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Magazine
August 2019

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MARKET REPORTS

LATIN AMERICA: ONLINE UPDATE

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Colombia, Mexico, Paraguay, Peru, and Uruguay

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August 2019



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Lewis Pek
Editor



Comment

August 2019

I was recently in the debenture lounge of Court One, overlooking the perfectly manicured lawns of Wimbledon, eating strawberries and cream while angrily listening to a loud and obnoxious conversation taking place at the next table. An investment banker was introducing himself to a potential client and was seeking to impress with his knowledge of financial markets with a view to taking charge of the other, near silent, man's portfolio.

Adopting a condescending tone having been appraised of the current state of the man's financial affairs, the banker suggested liquidating stocks in Facebook and Google, describing them as low earning "morally good" stocks. I think this is probably the only time that I've ever heard of Facebook and Google being described as morally good - however, he went on to explain that under his guidance, the client's portfolio would be reinvested in "morally reprehensible" stocks. He described the percentage gains for the Tech-portfolio as making small marginal gains each year, whereas his evil stocks would double and even treble his returns.

Keen to impress, the banker gave an example of the kind of stocks within his portfolio. He described a French oil company, which had backed the rebel forces in the Libyan Civil War, providing funds of over US\$20m to arm and equipment the fighters on the explicit understanding that the support would yield access to oil fields in Libya following the overthrow of the government.

IT WASN'T LONG AGO THAT THE BANKING SECTOR BROUGHT DOWN THE GLOBAL ECONOMY, BUT NO LESSONS HAVE BEEN LEARNED

The reprehensible actions of the oil company aside, the fact that the banker was actively promoting this company as a viable stock to an investor was shocking. Having dealt with banks in the past to obtain online banking facilities, to seek funding for projects and mortgages for premises, and having been scrutinised in the extreme - and delayed - due to Gaming Publishing's association with the gambling industry as a publisher of a magazine about gambling - but not an organisation that actually provides gambling services - listening to a banking official describe his legitimate investment portfolio as "morally reprehensible" and therefore a sound investment, was both eye-opening and deeply offensive.

It wasn't long ago that the banking sector brought down the global economy, and so to hear that no lessons have been learned a decade on is really worrying. However, what troubled me more is this question of morality, that the gambling industry can be damned despite the good it does and entertainment it provides, while those judging from high places can be rotten to the core.

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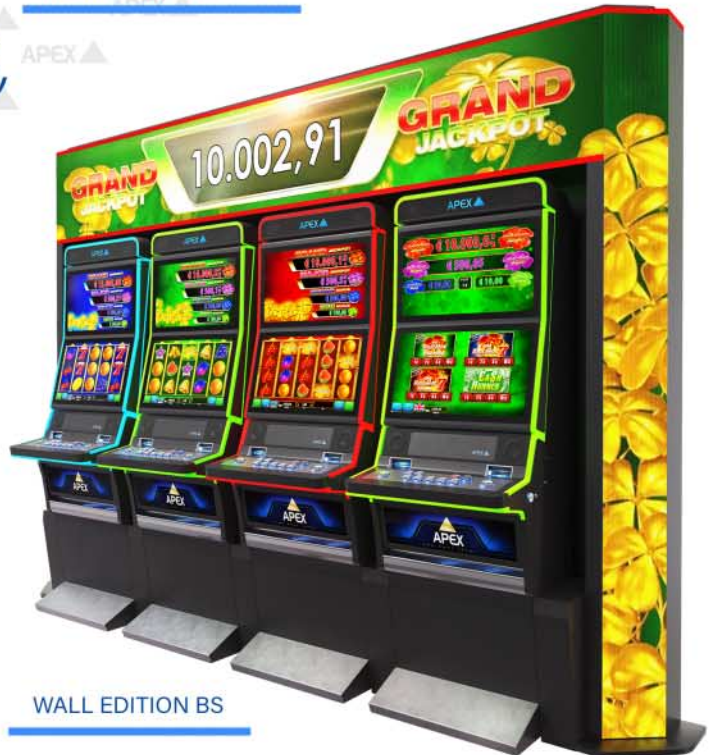
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Calendar

August 2019



ASIA AND OCEANIA

AGE 2019 - Australasian Gaming Expo

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Australia
ORGANISER
Gaming Technologies Association
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50 Bridge Street

Sydney
Australia
NSW 2000
CONTACT
Ross Ferrar
T: +61 2 9211 7430
www.austgamingexpo.com

EMEA

Mediterranean Gaming Expo (MGE) 2019

August 28-29, 2019

LOCATION
Grand Pasha Hotel & Casino, Kyrenia,
North Cyprus, Cyprus
ORGANISER
Platform Infinity/Eventus
South Africa

CONTACT
Lou-Mari Burnett
T: +27 82 907 5850
www.platform-infinity.com/mge

EMEA

Entertainment Arena Expo 2019

September 3-5, 2019

LOCATION
Romexpo Exhibition Center,
Bucharest, Romania
ORGANISER
Expo 24 Romania
Monaco Towers
96 Berceni Road, Office B14.01

Bucharest
Romania
041918
CONTACT
Anton Vlad
T: +40 21 335 6681
www.earenaexpo.com

NORTH AMERICA

The Casino eSports Conference - CEC

September 4-5, 2019

LOCATION
Luxor Hotel and Casino, Las Vegas,
Nevada, US
ORGANISER
Clarion Events
Fulham Green, Bedford House
69-79 Fulham High Street

London
United Kingdom
SW6 3JW
CONTACT
T: +44 207 384 8111
www.casinoesportconf.com

NORTH AMERICA

IAGR Annual Conference 2019

September 30-October 3, 2019

LOCATION
Montego Bay, Jamaica
ORGANISER
International Association of Gaming
Regulators
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El Senado brasileño ha dado luz verde a los e-Sports profesionales, lo que implica que ahora la propuesta podría pasar directamente a la Cámara de Diputados para su aprobación. En caso de que no se presente ninguna apelación para que se realicen ulteriores análisis en la sesión plenaria de la cámara, el texto llegará directamente a la Cámara de Diputados.

Un proyecto de ley presentado en la Casa de Representantes tiene como objetivo cambiar la forma en que se distribuyen los ingresos del juego en Uruguay. Según las nuevas propuestas, un 40 por ciento de lo generado se enviaría directamente mediante tasas de licencia al departamento donde se ubique cualquier casino futuro (Uruguay está dividido en 19 departamentos).

El Grupo Comar, una potencia en el sector del juego español y latinoamericano, ha designado a JCM Global como su proveedor preferente de impresoras y validadores de billetes. Este nuevo acuerdo amplía la relación ya existente entre el Grupo Comar y JCM.

Un total de 14 empresas se disputarán las siete licencias de juego online para la provincia de Buenos Aires que el Instituto Provincial de Lotería y Casinos (IPLYC) se dispone a conceder a aquellos operadores que cumplan los requisitos establecidos por las normas del nuevo proceso de licitación.

El gobierno neerlandés ha afirmado antes de dar por finalizadas sus leyes sobre el juego online que intentará ofrecer licencias preferentemente a aquellos operadores que no hayan tenido como objetivo el mercado gris neerlandés.

El operador de casinos francés Partouche se ha beneficiado de una serie de reformas que han impulsado un aumento del siete por ciento en sus ingresos en el segundo trimestre. Los ingresos derivados del juego alcanzaron los 168,1 millones de euros, lo que está por encima del 5,4 por ciento registrado por el sector francés de los casinos en su totalidad.

Digitain ha abierto unas nuevas oficinas regionales en Sheffield (Reino Unido) para sustentar su plan de crecimiento internacional. La apertura de estas oficinas de Digitain viene a complementar el desarrollo continuado de la ciudad de Sheffield como centro de impulso de los negocios y la innovación.

Mohegan Gaming ha confirmado que colaborará con el contratista griego GEK Terna para desarrollar un casino dentro del proyecto turístico valorado en 8000 millones de euros en el recinto del antiguo aeropuerto de Hellenikon, cerca de la capital helena. El complejo también incluirá residencias de lujo, hoteles, espacio de conferencias y congresos, recintos deportivos y culturales y un puerto de recreo.

William Hill ha confirmado que ha puesto en marcha un proceso de consultas con colegas del sector minorista acerca de sus planes de cerrar unos 700 establecimientos de apuestas con licencia.

The new bill will regulate the eSports sector and could be a crucial step once Brazil begins to grant licences to sports betting operators.

BRAZIL LEGISLATION



Senate Gives eSports Green Light

The Brazilian senate has given professional eSports the go ahead meaning that it could now go directly to the chamber of deputies for approval.

The Brazilian senate has given professional eSports the go ahead meaning that it could now go directly to the chamber of deputies for approval. The Commission of Education, Culture and Sport (CE) approved Senate Bill 383/2017, which proposes the recognition, promotion and regulation of electronic sports (eSports) in Brazil, according to the Senate's news agency (Agência Senado).

As long as an appeal is not submitted for further analyses in the plenary session of the chamber, the text will go directly to Chamber of Deputies.

The project establishes that the professional practice of eSports must adhere to national and international standards accepted by the entities that promote the sport. For the bill's author, Senator Roberto Rocha, sports competitions in virtual environments are - like traditional sports a means of "socialization, fun and learning."

The legislator argues that their practice can contribute to improving the intellectual capacity and strengthen the reasoning and motor skills of those who take part.

Senator Eduardo Gomes, who defended the project in the commission, recommended

approval of the text as it came from the Commission on Science, Technology, Innovation, Communication and Information Technology (CCT), which reformulated the original so that it would be in greater harmony with the provisions of Law 9.615 passed in 1998, which establishes the general rules for sport.

Gomes allowed for two improvements: he excluded the creation of Electronic Sports Day and accepted that all games with violent sexual content should be excluded from the eSports category, as well as those that disseminate messages of hatred, prejudice or discrimination or promote drug use. However, the classification of what is ultimately considered an electronic sport will be established by a presidential decree.

Late last year the National Congress of Brazil approved new gaming legislation that will allow for both online and land based sports betting. The bill, Provisional Measure 846/18, deals mainly with how lottery funds are distributed giving more priority to National Security. Although eSports are not covered in the present draft of the bill the latest ruling could well pave the way for betting on eSports once sports betting is given the go ahead.

Ecuador

Ex-casino workers want industry to return

Momentum is gaining for the government to reverse its ban on gambling. In July, workers carried out a demonstration on the outskirts of the Municipality of Guayaquil demanding that gambling be once again be allowed as they say it will increase tourism and create jobs.

Mauricio Villacís, President of the Association of Ex-Workers for the casino sector, announced that in the next 15 days that they will put forward a claim of unconstitutionality to rules which banned casinos and other types of gambling in 2010 before the Constitutional Court of Ecuador.

According to protesters, after casinos and slot parlours were closed nationwide, then President of Ecuador Rafael Correa did not offer workers in the sector any help in training or finding new work as

the government had promised at the time.

In May a new project was put forward by Villacís that would allow for the reopening of all the casinos in Ecuador.

According to Villacís the country is losing out on millions in tax revenue and "more than 20,000 jobs directly and indirectly linked to this activity, with an approximate investment of about \$400m."

The project is already in the hands of the Ministries of Labour, Tourism and Economy, as well as the Internal Revenue Service (SRI). It is hoped that through them that the project will ultimately be put forward to President Lenín Moreno, who became Ecuador's president in 2017 and is far more centrist than his left wing predecessor Rafael Correa.

Costa Rica

Continuing its expansion in Latin America, Link King has now arrived in Costa Rica thanks to the impressive Grand Casino Escazu, located at the Sheraton Hotel in San Jose. Link King, is a multigame LAP and leading product of Bryke, Zitro's Video Slots brand, which continues to conquer the most diverse markets around the world, together with the LAP banks Link Me and Link Shock. Jonathan Raineau, President of Grand Casino Escazú says: "We have seen how Zitro's Link King has been growing in the world, and we hope it will also help us to diversify our offer."

As Alejandra Burato, Zitro Commercial Manager for LATAM adds: "We are very proud that such a prestigious Casino as the Sheraton, belonging to the Raineau Group, has included us among its offerings and we continue working to expand our presence."



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La ciudad de Waukegan (EE. UU.) designará pronto el operador de casinos elegido para uno de los seis nuevos casinos que se van a lanzar en el estado de Illinois como parte de una amplia expansión del juego. La ciudad ya ha invitado oficialmente a equipos de proyecto cualificados a que presenten propuestas para el desarrollo de un casino y los correspondientes servicios asociados de conformidad con la Ley del Juego de Illinois.

SIS ha alcanzado un acuerdo con el hipódromo estadounidense PARX para convertirse en el distribuidor en exclusiva de imágenes en directo y datos de las carreras. Como parte de este nuevo acuerdo por varios años, SIS retransmitirá al menos 1530 carreras al año desde uno de los hipódromos líderes de Estados Unidos.

Twin River se dispone a adquirir dos casinos de Eldorado Resorts, concretamente el Isle of Capri Casino Kansas City de Kansas City (Missouri) y el Lady Luck Casino Vicksburg de Vicksburg (Misisipi), por un total de 230 millones de dólares.

Según datos de la Comisión del Juego de Massachusetts, el complejo Encore Boston Harbor de Wynn en Everett se embolsó 16,8 millones de dólares en ingresos derivados del juego durante su primera semana de actividad. El complejo, valorado en 2600 millones de dólares y situado en las inmediaciones de Boston, género casi tantos ingresos en una semana como los que consiguió en todo un mes el MGM Springfield, es decir, el otro casino del estado que ofrece servicio completo.

Wynn Macau ha dado a conocer sus planes para una expansión de 2000 millones de dólares en su casino Wynn Palace situado en la península de Cotai, en Macau. Las obras de construcción del complejo Crystal Pavilion empezarán en el año 2021, y la inauguración está prevista para 2024.

D' Heights Resort and Casino ha abierto sus puertas en Clark (Pampanga), con lo que se convierte en el sexto casino que opera en la Zona Económica Especial y Puerto Libre de Clark en Filipinas.

Casinos Austria International ha declarado que se sumará a la carrera en pos de una licencia de casino en Japón si Nagasaki se convierte en uno de los puntos destinados para resorts integrados, y ha añadido que su proyecto podría incluir una Orquesta Filarmónica de Viena con presencia continua. El casino-spa pondría un énfasis especial en tratamientos médicos vanguardistas.

Mohegan Gaming & Entertainment ha declarado que invertirá entre 3500 y 4500 millones de dólares en un casino en un bosque de Tomakomai, en la isla japonesa de Hokkaido, desde donde los clientes podrían disfrutar de rutas a caballo, del esquí campo a través y de la vida rural.

El Gobierno de Nepal está facilitando la apertura de casinos y establecimientos de juego electrónico cerca de las fronteras internacionales al suavizar las leyes que imponen que deben mantenerse a 5 kilómetros de distancia de las fronteras internacionales. El Gobierno ha decidido rebajar dicha cifra a 3 kilómetros.

Slots Law Matter of Urgency in Chile

President Sebastián Piñera's administration has announced that the draft law on slot machines will now become a matter of extreme urgency

According to government spokeswoman, Cecilia Perez, it should be regulated above all by "those communes where there are more vulnerable sectors

CHILE LEGISLATION

The Chilean administration has announced that the draft law on slot machines, which is currently underway in the National Congress, will now become a matter of extreme urgency. According to government spokeswoman, Cecilia Perez, it should be regulated above all by 'those communes where there are more vulnerable sectors that are impoverished day by day because they have access to an illegal offer such as slot machines.' Sanctions and inspections will be established for the use of these machines she said. The decision was taken as a result of a report published by the investigative team of Radio Bío Bío, which revealed that slot machines operating outside of casinos in Chile are illegal since none have the required certification issued by those companies authorized by the Chilean Gaming Board (SJC).

Their illegality has already been established by the board but because it lacks oversight powers, none are certified allowing dozens of mayors to authorize them through commercial patents, as a way to obtain greater economic resources.

In January 2017 the Office of the Comptroller General of Chile issued a statement clarifying the procedure for the municipal governments when it comes to defining when machines should be classed as gambling machines. The new guidelines indicate that the municipalities



should ask those interested in obtaining permission to operate electronic gaming machines to obtain a report from the SJC stating that prizes are not handed out randomly by the electronic machines on their premises.

The rules give the SJC the right to determine what constitutes random and what constitutes entertainment machines and state that only certifications issued by gaming laboratories approved by the SJC have the capacity to verify conclusively if a machine is either a gambling machine or if the result depends on an element of skill. The Office of the Comptroller General now considers that municipal governments must follow the new guidelines as the only guide when it comes to how they define gambling and non-gambling machines in their respective jurisdictions. According to estimates the industry is worth around US\$494m – a similar amount to the regulated industry.

At the end of September, the executive indicated that it aimed to prohibit slots outside of casinos. In October the senate decided to advance with its plans to prohibit and eliminate slot machines that are located outside of casinos. Alejandro Navarro, parliamentary forerunner of the project, welcomed the news now coming out of the President's office saying that the new law meant the end for illegal slots in Chile.

Argentina

Zitro participates in Maverick Casino opening

Zitro's Video Slots Bryke have been sited in the recently opened Hotel Casino Maverick in Argentina.

The president of the Casino Maverick Hotel, Fabio Torres, commented: "We are proud to inaugurate this project, in which we have worked with so much effort and symbolises for us the professional growth of so many years in the industry.

"Today, we can not only satisfy our clients with games on offers, but our complex has also a four star hotel, spa, gastronomic offer divided into a restaurant located on the first floor and three bars in the gaming rooms occupying a total space of 3,084sq.m to offer for the first time in the city of Plaza Huincul, a full experience, endowed with the quality of the

service that represent us from our beginnings."

Mariana Salazar, General Manager of Maverick, says: "We thank our customers who have given us their unconditional support for so many years to keep growing and suppliers like Zitro that accompany us with their sensational products".

Alejandra Burato, Regional Manager of Zitro for Latam, highlights the spectacular Casino Maverick offer: "Our fabulous progressive multi-game banks, Link King and Link Me, are part of the assured success for our customers in Argentina and throughout the region. In addition, the new launch of the standalone Smart Spins games that we know are a safe bet for fun."

Uruguay

A bill presented in the House of Representatives aims to change the way gambling revenue is distributed in Uruguay. New proposals would send 40 per cent generated by licence fees directly to the department where any future casino is located (Uruguay consists of 19 departments). The initiative proposes that 40 per cent will go directly to infrastructure projects in each department, while the remaining 60 per cent will be set aside for general government revenues. Originally, the departmental governments received 40 per cent of the licence fees from private casinos or from the profits of the state casinos, but in the five year budget plan of 2005, the destination of resources was changed to a fixed percentage.

Mexico Considers Gaming Tax Increase

Lawmakers have put forward reforms aimed at adjusting the collection of special taxes already imposed on casinos, through a committee-strutinated initiative

The new move aims to modify the Law on The Special Excise Tax on Production and Services (IEPS).

MEXICO LEGISLATION



Lawmakers from both the PAN party (The National Action Party) and the PES (Social Encounter Party) in Mexico's Chamber of Deputies have put forward reforms aimed at adjusting the collection of special taxes already imposed on casinos, through an initiative that will be analysed in committees.

The new move aims to modify the Law on 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. The new proposals also seek to modify the Law of Fiscal Coordination in order to apply a more federal approach when it comes to the distribution of resources generated by the industry.

Deputies are proposing raising the IEPS tax rate to 35 per cent not only on casinos but other games of chance. In Mexico federal resources are delivered to the states and their municipalities in order to compensate for their

contribution to the country's economy.

The largest of these funds is the General Shareholders' Fund. According to the latest proposals 10 per cent would be destined to the locations where the casinos and other betting operations are located in order to be used for the promotion and encouragement of physical culture and sport.

The project has been put forward jointly by deputies Ricardo Flores Suárez (PAN) and Ernesto Vargas Contreras (PES). The lawmakers say that there are 409 slot parlours and casinos with 50 per cent of the industry currently concentrated in six states: Nuevo León, Baja California, Mexico City, Jalisco, the State of Mexico and Sonora. The states where there are no legally installed casinos are Oaxaca, Zacatecas and Tlaxcala.

According to the deputies in Mexico the gambling industry accounts for 50,000 direct jobs, more than 140,000 indirect jobs and has economic benefit, when it comes to the payment of the IEPS tax, of \$1,400m per year.

LATAM – Spanish and Latin America gaming powerhouse Grupo Comar has named JCM Global its preferred supplier for bill validators and printers. The new agreement expands the relationship between Grupo Comar and JCM.

Under the agreement, JCM will provide its iVIZION bill validator and GEN5 Thermal Printer to Grupo Comar casinos throughout Spain and Latin America. Grupo Comar Casino Division Purchase Manager Manuel Lopez said, "We have enjoyed our working relationship with JCM for many years, and now we are pleased to enter this new phase. We have been impressed with the technological and security capabilities of iVIZION and GEN5 and with the security and accountability they provide."

"We are honored and humbled to expand our relationship with Grupo Comar, and we are grateful for their ongoing support," JCM Gaming Division Sales Director Marcus Schmitz said. "Grupo Comar joins casino operators worldwide who trust and rely on iVIZION's impeccable levels of security and GEN5's faster print speeds to provide high levels of protection and customer service on the casino floor."

CHILE – Enjoy Casinos of Chile has announced that Link King, the star of Bryke, Zitro's Video Slots brand, and the number one progressive multi-game bank is now available to players in the Andean state.

Alejandra Burato, commercial director for LATAM of Zitro commented: "With the installments of Link King in the Casinos of Pucón, Viña del Mar and Coquimbo of the Enjoy group in Chile, we have achieved one more step in our great expansion objectives in Latin America. It is an honour for us to have the confidence of the renowned Enjoy Group and we are excited to be able to expand the facilities soon with more global success games such as Link Me and Link Shock."

PUERTO RICO – Despite fears that sports betting legislation could be delayed the members of the House of Representatives have reached consensus over how sports betting should be regulated.

The purpose of the legal initiative is to establish the "Law of the Gaming Commission of the Government of Puerto Rico" and puts in place new policies regarding betting on sporting events, eSports and fantasy sports. The new law allows for based sports betting as well as online sports betting but will not permit bets on amateur sports.

Agreement was reached after more than two months of negotiations, after two commissions of the House of Representatives reached an agreement on the project.

Paraguay

Construction of a new mega resort and casino is now underway now that the Ministry of Environment and Sustainable Development of Paraguay (MADES) has given the project the green light. Work has already begun with the hydraulic filling on San Francisco Island, on the Paraguay River where the company in charge of the project plans to establish a tourist and entertainment mega complex that will feature a casino and luxury hotel. The investment envisaged for the new complex stands at around US\$150m and includes the construction of a five-star hotel, including a convention centre for 2,000 people, restaurants, a casino, luxury shops and an amusement park. American company Vimerica Development LLC will invest in the project via its subsidiary Vimerica SA along with local and foreign investors.

Fourteen companies register for Buenos Aires online tender

Argentina

A total of 14 companies will contend for the seven online gambling licenses for the province of Buenos Aires which the Provincial Institute of Lottery and Casinos (IPLyC) will grant to those operators who meet with the requirements established by the rules of the new tender process. The Institute of Lottery and Casinos (IPLyC) held a signing ceremony marking the official reception for the 14 proposals in July.

Those companies which registered and are taking part are TV Global Enterprises – Impresora Internacional de Valores. Bingo Pilar S.A – PPB Counterparty Services Limited Sucursal Argentina. Biyemas S.A. Cassava Enterprises (Gibraltar) – Boldt S.A. Hillside (New Media Malta) PCL –

Pasteko S.A. Argenbingo S.A – Will Hill S.A Sucursal Argentina. Hotel Casino Tandil S.A – Dynamo Tyche S.A – Playtech Software Limited. Emprendimientos Crown S.A – Luckia Gaming Group S.A (UT). Binbaires S.A – Intralot Internacional Limited (UT). Casino de Victoria S.A – Betsson Malta Holding Limited (UT). Betway Group Limited – Bingo King S.A (UT). Iberargen S.A. – Codere Latam S.A (UT). Sisal Entertainment S.P.A – Areltown S.A – El Chalero S.A (UT). And Atlantica de Juegos S.A – Stars Interactive Limited (UT).

International interest in the new licences has been high. In June the government announced that seven operators had put forward bids in order to offer online gambling in the province with more likely to follow before the deadline lapsed on June 25. Crucially a number of international companies have teamed up with local partners in order to take part.

Der brasilianische Senat hat dem professionellen eSports grünes Licht gegeben, sodass er jetzt direkt zur Genehmigung an die Abgeordnetenversammlung gehen kann. Solange im Plenum der Kammer kein Einspruch wegen weiterer Analysen eingelegt wird, geht der Text direkt an die Abgeordnetenversammlung.

Ein im Repräsentantenhaus vorgelegter Gesetzesentwurf sieht vor, die Verteilung der Glücksspielleistungen in Uruguay zu ändern. Neuen Vorschlägen zufolge würden 40 Prozent der Lizenzgebühren direkt an das Departement gehen, in der sich ein zukünftiges Casino befindet (Uruguay gliedert sich in 19 Departements).

Das spanische und lateinamerikanische Gaming-Unternehmen Grupo Comar hat JCM Global zu seinem bevorzugten Lieferanten für Geldscheinprüfer und Drucker gewählt. Die neue Vereinbarung erweitert die Beziehung zwischen Grupo Comar und JCM.

Insgesamt 14 Unternehmen werden sich um die sieben Online-Glücksspiellizenzen für die Provinz Buenos Aires bewerben, die das Provinzialinstitut für Lotterien und Casinos (IPLyC) den Betreibern gewährt, die die Anforderungen des neuen Ausschreibungsverfahrens erfüllen.

Die niederländische Regierung hat vor der Verabschiedung ihrer Online-Glücksspielgesetze angekündigt, Lizenzen vorzugsweise an Betreiber zu vergeben, die nicht auf den niederländischen Graumarkt abzielen.

Der französische Casinobetreiber Partouche konnte von einer Reihe von Renovierungsarbeiten profitieren, durch die sein Umsatz im zweiten Quartal um sieben Prozent anstieg.

Die Glücksspielleistungen des Unternehmens erreichten 168,1 Millionen Euro und übertrafen damit die 5,4 Prozent, die die französische Casinoindustrie insgesamt verzeichnen konnte.

Digitain hat im Rahmen seiner internationalen Wachstumspläne ein neues Regionalbüro im britischen Sheffield eröffnet. Die Eröffnung des Büros in Digitain ist ein Beitrag zu der kontinuierlichen Entwicklung Sheffield als führende Stadt in den Bereichen wirtschaftliche Entwicklung und Innovation.

Mohegan Gaming hat seine Zusammenarbeit mit dem griechischen Bauunternehmer GEK Terna zur Entwicklung eines Casinos innerhalb eines Tourismusprojekts im Wert von 8 Mrd. Euro am ehemaligen Flughafen Hellenikon in der Nähe der griechischen Hauptstadt bestätigt. Der Komplex wird außerdem Luxusresidenzen, Hotels, Konferenz- und Tagungsräume, Sport- und Kulturbereiche sowie einen Jachthafen umfassen.

Aristocrat Technologies verklagt den australischen Glücksspielautomatenhersteller Ainsworth Game Technology vor dem australischen Bundesgericht wegen einer angeblichen Verletzung geistigen Eigentums im Zusammenhang mit dem progressiven Lightning Link von Aristocrat.

Dutch to Reward Online Abstinence

Kansspelautoriteit is considering introducing new laws that would force a two year 'cooling off' period for companies wanting to land an online gambling license

The proposal would see all operators applying for a KSA licence to have refrained from providing online gambling products to consumers in the Netherlands for two years

THE NETHERLANDS SUPPLIER NEWS



The Dutch government has said before finalising its online gaming laws that it would look to favour offering licenses to operators that hadn't targeted the Dutch grey market.

The draft policy rule following the Postema motion states that a number of criteria are considered when applying for an online gambling license: Was there a website with the .nl extension? Did the provider use the Dutch language? Did the provider use means of payment that are used exclusively or largely by Dutch people? Has the provider advertised on TV, radio or in print media, aimed at the Dutch market? Was one or more domain names used for the offer with typical concepts referring to the Netherlands in combination with gambling designations? Did the website on which the games of chance were offered contain one or more characteristics from which a focus on the Netherlands can be derived?

If one or more of these criteria applies, the applicant will not receive a permit. KSA stated: "With the publication of the draft policy rule, the Ksa has given a first indication to potential permit applicants about the content of the

reliability test. The Ksa takes into account the 'motion Postema' that the Senate adopted on 19 February 2019 during the discussion of the Remote Gambling Act. This draft policy rule will form part of a broader policy rule for testing the reliability of applicants.

Applicants are also subjected to a Bibob test. In addition, there are other requirements that applicants for an online gambling license must meet. For example, in addition to reliability requirements, the new law also sets requirements in the areas of addiction prevention, finances and business operations."

The KSA's René Jansen said: "An important objective of the Remote Gambling Act is to create a safe, controlled range of online gambling. Without any leniency for providers who have violated the law in the past, this offer will not take place. By being a temporary leniency, whereby the boundary is set with the aforementioned criteria, this is the case. After that it is no longer necessary to be flexible with the rules. This also fits in with the existing policy of the Ksa to tackle parties who focus on Dutch consumers as a matter of priority.

Austria

Frost seeks counsel ahead of second term

Fresh from gaining the unanimous support of EUROMAT members for a second term of office at the association's Annual General Meeting in May, EUROMAT President, Jason Frost, made his way to Vienna in June to meet with industry legend Professor Johann Graf, President of Novomatic. The meeting was brokered by industry veteran, and long-time adviser to Professor Graf, EUROMAT First Vice-President Uwe Christiansen.

The meeting was an opportunity for Frost to set out his vision for EUROMAT and get some unique insight from one of the industry's most successful figures.

Commenting on the meeting, Frost said "If EUROMAT is going to be successful, then it needs to talk on behalf of the industry but also listen to it. Who better to listen to than somebody that has built one of our industry's most significant global success stories. In Europe, we are really lucky to have some



world-beating companies close to home and I believe EUROMAT should leverage that more effectively".

Frost was re-elected at the association's AGM on the 13th of May in Amsterdam along with Uwe Christiansen as First Vice President and Sanne Muijs from the VAN Kansspellen Branchorganisatie as Treasurer. The new team have a two year mandate.

Portugal

According to figures published by the regulatory body Serviço de Regulação e Inspeção de Jogos (SRIJ) gambling revenues for the land based sector in Portugal are down while the online market is growing. In its latest report the SRIJ revealed that casinos registered gross revenues of €75,052,730 during the first quarter of the year, a decrease of 7.7 per cent compared to the previous quarter, and a decrease of around 2 per cent compared to the same period in 2018. On a monthly basis, the highest gross gaming revenues for casinos and slot machine parlours was in March, with revenues standing at €26m, followed, in January, with €25.8m and February with €23m. On the other hand, gross revenues for online gaming showed a sharp increase during the first quarter and stood at €47.3m, that is, €14.4m more compared to the same period of 2018.



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Die US-Stadt Waukegan wird in Kürze den Casinobetreiber für eines von sechs neuen Casinos in Illinois bekanntgeben, die im Rahmen einer umfassenden Glücksspielexpansion in Illinois eröffnet werden. Die Stadt hat jetzt offiziell qualifizierte Projektteams eingeladen, Vorschläge für die Entwicklung eines Casinos und der damit verbundenen Einrichtungen gemäß dem Illinois Gaming Act einzureichen.

SIS hat eine Vereinbarung mit der US- Rennbahn PARX getroffen, die das Unternehmen zum exklusiven Lieferanten von Live-Bildern und Daten von der Rennstrecke macht. Im Rahmen dieses neuen mehrjährigen Vertrags überträgt SIS mindestens 1.530 Rennen pro Jahr von einer der führenden US-Rennstrecken.

Twin River erwirbt für 230 Mio. USD zwei Casinos von Eldorado Resorts – das Isle of Capri Casino Kansas City in Kansas City, Missouri, und das Lady Luck Casino Vicksburg in Vicksburg, Mississippi.

Wynns Encore Boston Harbor-Komplex in Everett erzielte laut der Massachusetts Gaming Commission in der ersten Woche seines Bestehens Glücksspieleinnahmen in Höhe von 16,8 Mio. USD. Das 2,6 Mrd. USD teure Resort vor der Haustür von Boston erzielte in einer Woche fast so viel Umsatz wie das zweite Full-Service-Casino des Bundesstaates, MGM Springfield, in einem ganzen Monat.

Wynn Macau hat Pläne für eine Erweiterung des Wynn Palace Casinos auf der Halbinsel Cotai in Macau im Wert von 2 Mrd. USD veröffentlicht. Die Bauarbeiten für den Crystal Pavilion-Komplex werden 2021 beginnen. Die Eröffnung ist für 2024 geplant.

Das D'Heights Resort and Casino in Clark, Pampanga, wurde als sechstes Casino in der Clark Freeport and Special Economic Zone auf den Philippinen eröffnet. Die Anlage im Wert von 250 Mio. USD ist Eigentum der Dong Huang Clark Corp. und wurde mit 50 Tischen und 576 Spielautomaten eröffnet, kann aber bis zur offiziellen Eröffnung im Oktober weitere 50 Tische bedienen.

Casinos Austria International hat angekündigt, sich dem Wettbewerb um eine japanische Casinolizenz anzuschließen, wenn Nagasaki einen der IR-Standorte erhält. Das Projekt könnte ein Wiener Philharmonieorchester als festen Bestandteil beinhalten. Das Casino-Spa würde besonderen Wert auf eine hochmoderne medizinische Behandlung legen.

Mohegan Gaming & Entertainment hat Investitionen in Höhe von 3,5 bis 4,5 Mrd. US-Dollar für ein Casino in einem Wald in Tomakomai, Hokkaido, Japan angekündigt, wo Gästen Aktivitäten wie Reiten, Langlaufen und Landwirtschaft angeboten werden können.

Die nepalesische Regierung erleichtert durch die Auflockerung der Bannmeile von 5 km die Eröffnung von Casinos und elektronischen Spielstätten in der Nähe der Landesgrenzen. Die Regierung hat beschlossen, diese auf 3 km zu reduzieren.

Granada on Track for Completion

Granada's largest casino should be up and running by mid-September according to the operator as building work is progressing "at a good pace"

The opening of the establishment will require an investment of €5m and will create 200 direct jobs.

SPAIN GAMING OPERATIONS



The opening of the casino was originally planned for early summer but the management of the complex informed local press that it is a "large" project in which the previous installation was discarded and started again "from scratch" so that it could be tailor made for the allotted space. Staff members are already being trained including croupiers.

The large scale casino, which will be managed by Novomatic, will provide an additional boost to tourism in the province. Tourism has already increased due to the recently opened Madrid-Antequera-Granada AVE (High Speed Train) which opened to the public on July 26. The AVE means that the city in southern Spain is now connected to the Spanish capital and Barcelona by high-speed train. The line opened after an investment of €1.675bn and 10 years of work.

Management is also finalizing a cultural program for the casino which promises to bring top tier performers on Fridays and Saturdays. In addition local artists will also be encouraged to perform from Tuesday to Thursday with special orientation towards a young audience.

In July 2018 the Ministry of Finance and Public Administration awarded Novomatic the licence to operate a casino in Grenada. The licence is valid for fifteen years. The new project was looked upon favourably by the gaming board, as the new facilities will be integrated into the tourist complex of Monachil, which already has a hotel with spaces for events and celebrations, sports areas and restaurants. The location (the municipality of Monachil in Sierra Nevada - a mountain range in the province of Granada) will contribute to the promotion of tourism in the area, which was one of the key requirements in the bidding process. The location and its relationship with the surroundings of the new casino has also been taken into account, since no opposition has been presented by residents or resident associations belonging to the area.

In addition the Novomatic bid contains larger spaces and higher quality specifications than those established in the tender. Specifically, the gaming rooms will be located in 1,670 square meters, and the casino will include complementary facilities of a bar, restaurant, living rooms and entertainment facilities.

Konami's Opus Slot makes European debut at Casinò Fortuna

Slovenia

Slovenia's Casinò Fortuna is the first in Europe to give guests the big-screen experience of Konami's Opus video slot cabinet. With a 65-inch, 4K Ultra HD display, the machines provide an immersive gaming experience in every spin, for the enjoyment of players and pairs. The Concerto Opus cabinet is making its European debut with two integrated progressive games, both based on popular Konami classics: Solstice Celebration and Riches with Daikoku. The machine's launch was celebrated at the same time Casinò Fortuna is commemorating its 10th anniversary.

"Casinò Fortuna is always seeking fresh opportunities to give its guests a new dimension

of entertainment and excitement," said Eduardo Aching, Vice President, International Gaming Operations at Konami Gaming. "We are thrilled that Konami's Opus cabinet and debut Triple Sparkle series was able to be part of Casinò Fortuna's anniversary, marking an important milestone for the company and for the larger European gaming industry."

Opus game launch titles Solstice Celebration Triple Sparkle and Riches with Daikoku Triple Sparkle can be configured as standalone or linked progressives. The series has a symbol-driven progressive mechanic that incentivises players to bet max. Working with exclusive regional distributor INTERGAMES d.o.o., Casinò Fortuna added a bank of three Opus machines to its luxury 200-machine slot floor. All the new Triple Sparkle games include multi-denom options, with scaling bonus awards.

Germany

After exactly 85 days of renovation Spielbank Leipzig has reopened its doors in the Petersbogen Passage in central Leipzig. Over the last three months, 37 regional companies and more than 100 employees have worked tirelessly laying the 30 km of cables and installing a total of 103 gaming machines. Siegfried Schenek, Managing Director of Spielbank Sachsen, officially reopened the casino, formerly called Casino Petersbogen. He said: "A modern casino in the heart of Leipzig is a further enrichment for this great city. We look forward to the extensive reconstruction, regular guests and to offering new visitors an exclusive world of experience." The entrance area of the Spielbank Leipzig has been redesigned and new slot machines include NovoStar VIP Royal, VIP Lounge, M-Box, Avant-garde Trio, Avantgarde Trio Buzzer, G27-27 Upright. In addition, the Flexi-Link jackpot system has been expanded.

Grand Casino Baden Believes in Evolution

Evolution Gaming has been selected by Switzerland's Grand Casino Baden as its online Live Casino partner on www.jackpots.ch for the Swiss market

The full suite of Evolutions' Live Casino games were made available to the casino and its platform partner Gamanza on July 1, 2019

SWITZERLAND INTERACTIVE



Evolution's full suite of Live Casino games have gone live with platform partner, Gamanza, ensuring that Grand Casino Baden with its www.jackpots.ch website was amongst the first casinos to launch an online Live Casino for players in the new market, as Switzerland's new online gambling laws were finally enforced on July 1, 2019.

Grand Casino Baden's Evolution-powered Live Casino service will allow remote customers to play a rich mix of online live games from Evolution's wide-ranging, award-winning portfolio on www.jackpots.ch. These games – all available to play on smartphone, tablet and desktop – include live dealer Roulette, Blackjack and Baccarat, as well as numerous live dealer Poker variants and also Game Show style games such as Lightning Roulette.

Explaining the decision to partner with Evolution Gaming, Marcel Tobler, Chief Financial Officer at Grand Casino Baden, said: "This was an easy decision for us. Evolution has an excellent record in helping its licensees to launch world-class Live Casino services into regulated markets globally. At Grand Casino Baden we pride ourselves on providing an unrivalled range of offers and service to our

players. Harnessing Evolution's Live Casino will undoubtedly help us to consolidate and develop our position as one of Europe's most highly regarded casinos."

James Stern, Chief Business Development Officer – America & Land-based at Evolution, commented: "We are of course delighted to have been chosen by another of Switzerland's top land-based casinos. The Evolution portfolio fits perfectly with Grand Casino Baden's "House of Entertainment" concept. We are very confident that our live games portfolio, including not only casino classics but also Game Show style games, will prove to be very popular indeed with the casino's clientele and will also help to attract further new visitors to the land-based venue."

Marketing itself as a "House of Entertainment" open 365 days of the year, Grand Casino Baden offers a high-quality mix of exciting gaming, entertainment and events, and fine cuisine. The range of casino classics on the casino's two gaming floors includes not only Blackjack and Roulette, but also a wide choice of Poker games. This has resulted in the casino gaining a reputation as Switzerland's Poker mecca, now offering the largest range of cash games in the country and over 350 tournaments a year.

Spain

Betting on Sports 2020 heads to Barcelona

Sports Betting Community has announced that its Betting on Sports event is to relocate to Barcelona in 2020 as part of international expansion plans across the sports betting and gaming industries.

Betting on Sports 2020 will now be held at Fira Barcelona on 8-11 September. Betting on Sports has been staged at Olympia London since 2017 – and the conference centre is once again the venue for the forthcoming Betting on Sports 2019 (17-20 September) – but SBC has recognised that a new venue is required to facilitate the further expansion anticipated in 2020 as the success of this year's event has seen the Betting on Sports reaching capacity in London.

Rasmus Sojmark, CEO & Founder of SBC, said: "Betting on Sports is known for its commitment to high

quality content and delegate experience, as well as providing great business opportunities, which has resulted in a rapidly growing international appeal. As the show continues to expand and evolve, it's important for us to stay true to the core values that define the event.

"We have chosen Barcelona because it has world-class hotels, transport links and attractions to ensure delegates enjoy a great time in the city. Fira Barcelona provides a large and centrally located venue to continue to deliver on this promise. Coupled with the growing betting and gaming market in Spain, Barcelona was an easy choice to make."

The decision to move Betting on Sports to Barcelona has received a warm welcome from key stakeholders in the industry.

France

French casino operator Partouche has benefited from a series of renovations which have pushed its second quarter revenues up by seven per cent. Gaming revenues reached €168.1m beating the 5.4 per cent felt by the French casino industry as a whole. For Partouche, slots increased by 3.9 per cent to €115.5m with electronic table gaming surging by 13.2 per cent to €24m. The operator cited the success of the new Casino de Pornic in Loire-Atlantique which it transferred from its previous site in November 2018 after an investment of €10m, as being key to its growth. The new venue saw its gaming revenues up by 53.4 per cent. Abroad, online games and sports betting continued their strong growth in Belgium up by €3.1m.

ARMENIA – TotoGaming, a highly anticipated new sportsbook and online casino, is now taking on international markets, after months of hard work to build a fine betting product.

The team of professional iGaming specialist brought the brand to iGB Live, at RAI Amsterdam, Stand N30. Powered by Digitain, TotoGaming includes several competitive features: variety of high odds on almost any sports, engaging visualizations, super-fast Live betting, over 400 in-house traders covering 65 sports, 7500 leagues, 3,000 betting markets, 40,000 pre-match monthly events and 30,000 real live monthly events.

The variety of gaming experiences are supported by a superior customer service, multiple payment solutions and content in several languages.

Victoria Poghosyan, the Deputy COO of TotoGaming comments on the launch: "We are very excited about the international launch of TotoGaming. This brand has been active in Armenian local market for over 15 years. The team will be in Amsterdam to celebrate our launch with the iGaming community, and of course, we will come with surprises for affiliates and their most meticulous players".



GERMANY – Mathias Dahms is taking over the management of Merkur Sports and Gaming in the Gauselmann Group with immediate effect. Mathias

Dahms is stepping down from his previous role as operations manager of the XTIP sports betting brand in Germany to concentrate on the core task of positioning the Gauselmann Group for the sports betting market in Germany, which will be licensed in future.

The regulation of the sports betting market in Germany as of 2020 will bring many new challenges for the companies. Mathias Dahms will in future also work closely with the management of Merkur Sportwetten and will strategically further develop sports betting in the Gauselmann Group. The most important issues for the future include convergence and the digital transformation of various gaming platforms that the Group offers.

SPAIN – Local communes in Vila Seca and Salou have registered a request for the Minister of Territory and Sustainability, Damià Calvet, to appear in a Parliament committee to explain if the government is making progress with the land for the Hard Rock Entertainment World venue. The request, signed by Deputy David Cid asks that the councillor provide an update on "the negotiations being carried out by the Government of the Generalitat and Incasol for the purchase of land."



UK – Digitain has opened a new UK regional office in Sheffield to support Digitain's international growth plan. The opening of the Digitain office complements the city of Sheffield's continued development as a leading city for driving business and innovation.

The new office will be led by Simon Westbury as Head of the International Business Development Department. The new office will provide localised client-facing and account-management services in support of Digitain's wider international growth plan, with new offices planned in Asia, Africa and Latin America. Simon's key short-term role will be to drive business in the UK and ensure that Digitain remains at the forefront of the sports betting market.

Simon Westbury, Head of International Business Development at Digitain, added: "I am delighted to be leading Digitain's drive into the UK and wider regulated markets. Digitain is a company which is a market leader in the gaming industry and, in keeping with our business principles of being as close to our partners as possible, the opening of a UK office is an exciting development in helping us achieve our aims."



ITALY – Innovative Technology has welcomed Paolo Mattavelli to their Italian operations as Customer Support Engineer. Paolo is based at ITL's Milan office delivering both remote and field-

based technical support across ITL's network of gaming, amusement, retail and vending customers. Innovative Technology's Stefano Mandelli said, "Paolo has over 15 years' experience in the industry having previously worked for some of our major customers he already has an in-depth knowledge of ITL products. Paolo is well-known in the industry and has a wealth of both technical and commercial experience of payment systems, making him ideal for the position."

CYPRUS – Melco Entertainment opened its third licensed satellite casino in Cyprus with the unveiling of the C2 Ayia Napa branded casino in the heart of the holiday resort's tourist area. Covering 13,829 m² with a gaming floor of 367 m², the property houses 50 slot machines, the Columbia Bar and employs more than 40 people. Craig Ballantyne, Property President of City of Dreams Mediterranean and Cyprus Casinos 'C2', said: "We are delighted to be launching our third satellite casino. We are confident that C2 Ayia Napa will help to enhance the city's tourist product and significantly contribute to the sustainable growth of the local and island's economy. At the same time, the casino will offer an exceptional entertainment experience for both local and foreign guests," he said.

Partouche Cleared in Casino 3.14 Scandal

The investigation at the Tribunal de Grande Instance of Marseille has ruled that French operator Groupe Partouche has no case to answer

The ruling follows allegations of malpractice at the Casino 3.14 in Cannes operated by Partouche

FRANCE CASINO OPERATIONS

According to the order of non-suit, the Omaha poker games that were the subject of the investigation of Casino 3.14 "were not within the framework of the misappropriation of funds made to the detriment of the casino concerned," and that they had "generated a considerable gross game revenue for the benefit of both the operating company and the state." In four months of operation, the GGR made in Cannes by Omaha Poker accounted for 75 per cent of the national figure of this game.

Placed under judicial control and banned from managing the establishment in March 2018, the President and the Director General of 3.14 had been indicted and released following the payment of a deposit of €30,000. The order states that neither of them have "been personally, directly or indirectly, interested in the organisation and operation of these games."

Two players had also been indicted for complicity and concealment of misuse of corporate assets, while also being placed under judicial control. The judicial investigation



established that parts of poker "were not the framework of diversions of funds carried out to the detriment of the establishment of games concerned."

Fabrice Paire, CEO of the Partouche Group, stated: "What the SCCJ has done is scandalous. The investigation carried out audits that concluded that no amount had been diverted to the detriment of the casino, the players or the Treasury. Yet the media gave very strong coverage. The primary consequence of this inappropriate and disproportionate communication was, for the Groupe Partouche, the loss of more than 20 per cent of its value in the 48 hours that followed. Groupe Partouche has therefore filed a complaint for breach of the secrecy of the investigation and the investigation and for defamation. We have demonstrated, on one hand, that the organisation of the tables of Omaha Poker, the only game concerned by the investigation, fully complied with all regulations and, on the other hand, that the casino had always been in compliance with its tax obligations."

EGT Interactive strengthens partnership in Croatia

Croatia

EGT Interactive has increased its presence in Croatia with the formation of a brand new partnership with major operator Germaniasport. This partnership is a natural continuation of our partnership with Mozzartbet group. Being a part of one group and based on our highly successful partnership with Mozzartbet in Serbia and Bosnia and Herzegovina, we are looking forward with great expectations towards our latest collaboration with Germaniasport.

Todor Zahraviev, CEO of EGT Interactive commented: "EGT Interactive has long term traditions in Croatia, covering not only the online but also the land – based operations. Our product has been proven throughout the years to be not only well – known but also

highly successful and preferred by the players. For us, this partnership is not only a natural continuation to the existing partnership with the group of companies of Mozzartbet, but will also surely strengthen our position in the territory, ensuring the Tier 1 status of our premium content. We are certain that we are looking towards a highly successful collaboration for both sides and we are thrilled by the opportunity to be able to provide our content to the vast base of players of Germaniasport."

Matej Miloš, CEO of Germania Sport commented the news step in business collaboration: "Partnership with EGT in land – based operations through the years, gives us full confidence that the premium content and exceptional service will be provided to our users. Growth of our company is based on exceptional values and high standards for also users and employees and we are happy to have EGT Interactive as a partner."

Bulgaria

Zitro's Video Slots brand Bryke continues to expand its footprint in the global casino market now reaching one of the most recognized and respected casino groups in Bulgaria, the Imperia Casinos.

Players in Bulgaria can now enjoy the world's number one multigame progressive bank Link King. It has been made available on the cutting-edge Fusion Slant terminal, a cabinet that has proved to satisfy players and operators alike.

As confirmed by Gavril Chetrafilov CEO of Imperia Casinos: "We have been watching Zitro's video slots brand Bryke grow very fast and strong in the last couple of years and are very pleased that their products can now be played in our venues. Giving the success of Bryke in the global marketplace, and seeing the product roadmap of the company, we feel very confident investing in Zitro and look forward to a long-term partnership."

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BULGARIA – Sunny Beach on the Black Sea is one of the busiest holiday destinations in Bulgaria, with Europe Hotel & Casino expecting even more custom this summer with the installation of a new Clover Link jackpot island from APEX gaming.

Europe Hotel & Casino's slot managers Iliyan Nikov and Mihayil Tsonev explained their decision to invest in Clover Link: "We pride ourselves in bringing the best forms of gaming entertainment to our customers and we are known and respected for our professional service and the gaming choice we offer. We had seen and heard of the resounding success of Clover Link and we naturally wanted to bring this to our casino. This was for sure the right choice and we are very pleased on all fronts."

Kubilay Özer, Global Sales Director at APEX gaming commented: "Our fundamental understanding of the global gaming market led to our development of Clover Link. We have touched the hearts of players around the world and are naturally thrilled that the customers at the Europe Hotel & Casino resort can now enjoy Clover Link as well. Our thanks go out to Iliyan and Mihayil for the excellent co-operation."

GREECE – Mohegan Gaming has confirmed it will work with Greek contractor GEK Terna to develop a casino inside the €8bn tourist project at the former Hellenikon airport close to the Greek capital. The complex will also include luxury residences, hotels, conference and convention space, sports and cultural areas and a yachting marina. The two groups will collaborate in order to jointly bid to the tender for the long term casino licensing at Hellenikon. The overall project is being led by Lamda Development plans to turn the disused Hellenikon airport in Greece's capital into a complex of luxury residences, hotels, a yachting marina and a casino.

Greece's regulator has delayed the deadline for submission three times with July 31 the latest date. Hard Rock, and Malaysia's Genting are also in the race. GEK Terna is one of the leading business groups in Greece with realised investments of more than €2.5bn in the last five years.



EMEA – Digitain has announced its appointment of Simon Westbury as Head of International Business Development. Mr. Westbury brings a wealth of knowledge and expertise, having worked at numerous leading gaming companies. He most recent role was Chief Commercial Officer at VSoftCo where he successfully grew VSoftCo's customer base, strengthening relationships with partners and elevating the brand to become a stand-alone leading supplier within the virtual sports space.



JOA Group has partnered with Aristocrat Technologies to launch the second Lightning Link Lounge in EMEA at its Royal Casino Cannes-Mandelieu, situated in Mandelieu-La Napoule on the French Riviera. The installation forms the centrepiece of a gaming floor redesign, which also incorporates the opening of a new restaurant and outdoor smoking area

The Lounge features 23 Lightning Link games across a range of cabinet form factors, all sharing a common grand progressive jackpot starting at 10,000€, together with a selection of specially commissioned signage and packaging designed to create a fully-themed zone on the casino floor.

General Manager, Jean-François Chapel said, "Our customers can now benefit from an improved bar & dining area and the new possibility of playing their favourite games both indoors and outside. Lightning Link games will also be made available on the smoking terrace, sharing the same linked progressive opportunities offered by the Lounge."

David Pujol, JOA Slots Director for southern France, added, "JOA continues to invest in ground-breaking initiatives to deliver a premium entertainment experience to our customers across all venues. The Lightning Link Lounge concept presents an ideal fit to this strategy with its rapid progressive awards creating a real buzz amongst players."

The JOA Royal Casino Cannes-Mandelieu forms part of a beachfront complex comprising 4-Star Pullman Hotel with swimming pool, nightclub and restaurant facilities, which this week plays host to the two-day European Casino Association Industry Forum, gathering together leaders of Europe's leading casino groups.

UK

William Hill has confirmed it has entered into a consultation process with retail colleagues over plans to close around 700 licensed betting offices. The group stated: "A large number of redundancies is anticipated with 4,500 colleagues at risk. The group will look to apply voluntary redundancy and redeployment measures extensively and will be providing support to staff throughout the process. William Hill is directly blaming the UK government over its decision to reduce the maximum stake on B2 gaming products to £2 on 1 April 2019. Since then the company has seen a significant fall in gaming machine revenues. shop closures are likely to begin before the end of the year.

Tom Blenkinsop, Operations Director at the betting shop workers union, Community, said: "This is devastating news for thousands of betting shop workers. We will be advising our members through the consultation process."

Synot Games secures licences in Denmark and Portugal

Malta

In quick succession, Synot Games has announced two major market accreditations, with certification for both the Portuguese and Danish iGaming markets. Having already been licensed in Sweden, Synot Games will now be able to extend the market presence by partnering with Portugal's leading operators, while also debuting in Denmark through both existing and new operators.

The licensing news comes after the recent launch of the company's games in Sweden and outlines further expansion to south European markets expected in the upcoming weeks and months. Denmark is regulated under the Danish Gambling Act and allows operators to qualify for a license. The country's online gambling market is thriving, as last December's figures reveal that a new record in revenue

has been set in the third quarter of 2018.

The Portuguese market went live in 2017 and is in its third year of regulation under the Portuguese Gambling Inspection and Regulation Service (SRIJ). Last year revenues in online gaming and betting amounted to an impressive €152.1m, meaning significant growth compared to the previous year.

Ivan Kodaj, CEO at Synot Games: "Portugal is another significant destination for Synot Games and marks our entry to the Iberian Peninsula. The certification underlines our commitment to further focus on expansion in regulated markets. We believe that our diverse portfolio will prove to be highly popular among Portuguese players."

Mr. Kodaj added: "We're also extremely happy to strengthen our market position in Scandinavia. We see a great potential on the soaring Danish market and we're excited to add another flag on our success map."

ECA Tackles Burning Issues at Forum

Innovation, technology and the role of advertising were the topics discussed at the ECA Industry Forum hosted at JOA Royal Casino in Cannes-Mandelieu

French operator, JOA Casino, played host to ECA Forum 2019 at the JOA Royal Casino in Cannes-Mandelieu.

FRANCE ASSOCIATION NEWS



Innovation, technology and the role of advertising were the key topics discussed at the annual Industry Forum organised by the European Casino Association (ECA) and hosted by the JOA Royal Casino in Cannes-Mandelieu. Members and partners of the European Casino Association (ECA) gathered for two days in the exceptional JOA Royal Casino on the French Riviera. The Forum represented a unique opportunity to share best practices and discuss crucial issues common to the industry across Europe. Several high-level experts from within and outside the industry enriched the conversation with precious insights.

Seminars focused on innovation with regard to the application of technologies likely to shape the industry in the future, such as Artificial Intelligence, blockchain, and virtual reality. An area highlighted was the positive role of technology, such as the use of Artificial Intelligence in further improving the prevention and detection of problem gambling. Sustainability of modern casinos, and their development in respect of the environment, were on the agenda too with casino projects in Venlo by Holland Casino (The Netherlands) and Tampere by Veikkaus (Finland) putting

corporate citizenship front-and-centre.

During the General Assembly, the ECA welcomed a new member, Casino Malta, part of the Olympic Entertainment Group (OEG). The 30th member of the ECA will represent the licensed land-based casino industry on Malta and further position the association in its discussions with regulators and stakeholders around the key issues facing the industry, ranging from gambling advertising to illegal gambling. An economic impact study of the licensed land-based casino industry was also presented, which shows the ECA member casinos creating direct employment for over 100,000 people and overall for 340,000 people and generating an economic impact of €23 million per casino each year.

Per Jaldung, ECA Chairman, added "This year, the Forum has been more relevant than ever. Our industry is gathering momentum in tackling the key issues ahead of us, while maintaining a clear path towards a sustainable future. I am more than pleased to be Chairman of an association that is important to the industry and constantly evolving, as we welcome Casino Malta as the 30th member country."

SBTech expands Nordic footprint with major Finnish lottery deal

Finland

Finland monopoly operator Veikkaus will revolutionise its online and retail sportsbook offering following the signing of a long-term online and retail sportsbook platform agreement with SBTech.

SBTech has already begun to integrate its sportsbook platform to Veikkaus' online channel and is planned to launch in early 2020. This will be followed by the launch of its sportsbook platform across the Finnish operator's extensive retail network of more than 3,000 outlets across Finland.

SBTech's sportsbook platform will transform Veikkaus' online and retail sports offering driving incremental

revenues and building market share. Key initiatives include an overhaul of Veikkaus' existing pre-match and live sports betting products; a bespoke UI designed for Finnish players built using SBTech's next generation sportsbook APIs, and tailored risk management including integration of Veikkaus' own trading feed.

SBTech's innovative sportsbook will take Veikkaus' pre-match and in-play betting offering to market leading standards. This will give Finnish players a choice of more than 55 sports and 2,000+ betting markets. SBTech will also deploy its latest game-changing sports retail network including new cash out functionality, and YourBet Betbuilder for multiple sports including in-play and PulseBet, all subject to approval from the Finnish regulator.

Austria

Greentube, the Novomatic Interactive division, has been awarded with the leading international information security certification, ISO 27001. The certificate confirms its dedication to network and information security. Greentube passed the certification with flying colours, which highlights the company's robust professionalism when it comes to business continuity management, documentation, tool usage and systematic management of sensitive data.

The announcement will serve as a boost to the supplier's strategic ambition to expand globally as it seeks partnership contracts with operators and applies for licences in new territories. It follows a flurry of global deals with tier-1 customers and enables Greentube to supply its games to the newly regulated Swiss online gaming market.

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EMEA



SPAIN – Euro Games Technology has notched up another success in Spain, increasing the number of its machines across Orenes Group's gaming facilities with the first installation of the Premier Curved cabinets in Gran Casino de Castellon.

The partnership between the companies has evolved over the years with a number of deliveries of the slot bestsellers P-24/24 Up and P-24/32V Up with the Egypt Quest jackpot in most of the operator's casinos. Orenes Group has been a major participant in the recreation industry in Spain for over 40 years and has achieved a leading role in the casinos, bingo, amusement arcades, sports betting, hotel terminals and online gaming sub-sectors. "We aim to offer the latest and the most original products to our players, because their enjoyment is our sure bet" shared Paco Zahinos, director of Gran Casino Castellon.

"The newly delivered cabinets of EGT came out to be a sure bet as well. Thanks to them we welcomed more guests in our casino who mostly appreciated their contemporary design, curved displays and variety of games. The cabinets have a very high occupancy rate which makes us also ponder several more installations with EGT Spain in near future."

MONACO – Zitro's Link King can now be enjoyed at the emblematic Monegasque Casino Café de Paris operated by the Monte-Carlo Société des Bains de Mer. Pascal Camia, Executive Vice-President of Gaming Operations, commented on the installation: "Link King is a truly amazing product for both the players and us as operators. It is undoubtedly a very attractive option to diversify the already complete offer of games that Monte-Carlo Société des Bains de Mer makes available to its customers and thus complements the multiple attractions offered by our casino, one of the preferred gaming destinations in the Riviera for tourists from all over the world."

UK – SIS and Sportech have signed a global commingling totalisator agreement that will allow SIS to create and disseminate a worldwide pool for greyhound racing. SIS will utilise Sportech's Quantum System pari-mutuel betting software to offer the greyhound global pool, leveraging Sportech's unrivalled worldwide reach and expansive global commingling capabilities. Sportech will also provide hosting and operational services of the greyhound global pool from the company's Global Quantum Data and Operations Centres. Paul Witten, Product Director at SIS, said "This partnership further bolsters our capability as the leading supplier of 24/7 betting services worldwide. Sportech's market leading technology will help facilitate SIS's greyhound racing global pool, which will further expand the reach of greyhound racing around the world".

Le sénat brésilien vient de donner son feu-vert à l'eSports professionnel, ce qui signifie que le projet pourrait dorénavant passer directement par la Chambre des députés pour approbation. Le texte sera immédiatement soumis en session plénière à la Chambre des députés à condition qu'aucun recours en appel pour de plus amples analyses ne soit émis.

Un projet de loi présenté à la Chambre des représentants cherche à changer la manière dont les recettes issues du jeu sont distribuées en Uruguay. Les nouvelles propositions consisteraient à envoyer 40% des gains générés par les droits de licence directement au département où un futur casino ouvrirait ses portes (l'Uruguay compte 19 départements).

Le Grupo Comar, un géant du jeu espagnol et latino-américain, a nommé JCM Global distributeur préféré pour ses lecteurs de billets et ses imprimantes. Ce nouvel accord vient renforcer la relation commerciale entre Grupo Comar et JCM.

Un total de 14 casinos est en compétition pour obtenir les sept licences de jeu pour la province de Buenos Aires que l'institut provincial des loteries et casinos (IPLYC) accordera aux opérateurs qui répondront aux exigences établies par la réglementation du nouveau processus d'appel d'offres.

Le gouvernement hollandais a annoncé qu'avant de finaliser ses lois sur les jeux en ligne, il chercherait à favoriser l'octroi de licences aux opérateurs qui n'ont pas cherché à avoir recours au marché gris dans le pays.

L'opérateur de casino Partouche a bénéficié d'une série de rénovations qui ont permis d'augmenter ses recettes du deuxième trimestre de 7%.

Ses revenus ont atteint 168,1 millions d'euros, battant ainsi la croissance de 5,4% qui a touché le secteur français des casinos dans l'ensemble.

Digitain a ouvert un nouveau bureau régional britannique à Sheffield pour accompagner son plan de croissance internationale. L'ouverture de ce bureau Digitain vient conforter l'actuel développement de la ville de Sheffield en tant que ville phare qui attire les industries et foyer de l'innovation.

Mohegan Gaming a confirmé qu'il travaillera avec l'entrepreneur grec GEK Terna pour développer un casino dans le cadre du projet touristique de 8 milliards d'euros sur le site de l'ancien aéroport d'Hellenikon, près de la capitale grecque. Le complexe comprendra également des résidences de luxe, des hôtels, des salles de conférence et de séminaires, des espaces sportifs et culturels et une marina pour les yachts.

Aristocrat Technologies poursuit le fabricant australien de machines à sous Ainsworth Game Technology devant la cour fédérale de justice australienne pour violation des droits de propriété intellectuelle liée au lien progressif d'Aristocrat, le Lightning Link.

Oklahoma Tribes Oppose Change

The leaders of five of Oklahoma's biggest tribes have united to oppose state Governor Kevin Stitt's plan to renegotiate gaming compacts in the US state by the end of the year

The compact currently allows the state to take four to six per cent in fees from tribe-owned casinos, equating to about \$140m each year.

OKLAHOMA LICENSING

Tribal leaders, including Bill John Baker, Principal Chief, The Cherokee Nation, Bill Anoatubby, Governor, The Chickasaw Nation, Gary Batton, Chief, The Choctaw Nation, James R. Floyd, Principal Chief, The Muscogee (Creek) Nation and Greg Chilcoat, Chief, The Seminole Nation said they are concerned that fees will increase following a renegotiation of the gaming compacts in Oklahoma.

The Inter-Tribal Council of the Five Civilised Tribes signed a joint resolution mid-July to oppose Stitt's proposition. They said: "We have considered the state of Oklahoma a trustworthy partner through the years. Working together we have made strides in building a better, stronger and more prosperous Oklahoma for the benefit of the hundreds of thousands of members of our Tribes who live and work here as well as all residents of this great State. We can trace the starting point of our constructive partnership to the carefully crafted and balanced approach represented in the current compact negotiated in a respectful manner between the State of Oklahoma and the sovereign Tribes.

"This compact represents a continuing and mutually beneficial partnership. The recent action of Governor Stitt puts into question his sincerity to work with us in a cooperative



manner moving ahead. We are resolute in our position, and it is our hope Governor Stitt and his advisors will not attempt any bad faith interference on the compact which could set back the progress we have achieved by working together."

Governor Stitt said: "Oklahoma is comprised of 39 federally-recognised tribes and roughly 4 million people, and I was elected to give a fresh eye to all agreements, laws, and actions by state government and to make the hard decisions that consider every individual who calls this great state home. Dating back to the campaign, I was transparent and clear that, as governor, I would seek a fair-market deal regarding the State's Tribal Gaming Compacts that expire on January 1, 2020.

"This 15-year-old compact established some of the lowest gaming fees in the nation, and the tribes have been fantastic, successful business leaders in our state, turning their gaming industry in Oklahoma into the third largest in the nation today. I am committed to open discussions with all Tribal partners and to achieving an outcome that spurs more funding for public education, grows opportunity for the tribes, and is a successful partnership for the state and future generations of Oklahomans."

High Winds chooses Aristocrat's Oasis 360 CMS solution

Oklahoma

High Winds Casino in Miami, Oklahoma, has chosen Aristocrat's multiple award-winning Oasis 360 casino management system solution, replacing its existing system from another supplier.

The new system solution at High Winds includes Oasis 360's robust casino management modules, as well as ONE LINK; technology and the future-facing Oasis Loyalty; Kiosk solution.

The agreement expands Aristocrat's relationship with High Winds Casino. High Winds has been an Aristocrat games customer for several

years, and the casino floor is populated with player-favorite titles from Aristocrat and VGT.

High Winds' Dave Spillers said: "We have enjoyed a good relationship with Aristocrat and VGT for several years, and our players enjoy their games. Now with the new system the response from our customers has been positive to the change, and we are looking forward to further increasing our guest experience with the Loyalty Kiosk."

Aristocrat VP of Oasis Systems Kelly Shaw added: "Meeting with the High Winds team, they indicated they were seeking ways to build a casino floor for today and for the future. We listened and created a package of advanced solutions that will help High Winds to quickly adapt to the ever-changing market."

US

MGM Resorts has launched GameSense, an MGM Resorts-wide programme that aligns responsible gambling policies with enhanced customer service and education, at its recently acquired property, Empire City at Yonkers Raceway in New York. "It's exciting to introduce GameSense to our guests," said Empire City Casino President Uri Clinton. "This epitomises the MGM culture – it's innovative, forward-thinking and puts our guests first. We look forward to introducing GameSense to the community." GameSense comes alive through interactions between guests and trained staff at the property's rewards location. In addition to speaking to employees, guests of Empire City Casino will be able to utilise interactive GameSense touchscreens, educational materials and other resources.



FanDuel Storms NJ Online Sports Betting

New Jersey's online casinos posted yet another near-record month in June while the state's online and retail sportsbooks showed strength during a typically slow month

New Jersey's online casinos posted yet another near-record month in June while the state's online and retail sportsbooks showed strength during a typically slow month.

In all, June's nearly \$275m handle was an impressive showing considering that the summer months are historically the slowest on the sports betting calendar.

"To approach \$275m during a month where the only major sports betting event is the NBA Finals says something about the trajectory of New Jersey's market," said Dustin Gouker, lead sports betting analyst for PlayNJ.com. "Basketball clearly drives interest, but it also shows that interest in sports betting in general continues to expand."

New Jersey's sportsbooks accepted \$273.2m in bets in June, down 14 per cent from \$318.9m in May, according to official reporting released in July. The handle yielded \$9.7m in revenue, down 37 per cent from \$15.5m in May.

June's handle was up dramatically from \$15.3m in June 2018, and revenue has nearly tripled from \$3.5m in June 2018. Since launch, New Jersey sportsbooks have generated a handle of \$3.2bn and a win of \$203.8m. And New Jersey's handle could surpass Nevada for the second consecutive month.

"The rate of growth will eventually level out, but I do not believe that time is at hand," Mr. Gouker said. "The fact that New Jersey is now on par with Nevada, a market that has matured over generations, is remarkable. Competition from the launch of Pennsylvania's sports betting apps could slow momentum, though."

Online sports betting generated 83 per cent, \$226.7m, of June's handle, up from 82.6 per cent in May. FanDuel Sportsbook/PointsBet generated \$2.7m in online gross revenue, or 28 per cent of the state's handle, edging Resorts/DraftKings. FanDuel Sportsbook at The Meadowlands lead the retail market with \$1.7m in June gross revenue.

La ville américaine de Waukegan donnera bientôt le nom de l'opérateur de casino qu'il a choisi pour lancer l'un des six nouveaux casinos en Illinois dans le cadre d'une large croissance des jeux. La ville a maintenant invité officiellement des équipes de projet à soumettre des propositions pour le développement d'un casino et d'infrastructures associées conformément à la Loi sur les jeux de l'Illinois.

SIS a conclu un accord avec l'hippodrome américain PARX pour devenir le distributeur exclusif d'images et de données live de l'hippodrome. Dans le cadre de ce contrat pluriannuel, SIS diffusera au moins 1530 courses par an de l'un des plus importants hippodromes américains.

Twin Rivers est en train d'acquérir deux casinos appartenant à Eldorado Resorts, plus précisément l'Isle of Capri Casino Kansas City dans la ville de Kansas City, dans le Missouri, et le Lady Luck Casino Vicksburg à Vicksburg, dans le Mississippi, pour la somme de 230 millions d'euros.

Le complexe Encore Boston Harbor de Wynn à Everett a engrangé 16,8 millions de dollars de recettes liées Mieux jeux au cours de sa première semaine d'ouverture d'après la Commission des jeux du Massachusetts. Le complexe de 6,2 milliards de dollars construit à la porte de Boston a généré en une semaine presque autant de recettes que le MGM Springfield, l'autre casino tous services de l'état en un mois.

Wynn Macau a publié ses plans d'expansion de 2 milliards de dollars américains pour son Wynn Palace Casino situé sur la péninsule de Cotai, à Macao. Les travaux commenceront par le complexe du Crystal Pavillon en 2021, pour une ouverture prévue en 2024.

Casinos Austria International a annoncé qu'il rejoindra la course pour obtenir une licence de casino japonaise si Nagasaki réussit à décrocher l'un des complexes intégrés en ajoutant que son projet pourrait inclure un orchestre philharmonique viennois de manière permanente. Le spa du Casino mettra particulièrement l'accent sur son offre de soins thérapeutiques dernier cri.

Mohegan Gaming & Entertainment a annoncé qu'il dépensera entre 3,5 et 4,5 milliards de dollars pour la construction d'un casino dans une forêt de Tomakomai, à Hokkaido, au Japon, depuis lequel les clients pourront pratiquer l'équitation, le ski de fond et des activités de plein air.

William Hill a confirmé qu'il avait commencé un processus de consultation avec des partenaires détaillants concernant des plans de fermeture d'environ 700 bureaux de paris agréés.

Le gouvernement népalais facilite l'ouverture de casinos et de salles de jeux électroniques près des frontières internationales en assouplissant la réglementation qui prévoit de les éloigner de 5 kilomètres de ces frontières. Le gouvernement a décidé de limiter cette interdiction à 3 kilomètres.

Illinois

The city of Waukegan will soon name its chosen casino operator for one of six new casinos to be launched in Illinois as part of a widespread gaming expansion.

The city has now officially invited qualified Project Teams to submit proposals for the development of a casino and associated amenities in accordance with the Illinois Gaming Act. The Act was recently amended to allow for a license to be issued to a Riverboat Casino within the corporate limits of the City of Waukegan.

The city plans to submit between two and four developer blueprints to the Illinois Gaming Board. Whilst the Chicago casino will be allowed 4,000 gaming positions, all the others will be allowed 2,000. New casinos will also be allowed in Chicago, Rockford, the South Suburbs, Williamson County (Walker's Bluff), and Danville.

US

SIS secures exclusive PARX horse racing deal

SIS has reached an agreement with US racecourse PARX to become the exclusive distributor of live pictures and data from the racecourse.

As part of this new multi-year deal, SIS will broadcast at least 1,530 races a year from one of the leading US racecourses.

The races will be made available to SIS's operator partners as part of its international retail channels, as well as its 24/7 Live Horse Racing Channel and 24/7 Live Horse & Greyhound Channel, which provide a betting event every three minutes.

This latest partnership further enhances SIS's market leading portfolio of international racing, having recently secured similar agreements to broadcast live pictures from Singapore's premier racecourse in Kranji, as well as the Hipódromo Argentino de Palermo

racecourse in Buenos Aires.

Simon Fraser, Head of International Horse Racing at SIS, said: "Securing the exclusive rights to deliver live pictures and data from one of the US's leading racecourses is a major boost to our international offering.

"These additional races further enhance our 24/7 racing service, providing even more quality betting opportunities throughout the day, regardless of time zone, with content that will appeal to bettors, and help drive betting turnover for operators."

John Dixon, Chief Operating Officer at PARX, said: "We are pleased to have agreed a partnership with SIS as they have an established reputation for distributing live racing to operators all around the world and it made strategic sense for us to partner with them."



NEW JERSEY – GLI President/CEO James Maida won the EY Entrepreneur of The Year 2019 New Jersey Award, which was presented during a gala ceremony last month at the Hyatt Regency in New Brunswick, N.J.

Mr. Maida was selected as the winner of this year's Entrepreneur of the Year New Jersey regional award by a panel of independent judges who recognized him for excelling in the areas of innovation, financial performance, and his personal commitment to GLI and the local community. As a regional award winner, Mr. Maida is now eligible for consideration for the Entrepreneur of the Year 2019 national competition.



NEVADA – Konami Gaming, Inc. announced the appointment of recognized industry executive Greg Colella to vice president, product management. Colella has more than 20 years of

gaming industry experience, with a proven track record in product lifecycle planning, strategy, and marketing. In his role as vice president, product management, he is responsible for market research, product strategy, and new product introduction for Konami game products.

"As Konami continues its focus on advancing our product portfolio to enable customer success, we are pleased to welcome Greg Colella's demonstrated industry knowledge and expertise to the organization," said Victor Duarte, senior vice president & chief product & strategy officer. "His strategic leadership will be a direct support to the company's immediate and long-term objectives."

DOMINICAN REPUBLIC – The government has launched a new campaign against the increasing presence of illegal slot machines in small businesses. The campaign includes posters with messages for the prevention of illegal gaming in different commercial establishments.

Speaking at the launch, The Attorney General Jean Rodríguez explained that the campaign aims to raise awareness among the population when it comes to the penalties in place for the crime of illegally installing slot machines and the risks they impose on the public.

"With the enactment of Law 29-06 serious sanctions were established for persons and establishments that operate, manage or own slot machines without the proper permits or authorisations, ranging from fines of RD\$100 thousand to RD\$500 thousand or prison from six months to two years or both penalties at the same time," he said.

SBTech Powers Arkansas Sports Betting

SBTech has gone live with Oaklawn Racetrack and Casino, powering the property's retail sportsbook with the first bet placed in July

The newly refurbished Oaklawn Racetrack and Casino is the first operator in the state to launch sports betting via its in-house venue powered by SBTech

ARKANSAS SPORT BETTING

The first bet was placed at the beginning of July with Oaklawn Racing Casino Resort general manager Wayne Smith wagering \$5 on the Dallas Cowboys to beat the New York Giants in the NFL's opening game on 8th September. The newly refurbished Oaklawn Racetrack and Casino is the first operator in the state to launch sports betting via its in-house venue powered by SBTech.

Retail players can access 10 kiosks to bet on a comprehensive selection of sports including American football, basketball, baseball, hockey, soccer, UFC, golf and tennis to name a few. Oaklawn will introduce an SBTech powered mobile betting app later this year.

In August last year, SBTech became the first supplier to announce technology partnerships in the newly regulated US market with Churchill Downs and Golden Nugget and Resorts Casino, just weeks after the repeal of PASPA.

Since then it has rapidly become the go-to sportsbook platform supplier across regulated US states with several tier one partners, most



recently being selected as the supplier of choice for the Oregon Lottery. SBTech is recognised for its highly innovative, revenue-generating platform and sportsbook technology and its unparalleled speed to market, localisation and flexibility.

Richard Carter, CEO, SBTech, said: "We are rapidly becoming the supplier of choice for omni-channel sportsbook platform software in regulated and newly regulating US states, as well as major global regulated markets for tier one operators and lotteries. We're delighted that Oakland selected SBTech to power their sportsbook in partnership with Churchill Downs and launch the state's first sports wager, and we look forward to extending that to other products and channels in the near future."

Ian Williams, President Online Gaming, Churchill Downs, said: "We are delighted to facilitate sports betting at Oaklawn through our partners SBTech. As a long-standing partner in horse racing, it was a natural fit for us to bring legal sports betting first to the state of Arkansas."

Twin Rivers to snap up two properties from Eldorado

US

Twin River is buying two casinos from Eldorado Resorts, namely the Isle of Capri Casino Kansas City in Kansas City, Missouri and Lady Luck Casino Vicksburg in Vicksburg, Mississippi, for \$230m.

George Papanier, President and CEO of Twin River, said: "This transaction continues our focus on creating long-term shareholder value as we strive to develop or acquire assets that we believe will prove accretive to our earnings. Isle Kansas City and Lady Luck Vicksburg expand our geographic footprint with assets in attractive markets. We believe these assets are a great fit for our portfolio and see the opportunity to increase the net cash flow from these properties by our redevelopment and

operating plans. In particular, in Kansas City, where the property lies within an area near downtown that has been targeted by local officials for development."

Isle of Capri Casino Kansas City is located in Kansas City, Missouri overlooking the Missouri River in close proximity to downtown Kansas City. The property consists of approximately 40,000sq.ft. of casino space, 939 gaming machines, 13 table games and two dining venues. The Kansas City casino is located at a premier location on the riverfront near downtown and is readily accessible to suburban traffic.

Lady Luck Casino Vicksburg is located along the Mississippi River in Vicksburg, Mississippi. The property features approximately 25,000sq.ft of casino space, 603 slot machines, eight electronic table games, three dining venues and an 89 room hotel.

Nevada

The forthcoming CEC Vegas, to be held September 4-5, at the Luxor Hotel & Casino, Las Vegas, has recorded a major coup securing Take-Two Interactive's Director, J Moses, as its keynote speaker. In addition to being US publisher of Grand Theft Auto, Red Dead Redemption and NBA 2K, Moses is Director of the ReadyUp platform launched by Johnathan Wendel, aka 'Fatalitty', arguably the most significant player in US eSports. Moses and 'Fatalitty' will headline in CEC's keynote panel, the first occasion that a publisher and eSports legend have shared their insight on the future of eSports betting in a B2B environment. CEC will deliver insight across eight key tracks: Configuring Infrastructure for the New Era; Esports Regulation; iGaming and Online Sports Betting; Investment; Interactive Gaming; Making Money with Esports; Marketing Techniques that Attract Gamers, and Betting.

Encore Boston Harbor Takes US\$16.9m

Encore Boston Harbor took in \$16.9m in gaming revenue during its opening week comparing to MGM Springfield's \$9.5m when it launched in 2018

Competition increases in Massachusetts as Boston Harbor performs strongly, MGM weakens and Mohegan and Foxwoods feel the pinch

MASSACHUSETTS OPERATIONS

Wynn's Encore Boston Harbor complex in Everett raked in \$16.8m in gambling revenue during its first week in business, according to the Massachusetts Gaming Commission. The \$2.6bn resort built on Boston's doorstep generated almost as much revenue in one week as MGM Springfield, the state's other full-service casino, collected in an entire month. The smaller MGM casino had nearly \$20m in gambling revenue in June, its second-slowest month since opening last August. The state collects 49 percent of the gross gambling revenue at Plainridge Park Casino in Plainville and 25 percent at MGM Springfield and Encore Boston Harbor. In June alone, those numbers totaled nearly \$16m in taxes.

The figures confirm that Wynn has started strongly, while it's another worrying month for MGM. Currently there's a surprisingly high percentage of casino revenue coming from table games versus slot machines at Encore in that first week. Nearly \$7.7m, or more than 45 percent of total gambling revenue, came from table games such as blackjack and roulette. revenue share of nearly 50-50 split between slots and tables at Encore Boston Harbor is highly unusual in US casinos.

However, MGM's \$950m casino in Springfield



also started out strong. The company reported \$9.5m in gaming revenue for its first week, in August 2018, mostly from slots. Penn National opened Plainridge four years ago, but that casino features slot machines and not table games and lacks many of the amenities offered by full-scale resort casinos such as MGM and Encore. (Still, Plainridge pulled in \$13.5m in revenue last month, all from slots.)

The region's casino market has become increasingly crowded in the past year. Along with MGM Springfield and Encore Boston Harbor, Twin River opened a new casino just over the Massachusetts state line, in Tiverton, R.I. The gambling commission also continues to weigh whether to allow a third full-service casino, which would be in Southeastern Massachusetts. And the Mashpee Wampanoag tribe hopes to open a tribal casino in Taunton, despite legal challenges.

Meanwhile, the operators of the two Connecticut tribal casinos, Foxwoods and Mohegan Sun, have teamed up to open a third casino in that state, in East Windsor, to protect their northern flank from MGM. They have good reason to be concerned: Both Connecticut casinos have reported declines in slots revenue every month since MGM opened.



MASSACHUSETTS – When the Encore Boston Harbor opened in Everett, Massachusetts, visitors were greeted by a suite of Transact Technologies products including the Epic Edge and Epic 950 TITO printers installed in all of the property's more than 3,150 gaming machines, with more than 60 percent of the installed Epic printers represented by TransAct's next-generation Epic Edge.

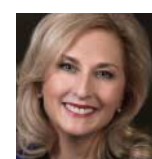
"In 2005, the iconic Wynn Las Vegas was the first casino property worldwide to select the now industry-leading Epic 950 printer for all of their electronic gaming machines as the gaming industry began to adopt TITO as the standard for cash handling on the casino floor," said Bart C. Shuldman, Chairman and Chief Executive Officer of TransAct Technologies. Now, nearly 15 years later, we are delighted that Wynn Resorts is again entrusting all of their electronic gaming machine printing needs at the spectacular new Encore Boston Harbor to our industry-leading product portfolio."

Mr. Shuldman added, "TransAct has been a trusted supplier to Wynn Resorts in Las Vegas and Macau for more than 14 years and we are delighted to continue our relationship with one of the industry's iconic operators as they inaugurate the world's next new casino and entertainment destination in Boston. We believe our Epic printers will help set Encore Boston Harbor apart and assist the world renown Wynn Resorts team to create for their customers an unsurpassed experience."

ILLINOIS – The Illinois Gaming Board has asked gaming analysts at Union Gaming to oversee a feasibility study for a casino in Chicago.

Union Gaming will present its study regarding the feasibility and ability to finance a casino in Chicago to Governor Pritzker and Chicago Mayor Lori Lightfoot in August.

The expansion will allow five casinos in the Chicago suburbs, as well as a much bigger integrated casino resort in the Chicago's downtown area. The study will focus on the feasibility of the downtown development.



NEVADA – GLI has named Tina M. Kilmer, PE as Senior Director of Engineering. Kilmer has more than 20 years of global gaming experience and is a registered Professional Engineer (PE) with a proven record of success in developing a culture of compliance and delivering exceptional results in highly competitive environments. Her areas of expertise include technical compliance, program management, product development, project management, and strategic planning and execution.

Employees mark 30 years of customer and community support

Nevada

At the beginning of July, employees at GLI marked the company's 30th anniversary by serving GLI's customers and giving back to host communities around the world.

Since the beginning, GLI has been fulfilling its mission to help regulators, suppliers and operators with "obsession-level" customer service and has tested and certified more than three million items in more than 475 jurisdictions.

President/CEO James Maida said, "We're obsessed with customer service and go out of our way for every regulator, every supplier, and every operator. We walk through

walls to get them what they need. That is something Paul Magno and I have been passionate about since we founded the company in 1989, and it's something we are equally passionate about to this day."

With a sharp focus on customer service, the company has experienced strong growth. GLI began with two employees, one location, and three customers. Today, the company has 1,250 employees, 24 locations, and hundreds of customers spanning the gaming industry.

GLI also has a 30-year history of giving back. The most recent example was a canned food sculpture competition, where employees created sculptures in several of the company's labs and lobbies, then delivered food and cash donations to various food banks in GLI host communities.

Florida

Grand opening dates have been announced for the combined \$2.2bn expansions of the Seminole Hard Rock Hotel & Casino Tampa and the Seminole Hard Rock Hotel & Casino Hollywood, where the world's first guitar hotel and casino complex is on track to open October 24 in Florida..

The announcement follows the October 3, grand opening of a major expansion of Florida's largest casino, the Seminole Hard Rock Hotel & Casino Tampa. The \$1.5bn expansion of the Seminole Hard Rock Hotel & Casino Hollywood includes an iconic guitar hotel that can be seen for miles. Like a beacon, it stretches 450 feet into the South Florida sky and is already generating global interest as an integrated resort destination that rivals the world's most iconic landmarks.



AUSTRALIA – Spintec is celebrating following a successful installation of its Aura amphitheatre gaming setup in one of the most prominent clubs in Sydney. The installation took place in the first part of the year and initial results are very encouraging. Spintec and its Australian distribution partner, Independent Gaming, have optimistic plans for the Australian market, with the second part of 2019 promising new partnerships and installations.

"We went through a very long certification process, our R&D team invested a lot of time and effort, and now we are very proud of what we have achieved," commented Primož Krsevan, Regional Sales Manager at Spintec.

Between August 13–15, Spintec will be at the Australasian Gaming Expo (AGE) in Sydney, at Darling Harbour. Together with Independent Gaming, they will present their latest gaming solutions. "This year's AGE is very special to us, as we have finally entered into the market and started making the first footprints in the Australian gaming industry," added Mr. Krsevan.

PHILIPPINES – D' Heights Resort and Casino has opened in Clark, Pampanga, becoming the sixth casino to open in the Philippines' Clark Freeport and Special Economic Zone. The \$250m property is owned by Dong Huang Clark Corp. and has opened with 50 tables and 576 slots although it will be able to operate a further 50 tables by the time its official grand opening comes around in October.

The venue has a VIP floor, a high limit area dubbed D' Heights Club and a junket area, and will also soon open a five star, 310-room Hilton Hotel and the Hyatt Regency. It is set over the mountain ranges to the west of the Clark Freeport Zone with the resort sitting 350 meters above sea level at its highest point, resulting in a cooler, cleaner and fresher environment.

JAPAN – Casinos Austria International has said it will join the race for a Japanese casino licence if Nagasaki lands one of the IR spots, adding that its project could include a Viennese Philharmonic Orchestra as a permanent fixture. The casino spa would have a special emphasis on state-of-the-art medical treatment

Speaking at the at the Kyushu Nagasaki Integrated Resort (IR) Business-Connect Seminar, Casinos Austria International Japan's Managing Director Akio Hayashi described the plans as 'amazing' adding they had not been 'seen elsewhere in the world.' He emphasised that CAI wasn't looking to replicate the 'gaudiness of Las Vegas or Macau' but that it wanted to create a 'European-style IR' to suit a regional city with MICE as a key.

Aristocrat Sues Ainsworth over IP Breach

Aristocrat Technologies is suing Ainsworth Game Technology in Australia's Federal Court, claiming it breached intellectual property rights

The claimed intellectual property breach concerns Aristocrat's runaway hit progressive, Lightning Link

AUSTRALIA SUPPLIER NEWS

Aristocrat Technologies is suing rival Australian slot manufacturer Ainsworth Game Technology in Australia's Federal Court, claiming it breached intellectual property rights relating to Aristocrat's Lightning Link progressive link. The slot giant has accused Ainsworth of the 'extensive and deliberate theft' of slot data. It claims that one employee referred to simply as Prabhu, a long-time employee at Ainsworth joined Aristocrat as a game designer but was there for less than a month before returning to Ainsworth where he was employed as a senior game designer from April 2017. He remains employed by Ainsworth to this date.

Aristocrat claims that during that very short period of employment, Prabhu accessed the game mathematics of Lightning Link, via an Excel spreadsheet, downloaded them onto a USB, and gave the spread sheet back to Ainsworth.

Aristocrat said: "This case goes well beyond simple copyright infringement and concerns allegations of extensive and deliberate misappropriation of trade secrets, confidential

information and intellectual property. Upholding appropriate standards is part and parcel of ensuring ongoing trust in our business and industry, and is an important part of Aristocrat's high compliance culture. Aristocrat will always aggressively defend our assets, including our IP. Upholding appropriate standards is part and parcel of ensuring ongoing trust in our business and industry and is an important part of Aristocrat's high compliance culture. We won't be commenting further while the case is on foot."

Ainsworth replied: "Ainsworth will be vigorously defending the claims made by Aristocrat in these proceedings."

Aristocrat recently demanded to view all Ainsworth's source code, mathematical tables, game rules, artwork and commercial documents relating to its Jackpot Strike slot machine. Aristocrat alleged that the game was 'intended to be an imitation of Lightning Link.'

The first hearing in the lawsuit was scheduled for July 17.

Wynn Palace plans US\$2bn non-gaming pavilion in Macau

China

Wynn Macau has published plans for US\$2bn expansion at its Wynn Palace casino on the Cotai peninsula in Macau. Building work will begin on the Crystal Pavilion complex in 2021, with an opening set for 2024. It will be built adjacent to the Wynn Palace, would include a theater and museum, two hotel towers, each with 650 rooms, interactive sculptures, gardens, a 270-degree fully-immersive, entertainment theatre and a destination food hall that offers a wide variety of regional Asian cuisines. Wynn believes it will attract 7–10 million people each year to the Crystal Pavilion. The immersive theatre will use super-live technology, while the art museum will overlook the new gardens.

CEO Matt Maddox said back in November: "We have a seven-acre parcel next to Wynn Palace Cotai and we've been working very hard on what could come next and what we have so far is a 1.5m sq.ft facility that we think will be a must-see in Macau. In addition, on the north four-acre parcel we were working on a 700-room all-suite hotel that we'll connect into the north side of Wynn Palace."

Analysts with JP Morgan DS Kim said: "Target return on investment is 15 to 20 per cent, implying incremental EBITDA of US \$300m to US \$400m from phase one. This would mean 35 to 47 per cent boost, which seems a bit aggressive for primarily non-gaming expansion." David Katz, an analyst with Jefferies Financial Group added: "The long-term financial targets released at the 2019 investor day are slightly more conservative than expectations."

Japan

Tokyo-based BroadBand Security has signed an exclusivity contract with Table Trac to introduce the CasinoTrac CMS to the Japanese market wherever legalised gambling is approved. Japan is expected to become the second largest gaming jurisdiction in the world, behind only Macau, creating between \$15 and \$25bn a year in revenue. According to UNLV, 2018 gross revenue for all of Nevada from gaming sources was over \$11bn. Table Trac's CMS is in over 150 casinos in 12 countries and is multi-lingual, multi-currency and multi-tax reporting. Chad Hoehne, Table Trac founder, CEO and Chief Technology Officer, said: "This is truly a watershed moment for Table Trac. We are honored to contribute to this team of worldwide recognised companies where Table Trac's CasinoTrac system will be integrated with Japanese systems as they create the All Japan Project."



AUSTRALIA – Lawrence Levy was appointed Chief Executive Officer of Ainsworth Game Technology on July 1, 2019 subject to necessary regulatory approvals. Prior to this appointment, Mr Levy has held senior positions within the gaming industry over a successful career spanning 37 years.

Mr. Levy's industry experience comprises of all areas in casino operations, sales and management; living and working in 19 countries across Europe, North and East Africa, Latin America, ex-Russian states. Most recently, he held the position of Vice President Global Sales for Novomatic AG Austria.

Commenting on his appointment, Mr. Levy said "I am both delighted and motivated to be given the opportunity to guide Ainsworth, a world-renowned provider of gaming technology, into its next phase of development. The legacy that Len Ainsworth and Danny Gladstone built is a great platform for me to start from. I am confident that my years in this industry, both as operator and supplier, will serve to support the innovations and developments needed to further grow our market share worldwide."

In related news, Danny Gladstone, outgoing CEO, will remain on the board at Ainsworth Game Technology as a Non- Executive Director and commenced his new role on July 1, 2019.

SEYCHELLES – The Seychelles Financial Services Authority (FSA) has chosen GLI to perform a wide-ranging advisory project. The goal of the advisory engagement is to assist the FSA by facilitating the most efficient and effective oversight of the three gambling activities in the Seychelles it currently administers. GLI has been working with the FSA since 2016, previously conducting training and on-site inspection of gaming devices and systems.

"We are very pleased to have earned the ongoing trust of the FSA. As we move forward with this new advisory agreement, our professionals will apply their global expertise to ensure we meet the FSA's goals of ensuring integrity, transparency, and consumer protections," said Devon Dalbock, General Manager of GLI Africa.

Over the next 12 months, GLI will provide crucial services to the FSA that will help the agency ensure controlled growth and maintaining of the public trust. Services include: reviewing existing gaming legislation and related policy documents; creating a report outlining a proposed regulatory framework; drafting gaming legislation; generating a proposed gaming regulatory agency staffing structure; reviewing existing gaming technical standards and drafting technical standards for each mode of gambling; and providing support during the legislative process.



Tabcorp Fined for Offering illegal Inducements to Gamble

Tabcorp has been convicted and ordered to pay over \$14,000 in fines and costs for offering an illegal gambling inducement in NSW.

Australian operator, Tabcorp, has been convicted and ordered to pay over \$14,000 in fines and costs for offering an illegal gambling inducement to players in New South Wales (NSW). The penalty was handed down in Sydney's Downing Centre Local Court on July 3, after Tabcorp pleaded guilty to breaching the Australian state's gaming laws.

The prosecution follows an investigation by Liquor & Gaming New South Wales into a promotion that appeared on Tabcorp's mobile phone App in October last year.

The Tabcorp advertisement offered sports betting players a special promotion: 'HEAD TO HEAD SPECIAL – KHABIB VS MCGREGOR – if your fighter loses by decision, bonus bet back up to \$50.'

Under the New South Wales Betting and Racing Act, it is an offence to publish a gambling advertisement that "includes any inducement to participate, or participate frequently, in any gambling activity (including an inducement to open a betting account)."

Such promotions can only be offered in NSW to registered betting account holders. In this case, the promotion was available to anyone who viewed the app without being required to log on to a Tabcorp betting account.

Chief Magistrate Graeme Henson said the sentence needed to recognise the adverse social impacts of gambling which extends to families, and rejected the company's claim that this case involved extenuating circumstances.

Director of Compliance Operations Sean Goodchild said Tabcorp's promotion had clearly offered an inducement to gamble.

"Betting operators have an obligation to ensure that all advertising complies with NSW laws on gambling advertising," Mr Goodchild said. "Inducements are known to increase the risk of gambling harm so any breaches are taken seriously. Under new laws that came into effect in July 2018, wagering operators found guilty of promoting inducements to gamble face fines of up to \$55,000 per offence and company directors can be criminally prosecuted."

Japan

Mohegans look to tap into indigenous link

Mohegan Gaming & Entertainment has said it will spend \$3.5bn to \$4.5bn on a casino in a forest in Tomakomai, Hokkaido, from where guests would be able to enjoy horse riding, cross-country skiing and farming.

The Mohegan tribe feels it holds a lot in common with the local Ainu people in the region as in April, the Diet passed a landmark law recognising them as indigenous people.

Mohegan Gaming has revealed that it would build three hotel

buildings, a conference hall and an arena in a forest in Tomakomai.

It would also look to open a museum showing the cultures of the Mohegan Tribe and Ainu people in Hokkaido.

MGE Chief Executive Officer Mario Kontomerkos believes the tribe has experience of operating casino resorts in a natural environment similar to that in Hokkaido and will be able to take make use of a customer database from its Inspire casino resort set to open in Incheon in South Korea in 2021.

Nepal

Nepal's government is making it easier to open casinos and electronic gaming venues close to international borders by relaxing laws to keep them 5km away from international borders. The government has decided to relax this to 3km.

Several casino resorts are being built to serve cross-border customers from neighbouring India. Ghanshyam Upadhyaya, spokesperson for the Ministry of Tourism, said: "The government has shown flexibility by allowing casinos to operate at a distance of up to 3 kilometres from international borders in the context of the upcoming Visit Nepal Year 2020 campaign."



US Sports-Betting Update

AT A GLANCE

Future of Sports Betting Bill in Maine Uncertain

- New Hampshire Legalises Sports Betting

California Lawmakers Want Sports Betting on 2020 Ballot

- Washington, D.C. Grants Intralot Online Sports Betting Contract

Growing Opposition to DOJ Wire Act Interpretation in Congress

- New Jersey Makes Sports Betting History

Stars Group Inc Enters agreement with Akwesasne Mohawk Casino Resort

State Tracker

Maine

A bill to legalize sports betting has been held over by Gov. Janet Mills. The sports betting bill was among 39 that Mills decided not to act on, meaning that it will in all likelihood be held over until January when lawmakers are scheduled to return for their next regular session. The governor will use the time to scrutinise the bill more closely Mills said in a statement. Mills will have to sign or veto the bill, or have the Legislature recall it in order to make changes. "The Legislature has passed a significant number of bills this session, and I take seriously my constitutional obligation to thoroughly review all of them, evaluate their implications and

decide whether they are in the best interest of Maine people," Mills said. "I will continue to review these bills and gather more information, and I look forward to acting on them at the beginning of the next legislative session."

The bill, L.D. 553 passed through the Senate by 19-15 and the House voted unanimously in its favour. According to the bill bets can be placed at physical locations – such as existing casinos or off-track betting parlours – or online via mobile apps. Licensed bricks and mortar facilities, such as casinos, will be taxed 10 percent, while mobile-only platform operators would pay 16 percent tax on their revenues if the bill is passed.

State Tracker

New Hampshire

New Hampshire has legalised sports gambling. Mobile betting as well as retail gambling at 10 locations will be allowed. Once in place the newly regulated industry is expected to produce an estimated \$7.5m for education in 2021 and as much as \$13.5m two years later meaning a huge windfall for the state. The state Lottery Commission will regulate the new industry. Governor Chris Sununu said: "We can do it with a lot of confidence because it's being done responsibly, and it's being done with an organization here at the lottery that just knows what they're doing," Sununu said. "They know how to get this stuff off the ground."

Pro sports betting was always likely in 2019 with momentum gathering for legalised sports betting

throughout the year. In February Sununu said that he supported the bill HB480 which would allow for a sports betting expansion in the state. The bill authorizes "the Lottery Commission to conduct sports betting directly or through an authorized agent via the use of mobile internet devices and through physical sports book retail establishments."

State Tracker

California

California voters could be asked next year to legalise sports betting. Two Democratic state lawmakers announced that they have introduced constitutional amendments so that Californians can have their say over the future of sports betting.

Sen. Bill Dodd and Assemblyman Adam Gray argue that money generated by legal betting could be spent on education, infrastructure and for programmes aimed at gambling addiction. In order for it to be part of the November 2020 ballot a two-thirds legislative vote would have to approve it first. A majority of voters would then have to approve an expansion of gambling in the state.

Under current rules 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. Previously the California attorney general's office approved the title and description for a potential sports betting amendment to the state constitution that would have been eligible to appear on the 2020

ballot if it gathered enough support by February 2019. However the California Sports Wagering Initiative did not get enough signatures to appear on the ballot. The measure would have allowed the California State Legislature to permit "licensed gambling establishments, such as card rooms, to conduct on-site sports wagering . . . and may result in authorisation of sports wagering on tribal lands because of federal law." However it contained no provisions when it came to mobile or online sports betting.

State Tracker

Washington D.C.

Washington, D.C. Council members have given Intralot the only contract to manage online sports betting and the lottery. The council voted 7-5 vote to approve the \$215m contract which runs for five years with the Greek gaming giant to operate the city's lottery and manage online and mobile sports betting in D.C. Intralot already operates the D.C. Lottery.

The awarding of the contract has caused considerable controversy as it was not opened for competition and gives Intralot the exclusive right to run a sports betting app that works across the city. In June during a public roundtable, some lawmakers argued that the District needed to give sports betting the green light quickly in order to beat Maryland and Virginia when it came to opening up the market. However both states have faced delays in passing sports betting bills leading Councilman Robert White, to ask for the process to be slowed down so that the sports betting contract could be up for tender.

National Focus

Congress is now moving to block funding for enforcement of the latest interpretation of the Wire Act as put forward by the Department of Justice (DOJ).

The amendment, which has the backing of a wide number of congress members, seeks to effectively cut off any funding for the enforcement of the re-interpreted version of the Wire Act. Specifically the amendment reads: "None of the funds made available by this Act may be used to enforce the Department of Justice Office of Legal Counsel Memorandum entitled 'Reconsidering Whether the Wire Act

Applies to Non-Sports Gambling." While the amendment was not called for a vote due to a technical error it is believed that it will be reintroduced.

The news comes after a New Hampshire federal judge ruled that the Wire Act should only be applied to sports betting, rejecting the 2018 DOJ opinion which claimed the 1961 federal gambling law should cover all interstate online gambling.

New Jersey has made sports betting history by knocking Nevada from the top spot when it

comes to sports betting for the first time. The state reported that its monthly sports betting handle came in at \$318.9 in May - \$1.5m more than the \$317.4m in handle reported for the month in Nevada.

The news comes after NJ Gov. Phil Murphy hailed the swift rise of the industry at the East Coast Gaming Congress earlier in June: "Today, we are staring straight into the possibility of something that would have been unthinkable 18 months ago. New Jersey, yes, New Jersey, can very soon and will very soon dethrone Nevada as the sports gaming capital of the US."

Fantasy Sports and esports



The Louisiana State Legislature adjourned before passing a proposed tax on fantasy sports. Louisianans in 47 of the state's 64 parishes voted on November 6, 2018 to allow residents to take part in fantasy sports. The Louisiana House of Representatives passed a bill to tax online fantasy sports leagues at 15 percent. The Senate then passed the legislation with amendments, but those were rejected by the House. Legislators were unable to reach agreement of the two versions before the legislative session ended. Lawmakers failed to pass sports betting legislation in the 2019 regular session. Without a regulatory framework, daily fantasy sports wagering, although legalized, cannot move forward for now.

Online fantasy-contest operators must be licensed by the gaming board and pay a 15 percent tax on the adjusted revenues from Pennsylvania players. In the first full year of fantasy sports betting in the state, between May 2018 and April 2019, operators generated \$22.54m in revenue.

The Pennsylvania Gaming Control Board (PGCB) has reported a 35 per cent increase in its fantasy sports revenues during last month compared to the same period last year. The Pennsylvania Gaming Control Board has reported that revenue for May 2019 stood at \$1.8m, up from \$1.3 million in May 2018, the first month in which fantasy betting was allowed in the state.

Eight sites currently offer fantasy sports betting in the state. Yahoo Fantasy Sports had the sharpest increase in revenue while Fantasy Draft saw the largest decrease; FanDuel headed the list of Daily Fantasy Sports operators in the state with revenues of \$960,155 while DraftKings came in second with \$813,346. The two operators accounted for 53 per cent and 45 per cent of the state's overall revenues from the period.

According to state law, online fantasy-contest operators must be licensed by the gaming board and pay a 15 percent tax on the adjusted revenues from Pennsylvania players. In the first full year of fantasy sports betting in the state, between May 2018 and April 2019, operators generated \$22.54m in revenue and \$3.4 million in state tax revenue.

Roy Student, the US-based event ambassador for Clarion Gaming, has described the importance of the forthcoming Casino eSports Conference (September 4-5, Luxor Hotel & Casino, Las Vegas) and the crucial role eSports will have to play in casinos. Mr. Student said: "CEC Vegas will arm senior executives with the information and intelligence they most definitely need in order to fully understand the eSports phenomenon and integrate it as a positive amenity and attraction. This is an exciting and emergent industry and CEC Vegas will enable delegates to hear from and network with colleagues who are already in the space, benefit from their insight and identify the stumbling blocks that should be avoided. Attending an event like this enables the serious players to sidestep the pitfalls and accelerate their profits – it's as simple as that and it's why CEC Vegas is being heralded as one of the key C-Level events on the gaming industry calendar," he added.

Mr. Student concluded: "eSports is an increasingly important vertical within the gaming space and it is therefore totally appropriate that Clarion, the world's most successful organizer of gaming events, should join forces with the CEC team, the most influential voice in the sector to address the commercial opportunities at an event that's taking place in Las Vegas – the home of gaming. The level of interest is building and building in what is the intelligence hub for eSports in Gaming."

The Casino eSports Conference is a two-day hands-on event connecting the casino world directly to the eSports players, marketers, developers, products, services, event providers, lawyers and educators. This event provides the most direct and informative connections to facilitate the infrastructure for all gaming establishments looking to incorporate the esports gaming world.

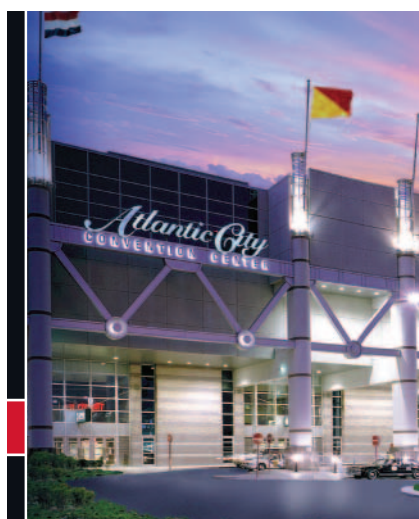
OPERATOR NEWS

The Stars Group Inc has entered into an agreement with the Akwesasne Mohawk Casino Resort for betting and gaming market access and certain retail sports betting operations in the State of New York. The agreement grants The Stars Group an option to operate and brand real-money online sports betting, poker and casino in New York on a first skin basis, subject to license availability, state law and regulatory approvals. The agreement also provides that The Stars Group will provide support services for the launch and operation of a retail sportsbook at the Akwesasne Mohawk Casino Resort in Northern New York.

"We are excited to announce this agreement with Mohawk, which further strengthens our market access as we work to build our FOX Bet business into one of the leaders in the emerging U.S. online betting and gaming market," said Robin Chhabra, CEO of FOX Bet, the new U.S. sports betting brand of The Stars Group. Under the terms of the agreement, Mohawk will receive a revenue share from the operation of the applicable online offerings by The Stars Group and The Stars Group will receive a revenue share from the operation of the retail sportsbook from Mohawk.

SBTech, has gone live with Oaklawn Racetrack and Casino, powering the property's retail sportsbook. The newly refurbished Oaklawn Racetrack and Casino is the first operator in the state of Arkansas to launch sports betting via its in-house venue powered by SBTech. Retail players can access 10 kiosks to bet on a comprehensive selection of sports. Oaklawn will introduce a SBTech powered mobile betting app later this year.

Richard Carter, CEO, SBTech, said: "We are rapidly becoming the supplier of choice for omni-channel sportsbook platform software in regulated and newly regulating US states, as well as major global regulated markets for tier one operators and lotteries. We're delighted that Oaklawn selected SBTech to power their sportsbook in partnership with Churchill Downs and launch the state's first sports wager, and we look forward to extending that to other products and channels in the near future."



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Casino Admiral Sevilla opens following €6m investment



"This fantastic re-inauguration of the Casino ADMIRAL Sevilla, following the complete refurbishment, is another important step in growing our operational business in Andalusia and Spain. The positive feedback we receive daily from our customers and partners is a big motivation for us to continue our successful strategy."

*Manfred Schartner,
Managing Director
Admiral Casinos Spain*

On June 26, the NOVOMATIC Group celebrated the opening of its second casino operation in the independent region of Andalusia in Spain: Casino ADMIRAL Sevilla. After a year of meticulous renovation and refurbishment, the new casino complex welcomes guests to a splendid gaming, dining and entertainment offer that sets new standards in and around Seville.

Following a year of renovation and refurbishment, the new Casino Admiral Sevilla officially opened its doors with a big event for more than 300 invitees and VIPs.

The newest member of the Spanish Admiral casino estate is located in Tomares, a small town at the summit of Aljarafe hills, outside Seville. First opened in 2006 under the original name Gran Casino Aljarafe as the first and only casino in Seville, it was acquired by the Novomatic Group in 2016. Detailed planning and the complete renovation and refurbishment of the majority of the premises created a venue that now complies with the high NOVOMATIC quality standards. It took more than a year and an investment of some €6m to complete the new Casino ADMIRAL Sevilla – with 7,000 sqm of space for gaming floors, Poker areas, restaurants and show venues to cater for a complete entertainment offer. Also, the casino has created additional jobs in the region.

Most of the facilities of the former Grand Casino Aljarafe have been rearranged and the entire

utilization modified to create a guest experience in the true Admiral casino and entertainment style. The refurbishment also created new space with two terraces and an extended gaming area. 1,000 sqm of floor space comprises ultra-modern live tables, slots and sport betting terminals, as well as a dedicated Poker Room for weekly poker tournaments as well as hosting the national and regional Poker series. The casino offers the largest variety of live games in the entire province of Seville: Poker cash tables (Omaha & Texas Hold'em), American Roulette, Black Jack and Caribbean Poker, as well as two modern electronic Roulettes. Moreover, Casino Admiral Sevilla has more than 100 state-of-the-art slot machines with leading games and the latest in terms of technology.

The Admiral Arena Sports Bar has been added to the casino offer providing sports betting with all the amenities that real sports lovers deserve: a great social atmosphere and large video walls to enjoy the most exciting football matches, rugby, super bowl or any other sports event, together with friends and



The Novomatic team attending the event included: Francisco Vidal, Bernhard Teuchmann, Jose Luis Sanz, Manfred Schartner and c Pedro Jaen



The event was hosted by the management team of Admiral Casinos Spain and Novomatic Spain who were introducing the ADMIRAL brand to the region of Seville. Keynote speakers Manfred Schartner, Managing Director Admiral Casinos Spain, and Francisco Vidal, COO ADMIRAL Casinos Spain welcomed guests to an evening of entertainment and surprises

fellow sports fans. Special culinary delights are offered by the Kaori restaurant with its new Sushi Bar and Teppanyaki grill or at the Miami Lounge Bar that puts on a tasty menu based on Spanish and Andalusian specialities in a beautiful outdoor area with a wood-burning oven and a lavish BBQ grill.

The full-service offer at Casino Admiral Sevilla is complemented by the 500 sqm event and convention venue Sala Tarsis. Its features, location and infrastructure recommend it as the perfect place to organize social events, seminars or business meetings. The experienced team at the Casino ADMIRAL Sevilla is on hand to organize any kind of private or public event.

The result of the transformation of the Casino Admiral Sevilla is a new and modern integral space for leisure and entertainment near the largest city of Andalusia that combines leading technology, excellence in service and premium

entertainment in true ADMIRAL style.

In short, the Casino ADMIRAL Sevilla welcomes guests to a variety of things to enjoy: top gastronomy, regular events & shows, premium gaming and betting technology, poker tournaments, live sports events & much more.

Manfred Schartner, Managing Director Admiral Casinos Spain, said: "This fantastic re-inauguration of the Casino ADMIRAL Sevilla, following the complete refurbishment, is another important step in growing our operational business in Andalusia and Spain. The positive feedback we receive daily from our customers and partners is a big motivation for us to continue our successful strategy.

Delegates included Manuel Vázquez Martín, General Director of Taxes, Finance and Gaming of the Spanish Government in Andalusia, as well as Jose Luis Sanz, the Mayor of Tomares, and

representatives of the local municipality, executives and leading representatives of major business partners and tourist institutions, key players of the Spanish casino industry, specialist media and the local press were joined by top executives of Novomatic Spain and Admiral Casinos Spain.

The event was hosted by the management team of Admiral Casinos Spain and Novomatic Spain who were proud to introduce the ADMIRAL brand to the region of Seville. Keynote speakers Manfred Schartner, Managing Director Admiral Casinos Spain, and Francisco Vidal, COO ADMIRAL Casinos Spain welcomed guests to an evening programme of culinary delights, entertainment and surprises. The agenda included a magic show performance, live music, as well as a full presentation of the complete offer of the venue – but first and foremost: drinks, dinner and a party to celebrate the arrival of the Casino ADMIRAL in Seville.

Summer festivities bring the spirit of the Riviera to Monaco



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

"It's the first time that we have hosted a poker tournament of this scale and we are extremely proud of the achievement."



The Casino de Monte-Carlo and Casino Café de Paris played host to two high energy extravaganzas over the summer, with an exclusive weekend dedicated to No Limit Texas Hold'em and a fabulous evening celebrating "Dolce Vita da ricordare"

Following the effervescence of the Roaring Twenties in 2018 and the magic of 'Winter Chic' in February, Casino Café de Paris performed another makeover on Saturday July 6 to celebrate summer, with an evening under the theme of Dolce Vita, in honour of its players. Offered as an exclusive preview to its members, the Dolce Vita event is part of the exclusive experiences provided within the framework of the My Monte-Carlo loyalty programme, which today has over 27,000 members. The programme is open free of charge to customers of the casinos and all of the establishments of Société des Bains de Mer.

Casino Café de Paris welcomed members of the My Monte-Carlo loyalty programme to a majestic show on Place du Casino, with artists moving through the air thanks to bouquets of balloons and musicians setting a festive mood for guests arriving at the venue. The transformed casino featured fountains, Vespas and pin-ups offering limoncello, spritzers and toffee apples to get the evening started. A cocktail creation was served from a fifties' style petrol pump and musicians, crooners and DJs had the whole place moving and enjoying the thrills of gaming. VIP customers were received in a space inspired by the loveliest beaches on the Riviera during the era.

The Casino opened to the public at 10pm, with the chance of winning a night in the sublime Princesse Grace Suite in Hôtel de Paris Monte-Carlo, the most exclusive setting on the Riviera with its 910sq.m and a spectacular view of the Mediterranean.

The events programme at Casino Café de Paris is aimed at strengthening its positioning with local customers as a friendly venue thanks to the hospitality and service of Monte-Carlo. As Rudy



Tarditi, director of Casino Café de Paris, explains: "The players themselves describe the venue as a warm place, synonymous with pleasure and entertainment. At Casino Café de Paris, the staff maintains strong links with the customers, and this pays off in terms of their loyalty. Every day, this is demonstrated in many ways: generous winnings, delicacies and beverages served at the slot machines, free parking, etc. These gestures all justify the signature of the venue: "the Casino that loves you."

A FIRST FOR THE CASINO DE MONTE-CARLO

Two poker tournaments took place at Casino de Monte-Carlo this summer, as the luxury gaming venue was gripped by the thrill of No Limit Texas Hold'em. In June, the Casino de Monte-Carlo Casino opened its doors for an exclusive summer weekend dedicated to No Limit Texas Hold'em and a total prize pool of €1.2 m.

Organised with the help of the WSOP, the two tournaments were a huge success and were a first for the Casino de Monte-Carlo, welcoming some of the biggest players invited from casinos around the world.

To be in with a chance of winning the Holy Grail, totalling €1m on the Saturday and €200,000 on the Sunday, players had to make it through a qualifying round of banking games. The qualifying rounds took place between the May 8 and June 21, with players having to make the best possible 5-card combination from the seven they had in their hand.

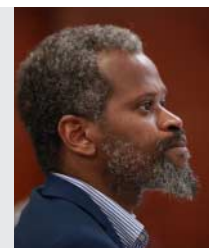
The highlight of the weekend was on Saturday at 5 pm when 60 participants went head to head, all hoping to land the prize pool of €1m: a first for the Casino de Monte-Carlo, renowned for transforming poker into a luxury gaming experience. A second tournament brought together 46 players the next day with a prize pool of 200,000 euros. A buzzing atmosphere and heightened emotions for a unique experience.

"This legendary tournament fits perfectly within our vision as a Group," explains Jean-Luc Biamonti, Deputy Chairman of Société des Bains de Mer. "Numerous players have told me that through these unique events, we succeed in providing them with the greatest resort experience in Europe."

ICE Africa drives investment and economic contributions

Insight

ICE AFRICA
Global Gaming Africa



John Kamara,
Co-founder of the Global Gaming
Africa consultancy and ICE Africa
Brand Ambassador

"The ICE brand, which is one of the most respected in international gaming, can help develop a deeper understanding of the contribution the industry can make in relation to the social economic development of many national economies in Africa. By bringing this to the forefront of the debate we can have meaningful conversations concerning investment, and the far ranging benefits of a robust, socially responsible gaming industry can have in terms of employment, taxation and contributions to GDP."

John Kamara, co-founder of the Global Gaming Africa consultancy and one of the most respected thought leaders across the pan-African industry, has been confirmed as Brand Ambassador for ICE Africa 2019, which is taking place across 2-3 October at the Sandton Convention Centre. The second edition of the showcase event will be seeking to build on its highly successful launch which attracted 1,597 gaming professionals from a total of 89 countries.

Reflecting on his role as Brand Ambassador, John Kamara said: "I am delighted to be helping the team at Clarion Gaming further develop the ICE brand in Africa. A huge amount of extremely positive work was achieved in year one and I consider my involvement in the launch of what is the largest gaming event to be held on this side of the world, to be one of my proudest professional achievements.

"There's no doubt that ICE Africa has proved to be an invaluable focal point for the industry, providing a professional meeting place for the a-z of gaming on the continent."

Looking ahead to the next stage in its development, John Kamara added: "The ICE brand, which is one of the most respected in international gaming, can help develop a deeper understanding of the contribution the industry can make in relation to the social

economic development of many national economies in Africa. By bringing this to the forefront of the debate we can have meaningful conversations concerning investment, and the far ranging benefits of a robust, socially responsible gaming industry can have in terms of employment, taxation and contributions to GDP."

ICE Africa's two day free to attend conference and exhibition provides an invaluable opportunity for operators, regulators and suppliers to meet, network, share best practice and see the very latest gaming products from the industry's leading innovators. Described by industry observers as 'A showcase event that Africa can be proud of' attendees will benefit from a programme of engaging content encompassing Thought Leadership, Training, Regulation, Online vs Retail, Integrated Resorts, Branding, Marketing, Sports, eSports and much more.

A huge amount of extremely positive work was achieved in year one and I consider my involvement in the launch of what is the largest gaming event to be held on this side of the world, to be one of my proudest professional achievements. There's no doubt that ICE Africa has proved to be an invaluable focal point for the industry, providing a professional meeting place for the a-z of gaming on the continent."

**John Kamara, co-founder of
Global Gaming Africa**

Barrière Casinos upgrade offer across leading French casinos



Fabrice Gerze

Corporate Gaming Director, Casinos Barrière

"NOVOMATIC products are installed in our three Swiss casinos in Montreux, Fribourg and Courrendlin. Players especially appreciate the new V.I.P. Lounge cabinets for their comfort thanks to the armchair and the good screen resolution of the V.I.P. Lounge Curve 1.43. NOVOMATIC has rejuvenated the market of slot machines in particular through the diversity of new games like Voodoo Fortunes, Viking and Dragon, From Dusk Till Dawn, MacGyver. This offer perfectly complements the 'old' pack including the Book of Ra and the classic fruit games."

In recent months, the NOVOMATIC floor share at French casino group Groupe Barrière has seen a constant increase, with new cabinets and games being added to the existing offer on numerous gaming floors across the large casino estate. The distinguished French operator puts great emphasis on first-class customer experience; comprising service, ambience and equipment – and NOVOMATIC's gaming technologies are a perfect match

Groupe Barrière is a leading French casino operator with 33 sophisticated casinos, 18 luxury hotels, all of which are classed either four or five star, as well as 15 spas, three golf courses and two tennis clubs. The 'Tables Barrière' brand encompasses a whole world of culinary experiences in 120 establishments, one of which is the renowned Fouquet's at the Paris Champs Elysees.

Founded in 1912 Barrière is dedicated to offering high-end leisure and entertainment amenities based on more than a hundred years of tradition and shaped by three generations of visionary entrepreneurs. The brand has perfected operational excellence to serve its national and

international clientèle with the highest of standards.

Located in iconic seaside and spa resorts, top tourist attractions and major cities, the Barrière casinos are home to a total of more than 6,200 slot machines, more than 900 electronic table games (750 NOVOMATIC ETGs), and more than 250 live gaming tables. To maintain the highest standards in terms of gaming technology and innovation, Barrière relies on leading international OEMs – among them NOVOMATIC with whom the Group maintains long-standing business relations based on trust, premium product quality and excellent service. NOVOMATIC games and machines can be found throughout most of the Barrière casino estate.

The success of Barrière and our close collaboration has allowed us to expand and develop our product range in line with their customers' expectations and deliver compelling casino offerings throughout their impressive casino portfolio."

In 2011, Barrière was the premier French casino operator to introduce NOVOMATIC ETGs – with the first NOVOMATIC electronic Roulette at the casino in Niederbronn. Today, the number one casino in Enghien-les-Bains offers a lavish NOVOMATIC ETG Roulette installation with 82 NOVOSTAR SL 1.27 and EXECUTIVE SL 1.24 player stations connected to fully automated NOVO Multi-Roulette wheels. The Casino Barrière in Toulouse has even more player



positions: This ETG installation comprises 90 terminals and is the biggest in mainland Europe. Another popular sight in the Barrière ETG areas is the elegant LOTUS Roulette island unit with six integrated player stations. One of these fully automated Roulette islands is presented at the Casino Barrière Sainte-Maxime's live gaming area – with a beautiful view of the Gulf of Saint-Tropez.

Recently, NOVOMATIC equipment at Barrière has seen an increasing surge of upgrades. The latest cabinets have been installed with a variety of multi-game editions and single games – and recently, especially the NOVO LINE Novo Unity II ETG offer has been greatly expanded with 174 additional ETG terminals in the first quarter of 2019 only. Impressive NOVOMATIC ETG installations can be found in locations such as Enghien-les-Bains, Toulouse or Lille, to name only three.

Guests of Barrière Casinos find all the latest NOVOMATIC Curve cabinets like the PANTHERA Curve 1.43, V.I.P. Lounge Curve 1.43 and NOVOSTAR V.I.P. Royal 2.65 with the market-specific NOVO LINE Interactive Concurve and Impera-Line HD 'France' multi-

game editions or a broad choice of Standalone Progressive titles like Book of Ra – Mystic Fortunes, Goddess Rising and Treasures of Tut as well as the highly popular Asian theme Asian Fortunes and the gripping Voodoo Fortunes.

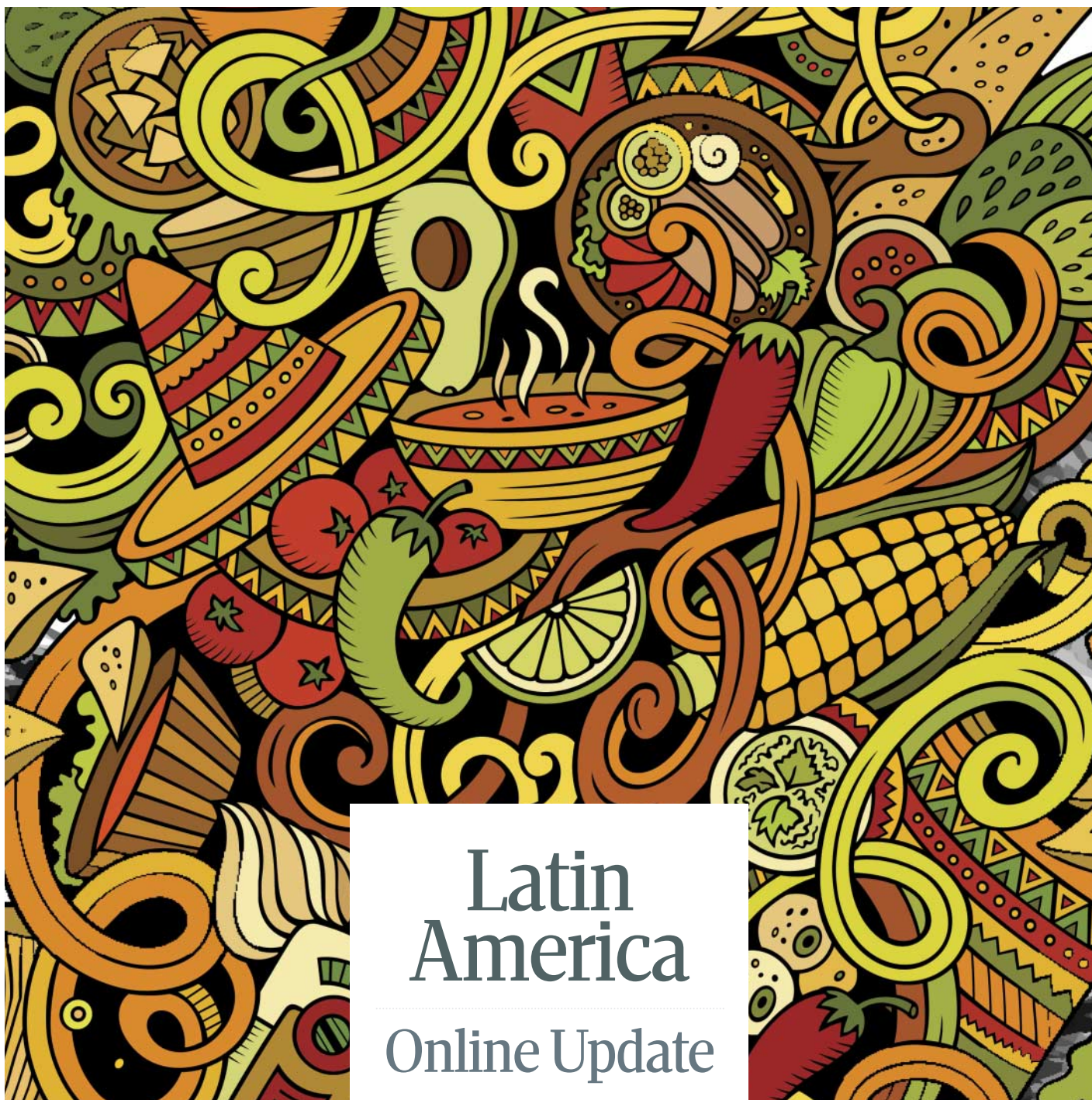
These games ideally complement the growing range of NOVOMATIC curve cabinets featuring upright 4K UHD LED screens. In particular, the V.I.P. series of cabinets is a perfect fit for the Barrière approach to excellence and style. Their V.I.P. chairs position the guest in a perfect position for an intense experience of comfortable gaming thrills while large upright screens of 43ins. and even 65ins. diameter convey a powerful graphic game presentation: Maximum impact gaming in luxury style.

Multi-screen cabinets like the V.I.P. Lounge 2.32 and the luxurious NOVOSTAR V.I.P. 3.50 are also a frequent sight across the casino estate – especially with Impera-Line HD France, which offers a popular array of content for French players. Also Ainsworth A600 and A640 machines have found their way in the leading French casinos, with game content such as PACMA Wild Edition and the Mega-Choice Treasure mix.

Fabrice Gerzé, Corporate Gaming Director Barrière, explained: "NOVOMATIC products are also very well installed in our three Swiss casinos in Montreux, Friborg and Courrendlin. Players especially appreciate the new V.I.P. Lounge cabinets for their comfort thanks to the armchair and the good screen resolution of the V.I.P. Lounge Curve 1.43. NOVOMATIC has rejuvenated the market of slot machines in particular through the diversity of new games like Voodoo Fortunes, Viking and Dragon, From Dusk Till Dawn, MacGyver. This offer perfectly complements the 'old' pack including the Book of Ra and the classic fruit games."

Lawrence Levy, outgoing VP of Global Sales NOVOMATIC, said: "We are very proud of the long-established relationship between Groupe Barrière and NOVOMATIC. Our strengthened partnership helps us to continue working to improve the casino experience in France.

The success of Barrière and our close collaboration has allowed us to expand and develop our product range in line with their customers' expectations and deliver compelling casino offerings throughout their impressive casino portfolio."



Latin America

Online Update

Legislators in a number of jurisdictions in Latin America are making significant headway in regulating the online market. In a surprise development major changes are on the way in Brazil while in Argentina the government of Buenos Aires province has given online gambling the green light in order to generate much needed additional tax revenue. Meanwhile the regulated online market in Colombia has proven to be one of the industry's bright spots in the region. But while progress has been made in some countries others lag significantly behind and Latin America continues to present an extremely varied picture when it comes to online regulation. In addition currency devaluation, rising inflation and growing economic as well as rising political uncertainty often makes it hard to predict how governments will regulate the market.

However, the potential of the market is undeniable and governments are starting to

Argentina, Bolivia, Brazil, Chile, Colombia, Mexico, Paraguay, Peru, and Uruguay. G3 explores the progress made in online gaming sectors in 2019 across multiple markets in South and Central America

regulate the space more closely. While customers are increasingly better served by a more closely regulated land based casino industry there is still plenty of room for government sanctioned online gambling. Gambling as an entertainment option has gained considerable ground over recent years and attitudes to the industry are far more open than they used to be. Demand is particularly high due to the huge local passion for sports while awareness is being driven forward by increasing presence of online gambling companies via sponsorship deals with football clubs as well as in local media.

So what inroads are legislators making? Where is progress being made? Which jurisdictions look likely to continue to lag behind? What are the most important developments of late and what can we expect to see from the Latin American online gambling market going forward?

Insight

LATAM ONLINE

Uruguay



Uruguay

According to the most recent studies around 91,000 Uruguayans gamble online. It is believed that offshore operators generate millions a year in Uruguay although the exact amount is unknown. However, according to the Luis Gama the head of The Uruguayan Board of Lotteries and Pools Betting (DNLQ), Uruguayans gamble between at least US\$10m and US\$20m a year online

The government has taken a number of measures of late in order to protect the state-run monopoly over online gambling and bolster revenues. In February 2018 the DNLQ announced that the government agency was working together with a number of different organisations to detect online gambling sites. Regulations in force in the country prohibit any type of betting not specifically authorised by law.

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

The DNLQ has compiled a list of sites that will be blocked. Although the prohibition of bets not authorised by the state derives from previous legislation this was reinforced in 2017 via both an executive decree as well two articles included in the new Accountability Law, which was put forward by the Executive branch. The law is designed to balance the federal budget and support the country's projected growth, and impacts both individuals and companies. According to the law

In July 2018 it was revealed that The World Cup along with the blocking of offshore betting sites had led to a significant increase in sports betting via the only authorised sports betting site in Uruguay. According to Gama there was an increase in sports betting of over 50 per cent in June compared to May via Supermatch in 2018. In May sports betting stood at \$200 million pesos and in June the figure reached \$290 million (around US\$9.1m).

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

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

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

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In February 2018, 17 offshore gaming sites found to be operating illegally in Uruguay were blocked after they had been identified by the DNLQ. 178 sites have been blocked so far and the DNLQ is moving to block 40 more in the near future. The blocking of sites is

Most of Uruguay's landmass is too far away from cities to have wired Internet access. For customers in these rural and low density suburban areas, fixed wireless ISPs provide a service. Wireless Internet service has also provided city Internet users with some degree of choice in a country where private companies have not been allowed to offer wired alternatives (e.g. cable TV Internet, fiber to the home) to the state-operated ADSL service. Internet access via cell phone networks is probably the most vibrant and competitive Internet marketplace in Uruguay. All the Uruguayan cell phone companies (Antel, Claro, Movistar) offer data plans for their smartphone users as well as USB modems for personal computers.

carried out once the DNLQ publishes a notice in the Official Government Gazette. When no one comes forward and provides credentials when it comes to the company offering its services in Uruguay then the government notifies URSEC, which then blocks access to the site via the three cellular telephone service providers in Uruguay (Antel, Claro and Movistar).

However, the market could open up slightly long term. Mr. Gama said recently that after blocking illegal websites and "cleaning up the offer" of online betting, the government might look into the possibility of a tender process for more online gaming licences.

2019 will see a number of improvements with games being fine tuned and the board is hoping for steady growth for this year. In December 2018, Supermatch and the National Basketball Association (NBA) announced a new multiyear partnership that will make Supermatch the first official gaming partner of the NBA in the country and the league's first in this category in Latin America.

The partnership will be promoted in more than 6,000 retail locations in Uruguay, on Supermatch's and NBA's online platforms, including NBA.com, the NBA App and NBA Latin American social media platforms. As part of the partnership, Supermatch will use official NBA data and branding across its land-based and digital sports betting offerings throughout Uruguay.



Colombia

Colombia was the first country to pass a comprehensive online gambling law. Since passing the law in 2016, the Colombian gaming regulator, Coljuegos, has now granted 17 online gaming licences. Both local and foreign companies currently offer their services online to Colombians, while the land-based sector will also see an expansion in this growing gaming space

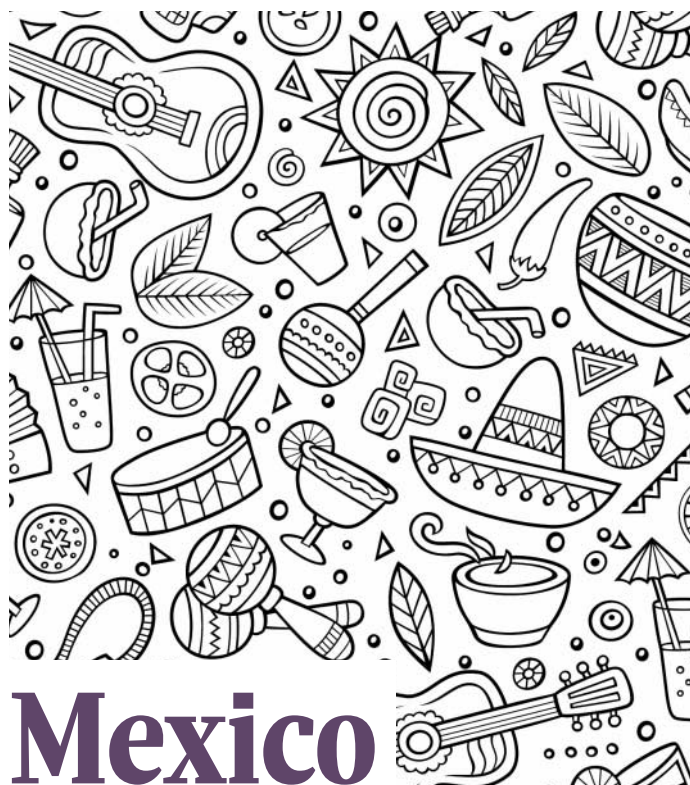
The market has shown rapid growth reflecting the potential of a well regulated market in other jurisdictions and there are now over 1.9 million online registered players nationwide. In February 2019, Coljuegos reported a record collection of revenue from online gaming licensing and exploitation rights during 2018.

Operator rights for online gambling reached over \$37bn (US\$11.8m), as reported by the President of the organisation, Juan B. Pérez Hidalgo. Going hand-in-hand with licensing, the government has also cracked down on illegal online and land-based gambling leading to a much more strictly regulated market and a more even playing field for licensed operators.

In 2018, the board seized 2,813 illegal slot machines as well as a large haul of other illegal gambling equipment. It also blocked, with the help of other government bodies, as many as 2,616 unauthorised online betting sites and signed a number of pacts with regional governments in order to clampdown further and coordinate efforts on a national level.

According to new regulations, operators granted a licence must adhere to a number of strict obligations and meet the technical requirements as per the terms granted to it by the state. Meanwhile, Coljuegos, with the help of the National Police, has continued to manage the blocking of unauthorised web pages strengthening the sector even further.

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Mexico

Online gaming has been permitted via special license in Mexico since 2000, but only land-based operators have been allowed to offer their services locally. As land-based operators may offer online services via a licence granted to them by the Interior Ministry (SEGOB), a number of foreign operators have signed agreements with local operators

Online gambling via licensed sites in Mexico currently accounts for a small proportion of casino revenue. Currently, the online operations generate minimal income for the land-based gaming and betting companies.

Overall, the gaming market is dominated by casinos, where slots account for 80 per cent of revenue, 15 per cent is generated by games such as bingo and table games, while online gaming is estimated to contribute just five per cent.

Offshore operators continue to target the market operating in a grey area as there are no specific rules in place on a federal level when it comes to online gambling.

According to the Mexican Gaming Association (AIEJA) the online gaming sector is up to three or five times bigger than the land-based sector, but the vast majority of the online market comes from offshore operators.

According to some reports the online sports betting market could be growing by as much as 50 per cent per year. According to a report

commissioned by local operator, Caliente, the value of the online betting business in Mexico could be worth as much as US\$2bn. Of this, however, 90 per cent of the US\$1,800m is generated via illegal sites.

A new gaming law which would replace Mexico's Raffles and Gambling Act, and which covered online gambling, was passed in the Chamber of Deputies in December 2014. However, it looks increasingly less likely that the law will be enacted as it has been stalled in the Senate for years.

Online gambling regulation could well come under the scope of new rules and regulations now being considered by senators belonging to the left wing party the National Regeneration Movement (MORENA).

Lawmakers have put forward an initiative to increase taxes on gambling and change online gambling rules. The new law also seeks to give the central government more say when it comes to establishing tax rates over the industry.



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Paraguay

The opening up of the online market has been slow and very little progress has been made when it comes to regulating the market. The National Gaming Commission (CONAJAR), has also been beset by a number of scandals over the last few years

The CONAJAZAR scandals include a failed tender for a large scale casino and hotel in Ciudad del Este and subsequent allegations of corruption involving city officials over accusations that they had unlawfully paved the way for the use of government land valued at around US\$185m for the construction of the hotel and casino.

In February, the newly appointed President of CONAJAZAR, José Ortiz, said that the regulator was aiming to update gaming laws. Law 1.016 / 97, which covers the gambling industry in the country, does not

include any new games, so new laws will be put forward in order to cover online gaming.

Ortiz said that the 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

With only 5.6 per cent of the population having access to a land-line connection, the meager telephone network has resulted in rapid growth in mobile phone use. Paraguay has the lowest fixed-line telephone density in South America, with 5.6 lines per 100 residents, compared with 8.7 per 100 in Bolivia, 21.9 in Brazil, and 24.9 in Argentina.

Peru enjoys a remarkably high dial-up Internet penetration rate, but broadband Internet penetration is more than two-thirds below the average for Latin America and Caribbean countries. Barriers include widespread poverty, limited literacy, limited computer ownership and access, rugged topography and, perhaps most significant, a lack of meaningful competition which has made broadband Internet access in Peru one of the slowest and most expensive in the region.

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.

For now the online gambling offer is extremely limited. CasinoAmambay.com, which has been in operation since December 17, 2017, was the first licensed operator to offer online casino games.

The site is operated by Maxxi Media, a company with headquarters in the Netherlands Antilles.



Peru

The government has issued a small number of licences to operators, with those licensed operators reporting high returns. As a result, a number of operators are already present while a number of other sites are positioning themselves more strongly in the market

Unlicensed offshore operators still target the market meaning that the government continues to lose significant amounts of tax revenue. The regulatory body, the Foreign Trade and Tourism Ministry (MINCETUR), has been looking at regulating the industry for some time in order to generate additional gaming revenue and ensure that online gaming sites meet with money laundering requirements, as

well as player protection measures, especially when it comes to the protection of minors.

While Peru was one of the first jurisdictions to officially allow for online gaming in the region and allows a number of online sites to offer their services locally, the government wants stricter rules in place to prevent offshore operators from offering their services in Peru.

New regulations are needed as sports betting via offshore sites stands at around US\$450m per year.

There are currently around 24 sports betting companies that operate in the country in accordance with local gaming laws including Intralot, Betsson, Bwin, Inkabet and Total Bet. Of the 24, 17 offer both online and retail sports betting.

Most of the bookmakers are foreign operators, with some only offering online sports betting as part of their product portfolio.

New rules covering online gaming have been in development for two years and will 'probably' be addressed by Congress this year. In October 2018, the General Directorate of Casino Games and Slot Machines (which in turn comes under the supervision of MINCETUR) explained that the legal team had completed the final draft of a new online gambling law. According to Manuel San Román,

the head of the directorate, there are a number of international operators that are interested in operating in Peru once the market is regulated further.

Manuel San Román said that there will be no ceiling on the number of companies wishing to take part, while the board will initiate a crackdown on unlicensed operators.

The bill puts in place criminal penalties for those found to be operating online games illegally. In addition Internet service providers that allow unauthorised platforms to operate will be fined.

The initiative includes a series of other measures to combat illegal gambling such as the prohibition of any type of sponsorship and an advertisement ban on unlicensed betting companies. Although the exact details of the new act remain vague for now it is believed that online sports operators will have to pay a monthly tax of 12 per cent on net income.

New rules covering online gaming have been in development for two years and will 'probably' be addressed by Congress this year. In October 2018 the General Directorate of Casino Games and Slot Machines (which in turn comes under the supervision of MINCETUR) explained that the legal team had completed the final draft of a new online gambling law.



Argentina

In Argentina online gaming has been permitted since 2006, but only on a province-to-province basis and there is no national law in place that regulates online gaming. Nor is it likely that a nationwide policy will be enacted anytime soon. Instead, provinces will continue to decide on the future of online gambling in each jurisdiction. At present, seven Argentine provinces are looking at new regulations, while Chaco, Misiones, San Luis, Tucumán, Neuquén, Río Negro, Entre Ríos and the province of Buenos Aires currently allow online gaming

The governments of Misiones, San Luis and Tucumán run their own online gambling sites (MisionBet, Jugadón and Pálpitos24).

Meanwhile Neuquén and Río Negro allow their land based casinos to run online casinos Magic and Del Río). Meanwhile, online gambling is limited in Entre Ríos as the province only allows online gambling via an online version of quiniela. In addition, almost all government sanctioned sites only offer online casino and not sports betting. The only exception is Pálpitos, in the province of Tucumán, which offers a wide variety of sports betting options from all over the world and allows betting on domestic football matches as well.

Generally speaking, private operators trying to offer their services have not met with much success. For example, in Formosa, Formoapuesta went online in March 2006. Initially a joint venture between Argentine investors and UK-listed company BetonSports, Formoapuestas obtained the licence in the province of Formosa through a government agency called the Institute for Social Assistance in

In 2018, in the province Buenos Aires, prosecutors secured a three-year prison sentence for the person responsible for the organisation and running of the online betting websites Miljugadas.com, Miljugadas2.com and Miljugadas55.com. In addition, the government of the province has obtained more than 130 court orders to block illegal sports betting sites. It has also achieved the blocking of credit cards, virtual wallets and bank accounts.

Formosa (IAS). However the IAS revoked its licence shortly afterwards.

Provinces in the future will probably opt to run online gaming services themselves via provincial lotteries or via a third-party.

CONTROVERSY CONTINUES

Online gaming continues to be a controversial issue. In 2017, the Buenos Aires prosecutor's office ordered that the online gambling site in Misiones be closed, arguing that it operated in contravention of local gaming laws. Authorities had requested the closure after a bet had reportedly been made via the site within the city limits of Buenos Aires, whereby a total of \$460m pesos was embargoed in the bank accounts belonging to those responsible for the site.

In December 2017, a court in Buenos Aires unblocked the website as experts were able to prove that the site blocked bets made outside of the province and was able to locate precisely where in the country, or in the world, the bet was being made and block it when appropriate. Specifically, the judge also found that there were

sufficient player identification measures in place to identify that the player was not making bets from within the city limits of Buenos Aires. The site is now open, but may only be accessed via computers located in the province.

In addition, local authorities have been cracking down on online operators operating without a licence. In 2018, in the province Buenos Aires, prosecutors secured a three-year prison sentence for the person responsible for the organisation and running of the online betting websites Miljugadas.com, Miljugadas2.com and Miljugadas55.com. In addition, the government of the province has obtained more than 130 court orders to block illegal sports betting sites. It has also achieved the blocking of credit cards, virtual wallets and bank accounts.

BUENOS AIRES

Significant process is being made in the province of Buenos Aires and the capital with online gambling scheduled go live in both soon.

The government has historically been opposed to opening up the online gaming industry but needs to raise additional income in the face of another economic crisis. Argentina's currency crisis is getting worse despite action by policymakers and a \$50bn financial package from the International Monetary Fund (IMF). The peso has devaluated over 100 per cent over the last year and in November Argentina's Senate approved an austerity budget that slashed social spending and raised





In December the legislature of the Autonomous City of Buenos Aires authorised online gambling. The local government expects to raise \$500m through the new initiative. The law was passed by 34 votes in favour and 22 against. The new bill allows for online sports betting and online casino. In the same month the Legislature of the province of Buenos Aires approved laws that permit online gaming throughout the province.

debt payments to meet the demands of the IMF bailout.

In order to raise money the governor of the Province of Buenos Aires María Eugenia Vidal and Horacio Rodríguez Larreta the mayor of City have both pushed through online gaming laws in their respective jurisdictions.

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The province of Buenos Aires was the first to officially put new rules in place. According to the Official Gazette of the province of Buenos Aires the province will grant up to seven licenses in all. Only one licence will be granted per operator. The operator may be either based in the province of Buenos Aires or be a foreign legal entity (legally registered to operate in the province) and will be permitted to advertise its offer (with certain restrictions in place). The government will set up a commission that will be responsible for granting the licences and will take into account 20 minimum requirements, including the financial background, technical know how as well as data security measures, and the number of events and sports the potential licensee plans to offer. The player must be located in the province while making a bet online according to the new law.

The companies that operate online gaming in the province must pay 15 percent of gross income, eight per cent in the form of a specific tax on online gaming as well as a two per cent fee. The newly regulated industry will be run by the

provincial Executive Power, through the Provincial Institute of Lottery and Casinos (IPLyC).

International interest in the new licences has been high. In June the government announced that seven operators had put forward bids in order to offer online gambling in the province with more likely to follow before the deadline lapses on June 25.

Crucially a number of international companies have teamed up with local partners in order to take part. Atlantica de Juegos has put forward a proposal with Stars Interactive. ArgenBingo are working with William Hill. Bingo Pilar with PPB Counter Party Services (Flutter Entertainment, the operator formerly known as Paddy Power Betfair). While local operator BinBaires is teaming up with Intralot. Meanwhile, Hotel Casino Tandil-Dynamo Tyche is making a move into the market with Playtech Software Limited. However two local operators: Biyemas and Slots Machines have opted to take part without a foreign partner.

A similar licensing model has been put into place in the city of Buenos Aires. At the end of May the Legislature of the City of Buenos Aires approved the final regulation of online gambling, which specifies that the Lottery of the City of Buenos Aires (LOTBA) will be the supervisory body over the industry.

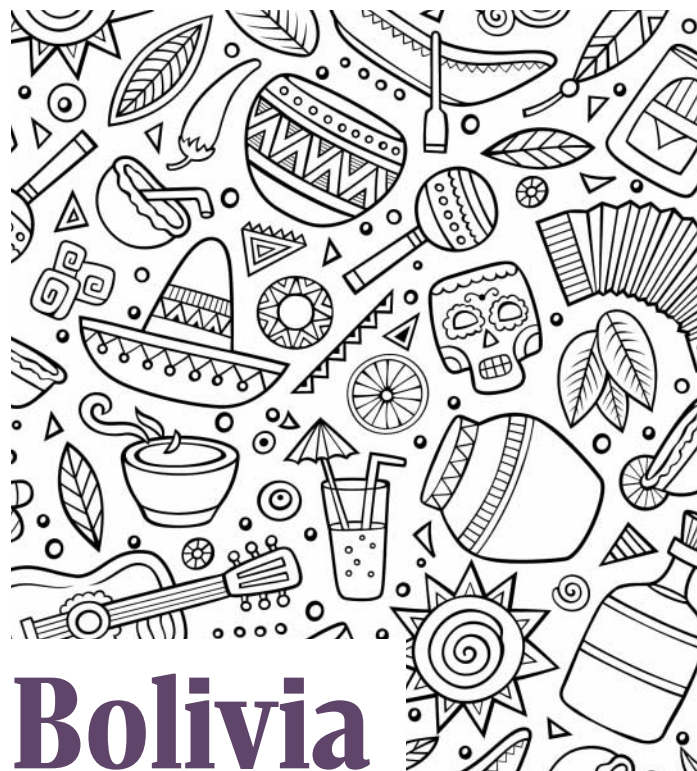
Resolution No. 80/19, put forward by LOTBA, was endorsed with the votes of the ruling bloc and the rejection of other parties, winning 34 votes in favour from the ruling party and 26 negative votes from other parties. The regulation covers "all online games of chance and / or skill, sports betting, virtual games and non-sporting events, made through the use of machines, instruments or supports, or any type or technology." This includes online casino and sports betting.

However, the tender for the new licences in the city of Buenos Aires has not yet been launched.

Insight

LATAM ONLINE

Bolivia



Bolivia

Bolivia still continues to lag behind both in the land-based gaming space as well as online. The gaming industry in Bolivia is still largely unregulated with illegal gaming widespread. There are currently no laws in place when it comes to online gambling

In October 2016, Bolivia's Authority of Taxation and Social Control over Gaming (AJ), announced that new rules to control online gaming were needed, but no action was taken.

In July 2018, an investigation carried out by the AJ revealed that players in Bolivia use at least seven online casinos operated by web pages hosted outside the country. According to the study, between 2013 and 2017, \$b2.6m was gambled via offshore betting sites. The report advises "establishing a responsible legal framework" to regulate online activity in Bolivia, so that it more closely reflected the current gambling landscape.

According to the study the most visited online casino websites are Casino Estrella, Slots Magic, Bet 365, Exbet, BWIN, and Fortuna Juegos. All of these are illegal, since there is no legislation for online gaming in place. By analysing the transactions of the credit cards used, the regulator

concluded that online gambling has been steadily increasing between 2013 and 2017.

From 2011 to August 2017, 1,413 government interventions were carried out on illegal gambling websites in Bolivia. In addition, the report found it important to note the high number of Internet searches "related to online gambling, which shows that the Bolivian population is interested in pages that allow them to bet and play virtually, whether via online casinos or through sports betting."

The study recommended the "establishment of a responsible legal framework" to regulate online gambling in order to more accurately reflect the gambling landscape in Bolivia "especially after the development the sector has experienced since 2011 with the growth of unlicensed companies which offer (casino) games and also online bets." However it is unlikely that any real change to the online gambling market will happen anytime soon.

The Internet in Brazil was launched in 1988. In 2011 Brazil ranked fifth in the world with nearly 89 million Internet users, 45 per cent of the population. In 2010, Brazil had 13,266,310 fixed broadband subscriptions, 6.8 per 100 residents; broadband Internet access was available in 88 per cent of Brazilian cities, surpassing all expectations for its expansion. By 2017 this value had risen to 64.7 per cent. In 2016 and 2017, major internet providers announced their interest in introducing data caps, a decision that was met with major backlash. Many technologies are used to bring broadband Internet to consumers, with DSL and cable being the most common (respectively, about 13 million and nine million connections), and 3G technologies. 4G technologies were introduced in April 2013 and presently are available in over 90 per cent of the country.



Brazil



Under Brazilian law any game involving a bet is a crime according to the Criminal Contravention Act of 1941. As this law still stands, any type of gaming activity that does not have its own regulations is considered to fall under the Act. Consequently, sports betting and online gambling remains banned for now. In fact, sports betting is still only allowed via horse races at official racetracks and via a number off-track betting shops. Major changes, however, are on the way with the impetus coming from the newly elected government

With no bricks and mortar betting solution on offer the online market in Brazil has grown considerably and it is now estimated that Brazilians gamble as much as US\$600m a year via offshore sports betting sites.

Two major gaming bills – one in the Senate and the other in the Chamber of Deputies – both cover online gambling to a limited degree, but the Brazilian government now looks set to allow online gaming and sports betting via another legislative route.

PROVISIONAL MEASURE 846/18

Rising crime and security played an important role in shaping the outcome of the recent Presidential election. One of the newly elected Jair Bolsonaro's flagship campaign issues had been to increase security for Brazilian citizens. Increased lottery income is expected to foot part of the bill. In a move that took many by surprise the National Congress of Brazil approved new gaming legislation that will allow for both online and land-based sports betting.

The bill, Provisional Measure 846/18, deals mainly with how lottery funds are distributed giving priority to National Security. A much larger proportion of resources operated by Brazil's largest state-owned bank and lottery operator – the Caixa Econômica Federal (CAIXA) will be earmarked for public security, while the bill seeks to raise additional income for the government by green lighting sports betting and gives the Ministry of Finance initially, just two years to get sports betting up and running. However, this can be extended for another two years.

As far back as 2012, CAIXA, along with the Ministry of Finance, has been looking at ways to offer sports betting in a limited way online and via sports betting shops, while lawmakers, as well as a number of other government departments, including the Sports Ministry, had unsuccessfully pushed for changes to Brazil's gambling laws. Not only did the bill find overwhelming support, but it also passed through both chambers in record time.

The bill was originally published in

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August 2018 as a new version of MP 841/2018. The new text comes from proposed changes put forward by the Ministries of Culture and Sports so that they receive a higher percentage of revenue. The bill is mainly focused around how lottery resources are to be distributed in the future. The federal government anticipates that the newly approved lotteries legislation will guarantee annual revenue of about R\$1bn for public security, R\$63m for sports and R\$443m for culture.

Sports betting and online gaming is covered in only the most generalised terms in Chapter V of the new bill – Betting on Fixed Odds. According to article 5: "The fixed-rate betting lottery shall be authorised by the Ministry of Finance and shall be operated exclusively in a competitive environment and may be marketed in any commercial, physical and electronic distribution channels."

In land-based sports betting establishments, a minimum of 80 per cent will need to be awarded back to the player, while this will stand at 89 per cent for online



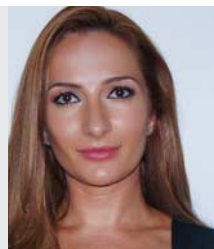
Alexandre Manoel emphasised that the main objectives of the federal government, when it comes to sports betting regulation, will be to expand the participation of private initiatives in the Brazilian market, facilitating the generation of jobs, and ensuring the integrity of sports. He also said that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

CHANGES TO THE LOTTERY

The opening up of the market comes in the wider context of changes to Brazilian lotteries. In September 2016 CAIXA announced that its instant lottery ticket arm would be auctioned off as part of a 25-point plan designed to kick-start the economy. In addition, the new government now plans to sell

In a highly significant development in January, Brazilian football club Fortaleza Esporte Clube (Fortaleza) signed a shirt sponsorship deal with leading European operator NetBet. The new deal is the first of its kind since the government sanctioned sports betting on the Internet and for land-based sports betting as well. In April, Betmotion also inked a sponsorship deal with two Brazilian volleyball players: Carol Solberg and Maria Elisa. The deal is a further sign that online operators are increasing their presence in local media now that online sports betting looks set to get the green light.

Sports betting shops are not permitted under Chilean law and this means that sports betting games, such as Xperto, face fierce competition from offshore operators present in the market and popular with Chileans, although illegal. Xperto is specifically aimed at offering locals an alternative to the online market and seeks to capture the local audience. While there are an increased number of sporting events and sports now available to bet upon via the game, including swimming, rugby and volleyball, the site is underwhelming when compared to the offer available via offshore betting sites.



Nadia Popova

Director of EGT Central America, the Caribbean and Mexico.

"Last year was the most successful for EGT in South and Central America and 2019th is shaping to yield even better results," concluded Mrs. Popova. "We aim to fortify our leadership in the region, relying on our bestsellers – the Collection series multigames, the Lady's Cards jackpot, the latest generation General slot cabinets and mixes, the Asian-themed Cai Shen Kingdom and Dragon's Turn jackpots, the EGT Multiplayer's products and other customized developments for the local market." Along with the excellent product diversity EGT's key factors for future success will keep on being the high performance of its machines and the strong team of motivated professionals.

"Part of our development strategy in the country is to contribute to the qualification's improvement in the gaming industry and we are committed to it. Included in our global business policy is to constantly enhance our services, staying close to the customers. They could share so many bright ideas and their opinion on the machines, the trends, the players' preferences guide us on our way to best satisfy their requirements."

Nadia Popova, director of EGT Central America, the Caribbean and Mexico.

Latin America: the epicenter of growth and success for EGT



In just a handful of year, EGT has become a key gaming supplier in Central and South America, developing a network of offices that span Panama, Mexico, Colombia, Peru, Argentina, establishing a solid presence in every regulated market in the region

Having recently been certified for the Chilean market, EGT has quickly begun establishing partnerships with several major operators (Sun Dreams, Enjoy, Marina del Sol) and has prepared to launch its specially created single game jackpot systems. In Argentina the company is also moving forward to a number of deals that will secure the debut of its products in the most important venues in the country.

Suriname's market has long been another story of success for EGT that locally overtopped the 50% sales share, partnering with all local casino owners (Princess, Pasha Global, Dice, Torarrica among others). Some of them have allotted to its products over 50% of the floor even of their soon to be opened gaming establishments. In addition the company keeps its strong positions in the Caribbean, recently becoming the main supplier for Club Royal Caribbean – the newest casino in Trinidad and Tobago. In Curacao it also cemented its leadership, launching the Super Premier slot model and the EGT Multiplayer's terminals.

Among the priorities of EGT in Mexico is to expand its local team, setting up a second office in Monterrey and investing in a training center in Guadalajara specifically targeting the operators' technical crew. "Part of our development strategy in the country is to contribute to the qualification's improvement in the gaming industry and we are committed to it," commented Nadia Popova, director of EGT Central America, the Caribbean and Mexico. "Included in our global business policy is to constantly enhance our services, staying close to the customers. They could share so many bright ideas and their opinion on the

machines, the trends, the players' preferences guide us on our way to best satisfy their requirements."

EGT is among the few suppliers that could also offer a full range of products – slot cabinets, equipped with single game, or multigame mixes, jackpot systems, multiplayer solutions, casino management software, interactive platforms, combined with a wide range of titles. Once the legalization of the online gaming business in Colombia was a fact, EGT Interactive became one of the first suppliers certified in the sector and integrated its portfolio with Zamba and several other internet-based casinos in the country.

Currently the company is on its way to become a main contractor also for the major online operators in Mexico. EGT Multiplayer's solutions progress in the same way in the country – especially the S-Line terminals, that are already installed in the establishments of major groups, like Codere, Caliente, Winpot, Cirsa and Grupo Orenes.

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NOVOMATIC reveals new board for high flying Italian subsidiary

Insight

ITALY
NOVOMATIC ITALIA



Italy is a stimulating market for the NOVOMATIC Group, despite the increasingly stringent fiscal pressure. Italy's horizon is expanding, now more than ever, towards growth and expansion opportunities – with a new Board of Directors that will steer NOVOMATIC Italia to further development and success

Italy is the largest European gaming market in terms of the number of active gaming machines, a fact that is reflected by the NOVOMATIC Group's sustained commitment to this market and the latest decision to promote a new course with a strategic restructuring and nomination of a new Board of Directors.

The new Board of Directors is headed by Chairman Franco Rota who has been part of the management team since the market entry in 2007. His vision has allowed the Group to become a key player in the VLT sector, as a provider of proven NOVOMATIC gaming technologies and games to all Italian VLT concessionaires. He said: "It makes me proud to see how in almost 12 years NOVOMATIC Italia has grown to become a leading provider of services and technologies of all kinds. There is no segment of the Italian gaming market that we haven't scrutinized to deliver highly specialized and advanced know how. It is a great achievement to see that today the company that started out in 2007 with a handful of employees, has become a large enterprise with 2,800 staff."

Olga Rodrigo's recent nomination as CEO shows how experience and competence meld with the multinational nature of the Group. Her career has seen her in the Italian gaming sector since the enactment of the regulatory system, gaining a deep knowledge of the market, both of the regulations and of the complexity of the players that compose the system of Italian legal gaming. After a key role in her country of origin as CFO of NOVOMATIC Spain, Olga Rodrigo has now returned to Italy. She said: "I am very happy to put my enthusiasm and my expertise at the service of NOVOMATIC Italia. The NOVOMATIC Group proves its commitment to Italy as one of the most important countries in Europe. It is therefore essential to consolidate and increase our market leadership by leveraging synergy and collaboration: I am sure that only by working together and sharing common goals, we can obtain the expected results that can allow everyone to feel like active protagonists in their own professional reality."

Also on the Board of Directors of NOVOMATIC Italia is CFO Markus Buechele. He started his NOVOMATIC career in 2006 at the headquarters in Austria and has been part of the Board of NOVOMATIC Italia since 2008. He said: "I was able to actively contribute to the fantastic growth of the Group from the beginning – and also throughout delicate times for the Italian legal gaming sector, from the fiscal and regulatory point of view. I feel a great responsibility to all my colleagues and to our reference stakeholder, the mother company, and I am proud of the work done in recent years. It is essential to continue working together and to face the difficulties of the whole sector with a spirit of teamwork and the necessary motivation to make a difference compared to our competitors."

The new constitution of the Board of Directors was augmented by a new personality, Karl Plank, who joined the top management as Chief Operating Officer (COO). A renowned entrepreneur of the Italian gaming industry in Italy, he became part of the NOVOMATIC family in 2008 with the take-over of Allstar. "It is an honour for me to be on this Board of Directors," he said. "My commitment will be focused on the Gaming Operations, with the aim to develop a collaborative work so that NOVOMATIC Italia becomes a best practice example for the legal Italian gaming sector. Not only as far as the gaming offer is concerned but also with regard to the best practices in terms of Responsible Gaming, from the environmental point of view but also as an employer."

Bartholomäus Czapkiewicz, CTO NOVOMATIC Italia since June 2017, commented in the same vein, emphasizing the value of teamwork, recognition and trust in the skills of each resource: "We are working towards a process of organisational simplification, towards responsibility and the valorization of everyone's abilities", said Czapkiewicz. He continued: "We strongly believe that the key to success lies in technological evolution and in taking new roads, confirming the pioneering nature of the Group, and being the forerunner in innovation."



The new board of directors for NOVOMATIC Italia, Franco Rota, Olga Rodrigo, Markus Buechele, Karl Plank and Bartholomäus Czapkiewicz

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Franco Rota, Chairman, NOVOMATIC Italia



MEMBER PROFILE

Company / Industrial Polishing Services, Inc. (IPS)

Web address / www.ipsfinishing.com

AGEM Membership level / Associate

Description / IPS has been in the Decorative Metal Finishing industry for over 35 years, by providing high quality, business to business metal surface finishing and more. IPS is ISO 9001:2015 certified and through the use of internal audits, quality planning, continuous improvement and corrective actions, the company provides high quality finished products and services.

New products for 2019 / IPS is currently expanding its powder coating capabilities and offering more variety of colours. The company is also looking to offer Plating on Plastics as it is a business that keeps growing in the industry. Early this year IPS received a visit from CBP personnel to conduct a C-TPAT revalidation, in which IPS' company supply chain security measures were verified to assure they are accurate and are being followed. In addition, IPS were the first company locally to be certified with the new ISO 9001:2015 version, and the second one at a state level. IPS have more than 15 years providing decorative metal finishing services for the gaming industry and specialises in medium to high volume production runs. Contact IPS if you have any metal finishing requirements. If for some reason IPS is not able to assist you, the company will gladly refer clients to those suited to one-time only, restoration, or low volume orders.

Forthcoming events / IPS plans to exhibit at this year's SEMA 2019 event in Las Vegas. The company also plans to attend: the AMCON Show in Houston, TX (September), Westec in Long Beach, CA (September), Design-2-Part Show in Pasadena, CA (October) and the Global Gaming Expo in Las Vegas, NV (October).

MEMBERSHIP NEWS

AGEM Key Board of Directors Actions

- Recent developments in Japan have seen the creation of the Preparation Office of Japan Casino Regulatory Commission. This government body is looking to set up a preliminary gaming laboratory to test equipment and systems in readiness for the introduction of integrated resorts and has contacted AGEM requesting introductions to member suppliers.
- AGEM has agreed to contribute US\$12,500 toward a new study entitled Gaming Industry Overview which is being conducted by the National Autonomous University of Mexico (IJJ-UNAM). The study will cover the entire industry in Mexico and is being supported by the main trade associations in the region as well as the largest operators, including Codere, Cirsa, Caliente, Orenes, Juega y Juega and Palacio de los Numeros.
- The Canadian Gaming Summit recently took place June 18-20 in Edmonton. The event continues to be a main focus for the industry in the region and AGEM were proud sponsors. This year's event saw more than 800 attendees and featured some new items with a focus on 'Driving Change' with specialized training and discussion, a Plenary Stage and new Summit Marketplace area combining the trade floor and reception space.
- AGEM members approved the annual contribution of \$50,000 for funding to the Problem Gambling Center, which provides evaluation, individual, and group counseling services to those who have gambling problems and the family and friends of clients who are affected by gambling, without regard of their ability to pay. The facility has been renamed the Dr. Robert Hunter International Problem Gambling Center after its founder who sadly passed away last year.
- AGEM welcomed three new Associate members in the July meeting. Clarion Gaming, based in London, is a global business that delivers exceptional outcomes and experiences for customers through live events, supported by training and content, in every active gaming market and vertical; Enterprise Holdings, the transportation provider based in Las Vegas, has a global network that covers more than 90 countries, 100,000 dedicated team members, and more than 1.9 million vehicles taking customers wherever they need to go; MdME Lawyers, based in Macau, is a leading full service law firm involved in most of the key projects that have shaped the economic landscape over the last decade.

Events and Activities

- Nominations for the AGEM Memorial Awards Honoring Jens Halle and Peter Mead are open. Nominees should have a minimum of 10 years working in the industry and possess the qualities that both men displayed. The winners will be announced and presented during G2E Las Vegas in October. Please visit www.AGEM.org for more information.

AGEM INDEX

The AGEM Index increased in June 2019 by 22.34 points to 505.34 points, a 4.6 per cent gain from May 2019. The AGEM Index's May 2019 growth was driven by a 5.5 per cent increase in the stock price of Aristocrat Leisure Limited (ASX: ALL), which rose from A\$29.12 to A\$30.72. The stock was responsible for 13.96 points of the AGEM Index's monthly growth. Crane Co. (CR) experienced a 9.1 per cent stock price gain from \$76.46 to \$83.44, which led to a contribution of 6.86 points. Overall, most AGEM Index companies reported increases in stock price during the month, with eight trending positively and five moving negatively. The major stock indices also performed strongly as the Dow Jones and the S&P 500 gained 7.2 percent and 6.9 percent, respectively.

| AGEM Index Companies | Stock Price | | | Percent Change | | Index Contribution |
|---|-------------|---------|---------|-----------------|----------------|--------------------|
| | Jun '19 | May '19 | Jun '18 | vs. Prior Month | vs. Prior Year | |
| Agilysys Nasdaq: AGYS (US\$) | 21.47 | 21.80 | 15.50 | -1.5 ▼ | 38.5 ▲ | -0.12 |
| Ainsworth Game Technology ASX: AGI (AU\$) | 0.67 | 0.75 | 1.04 | -10.7 ▼ | -35.6 ▼ | -0.23 |
| Aristocrat Leisure Limited ASX: ALL (AU\$) | 30.72 | 29.12 | 30.90 | 5.5 ▲ | -0.6 ▼ | 13.96 |
| Astro Corp. Taiwan: 3064 (NT\$) | 15.40 | 14.90 | 21.10 | 3.4 ▲ | -27.0 ▼ | 0.03 |
| Crane Co. NYSE: CR (US\$) | 83.44 | 76.46 | 80.13 | 9.1 ▲ | 4.1 ▲ | 6.86 |
| Everi Holdings Inc. NYSE: EVRI (US\$) | 11.93 | 11.14 | 7.20 | 7.1 ▲ | 65.7 ▲ | 0.90 |
| Galaxy Gaming Inc. OTCMKTS: GLXZ (US\$) | 1.63 | 1.84 | 1.18 | -11.4 ▼ | 38.1 ▲ | -0.05 |
| Inspired Entertainment, Inc. Nasdaq: INSE (US\$) | 8.44 | 7.43 | 6.25 | 13.6 ▲ | 35.0 ▲ | 0.39 |
| International Game Technology PLC NYSE: IGT (US\$) | 12.97 | 13.00 | 23.24 | -0.2 ▼ | -44.2 ▼ | -0.09 |
| Konami Corp. TYO: 9766 (¥) | 5,050 | 5,120 | 5,640 | -1.4 ▼ | -10.5 ▼ | -0.92 |
| PlayAGS Inc. NYSE: AGS (US\$) | 19.45 | 19.14 | 27.07 | 1.6 ▲ | -28.1 ▼ | 0.17 |
| Scientific Games Corporation Nasdaq: SGMS (US\$) | 19.82 | 19.10 | 49.15 | 3.8 ▲ | -59.7 ▼ | 1.04 |
| Transact Technologies Nasdaq: TACT (US\$) | 11.26 | 8.61 | 12.50 | 30.8 ▲ | -9.9 ▼ | 0.39 |

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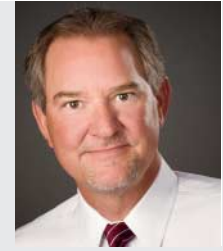


AGEM is an international trade association representing manufacturers of electronic gaming devices, systems, lotteries and components for the gaming industry. The Association works to further the interests of gaming equipment manufacturers throughout the world. Through political action, tradeshow partnerships, 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.

AGEM and GLI create 'Lasting Impact Philanthropic Initiative'

Insight

US
AGEM and GLI



Marcus Prater,
AGEM Executive Director

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The Association of Gaming Equipment Manufacturers (AGEM) and Gaming Laboratories International (GLI) have announced the creation of their new "Lasting Impact Philanthropic Initiative," a multi-year effort aimed at identifying worthy causes that will utilise direct contributions to flourish over the long term and provide a variety of assistance to multiple beneficiaries. The first gift is a \$500,000 contribution to UNLV College of Engineering building fund

The first gift from the newly formed Initiative is a \$500,000 contribution to the Howard R. Hughes College of Engineering building fund at the University of Nevada, Las Vegas (UNLV), which is developing a 51,000-square foot, three-floor building on campus to accommodate the approximately 260 B.S., 50 M.S. and 20 Ph.D. engineering graduates each year and projected future growth. The Initiative's \$500,000 gift is a direct investment in the importance of education in Nevada, the city of Las Vegas, university students and faculty and the future pipeline of skilled engineers for gaming and many other industries.

"AGEM is proud to be working with GLI on this unique giving program that will benefit many different audiences and will be true to the idea of making a 'lasting impact' through a strong ripple effect inside the gaming industry and beyond," AGEM Executive Director Marcus Prater said. "We value GLI's commitment in joining us to make a positive difference in everything we do, and we look forward to seeing the UNLV College of Engineering break ground on its new building."

"Since opening our doors 30 years ago, GLI has been dedicated to giving back to the communities where

we do business around the world. We are committed to creating big ideas making a big difference in the global gaming industry and partnering with AGEM to create the Lasting Impact Philanthropic Initiative is the latest illustration of that commitment," said GLI President/CEO James Maida.

"Given the highly technical nature of today's gaming industry, a vibrant and thriving engineering community is crucial to our mutual success, and that is why it was important that this first gift went to UNLV's College of Engineering, to further solidify a pipeline of talent that will help to ensure the industry's future success."

"The College of Engineering is committed to building the infrastructure needed to educate the engineers of tomorrow, and creating research space that will enable the forward-thinking progress of corporate partners such as AGEM and GLI," said Rama Venkat, Dean of the Howard R. Hughes College of Engineering. "This generous gift will help make that possible. The new Advanced Engineering Studies Building will facilitate critical research, foster innovation, and pave the way for the vision we all share for Nevada's future of a robust tech-based economy."

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James Maida,
GLI President and CEO

Morocco

Azur Sky Thinking

Morocco might be a strict Islamic country, but it's also an African state that tolerates gambling. There are seven casinos in four cities plus poker and three monopoly companies, which operate the national lottery, sports betting and horse racing industries.

Legal regulation of gambling in Morocco really began in 2002 when the Prime Minister signed a decree which meant casinos could operate legally. But with 90 per cent of the population Islamists the idea of gambling is still not embraced fully by residents.

In 2012 the Moroccan Minister of Telecommunications Mustafa al-Khalifim began a campaign to introduce a ban against the advertising and the promotion of gambling via audiovisual media. He criticised the popularity of TV programmes with live gambling and called for a law to ban such programmes.

Apparently there were around 900,000 viewers on one day which Khalfi claimed was having a negative impact on the younger generation.

Gambling has always been a contentious issue and Khalfi even threatened his resignation if the law to ban live gambling on state owned media wasn't passed. Although some forms of gambling are driven by tourism, statistics show around three million Moroccans also partake in some kind of gambling whilst the industry generates almost \$2.9bn for the state treasury.

A decree was eventually issued which meant all lottery and gambling advertisements were to be banned from both public and private radio and television broadcasts.

The operators have since taken their promotions online with their own YouTube channels and social media sites such as Facebook and gambling is still big business in Morocco nonetheless. In fact the number of Moroccans who enjoy a bet rose by five per cent in 2016 despite the government ban on advertising.

The alcohol, tobacco and gaming sectors were expected to generate more than \$11bn in taxes last year, whilst some \$190m was due in terms of taxation from games of chance alone.

THE GAMBLING SECTORS

Morocco has three main gambling monopolies plus seven casinos. The activity is monitored by a mixed model of public and private companies via three ministries – Economy and Finance, Youth and Sport and Agriculture.

Since 2013 the gambling market has grown by



around one third and in 2016 total betting turnover for the sector (not including the casinos) was \$9.4bn (US\$941m) an increase of 6.6 per cent on the year previously.

The dominant betting activity is at the racetrack where the Royal Society for Horse Encouragement (SOREC) enjoys a betting monopoly. SOREC has around 30 branches and an additional 500 points of sale via partnerships and saw a betting turnover of \$6.4bn (a rise of three per cent) giving it a 70 per cent market share (not including casinos).

In 2016 SOREC launched a mobile data app to keep players informed of Moroccan and French racing info.

Meanwhile sports betting and instant lotteries are the sole responsibility of the Moroccan Games and Sports (MDJS). Turnover in 2017 was \$2.44bn which is a growth of 167 per cent since 2013.

MDJS was founded in 1962 and is a limited company under state control. It holds the concession of the monopoly to organise sports



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betting games in Morocco plus raffles, lottery games and instant games.

The Loterie Nationale (SGLN) is a private limited company under state control in charge of the operation of national lottery game.

MDJS has a 78 per cent lottery market share whilst SGLN has 22 per cent. Both the lotteries have operated as complementary companies and share a distribution of around 1,500 points of sales.

TOURISM GROWTH

Morocco gained independence from France in 1956 and King Mohammed V became monarch. He was succeeded in 1961 by King Hassan II who contributed the most to shaping modern Morocco. The current King Mohammed VI came to the throne in 1999 on the death of his father King Hassan II.

Prime Minister Saad Eddine al-Othmani, heads the Justice and Development Party (PID) – a moderate Islamist party which leads a fragile six party governing coalition formed in 2017.

Despite the adoption of a new constitution in 2011 there is still call for changes in Morocco. Economic policy is focused on developing faster growth and reducing unemployment, poverty and illiteracy.

Morocco is the fifth largest African economy by GDP and since 1993 has followed a policy of privatisation of certain sectors. The telecommunications sectors saw a 35 per cent privatisation of state operator Maroc Telecom whilst liberalising rules for oil and gas exploration saw concessions for many public services in major cities.

The services sector makes up half of Moroccan GDP mostly consisting of mining, construction

and manufacturing. Major resources for the economy include agriculture, phosphate minerals and tourism. Morocco is the third largest producer in the world of phosphates.

Economic growth has been erratic and relatively slow mainly due to an over reliance on the agricultural sectors which, being susceptible to rainfall, ranges from 13 to 20 per cent of GDP. Droughts have a severe knock on effect as 36 per cent of the Moroccan population depend on agricultural production.

Despite Morocco's economic progress it suffers from high unemployment (10.2 per cent), poverty and illiteracy especially in rural areas. Some 15 per cent of the population live below the poverty line. GDP per capita in 2017 was \$8,600 and real growth rate is around 2.5 per cent.

The highest population density is along the

Essential information and facts about Morocco:

| | |
|---------------------------|---|
| Capital | Rabat |
| Total Area | 446,550 sq.km |
| Population | 34,314,130 |
| Median age | 29.7 years |
| Religion | Muslim (99%) |
| Ethnic Groups | Arab-Berber (99%) |
| Languages | Arabic (official), Berber languages and French |
| Currency | Dirhams (MAD) |
| Government type | Parliamentary Constitutional Monarchy |
| Chief of State | King Mohammed VI (since 1999) |
| Head of Government | Prime Minister Saad-Eddine al-Othmani (since 2017) PDJ |
| Elections | Monarch is hereditary. Prime Minister appointed by Monarch from the majority party following elections. |
| Unemployment | 10 per cent |
| Tourism | The number of visitors to Morocco per year -12.2 million |



In 2001 the Plan Azur was launched – a large scale project initiated by King Mohammed VI aimed at internationalising Morocco. The aim was to increase the number of tourists from four million in 2001 to 10 million by 2010. The plan was to also create six coastal resorts for holiday home owners and tourists, five on the Atlantic coast and one on the Mediterranean – Mediterranean Saidia (Berkane), Mazagan Beach Resort (El Jadida), Mogador Essaouira, Port Lixus (Larache), Taghazout Bay (Agadir) and White Beach (Guelmim). The plan also included upgrading airports and adding new train and road links.

Atlantic and Mediterranean coastlines with around 3.6 million inhabitants in Casablanca, 1.8 million in Rabat and 1.1 million in Tangier.

Tourism is a steady growth sector and Morocco is becoming one of the worlds most sought after tourism destinations and is the top hot spot in all of Africa. There was a big investment in this sector back in the 1970s and since the 1990s tourism has become Morocco's largest source of foreign currency.

Morocco has a 1,835km sea border with the Atlantic Ocean and Mediterranean Sea and 2,362km of land boundaries with Algeria and the Western Sahara and Spanish enclaves Ceuta and Melilla.

Back in 2008 there were around eight million tourists with total receipts of \$7.55bn. Last year there were over 12.2 million tourists (compared to 9.2 million in South Africa). There's a wide range of accommodation from €20 per night up

to €300 per night from luxury level hotels to riads.

There are some 251,200 beds registered with the Ministry of Tourism, whilst three to five star hotels and club hotels account for almost 50 per cent of this number. Back in 2010 there were only 3,000 beds registered. Marrakech has a 30 per cent share of these beds whilst Agadir has 16 per cent followed by Casablanca with eight per cent.

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The project was to develop 160,000 beds plus 10 golf courses whilst attracting international groups to the country for development.

But the Plan Azur got off to a slow start mainly due to financing problems and waning interest from developers. Some 18 years after its launch it still hasn't been fully completed. Only Mazagan, Saidia and Taghazout have opened their doors. Essaouira and Larache are delayed and White Beach is a forgotten project.

The Plan Azur was renewed in the Ministry of Tourism's new updated Vision 2020 project. Vision 2020 was launched by the Moroccan government back in 2010 to make the country one of the top 20 tourist destinations in the



world and double the number of visitors and see tourism providing 20 per cent of GDP. Vision 2020 aims to strengthen Morocco's seaside resort industry on both coastlines and develop new destinations in the Souss and Sahara.

Released by the Department of Tourism, the plan aims to create unique, safe and affordable tourist experiences including reforms of the existing hotel ranking systems whilst increasing the number of tourism establishments. It also looks at developing eco resorts, green resorts and desert and luxury bivouac resorts.

Plan Azur has since been called a fiasco and today there are 11,000 beds in total across 17 hotels built – the majority in Saidia (eight hotels) and Taghazout (six hotels) at a cost of DH15bn.

CHANGES IN THE LOTTERY

Morocco has transformed its economy in recent years. Industry, trade and services are the three

main developed and solid national sectors which run alongside the more traditional agricultural sector.

It's become the preferred African destination for foreign investment. Italian car make Magneti Marelli is due to build a plant in Tangier for the production of automotive parts in a dedicated free zone whilst Renault has been present in Morocco in Dacia since 2012.

Recently Italy's Sisal Group also arrived in the country after winning a tender for the National Lottery Management Company (SGLN) for the games, distribution network and marketing of the products. This is the first foreign operation for Sisal and is down to the considerable growth shown by Morocco in terms of demography and wealth and represents a "gateway for Sisal to a huge market that is Africa."

The concession is also related to the supply, installation and maintenance of a new game

development system on behalf of the SGLN.

Since January 1 2019 Sisal has taken charge of the management and development of a games portfolio for lotteries, online games and virtual races.

Around 20 employees are already recruited by the Moroccan subsidiary based in Casablanca and in the longer term the company says some 50 employees will be operational.

The Loterie Nationale was introduced into Morocco in 1972 and is operated by the Société de Gestion de la Loterie Nationale (SGLN).

The lottery offers various draw games including Loto, Joker, Quatro, Keno, Toulati and Milliardo games plus pick 'n play and there is access online via its e-loterie.ma portal.

In mid 2017 the SGLN issued a Request for Proposal from lottery gaming system vendors

Reports

MOROCCO MARKET

LOTTERY
SGLN

LOTTERY RETAILERS
1,500

LOTTERY REVENUE
MAD603M

RACETRACKS
7

RACING REVENUE
MAD6.4BN

BETTING OPERATOR
MDJS

BETTING REVENUE
MAD2.2BN

CASINOS
7

TOTAL GGR:
MAD9.4BN (NOT CASINOS)

for a fully integrated computer gaming system to replace a system which had been operated by Intralot for the previous 10 years and whose contract expired at the end of last year.

Italy's Sisal Group, through its Moroccan subsidiary (Sisal Morocco), won the tender and now has a 10 year concession running until 2028. Since 1997 Sisal has been the sole licensee of SuperEnalotto and also manages SiVince Tutto, Win for Life, Eurojackpot and VinciCasa lotteries and is also active in the sports betting industry with Sisal MatchPoint.

There is now a transition period as Intralot withdraws from the lottery in Morocco to focus on sports betting (managed by the MDJS).

Sisal has an ambitious development plan and by 2028 says it will have doubled the turnover on the lottery market with its first year goal to achieve MAD900m and over MAD1bn by 2020. To do this the company plans to launch innovative new games of chance and expand the distribution network from 1,500 to 3,000 Points of Sale and increase the return to players from 50 to 70 per cent.

Sisal has already invested some MAD110m (€10m) into technology and Human resources in Morocco.

Marco Caccavale, lottery director at Sisal Group said: "We have been involved since January 2019 in the management and the development of a complete portfolio of games that will include, among other things, lottery games, but also in instant lotteries, virtual races, online games and interactive lottery machines. We are particularly





proud to have won this tender which, for us, is both important and ambitious. We therefore advocate a responsible and innovative approach through which we will contribute to the growth of all local communities but also of all stakeholders."

Intralot Maroc SA was founded in 2010 with 100 per cent of shares held by Intralot SA. It supported the operation of all games of Morocco's two lotteries – MDJS and SGLN.

Intralot Maroc ran the operation of all the games including risk management of fixed odds sports betting, instant tickets and provided additional services such as marketing, maintenance and promotions.

Intralot's contract with SGLN expired in December 2018 and the MDJS contract will expire in December 2019.

Gaming revenues for Intralot Maroc in 2017 was €22.5m compared to €20.3m the year before. The drive behind the growth was attributed to the uplift in sports betting revenue plus the increased focus on fast draw games and introduction of virtual games and re-launch of Keno.

Intralot Maroc says the Moroccan market was responsible for 3.3 per cent EBITDA in 2017 and EBITDA was €6.5m.

television although the company has continued to grow under a de facto TV ban.

Last year a tender for the operation of games for MDJS was opened with a deadline of April 2019.

The creation of the National Sports Development Fund aims to help the state finance the sports sector and the MDJS is a major provider of this fund. MDJS's mission is to contribute to the financing of the National Sport Development Fund (FNDS) to which it gives back all its profits. The FNDS was created in 1987 and is managed by the Ministry of Youth and Sport

Meanwhile although online gambling via other sites is forbidden players do access foreign online gambling sites most of which offer their sites in Arabic, French or English whilst bets are accepted in Dirhams or American dollars.

There is no licensing procedure for online casinos and the only legal form of gambling at the moment are sports lotteries available via MDJS and the SGLN. The MDJS site offers online lottery games and sports betting. It does not offer casino games.

HORSE RACING

SOREC – Royal Society of Horse Encouragement – was created in 2003 under the Ministry of Agriculture and Maritime Fishing to promote the horse racing sector. The group is responsible for

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SPORTS BETTING

Sports, particularly football, are very popular in Morocco and the Moroccan football team was the first from Africa to reach the second round of a World Cup back in 1986.

It was scheduled to host the 2015 Africa Cup of Nations tournament but the government refused to host the event, due to a fear of an ebola outbreak.

Sports betting is conducted by the Marocaine des Jeux des Sports (MDJS) is a public limited company with 90 per cent of the shares held by the treasury and the remainder held by the Caisse de Depot et de Gestion.

Sports betting products include TotoFoot, TotoFoot12 and Cote&Sport plus there are several instant games and Chrono (Clock).

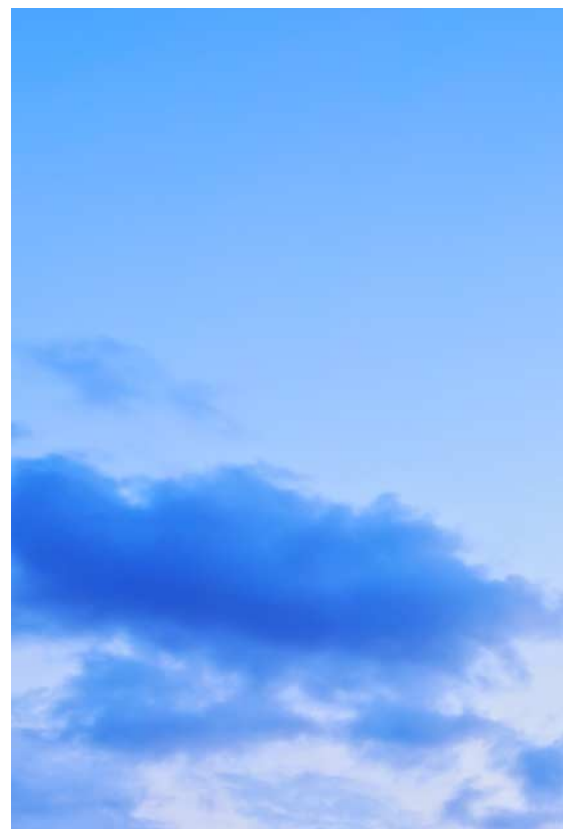
Since 2012 the ban on advertising gambling meant MDJS could no longer promote its games, mainly Chrono and Grattez&Gagnez, on the

the supervision of breeding, the organisation of race tracks and management of horse racing events.

The first horse racing tracks were opened back in 1914 and the horse is strongly linked to the history of the Moroccans via their Berber and Arab ancestry. The first equine breed in North Africa is the Barbes (Beard) whilst the Arabs introduced the Arabian horses. Apparently Morocco is second in the world after Turkey for the number of purebred Arabian horse races held annually.

SOREC organises more than 2,000 races each year at seven racecourses, of which 700 are for purebred Arabians. Some 90 per cent of Arabian horses are bred in Morocco which currently has around 3,000 horses and 1,000 owners.

On average there are six meets per week plus there are nine national Grand Prix events and two international events – the International Meeting of Morocco and the UAE Abu Dhabi



Marrakech makes around 30 per cent of its GDP from tourism and is ranked second (just behind Cancun in Mexico) as a favourite destination for Americans. Last year some 1.2 million tourists arrived through the Menara Airport between January and July alone and accommodation establishments recorded 4.7 billion over night stays. There are over 76,000 beds registered in Marrakech. In 2017 the King Mohammed VI launched a construction and restoration project to preserve the cultural aspects of the medina in Marrakech. Similar projects have taken place in other city centres.

Day. It is possible for punters to bet on both Moroccan and French races. The site has a fully computerised system with more than 30 betting locations and 500 partner cafes across the country.

Last year betting turnover for the horse racing sector amounted to MAD6.4bn (a rise of three per cent) giving it a 70 per cent market share (not including casinos).

The racetracks are located in:

- **Casablanca** – Created in 1912 this racetrack is 20 hectares in size with a 1,700m track and capacity for 700 spectators and holds 44 meets a year. There is also a golf course, country club, restaurant and swimming pool.
- **Rabat** – Created in 1920 this site is 54 hectares in size with a capacity of 2,000 spectators and around 44 meets per year.
- **El Jadida** – Opened in 1920 this site is 18 hectares and has the capacity for 1,000 spectators and holds 37 meets per year.
- **Settat** – Opened in 1986 it is 40 hectares in size with two tracks of 1km and 758m. There are 29 meets per year and the site also has a

tennis court and swimming pool.

- **Meknes** – Opened in 2004 the site is 44 hectares and has the capacity for 1,000 spectators. There are 30 meets per year.
- **Khemisset** – Opened in 2009. This has a 1,500m track and capacity for 2,000 visitors with 33 meets per year.
- **Marrakech** – the final and most recent track in Marrakech opened in May 2017. The track is 1,430m and built on 34 hectares of land in the Saada Commune. The new opening is part of a plan to open three new international standard racetracks in Morocco of which Marrakech is the first. Another two are due to open in the next few years.

CASINOS

There are seven casinos across four cities in Morocco. There are three casinos in Agadir, two in Marrakech, one in Tangier and one in El Jadida.

The first casino, Casino de Marrakech, was opened in 1952 when Morocco was still under French control. When Morocco gained its independence in 1956 other casinos began to open and since the decree of the Prime Minister



in 2002 they have been operating legally.

Poker is hugely popular in Morocco and Marrakech is fast becoming a poker capital and Casino de Marrakech is a venue for many tournaments.

MARRAKECH

Marrakech is known as the Pearl of the South and the city is a delightful onslaught of all the senses from the vivid colours of dyed wool, to the sound of the 50,000 mopeds zooming around the streets to the smell of the spices overflowing in sacks outside market shops and stalls.

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Casino Marrakech at the Hotel Es Saadi Gardens was the first casino in Morocco which opened back in 1952. Today it hosts one of the biggest poker tournaments such as the Marrakech Poker Open and the World Series of Poker circuit which was held for the fifth time in Marrakech in January 2019.

The casino was completely renovated in 2003 but kept its 1950s style facade and houses 90 slots and table games. The casino is part of the Es Saadi Marrakech resort which opened later in 1966. This is a huge walled resort in the heart of the city which includes two hotels - the 150 room and 15 suite five star L'Hotel and Le Palace with 84 luxury suites surrounding a 2,400q.m lagoon pool plus there are eight Ksars (Berber style villas) and 10 villas with private pools within the eight hectare grounds. Prices can top over €2,000 per night for the villas and it's an

exclusive oasis and a popular destination for the rich and famous. There are several restaurants and bars, three spas and a nightclub. It is now owned by Jean-Alexandre and his wife, the grandson of the original founder Jean Baucht who owned the Moulin Rouge and Casino de Paris.

Le Grand Casino at the Hotel La Mamounia is also located in the heart of Marrakech. It's a luxurious and grand casino offering 140 slots plus 20 table games and poker room.

The Hotel La Mamounia opened back in 1923 and is a favourite of the elite including Winston Churchill who apparently used to paint during his stay there during the war. The history of the building dates back to the 12th century and the gardens were gifted to Prince Al Mamoun as a wedding present in the 18th century. The hotel at one time only had 50 rooms but was expanded in 1946 to include 100 rooms and has been refurbished several times over the years, most recently in 2006 and now has 210 rooms and suites. The hotel is set in 17 acres of gardens with 700 year old olive trees. It's just 10 minutes from

the airport with several bars and restaurants, spa and stunning gardens including its own vegetable plot. It is part of the Grand Luxury hotel list which includes 140 odd hotels considered 'exceptional' throughout the world.

TANGIER

Tangier is a port town in the north west of Morocco on the Maghreb coast and at the western entrance to the Strait of Gibraltar where the Med meets the Atlantic.

The town is the capital of the Tanger-Tetouan-Al Hoceima region and was once a strategic Berber town and today is the second most important industrial centre after Casablanca and has shaken off its rather seedy image and is now reinventing itself as a key destination spot.

The economy relies heavily on tourism and thanks to a new luxury port project, Tanger-Med, completed in 2007, is a key site for its maritime industry.

There were 711,600 visitors to the area via

Reports

MOROCCO MARKET



Tangier airports and 2.4 million via Tangier ports. There are 11,000 beds registered in Tangier.

Casino Malabata Tanger at the Movenpick Hotel overlooks the Bay of Tangier on the shores of the Mediterranean. It's only a five to 10 minute drive from the city centre but is a beach side resort offering 240 rooms and suites, various restaurants, bars, gym, conference rooms and a large free form swimming pool. Movenpick Hotel & Resorts is a global firm with Swiss roots and since 1973 operates more than 84 hotels/20,000 rooms across 20 countries.

Movenpick was acquired by Accor Hotels and the company operates another two Movenpick

branded hotels in Morocco in Casablanca and Marrakech.

EL JADIDA

The walled town El Jadida is a UNESCO world heritage site and former Portuguese fort dating back to the 16th century and as such has a European feel to it as churches sit next to mosques.

It is just 100km south of Casablanca in the region of Doukkala-Abda and has a population of almost 200,000. It was seized by the Portuguese in 1502 as a prime stopover point on the India trade routes. They established a

thriving port city and built a fortress around it to protect it which still exists today. The Portuguese abandoned the territory in the mid 1700s and it sat abandoned for years until the Sultan Abd al-Rahman of Morocco ordered a mosque be built and the city was rebuilt and renamed al-Jadida (the New).

It's a popular holiday hot spot in the summer for Moroccan tourists and more relaxed than Agadir and Tangier. There are 3,343 beds registered in El Jadida.

The Mazagan Beach and Golf Resort is close to El Jadida town which opened in 2009 and has been developed by Kerzner International. This resort



luxury hotel resorts dot the beachfront offering a more upscale type holiday aimed at families looking at the all inclusive type destination.

The area was destroyed by an earthquake in 1960 which saw 15,000 people lose their lives (a third of the population) and about 70 per cent of the town destroyed. The town was evacuated and over the next few decades had to virtually rebuild itself with its port, maritime and tourist identity at the forefront. A new city centre was developed with wide avenues and modern hotel infrastructures.

Today Agadir is a major coastal resort with a third of all Moroccan bed nights and often a good base for tours to the Atlas Mountains. It was ranked as having the 37th best city beach by website Flightnetwork.com. Its golden sands offer something for everyone from surfing to jet skis to camel rides.

Agadir recorded over one million tourists last year, an increase of over 13 per cent. There are almost 40,000 beds registered in Agadir.

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also boasts a casino plus golf course.

It is a luxurious five star hotel complex on 250 hectares of land bordering a 7km stretch of sandy beach on the Atlantic Ocean. It's just an hour drive from Casablanca airport.

The \$370m resort was the first phase of the plan to develop the area as part of the Plan Azur project and took two years to construct. Kerzner currently operates 11 hotels via three brands (Mazagan, Atlantis Resorts and One&Only Resorts).

There are 500 rooms and suites including eight Ambassador suites and two Royal suites, 14

restaurants and bars, spa, fitness centre, golf course, football pitches and the biggest casino in north Africa.

It's designed with an Arabic-Moorish style and the resort circles a Grand Riad (courtyard) with swimming pool. The casino features over 463 slots and 44 gaming tables and is open 23 hours a day.

AGADIR

Agadir, a popular coastal resort on the Atlantic Ocean, was a result of Morocco's focus on mass tourism developed 10 years ago in an attempt to mirror countries such as Tunisia. Its modern

Atlantic Palace Casino at the Agadir Golf Thalasso and Casino Hotel has 328 rooms and suites and is nestled in 10,000sq.m of Moroccan garden in the centre of the seaside resort. Construction of the hotel began in the early 1990s and is a mixture of Arab and Moorish design and the hotel offers outdoor pools, golf course, spa and four restaurants and bars. The casino is operated under an operating agreement with the hotel by Cirsa and it is open 23 hours a day offering 186 slots and 20 tables. It is also home to the famous restaurant Al Fanous.

Le Mirage Casino is a standalone casino located in the village of Club Valtur on the Agadir seafront. There are 96 slots and eight table games. It is also operated by Cirsa and a company source said: "Our company has great confidence in Morocco due to its political and economic stability – such as infrastructures' investments- and also for its tourist potential."

Finally Shem's Casino is located just 200m from the Agadir Beach. The casino is one of the oldest in Agadir and has 16 table games and over 100 slots plus poker room. There is a restaurant Jean Cocteau and English bar.

EveryMatrix: proving 'everything is possible'

EveryMatrix has reached an important milestone. It's moving on from its white label and B2C origins to focus on what it does best: software provision. Ebbe Groes talks about this direction, albeit with a hint of nostalgia for what set the company apart in its formative years



Ebbe Groes,
CEO, EveryMatrix

We are currently in negotiations to close down the white label business. Moving forward, we aim to fully concentrate on being a software provider. In the last years, we have changed our business model, meaning we have left the start-up white label space.

Closing the chapter on what were "exciting" times and ventures, Mr. Groes hones into the company's new drive forward and is keen to get competing in the sports space while delivering specialised solutions for iGaming as he talks candidly about the changes and the challenges ahead

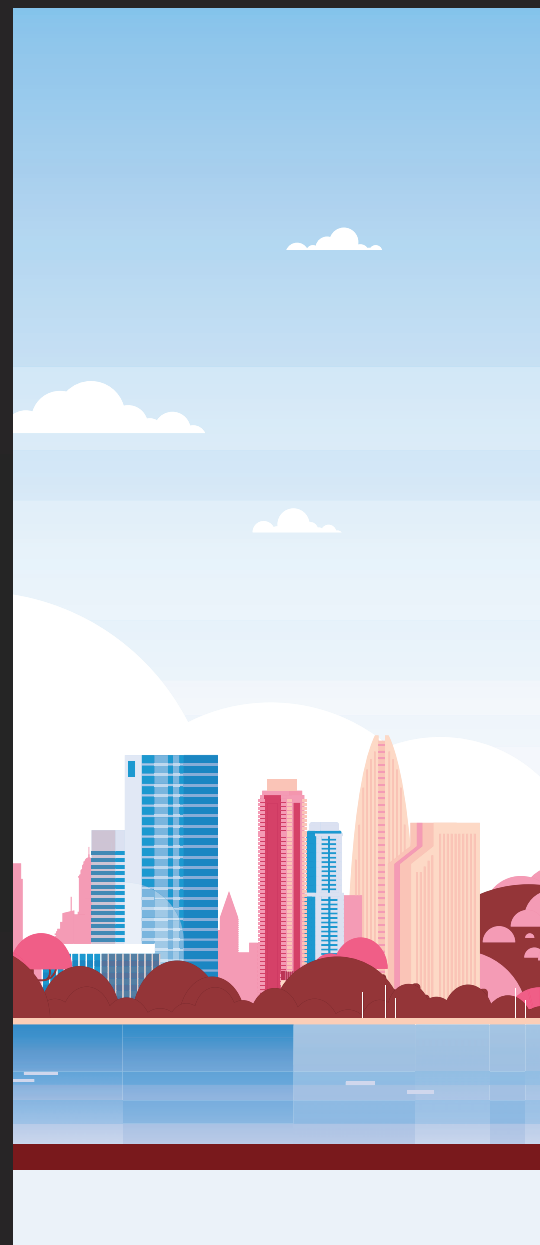
At the halfway mark of 2019, EveryMatrix CEO Ebbe Groes can safely say it's been "a good year so far." Over the last six months, the company focused on bringing onboard big names in the industry and will continue to do so. In the next few months, the software provider expects to announce yet another signing - this time, that of a very large Tier-1 operator. "The biggest one yet on our platform", according to Groes. However, 2019 hasn't just been about the development of new business for EveryMatrix; it's also been about letting go of the old.

"At the end of May, we announced the selling of our B2C operation, the Jetbull brand. We held it for a long time, almost from the start of the company, and it was time to find another home for it," explained Groes. "And this is not the only thing we're letting go. We are currently in negotiations to close down the white label business. Moving forward, we aim to fully concentrate on being a software provider. In the

last years, we have changed our business model, meaning we have left the start-up white label space. Our entire focus is now on signing large and established operators by selling specialised products rather than turnkey solutions."

As every online casino operator knows, the B2C market is extremely competitive. Players don't necessarily know what they are looking for when searching for online casinos, so operators need a strong brand to be able to stand out from the crowd. On top of that, they have to navigate changing regulations and ensure their back-end lines up with licencing stipulations across numerous jurisdictions, all while maintaining a strong customer service at the frontend.

All in all, it can be both hard work and an excellent opportunity, but with Every-Matrix looking to be the best software provider in the industry, the company made the decision to focus all its energy on serving its B2B clients.





"We've been in those [white label] areas for a while and it has served us well, but we are now in a position, which is a bit of a luxury, where we can decline this kind of business and instead work with other companies that are in that space," continued Groes. "We can focus on being a pure software provider. This of course, still means licensing, but only as a software provider and not having operator licenses."

Indeed, for leaving B2C in the past, EveryMatrix is free to focus on building its future. This year, that future is OddsMatrix, the company's sports betting solution. Starting with a fully managed sportsbook, EveryMatrix added more elements to its business, brick by brick; the platform, the casino products, the payment applications, all built from scratch to ensure EveryMatrix delivers specialised and competitive products. They now rebuilt the original OddsMatrix from scratch, going back to their origins.

"This gives us the ability to finally compete properly in the sports space. The first wave is migration of all clients before the start of the new football season. This sports product is sold both as a turnkey solution and as a stand-alone product. One of the many things we did was integrate it in the same way as our casino. This makes it quite easy for our clients and any of our casino clients can take this product, it has

the same API managed by us." As well as physical sports, EveryMatrix sees a huge opportunity in the world of esports. Launching its new esports service earlier this year, the software provider has utilised the back-end of its newly rebuilt OddsMatrix product to successfully create 150 new markets in the sector - and it already has clients taking it live.

"This wouldn't have been possible in the old system, especially in such a short time. When we're out showing this product, we receive a lot of good feedback on this because of its depth of information. It's nice to have an esports product to be proud of, but for me it's been most rewarding to see how we delivered a proven concept in a completely new area to us," commented Mr. Groes. "We've been able to create all those markets, including automatic settlement, and everything you want in a modern sportsbook. It's a product that really stands out for us. Luckbox is the first live client for esports, now in the public BETA stage and looking to move forward. Also, they are one of the first clients to build their front-end on the back of our sportsbook. Giving them enough flexibility has been critical. Bookee, the sports betting mobile app with a Tinder look and feel, is the other operator to be live with their own front-end on our sportsbook."

Another excellent opportunity for EveryMatrix is in the casino business. The company developed CasinoEngine from scratch, a top casino integration and productivity platform and the largest casino content library in the industry. This solution is helping clients entering new regulated markets by handling regulatory aspects and by delivering country-specific content.

"CasinoEngine helps clients to be technically compliant. Let's take Reality Check, the vital UK requirement which costs a lot of people a lot of money and time. If you do this as part of the casino application, which is something we can do, then you can plug this into your own platform and then be compliant for the casino part." The prevailing philosophy that makes all this possible? Adaptability. With a slogan like 'Everything is possible', EveryMatrix must expand the boundaries of feasibility for its clients, opening doors - and in some cases breaking down walls - to ensure their clients have the freedom to get creative.

"The key for us as a B2B software provider is to help our clients reach their potential and unleash bold ideas," concluded Groes. "We do not impose rigid frameworks on our clients, we listen to their needs and adapt our offering accordingly."

Sports betting: What does the future hold?

Speaking ahead of his CEO panel at SBC's Betting on Sports held September 17-20, Lahcene Merzoug, CEO of ComeOn! sits down with G3 to talk through his vision for the future of bookmaking.



Lahcene Merzoug,
CEO, ComeOn!

Lahcene Merzoug is CEO of ComeOn! Group and has 20 years of experience in business development and marketing. He previously held the role of Chief Marketing Officer at Mr Green and has more than 15 years' experience in marketing and business development. Lahcene will be discussing the future of sports betting with Jesper Svensson (Betsson), Dominick Beier (Interwetten) and Paris Smith (Pinnacle) as part of the CEO Panel at Betting on Sports 2019 in September.

One strategy that has been employed widely across the industry is discounted customer acquisition. And while this has potential to become a race to the bottom, operators are cautious of applying offers too aggressively. We try not to over compete on being the "cheapest" option short-term.

It is often questioned whether the traditional bookmaking model is a thing of the past. I think to answer that you just have to look around you. Compare e-commerce where it was 10 years ago and where it is today: the expectations from customers on areas like personalisation, user experience, and on-demand services is changing year by year. The bookmaking model is no different, it too will need to keep developing. We see how players are much keener on the interactive experience where you customize the way you bet. The rapid growth in popularity of in-play, in addition to innovations such as request a bet, are prime examples of how operators have had to adapt in line with changing consumer preferences.

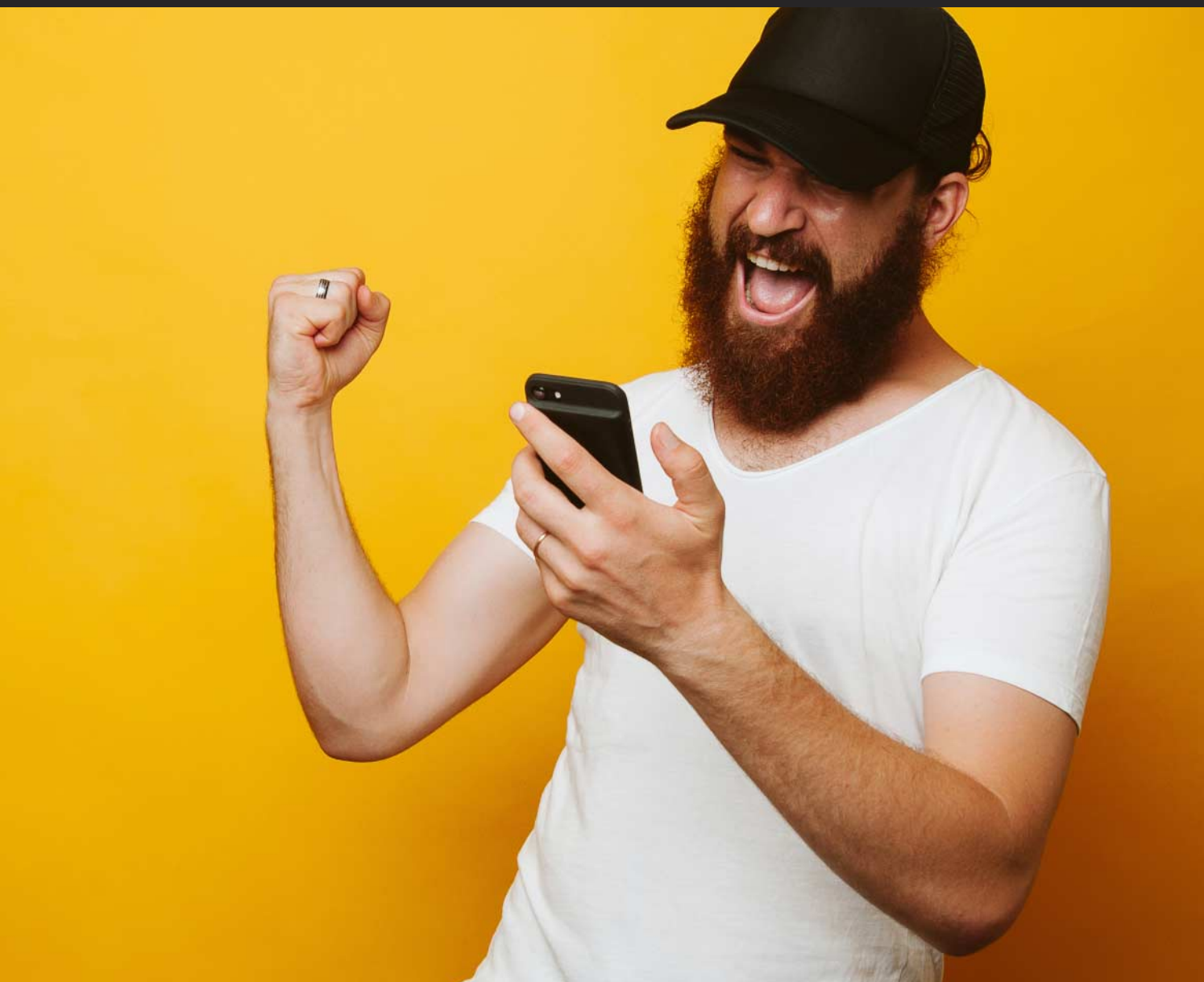
With bookmaking being such a content-heavy product, offering players the right content at the right time is, of course, central to an operator's ability to differentiate their offering in a market that is becoming increasingly saturated. But ultimately, it is the whole experience of the product and how easy you can make things for the player that drives customer retention and engagement. There is also an increased interest in gamification and campaigns where you combine big prizes with thrilling betting experiences. Providing an engaging user journey built on intelligent analytics should not be underestimated.

Developing efficient pricing methods is also currently a major focus in terms of creating new areas for growth. Margins are being squeezed every year and operators must now compete on price to stay competitive. But that is a good thing for the players as it means a better price for the end customer, with lower margin for the operator overcome by higher turnover. Growth can be achieved by improving the offer and providing a better experience to the customer. There is also an unleashed potential in the new generations who are new to the betting world and are excited

to get involved. With machine learning now being leveraged within pricing engines, operators no longer need masses of trader headcount to price markets and manage risk. The development of more advanced pricing models has removed significant barriers to market entry and product growth for new and existing operators.

One strategy that has been employed widely across the industry is discounted customer acquisition. And while this has potential to become a race to the bottom, operators are cautious of applying offers too aggressively. We try not to over compete on being the "cheapest" option short-term. It's different in each market, but we focus on innovation and giving our players a long-term value, which we believe leads to better player values. In addition to our traditional revenue streams, we also offer live sports coverage, betting and tips to provide value added services that keeps our offering fresh and exciting.

The legalisation of US sports betting is also providing a new avenue of opportunity for bookmakers, with benefits likely to stretch across the industry as investment booms. The American association with sport is unique – and the potential to tap into the great American 'fan experience' is one of a kind. Sport has always been at the heart of the American psyche, and



The best way to adapt is to focus on strategic customer segmentation. For the first time in history, we now have multiple generations of online sports bettors – all with relatively equal proportions of total revenue derived. While recreational bettors are often not price sensitive, no matter what the generation – what is more important is to focus on attraction and retention via a high-quality proposition.

with the right sportsbook offering – and the right technology behind it – sports betting has the capability to offer a revolutionary option that until now has only been available on the other side of the Atlantic. I believe we will see more countries following the road to regulation, and with that interest in our industry is likely to reach new highs.

Adding to the momentum is the growth of betting on eSports, which over the past few years has been quite staggering. While I don't subscribe to the view that it will overtake traditional sports, it is clearly here to stay with no signs of slowing down.

Where eSports is showing very good numbers however, is in attracting a relatively young audience. Operators will need to invest R&D to

both understand and pinpoint this new generation's needs. The best way to adapt is to focus on strategic customer segmentation. For the first time in history, we now have multiple generations of online sports bettors – all with relatively equal proportions of total revenue derived. While recreational bettors are often not price sensitive, no matter what the generation – what is more important is to focus on attraction and retention via a high-quality proposition.

Of course, with each new opportunity comes a new challenge. Operators continue to face compliance burdens that can restrict growth strategies, especially when it comes to global expansion. They need to tread carefully with which markets to enter as it is not feasible to have a pure one-size-fits all approach anymore. Compliance is a central part of any serious

betting company today. The companies that have a high local understanding and work with the regulators will be the ones to come out on top.

Responsible gambling in particular is an area where the industry as a whole needs to do more, but the question is what and how. There is a fine balance between player protection and limiting and interfering normal players' behaviours. We strongly believe in the RG model where you inform and provide great tools for healthy and sustainable gambling. But RG is not an isolated thing to one company, it is an area where the industry needs to come together and work proactively. Regulated markets will help with this as you can introduce successful RG tools across a whole market, such as spel pause in Sweden or Rufus in Denmark.

Looking to the future, I'm excited about the way the industry is evolving. With the right product, the right tech and an efficient flexible offering, bookmaking as we currently know it has the potential to evolve into a multi-segmented omni-channel offering. Not only by delivering the full package for multiple generations rolled into one, but one that can also incorporate the changing face of tech instantly, and as fast as the entertainment industries that surround our sectors. I for one, am looking forward to making that happen.

A whole new spin on roulette



Irina Rusimova
Business Development
Manager, EGT Interactive

EGT Interactive, which has brought the longstanding, internationally recognised appeal of the EGT land-based casino games to the online world, has reported what it is describing as 'a phenomenal response' to its latest launches, Virtua Roulette and European Roulette.

The user friendly interface of EGT Interactive's new Virtua Roulette comprises a sliding-bet function, re-bet, double and re-double functionalities as well as instant access to the betting history. Players are kept fully immersed in the experience courtesy of the jackpot cards bonus game. It's available for both mobile and desktop, in a range of key languages including Bulgarian, English, French, Romanian, Russian and Spanish and provides an RTP of 97.3 percent.

Ms. Rusimova added: "EGT Interactive's European (Auto Roulette) has all of the leading player features offered by Virtua Roulette, with the added benefits of real time video capturing and streaming with minimal buffering or delay. Our on-going commitment to delivering an optimum customer experience can be evidenced in new features including the ability for the bonus game to be placed on hold, as well as the upcoming dynamic pay table."

Powering many of the world's tier one casino operators and platform providers, the EGT

The company, whose values are underpinned by a passion for innovation, believes its roulette games are setting new standards in the online space. Irina Rusimova, Business Development Manager, stated: "Virtua Roulette is packed with features which keep the player engaged and focussed on the game."

Interactive portfolio comprises more than 150 video slots, roulettes, video pokers, keno and lottery games, available across 16+ jurisdictions with more in the pipeline. The company's attractive RTP strategy, coupled with the exportability of the EGT brand from the casino floor into the online space, has created a large and loyal base of committed and very serious players.

Alongside its commitment to innovation, the EGT Interactive brand also provides a 'best in class' package of support services which includes a dedicated account manager, second line English language 24/7 support, a pipeline of at least two new titles per month and a real time

back office which provides operators with access to information enabling them to understand their players' behaviour and manage their content in the most effective and appropriate way.

Irina Rusimova concluded: "We know our players and they know and love our games. EGT Interactive is bringing 15-years of experience gained in the casino retail environment to the world of iGaming and the results are outstanding. The division is growing rapidly thanks to a commitment to continuous innovation and a player-centric approach backed by the best levels of support in the industry."



The Gauselmann portfolio: engaging every demographic



Maja Cvetkovic
Business Development Manager –
Online, adp Gauselmann

When you create games do you design for a mass audience or is it for a certain demographic?

Having first design ideas regarding new games you almost always end up creating it for a certain demographics. As a part of this design process, we are also observing market developments and the newest developments in order to identify future trends that we implement into our games. You have to offer various games for various player types as these very much differ from each other not only from market to market but also within the same market. The development of the specific game and its direction is also influenced by the knowledge of our employees around the world who are gathering the information about the game preferences among certain demographics.

Are millennials hard to cater for?

With our diverse portfolio of content, particularly with the newest titles of which we are confident to reach various player segments. The Gauselmann Group's experience regarding

Maja Cvetkovic explores the first-class formula behind ADP Gauselmann's online games and how its latest titles are appealing to various players and markets.

player types and preferences enables us to develop targeted content towards new player groups. In order to attract new players including millennials we are looking at games and features that are unique and cross the lines between slots, classic computer games and game apps. Furthermore, we are designing our games as intuitive and user-friendly as possible. We are utilising graphics and animation to tell a story that unfolds as players progress through the game, moving ahead step by step. We are also working with development partners in several areas which enable us to offer a very diverse portfolio of content that addresses various player types and markets.

We are also very fortunate to benefit from the many new ideas coming from the various game design teams within the Gauselmann Group. In addition to that, we are working closely together with our partners, listening to their feedback and insights

What makes a great game and where do you source game ideas and themes?

We are continuously monitoring and researching market developments to identify future trends that we translate into our roadmap. We are also very fortunate to benefit from the many new ideas coming from the various game design teams within the Gauselmann Group. In addition to that, we are working closely together with our partners, listening to their feedback and insights in order to further enhance our content and explore new ideas and features.

Do games created for retail bricks and mortar environments transfer to online – do they have to be tweaked or altered?

We are strongly benefitting from porting successful land-based titles from the popular Merkur library – games that players know and enjoy playing. A key objective is to bring those successful land-based titles to online and make them popular with online players as well. These games are usually not altered as a lot of players would know these from the land-based world which means they would have certain expectations regarding their favourite games whether online or land-based. If we need to make changes to certain titles due to regulatory requirements, we are trying to stay as close to the land-based version as possible.



WIRAYA

Wiraya Online Platform EveryMatrix

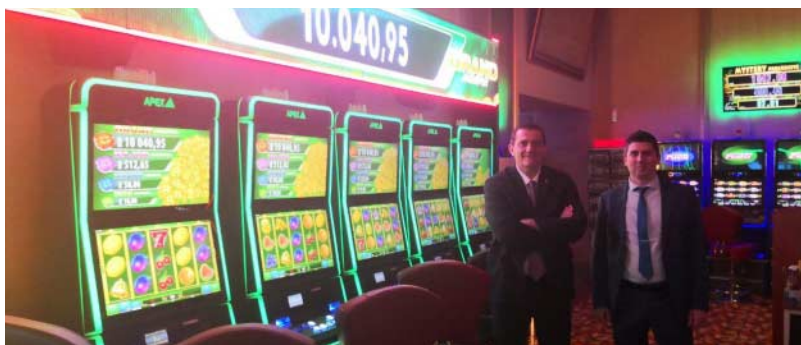
International software provider EveryMatrix has signed a partnership agreement with Wiraya, which will support commercial expansion for both businesses in the iGaming industry. The new partnership brings together EveryMatrix's premium offering and client network with Wiraya's Mobile Customer Activation solution.

"EveryMatrix has always strived to offer the very best technology available to its clients and the new partnership with Wiraya will support us in our efforts. By using Wiraya's solution across the player lifecycle, we can now facilitate superior player engagement to our operators."

"One of our fundamentals is to always be a flexible and agile partner to our clients across sports and casino, which means that we have a responsibility to find or develop the best solutions available for their needs," comments Kiril Nestorovski, Head of Sales at EveryMatrix.

"Wiraya has some ambitious growth plans, and to achieve these objectives, strategic partnerships with some of the biggest brands in the industry will be key," says Patrik Eriksson, Wiraya's Partnership Manager for iGaming.

"From the beginning of our discussions, EveryMatrix recognised the potential value here for their customers, as all major operators are now really understanding the benefits of focussing on customer experience. This means taking active steps to engage with players throughout the entire player lifecycle, to address the critical challenge of customer loyalty," adds Eriksson.



CLOVER LINK Casino Slots APEX gaming

The success of CLOVER LINK from APEX gaming continues to break new boundaries in player popularity and this success continues to rise. Viva! Casino Sofia is the latest casino to install CLOVER LINK. Casino management has chosen the WALL EDITION in the knowledge that this can easily be expanded upon as player popularity rises.

Viva! Casino Sofia is located in the Sheraton Sofia Hotel Balkan in the heart of the city centre. Viva! Casino Sofia has recently been renovated and offers both live gaming and slots. "We can truly see the difference that CLOVER LINK makes in our casino. CLOVER LINK is a game that captures the hearts of our customers. We can see how much they

enjoy playing this game", commented Mr. Emin Rizvan, Slot Manager at Viva! Casino Sofia. Mr. Alper Hergul, General Manager at Viva! Casino Sofia added "We are delighted with the reaction of our customers to CLOVER LINK. I know that the APEX gaming motto is to take gaming to the next level. This is certainly the case here".

Georgi Lungolov, International Sales Manager, at APEX gaming is rightly proud of such excellent feedback and noted, "Viva! Casino Sofia is a very well known and respected casino in Bulgaria. The casino management is extremely innovative and open to introduce new exciting solutions. We are proud that CLOVER LINK is seen this way".

Kubilay Özer, Global Sales Director at APEX gaming added, "We'd like to send our thanks to Alper and Emin for their positivity and determination in bringing CLOVER LINK to their customers. The feedback we have received is excellent."

VBOX Virtual Sports Golden Race

Golden Race has launched VBOX: the next generation solution that includes a full set of new virtual games and numerous system advantages to increase the profitability of betting shops. It has been built from the ground up with HTML5 technology, which allows more flexibility, faster loading times, and complete brand integration, among many other benefits.

Martin Wachter, Golden Race CEO said: "Golden Race is always at the fore-front of the industry, developing extremely efficient and attractive client-oriented solutions. This year, we have put special focus on renewing and enhancing our already successful retail software, to improve operators' everyday experience and help them increase their revenues. VBOX is the outcome of this process and we are very proud of the results."

The system is easier to setup and manage. The updates are automatic and lighter; and the technology framework is extremely secure. Modern visuals and animations were created for the viewer, to achieve a much more appealing user experience. The cashier has a new interface to increase the operation, being adaptive and compatible with any HTML5 browser capable device.

In addition, the back-office design enables the simple management of complex structures. It also offers the possibility of creating numerous jackpots and mega jackpots, different types of reports, and extended ticket details. Another great novelty brought by VBOX is the inclusion of four new virtual games, within the suite of almost a dozen uploaded on the platform.



Netbet and 777 Casinos Online Slots Synot Games

Following a successful integration, SYNOT Games have announced the finalisation of another significant deal that has added their portfolio of in-house titles go live on Netbet and 777 casinos.

Netbet and 777 are established gambling brands that provide quality entertainment to players across regulated markets. The integration is powered by iSoftBet Game Aggregation Platform, which provides advanced content aggregation technology. Its impressive library now provides 3500+ unique games from various providers, enabling operators access to the huge portfolio of content in a single integration.

"We are thrilled to release our games with premium operators like Netbet and 777, who hold such a prestigious name in the industry and among players."

"We are looking forward to a successful cooperation which will surely bring us great results and increase our global footprint," commented Martina Hrabinská, CCO at SYNOT Games.



Firefly Frenzy Online Slots Play'n Go

Firefly Frenzy is a 5-Reel video slot with 30 paylines. Firefly Frenzy has Fireflies that land as Multiplier Wilds and a Free Spins that sends them into a frenzy with more Wilds than ever.

Firefly Frenzy includes Wilds, Multiplier Wilds, a Moon symbol, four mysterious flora symbols and four gleaming crystal symbols.

Only one Moon symbol can land on any individual spin. When it does land, a Firefly Wild can now land on it to trigger Frenzy Spins. Eight Free Spins will be awarded, and the Wild that triggered is now the lowest multiplier that can land during Frenzy Spins.

Frenzy Spins is retriggered in the same way, and the Wild that retriggers is now the lowest multiplier that can land. The game is full of rich and vibrant colours; from the flower and mushroom HP symbols to the shining moon Scatter symbol and the vivid firefly Wilds.

A standard win in the base game can be achieved by matching 3, 4, or 5 symbols along the game's 30 paylines. The Firefly Wilds will float out of the enchanted forest and land gently on the reels to substitute for any symbol (excluding the Scatter), helping players to create wins.

Not only that, but the Wilds also come with a x1, x2, x3 Multiplier which will be applied to any winning line they form a part of. If more than one Multiplier is part of a winning line, they will be multiplied together to create even bigger wins. The frequency and potential of the Wilds will leave players in constant anticipation of that next big win!

Firefly Frenzy's Scatter symbol is the moon and, if any Firefly Wilds are drawn to its light and land on the Scatter Symbol during a spin then the game's feature, Frenzy Spins, will be triggered. If a x3 Multiplier Wild lands on the Scatter to trigger Frenzy Spins, then all Wilds during the feature will have a x3 Multiplier; If a x2 Multiplier triggers the feature all Wilds will have either a x2 or x3 Multiplier; if a regular Wild triggers the feature, then all the Wilds will be either x1, x2 or x3. Triggering Frenzy Spins will initially award players eight free spins, and contains noticeably more Firefly Wilds than the base game. Landing another Firefly on the Moon Scatter will re-trigger Frenzy Spins, if the Wild that triggers it is of a higher value than the original Wild, it will upgrade the Wilds you get during the feature.

First Person Lightning Roulette and Dream Catcher Live Casino Evolution Gaming

Evolution Gaming, leading provider of Live Casino solutions, has added two new titles — First Person Lightning Roulette and First Person Dream Catcher — to its range of online RNG games with integrated 'Go Live' functionality.

Both of these First Person games are RNG-based versions of acclaimed and award-winning Evolution live games. The live dealer version of Evolution's Lightning Roulette won three Game of the Year awards in 2018. The company's Dream Catcher game, a spinning money wheel with a live presenter, was named Digital Product of the Year in Las Vegas 2017.

Now the new First Person versions of both games are available to online casino operators looking to add something distinctly different to their RNG games line-ups.

In First Person Lightning Roulette the game action centres on a super-realistic animated Roulette table in an electrifying setting with

lightning effects. In every game round, one to five randomly generated Lucky Numbers are struck by lightning and have random prize multipliers of between 50x and 500x applied.

First Person Dream Catcher, meanwhile, is an extremely easy to play game based on the large, vertical, multi-segment spinning wheels as seen in land-based casinos. Players simply bet on the number segment on which they think the wheel will stop. Adding to the excitement are the 2x and 7x prize multiplier segments on the wheel.

A key feature in both games is the unique 'Go Live' button, present in the User Interface of every Evolution First Person game.

One touch of the button and the player is transported from the First Person game through an in-game portal to the live version of the game. That transition is made as seamless as possible as the First Person and live versions of each game have the same rules and easy-to-use Evolution UI.

Todd Haushalter, Chief Product Officer at Evolution, commented, "Our First Person Gaming range

continues to leverage the latest technology to help our licensees build player loyalty across their entire online casino games offering."

He added: "All Evolution First Person titles are great games in their own right with superior animation and gameplay. But with the 'Go Live' button these games go far beyond conventional RNG games. That button is a way of very easily taking players into the hugely entertaining world of Evolution Live Casino, a world that offers so much more than classic Live Casino table games."





Teen Patti Live Casino BetConstruct

BetConstruct has further expanded its Casino Suite with the launch of its latest Live Casino game.

Being an international company, BetConstruct draws inspiration from diverse gaming cultures to introduce ambitious projects and deliver fresh casino content. Now a bet-on version of Teen Patti, an exciting game originated from the Indian subcontinent will boost BetConstruct's Live Casino collection.

The poker-based concept will quickly make the game a player favourite since this simplified three-card version allows side bets. The game is now live and available to our growing list of online partners. Still, BetConstruct has another trick up its sleeve for helping operators attract fresh audiences and increase revenues. Later this summer the software provider will reveal two more Live Casino games.

CLOVER LINK Casino Slots APEX gaming

Casino Bad Homburg is a very important casino in Germany. Steeped in tradition, this casino was inaugurated in 1841 by the Blanc brothers, being the meeting point for aristocracy, including the Russian poet Dostojewski. The location, in a wonderful part of Germany, makes the casino unique.

Today there is another reason that draws in players. The casino management, having heard such great feedback, made sure that a visit to the APEX gaming stand was right at the top of their agenda during the last ICE exhibition in London. CLOVER LINK is the talk of the industry and so the Casino Bad Homburg team made sure that CLOVER LINK was to become the next major jackpot system to delight their customers.

"There is a difference between hearing of great results and then experiencing them oneself", explained Mr. Lutz Schenkel, Managing Director at Casino Bad Homburg. "We are extremely pleased with the results. Our



Andreas Deschner, Slot Manager at Casino Bad Homburg and Kubilay Ozer of APEX gaming

customers were literally waiting to play it during set-up. As soon as it was ready to play, the seats were taken! This shows that APEX has created something very special indeed. CLOVER LINK began as a firm favourite and has remained so to this very day."

Mr. Andreas Deschner, Slot Manager at Casino Bad Homburg placed emphasis on another extremely important point, "The service APEX gaming offers is second to none. This truly impressed us. The APEX team took our questions and suggestions seriously and

responded professionally and extremely quickly".

Mr. Kubilay Özer, Global Sales Director at APEX gaming pointed to the importance of having such a strong customer reference, "The history, the location and the modern and innovative management team all together make Casino Bad Homburg the place to visit. Our corporate philosophy is to take gaming to the next level. This coincides with the management strategy at Casino Bad Homburg. That explains why CLOVER LINK is the perfect fit here".

SpringBME 2.0 Online Platforms BetConstruct

BetConstruct is celebrating the second anniversary of its game-changing management tool, SpringBME, which brings an entire suite of betting products, tools and games together in a single dashboard.

In July 2017, BetConstruct sent waves across the industry with the launch of its comprehensive management tool SpringBME. From that point on, it was only a matter of time until the platform became a fully automated and supremely advanced environment for online gambling businesses around the globe.

When it was first premiered, SpringBME became an immediate industry sensation by delivering the entire suite of tools needed to launch and successfully operate an iGaming business through a single comprehensive infrastructure. Now, two years later, on 16 July, BetConstruct will be hosting a celebratory dinner in Amsterdam ahead of iGB Live in honour of SpringBME's second anniversary.

Two years after its initial launch, BME continues to be an ever-advancing project. Every stage of its development has seen the team put in place a number of creative enhancements, all



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designed to facilitate effortless business management for operators. During the company's special evening on 16 July, BetConstruct CEO and founder Vigen Badalyan will be discussing some of these important features and taking a deeper look at the cutting-edge yet intuitive technology at the very heart of SpringBME. During the show itself, from 17- 19 July, BetConstruct will be taking attendees through its A-to- Z of establishing a successful and profitable iGaming business.

iGB Live is one of the most prominent dates in the iGaming calendar where BetConstruct regularly showcases its full spectrum of gaming and betting products, alongside additional

solutions and tools that can take any business to the next level. Next to its powerful sportsbook, one can find CRM systems allowing operators to craft effective campaigns and BetConstruct's latest AI-powered risk-management tool which can yield significant results within just three months of use. Both solutions are meticulously designed to make the entire sportsbetting experience safe and smooth for operators and their players. And with the expertise of in-house data-feed supplier FeedConstruct supporting every one of its sportsbetting products, BetConstruct's sportsbetting offering delivers a perfect symbiosis between rich data and smart technology.



Belgrade Future Gaming VLTs and Online Slots Synot Group

In Belgrade, Serbia, a two-day exhibition of gaming technology called BELGRADE FUTURE GAMING took place in early June. During this event, 30 mostly European companies presented its products. One of the booths, with an area of more than 100 m2, belonged to the SYNOT Group. New graphics featuring FireBird games and Explosive Game Premium

underscored its appeal with visitors to the show

"In addition to the game graphics from SYNOT Games, the stand design was dominated by three large LED displays that helped to increase its interactivity. Through individual monitors, visitors could get acquainted with the offer of our products and the activities of individual companies," said Roland Andrysek, Sales Director of SYNOT Group, and added: "We introduced approximately two dozen gaming devices, which were divided into online and VHP sections. The online section was represented by the presentation of new trends in mobile solutions, including EASIT products, which we operate in many countries, including the Balkan."

During the exhibition, SYNOT demonstrated not only the current SYNOT products, but also the latest news for the coming year and for various foreign markets.

This year, for example, Spirit cabinets with a 4K curved 43" screen with Firebird software, Eclipse cabinets with HD resolution software and also a highly modern circular jackpot LED display. Of course there are new games from SYNOT Games and IGT Interactive with attractive graphics.

The exhibition has become a place for potential customers and business partners from basically every Balkan country. In addition to visitors from Serbia there were representatives of Slovenia, Croatia, Bosnia, Macedonia, Bulgaria, Montenegro and others.

EDGE-X Slots Cabinets Aristocrat

Casino players in the US are on the EDGE of their seats with excitement, enjoying games in Aristocrat's new EDGE X cabinet. The all-new cabinet made its official launch at the Indian Gaming Tradeshow and Convention, and now it is appearing on casino floors across the U.S.

Aristocrat's all-new EDGE X cabinet features two stacked, horizontal, curved 43ins. cinematic LCD screens displaying panoramic views, with stereo symphonic surround sound and virtual button deck, all in a cabinet that occupies a larger-than-life footprint.

EDGE X is entertaining players with two big launch titles: FarmVille slot game and Madonna slot game. The FarmVille game is based on the FarmVille Social builder and FarmVille Social slots enjoyed by more than 100 million players

worldwide. Slot players will find all of their favourite characters, farm animals, and livestock. The game features Persistent Free games and the popular Mighty Cash Hold & Spin mechanic. Adding to the fun is a single-site progressive with grand jackpot starting values of \$2,500 or \$5,000.

The Madonna game invites players to get into the groove with entertaining game play that perfectly captures the essence of the "Material Girl" and her spirit that continues to captivate the world. This game features persistent Mighty Cash Hold & Spin Multipliers, Free Games, and a "Like a Virgin" Wheel Bonus. Madonna offers a multi-site progressive with a grand jackpot starting value of \$250,000 or a single-site progressive with a grand jackpot starting value of \$5,000.



Open Gaming System Gaming Platforms Scientific Games

Scientific Games and Blue Ribbon have partnered to offer jackpots via the company's Foundation Innovation platform and Open Gaming System (OGS) content aggregation platform. The partnership sees Blue Ribbon provide their cutting-edge jackpots marketing platform to any OGS content, packaged in a seamless overlay.

For the first time this will give Scientific Games' partners the capabilities to control the jackpot as a true marketing tool and will make it easy for players to enjoy a new gaming experience tailor made for them. Blue Ribbon will give OGS partners an innovative way to engage better with their players and to offer a new set of incentives tools which will improve both player acquisition and retention.

Dylan Slaney, SVP Casino and Platforms for SG Digital, the interactive division of Scientific Games, said: "We're starting to finalise our full portfolio of casino content and technology under the umbrella of 'Open Casino,' which includes our player account, our Open Gaming System, the world's best content and now, new revolutionary features such as missions, tournaments and jackpots.

"Combining platform scale, ground-breaking content and feature innovation is where the magic will happen for player experiences. Blue Ribbon is known industry-wide for their innovative game functionality. Pairing their jackpot innovation with our world-leading OGS platform is the perfect combination, bringing players new ways to enjoy our games with an added layer of game-expanding features. We're thrilled to work with Blue Ribbon as we prepare the launch of our Open Casino portfolio." Amir Askarov, CEO for Blue Ribbon, said:

"Scientific Games is one of the leading gaming platform providers in our industry, and we're excited to enable our unique player engagement platform on their OGS platform.

"For the first time OGS partners will be able to control and manage their jackpots to build better engagement while players enjoy the seamless and intuitive gaming experience which is aligned with their gaming preferences.

The OGS is one of the industry's most powerful two-sided distribution platforms. With almost 2500 games from studios worldwide, OGS is connected to over 200 operators across every major regulated market.

"By choosing to work with Blue Ribbon, SG provides another confirmation of the value of Blue Ribbon products as the next generation of engagement tools," commented Mr. Askarov of the agreement.



EZ Modulo – Cyprus Casino Slots Casino Technology

Casino Technology is steadily growing its market share in Northern Cyprus with new placements of its EZ Modulo series of slot machines. The newest models of EZ Modulo with three 32ins. HD monitors are now offered in Viva! Casino in the beach resort Kyrenia, housing over 200 slot machines, various table games, VIP lounges and located in the five stars rated hotel Vuni Palace.

"Now, casino customers can enjoy the attractive games, offered with our latest EZ Modulo cabinet. Since we are dedicated to providing high-quality experiences to meet every clients` needs, we delivered specially for Viva! Casino our cutting-edge offerings", Larisa Petre, Business Development at Casino Technology commented adding that the EZ Modulo 32/ 32/ 32 precise ergonomics and awesome design fitted in just perfectly the casino floor, giving a sense of even greater diversity. "The result is an amazing culmination of sights, sounds, ergonomics, and innovation", Mrs. Petre said.

Murat Yilmaz, Casino Slot Manager at Viva! Casino added: "We create a gaming universe and the right environment for people who are looking to have a good time. EZ Modulo was excellently appreciated by our clients and they enjoy playing it. We are very pleased to partner with Casino Technology".

Various models from the EZ Modulo product line are in operation in many locations across Northern Cyprus. Furthermore, the all-in-one system for casino management, RHINO CMS, has been optimising all work processes in a multitude of casinos, paying attention to every detail of the events on the floor and facilitating comprehensive reports.

"We are delighted that our product offerings are excellently perceived by key operators in Northern Cyprus and we are looking forward to extending even further our collaboration", said Larisa Petre, Business Development at Casino Technology.

Side Bet City Live Casino Evolution Gaming

Evolution Gaming has announced the launch of Side Bet City, a unique 1980s-themed poker room that extends the company's already extensive line-up of online live dealer poker variants.

Promising to transport players back to 1985, Side Bet City is a Las Vegas-themed poker room in a stunning setting complete with bright neon lights for an authentic late night, big city buzz.

Side Bet City is a fun, fast-paced poker game designed to be played not against the dealer but against a pay table for an unlimited number of online players.

Players simply bet on whether they will win on a 3 Card Hand, a 5 Card Hand or a 7 Card Hand, or on the 'All Lose' option. The player can bet on any combination of these bets.

Andar Bahar Live Casino Ezugi

Ezugi has further enhanced its offering with the launch of the classic Indian game Andar Bahar.

Through Ezugi's coverage, this traditional Indian game will be introduced to the rest of the world on August 8th. Ezugi's unrelenting commitment to immersive live experiences ensures players who love this game will feel as if they are playing in an actual casino.

Players can enjoy Andar Bahar in English and Hindi and dealers behave as they would in an

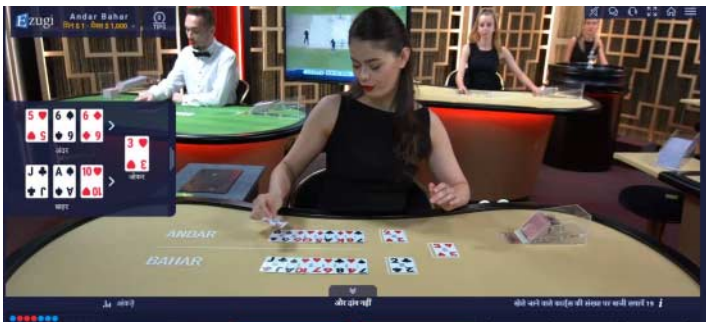


Winning hands are based on all the usual poker hands and no decisions are needed by the player after placing their chosen bets. If the player's bet wins, a winning message appears on-screen. This is poker made easy.

Commenting on this latest game launch, Evolution's Chief Product Officer Todd Haushalter said: "We are very excited by the potential of Side Bet City because it adds something very different and distinctive to our already wide choice of poker variants. Side Bet

City is a fast, simple live poker game with big payouts, all wrapped in a 1980s' theme."

Haushalter added: "We feel the game will attract the widest range of players with the way the game plays out. Players new to poker will love it because it's an easy and entertaining introduction to the game. More experienced players, meanwhile, will also find the game huge fun because it presents a different kind of challenge and also because there are big payouts on offer of up to 1000 to 1."



authentic casino. Andar Bahar begins with the dealer producing the first card as a Joker, who then deals a single card to each side of the table (Andar and Bahar) until a card with the same value will be drawn on one of the sides.

The opening player for the round is able to place a bet on whether the Joker card will land on Andar or on Bahar side first – only the card value is important. Once a card with the same value as a Joker is drawn on Andar or Bahar the round will end.

Enjuto Mojamuto Online Game Paf

Åland-based Paf has launched a game exclusively for Spain. Inspired by the well-known Spanish cartoon character, Enjuto Mojamuto, the game has been developed and designed by the Paf Games Studio team.

Paf launched the Enjuto Mojamuto game on their Spanish website (Paf.es) in the spring of 2019. The game was developed exclusively for the Spanish market and is based on the well-known Spanish



cartoon character, Enjuto Mojamuto. The game was developed by the Paf Games Studio team, from offices based in Helsinki and Mariehamn. "At Paf, we work hard to offer exclusive,

market-specific content. Paf Games Studio, an internal division of Paf, has created unique games, including Sällskapsresan with Lasse Åberg, Schlagerslotten with Lasse Holm and now Enjuto Mojamuto for the Spanish market," says Goran Ristic Chief Marketing Officer at Paf.

Paf's Marketing Manager in Spain, Cristina Sebastián said. "The game is a natural next step in Paf's strategy for the Spanish market. Paf Games Studio has enjoyed a stimulating collaboration with Spanish comedian Joaquin Reyes."



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S-Line Multi-players EGT Multiplayer

In the midst of the summer, EGT Multiplayer continues to work hard on one of its main objectives – an increasing presence in Asia.

Early in July, EGT Multiplayer completed yet another installation in Vientiane, Laos with the help of its partners for Asia – Channel Paradise. While strengthening its partnerships and continuing the rewarding cooperation with the local establishments, EGT Multiplayer expanded one of its previous installations in the capital.

After receiving praise for the excellent performance of the company's products and for their attractiveness to the players, the operator

decided to increase the number of EGT Multiplayer machines, and mainly – the S-Line terminals.

The addition of 17 S/32, six S/32/32, and three S/32/32/32 terminals, means that EGT Multiplayer has 65 gaming places on the casino floor connected to three automatic roulette centres combined with the "Jackpot Cards" bonus game.

The S-Line series contemporary design, vibrant gameplay and the rich variety of games is highly regarded by both players and operators throughout Asia. The company firmly believe that it's one of the keys to growing its business in the region and to establish EGT Multiplayer as a major player on the Asian market. In the future EGT Multiplayer intends to keep relying on innovation and mix of high performing products to satisfy the needs of customers.

Hoory Smart Gaming BetConstruct

BetConstruct has launched a new innovative approach to sports betting and gaming personalisation with the launch of the virtual assistant Hoory.

Hoory, pronounced [ˈhuːrɪ], is named after a frivolous and lazy person from an Armenian fairy tale. However, unlike the fictional character, BetConstruct's Hoory is here to assist players in placing bets, learning sports statistics and navigating through operator's website. By recognising the user's voice, Hoory interprets commands and performs the requested actions.

"VRT has been around for a while. We trust the technology to remind us about the important meetings, search for information we need and set the mood for an evening with music and entertainment. It is the right time to entrust the gaming experience to this immersive technology



and let Hoory take the interaction with an online casino to the next level." said Vigen Badalyan, BetConstruct's Founder and CEO.

At the iGB Live! event held in Amsterdam, the software developer presented the beta version of Hoory, which currently runs on VBET.

BetConstruct's guests had a chance to be the first to talk to Hoory, ask her to place bets and learn more about her background through her own words. In future, Hoory will extend the range of its functions to be able to understand user's needs in advance based on the previous conversations and help them effortlessly navigate through operators' websites.

Gold Canyon Online Slots Betsoft Gaming



Betsoft Gaming is promising to blow players away with its latest dynamite slot release, Gold Canyon. Set in the heart of cowboy country, the game offers slot fans an explosive experience and a fresh take on traditional 5x3 games.

Crammed full of treasures, classic Betsoft bonus features and dynamite free spins just waiting to be discovered, players have the chance of blasting their way to potential huge wins of well over 4,000 times their stake.

Hit the Hero Wilds and a cowboy with a dark past expands to fill the reel. Bundle together three or more stacks of TNT and they explode to trigger Scatter Pays.

You might also find two or more heroes to unlock multiple Frontier Free Spins that can lead to amazing cash prizes.

Betsoft's rapidly growing content portfolio is managed by its advanced, modular and fully customisable back office – Casino Manager, the most complete and powerful game reporting and administration system available today.

The management tool has recently been updated to include a range of cutting-edge marketing tools that optimise game performance and streamline an operator's day-to-day administrative and support tasks.

Annamaria Anastasi, Marketing Director, Betsoft Gaming, said: "Gold Canyon is a classic slot, packed full of unique Betsoft features, bonus rounds and free spins that players are sure to love and keep coming back to. We're really excited for what the rest of 2019 has in store with even more fantastic titles to come!"

Boston Harbour Casino Slots Scientific Games

Scientific Games has confirmed that the US-based manufacturer has supplied a significant portion of slot machines, table games and utility products for the highly-anticipated opening of Encore Boston Harbor, which is owned and operated by Wynn Resorts, Limited.

Encore Boston Harbor's five-star water-front resort opened June 23, 2019 with over 875 of

Scientific Games' cutting edge slot machines, including top performing cabinets like the TwinStar J43 and its newest innovation, the TwinStar Wave XL. Players will be able to enjoy popular slot games such as Dancing Drums, Jin Ji Bao Xi, Lock It Link, Heidi & Hannah's Bier Haus, as well as a number of new titles from popular licensed brands.

In addition to the multitude of slot machines, the Company also supplied the resort with over 170 table games, including both progressive and non-progressive titles. Table game

enthusiasts can find player-favorite games such as Three Card Poker, Fortune Pai Gow Poker, Dragon Bonus and Casino War, among others.

To support more efficient table game operations, Scientific Games also provided Encore Boston Harbor with many of its industry-leading table utility and shuffler products such as Tech Art chip trays and readers, DeckMate 2 and i-Deal Plus single-deck shufflers, and the latest MD3 multi-deck shufflers.

Izi Paryaj Online and Mobile NSoft

NSoft has provided a full Web solution as well as an Android mobile app for its long-lasting Haitian customer: Izi Paryaj.

The betting company started small with one branch office offering sports betting and five NSoft products. Izi Paryaj now utilises the full NSoft betting solution and has included the complete NSoft product palette in its retail network, having become one of the first customers to introduce NSoft's Roulette to its players.

"We are very satisfied with the quality of products and service provided by NSoft. Our cooperation is inspiring as they always strive to improve and upgrade the existing offer and answer to all our needs.

"The last extension with two new channels has proved that NSoft is reliable partner and we are very eager to see how our web and mobile application will perform." commented XY, XY of Izi Paryaj.

Astro Cat Deluxe Slots Lightning Box



Specialist slots developer Lightning Box has taken its partnership with Incredible Technologies online with the launch of their slot game collaboration Astro Cat Deluxe.

The game's Asian-themed, 5-reel, 1296 ways forerunner Astro Cat has been a major hit in U.S. land-based casinos, as well as attracting an army of fans after going online in Europe. It was boosted by Incredible Technologies' patented Sky Wheel feature creating Astro Cat Deluxe and attracted further success on the casino floor over the past 18 months. Astro Cat Deluxe is now made available to Lightning Box's clients in online real money gaming and social casino.

The exciting feature is triggered when 5 Sky Wheel symbols appear within the ReelFecta reel, setting the giant wheel above them spinning.

CasinoEngine Online Casino EveryMatrix

EveryMatrix teams up with new casino and sports betting brand BetWarrior to provide a rich selection of content through its CasinoEngine Direct solution, which gives access to the industry's largest casino content library via a single integration.

Co-founded by Morten Tonnesen and Jose del Pino, former PokerStars executives, BetWarrior aims to deliver an outstanding player experience through locally relevant content and player-centric approach.

Morten Tonnesen, co-founder and CEO of BetWarrior, said: "World-class casino content is at the heart of our strategy here at BetWarrior, so partnering with EveryMatrix was



very much a priority. We are committed to delivering a revolutionary, mobile-first experience, and the EveryMatrix team has been extremely easy to work with towards this goal.

"BetWarrior's fully native mobile platform is a gamechanger for the sector, and we look forward to building a long-lasting and mutually beneficial partnership with EveryMatrix."

Stian Hornsletten, Co-founder of EveryMatrix and CasinoEngine CEO,

added: "We are very impressed by the work done by BetWarrior. Working together with such a promising brand confirms once again that CasinoEngine is the go-to content provider for the industry.

"Our solution meets their casino content needs and we are delighted to help them secure their rightful place as an innovative operator with a fresh and ingenious approach. Our large selection of world-beating content provides them with the most appealing games for their target markets."

Really Wild Online Slots Greentube

Really Wild introduces players to the law of the streets and all the golden bling that comes with it. This exciting online slot can now be found in our Home of Games – available for all B2B partners!

Players can now take a trip to the shadier parts of town to make a name for themselves: In Really Wild, 7 win lines run across a total of 4 reels – a uniquely exciting setup that players simply can't get enough of.

The reels of Really Wild are bursting with lucky symbols: hoodlums, fruits and more are all waiting to line up just right. The Guy (Scatter) symbol is the key to



up to 20 Free Games, where the Wild symbol is the true star, as one of the reels will spin to show a cluster of them and remain fixed in place for all remaining Free Games. Players that are looking for a massive boost to their winning chances will absolutely

love this feature, because the Wild symbol may substitute for every other symbol in the game except Scatter.

Really Wild is a slot forged in the streets and full of cool winning chances!

Match HQ Line Scoreboards Scientific Games

Scientific Games has announced the launch Match HQ – a range of Scoreboards across American and European sports. Match HQ integrates directly with the OpenSports product suite and other sports betting platforms to give bettors real-time data that helps inform betting decisions. The data, displayed succinctly in a scoreboard widget, includes current score, play-by-play animations, commentary, and in-play team and player statistics.

Scientific Games' Match HQ is part of the OpenEngage branch of the OpenSports product suite; an end-to-end sportsbook solution accessible to players on mobile, desktop and retail.

The launch expands the offering from SG Digital's Red7 studio, well-known for its innovation in established betting markets like the U.K. Match HQ offers a great fit for the burgeoning U.S. region, presenting live data on some of the market's biggest sports, including football, basketball, baseball and tennis.



Keith O'Loughlin, SVP Sportsbook

for SG Digital (the Company's interactive division), said: "We're ramping up our US sports-betting presence with the launch of Match HQ under the OpenSports umbrella, and this is a big win.

"More importantly, we're shaping the betting experience to be seamless and intuitive for the end user. When punters have this information at their fingertips, it makes for a better experience, plain and simple."

Match HQ scoreboards are now live with Caesars Entertainment, and the Company expects more partners to follow shortly.

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