to this the Danish political parties concluded a new agreement to adjust the regulation of marketing for gambling products in Denmark in particularly by restricting the use of bonuses as a marketing promotion tool. Therefore, regulations placing a cap on bonuses that can be offered in Denmark at DKK1,000 (approximately €135) and a maximum on the play through requirements to 10 times play through are likely to be introduced with other new requirements with effect from some time in 2019.

No specific proposed regulation with the necessary details has yet been released or published."

Betting in Africa: Emerging markets and regulatory mapping

NSoft's Davor Konjevod discusses the opportunities and pitfalls facing the sports-betting industry in the African countries of Kenya, Ghana, Cameroon, Lesotho and Tanzania



Davor Konjevod,
Regional Sales Manager, NSoft

People in Africa mostly bet over mobile phone or web, and that is why they have the highest number of gambling-related mobile usage in Africa. Retail shops are present, but not as in Europe and some other African countries.

Africa as the rising star on the iGaming market has been especially interesting when it comes to a real omnichannel experience. NSoft has been interested in the African market given the fact that there is no barrier to overseas investment or operators entering the market provided they respect and adhere to the regulations as with any other jurisdiction.

In recent years, the number of countries has adopted their own regulatory framework is on the rise and regulations are seen to be of crucial importance providing benefits to all stakeholders being involved in the iGaming industry. As a result, the regulatory framework provides a safer environment to operators, suppliers, and consumers enabling progressive opportunities in every aspect of their interest.

NSoft is aware of the benefits the African market provides and this short overview is to draw a big picture of potentials and regulations that Africa offers.

KENYA - A MULTI-MILLION DOLLAR GAMBLING BUSINESS

The Kenyans are African leaders when it comes to betting. It is the most betting crazed nation where 70 per cent of punters bet at least once a

week. Even their top Google searches, 11 out of top 20, are overwhelmed with betting related keywords.

People in Africa mostly bet over mobile phone or web, and that is why they have the highest number of gambling-related mobile usage in Africa. Retail shops are present, but not as in Europe and some other African countries. Kenya is the birthplace of mobile money, a money method mostly used to top-up betting accounts not only in Kenya but also in entire sub-Saharan Africa. Kenyans enjoy betting on sports, especially football, lottery-style games, and casino. Racing games are not as popular as in some other African countries.

The Kenyan gambling laws were established in 1966 with the introduction of the Betting Lotteries and The Gaming Act. Kenya regulates





all forms of gambling and started delivering remote gambling licenses in 2011.

GHANA - AN OPPORTUNITY AND EXAMPLE FOR OTHER AFRICAN COUNTRIES

Ghana is, in general, one of the better-developed countries in Africa, and especially when it comes to the betting industry. It is well known that the iGaming market in Ghana offers predominantly the retail-based betting experience having all of the major regional operators present.

During the last five years, we've witnessed internet infrastructure development resulting in a rapid rise of internet users, ranging from 3M users in 2013 to over 10M in 2018 (29.5M population), registering 35 per cent Internet penetration. The rise of internet users affected the operators which started to switch from retail-based to web-based business segment. Currently, there are more than 30 licensed legal entities holding the sports betting license.

From NSoft's experience, punters in Ghana prefer sports betting, greyhound racing, ever-popular virtual football, and draw-based games - like our Lucky 6. Regarding current regulations in force, Ghana's Betting Industry is regulated by the Gaming Act from 2006. It regulates the most important prerequisites for the gaming and

Ghana's betting industry is regulated by the Gaming Act from 2006. It regulates the most important prerequisites for the gaming and betting industry, license requirements and penalties for non-compliance with bankroll requirements. Nevertheless, it's important to emphasise that Ghana has very good state control regulatory system.

betting industry, license requirements and penalties for non-compliance with bankroll requirements. Nevertheless, it's important to emphasize that Ghana has very good state control regulatory system. Namely, the Gaming Act prescribes establishment of Gaming Commission that provides legal solutions aimed to contribute to the legal security of Ghana's betting industry.

CAMEROON - THE RISING STAR OF THE BETTING INDUSTRY

Cameroon is a country that is up and on a rising path in the betting industry. With the population of 24.5M, the potential is enormous. It is almost completely retail-based due to the lack of proper internet infrastructure. A number of operators have started offering the web channel,

but the time for it to generate some significant numbers is yet to come. There are less than 10 active operators, with one or two regional operators present. The most dominant form of betting is sports betting, while virtual sports are present, but way less popular than in other African countries. This might be due to the fact that most of the retail shops are actually street vendor style shops that are cheap to set up and offer exclusively sports betting.

Gambling is legal in Cameroon, but online gambling is not specifically regulated. The current Gambling Act, written in 1989 and modified in 2004, makes no mention of online gambling. Online gambling is largely unregulated but still tolerated by the government.

Interactive

ONLINE IN AFRICA - NSOFT



LESOTHO - LACK OF EXPERIENCE DOES NOT NECESSARILY MEAN LACK OF KNOWLEDGE

Lesotho is a small country and lacking development in many aspects and industries. Surprisingly, this is not the case with Lesotho's betting industry.

The betting industry is developed to the extent it easily surpasses some European countries. Sports betting, virtual games, casino games, mobile apps, retail shops – you name it, they have it. The only limitation they have is their population of 2.2M having only three active operators that are slowly reaching their maximum. The most popular form of betting are sports betting and virtual games, especially drawn based game Lucky 6, which is being followed by virtual football league and lottery betting.

Regarding the regulation, Lesotho is similar to Cameroon. Gambling is legal in Lesotho. The government established its first gambling act in 1989. All regulations and supervisions of gambling activities are provided by the central Casino board. Online gambling is not regulated, and there are no laws or regulations being referred to online gambling under Lesotho's Gambling Regulation Act. Licenses are issued by the Minister of Finance and Development Planning, are valid for periods stipulated on the license and are not transferable within their validity period and the Minister has the power to revoke such licenses. The governing act is overly prescriptive and tedious and may deter participation in business, especially the small scale operators.

Gambling is legal in Lesotho. The government established its first gambling act in 1989. All regulations and supervisions of gambling activities are provided by the central Casino board. Online gambling is not regulated, and there are no laws or regulations being referred to online gambling under Lesotho's Gambling Regulation Act.

TANZANIA - TAXES TRIGGERING THE DOMINO-EFFECT OF REVENUE CUT

Tanzania, with its population of 59M, is perceived as one of the biggest potentials for the betting industry. The industry is exponentially on the rise in the past five years and just between 2014 and 2016 the sports betting revenue grew by 95 per cent. The retail business was already well developed and in 2016 there were more than 2,000 shops and terminals in the country.

The Tanzanian government has invested a lot in the internet infrastructure which resulted in having one of the biggest internet user bases in Africa. Similar to Ghana, the industry expanded to the web and piqued the interest from regional and global operators to move onto the market.

The business was successful to providers and operators until GBT (Gaming Board of Tanzania) introduced a series of new taxes from 2016 onwards which slowed the rapid development of the industry and cut revenues to all operators.

Punters in Tanzania enjoy sports betting, virtual games like horse racing, virtual football and Lucky 6.

Betting in Tanzania is regulated by the Tanzanian Gaming Act. The Act clearly defines the gaming tax and states that without being a holder of gaming license issued under the Gaming Act, any gaming activity is prohibited.

AFRICA - UNDERSTANDING THE DYNAMICS IS CRUCIAL

To sum up, Africa has been attracting substantial interest from operators keen to diversify their activities away from costly European countries. At this point, Kenya is the leader when taking in consideration the regulations, potential, and gambling related mobile usage. Ghana and Cameroon are perceived as success stories and a reference for the upcoming changes in the region. NSoft seeks for stable legal frameworks and perceives them as a safeguard for substantial investments, whilst, of course, ensuring the player's interest.



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The Digital Play: a technology solution for multi-state gaming

IGT's PlayShot sports betting technology is now powering sports wagers in four U.S. states including Nevada, New Jersey, Mississippi and West Virginia. G3 interviews IGT's Charles Cohen about the company's PlayShot technology, a scalable platform that provides an important advantage for pursuing sports betting business opportunities in multiple states.



Charles Cohen
VP Sports Betting,
IGT PlayDigital

IGT is the largest player in the U.S. lottery industry, and is a technology provider to most of the nation's government-run lotteries. We stand ready to support any and all of them should their state governments grant them the rights to operate sports betting, just as we have in Rhode Island.

Playshot now has full regulatory approval in Nevada. What does this mean for the company going forward in the state? Are there any other states where it could be rolled out in the near future?

Charles Cohen: PlayShot is now approved and live in more venues and states than any other pure B2B sports betting solution – Nevada, Rhode Island, New Jersey, West Virginia, Pennsylvania, Mississippi, and we are favorably positioned in other states such as Pennsylvania and New York. We also have GLI-33 approval for PlayShot. Our promise to our customers is to offer a solution that could be deployable in all 50 states, and we intend to keep that promise.

IGT's multi-state technology is a key element to this promise. Current regulation prohibits taking a bet in one state for someone in another state -- meaning that multi-state operators would have to host their individual sports platforms in each state; an arrangement that could create potentially large overhead. To alleviate this potential hassle for our customers, IGT has developed a technology and operational solution that enables operators to efficiently coordinate their books in each state from one central hub, while still remaining fully compliant with existing regulations.

Could you discuss plans or any lessons learned for further lottery sports betting expansion in the US market?

IGT is the largest player in the U.S. lottery industry, and is a technology provider to most of the nation's government-run lotteries. We stand ready to support any and all of them should their state governments grant them the rights to operate sports betting, just as we have in Rhode Island. We formed a partnership with William Hill to provide operational support including trading and risk management for our lottery

customers and we are well-positioned to partner with them on all such opportunities as they arise.

Rhode Island Senate President Dominick Ruggerio has put forward a new bill in an effort to legalise mobile sports betting in the state. Could you tell us anything about IGT possibly offering mobile gaming in the state and what this might look like?

This is still a developing situation, but IGT's solution is omni-channel and we are hopeful to have the opportunity to add mobile to the very successful existing solution we are already providing in Rhode Island.

In July 16, 2018 IGT announced that it would be FanDuel Group's sports betting platform provider for the newly regulated U.S. market in the state of New Jersey. How does IGT work as a technology partner for brand FanDuel?

This is the core mission for PlayShot and IGT as a B2B platform provider. We provide PlayShot as a managed service and our customers have a great deal of control over the way the solution works and looks. An operator such as FanDuel has tremendous ambition and a strong vision for how they want their service to look, and where they want it to roll out. Our job is simply to help them execute this vision. The whole resources of IGT, including technology, local support, training, licensing, compliance, manufacturing are brought to bear to make that happen for our customers.

In November IGT announced its sports betting platform, PlayShot, is behind "the newest sports betting destination on the Mississippi Gulf Coast," the DraftKings sportsbook at Scarlet Pearl Casino Resort. Could you discuss how IGT works as a technology partner for the DraftKings sports book?

Interactive

POWERING SPORTS BETTING IN THE US
IGT PLAYDIGITAL



When we first brought our platform over to the U.S. approximately four years ago, IGT had been operating this same platform in many countries for many years, but the challenges of blending U.S. casino and modern sportsbook administration were new and took a long time to get right. There was a mutual learning process with all the stakeholders at every level.

Exactly as we do with every other customer: IGT is the B2B platform provider, and we back that with a complete "above and beyond" service attitude.

You recently described the difficulties which both regulators and operators have when it comes to sports betting as like quantum mechanics "but slightly more complicated." How is IGT equipped to cope with these challenges and what other unique challenges might the market present?

This quote was specifically about the complexities of sportsbook accounting and reporting, because it is so different than anything that many regulators or casinos have ever done before.

We learned this lesson very early on, when we first brought our platform over to the U.S. approximately four years ago. IGT had been operating this same platform in many countries for many years, but the challenges of blending U.S. casino and modern sportsbook administration were new and took a long time to get right. There was a mutual learning process with all the stakeholders at every level.

Given how rapidly IGT has been able to deploy PlayShot in multiple states in 2018, I think we have proven that IGT is equipped for to help our customers grow their sports betting operations.

Could you tell us about how IGT's technology meets the demands of the sports betting market in the US? Could you tell us about any

trends that might be emerging in the US market?

Our customers can trust IGT to support them in every channel, and in every venue, with best-in-class technology and service.

We are really competing on the most important feature: reliability. Reliability as a technology provider and as a partner.

Each state will shape its market and regulations with some mix of online, retail and mobile, but we believe that land-based sportsbooks will be the cornerstone of the industry whatever happens.

We see significant evolution happening very rapidly in land-based sportsbooks. Currently, the most successful template is Nevada, where you have arena-style books that are an event in themselves.

We anticipate, however that operators around the U.S. will innovate in different formats, with more emphasis on self-service; maybe a more highly consumer-focused retail experience where the ticket writer comes to you; merging the sports book with other areas of the casino. There are as many options as there are casinos.

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EGT Multiplayer The Art of Multiplication

EGT Multiplayer made a big splash at the ICE London show in February. G3 interviews Sales and Marketing Director, Borislav Marinov, about the remit and future direction of the company



Borislav Marinov
Sales & Marketing Director
EGT Multiplayer

Borislav Marinov, 34 years old, was born and lives in Sofia, Bulgaria, having graduated with a University diploma in International Tourism. For the last 18 months he has been Sales and Marketing Director at EGT MULTIPLAYER Ltd., having previously been employed as Product Manager for Euro Games Technologies (EGT) for a further 18 months. His current role is related to market research and the development of EGT's multiplayer products. Before joining EGT, Mr. Marinov worked for eight years in telecommunications as part of the A1 Telekom Group in a variety of sales and marketing roles.

Intrigued by the reveal of Euro Games Technology's dedicated multi-player focused brand at ICE London, G3 sought out Sales and Marketing Director, Borislav Marinov, to interrogate him about the new, yet firmly established, multi-player offering from the international casino supplier, EGT

Why has EGT created the separate brand EGT Multiplayer to sell its multi-player products?


EGT is a fast-growing company that has constantly been striving to enrich its portfolios and refine its products. Our company policy is such that when it develops well enough and shows the potential for self-management, we separate it as a stand-alone unit. This was done in order to further focus and efficiently manage the development of products. In this way, we achieve self-sufficiency, which allows us to be more flexible and respond more quickly to market requirements and trends.

What are the standout products in the EGT Multiplayer range?

For me, all of our products are efficient and successful, but as to most distinctive for world markets, I'd select our T84 roulette, part of the T-line series and the new generation of HD terminals – S32 in its five types of cabinets, all of which are part of the S-line series.

What new innovations are you introducing to this product category?

For this year, we have prepared several stand out innovations which we've described as "Jewelry" – the T86 AUTO roulette with the 86ins. touchscreen and the brand new S32 / 55 new generation terminal with one 32ins. HD touch monitor and second 55ins. 4K resolution vertical monitor on top.



We are creating not just traditional gaming devices, but we make interesting mixes and hybrids. For example, our roulette product combined with multigame and mystery jackpot on top of all or multiplayer terminal (S-line series), which can be transformed into a thin and stylish slot cabinet and many more.

our clients the full solution package with our products on top.

How do you see multiplayer products evolving and developing? What's the most popular product right now - the traditional wood and brass, or more hi-tech designs?

As I mentioned, we rely on our different way of thinking, and since we have a lot of good ideas and future projects, I'm sure that we will continue developing more and more exciting products. Regarding your second point, we are betting more on the new trendy stylish and pure hi-tech designs.

We've seen larger properties make the move, especially in Asia, towards large scale stadium-style installations. Should operators with this kind of space be considering this type of solution - and why?

Yes, these types of installations are currently very popular in Asia and very effective in my opinion. EGT Multiplayer offers these solutions and in fact, we have made several installations recently within Asia. I think that this type of configurations (stadium, theatre etc.) is among the things that we do best.

There are lots of ageing multiplayers in the market right now - how do you convince operators to upgrade to the latest products from EGT Multiplayer?

Everyone wants and needs to update their equipment from time to time. You need to show new products and experiences to the players, they keep their interest so they will come back in your location.

EGT Multiplayer can offer complete solutions with unconventional concepts designed to intrigue players. We always strive to assist our customers by developing the best offers so that they can successfully replace an old configuration with a new generation that covers all market trends. Adding to the fact that we also provide excellent slot machines through the mother company, EGT, we become a provider of comprehensive, efficient solutions for every casino or gaming hall.

What are your goals for 2019?

Our goals for this year are to increase our market share, to expand our presence in the Asian market and by the end of the year to release some new roulette models from our established R-line series.

What are the key markets for EGT Multiplayer, both this year and beyond?

For this year and the next one, we intend to focus mainly on the Asian and the European market.

Last year, we conducted installations in a several countries in Asia (our first as a separated company) and the results and feedback that we've received were very promising. We are still learning a lot of things about these markets, because it is new for us, so we will definitely focus more of our energies in this direction in the future, in order to meet local audience expectations.

There is a great deal of competition in this sector - how does EGT Multiplayer distinguish itself from your competitors?

I can say for sure that there are lots of competitors and many are hard to compete with, but that is what makes this sector even more exciting. The main advantage of our products is that we offer something extra. We are creating not just traditional gaming devices, but we make interesting mixes and hybrids. For example, our

roulette product can be combined with our multigame and mystery jackpot, or the latest multiplayer terminal (S-line series), which can be transformed into a thin and stylish slot cabinet and many more. I can say that our different way of thinking distinguishes EGT Multiplayer from the rest.

Parent company EGT has an established global network; how will EGT Multiplayer capitalise on this network to reach customers and build brand loyalty and recognition?

We are all 'kids' of the parent company, and we all work for the same cause. Our global network has been selling EGT Multiplayers department product successfully long before we became a separated company. Nowadays, as we are more flexible and we have a higher capacity for production, we provide extra support for our colleagues and distributors worldwide with even more solutions, and utilising this established network, we are able to connect with even more locations.

Also, let's not forget that EGT has an excellent reputation, so for us, it is even easier to deliver to

Mental Blockchain: fraud as a hindrance to legitimate growth

2018 was a year consumed by blockchain with predictions the industry could be worth \$60bn by 2020. In the latter half of 2018, social poker pioneer KamaGames carried out its own token sale, but unlike most other companies, the move into crypto/blockchain had little to do with money and was more of a marketing-based experiment utilising crypto and blockchain technologies



Andrey Kuznetsov,
CEO, KamaGames

We learned very quickly about the extensive level of fraud in this industry and why it's such a hindrance to growth and trust. Most of the so-called "experts and advisors", even those with high ratings, and some of whom immediately asked for a multi-millionth stake in the company, did not thoroughly understand either the industry or the products.

Describing parts of the process as 'very disappointing', KamaGames CEO Andrey Kuznetsov talks about encountering attempted fraud, misrepresentation and a lack of understanding from players who saw the exercise as an investment opportunity.

What were the aims the token sale?

The sale was an opportunity to 'test the waters' of the blockchain industry and discover if the demand for purchasing tokens was as widespread as we were being led to believe. It would also answer the question of who a token sale would satisfy should we repeat the practice. Were those asking about blockchain representing all players across Pokerist or were they simply a small but decidedly vocal minority? As well as wanting to increase player retention and reward loyalty our aim was to offer an interesting promotional event which would not only attract a new type of audience but also potentially re-engage lapsed players too. We didn't attempt to attract the interest of investors or their financial backing. Nor did we look for speculations related to the token as we didn't ever intend to list it on any of the crypto exchanges"

What were your conclusions?

Some of what happened was simply very disappointing and incredibly frustrating, but at the same time we learned a lot. We found our token sale

results to be less than our most pessimistic projections with the number of tokens actually sold being very small as was the number of new players we attracted. Bearing in mind KamaGames has attracted five million new players in just one quarter, and have over 630,000 daily active users, it was disappointing to say the least that so few people engaged in the exercise.

We estimated that around 33,000 people took part in the sale and so if you compare all of these figures side by side, it's clear that the results were definitely not what we were looking for. The main issue that we found was that it was simply too complex and confusing for many participants. The conversion rate of people signing up to actually buy tokens was tiny, less than one per cent.

Our support team spent long amounts of time, hours even, with a single person to help them through the process of creating a wallet and linking it to the account – the technology just made it too complicated for people to engage with. Despite several years of our existing players demanding the ability to make payments in cryptocurrencies, when given the opportunity, the actual interest was much lower than even our pessimistic forecasts, both for our existing players and newcomers".

Would there have been a better response at a different time?

We began our closed presale in September 2018, with the open sale coming to a close just two months later. Unfortunately, this also appeared to be the time when the cycle in the crypto space for ICOs and also perhaps for Bitcoin and Ethereum started to come to an end too. In terms of timing, I remain convinced that if we had done this a year ago it would have



performed much, much better, generating revenues upwards of \$25m, but this was never about generating revenue don't forget. Unfortunately, most of the people buying our tokens just didn't seem to understand what the purpose of the sale was despite us releasing white papers, a dedicated website, press releases, doing talks, working with press etc. I can't help but feel that if we had done our sale at the height of crypto investment we could have ended up with a lot of disappointed people who were focussing on the exchanges, the speculation and when they could make money.

Our reputation could have been compromised. This was never about revenue growth; we are doing a great job of that already, this was about our rewarding players trying something new and innovative. An interesting fact is that many of those we spoke to about our sale were adamant that we had some kind of secret plan in place. They wanted to know what it was and how they could get involved in the early stages. It was hard to make our peers understand that we were not doing an ICO, we were not attempting to attract investors and we were not going to the token (crypto) exchange. Even now people are still asking about soft and hard caps, investments and exchanges.

What else did you discover about the wider use of blockchain?

We have also realised that there is little sense in developing a social casino product on the blockchain as most social casino players want maximum simplicity and speed (they can currently pay with one

click using a smartphone, without any problems or concerns). There is no additional value for either the player or the operator to create such a product and there would also be some doubt as to whether the development and wider support costs would be recovered as well as the various blockchain commissions that would need to be paid.

Aside from this, a further hindrance to the technology's success in the gaming sector is caused by the lack of a blockchain capable of handling the volume of transactions which occur on apps like KamaGames' Pokerist on a daily basis – which is at present, somewhere in the region of 1.5 million per minute.

KamaGames also uses a certified RNG (random number generator) and there are currently a lot of unanswered questions associated with the use of this on the blockchain. The main concern being that it could make the RNG more predictable, which of course defeats the object. There are a lot of challenges associated with the use of our own RNG on the blockchain and how to make the RNG decentralised while remaining unpredictable.

It's apparent from the recent innovations from PayPal that tokens do have the potential to be effective as a rewards-based system, however, following the KamaGames Token sale the question still looms about their value on social gaming platforms.

While the conversation around blockchain and

cryptocurrencies won't dissipate anytime soon, this is a clear indicator that it may not be widely adopted by the gaming industry in the near future. We have seen that very few participants in the crypto market are looking for utility tokens in order to use them for their intended purpose. In fact, it's the complete opposite, with everyone actually looking for a speculative opportunity.

What fraud did you encounter?

During our token sale, we received a huge number of expensive offers from various organisations, independent contractors and outright scammers for services that they could not actually provide, or in a large number of cases, did not intend to provide.

We learned very quickly about the extensive level of fraud in this industry and why it's such a hindrance to growth and trust. Most of the so-called "experts and advisors", even those with high ratings, and some of whom immediately asked for a multi-millionth stake in the company, did not thoroughly understand either the industry or the products.

During the sale we heard many promises ranging from the unrealistic to the unimaginable. When we asked direct questions as to how these professionals could help KamaGames specifically and how they proposed to measure their success, we heard about their own unique abilities to "acquaint us with investors, solve internal corporate conflicts and manage energy." We still don't know what that means.

User Experience: leading by design

Towards the end of 2018, Degree 53, which specialises in bespoke solutions for the online gaming industry, produced a critical report examining and reviewing the horse racing landing pages of 10 UK online bookmakers



Andrew Daniels
Managing Director
Degree 53

Andrew Daniels is the managing director of a UX design and software development company, Degree 53, based in Manchester, UK. Formerly head of mobile development division at Betfred, Andrew has been involved in the digital industry since 2000. He's worked with start-ups and large corporations, including premiership football teams and Sony Playstation. Founder member of mobile gaming start-up Million-2-1, Andrew supported its SMS gaming product. After it was acquired by IGT, he focused on developing HTML5 casino games for mobile platforms.

Degree 53 reviewed the horse racing offerings on page, features and betting options available from the landing pages, racecards, betslips, as well as how they present various information that customers use to engage with the operator. Degree 53 reviewed the horse racing offers from bet365, Betfair, BetVictor, Betway, Ladbrokes Coral, Paddy Power, Sky Bet, Unibet, William Hill

Interested to learn more about the findings of the report and the work conducted by Degree 53 on behalf of gaming operators, G3 visited the Manchester offices of the company to speak to Managing Director, Andrew Daniels.

Why does Degree 53 create its UX reviews of operator platforms?

We've been conducting UX reviews as part of our consultancy service for several years, which includes competitor product-based analysis, but we view the creation of our UX Reviews as a key marketing vehicle for Degree 53. They've proven

hugely beneficial not only for Degree 53, but for the operators we work with in Asia, Europe, the US, Canada and the Caribbean.

How do you select the operators to review?

We looked at the top 10 operators in the UK with the view that although they're the subject of the review, they're not necessarily the target audience. It's actually aimed at aspiring operators on the next tier of the ladder. Degree 53 can help operators to become the best they can be and aspire to become the tier 1 operators of the future.



Why did you choose horse racing as a UX to explore?

We began conducting UX reviews by targeting online and mobile casino offers, so it was a logical step to review sports betting. Racing is a niche part of the sports-betting sector, but it is also one of the most interesting. We wanted to look in detail at the most important part of betting process - the betting slip, in which the level of complexity is extremely high. Fundamentally, in team-based or one-versus-one sports, the bets are derived from binary results - who won and in what manner. With racing, you have the winner, the tricast, forecasts and multiples from race to race, all of which is very different from a football coupon for the Premier League.

The level of player sophistication is also very broad, with sites catering for beginners through to the person who's been betting for 50+ years. More information is crammed into a single racing offer than practically any other type of betting product.

Who are operators seeking to attract with their UX?

All the big operators are chasing a limited amount of major punters, but casual players remain great customers and they bet for entertainment. So you need to give that punter a great experience too. If you make things so complicated that only an expert can bet on your

site, you're not going to attract this level of customer. You also can't dumb things down so that the big punters won't use it either.

Can you have your cake and eat it? Can you attract both?

That's the essence of great design. It's very difficult to be completely neutral, but taking a centrist approach gives you the opportunity to appeal to all types of players.

Are there extreme examples, too complicated or too simple?

I don't think any operator goes overboard, but we do see common mistakes. One of the most jarring things can be operators whose feeds don't correlate to horse racing odds-ladders. An odds-ladder is the incremental step between odds, with racing having a very different odds ladder to football. There are bigger gaps between the odds in racing than anywhere else in betting. Racing uses an old imperial formula that means that the pricing is less flexible. We've seen operators take their decimal odds for football and apply to the fractional odds of racing. An odd can only be what's next in the ladder as opposed to the decimal equivalent. The UX review we conducted, highlighted an operator's odds ladder offering 17/10 for a horse race. A UK punter would see that and understand this isn't a racing product.

How do you provide everything needed in the

Everyone wants a unique, innovative product, but nobody wants to do something that will alienate customers. Punters are so transient, you don't want to present them with a steep learning curve to understand your offer. Racing in particular isn't a pure digital product as it's based on a physical betting card - one that you'd use at the racecourse.

UX, while differentiating from competitors?

Everyone wants a unique, innovative product, but nobody wants to do something that will alienate customers. Punters are so transient, you don't want to present them with a steep learning curve to understand your offer. Racing in particular isn't a pure digital product as it's based on a physical betting card - one that you'd use at the racecourse. It's derived from printed paper slips that have remained relatively unchanged for hundreds of years. If you showed

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DEGREE 53 - UX DESIGN

Great design is about always looking forward and not through the rear-view mirror. The best design customises the experience to the needs of player. Different operators have different numbers of customer personas – some as few as four, while others have as many as 24. The punter is described via their age, gender, disposable income, preferences for sport, betting patterns, frequency, social and entertainment needs, etc. We then design the UX wearing those different player hats and create a product according to customer preferences.

that card to a US customer, for example, they'd be baffled by the complexity. We have a rich heritage of betting in the UK, but unfortunately, this can make things very confusing for new customers.

Should operators offer something unique?

Great design is about always looking forward and not through the rear-view mirror. The best design customises the experience to the needs of player. Different operators have different numbers of customer personas – some as few as four, while others have as many as 24. The punter is described via their age, gender,

disposable income, preferences for sport, betting patterns, frequency, social and entertainment needs, etc. We then design the UX wearing those different player hats and create a product according to customer preferences.

Are there key elements in the design process that appeal to different customer types?

It's very obvious in bingo products in which you have strong themes and use of colour to attract the bingo demographic, which is very different from the male-dominated casino or online products. The colours, the softness and language

are fundamentally designed to appeal to the target audience.

Why shouldn't everyone just copy the UX of the most successful operator, bet365?

Everyone is undoubtedly looking at bet365 as a role model. When we've conducted performance testing, bet365 came out on top. Sky Bet were in second place and then there was a big gap to everyone else. bet365 are very technology focused, modern and know what customers want. It's not a coincidence that those top two are digital-only brands, while the rest have a retail legacy.

In terms of the UX, how much is success due to the technology as opposed to the design/look of the front-end?

You need both. A system that performs well also needs a great design. bet365 controls both its own technology and its front-end. Speed is a huge part of the UX.

What's better, a fast site with poor design or amazing design and a slow site?

To be fair, you can make a slow site better with great design, but a really fast site that's unusable is a terrible combination.



Operators shouldn't ditch desktop products because they're not as important as mobile, as having consistently high quality products across all touch points is fundamentally important when a player moves from one device to another within the same brand, granting a larger lifetime value from the player. On mobile, at least 85 per cent of customers are choosing their app due to the user experience. Yes, marketing and brand drives them there, but they stay due to the UX. Today, people are switching bank accounts because their bank has a terrible app. If you're willing to change your bank – the most important account you have – how likely is it that you'll change your sports betting option due to poor app design?

channels, but that doesn't mean they want exactly the same experience. For example – completing a desktop betting slip is easy using the keyboard. However, on mobile, users find the standard browser keyboard clumsy and awkward. We make a custom keypad in HTML to navigate around these issues, tailoring the experience to the different devices. Anything that jars a customer, lowers the customer experience. We try to remove all of the tiny frustrations that ultimately lead to a customer leaving the site.

Why should operators bother with desktop as it's just people coming from OddsChecker and Arbing – right?

Operators shouldn't ditch desktop products because they're not as important as mobile, as having consistently high quality products across all touch points is fundamentally important when a player moves from one device to another within the same brand, granting a larger lifetime value from the player. On mobile, at least 85 per cent of customers are choosing their app due to the user experience. Yes, marketing and brand drives them there, but they stay due to the UX. Today, people are switching bank accounts because their bank has a terrible app. If you're willing to change your bank – the most important account you have – how likely is it that you'll change your sports betting option due to poor app design?

Is there a massive gap between UX design of the top operators and those at the bottom?

The big gap appears between the digital-only businesses and those in retail with digital offers. Retail sports betting businesses have been totally focused on the FOBIs that were making all their profits, dwarfing the money they were making online – meaning that digital was something they “played” at. All that's about to change, but even if operators sought to copy bet365, they'd be spending huge sums and expending time copying what bet365 is doing today, while they continue to move the game on – innovating to stay in the lead. The only real choice is to try to innovate yourself and do something different.

Is it possible to offer the best of everything?

When we rated the top ten, bet365 wasn't the best in every single category. Overall, yes, but if you took the best from all the different categories, then you'd have a better product than bet365. Our advice to operators would be to make the best product possible – as opposed to just optimising the product you have. Customer

expectations have changed and will continue to change.

Could Degree 53 make a product that could out compete bet365?

If you attacked each area in the UX, we could design the best racing product out there. What's stopping us creating the ultimate product is a purely commercial barrier. The big bookmakers are like banks, completely risk averse when it comes to changing technology. There is technology being used right now by major bookmakers that is 15-20 years old, but there's zero chance of them upgrading. And by that I mean there are plenty of technology solutions, but the risk of moving is too great.

What's the ultimate solution that Degree 53 could create for a client?

An example would be GoldChip, where we created their own technology, refreshed their brand, and built a new website and app, which have been phenomenally successful. It's a product unlike anything else as they are a private, invite-only VIP bookmaker for which we created a solution that completely suits their business. If you scale that up, you have bet365. bet365 don't take pricing and odds feeds, they are not owned or stuck in someone else's pipeline, and as such, they are the most successful digital company year-on-year.

Could you replicate that success in terms of the UX?

bet365 has invested billions in its solution, which means that it might take 3-4 years to catch them. That's not to say there isn't another way of doing it. A big bang approach is very expensive and risky, but you can iterate, replace individual elements, spend six months building an area of the existing offer to make it market-leading. bet365 is continually investing. Any business that relies solely on the services of a third-party cannot be market-leading on technology alone, as anyone else can offer that technology too.

Where is next for Degree 53?

America is interesting for us, as we're seeing platforms that are no longer fit for purpose in the UK and Europe, now being recycled for the US and offered as solutions to the operators over there. I've been to the US and looked at the offers, and the legacy solutions are certainly advancements, but they're not the best on offer. I look forward to seeing how this will change over the next few years, as I'm sure operators will be ready for us then.

In terms of your UX scoring, can we presume that the best scores correlate to the most successful operators?

When we conducted the casino UX design report, bet365 was one of the worst, but they were still one of the most successful. Affiliates want to send all their customers to bet365 as they know how to turn a sports betting player into a casino player. That's what affiliates want. bet365 doesn't have a leading casino, but branding, marketing and customer services also play a huge part in the success of the offer.

Why is it better to design specifically for a platform, mobile or website, instead of having a solution that fits both?

When mobile arrived on the scene, operators developed separate sites in addition to their legacy desktop offering. This led to operators offering features on their mobile sites that didn't appear on desktop, which was difficult to manage. As time and technology advanced, operators refreshed both their desktop and mobile offering. Cost played a part in operators using the same platform, which kept it simple. However, the user experience on mobile, iPad and laptop became even more disjointed. Customers want a great experience across all

Fruti Online Slots Synot Games

Fruti is a 5-payline version of Synot Game's "Fruity" series surrounded by orange flames and playing host to a selection of delectable fruits. Players can enjoy a true gaming experience with Scatter symbols and high winning combinations of Sevens, paying out up to 500x of bet. The game has an RTP of 96 per cent, offers a medium volatility style of game with five reels. Fruti is available from launch supporting 24 languages.



Zitro Interactive Video Bingo 1xbet.com

Zitro Interactive's popular Video Bingo games can now be played at 1xbet.com, one of the largest and pioneering betting houses in the world, using the BETB2B platform. Some of the Zitro games that can be found at 1xbet.com are Wild Rocks, Last Bingo in Paris, Power Mania, Catrina, Tacomania, Lucky Hero, Rabbit Mania, Spin Bingo and Fishmania, among many others of their greatest hits.

Sebastian Salat, CEO of Zitro, said that: "Firm with our commitment to be among the leading companies in the industry, we continue to broaden our online presence. It is a privilege to have our games at 1xbet.com. We are very pleased that this prestigious online gaming operator has thought of Zitro when it comes to defining its Video Bingo offer."

Poker 8 Online Poker 888

888 has commenced the phased roll-out of its next-generation poker platform, 'Poker 8', to all new customers on the 888poker.com network. Poker 8 is a new and improved cross-territory poker platform that offers an even more engaging and enjoyable experience for 888poker players. The development of Poker 8 follows extensive ongoing research and feedback from customers.

The first phase of the roll-out involves upgrades to the 888poker tables for all new desktop players*, with enhanced graphics, a cleaner design and improved functionality. For multi-table players the first phase brings a more user-friendly



layout and easier transitioning between tables. Further upgrades to the new poker platform are planned as part of the Poker 8 roll out, with improved graphics and enhancements to the lobby and mobile platform.

The roll-out of the upgraded Poker8 tables across all 888poker domains is expected over the coming months. Guy Cohen, 888 Holdings' Senior Vice President of B2C,

commented: "We're thrilled with the initial roll-out of our Poker 8 platform which includes a number of exciting and innovative new features to make the 888poker experience even more enjoyable. Over the coming months, all players will benefit from additional upgrades and improvements to our next generation poker platform and we'll be taking on board customer feedback about the new features," stated Mr. Cohen.

Enchanted Fortunes Linked Jackpot Online Slots Greentube

What do the brand new slot additions to Greentube's "Home of Games" have in common? One exciting jackpot that links them all!

The thrilling slots Book of Ra Mystic Fortunes, Goddess Rising, Pyramid Fortunes and Vampire Fortunes are part of the Enchanted Fortunes Linked Jackpot that became available throughout March 2019 for all B2B partners.

Enjoy the wonders and excitement of four fantastic new slot titles and spin the reels in the hopes of winning a piece of the linked jackpot that connects them all.

Head to ancient Egypt in search of magical treasures in Book of Ra Mystic Fortunes, discover the true power of the Egyptian goddess Isis in Goddess Rising, search for gold beneath the architectural wonders in Pyramid Fortunes and hunt for the riches of the undead in Vampire Fortunes – all available throughout



March to B2B partners of Greentube, the "Home of Games". All four of these slots feature a four-level linked progressive jackpot – mini, minor, major and grand jackpot levels – that can be won by matching the correct

symbols once the feature has been triggered. Players have the chance to bag huge winnings out of this linked jackpot with a little luck!

Jackpot slots don't get any better than this!

FADJA 2019 Casino Slots NOVOMATIC

NOVOMATIC Gaming Colombia will showcase a selection of brand new products as a platinum sponsor at the 21st edition of FADJA American Gaming show. At the Corferias Exhibition Centre in Bogotá on April 10-11, NOVOMATIC will display its strength in the region on Stand #58 with exciting premieres for Latin America.

Front and centre is the new Thunder Cash Link on the PANTHERATM 2.27 cabinet. Also making their debut appearance in Latin America, new slot titles will be on show at FADJA. New to the market is Lucky Lady's Wild Spell that reinvents the Lucky Lady character with an entirely new wild feature. The line-up continues with new titles such as Emperor's China, The Great Conqueror, Empress of the Pyramids and Asian Dragon Hot.

Multi-game mixes are carefully designed to offer the games most popular with players in various markets. New targeted mixes will be on



show at FADJA across a range of cabinets including the PANTHERA Curve 1.43, V.I.P. Lounge 2.32 and GAMINATOR Scorpion 2.24.

The brand new Impera Line HD Edition 7 is also set to impress attendees with a winning variety of well-known and new titles like Asian Fortunes, Little Pharaoh and Cash Crown. Also on show will be NOVO LINE Interactive Edition X1 that specifically targets Latin America, Concurve Edition 4 with a selection of curve titles, and The Legend Gaminator 1T featuring a range of ultimate classics. Now live with a selection of online content in Colombia, the NOVOMATIC Interactive division Greentube will also be represented on the NOVOMATIC stand at FADJA, discussing the interactive options available for the market.

Lawrence Levy, NOVOMATIC VP Global Sales, said: "We remain very positive about Colombia and the surrounding markets, and continue to grow in the region. Our new portfolio of cabinets, slots, links and mixes is set to push the envelope further and we look forward to meeting our customers and show the latest products at FADJA."

CashComplete Connect – Retail Edition Cash Handling SuzoHapp

SUZOHAPP introduces an industry innovation that revolutionizes how payments are managed across the entirety of a retailer's enterprise – CashComplete Connect – Retail Edition, the latest addition to the market leading CashComplete Connect payment automation software suite. Built specifically for retail payments management, Retail Edition automates the entire retail payment process, from payment acquisition to reconciliation. Retail Edition provides real-time visibility, advanced analytics, reconciliation and general ledger integration. Using advanced analytics, Retail Edition arms Retailers with timely and actionable information, resulting in optimised in-store and corporate accounting labor productivity, significantly reduced working capital and drastically improved cash shrink due to errors and theft.

CashComplete Connect – Retail Edition is already operating successfully in the field. One major retailer with hundreds of outlets and thousands of employees worldwide needed a reliable system to give complete visibility to and proactive management of its complex payment operations. After the implementation of Retail Edition, this large retailer realised real-time cashier balancing, remote user management, and general ledger integration.

"Having walked with one of our largest retail customers through the implementation of Retail Edition, I've witnessed firsthand what a great investment this is for our customers," says Ron Partridge, President of SUZOHAPP Americas. "They've realized significant improvements in productivity, significant reduction in shrinkage, real-time visibility into their



cash positions across machines and locations, and Operations have streamlined their audit functions and reporting processes."

SUZOHAPP's solution is revolutionary in that it offers full integration of hardware, software and back-office systems, bringing all components together in a seamless way to give users complete visibility of their payment management operations. Retail Edition interfaces with GL systems and is hardware agnostic, allowing retailers to achieve more from their existing investments in hardware and software.

"We understand the cost and complexity that many retailers continue to face in managing their cash and cashless payments," says Dr. Rory Herriman – Executive Vice President and General Manager of SUZOHAPP Digital. "These are challenges that cannot be solved through hardware alone. Retail Edition™ adds the information orchestration and real-time analytics that are necessary for retailers to truly optimize their payment processes."

Frogs 'n Flies Online Slots Lightning Box Games

Specialist slots supplier Lightning Box has sprung into action with Temple Cash-Frogs 'n Flies, its latest quirky adventure slot.

The 4x5 reel, 1024 ways game has a jungle explorer theme, with an exhilarating Temple Jackpot bonus game. When three temple symbols hit "between" the reels, the Temple

bonus is triggered. Players must then pick their route through the six challenges of the temple, trying to reach the top and activate the Jackpot Round. A secondary bonus is available via 3, 4 or 5 Bonus symbols, triggering 5, 10 or 20 Free Games with additional "Fly" wild symbols adding to the existing "Frog" wilds

Temple Cash-Frogs 'n Flies will be rolled out on an initial two-week exclusive basis across the White Hat Gaming brands, including 21 Casino

and Templenile, before going on general release.

Peter Causley, CEO and co-founder of Lightning Box, said: "We're delighted to release our latest title, Temple Cash-Frogs 'n Flies. Its fun, explorer theme and exciting bonus feature means we are confident both casual fans and ardent players will enjoy spinning in search of treasure. "We have had plenty of success with exclusive games, and we are thrilled that White Hat will be taking on Frogs 'n Flies for the first two weeks."



Farmville Casino Slots Aristocrat

Players will bring home a harvest of fun playing Aristocrat's new FarmVille Slot Game on the all new EdgeX cabinet. FarmVille Slot Game is based on the wildly popular farm building game franchise, FarmVille by Zynga, and players will find all of their favorite characters, farm animals and livestock in the slot game.

FarmVille Slot Game combines the excitement of Mighty Cash and the popular Progressive Free Games mechanic into a new experience. In FarmVille, the number of Mighty Cash spins are incrementing and allows players to play a new Mighty Cash matrix every time the current Mighty Cash matrix is entirely filled up. FarmVille is a Reel Power 3x5 game with player-selectable denominations. The game has high volatility and average feature frequency. Adding to the fun is an SSP with grand jackpot reset values of \$2,500 or \$5,000.

Features include the Mighty Cash Unlimited Feature, where the player plays one of three levels of Mighty Cash, differentiated by the 'all positions filled' bonus award (2x, 3x, or 4x all prizes). Mighty Cash level also determines the number of Mighty Cash spins awarded. If the player has remaining spins after a blackout, then a new matrix is presented and the round continues.

The Wheel Bonus Feature awards credits, free games with unlimited retrigger, or a pick and match 3 jackpot feature.

Of course, a brand name as big as FarmVille deserves a screen and cabinet as big as the EdgeX with its two curved 43" cinematic LCD screens displaying panoramic views, stereo symphonic surround sound, and virtual button deck, all in a cabinet that occupies a "mini-jumbo" footprint.

The Great Gambini's Night Magic Online Slots Greentube

Are you ready to be amazed, astounded and astonished by the greatest slot magician on the planet with Greentube? Allow us to introduce The Great Gambini and his breathtaking slot tricks in the brand new slot title The Great Gambini's Night Magic – now available for all B2B partners!

Magic is truly the name of the game in The Great Gambini's Night Magic, the new spell-binding slot addition to the Greentube portfolio that is now available to B2B partners. Gasp in wonder at this beautifully animated 20-line, 5-reel slot that never fails to pull another awesome feature out of the hat. Go on a magical journey to a slot wonderland in The Great Gambini's Night Magic.



The aim of The Great Gambini's Night Magic is to line up five identical symbols from left to right across 20 win lines. The Wild symbol substitutes for all symbols to form winning combinations. The Scatter symbol in this game is the Free Spins Cube – 3, 4 or 5 of these anywhere on the reels trigger 5, 10 or 15 Free Games respectively which are played with Special Symbols that have the potential to become Stacked

Symbols and improve the winning combinations.

In addition to this, The Great Gambini's Night Magic has four magical game modifiers that make spinning the reels on this slot even more fun as they increase the chances of bagging a bigger win. Players can look forward to The Great Gambini's Symbol Levitation, Reel Magic, Quick Change and Guillotine Win reel modifiers!

NIGA 2019 Casino Slots Konami Gaming

Konami Gaming has announced a series of the latest games and systems technology releases arriving at NIGA 2019 in San Diego. This year's event marks the release of the company's all-new KX 43 slot cabinet, delivering a uniquely 'Konami' experience across its 43ins. 4K Ultra HD display with a robust debut game library. Showcasing several new integrated jackpot games from Dragon's Law Rapid Fever to Hao Hun Lai, Konami's popular Concerto Opus machine is also featuring 4K entertainment at NIGA 2019, but in a 65ins. format for super-sized enjoyment by players and pairs.

"From systems to slots, Konami is delivering its newest and most promising developments to the 2019 Indian Gaming Show to share with some of the industry's top representatives and professionals," said Casey Whalen, Vice President, North American game sales. "Tribal operators were among our very first customers when Konami Gaming was founded, and we actively affirm the importance and influence of Indian Gaming in the way we choose to do business and develop product."

Guests at this year's Indian Gaming



show will experience the largest lineup of KX 43 games shown to date. The cabinet's market release coincides with the event, showcasing seven unique debut titles available now for placement. This includes games from the new Reels Up series, like Vegas Rise and Mayan Times, as well as Diamond-izer, Treasure Ball, and Konami's popular Triple Sparkle series. NIGA 2019 also features the premiere of a new Strike Zone game in 4K Ultra HD called Hao Yun Lai, which is set for release this summer alongside Ba Fang Jin Bao, Dragon's Law Rapid Fever, Dragon's Law Boosted, and Chili Chili Fire Boosted Wins & Wilds.

"The level of creativity, energy, resources, and attention that has been invested into KX 43's game

launch library is truly groundbreaking for Konami. More importantly, it aligns operators for the greatest success with the latest entertainment," said Whalen. "From popular brand extensions to original jackpot mechanics, KX 43 offers an outstanding game library for players and operators to choose from."

Konami's big screen Opus is another key centerpiece of this year's event. Following strong launch results for the cabinet's debut Triple Sparkle series, Opus arrives to the 2019 Indian Gaming show with an array of games designed to deliver big entertainment value. Konami's SeleXion multi-game technology and Dragon's Law series come together for a new Dragon's Law Opus SeleXion pack in 4K Ultra HD.

Pixies of the Forest II Online Slots IGT



IGT PlayDigital recently added the Pixies of the Forest II game to its PlayRGS content delivery solution. IGT customers in select jurisdictions can now offer their players this much-anticipated title on mobile and desktop.

Pixies of the Forest II offers mobile and desktop players new mystery features, multipliers, and a progressive jackpot for a new spin on a classic theme. The game features IGT PlayDigital's Tumbling Reels mechanic – an anticipation-heightening feature that gives players more chances to win on any spin. "The addition of Pixies of the Forest II to PlayRGS further strengthens IGT PlayDigital's content for mobile and desktop, and provides our customers a game that they can deploy with confidence," said Chris Boni, Vice President IGT PlayDigital Content. "Our game studios retained many of the game mechanics that propelled the success of the original 'Pixies' game, and complemented them with new features that provide a memorable player experience on desktop and mobile."

Clover Link Casino Slots Irish Gaming Show

APEX gaming took a prominent position at the recent Irish Gaming Show, increasing its stand from 2018. Given the number of leading solutions APEX gaming offers, the investment in the larger stand was more than justified.

The Clover Link jackpot islands continue to be hugely popular in Ireland with its blend of player favourite games and unique APEX island designs. Customers can choose from the Big Island, Round Edition, Wall Edition and new entry, the Slim Edition. All versions are available with a range of different slots, including the 43ins. Pinnacle Premium Curved, the Pinnacle Premium SL with three 27ins. monitors or the Pinnacle Black Series with two 24ins. monitors.

Long-standing partner in Ireland, Mardam Ltd, headed by Damien McCoy, has confirmed that Clover Link has already become a firm favourite amongst Irish operators.

Kubilay Özer, Global Sales Director at APEX gaming, was again very pleased from the feedback given during the two days at the show, "We have again made a real difference in this market with Clover Link in great demand. Now there is even more reason to choose Clover Link – as this unique



Damien McCoy and Kubi Ozer at the Irish Gaming Show

jackpot solution is now available as a Multi Game. There are a total of four great games to choose from – naturally with Clover Link being the real hit."

The APEX Player Station (APS) electronic roulette has also won Irish hearts thanks to its expandable versatility and its ability to be linked to up to four roulette wheels (both live and/or electronic). The APEX EVO games can also be played via APS – meaning that a player who wishes to play a slot

game does not have to leave his or her seat – this provides for optimal player comfort. APEX gaming machines with the latest EVO platform can be connected to the APS solution so that players can enjoy the roulette games on the slot machines.

"This has been an excellent show. We thank all the people who took their time to come and see us. APEX continues to bring gaming to the next level in Ireland", concluded Mr. Özer.

FADJA Colombia Casino Slots Euro Games Technology

Euro Games Technology is returning to FADJA Colombia for the fourth time ready for another successful show. In Bogotá, the Bulgarian manufacturer seeks to win the hearts and minds of the visitors, showcasing a mix of debuting and well known slot and multiplayer solutions at its stand No. 62.

"We are looking forward to taking part in the event. It is central for the local gaming industry, gaining in popularity in more and more neighboring countries," commented Silvia Marinova, director of EGT Colombia. "At this edition we have arranged for a display that will feature numerous new products to be on sale later in 2019." Among EGT's highlights will be two Asian-themed jackpot systems – the 5-level progressive Cai Shen Kingdom and the 4-level progressive Dragon's Turn, featuring highly original cabinet design and games.

Another major debut from EGT will be the next generation slot cabinets of the General series, shown for a first time at the ICE show in London. The G 27-27 Up model, equipped with the Gold HD multigame, will be the first to represent the



new EGT product line to Colombian audiences. It excels with HD frameless 27ins. monitors, an element of the contemporary slot cabinets design, guaranteeing exceptional picture quality. The multitude of ergonomic features are meant to maximise player engagement, together with the 27ins. topper and the large and easy to use keyboard with dynamic touch display and electromechanical buttons.

The Premier R6 automated roulette from EGT Multiplayer will add more variety at the stand with its classic design and six comfortable gaming stations, connected to the Jackpot Cards jackpot. "We will not ignore our bestselling products. To Premier series slot models, like P-

24/24 Up, P-27/27 St Slim, P-27/32H St and P-42V St/Up Curved, together with the multigames of Collection Series, we owe our incredible growth of 180 per cent in 2018. Very well accepted locally are also the Lady's Cards and Diamond Life jackpot systems," added Mrs. Marinova. Thanks to EGT's high-performing portfolio, in just two years the office in Colombia has established relations with numerous large- and small-scale operators, installing gaming machines in over 150 casinos across the country. In 2019, the company hopes to improve upon these results partly by its new product launches, presented at FADJA Colombia, and partly by its high-quality supplementing services, that add more value for the customers.

ReelPay Payment Solutions Innovative Technology

Innovative Technology have developed a mobile app which allows customers to seamlessly transfer funds to any enabled reel based or digital gaming machine, quickly and safely. Players no longer need to carry cash to play, they simply transfer funds from their mobile app for instant play. The app is now freely available in the UK and can be easily downloaded from the App Store and Google Play. A QR code is scanned enabling players to deposit funds securely to an individual gaming machine via their smartphone using their debit card.

Andy Bullock, Senior Business Development Manager, commented, "Following successful trials in 2018 on both reel based and digital machines at a number of sites across the North West, ReelPay is now available as an easy-to-use alternative payment solution. We are specialists in automated transactions and have been providing note validators to the gaming industry for over 27 years, so are ideally placed to draw on this market experience to effectively bring this product to market. ReelPay has already been successfully demonstrated at EAG and ICE at the beginning of the year and this was one of the most popular new products that we had on display."

No cash? Use... ReelPay

The mobile app allows you to transfer funds to any enabled machine, quickly and safely

Available Now
on iOS & Android



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Andy continued, "ReelPay has many benefits for players, Operators and Pub Retailers alike. Not only does it give customers more convenience and choice, it provides Operators with a cashless payment option to significantly optimise cashbox performance and revenues.

"The real Operator benefits of ReelPay come from our Live Collect system, which runs in the background providing real-time data and transaction reporting across machines and sites. It revolutionises collection routines and provides 24/7 machine audit traceability and performance.

In addition, remote download of currency datasets and firmware is available saving both time and money. Reel based AWP's use a standalone system with no need for any networking infrastructure. The system utilises one of our note recyclers (SMART Payout, NV11, or new NV22 Spectral) to pay-out winnings in convenient cash so single and multi-site Retailers can benefit as the cash generated stays within the pub/venue.

"Digital machines utilising the GBG standard industry protocol can transfer funds back to the app for a seamless player experience"



Temple of Treasure Megaways Online Slots Blueprint

Blueprint Gaming's Temple of Treasure Megaways is an Aztec-themed slot, the latest to feature the Megaways mechanic, under licence from Big Time Gaming, which provides players with up to 117,649 ways to win. Players who gain entry to the Temple Free Spins bonus round have the option to choose their free spins volatility and guarantee a set number of Megaways per spin. A mystery choice is also available, which can award any combination of free spins and minimum Megaways. If the special mystery symbol appears, all the reels transform into identical symbols

resulting in increased wins and increased multipliers in the free spins round. Additionally, the game features an operator-selectable Temple Bonus Bet feature, which guarantees direct access into the free spins round.

Jo Purvis, Director of Marketing and Relationships at Blueprint Gaming, said: "Untold riches are on offer in our latest release Temple of Treasure Megaways, should players find their way through the jungle. "The Aztec-themed slot is one of our most visually striking to date and with the Megaways feature offering up to 117,649 ways to win, players will become champion tomb raiders as they hunt down the treasure which lies hidden within the temple."



Happy Charm Tokyo Daruma & Happy Charm Tokyo Kitty Casino Slots Aruze Gaming

Japan's favourite lucky characters are here to bring a Wild fun time! Happy Charm Tokyo Daruma and Happy Charm Tokyo Kitty are both five reel games available on Aruze Gaming's Muso Triple-27 cabinet.

Both titles offer 20, 30, or 40 line options. Three or more bonus symbols appearing on the reels will trigger the Free Games Feature.

During any game, if a glowing ring appears on reel five, a Wild Feature will be triggered. Also able to be triggered randomly, the Wild Feature adds between four and 15 wild symbols to the reels.

After the Wild Feature is complete, a special set of reels will spin and may add a Jackpot Chance symbol to the reels.

A Prize Wheel containing Jackpot awards will spin for every Jackpot Chance symbol that lands.

Happy Charm Tokyo Daruma and Happy Charm Tokyo Kitty both feature highly animated, engaging characters who represent luck. These characters interact with the reels during the Wild Feature, shooting out wilds and becoming excited. Look for these titles and find a Happy Charm!

Slingshot Connect Operation System Reflex Gaming



Reflex's Slingshot operating system forms the basis of new game development for all sectors, including online, and is set to deliver enhanced capabilities to sites and provide an exciting new perspective to players.

Expanding on how the system allows Reflex to compete with even the biggest manufacturing companies in terms of development, Quentin said: "At Reflex, we're super proud of our Slingshot back office platform, developed in-house to facilitate, for example, machine performance reporting, the updating of systems software and new game releases. We view Slingshot as an ever evolving initiative and through 2019 new functionality is being developed to further benefit those customers already operating our digital products."

Carnival Forever Online Slots Betsoft Gaming

Transport your players to the world's biggest open air party with Carnival Forever – Betsoft Gaming's new feature-rich, samba-fuelled slot game.

Carnival Forever centres on the stunning Carnival Queen – a special symbol that parts the crowds and carries free spins in her glittering wake. Players who find more than three Queens in a single spin will earn an allocation of up to nine free spins.

Designed to capture the captivating spirit of the Rio de Janeiro carnival (or "carnaval" in Portuguese,) Carnival Forever paints the procession in bold strokes. From the parade of beautiful people and ornate floats, to the pulsating music and the crowd of millions, Carnival Forever bottles the vibrant energy of the streets in every spin.

Like the festival itself, Carnival Forever is an inclusive game, opening up the carnival spirit to all kinds of players. Symbols are clear, wilds can appear in stacks, win lines are easy to identify, and Betsoft Gaming's signature feature-buy-in-mechanic allows



players to access the free spins feature at any time. The game also incorporates a dedicated symbol that tracks over the course of multiple play sessions, reducing the cost of buying into free spins in increments, and dropping as far as zero if the player accrues enough coins over time.

"The Rio carnival is known worldwide for bringing people together and uniting them with the power of music and dance, so we set out to recreate that feeling with Carnival Forever," explains Annamaria Anastasi, Betsoft's Marketing Director. "In order to give the scale and the excitement of the event justice, we pursued a new level of excellence in the game's audio-visual presentation, and struck a careful blend between accessibility and depth in its features and mathematics. We're proud to say that the finished game matches our ambitions, and

Carnival Forever will slot into any operator's portfolio as a compelling experience, with significant win potential and a soundtrack that will have players jumping to their feet."

Carnival Forever was built in Betsoft's single-core, cross-platform SHIFT development environment. Now in its second milestone version, SHIFT 2.0 guarantees that the same great gameplay reaches players on desktop and mobile.

New optimisations also offer smart asset and sound quality switching for an even smoother experience – whatever the player's bandwidth or device processing power. And as Betsoft's first universal game, Carnival Forever also brings significant improvements to audio performance on mobile devices, ensuring that players everywhere feel the full impact of its rich soundscape.

PlayerMax System Solutions Aristocrat/SIC Innovations

Aristocrat has purchased the source code and IP of SIC Innovations as it relates to the casino mobile technology known as PlayerMax. The result of the purchase is SIC's PlayerMax mobile technology is now a wholly owned Oasis 360 systems product, allowing Aristocrat to further enhance its player-focused offerings to its customers.

Under the agreement, Aristocrat has received all PlayerMax web and mobile source code for exclusive use in the gaming industry. In addition, Aristocrat has received a non-exclusive license to leverage SIC's award winning AvT patent for use within the PlayerMax mobile platform.

Aristocrat Vice President of Oasis Systems Kelly Shaw said, "This purchase is another exciting step forward in our Oasis 360 systems offerings. It enables us to further enhance and expand our Loyalty solutions in the mobile segment, which will allow our customers to engage with their players in an even more meaningful way."

SIC's Chairman of the Board Cody Martinez said, "We are excited with the success of SIC Innovations efforts to design and develop marketing leading technologies and its ongoing impact to diversify and strengthen our overall business portfolio. We look forward to SIC



tackling new challenges and creating new meaningful technologies in the near future."

The PlayerMax mobile app, combined with Oasis 360 Loyalty, creates an ideal situation for casino operators to extend the brand beyond the limits of their four walls, maximizing efficiencies and providing an opportunity to reduce overall marketing expenses.

The PlayerMax app is filled with user-friendly features, including:

- Dashboard, where users can instantly access balances, player status, and messages
- Gamification enables fun in-app challenges

- Reservation, allows players to make restaurant reservations and receive notifications

- In-App Host, with direct connection to the player's casino host by phone text, or email

"PlayerMax is a solution for the modern world that personalizes the operators' interaction with their casino patrons. Now Aristocrat customers can deliver event-driven messages, create personalized marketing offers, and more through an app their players can download on their iOS or Android phone. It more fully rounds out the Oasis 360 solution and is another example of how Aristocrat is providing forward-thinking system solutions to our customers," said Matt Wilson, Aristocrat's Managing Director of the Americas.

Connect & Amplify Casino Partner Programme Scientific Games

Scientific Games has unveiled its rebranded casino partner programme for SG Digital, creating an improved service for operators, third-party content providers and games studios that aims to bring the next generation of casino games to the global industry.

As part of the rebrand, the programme's two partner streams have been renamed CONNECT and AMPLIFY. Games studios that join CONNECT will benefit from SG Digital's world-class expertise in developing content to deliver next-level player experiences. Third-party providers which become AMPLIFY partners simply connect their games through a simple integration with SG Digital Casino platform and significantly expand the reach of their content.

The enhanced two-sided network brings operators and games developers together under SG Digital's casino platform, bringing content from game developers to players in regulated jurisdictions across the globe. Industry leading promotional features being developed on the platform will be available across all games, and not just Scientific Games' in-house games.



Both CONNECT and AMPLIFY partners will have unrivalled access to more than 130 operators across the globe in 20 regulated jurisdictions. A dedicated team provides partners with assistance throughout the streamlined and simplified onboarding process, with flexible options tailored to meet individual needs.

Rob Procter, Studio Director at SG Digital, said: "Our newly-enhanced partner programme provides games studios with an exciting opportunity to connect with the world's largest online distribution network while simplifying and strengthening onboarding and integration. At SG Digital, we have an experienced and dedicated team that can help take studios to the next level to produce innovative and entertaining content, alongside a stable platform that provides them

with access to operators across the globe."

Steve Mayes, Partnership Director at SG Digital, said: "Operators continue to look for new and exciting content. It's vital that we push the boundaries to provide our partners with the best features to ensure we attract the most exciting content in the market for our Customers. Our two-sided network approach allows us to provide fantastic flexibility across multiple game providers, to ensure our customers have all the tools they need to create the best experience."

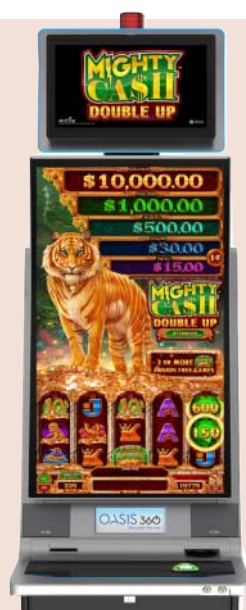
Additional benefits include data-driven insights that demonstrate how games are performing to maximise performance, as well as market-leading GCM technology to protect partners from regulatory changes in new and existing markets.

FADJA 2019 Casino Slots Aristocrat

Aristocrat has a long-standing dedication to the gaming industry in Colombia, and now the company is bringing premium game content to FADJA. Aristocrat will be in booth #60 of the CORFERIAS Convention Center, and will exhibit new games and cabinets, including the launch of the landmark Helix XT cabinet.

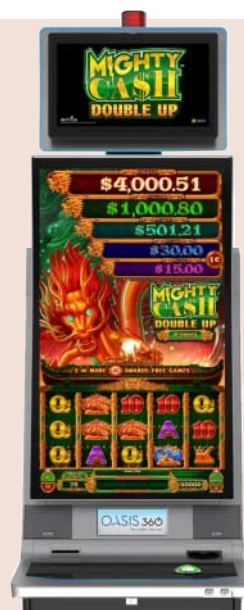
"Aristocrat is committed to our customers in Colombia and throughout Latin America. Thanks to our customers, which include all of the main casino operators in Colombia, we have been able to achieve an important share of the premium game market," said Carlos Carrion, Director of Sales and Operations. "Now at FADJA, we are excited to present new games and cabinets to help our customers provide the greatest gaming experience possible to their players."

Operators and players alike enjoy Aristocrat's Helix cabinet, and now Aristocrat is bringing its new Helix XT cabinet to Colombia. Helix XT builds on the success of the original Helix, and adds an enhanced new topper, a virtual



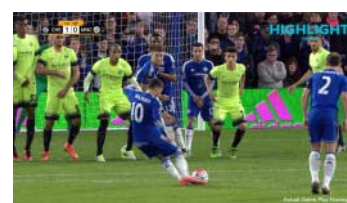
button deck designed specifically for the XT, and stunning 4K graphics displayed on a curved 42" screen. Appearing on the Helix XT is the player-favorite Mighty Cash Double Up Link and the titles Lucky Tiger and Money Dragon. On its Helix+ cabinet, Aristocrat will show new titles for its Mighty Cash Link: Red Blade, Green Blade, Vegas Wins, and Outback Bucks.

Aristocrat will also show the Helix Upright cabinet and the Mighty Cash Link titles Money Dragon



and Lucky Tiger. Aristocrat's Arc Single and Viridian WS cabinets are popular with players and operators throughout Latin America. At FADJA, Aristocrat will show a Mighty Link single site progressive featuring the player-favorite titles Zorro, Ted, Pan Am, and Elvira.

On the Viridian WS cabinet, attendees will find the Gold Stacks Link and the titles Golden Zodiac, Golden Prosperity, Prosperity Cats, and Prosperity Princess.



SOCCERBET Virtual Sports Kiron Interactive

Kiron Interactive has, in partnership with Highlight Games, launched Highlight's unique virtual video football game 'SOCCERBET' with leading operator Eurobet.

The new product has been made available to the operator in both a league and single match format and it has been rolled out to its 850 Eurobet retail venues across Italy via Kiron's ADM certified platform.

The Italian version of SOCCERBET has been developed in an exclusive partnership with Highlight games and features archive footage from Serie A. The product has been approved by the Italian supervisory authority Agenzia della Doganda e dei Monopoli.

Kiron's Steven Spartinos said: "Kiron has developed a great pedigree in the Italian market especially with our virtual racing games which are regarded as the leading games by operators in the market."

CLOVER LINK Casino Slots APEX gaming

APEX gaming has chalked up yet another win for its CLOVER LINK jackpot island. Viva! Casinos in Northern Cyprus has installed the CLOVER LINK Big Island that consists of a total of eight APEX Pinnacle Premium SL slot machines. The impressive jackpot island with large overhead display has found a prime setting at this exciting casino. The Viva! Group is currently present in six countries and employs approx. 2,000 people. The Viva! Group operates casinos in Northern Cyprus, Bulgaria and the Czech Republic.

Murat Yilmaz, Slots Manager at the Viva! Group in Northern Cyprus, explains the reason for choosing the CLOVER LINK Big Island from APEX gaming, "I saw that CLOVER LINK has gained much popularity in the Cypriot market in a relatively short space of time. Thus, we wanted our customers to have the opportunity to play on this."

Asked about the impact the CLOVER LINK Big Island from APEX gaming has made, Mr. Yilmaz continues, "Firstly the players were excited about the way the CLOVER LINK jackpot island looks. It really demands attention. Players are curious and want to try it out. The big difference is if the players then like the game and stay and play on



it. The game simply has to be interesting and offer something new and exciting to our customers. APEX has done both very well. The design, its technology and the game volatility are effective and sophisticated. This Island Solution adds additional value to our casino. Now we are on Las Vegas level."

It is the set goal at APEX to take gaming to the next level. "We have certainly achieved that here at Viva! Casinos. Our thanks go to Murat and his team for openly welcoming the chance to bring CLOVER LINK to their players, concludes Mr. Kubilay Özer, Global Sales Director for APEX gaming.

Casino and Street Distribution Services Spirit Gaming

With roots in Germany, SPIRIT GAMING is the ideal partner for manufacturers searching for opportunities in Europe

SPIRIT GAMING, based in Germany, offers a unique service to the international gaming industry as a dedicated distributor for gaming companies in Europe.

This company has evolved over the past 10 years to become a major player for distribution in the European gaming industry. All requirements are met – from market research, sales, marketing, technical installations, maintenance and support – including a 24/7 hotline.

The founder and CEO – Frank Ziegler – boasts extensive gaming knowledge, having held key positions not only for manufacturing and operating companies but also having played a pivotal role in introducing new technologies – such as ticketing and fully electronic (cageless) casinos in Germany.

Alongside Mr. Ziegler, Torben



Kreienbrock is responsible for sales, Philip Petermann heads up the technical department. Vitali Philippi is the support anchor with sales responsibility as well. All four have excellent, long-standing backgrounds in the gaming industry with an unbeatable network of contacts.

SPIRIT GAMING also offers dedicated market research. Customer-centric analyses can be provided so that interested parties can consider the potential for success in Europe – before making an investment decision. This service can be contracted individually.

Leading companies that SPIRIT GAMING represents include

INTERBLOCK, ARUZE GAMING, Synergy Blue, Win Systems, StylGame and Moniko. These powerful names from the industry underline the excellent reputation SPIRIT GAMING enjoys.

Frank Ziegler himself comments, "It has been an exciting journey. We are much more than just a distributor. We are innovators. We look to bring new technology to market making use of our fundamental experience and knowledge. That is why we also offer customer-specific and in-depth market research. Naturally we ensure the best possible service on a daily basis. And let me say that I am proud to have such a committed team working for me."

In-Play MTS Sports Betting NSoft

NSoft and Casa Pariurilor, one the largest Central European betting operators, have extended their cooperation through the implementation of NSoft's In-Play MTS betting solution into Casa Pariurilor's retail network. The network numbers over 700 shops in Romania, positioning Casa Pariurilor amongst the top three betting companies in the country.

Karlo Kralj, NSoft's Regional Sales Agent said: "I am delighted to confirm the continuation of our cooperation with Casa Pariurilor. It is one of the oldest and the most respected betting companies on the Romanian market. Casa Pariurilor's experts have profound understanding of their market and the players' needs. The partnership with Casa has helped us significantly by providing the essential market-insights and up-to-date knowledge about Romanian market trends."

The first deal between NSoft and Casa Pariurilor was set in 2014 with the release of NSoft's most popular product – Lucky Six, a draw-based game, together with Virtual Greyhound Races. Initially, the products were available in retail and afterwards, have extended to the client's web.

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