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Chile's Supreme Court has rejected the appeals put forward by casino operators
CHILE P8



Cordish expects 60 per cent of revenue from Live! Casino! Madrid will come from gaming
SPAIN P14



Golden Entertainment is buying Nevada and Arizona casino operator ACEP for \$850m
US P20



PAGCOR suspends Resorts World Manila as it awaits the conclusions of investigations
PHILIPPINES P24

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Contents

July 2017



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SOUTH AMERICA

CHILE P8

Chile's Supreme Court has rejected the appeals put forward by casino operators, Marina del Sol, Inversiones del Sur and Enjoy

DOMINICAN REPUBLIC P10

Illegal gaming via unlicensed lottery outlets will cost US\$63,638,730 this year and there could be as many as 70,000 outlets

LATAM P12

Increasing numbers of regulators and registrations from operators help the second Juegos Miami event to meet its targets

NORTH AMERICA

COLORADO P20

Golden Entertainment is buying Nevada and Arizona casino operator American Casino & Entertainment Properties for \$850m

NEVADA P22

TCSJohnHuxley brings its stunning Saturn Glo to the Tropicana Las Vegas and the Plaza Hotel & Casino in Nevada

US P23

The DOJ has confirmed that 33 members of a Russian crime syndicate have been arrested on charges to defraud casinos

EMEA

SPAIN P14

Cordish expects that 60 per cent of revenue generated at its planned Live! Casino! Resorts complex for Madrid will come from gaming

UK P16

Genting is launching a brand new family entertainment centre to operate alongside its Resorts World Birmingham casino.

UK P17

Playtech has signed a major agreement with Caesars Entertainment in the UK for its Neon Enterprise system across eight properties

ASIA & OCEANIA

PHILIPPINES P24

Philippine regulator PAGCOR has issued Resorts World Manila with a suspension order as it awaits the conclusions of an investigation

CHINA P24

Crown Resorts' detained members of staff have now been officially charged with illegally promoting casino gambling in mainland China

CHINA P26

Brokerage firm Sanford C Bernstein has labelled Grand Lisboa Palace as 'make or break' for SJM holdings in Macau

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Insight
IAGA NYC Summit 2017

IAGA Summit 2017 – Summary of IAGA event Insight P28

The IAGA Summit held in New York was a bit of a culture shock, like travelling back in time to a land without mobile or Internet gaming

A curious island – The Caribbean: Curacao Reports P40

Having pioneered online gaming back in the 1990s, Curacao has had a colourful relationship with both online and land-based gaming, from past to present

G2E Asia 2017 – Macau exhibition review Review P60

G3 reports back from the G2E Asia gaming show in Macau, discussing the changing marketplace as igaming took centrestage at the expo

Reports
LATAM

Connecting all the dotcoms in LATAM – online gaming Reports P48

There have been a number of significant developments of late regarding the online gaming market in Latin America. G3 takes an overview of the state of play

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Lewis Pek
Editor

Comment July 2017

It's funny, I've received a bunch of emails recently trying to tell me that FOBTs killed off the AWP industry in the UK. I think that's a pretty simplistic revisionist view of what actually happened to the street gaming sector and one that doesn't account for the fact that the industry also brought about its own downfall. The way that I remember it had a great deal to do with the lack of investment, a distinct aversion to risk-taking, a distribution model that failed to connect the game developer with the end user and the fact that operators were demanding three month trials - effectively wanting the machine to pay for itself before committing to a purchase - and returning machines that failed this ROI test in the same period. Would a car dealership loan you a car for three months just to see if you liked it?

Yes, the Gaming Act 2005 and the introduction of FOBTs put the nail in the coffin of the street gaming sector, turning it from giant industry sector to niche enterprise, but it was already in the coffin drawing the lid upon itself by that stage. Operators need to support game developers and invest in product innovation - even when it doesn't yield an immediate ROI - or at least one that's three month's long.

It was hearing these same words, 9-12 week trials, at the IAGA Summit in New York that made me wince during the conference programme. It

GAMECO CAN'T OFFER THE SAME TERMS AS THE SLOT MAJORS WHO ARE PLACING MACHINES ON TWO-THREE MONTHS TRIALS

was a comment from Blaine Graboyes, the skill-based gaming champion behind GameCo, who said he was refusing to give his machines on such lengthy trials to casinos in the US. He said he couldn't offer the same terms as the major slot manufacturers who were placing their machines for two-three months trials. It felt like history repeating.

Listening to the calls from operators wanting greater innovation to attract the millennials and bring a new generation of players into casinos, it's disheartening to learn from developers seeking to push the envelope and deliver new experiences that those same operators aren't supporting them - whether that's skill-based or traditional slot games. I've written a larger article this month about the Summit in NYC and the comments from Mitch Garber in particular, who accused operators of failing to evolve, adapt and keep up with the changes in society. Three month trials should have also gone the way of the dinosaurs.

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Calendar

July 2017

EMEA

World Gaming Executive Summit 2017

July 4-6, 2017

LOCATION

W Hotel, Barcelona, Spain
ORGANISER
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EMEA

iGaming Super Show 2017

July 11-14, 2017

LOCATION

Hall 8, Amsterdam RAI,
Amsterdam, Netherlands
ORGANISER
iGaming Business (Clarion)
Fulham Green, Bedford House
69-79 Fulham High Street
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Gambling Indaba Conference & Expo 2017

July 16-18, 2017

LOCATION

Emperors Palace, Johannesburg,
South Africa
ORGANISER
Gambling Indaba
186 Columbine Avenue
Mondeor

Johannesburg
South Africa

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EMEA

Sports Betting West Africa 2017

July 17-19, 2017

LOCATION

Federal Palace Hotel & Casino, Lagos,
Nigeria

Hong Kong

CONTACT

ORGANISER

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

T: +852 5511 8385

E: info@eventus-international.com
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NORTH AMERICA

Casino Marketing & Technology Conference

July 18-20, 2017

LOCATION

Bally's Las Vegas, Las Vegas, US
ORGANISER
BNP Media Gaming Group
2401 W Big Beaver Road, Suite 700
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Según Gilberto Occhi, Presidente del

operador de loterías y el banco de propiedad estatal más grande de Brasil –la Caixa Econômica Federal (CAIXA)–, la división de loterías instantáneas se venderá a finales de este año. «Las negociaciones están avanzando, y creo que sellaremos definitivamente la venta en el mes de diciembre», declaró el Sr. Occhi.

El Parlamento del estado mexicano de

Tamaulipas ha aprobado reformas legales que prohíben la instalación de cualquier otro casino o centro de juego. Con 31 votos a favor y cuatro en contra, los legisladores aprobaron el proyecto de ley completo presentado por el gobernador Francisco García Cabeza de Vaca y refrendaron así el decreto que afectará a la totalidad de los 43 municipios del estado.

El presidente del Instituto Provincial de

Lotería y Casinos (IPLyC) de Misiones, Eduardo Torres, ha cuestionado la decisión de la Lotería Nacional de cerrar el portal de apuestas online MisionBet. Torres ha acusado a la Lotería Nacional de incapacidad para actuar a la luz de la proliferación del juego online y ha declarado que actualmente está sopesando la posibilidad de denunciar a la Lotería Nacional.

Blueprint Gaming ha presentado las últimas

novedades de su cartera con Kindred Group, en pleno vertiginoso crecimiento. Las tragaperras de Blueprint, como la flamante nueva versión HTML5 de Wish Upon A Jackpot, así como King Kong Cash y Wild Antics, ya están funcionando con el operador.

BetConstruct ha suscrito un acuerdo para

suministrar su servicio de Live Scouting Data a Tipsport, el mayor operador de apuestas de la República Checa. La asociación con BetConstruct le permitirá a Tipsport mejorar su oferta de apuestas tanto pre-partido como en directo y atraer así más jugadores gracias a la cobertura de eventos deportivos exclusivos.

Uno de los operadores líderes en la oferta de

apuestas deportivas en Nigeria, Surebet247, ha elegido el pack de productos de juego virtuales de Betradar para aumentar la afluencia a sus puntos de venta. Surebet247 opera desde más de 4000 puntos de venta repartidos por toda Nigeria, y todos ellos ofrecerán a partir de ahora los productos Virtual Football de Betradar. La casa de apuestas también colaborará con Betradar en nuevas iniciativas que se irán desarrollando tras este primer lanzamiento.

Genting se dispone a presentar un nuevo

centro recreativo familiar para operar junto con su casino Resorts World Birmingham. Llevará el nombre de «Vortex Gaming», y este centro recreativo familiar añadirá al casino una experiencia digital inmersiva y la posibilidad de disfrutar de juegos emblemáticos. Incluirá marcas líderes como Namco y Sega a lo largo y ancho de dos plantas, una de las cuales se denominará «Pixel by Vortex» y estará llena de juegos destinados a niños menores de 12 años.

Chile's Supreme Court has rejected the appeals put forward by casino operators, Marina del Sol, Inversiones del Sur and Enjoy

CHILE LICENCES



Supreme Court Paves Way For Tender

Chile's Supreme Court has rejected the appeals put forward by casino operators, Marina del Sol, Inversiones del Sur and Enjoy who claim that the new licensing process for the municipal casinos is in contravention of their constitutional rights.

The Supreme Court unanimously rejected the six writs of amparo - a remedy for the protection of their constitutional rights put forward by operators. As a result the bidding process could soon be underway for the municipal casino licences. According to a statement released by the board "once the enforcement is dictated, the process of granting permits for gaming casinos will be restarted."

In October 2016 the SJC announced that it had decided to postpone the hearing for the submission of tenders for the bidding for the municipal casino licences which had been scheduled to take place on November 4th.

Investors had pointed out a number of shortcomings as well as a lack of information when it came to the process initiated by the SJC via the Santiago Appeals Court. They also warned that the demands put on operators applying for the casino licences were excessive

and would make the businesses unprofitable. According to the statement released by the SJC at the time all seven of the municipal casino licences would be put on hold and would resume once the court had made its decision.

The Appeals Court initially ruled in the favour of the operators but the SJC appealed the decision via the State Defence Council and it was referred to the Supreme Court.

However, a number of questions surrounding the process still remain especially when it comes to a circular which was published by the SJC in February this year which in effect extends the municipal licences. The circular rules that the seven municipal licences will remain in effect until the SJC issues a certificate attesting to the fact that the new casinos comply with a number of strict legal and regulatory obligations. There are also a number of questions surrounding the deadline for the newly reactivated tender process.

The process of granting new licences has suffered a number of delays and setbacks but the court's decision will undoubtedly be a major step in getting the licencing process finally back on track.

Argentina

Ansenuza Casino cleared of irregularities

The Public Prosecutor's Office of Córdoba has closed the investigation into supposed irregularities surrounding the construction of the Ansenuza Hotel Casino and Spa. After an investigation the office has determined that there were no irregularities in the construction of the hotel and that no wrong doing had occurred.

Prosecutor in charge of the case Gustavo Dalma made the decision after engineers and experts working on behalf of the Judiciary ruled that the work carried out confirmed to the standards of good building practice and did not find any evidence of overpricing during its construction. As a result the prosecutor decided to close the proceedings because he considered that there was no evidence of any criminal wrong doing.

The controversy surrounds the fact that the Province of Cordoba has

spent an estimated US\$44m to build the Ansenuza Hotel Casino and Spa in Miramar. The hotel has a modern casino, spa, golf course with nine holes, and overlooks the Mar Chiquita lagoon. Although the exact cost of the complex is still unknown, some estimate it cost as much as seven times the amount that had been previously envisaged for the complex.

In September last year three legislators from the province of Córdoba Aurelio García Elorrio, Juan Pablo Quinteros and Liliana Montero, denounced a number of irregularities centring on the construction of the hotel and demanded that an investigation into whether work was paid above market value be carried out as well as alleged abuses of authority and the defrauding of the state during the construction of the resort.

Dalma, who did not accept the three legislators as plaintiffs in the case ruled that "no crime" had occurred. As a result García Elorrio, Quinteros and Montero, have announced that they will contest the findings in court.

Colombia

R. Franco Digital and Corredor Empresarial S.A. have reached an agreement which will see the omni-channel supplier provide its latest-generation IRIS omni-channel platform, as well as its extensive and varied catalogue of online games and sports betting, to the Colombian operator.

Corredor Empresarial S.A. is the largest commercial network of games of luck and chance in Colombia, with more than 25,000 points of sale and 75,000 terminals throughout the country, with a varied portfolio of products and services making it the leading operator in the jurisdiction.

The recent regulation of online gaming in Colombia has attracted a number of international stakeholders to the market, which is estimated to be valued at €600m over the next five years.



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Kiron Interactive es la primera empresa en introducir los deportes virtuales en Malta de la mano de un operador minorista líder de apuestas deportivas, IZIBET. Los juegos de Kiron estarán ubicados junto a los productos habituales de apuestas deportivas en los terminales de autoser-vicio de Playtech BGT Sports instalados en 30 puntos de venta con la marca IZIBET.

Según datos publicados por el gobierno de Granada, un nuevo casino en la región se dispone a generar 200 puestos de trabajo. La legisladora local Sandra García afirmó que ya está en marcha el proceso para analizar las mejores propuestas, tras lo cual el gobierno decidirá la candidatura ganadora.

Golden Entertainment se dispone a comprar American Casino & Entertainment Properties por 850 millones de dólares. El acuerdo incluye tres propiedades en Las Vegas, entre ellas el Strato-sphere Casino, Hotel & Tower, el Arizona Charlie's Decatur y el Arizona Charlie's Boulder, así como su cuarta propiedad, el Aquarius Casino Resort en Laughlin.

IGT ha suscrito un acuerdo de licencia cruzada de patentes con Konami Gaming, un innovador líder a nivel global en el ámbito de las tragaperras y los sistemas de gestión de empresas de juego, lo que le permite a Konami ofrecer juegos de la cartera de IGT, incluidos los patentados, por los que Konami pagará tasas a IGT.

Stockbridge Capital Partners ha accedido a vender el SLS Las Vegas al Meruelo Group, propietarios del Grand Sierra en Reno, por una cantidad que no se ha hecho pública. El resort opera una planta de casino de 50 000 pies cuadrados con 600 tragaperras y 60 mesas de juego, además de 1327 habitaciones.

El Departamento de Justicia de EE. UU. ha arrestado a 33 miembros de un grupo mafioso ruso conocido como «Shulaya Enterprise» por cometer fraude contra casinos en Atlantic City y Filadelfia, operar un negocio de póquer ilegal en Brighton Beach y actuar como usureros para jugadores endeudados con la banda criminal. En las acusaciones se afirma que su objetivo eran casinos en Atlantic City y Filadelfia.

Yang Zhihui, el propietario de la empresa con sede en Hong Kong Landing International, ha anunciado su intención de adquirir la totalidad de las acciones restantes de Landing International Development. La empresa opera el Landing Casino en Corea y Le Ambassadeurs Club en Londres. En la actualidad, está construyendo el Jeju Shinhwa World en la parte sudoccidental de la isla de Jeju (Corea del Sur).

Tiger Resort, el operador que está detrás de Okada Manila, el resort con casino en las Filipinas, ha retirado a Kazuo Okada de su cargo como presidente. Tiger Resorts declaró: «A consecuencia de las recientes acciones registradas en Universal Entertainment, se convocó una junta de accionistas extraordinaria de Tiger Resort, seguida de una reunión organizativa del Consejo. D. Kazuo Okada ha sido relevado de sus funciones como presidente del Consejo».

Action Needed Against Illegal Lotteries

Illegal lottery gaming is on the rise and costing the government millions of dollars every year according to the Dominican Tax Office (DGII)

Illegal gaming via unlicensed lottery outlets will cost the state a total of U\$63,638,730 this year and there could be as many as 70,000 outlets now in operation

DOMINICAN REPUBLIC LOTTERY



President of The National Federation of Lottery Betting Parlors FENEBANCA, Wilson de los Santos has said that the country only needed a relatively small number of lottery outlets in order to generate revenue for the state. "We have said in the past that with no more than 6,000 (outlets) throughout the country we could operate in a normal way, be profitable and the state could receive a lot more resources for works of social good... The situation is out of control," he said.

Deputy Mario Hidalgo, who has introduced a new law which would reduce the number of illegal lottery outlets, proposes reducing the number of draws so that they are only drawn twice weekly as opposed to every day of the week. Meanwhile former Commercial Director of the National Lottery and country representative to CIBELAE (Corporation Iberoamericana de Loterías y Apuestas del Estado) Tiburcio Perdomo told press that the Dominican Republic now ranks highest in the world when it comes to gambling per capita. It is estimated that gambling per year now stands at around \$3.2bn with lotteries accounting for the vast amount of the total market share.

There are only 30,750 registered lottery outlets

registered with the Ministry of Finance compared to an estimated 70,000 illegal lottery outlets meaning that the government is only receiving a fraction of what it should receive in gaming tax revenue. Illegal sports betting is even more widespread. Due to the lack of information it is practically impossible to estimate the levels of tax evasion when it comes to illegal sports betting and the exact number of illegal sports betting shops is unknown. Illegal gaming has been a persistent issue yet the government has done little to tackle the growth of illegal sports betting shops and outlets.

In 2015 FENEBANCA reiterated its calls on the government to address the issue of illegal gaming as a matter of urgency and argued that the Ministry of Finance as the regulatory body had not met its legal requirements as set out by law. In addition FENEBANCA called for the creation of a new entity which would be responsible for regulating the industry. In July 2016 a government committee heard the opinions held by those involved in the gaming industry over a new bill which aimed to provide stricter control over gambling in the Dominican Republic. The bill seeks to regulate gambling, provide strict protection measures, combat fraud and promote responsible gambling.

CAIXA President predicts Lotex sale by end of year

Brazil

According to the Gilberto Occhi President of the largest state owned bank and lottery operator – the Caixa Econômica Federal (CAIXA) – the instant lottery division arm of the lottery will be sold off by the end of this year. "The deal is moving forward, I think we're going to obtain the sale by December," said Mr. Occhi.

The Brazilian Development Bank (BNDES) a federal public company associated with the Ministry of Development, Industry, and Trade and the main financing agent for development in Brazil will oversee the privatisation of Lotex – CAIXA's instant arm. President Michel Temer issued a decree in October transferring

the responsibility for managing the privatisation process of Lotex to both the BNDES and the Ministry of Finance. According to estimates released by the Federal Government's Investment Partnerships Program (PPI) the sale of Lotex will generate around R2.2bn for the government.

The news follows the announcement that the instant lottery ticket arm of CAIXA – would be auctioned off as part of a 25 point plan designed to kick-start the economy. It is believed that the licensing process for Lotex could begin in August and the auction could go ahead in November. However the tender could go ahead a month before so that the new privatised version of Lotex could well be in operation by the first half of 2018. Meanwhile CAIXA will continue to run and operate traditional lotteries such as its most popular lottery the Mega-Sena.

Curcao

Online gaming operator, Breakout Gaming Group, has secured a Curacao licence after successfully meeting all of the Curacao eGaming requirements. The new licence will cover the Group's currently operating website, and is expected to also provide licencing for the soon-to-launch Breakout Lottos gaming entertainment website. Launched in November 2016, the site offers a full sportsbook, as well as both RNG and Live Dealer casino games, poker, virtual and fantasy sports, skill games and financial betting. The site supports all popular deposit methods, which will shortly include both Bitcoin and the Breakout Coin (BRK). Breakout has recently seen the value of its BRK increase over 600 per cent, and confidence that the Coin will be available for direct deposit and withdrawal within the Group is expected to further increase.



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MEXICO – The Parliament of the Mexican state of Tamaulipas has approved legal reforms which prohibit the installation of any more casinos or gambling centres. With 31 votes in favour and four against lawmakers approved the full bill put forward by Governor Francisco García Cabeza de Vaca and endorsed the decree which would affect all 43 municipalities in the state.

Legislators reformed article 134 of the Political Constitution of the State of Tamaulipas, as well as a number of zoning laws and laws concerning the setting up of bars and other establishments which are allowed to serve alcohol. Laws were changed in order to avoid the operation of casinos, betting centres and table dancing clubs.

Located in North-eastern Mexico the state of Tamaulipas has a population of around 3.2 million. Reynosa, one of its major cities, is located directly across the border from Texas. The state began a major crackdown on illegal gaming last year which has continued apace. In May local authorities confiscated 1,400 slot machines in four different casinos in the state. The undersecretary of Revenue of the Ministry of Finance of the government of Tamaulipas Arturo Soto Alemán said at the time that gaming centres were already under scrutiny and that they many would soon be closed.

ARGENTINA – President of the The Provincial Institute of Lotteries and Casinos of Misiones (IPLYC) Eduardo Torres has questioned the National Lottery's decision to close online betting portal MisionBet. Torres has accused the National Lottery of failing to act in the face of the proliferation of online gaming and said that he is now considering denouncing the National Lottery.

"We were in mediation talks with the National Lottery, there was a willingness to follow the path of dialogue when a prosecutor acted in this way and took us by surprise and also caused a lot of confusion, as if this were illegal gambling, when it is inconceivable to think that a state lottery would handle an illegal game. For 20 or 30 bets made in Buenos Aires, we are the delinquents when there are hundreds of clandestine pages," he said.

Torres said they would continue to seek a solution through dialogue, but warned that the IPLYC could denounce the National Lottery and make a criminal complaint as the National Lottery does not have the right to interfere in the running of locally run provincial lotteries. Torres said: "On FOX Sport you can see PokerStars advertising, but the prosecutor Lapadú does not see it. They are billions of pesos that leave Buenos Aires via these types of pages that do not contribute one peso, yet they act against the only page and that is (run by) a state lottery."

Sophomore Juegos Miami Invests in Future

Juegos Miami declared a success by exhibitors and event organiser, setting new records as Clarion prepare to invest in the future

Increasing numbers of regulators and registrations from operators help the second Juegos Miami event to meet its targets

LATAM EXHIBITIONS AND EVENTS



Following a successful second edition of Juegos Miami, which witnessed an increase across all key performance indicators, show organisers Clarion Gaming have confirmed they are consulting with stakeholders in order to plan the next important stage in its development as it transitions into an established and respected event dedicated to the Pan Latin American and Caribbean gaming industry.

Speaking after the event closed, Kate Chambers, MD of Clarion Gaming, said: "We have been extremely encouraged by the profile of the delegates, the calibre of the speakers, the quality of the training and the feedback we have received from exhibitors. Whilst there remains a lot to do in terms of refining the offering, I am confident that Juegos Miami has safely avoided the 'second show syndrome', which impacts many launch events, and that we can plan, in partnership with the industry, to take it on the journey that all event brands embark on."

She added: "We have spent many hundreds of hours researching the market and listening to

the needs of stakeholders to launch an event which meets the specific needs of the industry, rather than our interpretation of those needs. We are committed to continuing this process of collaboration and investment in order to take the brand forward. The Clarion Gaming strategy is to work with stakeholders throughout the world in order to help nurture and sustain gaming economies over the long term. Juegos Miami is a perfect case study of a professional event organiser working with the market for the betterment of the industry."

Giving some perspective to the importance and rapid development of the event, John Malin, Sales Director for Quixant UK, said: "Last year, we were one of the founding members of Juegos Miami; immediately it was clear that this was a very important event for the Latin American sector. There has been definite growth in the stature of the show even in this short time – the attendance of gaming professionals was much greater. It (Juegos Miami) has already evolved into a significant date in the global gaming calendar."

El Salvador

Unregulated Gaming Generates US\$8m a Day Says Lottery Head
The President of the national lottery operator in El Salvador says new gaming laws are needed urgently. According to the government official unregulated gaming not only leads to an increased risk of money laundering, but it also means that the government is not reaping the tax benefits from a well regulated industry.
Rogelio Fonseca the President of the La Loteria Nacional de Beneficencia de El Salvador (LNB) said that gaming currently generates around US\$8m a day.

"It's a lot of money, nobody regulates them and they have other problems because they can't have bank accounts," Fonseca said. "Not being able to open bank accounts because they are unregulated forces them to keep the money under the mattress and that lends itself to money laundering. These are things we want to control," said Fonseca.

ALEA calls for tighter control over online gaming

Argentina

The Association of Lotteries, Pools and Casinos of Argentina (ALEA) has issued a statement clarifying its stance on online gaming and calling for more control over the industry. The statement comes in the wake of the growing controversy regarding the suspension of the online gaming site MisionBet which was first authorised by The Provincial Institute of Lotteries and Casinos of Misiones (IPLYC) to operate in 2016. The ALEA has requested the prompt resolution of the conflict and urged the provinces, which have the final say on how online gaming is run, to rally against all unlicensed offshore sites which are offering their services in Argentina.

"The ALEA demands the prompt resolution of the conflict caused by the closure

of the betting site Misionbet.com.ar and ratifies the request made to the Public Prosecutor's Office of the Nation and the Provinces, and to the competent authorities to firmly face the fight against all betting which takes place outside current regulations," the ALEA said in a statement released in June.

The ALEA went onto say that the existence of illegal online gambling has been denounced by gaming state regulators on innumerable occasions. In addition the ALEA has put forward a series of measures and actions when it comes to regulating online gaming and has met with the Central Bank in order to discuss the importance of tightening restrictions on illegal payment methods, the prevention of money laundering and capital flight. Meetings have also been held with the Financial Information Unit and the Ministry of Internal Commerce in order to draw up specific regulations when it comes to online gaming.

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Nach Auskunft von Gilberto Occhi, dem

Vorsitzenden von Brasiliens größtem staatlichen Banken- und Lotteriebetreiber, der Caixa Econômica Federal (CAIXA), soll der für Lotteriespiele mit sofortiger Gewinnauszahlung zuständige Zweig der Lotteriegesellschaft bis Ende diesen Jahres verkauft werden. „Das Geschäft geht voran, ich denke, der Verkauf wird bis Dezember abgeschlossen sein“, so Occhi.

Das Abgeordnetenhaus des mexikanischen

Bundesstaates Tamaulipas hat Gesetzesänderungen verabschiedet, die die Einrichtung weiterer Casinos oder großer Glücksspielstätten verbieten. Mit 31 zu 4 Stimmen haben die Gesetzgeber den von Gouverneur Francisco Garcia Cabeza de Vaca eingebrachten Gesetzentwurf in vollem Umfang gebilligt und die entsprechende, alle 43 Gemeinden des Bundesstaates betreffende Verordnung erlassen.

Der Vorsitzende der Lotterie- und

Glücksspielaufsicht der Provinz Misiones (IPLYC), Eduardo Torres, stellt die Entscheidung der staatlichen Lotteriegesellschaft bezüglich der Schließung des Online-Wettenportals MisionBet in Frage. Torres wirft der staatlichen Lotteriegesellschaft Versagen bei der Bereitstellung von Online-Glücksspielangeboten vor und kündigte an, dass er den Ausstieg aus der staatlichen Lotteriegesellschaft in Erwägung ziehe.

Blueprint Gaming hat die jüngsten Ausgaben

seines schnell wachsenden Angebotes bei der Kindred Gruppe vorgestellt. Spielautomaten von Blueprint, etwa die jüngst präsentierte HTML5-Fassung des Wish Upon A Jackpot sowie King Kong Cash und Wild Antics stehen jetzt bei dem Betreiber bereit.

BetConstruct hat einen Vertrag über die

Bereitstellung seines Echtzeitdatenermittlungsdienstes für Tipsport, den größten Wettanbieter in der Tschechischen Republik, abgeschlossen. Die Zusammenarbeit mit BetConstruct ermöglicht Tipsport die Ausweitung des Wettangebotes vor und während der Spiele, um durch die Einbeziehung einzigartiger Sportereignisse noch mehr Spieler anzusprechen.

Einer der führenden Sportwettenanbieter in

Nigeria, Surebet247, hat sich zur Steigerung der Kundenfrequenz in seinen Niederlassungen für die virtuellen Spielerzeugnisse von Betradar entschieden. Surebet247 betreibt mehr als 4.000 Niederlassungen in ganz Nigeria, die allesamt die virtuellen Fußballprodukte von Betradar anbieten werden. Das Wettunternehmen wird darüber hinaus mit Betradar an neuen gemeinsamen Vorhaben arbeiten.

Genting weht in unmittelbarer Nähe zu

seinem Birminghamer Kasino Resorts World ein brandneues Vergnügungszentrum für die ganze Familie ein. Unter dem Namen Vortex Gaming soll das Vergnügungs- und Freizeitzentrum die bestehende Spielbank um intensive digitale Erlebnisse sowie Computerspiele mit Kultstatus bereichern. Es wird auf zwei Etagen führende Spielmarken wie Namco und Sega bieten. Eine der Etagen soll Pixel by Vortex heißen und mit Spielen für Kinder unter 12 Jahren bestückt werden.

Heavy Gaming Bias for Cordish Madrid

An economic feasibility study conducted on behalf of US Cordish Companies and presented to the Community of Madrid implies a strong gaming focus

Cordish expects that 60 per cent of revenue generated at its planned Live! Casino! Resorts complex for Madrid will come from gaming

SPAIN OPERATIONS

Cordish expects that 60 per cent of revenue generated at its planned Live! Casino! Resorts complex for Madrid will come from gaming according to the economic feasibility study presented to the Community of Madrid.

In May, US casino operator Cordish Companies came back with revised plans in its attempts to build a casino resort just outside Madrid with plans to bring a beach to the Spanish capital for the first time. The €2.2bn complex in Torres de Alameda would now have a 15 acre manmade lake complete with beach at the centre of its new blueprint. It has also added a World Soccer Hall of Fame Museum to its initial plans along with cinemas, themed discos and a centre for e-sports. It was told to revise its initial plans by the local government two months ago.

According to estimates, the entire complex once it is completely up and running in all of its phases will generate €784m, of which €486.8m (62 per cent) will come from gaming.

The second source of income will be generated by the 2,200 hotel rooms that it plans to build – €114.6m in the first year. Restaurants and bars will generate €101.6m. The 94,700sq.m of shops will account for €24.5m, and the entertainment area of the new complex (theatres, cinemas and concerts), will account for another €24.5m. Meanwhile business conventions and events will generate €23.7m while office rental space will account for a further €7.3m.



During the first year of operation, which is planned for 2023, Cordish expects 7.7m visitors. It is expected that the resort will attract 677,000 tourists who will travel specifically to visit the new resort and who will then stay on in order to explore the region further. The company has also looked at the gaming demographic in the region and estimates that there are 4.3 million potential players in Madrid while a total of 42 million potential players would arrive via the local airport of Ifema. In addition there are those living at a distance of between 75 and 180 minutes away by car. Combined the potential player population amounts to 48.8 million, of which 3.1 million could bet at the complex. Each of them would provide an average profit per visit that would vary between €50 and €175.

While during the first year gaming will account for 62 per cent of revenues, it will remain the same for the second year, while during the third year it will rise to 63 per cent, which will continue into the fourth year while in the fifth year it will rise slightly to 63.5 per cent. VIP players will make up 26 per cent of gaming income. In December Cordish announced plans to create a large scale hotel, casino and leisure complex near Madrid. The company said that it had chosen Madrid due to its already existing infrastructure, its increasing popularity amongst tourists and well developed transportation network. Initial investment could reach as much €2.2bn and could reach as much as €3bn, if market conditions allow.

UK

Kindred Group rolls out latest Blueprint titles

Blueprint Gaming has launched its latest releases from its rapidly-growing portfolio with Kindred Group. Blueprint slots such as the newly-released HTML5 version of Wish Upon A Jackpot, as well as King Kong Cash and Wild Antics are now live with the operator.

Further titles including Top Cat, Slots O' Gold and Worms Reloaded, which are all part of Blueprint Gaming's Jackpot King progressive system, will also be available soon to Kindred customers.

Blueprint's newest slot based on the blockbuster film TED, directed by Family Guy creator Seth MacFarlane, will also be available later this year with Kindred. Matt Cole, Managing Director at

Blueprint Gaming, said: "Our portfolio of games has proved very popular with Unibet customers for many years and we're delighted to be continuing our successful relationship. Kindred Group are one of the biggest names in the online gambling industry and to have our slots integrated with them underpins the quality of our offering."

David Craeghs, Product Manager at Kindred Group, said: "We're very happy to be offering the latest Blueprint Gaming releases to our players. We want to continue with the successes we've had in the past and are confident their new games will do equally well. If initial results are anything to go by, we are in for a nice ride together."

Czech Republic

BetConstruct has signed an agreement to provide its Live Scouting Data Service to Tipsport, the largest betting operator in the Czech Republic. The partnership with BetConstruct will enable Tipsport to improve its pre-match and in-play betting offering and engage more players through the coverage of unique sporting events. "BetConstruct enables us a very flexible approach with their services which we were looking for many years before. It is very comfortable to work with their platform. They can meet a partner's request very operationally which we greatly appreciate," says Petr Komárek, Odds Portfolio and Data Specialist at Tipsport.

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Kiron Interactive ist in Zusammenarbeit mit dem führenden Wettbürobetreiber, IZIBET, der erste Anbieter für virtuelle Sports Spiele auf Malta. Die Spiele von Kiron ergänzen das übliche Sportwettenangebot an den Playtech BGT Sports-Selbstbedienungswechsältern in 30 offiziellen IZIBET-Niederlassungen.

Laut der Regierung Granadas sollen durch ein neues, das sechste, Kasino in der Region 200 Arbeitsplätze entstehen. Die örtliche Abgeordnete Sandra García gab an, die Prüfung der eingereichten Angebote, an deren Ende sich die Regierung für das Beste entscheiden werde, sei jetzt angelaufen.

Etwa 129 Beschäftigte von Veikkaus, der finnischen Monopolgesellschaft für das Glücksspiel, werden im Anschluss an Gespräche mit den Mitbestimmungsgremien ihren Arbeitsplatz verlieren.

Golden Entertainment übernimmt American Casino & Entertainment Properties für 850 Mio. USD. Das Geschäft umfasst drei Liegenschaften in Las Vegas, darunter das Stratosphere Casino nebst Hotel & Hochhaus, dazu das Arizona Charlie's Decatur und das Arizona Charlie's Boulder sowie als viertes Objekt die Aquarius-Spielbank- und Freizeitanlage in Laughlin.

IGT hat mit Konami Gaming, einem führenden Zulieferer von innovativen Spielautomaten und Kasinoverwaltungssystemen für Glücksspielunternehmen auf der ganzen Welt, einen Vertrag über die wechselseitige Einräumung von Patentrechten abgeschlossen, durch den Konami gegen Zahlung von Lizenzgebühren Spiele und patentierte Spielelemente von IGT anbieten kann.

Stockbridge Capital Partners haben in den Verkauf des SLS Las Vegas an die Meruelo Gruppe, die Eigentümer des Grand Sierra in Reno, für einen nicht genannten Betrag eingewilligt. Neben einem Kasino mit 600 Spielautomaten und 60 Spieltischen auf einer Fläche von mehr als 4.600 m2 bietet die Freizeitanlage 1.327 Zimmer.

Das Justizministerium der USA hat 33 Mitglieder des als Schulaja Enterprise bekannten russischen Verbrechen syndikates wegen Betrugs in Spielbanken in Atlantic City und Philadelphia sowie wegen des Betriebes illegaler Pokerspiele in Brighton Beach und wegen Kreditwucher gegenüber bei dem Syndikat verschuldeten Spielern in Haft genommen. In der Strafverfügung heißt es, dass Spielbanken in Atlantic City und Philadelphia gezielt ins Visier genommen worden seien.

Der Eigentümer der in Hongkong ansässigen Landing International, Yang Zhihui, hat seine Absicht bekundet, die Landing International Development selbst zu übernehmen. Das Unternehmen betreibt das Landing Kasino in Korea und den Club Les Ambassadeurs in London. Gegenwärtig errichtet es das Jeju Shinhwa World im Südwesten der südkoreanischen Insel Jeju.

Genting Adds FEC to Birmingham Mix

Genting's Resorts World Birmingham is to begin construction on creating a Vortex family entertainment centre to complement the existing casino, shopping, cinema and restaurants offer of the complex

Genting is launching a brand new family entertainment centre to operate alongside its Resorts World Birmingham casino.

UK CASINO OPERATIONS

Genting is launching a brand new family entertainment centre to operate alongside its Resorts World Birmingham casino. To be called Vortex Gaming the family entertainment centre will bring an immersive digital experience and iconic gameplay to the casino. It will feature leading gaming brands such as Namco and Sega over two floors, one of which will be called Pixel by Vortex and will be filled with games suited to children up to the age of 12.

The Vortex brand has been created especially for Resorts World to complement the existing family entertainment experience in the building such as the wide range of shopping, cinema and restaurants. Ian Bennett Operations Director of Resorts World Birmingham said: "Vortex Gaming is an exciting new concept and brand we have created especially for Resorts World Birmingham. We are looking forward to offering our visitors a family entertainment experience to complement our other offers such as the wide range of shopping, cinema and restaurants."

Subject to planning approval, construction work



will begin on Vortex Gaming and Pixel by Vortex in the coming months with the aim of opening later this year. Bandai Namco Management Solutions, the exclusive UK and Irish distributor for Embed, has been chosen to supply Embed's cashless system into Genting's Vortex Gaming.

Mr. Bennett added: "We have chosen to work with BNAE as a leading gaming brand, who operate fun, family experiences across the UK. Similarly we will be working with Embed as a well-recognised and proven redemption system with a cashless card. This tool is great for guests and our brand, by reducing cashflow risk and manpower, thus allowing more time to focus on delivering an exceptional customer service."

Steve Short, General Manager of Bandai Namco Management Solutions added: "This type of installation seems to be a turning point in the uptake in the cashless concept in the UK market. We are seeing more enquiries coming in for cashless and those operators taking the decision to go cashless will be reaping the benefits that the investment brings."

Codere partially wins long running lawsuit against PokerStars

Spain

Spain's Supreme Court has upheld certain parts of a lawsuit filed by Codere against PokerStars. Codere filed the complaint in 2011 claiming that the activities of the poker site constituted unfair competition to operators already present in the market as online poker was illegal. While a Madrid court had ruled in Codere's favour another court in Barcelona found that PokerStars was not operating illegally as it had sought permission to operate and could not be blamed for the fact that there had been no opportunity to obtain permission to operate.

According to the decision of the Supreme Court, however, the company had "lacked the

authorisation required for the activity of gambling and was not a service legally marketed in Spain."

The Supreme Court Decision, which was posted on Codere's website, states that: "The activity that was developed via the website www.pokerstars.com, in Spanish and targeted at the Spanish public, lacked the relevant authorisation to operate gaming activities in Spain and was not a legally marketed service in Spain. Hence, Reel (PokerStars' Spanish subsidiary REEL Spain, Plc) committed the unfair conducts reflected in articles 21.1.c and 23.1 of the Unfair Competition Act [...]. [...] in the case of articles 21 and 23 of such Act, the protected rights are fundamentally those of the consumers to receive accurate and non-misleading information and their right to fair advertising that complies with applicable legal requirements."

Nigeria

One of the leading operators offering sports betting in Nigeria, Surebet247, has chosen Betradar's suite of virtual gaming products to increase footfall across its retail stores. Surebet247 operates from over 4,000 retail stores across Nigeria and all will offer Betradar's Virtual Football products. The bookmaker will also work with Betradar on new initiatives as a follow up to this launch. Sheriff Olaniyan, CEO of Surebet247 stated: "We have been closely monitoring the growing success of virtual sports and have evaluated all the products available to operators in Africa; Betradar has been able to deliver the product to suit the African market based on popular demand. Betradar has a proven track record of delivering the most compelling product range and the highest income levels and we at Surebet247 are very excited about being able to offer this world leading product to our customers."

Caesars Agrees Playtech EMEA Deal

Playtech has signed a large-scale casino management system agreement with Caesars Entertainment EMEA across eight landmark UK properties including the world-famous Empire Casino in central London

Playtech has signed a major agreement with Caesars Entertainment in the UK for its Neon Enterprise system across eight properties

UK SUPPLIER NEWS



Playtech has signed a large-scale casino management system agreement with Caesars Entertainment EMEA across eight landmark UK properties including the Empire Casino in central London.

Playtech subsidiary IGS will replace Caesars' legacy technology with its Neon Enterprise system that will give the casino group complete control across its operation that covers eight properties, 178 tables and 427 electronic terminals in London, Mayfair and across the UK.

Playtech's retail division, which includes IGS, is firmly established as the fastest-growing supplier of systems to land-based casinos.

Caesars' primary driver behind changing its existing technology was two-fold; deploy Neon's advanced player tracking features estate-wide while also making the most of the Anti-Money Laundering (AML), Know Your Customer (KYC) and Enhanced Due Diligence controls.

IGS's core product strategy roadmap and commitment to regular releases appealed to Caesars that required readily available access to the latest technology without the reliance on bespoke software and scheduled releases.

The project includes Neon Analytics and the recently released Neon CRM; both tightly integrated to the enterprise architecture in order to deliver targeted offers to players and measure the impact on bottom-line results.

Alex Oswald, CFO of Caesars Entertainment EMEA, said: "From my previous experience of using Neon – specifically Neon Analytics and the data it provides operators – I knew that it would make a significant impact if deployed within Caesars Entertainment properties.

"IGS' approach to scoping the required system features and integrations – which are numerous within the estate – set them apart during partner evaluations."

MALTA – Kiron Interactive is the first to introduce virtual sports in Malta with leading retail sports betting operator, IZIBET. Kiron's games will sit alongside regular sports betting products on Playtech BGT Sports' self-service betting terminals at 30 IZIBET branded retail outlets. The service will also be available in the Dragonara Casino dedicated Sports Lounge. Virtual Football was launched initially to coincide with the end of season football calendar. This will be followed shortly with Kiron's range of virtual racing titles including horse racing, dog races and other virtual sports events.

Steven Spartinos, CEO of Kiron Interactive, said: "We're delighted to team up with Gaming Operations Limited in launching our virtual sports in the Maltese market via Malta's most extensive sports betting retail network."

Franco Degabriele, Business Development Director at IZIBET, added: "We're always looking for ways to add to our already-rich portfolio of sports betting products. We feel we've just added a great product with the Kiron range of Virtual Sports titles. Our aim is to provide our punters with the best range of products possible. We are extremely excited to have brought these games to Malta and are confident that the take up for this type of sports betting will be great. To stay one step ahead of the competition, it's important we continue to give our players fresh and new content, and we know our players will be quick to enjoy the thrills that virtual sports offer."

LITHUANIA – Betsoft Gaming, creators of the iconic Slots3 collection of true 3D video slots, have announced that they have signed a partnership deal with TOPsport, the largest gambling company in Lithuania. TOPsport, who holds the highest market share in Lithuanian online and offline betting, will be taking on Betsoft's full suite of games to serve to their playerbase.

"We are enormously pleased to be partnering with TOPsport as we push into the Lithuanian market," said Anna Mackney of Betsoft. "This is our first foray into that burgeoning market, and TOPsport is the leading iGaming force there. They are a top-notch partner and we expect a flourishing business relationship from here."

"It is thrilling to bring such a comprehensive, varied selection of incredible games to our players," said TOPsport CEO Gintaras Staniulis. "They are always looking for the newest, most exciting games and we feel that Betsoft provides that in their full catalogue. Together, we will achieve much success, as we continue to build the Lithuanian market with quality iGaming entertainment and an experience unmatched by our competitors."

Official audit reveals ICE sits at the summit of gaming expos

UK

ICE 2017 has been confirmed as the most successful edition on record with attendance independently audited at 30,213, up six per cent year-on-year and the sixth consecutive year of growth experienced by the event.

Arguably the most notable statistic relates to a double digit increase in the number of non-UK based attendees to ICE which totalled 20,032, up 18 per cent on 2016 and a figure which represents a formidable 66 per cent of the audience share. Excluding host nation the United Kingdom, the top five represented jurisdictions were Malta (1,478 attendees), Germany (1,133), USA (921), Italy (853) and Spain (784). The increase in attendance is more than matched by an increase in the physical size of ICE, which has grown from

21,000sq.m of net space in 2012 – which was the last tenancy at its previous home in the now demolished Earls Court – to the 2017 total of 41,000 sqm (both figures rounded to the nearest 500 sqm).

Reviewing the audit, Kate Chambers, Managing Director, Clarion Gaming, said: "Firstly these are excellent figures which are a reflection on the hard work and commitment shown by of all our stakeholders, not least the community of ICE exhibitors who bring energy, enthusiasm and creativity to their presence in London. I am also extremely grateful to our body of critical friends including those working in the international gaming media, who ensure that we remain relevant to the industry and in tune with the latest developments and trends in the market place. To achieve consistent year-on-year increases in attendance does not happen by accident and I am indebted to the team at Clarion Gaming."

Isle Of Man

PokerStars, an Amaya brand, has opened a brand new office in Quay West, Douglas to accommodate the growing numbers of staff it is hiring in the Isle of Man. The new office is situated in the Quay West building on Bridge Road in Douglas and can accommodate up to 41 members of staff, with 20 employees currently working from the new office. Chief Minister Howard Quayle MHK officially opened the office, stating: "First and foremost it is a reflection of the continuing global success of PokerStars. The second success is that of the Isle of Man itself, in providing a great base for global leaders like PokerStars. Maintaining an island of enterprise and opportunity is a top priority in our Programme of Government. We see the role of Government as ensuring the right environment for business to flourish. Flourishing is exactly what has happened to PokerStars since it set up its headquarters in the Isle of Man, and I congratulate you on your continuing success."

SPAIN – According to the latest Codere Annual Report on Gambling in Spain, the percentage of people who do not gamble in Spain remains similar to last year and stands at between 16 per cent and 18 per cent. However there is a growing number of players who play with some frequency, especially once a week (21.4 per cent compared to 18.9 per cent in 2015) or once a month (6.9 per cent compared to 3.6 per cent in 2015).

Casinos made up 6.8 per cent of players (those aged between 18 and 75) in 2016, or around 2.3 million people. Meanwhile bingo showed a slight growth, reaching 9 per cent, compared to 8.2 per cent in 2015. Casinos and bingo halls meanwhile are attracting a younger clientele who were visiting casinos as an alternative entertainment option.

Gaming was on the rise in particular in Madrid, Valencia and Murcia, due to the increased number of gaming venues located in those locations over the last two years and in 2016, 5.4 per cent of the population aged between 18 and 75 years visited a gambling hall at some point. Sports betting is also seeing a rise in popularity. The study found that 5.1 per cent of the adult population (around 1.8 million people) gambled on sports in 2016 compared to 3.8 per cent in 2015. When it came to online gaming in 2016 the number of players increased by around 100,000 people.



UK – Richard Ames has been appointed the new Chief Executive of Sports Information Services (SIS). Richard re-joined SIS as Interim Product Director in November 2016 and has extensive experience in the

Betting and Gaming sector, having previously worked at Ladbrokes for eight years, and most recently was CEO at Hornby.

The move comes as former SIS CEO Gary Smith leaves the business to pursue other opportunities after almost five years in charge. Chairman Roger Devlin commented: "The Board would like to thank Gary for his dedicated service and contribution to SIS. During his tenure SIS managed to secure both the RMG Horse Racing and Irish Horse Racing Rights. Gary will provide consultancy services for a short period to ensure a smooth transition during this change in leadership."



GIBRALTAR – Africa casino operator, KaiRo International, has informed G3 that one of its founding partner, John Loudon, died in Malawi in May.

"It is with deep regret and profound sadness that we announce that one of the founding partners of KaiRo International, John Loudon, has passed away suddenly at the age of 56 on May 19, 2017," said Mustafa Koç, Managing Director, KaiRo International.

"The KaiRo family extends its deepest sympathies to John's family, friends and colleagues. He will be missed by all of us and will always live in our hearts," added Mr. Koç.

Tender for Sixth Casino in Granada

The details of the public tender for the installation of a new casino in Granada have been published in the Regional Government of Andalusia's Official Bulletin

Granada has set forth its tender requirements for the Spanish region's sixth casino gaming operation

SPAIN CASINO LICENCES



According to details published by the Granada government, a new sixth casino in the region is set to generate 200 jobs. Local lawmaker Sandra García said that the process is now underway for analysing the best proposals after which the government will decide on the winning bid.

The order published in the bulletin and signed by both the Ministry of Finance and Public Administration, states that the objective of the new licence is to increase tourist numbers to Granada and provide a boost to the service industry in order to generate new jobs.

"It is an opportunity for employment, leisure and tourism in Granada and its metropolitan area," García said. The casino will not be more than 30 kilometres from the capital meaning that the casino must "fall into into the capital's zone of influence" and applicants have until the end of August to submit their proposals. However it does not provide an exact date for when the casino has to be open for business.

Potential applicants will be awarded extra points for the overall architectural vision of the project, the number of jobs it will create, the operators' experience in the sector, as well as if whether for tax purposes the company is located in Andalusia. Points will also be

awarded for the economic impact of the casino on the area, the number of direct and indirect jobs the casino will generate and also take into account municipal reports on urban planning.

The new licence allows for a gaming room with a minimum capacity of 500 people, along with catering services, as well as other entertainment options such as live shows. Those wishing to be part of the bidding process will have to be a public limited companies made up of Spanish nationals or from a country belonging to the European Economic Area (EEA). The company must have at least one representative in Spain, and a minimum share capital of €2.5m.

In February the Regional Government of Andalusia announced that it would order an issue authorising a new casino in the city of Granada. Casinos currently operating in Andalusia registered 350,000 visits and generated around €191m in 2016. According to estimates the casino could welcome as many as 50,000 visits in the first year of operation. According to Minister of Finance and Public Administration of the Andalusia government María Jesús Montero the gambling sector as a whole represents 1.16 per cent of GDP in Andalusia and currently generates a total of 8,000 direct jobs.

Gambling monopoly Veikkaus sheds employees

Finland

Some 129 workers at Finland's national gambling monopoly Veikkaus will lose their jobs, following co-determination talks.

The redundancies follow in the wake of the merger of the trotting betting agency Fintoto, casino and fruit machine company RAY and Veikkaus, which previously oversaw the national lottery, into the new brand, Veikkaus Oy, as part of an overhaul of the state's gambling system.

A total of 129 jobs are to be cut from Veikkaus, as the company plans to lose 65 to 70 contracted employees, 20 temporary workers and some



25 employees due to retire from the company. A statement from Veikkaus management said the cuts would help the company become more cost effective and competitive and that the company plans to invest heavily in online services.

"These changes will improve our cost-effectiveness compared to the earlier model with three [separate] firms," Veikkaus CEO Olli Sarekoski said in a press release. Sarekoski vowed that the company would give its support and help to those who have lost their jobs.

Germany

The financial committee of the Federal Parliament has agreed on amendments to the new German Anti Money Laundering (AML) Act (Geldwäschegesetz, GwG). The new law will bring important changes for gambling operators. While the scope of the new AML Act will be extended from online gambling to also offline gambling operators, there are some gambling products (e.g. social lotteries, slot machines) that might benefit from new exceptions because of their low money laundering risk. Other gambling operators (e.g. sports betting shops) might be faced with new challenges like restrictions in payment methods and new administrative offenses with administrative fines of up to 1 million Euro. To implement the 4th AML directive the new law has to enter into force by 26 June 2017.

New President Takes Charge at SUZOHAPP

SUZOHAPP announces new President and Managing Director for its EMA Components Division, Wilbert Bieleman

SUZOHAPP has announced the appointment of payments and cash management industry veteran, Wilbert Bieleman, as President and Managing Director for EMA, to lead one of the company's largest divisions

NETHERLANDS SUPPLIER NEWS



SUZOHAPP announces the appointment of Wilbert Bieleman as President & Managing Director of SUZOHAPP's EMA Components Division. In this role, Mr. Bieleman will have responsibility for all of the division's commercial and operating activities in the region, as well as overall strategic direction.

Wilbert will be based in SUZOHAPP's European headquarters in The Netherlands, just outside of Rotterdam, and will report directly to Matthew Brown, President & Chief Financial Officer. Mr. Bieleman succeeds Sim Bielak, SUZOHAPP's Chief Marketing Officer, who had filled this role on an interim basis during the search process for a permanent hire.

Mr. Bielak will return to his full-time duties as Chief Marketing Officer and Global Product Strategist.

Wilbert is a payment systems and cash management industry veteran with deep European and global experience. Wilbert has served in a number of executive leadership roles within the industry at companies including

Glory, Talaris and De La Rue. During his career, Wilbert has been responsible for the execution of both successful growth plans and post buy-out integration activities internationally.

"Over two decades, Wilbert has built an impressive track record of growth, strategy execution and merger integration accomplishments. We are excited to have him join our global leadership team and lead one of our company's largest divisions.

"The company is also extremely grateful to Sim Bielak and his leadership during this interim post. Sim has done a great job with the European team and we look forward to his continued contributions in his role as CMO," said Matthew Brown.

"This is a great time to join SUZOHAPP as it continues its transformation to become a global leader in cash automation. I am honored to become part of a progressive management team and help accelerate the strategic growth plans of the Company while we serve and deliver value for our customers," said Wilbert Bieleman.

EMEA – Blueprint Machines is pleased to announce that the first of its roll-out of B3 machines for Thompson Cruises has been completed. A total of 14 B3 machines, housed in the stunning Aurora cabinet were installed in the Live Casino area of the TUI Discovery 2 by specialist maritime defence and leisure operator OBL Group, ready for a summer season around the Mediterranean.

"The machines went live last Monday, following the shakedown cruise over the weekend and the system worked perfectly," says Simon Barff, Managing Director of Blueprint Machines. "The machines house our current B3 compendium of classic titles from Blueprint plus leading third-party content."

"We chose Blueprint to supply machines for this project because of the look, as well as the feel of the games," says Jon Dyson, Managing Director of OBL Group. "The TUI Discovery 2 has been refurbished to a very high standard in a contemporary style and the Live Casino Room is all about glamour and excitement. The Aurora delivers this in spades."



SERBIA – FAZI and ICM Casino Management (ICM) have signed a distribution agreement where ICM is the distributor of all FAZI products in Scandinavian countries and Baltic States. FAZI and ICM are partnering to address the needs of specific European markets and to ensure strong, local customer support.

FAZI CEO, Bojan Mitic, commented: "We are very satisfied with the service and quality that ICM provides and are pleased to extend our partnership with ICM in order to service and develop accounts in Sweden, Finland, Norway, Denmark, Estonia, Latvia and Lithuania. ICM brings a wealth of knowledge to FAZI and their customers."

Wolfram Dahlström, ICM CEO added: "We strongly believe that FAZI automated roulettes will have success in this region. The FAZI distribution business model in general and sales team in particular, together with the local competence that we provide form the cornerstones of exciting business collaboration."

Latvia

Riga City Council has adopted a decision to ban gambling operations in the city's historical centre. Affected operators have been given five years with which to comply with the ban. The only exception to the policy will be made for gambling facilities situated in four- and five-star hotels. Closing regulations for each gambling venue in the historical centre of Riga are being prepared by the legal department of Latvia's capital city authorities. The City Council will then vote on the closure of each venue individually. According to the information released by the One of the affected operators, Olympic Entertainment Group, has said that while each gaming operator will be given a five-year period to close its operations in the location, for the time being, it is still unknown as to when final decisions on casino closures will be made.

Tax changes to Italy's gaming machines cause confusion

Italy

According to the latest Law Decree published in the Italian Official Gazette, the gaming taxes for the Comma 6A machines (NewSlots) are set to see an increased of 1.5 per cent to 19 per cent of turnover, while those applicable to VLTs are increased by one per cent to six per cent of turnover and the tax due by players for VLT winnings exceeding € 500 is increased from six per cent to 12 per cent with effect from October 1, 2017. Finally, the tax applicable to winnings deriving from Lotto games is increased to eight per cent from 1 October 2017.

The Law Decree, introduced mid-May, came into effect immediately, allowing operators no time of implementation of the new tax



regime, which might require changes to the RTP of the machines. However, Parliament must ratify the Law Decree within 60 days, otherwise it will lose effect from its initial publication in the Official Gazette. In this respect, it is unusual that the Law Decree does not provide for the coming into force of the new tax regime at least on the expiry of the 60 day term.

It is expected that the Italian gaming authority, AAMS, will issue a note providing guidelines on how the matter shall be addressed, also in terms of changes to be implemented to the machines. However, as G3 went to press, operators and suppliers were left in limbo not knowing if the changes were to be implemented or not.

D'après Gilberto Occhi, président de Caixa

Económica Federal (CAIXA), la filiale loterie instantanée de la loterie et banque d'état la plus importante du Brésil, sera vendue d'ici la fin de l'année. "La transaction avance et je pense que nous pourrions conclure la vente d'ici décembre", affirme M. Occhi.

Le parlement de l'état mexicain de

Tamaulipas vient d'approuver des réformes législatives pour interdire l'ouverture d'autres casinos et salles de paris. Avec 31 votes favorables et quatre votes défavorables, les législateurs ont approuvé l'intégralité de l'ébauche de loi proposée par le gouverneur Francisco Garcia Cabeza de Vaca et ont signé le décret qui va affecter 43 municipalités de l'état.

Eduardo Torres, président de l'Institut

provincial des loteries et des casinos de Misiones (IPLyC), remet en cause la décision de la loterie nationale de fermer le portail de paris en ligne MisionBet. M. Torres a accusé la loterie nationale de ne pas avoir réagi face à la prolifération des jeux en ligne et affirme qu'il envisage de la dénoncer.

Blueprint Gaming vient de lancer ses toutes

dernières nouveautés qui viennent s'ajouter à son éventail de produits avec le groupe Kindred. Les machines à sous Blueprint, telles que la toute nouvelle version HTML5 du Wish Upon A Jackpot, le King Kong Cash et le Wild Antics, sont dorénavant accessibles en ligne.

BetConstruct vient de signer un accord de

distribution de son Live Scouting Data Service avec Tipsport, le plus grand opérateur de paris de la République Tchèque. Grâce à son partenariat avec BetConstruct, Tipsport pourra améliorer son offre pré-match et ses paris pendant les matchs et également inclure davantage de joueurs sur des événements sportifs uniques.

L'un des opérateurs clés des offres de paris

sportifs au Nigeria, Surebet247, vient de choisir la suite de produits de jeux virtuels de Betradar pour augmenter le taux de fréquentation de ses salles. Surebet247 gère plus de 4000 salles à travers le Nigeria et toutes vont bientôt offrir les jeux de football virtuel de Betradar. Le bookmaker va également travailler avec Betradar sur de nouvelles initiatives pour faire suite à ce lancement.

Genting lance actuellement un tout nouveau

centre de jeux familiaux qui viendra rejoindre le casino Resorts World Birmingham. Ce centre familial, baptisé Vortex Gaming, offrira une expérience d'immersion numérique et des jeux vidéo iconiques qui viendront s'ajouter à ceux du casino. Il comptera des marques de jeux de renom tels que Namco et Sega sur deux étages, dont l'un sera appelé Pixel by Vortex et inclura des jeux adaptés aux enfants de 0 à 12 ans.

D'après les informations publiées par le

gouvernement de Grenade, l'ouverture d'un nouveau casino, le sixième de la région, devrait créer 200 emplois. Le législateur local Sandra Garcia a affirmé que les meilleures propositions étaient en cours d'analyse. Suite à ce processus, le gouvernement désignera l'offre gagnante.

Golden Entertainment acquires ACEP

Upon completion, Golden will operate over 15,800 slot machines, 114 table games and more than 5,100 hotel rooms across eight casino properties and almost 1,000 distributed gaming locations and the largest branded tavern portfolio in Nevada

Golden Entertainment is buying Nevada and Colorado casino operator American Casino & Entertainment Properties for \$850m

US CASINO OPERATIONS

Golden Entertainment is buying American Casino & Entertainment Properties for \$850m. The deal includes three properties in Las Vegas including the Stratosphere Casino, Hotel & Tower, Arizona Charlie's Decatur and Arizona Charlie's Boulder, as well as its fourth property, the Aquarius Casino Resort in Laughlin.

ACEP is expected to generate approximately \$413m of net revenues and \$103m of EBITDA in 2017. American's current owner is Whitehall Street Real Estate Partners 2007, a real estate private equity fund managed by the Merchant Banking Division of Goldman Sachs.

Upon completion of the transaction, Golden will operate over 15,800 slot machines, 114 table games and more than 5,100 hotel rooms across eight casino properties and almost 1,000 distributed gaming locations including the largest branded tavern portfolio in Nevada.

Blake Sartini, Chairman and Chief Executive



Officer of Golden, said: "This is a transformational event for our company, creating a significant gaming portfolio centered around Nevada-based casinos that, in addition to our Pahrump properties, will include two well-known Las Vegas locals casinos, a destination resort in Laughlin, and the iconic Stratosphere property on the Las Vegas Strip.

"Our distributed gaming businesses in Nevada and Montana, as well as our casino resort in Maryland, present opportunities to cross-market and promote these new assets. As with our existing businesses, we believe the ACEP properties are poised to benefit tremendously from anticipated continued economic growth in Nevada, particularly from the continued strength in the Las Vegas market. The American properties represent an ideal complement to our existing operations as they strengthen our presence in the Las Vegas locals market while providing us with an iconic destination property on the Las Vegas Strip," said Mr. Sartini.

Saskatchewan Indians start build for Eagle Park West casino

Canada

Border Tribal Council and the Saskatchewan Indian Gaming Authority have held ground-breaking ceremony for the \$15.5m Eagle Park West casino in Lloydminster, Saskatchewan.

The 31,000 sq ft casino will offer 250 slots alongside six to eight gaming tables while future development could lead to the addition of a 250-room hotel as well as a 1,500-seat convention center, restaurant, and convenience store.

Reginald Bellerose, Chairman for the Saskatchewan Indian Gaming Authority, said: "On behalf of the Saskatchewan Indian Gaming Authority, we're excited to officially be in the ground and to continue working with the Border Tribal Council to make this development a reality. This

casino will not only benefit the community of Lloydminster but all First Nations of Saskatchewan and is only possible through the positive partnerships between the Federation of Sovereign Indigenous Nations, Border Tribal Council, Little Pine First Nation and the City of Lloydminster."

The Saskatchewan Indian Gaming Authority operates six casinos in the western Canadian province including the Northern Lights Casino in Prince Albert and Whitecap's Dakota Dunes Casino.

Zane Hansen, President and Chief Executive Officer for the Saskatchewan Indian Gaming Authority, said: "The new casino will have significant benefits for Lloydminster. It will create local employment, provide funding for city services, non-profit and charitable organisations and it will support local businesses through service agreements and by attracting tourism dollars to the community."

Colorado

VizExplorer, a provider of operational intelligence solutions, has signed its first agreement with the Ute Mountain Tribe of Colorado to install campaignViz and floorViz at its Ute Mountain Casino and Hotel property in Towaoc, Colorado.

"We selected VizExplorer because of the team's deep gaming knowledge and expertise. Their solutions are well suited to our current needs, and we look forward to an ongoing partnership that builds on the investment we're making today," commented Ute Mountain Casino General Manager Robert Brooker.

"We're excited to welcome Ute Mountain as a customer and to show them the opportunities that exist when they add gaming floor optimization and intelligent player marketing to their operation," said VizExplorer's Kyle Gryzanoski, Regional Vice President of Sales-West.

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Kiron Interactive est le premier groupe à introduire des sports virtuels à Malte via le plus important opérateur de paris sportifs IZIBET. Les jeux Kiron viendront s'ajouter aux produits de paris sportifs classiques sur les terminaux de paris sportifs autonomes Playtech BGT dans les 30 salles de la marque IZIBET.

Quelques 129 employés de Veikkaus, qui détient le monopole du marché des jeux en Finlande, vont perdre leur emploi suite à des discussions de co-gestion.

Golden Entertainment fait actuellement l'acquisition d'American Casino & Entertainment Properties pour la somme de 850 millions de dollars US. L'accord couvre trois sites de Las Vegas dont le Stratosphere Casino, l'Hotel & Tower, le Charlie's Decatur et le Charlie's Boulder en Arizona, ainsi qu'un quatrième site, l'Aquarius Casino Resort, situé à Laughlin.

IGT vient de signer un accord de licences croisées avec Konami Gaming, un groupe innovant dans le domaine des machines à sous et des systèmes de gestion des jeux pour l'industrie mondiale des jeux. Cet accord autorise Konami à offrir des jeux de la gamme IGT qui ont recours à des fonctions brevetées et pour lesquelles Konami versera des droits de licence à IGT.

Morgan Stanley a déclaré que les efforts du Japon pour légaliser les jeux de casino devront être décuplés étant donné que l'ébauche de loi sur la prévention des addictions aux jeux a été reportée. Il affirme que le retard pourrait provenir du bureau japonais de la promotion des complexes intégrés, une équipe de fonctionnaires exerçant un rôle de conseillers sur la politique de légalisation des casinos.

Le ministère américain de la justice vient d'arrêter 33 membres du syndicat du crime plus connu sous le nom de Shulaya Entreprise pour avoir escroqué des casinos à Atlantic City et à Philadelphie, pour avoir monté des parties de poker illégales à Brighton Beach et pour avoir prêté de l'argent à des joueurs endettés, devenant ainsi leur usurier. Les actes d'accusation stipulent que ce sont les villes d'Atlantic City et de Philadelphie qui étaient visées.

Yang Zhihui, propriétaire du groupe Landing International basé à Hong Kong, vient d'annoncer son intention de privatiser Landing International Development. L'entreprise gère Landing Casino en Corée et l'Ambassadeurs Club de Londres. Le groupe est à l'origine de la construction actuelle du Jeju Shinhwa World en Corée du Sud, dans la région sud-ouest de l'île de Jeju.

Tiger Resort, l'opérateur qui gère Okada Manila, le complexe de casinos situé dans les Philippines, vient de destituer son président, Kazuo Okada. Tiger Resorts a déclaré : "Suite aux récents événements au sein d'Universal Entertainment, une assemblée générale extraordinaire des actionnaires de Tiger Resort a été convoquée et a été suivie d'une réunion du conseil d'administration. M. Kazuo Okada a été destitué de son poste de président du conseil d'administration".

TCSJohnHuxley installs Saturn Glo in Vegas

TCSJohnHuxley has recently installed its latest innovation, the Saturn Glo roulette wheel into two Las Vegas casino locations

TCSJohnHuxley brings its stunning Saturn Glo to the Tropicana Las Vegas and the Plaza Hotel & Casino in Nevada

NEVADA CASINO INSTALLATIONS



First unveiled at G2E last year, the Saturn Glo incorporates the same cutting-edge features as the acclaimed Saturn roulette wheel, but with the addition of LED technology providing in-rim lighting colour changes according to what's happening in the game. Designed to literally 'light up' the game, Saturn Glo can indicate game status and features an array of attract modes in a variety of colours.

It was these such features that caught the attention of two Las Vegas casinos – the Tropicana Las Vegas and the Plaza Hotel & Casino. Both casinos could immediately see the benefits that Saturn Glo provides.

John Fort, Vice President of Table Games, Tropicana Las Vegas, has placed the Saturn Glo wheels center stage on the main gaming floor. He said: "We were really excited to be the first property in Las Vegas to install the Saturn Glo wheel. These eye-catching additions have proved to be very popular with players and staff alike. We're delighted with them – they're great and everybody loves them!"

The Plaza Hotel and Casino also chose Saturn Glo wheels and achieved another first by combining them with Blaze Roulette tables, becoming the first casino in Las Vegas to install this new innovation. TCSJohnHuxley's Blaze LED surface technology uses patented technology to deliver flexibility, reliability and graphic capabilities like never before.

When combined with the Saturn Glo wheel, players have even greater visibility to see each stage of the game with text prompts on the layout such as 'Place your bets', 'Finish Betting' and 'No More Bets' that are also highlighted on the game grid with the same colour changes shown on the wheel.

LaTicia Carter, Ambassador Training Manager, The Plaza Hotel and Casino added: "We are delighted with the visual impact that the Saturn Glo wheels and Roulette Blaze tables have made to the gaming floor. Players are immediately attracted to the LED lights and colour changing sequences, and love how easy it is to see every stage of the game."

Nevada

IGT has signed a patent cross-licensing agreement with Konami Gaming, a leading innovator of slot machines and gaming enterprise management systems for the global gaming industry, allowing Konami to offer games including patented game features from the IGT portfolio, for which Konami will pay licensing fees to IGT. "The opportunity to leverage some of IGT's patented mechanics enables Konami to enhance our game portfolio," said Thomas A. Jingoli, Konami Gaming, Inc. Executive Vice President and CCO.

"Our cross-licensing agreement with Konami Gaming, demonstrates the strength of IGT's game feature patent portfolio and the value that it represents to other gaming companies. We look forward to continued collaboration across the industry as we collectively invest in the growth of gaming," said Michael Prescott, IGT Senior VP and General Counsel.

US

Aristocrat to consolidate Las Vegas facilities



The Howard Hughes Corporation hosted a groundbreaking ceremony on June 23, headlined by Nevada Governor Brian Sandoval to mark the beginning of construction on a 180,000sq. ft. build-to-suit campus in the Summerlin master-planned community for Aristocrat Technologies.

More than 600 Las Vegas-based Aristocrat employees, currently housed in multiple buildings located on Warm Springs Rd. west of the 215 Beltway entrance, are expected to make the move to the new Summerlin campus once it is completed in late 2018. The project is expected to cost approximately \$45m..

"The Aristocrat team evaluated a significant number of options for relocation across the Valley. We are very pleased to be working on this project with The Howard Hughes Corporation as they share our vision for building a best-in-class facility. The location we have selected in Summerlin will enable us to provide our employees and our customers with a world-class facility," said Aristocrat Executive Vice President and General Counsel Mark Dunn.

DOJ Confirms Arrest of Russian Slot Gang

The Department of Justice has confirmed that 33 members of a Russian crime syndicate have been arrested on charges including 'efforts to defraud casinos

The gang used electronic devices and computer servers to predict and exploit the behaviour of electronic slot machines.

US CASINO OPERATIONS

The Department of Justice has arrested 33 members of a Russian crime syndicate, known as Shulaya Enterprise, for defrauding casinos in Atlantic City and Philadelphia; operating an illicit poker businesses in Brighton Beach and acting as loan sharks to gamblers who became indebted to the syndicate. The charge sheet states that casinos in Atlantic City and Philadelphia were targeted.

The gang would capture slot-machine sequences with undefined 'electronic devices', and send them to remote servers that would calculate likely future sequences. Computer experts were then able to devise algorithms to beat the RNGs behind the slots.

Acting Manhattan US Attorney Joon H. Kim said: "We have charged 33 members and associates of a Russian organised crime syndicate allegedly engaging a panoply of crimes. The indictments include charges against the alleged head of this national criminal enterprise, one of the first federal racketeering charges ever brought against a Russian 'vor.' The dizzying array of



criminal schemes committed by this organised crime syndicate allegedly include a murder-for-hire conspiracy, a plot to rob victims by seducing and drugging them with chloroform, the theft of cargo shipments containing over 10,000 pounds of chocolate, and a fraud on casino slot machines using electronic hacking devices. "Thanks to the remarkable interagency partnership of FBI, CBP, and NYPD, we have charged and arrested 33 defendants allegedly involved in this criminal enterprise."

FBI Assistant Director-in-Charge William F. Sweeney Jr. said: "The suspects in this case cast a wide net of criminal activity, aiming to make as much money as possible, all allegedly organized and run by a man who promised to protect them. But that protection didn't include escaping justice and being arrested by the agents and detectives on the FBI New York Eurasian Organized Crime Task Force." Ex-UFC fighter Levan Makashvili and middleweight boxing contender Avtandil Khurtsidze were among nearly three-dozen arrested in connection with the organised crime group.



FLORIDA – Quixant found the recent Juegos Miami to be an extremely positive event. Inaugurated in 2016 as a meeting point for professional representatives of the expanding Latin American markets, Juegos Miami has already evolved into a significant date in the global gaming calendar.

Showcasing a versatile range of products closely suited to the requirements of local manufacturers, Quixant's presence in Miami further enhanced its standing as a major contributor to the industry. The QXI-307, a highly cost-effective, fan-less control board for two screen EGMs, was a major talking point with regard to hardware platforms; it is rapidly becoming the low-cost product of choice in the Central and South American regions.

"Last year, we were one of the founding members of Juegos Miami; immediately it was clear that this was a very important event for the Latin American sector. There has been definite growth in the stature of the show even in this short time – the attendance of gaming professionals was much greater" comments John Malin, Sales Director for Quixant UK Ltd.

NEVADA – Konami Gaming has launched its SYNKROS gaming enterprise management system at Emerald Island Casino in Henderson, Nevada. Featuring more than 400 slot machines, Emerald Island is a high-traffic locals casino in the heart of downtown and has long been recognised for a strong service-based approach. In addition to flexible marketing automation tools and advanced player analytics, SYNKROS provides 99.9 per cent uptime availability, dedicated technical support, and a long-term collaborative partnership to ensure smooth operations and engaging player experiences for guests at Emerald Island Casino.

"Reliability and reputation opened the door for Konami to compete for our systems business, and when we investigated further we learned about their player-centric focus, which totally aligned with our own priorities," said Tim Brooks, co-owner of Emerald Island Casino. "Konami has delivered a great new system for slot machine management and player bonusing, but most importantly Konami will be a great partner for the future of Emerald Island Casino."

As casino players begin engaging with the SYNKROS ecosystem at Emerald Island for the first time, they also have access to a growing variety of top Konami games. "What really makes Emerald Island unique in working with Konami is the combination of SYNKROS systems technology with a slot floor that's more than 20 percent represented by the Konami games our players find so entertaining," said Brooks.



SLS Las Vegas bought by Reno casino operator, Meruelo

Nevada

Stockbridge Capital Partners has agreed to sell the SLS Las Vegas to Meruelo Group, owners of the Grand Sierra in Reno, for an undisclosed amount.

The resort operates a 50,000 sq ft floor casino with 600 slot machines and 60 table games alongside 1,327 rooms. Its location on the Strip's northern end saw it struggle when it first opened but the hope is that as more properties open around

it, footfall will increase.

Meruelo Group is a minority-owned and operated holding company founded in 1986. It has interests in 35 companies across a host of industries ranging from construction and engineering to hospitality and gaming, media, real estate and food services.

The Grand Sierra in Reno has 1,995 guest rooms and a 100,000-square-foot casino.

Group owner Alex Meruelo said: "This is a once in a lifetime opportunity to acquire a premier gaming property on the world famous Las Vegas Strip."

Minnesota

Interblock has placed its first products in the state of Minnesota, with its automated Big Six wheel now installed at Black Bear Casino. Interblock's Big Six is the biggest wheel in the industry and the only optional double-sided wheel, pulling in players from every angle while performing at two times the house average in several casinos. Rick Riehm, VP of Sales for Western U.S. at Interblock, said, "Interblock is experiencing incredible growth and momentum in the U.S., and we are thrilled to have collaborated with Black Bear Casino on bringing our first product to Minnesota." Richard Grandieri, Slot Department Manager at Black Bear Casino, said, "It's very exciting to bring such a new and innovative product to this gaming jurisdiction and Black Bear Casino operations is looking forward to the next generation of product offerings from Interblock!"



CHINA –Hong Kong–based Landing International's owner Yang Zhihui has announced his intention to take Landing International Development private. The company operates Landing Casino in Korea and Le Ambassadeurs Club in London. It is currently building Jeju Shinhwa World in South Korea in the south-western part of Jeju Island.

The takeover offer is required by the Hong Kong Takeover Code after Mr Yang bought a further 5.26 per cent stake in the company, taking its stake to 51.41 per cent. Landing International said an Independent Board Committee had been formed to advise the independent shareholders as to whether the terms of the offer are fair and reasonable. Veda Capital Limited has also been appointed as independent financial adviser.

The company stated: "Mr. Yang is optimistic in the prospects of the Group. He considers the acquisition an opportunity to consolidate control in the company. Following completion, the Group will continue to operate its business in substantially its current state. However, Mr Yang reserves the right to make any changes that he deems necessary or appropriate to the Group's businesses and operations to increase the value of the Group."

PHILIPPINES – Malaysian investment bank Maybank Kim Eng believes that the attack on Resorts World Manila in the Philippines and its temporary gaming license suspension will see GGR drop by 14.2 per cent year-on-year.

Maybank analyst Rommel Rodrigo believes the reopening of Resort World manila's casino could be six weeks away. He said: "The adverse long-term impact on client sentiment and visitations will linger for the next two to three years which could force RWM to change its business strategy."

He believes the attack, which left 37 people dead, would cost the operator between Php600m and Php1bn. It would have to replace around 500 slots at an average cost of around US\$20,000 per machine. Maybank has slashed its predictions by 23 per cent in 2017, by 29 per cent in 2018 and by 33 per cent in 2019 with expected falls in GGR of 14.2 per cent in 2017 and 2.5 per cent in 2018 before increasing nine per cent in 2019 year-on-year from its reduced 2018 level.

Resorts World Manila generates daily GGR of around Php60m. In 2016 its GGR was Php23.6bn. The report said: "The nearest comparison in terms of a drop in GGR by the same group was back in 2003 in Genting Highland Malaysia due to the severe acute respiratory syndrome or SARs, where GGR fell by 10 per cent year-on-year."

PAGCOR Suspends RW Manila's Licence

Philippine regulator PAGCOR has issued Resorts World Manila with a suspension order as it awaits the conclusions of an investigation into how a lone gunman set fire to gaming tables in the property, causing 38 deaths

PAGCOR's chair Andrea Domingo confirmed that Resorts World Manila President Kingson Sian was served with a 'cease and desist.'

PHILIPPINES CASINO OPERATIONS



Travellers International Hotel Group Inc. (TIHGI), the operator of Resorts World Manila, reopened the non-gaming portion of RWM on June 14, two weeks after an attack on its casino that killed 38 people, including the gunman.

The mall, cinemas and Newport Performing Arts (Theater) all resumed operations in mid-June, after the RWM in Pasay City has been closed following the June 2 attack by Jessie Javier Carlos, who set the gaming area on fire that resulted in the death of 37 people. Authorities said Carlos later killed himself.

The Philippine Amusement and Gaming Corp. (Pagcor), the gaming regulator, has suspended the gaming license of TIHGI until authorities conclude their investigation into the incident and determine the liability of the hotel and casino operator.

At the House of Representatives where an investigation into the incident is being conducted, it was decided to subpoena the board chairman of TIHGI – David Chua Ming Huat, a Hong Kong national – after he failed to show for a hearing on the rampage at the hotel-casino.

The committees on games and amusement, public order and safety, and tourism will issue

the subpoena. "He might not choose to come here, that's up to him. If he will not appear, what comes after that is a warrant of arrest," House Majority Leader Rodolfo Fariñas said.

He said he expected no less than the board chairman to attend an inquiry into an incident in which 37 hotel guests and employees died and warned against evading the process. Fariñas said Speaker Pantaleon Alvarez wanted billionaire property developer Andrew Tan summoned but learned that it was Huat who chaired the board of the company running RWM. Tan leads the Filipino investors in the hotel-casino-mall complex, the country's first integrated resort.

During the hearing, congressmen discovered that for at least 20 minutes, when thick smoke and fumes disabled closed-circuit television (CCTV) cameras, no sprinklers were working. At one gaming table, Carlos unloaded a bag of ammunition before torching them. The bullets exploded from the heat for 20 to 25 minutes. The victims had not been shot, but were suffocated in the chaos as terrified guests and staff tried to flee the choking smoke. This bolsters the theory of law enforcement officials that the gunman did not intend to kill anyone and just wanted to vent his ire on the hotel-casino.

SJM elects Daisy Ho to its board as Executive Director

China

Macau operator SJM Holdings has announced that that Daisy Ho Chiu Fung, the sister of Pansy and Lawrence Ho, and whose father Stanley is the godfather of Macau gaming, has been elected as an Executive Director of the Company at the 2017 AGM with effect from 13 June 2017.

Ms. Ho, aged 52, was an appointed representative of Shun Tak Holdings Limited, which is a corporate director of STDM (the controlling shareholder of the Company), up till March 31 2010, and has thereafter become an appointed representative of

Lanceford Company, which is also a corporate director of STDM, since 1 April 2010. She was appointed an executive director of Shun Tak Holdings Limited in 1994, and has been the deputy managing director and chief financial officer of Shun Tak Holdings Limited since 1999.

Dr. Rui José da Cunha ceased to act as the Executive Director of the Company upon his retirement from the Board at the conclusion of the annual general meeting of the Company held on 13 June 2017.

SJM said: "The Board would like to express its appreciation for Dr. Cunha's valuable contribution during his tenure of office as the Executive Director of the Company and welcome Ms. Ho to join the Board."

China

Crown Resorts' detained members of staff have now been officially charged with illegally promoting casino gambling in mainland China. The Australian casino operator confirmed that 15 employees have had their cases referred to Shanghai's Baoshan district court. In a statement Crown said: "Crown said that all its detained employees in China as well as those employees released on bail have now been charged with offences related to the promotion of gambling and their cases have been referred to the Baoshan District Court. As the matter is now before the court, no further comments will be made. Members of staff include a Malaysian, Chinese nationals and three Australians, including senior Crown executive Jason O'Connor."



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CHINA – G2E Asia 2017, the marketplace for the Asian gaming industry, held in Macau from May 16 to May 18, was the largest edition in the show's history. Marking another year of setting records across several key areas.

The show spanned 28,000sq.m of exhibition space, a 27 per cent increase over last year. The total number of visitors increased 28 per cent over last year with close to 14,000 in attendance.

The attendees included over 1,650 VIPs and top-quality buyers, producing a remarkable growth of 75 per cent from 2016.

"Despite the gaming industry in Macau's tumultuous global and economic factors, we continue to see the evolution of gaming in Asia, with Macau as the ultimate regional hub," said Josephine Lee, Chief Operating Officer of Reed Exhibitions Greater China. "G2E Asia set new records this year in the number of visitors attending, exhibition space and diversity of international representation at the event. These factors all benefit G2E and the Asian gaming industry as a whole."

AUSTRALIA – The Australasian Gaming Expo 2017 (AGE) will cover 19,000sq.m. and boast 250 exhibitors as part of the move to the new ICC Sydney, making it the biggest gaming show in the southern hemisphere according to its organisers.

Alongside the latest slot machines and table games from the world's leading suppliers, this year's exhibition – to be held from 15 to 17 August – will showcase Audio Visual equipment, ATM Equipment, Building Services, Cash Handling & Equipment, Consultancy Services, Entertainment, Financial Services, Food and Beverage, Furniture, IT, Interior Design & Fitout, Marketing Services, Membership Management, Paging & Communication, Point of Sale Systems, Retail, Security, Signage & Displays and Staff Uniforms. Visitors to the exhibition will see 800 poker machines and truckloads of signage and equipment which is moved in to the ICC Sydney Exhibition Centre, installed, connected, tested, used and compared by the most demanding critics and then moved out again – all in only a few days.

Last year 2,527 visitors attended the first day, with 2,911 on the second day and 1,359 on the third day. They came from every Australian State and Territory, along with a big contingent from New Zealand and international guests from America, Europe and around the Asia-Pacific region. 92 per cent of visitors surveyed last year saw the Expo as an opportunity to see new products and technology, while 96 per cent said the exhibition stand quality was good or excellent.

The Grand Lisboa Palace, due to open on the Cotai Strip in Macau next year, will be a defining moment for operator SJM

CHINA CASINO OPERATIONS



Grand Lisboa Palace is 'make or break'

Brokerage firm Sanford C Bernstein has labelled Grand Lisboa Palace as 'make or break' for SJM holdings, the company that once held a monopoly on casino gaming in Macau.

In a research report called 'The competitive landscape in Macau – a look at the six gaming operators,' Bernstein detailed a number of problems on the horizon for SJM, who plans to open Grand Lisboa Palace in the second quarter of 2018.

The company's Vitaly Umansky, Zhen Gong and Yang Xie wrote: "SJM has significant exposure to low quality peninsula-based satellite properties and a lack of scale and product quality to focus on premium mass.

The company is losing market share in both VIP and mass as players move to higher quality offerings. Until Grand Lisboa Palace opens in 2018, SJM lacks presence on Cotai," said Mr. Umansky. "The key catalysts to look at are

over-reliance on satellite casinos which are uncompetitive and losing ground in defending its VIP market share – the company would need to reverse this trend, but it may be difficult in light of competition. Grand Lisboa Palace may be a 'make or break' development for the future of SJM."

"SJM used to be the dominant VIP operator when looking at both its owned business and the satellite operation," the report added.

"However, SJM has been experiencing market share loss in both divisions as the property quality is lacking relative to competitors and many junkets prefer to work with other operators. The satellite business will continue to suffer share loss.

"Grand Lisboa Palace may allow SJM's owned casino business to regain some lost share. The opening of Grand Lisboa Palace will be the real test of the company's ability to stem the tide."



Philippines

Tiger removes Chairman of Okada Manila

Tiger Resort, the operator behind Okada Manila, the casino resort in the Philippines, has removed Kazuo Okada as its Chairman.

Tiger Resort is owned by Japanese gaming giant Universal Entertainment, of which Mr Okada is the founder and Chairman. Universal on June 8 it was suspending Okada, pending investigation. He is accused, along with a fellow director of 'a serious violation of governance' concerning the transfer of around US\$17.3m from the company's accounts in March 2015.

Tiger Resorts stated: "As a consequence of the recent actions at Universal Entertainment a special stockholders' meeting of Tiger Resort was convened followed by an organisational meeting of the board. Mr Kazuo Okada was removed as chairman of the board. Justice Manuel Lazaro has been elected chairman and Mr Kenji Sugiyama as president. Mr Antonio Cojuangco, Mr Rey David and Mr Steve Wolstenholme remain as directors."

Universal is conducting 'an interim investigative report' into the incident with a conclusion expected on or around June 30.

Japan

Morgan Stanley has said that Japan's efforts to legalise casino gaming will be pushed back due to the problem gambling prevention bill being delayed. It has said the hint of the delay has come from Japan's Office of Integrated Resort Regime Promotion, a team of civil servants charged with being advisors on the casino legalisation policy. Morgan Stanley also said that it believes only one casino will be issued per city. Analysts Praveen Choudhary, Alex Poon and Thomas Allen said: "It appears difficult for the gambling addiction bill to be passed in this Diet session. That was a reference to a piece of harm mitigation legislation widely reported to be a precursor to the IR Implementation Bill. This could push the IR Implementation Bill to Diet sessions in 2018. It appears that only one casino can be built in one city, which would make the process more competitive." The group also believes that if Japan was to prohibit Macau-style junkets, it would result in 'either much smaller VIP business, or very high debt provisions' for casino operators.

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Summit brought into stark relief the contrast of gaming in the US



Visiting the IAGA Summit 2017 was a bit of a culture shock. Travelling from Europe to the event in New York felt like a journey through space time, to a time before the Internet, as opposed to just crossing the Atlantic. Land-based giants still roam the gaming landscape in America, by-passing an evolutionary step that brought online and mobile gaming to the rest of us

Prohibition is America's answer to online gaming, to mobile sports-betting and increasingly to daily fantasy sports, but in doing so it is failing to connect with a user-base that's completely engaged in the online space, in social communication and betting on their phones. It would be understandable if this 'Sleeping Beauty' strategy was providing the protectionism the industry desires, but instead it is driving down revenues and turning-off the next generation of players.

"IF YOU'RE A REGIONAL CASINO OPERATOR IN THE US RIGHT NOW - YOU'RE GOING OUT OF BUSINESS."

That was the closing summary from Mitch Garber, CEO of Caesars Acquisition Company and Chairman of Cirque Du Soleil during his 'fireside chat' keynote address at the IAGA Summit in New York last month. And the crazy thing, is that no one in the room contradicted him. Okay, so half the audience were lawyers, but the others were gaming operators - operators of those same regional casinos. It was the lack of push-back that was shocking - as if everyone in the room had resigned themselves already and accepted the inevitable.

Despite attending various select panels at G2E in Vegas, it's been over five years since I've sat in a totally US-focused conference and I have to say it's a very strange experience. As a foreign visitor to the New York Summit, the insular nature of the discussions was a little disorientating. More than a decade ago I was listening to the same debates about online gaming, sports-betting on mobile and social gaming. The debate has moved on so significantly in the rest of the world, whereas America is stuck in a 'Sleeping Beauty' state,

unconscious as the rest of the world adapts, changes and evolves. At one point a member of the eSports panel started talking about the US as an 'emerging market,' which is extraordinary in itself, but for the fact that again, no one reacted. It might be understandable if this state of wilful ignorance was a practical solution to the threat posed to land-based by online, but it isn't.

Joe Asher, CEO William Hill US, told the IAGA sports-betting panel that watching basketball games in London and in Las Vegas, he thought it crazy that the man betting on his mobile in the UK was doing so legally, while the one betting in Vegas was contributing to the US\$50bn illegal sports-betting that takes place in America every year. Prohibition has been America's answer to online gaming, to mobile sports-betting and increasingly to daily fantasy sports, but in doing so it compounding a failure to connect with a user-base that's completely engaged in the online space, in social communication and betting on their phones, and is seeking new forms of entertainment. It would be understandable if this Sleeping Beauty strategy was providing the protectionism the industry desires, but instead it is driving down revenues and turning-off the next generation of players - and what's incredulous is that there seems to be no appetite from operators for a 'course-correct' to shift the industry in a new direction.

Listening to Mitch Garber describing the state of the US gaming industry felt like an obituary. He described an industry that has not changed, recognised or adapted to the biggest change in society in a generation - the Internet. And while he saw the continued success of Las Vegas into



the future, the rest of the gaming market in America is simply counting down the days. "If it hadn't been for Steve Wynn building the Mirage in 1989 and changing landscape of The Strip in Las Vegas to family-style resorts, with shopping and entertainment, I doubt The Strip would exist today," stated Mr. Garber. "When I joined Caesars in 2008 the revenue mix from gaming to non-gaming was 65 to 35 per cent in favour of gaming. It's only nine years later and it's the reverse. It is clear that society has changed its appetite for gaming. The good fortune of Vegas as compared to Atlantic City is that the customer has found other activities that make it worthwhile to visit these places."

"THERE HAS BEEN A LOT OF CHANGES IN SOCIETY THAT HAVEN'T BEEN FOLLOWED BY THE GAMING INDUSTRY."

For a man that last year sold Caesars Interactive's social games assets to a Chinese consortium, including Giant Interactive and Alibabe founder, Jack Ma, for approximately US\$4.4bn, Mitch Garber describes his story as one of failure. Having been talking about the future of Internet gaming in America since 2000, the fact that by 2017 Internet poker as a regulated North American business outside of New Jersey and Nevada has failed to come to fruition, represents a massive lost opportunity. "Internet poker is a much more viable business than land-based poker, internet sports-betting is a more viable business than land-based sports-betting," underlined Mr. Garber. "From the time I started until today, the biggest change in our society is the Internet and the biggest problem is the failure of the US gaming industry to follow the biggest technological change in my lifetime. As the industry has failed to follow this change the customers over the next 20

years are going to continue to want things that the gaming industry is simply not able to provide."

When Caesars made the decision to separate its social games business from its gambling business, it was a choice that would earn the company a four billion dollar windfall just seven years later. On the one hand, it was a very positive deal for Caesars, but on the other, the company has sold its access to its future customer base, to the means with which its casino properties communicate with players. Short-term it's undoubtedly shored-up Caesars' finances, but it might also have crippled them in the long-term. "You have to be conscious of the fact that your future customer is holding this thing in their hand the whole time," stated Mr. Garber. "It's sending them messages 24/7. It never leaves their hand. Being 'social' has become the most important aspect of a person's day, and so if a casino doesn't have social games, social elements communicating on a constant basis with its customers, it's lost its connection to these players. I just don't think these people are going to sit in front of a slot machine and press a button for four hours if they're not connected to the rest of the world. Whether that's streaming Netflix or getting Facetimed by their kids or answering Facebook messages or checking other people's pictures."

The ultimate punishment a parent can inflict on their child today is to take away their phone. Should a land-based casino look to impose the same punishment on players? If you're seeking to disconnect your customers from the Internet, from the social connections that make-up their entire day, how can your offer survive? "As an industry we have been very, very good at consolidating our ideas and our opinions - and at moving those ideas and opinions forward," said Mr. Garber. "Internet gaming

"If it hadn't been for Steve Wynn building the Mirage in 1989, changing the landscape of The Strip in Las Vegas to the family-style resorts, with shopping and entertainment, I doubt The Strip would exist today. When I joined Caesars in 2008 the revenue mix from gaming to non-gaming was 65 to 35 per cent in favour of gaming. It's only nine years later and it's the reverse. It is clear that society has changed its appetite for gaming. The good fortune of Las Vegas as compared to Atlantic City is that the customer has found other activities that make it worthwhile to visit these places."

Insight

NEW YORK

IGA Summit 2017



"Imagine if Blockbuster video had been able to create the regulations for streaming video. And they also held the exclusive rights to streaming video. Well, that's what the US land-based casinos have the opportunity to do today. They could get together and create the rules around online gaming – for example, I could imagine a scenario in which you'd have to own at least two land-based casinos to be able to offer online gaming, which cuts out all these online gaming companies."

is different – there is a polarisation led by Sheldon Adelson, which has not allowed for the gaming industry to get together and move as one to legalise Internet gaming in more than three states in the US. It is a huge failure that 47 states don't have Internet gaming. At the same time I find it discouraging that the industry is spending a huge amount of money to delay, stall and buy legislation, a policy that has become a huge enemy of the gaming industry. Here we are with these multi-million dollar buildings and we need to integrate the Internet into them, but the industry can't move forward because of the hundred million dollar campaign making sure it can't happen, putting forward arguments that it supports terrorists, money laundering and all kinds of nonsense."

WHERE ARE THE KINGS OF THE ROOM?

At one point in the discussion, Mr. Garber reflected on the fact that when he started in the industry, 24 years ago, IGT and Bally were the kings of the conference circuit. When the CEOs of those companies walked into a room, they were the most important people there. He said that what the industry must realise is that today, that's not the case anymore. "We can't continue to focus all our attention on the gaming floor of the casino," said Mr. Garber.

"We have to be conscious of what the people in their mid-twenties want. Young males want to play fantasy sports – so how do you legalise and regulate it and offer it on a large scale? How do we build an eSports business plan and construct arenas? How do we add mobile sports-betting, Internet poker, daily sports fantasy and eSports to the casino product offer, because if you had those four things, you'd be looking at billions of dollars of EBITDA.

"None of these activities take place within the casino – which is true, but if you're a clothing retailer you can't ignore the fact that people are buying clothes

online. We need to reprogram our business so that you don't have to be there in person to play with the casino, but ensure that it's still attractive to physically be there too. If you're playing 80-90 per cent of your games on the Internet, the business model that expects a person to sit in a casino without access to the Internet is broken," underlined Mr. Garber. "It's also pointless to offer offline activities that should be online. Sports-betting in the casino is such a bad business that I doubt any of the operators know what EBITDA they make from sports-betting. It is such a small amount – but if it were mobile sports-betting, they'd know exactly what they were making and how big it was. So if you're going to move the needle, do you continue offering a guy with a pencil in the casino writing down your bets – or the new technology that everyone wants?"

Having listened to Mr. Garber's building towards his doomsday scenario, I wanted to know if it was the fear of competition from abroad that has made the US land-based sector hunker-down and adopt its defensive position. Was it worried that – like his description of the shifting importance of the slots manufacturers – are America operators worried that they'll lose the keys to their kingdom should they allow online gaming to flourish, which would inevitably attract more experienced international businesses to the market? And while seeking not to sound as if he was advocating for a cartel, you can draw your own conclusions from his answer...

"Imagine if Blockbuster video had been able to create the regulations for streaming video," answered Mr. Garber. "And they also held the exclusive rights to streaming video. Well, that's what the US land-based casinos have the opportunity to do today. They could get together and create the rules around online gaming – for example, I could imagine a scenario in which you'd have to own at least two land-based casinos to be able to offer online gaming, which cuts



out all these online gaming companies. You have an opportunity to control the playing field and control all the rules, which is something that Blockbuster didn't have the chance to do and which the land-based casinos in the UK didn't do. Land-based casinos in America should create the rules around Internet gaming. Not to create anti-trust or monopoly problems, but to create an environment in which you must be a highly regulated entity to enter this business."

WHERE IS THE GAMING INDUSTRY HEADING IN THE NEXT 10 YEARS?

A member of the audience asked Mr. Garber if the decline in the US casino sector was still a hang-over from the recession, and wondered if land-based gaming would bounce back as consumer confidence continued to grow. It was an proposition that Mr. Garber quickly dismissed, arguing that the decade since the recession has seen a culture shift take place in which gambling is no longer top of people's recreational list.

"When I was 21, I'd drive nine hours to New Jersey to play blackjack at the Playboy club in Atlantic City," said Mr. Garber. "My 21 year old son has no such ambition. He has thousands of hours of programmes to binge watch, he has friends instagaming him, snapchatting him; the has culture has changed and it's changed because of technology. Gaming hasn't changed. It is still a big box - and it's a big box that has machines on its floor that aren't connected to the Internet. If in the last nine years gaming in Vegas went from 65/35 gaming to non-gaming, to 65/35 non-gaming to gaming, that's not a trend that's going to turn and come back the other way," he told the conference. "I also think that the economy won't support the billions of dollars that went into the Las Vegas Strip and into Atlantic City in the last 20 years. The odds that the curve changes and we see the

billions of dollars coming back into the industry are very low."

Where the effect of this stagnation is to be felt the hardest is in the regional markets in the US. Where Las Vegas has been shielded from the effects of the decline in gaming spend, but the opportunities don't exist in the regions to offer the mix of non-gaming activities. Regional revenue is not growing, and according to Mr. Garber, probably won't grow. "If non-gaming isn't a major factor in your offer, the impact on gaming revenue is even more severe and is going to slow and shrink over the next decade," said Mr. Garber. "Raising steak prices isn't going to get you there. Lots of people are visiting Vegas and spending no time on the gaming floor. Atlantic City has a huge problem simply because it's not Las Vegas and the regional casinos in the US will find themselves with the same problem, but more acutely."

For some regional casinos gaming is the only activity they offer, which is becoming a major issue for them and it's the reason why Mitch Garber believes that some integration of the Internet and the social aspect of eSports, fantasy sports, online poker and mobile sports-betting is so important. "It will affect everyone, even Las Vegas," says Mr. Garber. "There are only so many Nobu, Gordon Ramsay and Joël Robuchons, there are only so many Cirque Du Soleil shows, only so many Brittanys and Celines, and nightclubs and day clubs. Right now The Strip isn't over-saturated, it's 'perfectly saturated' with shopping, nightlife, day events, and of course, its gaming mix - but the industry as public entities needs to grow by 15 per cent each year. How do you do that? Well, it's going to be very difficult, but you can do it by adding new, high value sources of revenue; and technology is the only new, high growth, high margin source of revenue that I can think of. The next big thing is not building another two billion dollar hotel. It's going to be technology-based."

"If non-gaming isn't a major factor in your offer, the impact on gaming revenue is even more severe and is going to slow and shrink over the next decade. Raising steak prices isn't going to get you there. Lots of people are visiting Vegas and spending no time on the gaming floor. Atlantic City has a huge problem simply because it's not Las Vegas and the regional casinos in the US will find themselves with the same problem, but more acutely."

Dirty, damp, crinkled and torn – not a problem for SC Advance



Anette Jauch,
CPI sales director – EMEA Gaming

"We are thrilled to reaffirm our already strong relationship with Casino de la Vallée. Their management have confirmed to us that more than 90 per cent of their slot machines are now fitted with CPI – and that number continues to grow. This is a great testimony to the quality of SC Advance and the difference it makes for our customers and their players."

When we switched to CPI we finally got the great acceptance we were looking for. The SC note acceptors run like clockwork even when our smoking room is at maximum occupancy.

Ezio Diemoz,
slot manager,
Casino de la Vallée

Casino de la Vallée has signed a long-term Preferred Partnership Agreement with Crane Payment Innovations (CPI), a Crane Co. Company. Under the agreement, the Italian operator will continue to specify the SC Advance note acceptor on all new and replacement slot machines

Casino de la Vallée, also known as Casino Saint Vincent, first began using SC note acceptors from CPI back in June 2008. Ezio Diemoz, slot manager, remembers noting an immediate and positive difference from day one:

"Our previous note acceptors were very sensitive to dirt," he said. "They simply couldn't perform in our smoking room without jamming and rejecting notes, and the player experience was really suffering. When we switched to CPI, though, we finally got the great acceptance we were looking for. The SC note acceptors run like clockwork even when our smoking room is at maximum occupancy. Now we're getting the highest level of performance across our entire floor, and our players are happier than ever."

Many customers who have switched to CPI have reported similar performance issues with their previous note acceptors – especially in challenging operating environments like smoking rooms. SC Advance was specifically created to resolve these challenges.

Imbued with highly engineered mechanics and outstanding sensing technology, SC Advance takes

performance to the next level, delivering the industry's highest acceptance rate for street grade notes – including those that are dirty, damp, crinkled or torn. And, with its expansive memory and leading-edge security algorithms, SC Advance meets even the highest demands for reliability and fraud protection.

"For nine years now, we have been asking slot suppliers to fit CPI into our machines" said Diemoz. "Signing the Preferred Partnership Agreement is important to us as it formalizes an already well-established procedure. Now, we look forward to many more years of excellent products and service from CPI. That being said, we warmly recommend the SC Advance. It stands out as – by far – the most reliable and easy-to-maintain note acceptor in the market."

"We are thrilled to reaffirm our already strong relationship with Casino de la Vallée", explained Anette Jauch, CPI sales director – EMEA Gaming. "Their management have confirmed to us that more than 90 per cent of their slot machines are now fitted with CPI – and that number continues to grow. This is a great testimony to the quality of SC Advance and the difference it makes for our customers and their players."

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intralot

Sun Casino and EGT stage a special slots celebration event



Alain Assenza,
Casino Manager,
Sun Casino, Monaco

"The best performing cabinets on the floor deserve their starry moment, we wanted to be VIP felt also to correspond to the effective cooperation between our two companies that we intend to keep fruitful, reaching even better results and higher success."



"Being the best performer in a premium establishment as Sun Casino in a country of first-rate gaming activity as Monaco, is certainly something to be proud of. We have been competing with the high achievers on the market and yet it is our machines that are reported to increase the number of returning players. It is not only about brand awareness, it is about the mere feeling of enjoyment when activating an EGT game, teamed with the pleasure of being in a place with top services."

Borislav Prokopiev, EGT

The Sun Casino in Monaco staged a special VIP in June to celebrate the success of its partnership with EGT. Monte Carlo witnessed an electrifying show, with breathtaking surprises and exclusive entertainment in which EGT's machines juiced up the luxurious surrounding of Sun's gaming halls. Regular and first-time visitors, local and foreign players were intrigued with a quest for numerous prizes and a tombola, running across the course of each of two evenings of entertainment

Sun Casino decided to arrange the special event after the obvious success of 56 EGT machines, installed several months ago on its floor. It will also celebrate the partnership of its proprietor SBM (Societe de Bains de Mer) with the Bulgarian manufacturer. "The best performing cabinets on the floor deserve their starry moment," explained Alain Assenza, casino manager of Sun Casino. "We wanted this VIP event to reflect the effective cooperation between our two companies, which we intend to keep fruitful, reaching even better results and higher success."

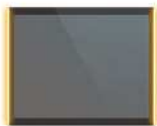
The EGT product range, which appeals to the players at Sun Casino in Monaco, includes the P-27/27 St Slim, P-27/32H St, P-42V Up and St Curved slot models, the jackpot systems Fu Gui Rong Hua and 4 Happy Hits and the Super Premier cabinet. "Being the best performer in a premium establishment as Sun Casino

in a country of first-rate gaming activity as Monaco, is certainly something to be proud of," commented Borislav Prokopiev, regional sales manager of EGT for France, Monaco and Belgium. "We have been competing with the high achievers on the market and yet it is our machines that are reported to increase the number of returning players. It is not only about brand awareness, it is about the mere feeling of enjoyment when activating an EGT game, teamed with the pleasure of being in a place with top services."

The new Super Premier 75 with its avant-garde 75-inch display will be the next EGT addition to Sun Casino's gaming portfolio. Six cabinets of the model are already on their way and their delivery will mark the first installation worldwide of the product – another milestone in SBM's and EGT's relationship.

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PCAP Touchscreen Monitors



General Monitors



Button Decks



Curved Screen Monitors

WORLD LEADING COMPUTER PLATFORMS AND MONITORS FOR GAMING

The Quixant logo features a stylized orange arc above the brand name "Quixant" in a bold, black, sans-serif font.

Monitoring screen performance and scale – touching the future



Andreas Behr,
Director of Gaming Monitors,
Quixant Deutschland

Andreas joined Quixant in December 2015 to lead the company's gaming monitor division. With over 20 years experience in the gaming and industrial displays market, Andreas has a wealth of knowledge of display technology, supply chain and gaming industry regulation. Prior to joining Quixant Andreas was managing director of a successful gaming monitor business which was bought by Quixant in 2015. Andreas started his career as a production engineer with a German CEM company and moved onto the LCD and monitor distribution business. In 2000, he joined Densitron as the Managing Director of Densitron Germany and moved to run GPEG Germany in 2006. Andreas, has a degree in Industrial Science from Mannheim Academy, Germany.



"Curved screens are in demand with manufacturers and as such have a place in our portfolio. There has been a strong reception towards the 32ins. size curved monitor that Quixant offers with a PCAP touchscreen."

Andreas Behr

"There is a revolution going on where old standard surface capacitive is being replaced with projected capacitive. We are able to do this at the same price as old surface capacitive, but give the benefits of true flat surface, better picture quality, and multitouch."

Mike Sigona

Visiting factories and touring the stands at gaming exhibitions, it's starkly obvious that gaming machine screens are ballooning in size. In addition to increased dimensions, all feature touch and HD graphics, many are now in 4K UHD and sport distinctly curvaceous designs. We speak to industry experts to track the trend

Quixant's new monitor range has already gained strong traction within the global gaming industry. The product portfolio is extensive, covering a wide range of sizes between 19.5 and 86ins. and 4K and FHD resolutions. PCAP technology is utilised in the vast majority of our products. Most importantly, however, Quixant develops its monitor solutions exclusively for the gaming industry and carefully optimised the products to best cater for that market.

With large monitors, we believe the benefits of adopting 4K UHD resolution are clear. For example, Quixant's new 86ins. monitor which is well-suited to table game applications, offers greater clarity and definition when viewed close up due to its 4K resolution. These displays require sophisticated cooling solutions, as overheating is a risk with screens of this size. With Quixant's experience in this area, we work with customers during the design and integration phase to ensure a smooth development process.

Quixant's most popular sizes – 21.5, 23.8 and 27ins. –

are available with variety of PCAP touchscreen and protective glass options.

Additionally, we can offer a range of fully integrated LED illumination solutions with complementary controllers all of which are integrated into Quixant's Gaming Ecosystem. These controllers are capable of running all LEDs in the monitors, and can even illuminate the entire gaming machine. Various LED colours can be supplied and pre-installed into the monitors, to suit individual customer requirements.

Curved screens are in demand with manufacturers and as such have a place in our portfolio. There has been a strong reception towards the 32ins. size curved monitor that Quixant offers with a PCAP touchscreen.

Quixant has an aggressive product development roadmap which will be bringing some exciting solutions to the market which will push the way in which customers are able to integrate monitors into their machines.



Our view is that a monitor will always be the most direct interface between machine and player and it is therefore essential to select a product which maximises the impact of the games and attracts players. So, whatever the new cabinet may look like, we can offer a solution that fits – either built-in or as an external standalone monitor.

Quixant has seen strong business in its button deck solutions, as manufacturers look to replace mechanical buttons with more interactive touchscreen technology. This is an area where Quixant continues to evolve new ideas and solutions.

The same applies to topper monitors, which have also been in increasing demand as machines with three main monitors are becoming the standard.

Quixant has always been ahead of the game; for example, Quixant was one of the first manufacturers to bring the benefits of DisplayPort technology to the gaming market.

With a development process underpinned by a strong understanding of the gaming industry, exploration of emerging trends in machine development and deep experience in monitor technology, Quixant is uniquely positioned to bring market-leading, exciting display solutions to gaming.



Mike Sigona,
Regional Manager at Elo Touch Solutions

G3 discussed the latest trends in gaming monitors with industry expert, Mike Sigona of Elo Touch Solutions

What are the 'standard' specifications right now for gaming monitors in terms of size, touch and screen resolution - what are you selling most of and why?

Main runners are FULL HD 16:9 in larger sizes from 21.5ins. and up, with our two glass projected capacitive (PCAP) for almost all new designs.

How quickly are things changing in terms of these ingredients (size, touch and resolution), and is this happening faster than before?

There is a revolution going on where old standard surface capacitive is being replaced with projected capacitive. We are able to do this at the same price as old surface capacitive, but give the benefits of true flat surface, better picture quality, and multitouch – the same technology as in your mobile phone.

Are curved screens a 'fad' or 'phase' - or will we be seeing greater usage of curved screens in the gaming slots sector?

Depends on who you ask. More people are telling me it is a fad. Understandably, everyone wants something new and different. We saw this with 3D displays, etc. There are problems bending the panels with some fallout – they are not designed for this. Also one customer put a flat unit side by side with a curved, and after playing on the curved for some time, they saw the regulars preferred the flat. But that example may not be the same for everyone's experience.

Where are we currently in terms of the uptake and use of 4K screens and are we going to see this technology become a 'standard' format for all screens in the near future - or will another resolution standard usurp 4K?

We have some 4K Elo touchmonitors already in larger sizes such as 55 inch. We believe larger formats of 4K screens makes sense for most commercial touch applications given perceived display performance at nominal touch viewing distance. Smaller sizes are not as suitable. You must have a higher performance processor, more heat potentially to deal with, and redo all your graphics – the last being a huge task for gaming developers on new games rather than rewrites. Also note while there are emerging applications here, total 4K sales in the touchscreen market have been limited by minimal 4K content to date.

We are seeing ever larger screens added to slot machines. How potentially large can the screens increase in scale and performance - are we going to see a slot machine that's essentially like the Apple iMac or iPhone - all panel with the cabinet hidden around back?

You see this trend to 'less of a cabinet' in sport-betting. Not sure for slots as there is a lot of tradition in that area. Larger sizes are still for premier locations. The mainstream maximum size is 24ins. for slots and will probably stay that way.

How fragile are these really large panels and are they fit for purpose in a busy casino environment?

I can only speak for our 32, 42, 43ins. and larger touchmonitors – they are all designed with anti-vandal touch glass in front.

What are the restrictions in terms of touch when considering very large or curved panels?

At some point it is the length of your arm. We make 70ins., but in my opinion, such large sizes are only for occasional use. 43ins. may be the practical limit for staying in front of it. You want to see the whole screen with your peripheral vision at arm's length. You don't want to step back to look before each touch!

How does size affect the performance of the panel - is it all down to the graphics card and processor, or are there other elements that come into play?

No issue there. Not even the graphics card and panel if we are talking FHD. The hardware does not even care the size of the monitor, just the resolution. So 4K resolutions on large monitors means different hardware performance is needed.

Are there issues as regards the long term guarantee to supply and redundancy of the screens when slots manufacturers are changing their designs so radically and much more frequently?

It is a challenge we face as a touchmonitor manufacturer. People tell us they don't want any change. But then they want changes. So we have to support the old and new. We try with our new monitors to give more features and cost reductions in the identical form factor with backwards compatibility. That is one of the things Elo is known for. Our new 90 series open frames have models which are exactly compatible with several generations back of SAW technology, including 10 year old models, plus the previous generation of our PCAP monitors.



Company / Euro Games Technology (EGT)

Web address / www.egt-bg.com

AGEM Membership level / Bronze

Description / Euro Games Technology (EGT) is a Bulgarian company that specializes in the development, international sales and technical support of a diverse range of gaming products. Founded in 2002, EGT has been recognized as one of the fastest growing key players in the industry. Today its distribution network includes offices and dealers in 20 countries and a wide range of its products are operated in over 80 jurisdictions in Europe, North, Central and South America, Asia and Africa. EGT's administrative and manufacturing headquarters are spread across 5 buildings and 16,000 sq. meters and its team consists of over 1250 professionals. In 2015 the company opened a new manufacturing facility in Dar es Salaam, Tanzania which is the first of its kind in East Africa.

International certificates obtained from various regulatory agencies and testing laboratories are evidence for the strict compliance of all gaming machines of the company with the technical and legislative requirements of many jurisdictions worldwide. In pursue of the utmost quality EGT has implemented the SAP ERP integrated solution for business management and had been certified to the quality management system ISO 9001:2008.

New products for 2017 / We will introduce new developments in all product aspects of the gaming industry – slot machines and multigame mixes, multiplayer solutions, interactive games and platforms, casino management systems.

Newsworthy events to share / – In 2017 the company marked its 15th jubilee and reported that for the period of its existence every consecutive year has been a greater success. Nowadays its annual manufacturing capacity has reached 16,000 gaming stations and the sales growth – 30%. The regions of fastest development for EGT have lately been North, Latin and Central America, as well as Europe. The manufacturer is ranked 12th out of 300 most successful Bulgarian enterprises from all industries in the country by the largest business information and consulting group in Southeastern Europe – ICAP.

MEMBERSHIP NEWS

AGEM Key Board of Directors Actions

- Regulations 5 and 5A have finally been adopted by the Nevada Gaming Control Board and Commission. AGEM has been working with the Board on updating the regulations in a process that has lasted almost two years. This has been a great example of the positive working relationship the NGCB has with suppliers and their readiness for open dialogue.
- In more NGCB news, Nevada Assembly 75 has recently been approved. This regulation was initiated last November by the Control Board, who sought AGEM's input, to take out a layer of regulation the manufacturers had to deal with when partnering with non-licensed third parties. Now, each individual licensed partner assumes responsibility for who they do business with and for the content in products, which speeds up the approval process. There is scope to advance this legislation into other markets by introducing it to other regulatory bodies.
- AGEM approved a contribution of \$30,000 for the forthcoming G2E Chairman's Reception. This prestigious event is held in conjunction with the AGA's Gaming Hall of Fame which sees the winners honoured at the reception.
- The recent Japan Gaming Congress held by Clarion prior to G2E Asia, was very successful and well attended by politicians, media, operators and regulators. AGEM Board members that attended were able to initiate relationships with key individuals who will be involved in the process as the gaming bill moves forward.
- AGEM's President, Tom Nieman and Executive Director, Marcus Prater recently attended UNLV's YES Program event (Young Executive Scholars). This worthwhile initiative is supported by AGEM and aimed at Junior High and High School youngsters to give them an introduction to the hospitality and gaming industry. Also at the event, were students from the Gaming Innovation Group. The Group are focused on producing new innovations that cover all aspects of gaming and are currently preparing products to display at G2E in October.
- AGEM welcomed two new Associate members in June – Southco, based in Pennsylvania which specialises in engineered access hardware and Skilled Game Development, a software development specialist based in Texas. This brings to the total number of members to 151.

Events and Activities

- The Canadian Gaming Summit is being held in Vancouver from June 19-21. AGEM will once again be sponsoring the event's golf tournament as well as a welcome reception on the show floor.
- Nominations for the Jens Halle and Peter Mead Memorial Awards are open. Nominees should have a minimum of 10 years working in the industry and possess the qualities that both men displayed. All nominations must be received by July 15 and the winners will be announced during G2E Las Vegas in October.

AGEM INDEX

The AGEM Index reached another record high in May, continuing the momentum from previous months. The composite index stood at 390.18 points at the close of May 2017, which represents an increase of 18.68 points, or 5.0 per cent, when compared to April 2017. The AGEM Index reported a year-over-year increase for the 20th consecutive month, rising 134.84 points, or 52.8 per cent, when compared to May 2016. During the latest period, seven of the 13 global manufacturers reported month-to-month increases in stock price, with four up by more than 10 per cent. Six manufacturers reported decreases in stock price during the month, with three posting double-digit declines.

AGEM	Exchange: Symbol (Currency)	Stock Price At Month End			Percent Change		Index Contribution
		May-17	Apr-17	May-16	Prior Period	Prior Year	
Agilisys	Nasdaq: AGYS (US\$)	9.91	9.90	11.73	0.10	(15.52)	0.00
Ainsworth Game Technology	ASX: AGI (AU\$)	2.21	1.86	2.40	18.82	(7.92)	1.25
Aristocrat Technologies	ASX: ALL (AU\$)	21.80	19.64	12.86	11.00	69.52	13.49
Astro Corp.	Taiwan: 3064 (NT\$)	19.20	24.20	39.30	(20.66)	(51.15)	(0.12)
Crane Co.	NYSE: CR (US\$)	77.58	79.91	57.40	(2.92)	35.16	(1.73)
Everi Holdings Inc.	NYSE: EVRI (US\$)	6.69	6.35	1.43	5.35	367.83	0.30
Galaxy Gaming Inc.	OTCMKTS: GLXZ (US\$)	0.73	0.63	0.26	15.87	180.77	0.06
Gaming Partners International	Nasdaq: GPIC (US\$)	10.35	9.99	9.01	3.60	14.87	0.04
International Game Technology PLC	NYSE: IGT (US\$)	17.75	22.20	18.96	(20.05)	(6.38)	(9.26)
INTRALOT S.A.	ATHEX: INLOT (€)	1.08	1.24	1.07	(12.90)	0.93	(0.24)
Konami Corp.	TYO: 9766 (¥)	5,440	4,635	4,200	17.37	29.52	15.53
Scientific Games Corporation	Nasdaq: SGMS (US\$)	23.20	23.75	9.79	(2.32)	136.98	(0.61)
Transact Technologies	Nasdaq: TACT (US\$)	8.55	8.75	7.44	(2.29)	14.92	(0.02)
Change in Index Value							18.68
AGEM Index Value: April 2017							371.50
AGEM Index Value: May 2017							390.18



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



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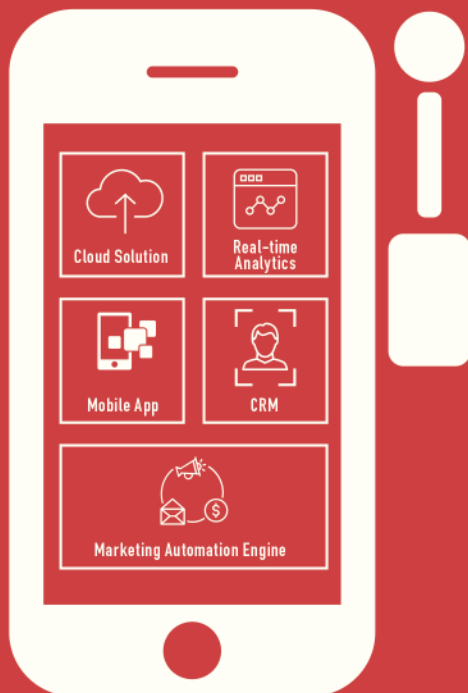
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Reports

THE CARIBBEAN - CURACAO

A curious island

Having pioneered online gaming back in the 1990s, Curacao has had a colourful relationship with both online and land-based gaming, in the past and to the present day

Originally settled by the Arawak Indians, Curacao was taken over by the Dutch in 1634 together with neighbouring island Bonaire. Curacao was at one time the centre of the slave trade and was hit hard economically during the abolition of slavery in 1863.

Prosperity didn't restore until the early 20th century when Isla Refineria was constructed to service the oil fields in Venezuela.

In 1954 Curacao and the other Dutch Caribbean islands were reorganised as the Netherlands Antilles and in 2010 the island became a self governing country.

The island is just 65 km north of Venezuela and includes the main island Curacao and a small uninhabited island Klein Curacao (little Curacao). The economy relies on tourism, international trade, shipping, refining and international financial services. It is ranked 46th in the world in terms of GDP per capita which reached \$20,000 in 2016 with a growth of around 0.5 per cent last year and GDP rate of \$3.1bn. Unemployment rate is 11 per cent.

Tourism plays a major role although it is less reliant on tourists than its Caribbean neighbours. Most tourists are from the Netherlands, US, South America and other Caribbean islands and it heads the Caribbean cruise tourism market with 290 ships and 583,000 passengers in 2013.

The Curacao Tourist Board monitors the sector and there are on average around 30,000 visitors to the island per month with around 440,000 tourists visiting last year compared to 187,000 back in 2000.

The island has some 6,000 hotel rooms and the tourism sector saw \$618m in tourism receipts in

2013. Europeans are responsible for over half of this, followed by the South Americans and then North Americans. The average tourist is 43 years old and 37 percent have an income of over \$50,000. Some 60 per cent are repeat visitors. More than 60 per cent of visitors come to Curacao for the beach and sunshine.

THE GAMBLING MARKET

The Netherland Antilles occupied a top destination position in the Caribbean during the 1960s and 70s and Curacao's overall tourism industry performance was well above that of Aruba, Bonaire and St Maarten.

Good weather, a cruise industry, strong skill set and network in retail all boosted Curacao's appeal alongside its investment in the tourist infrastructure. Today tourism has significant value to the island's overall economic performance and has steadily increased

There is a new Strategic Tourism Master Plan 2015-2020 which is now in place which aims to boost Curacao's place on the tourism map via three main points – to boost economic growth, create more jobs and consolidate the hospitality business. At the moment tourism represents around 18 per cent of the economy and 26 per cent of the contribution to the foreign exchange. Some 23 per cent of jobs are created in total by the sector.

Growth in the tourism cruise sector has grown by around six per cent each year and the tourism sector generally has mushroomed in the past 15 years and the plan now is to increase that growth by two per cent economically through various reforms.

Firstly there is an aim to focus on the American tourism market and to increase arrivals by nearly 100,000. At the moment there are around



58,000 Americans visiting the island each year.

Visa requirements for Colombians visiting Curacao have been eliminated in a bid to encourage visitors from Colombia which will in theory make up for an uncertain Venezuelan market.

There is also a bid to increase airlines to the island from 10 weekly flights in 2015 to around 24. By 2020 Curacao aims to add 20 additional flights from the US. Also there is a plan to increase employees in the hospitality industry whilst increasing the marketing funding for the tourism sector.

Curacao faces several challenges including a weak economy, debt repayment in 2019, continuation of the oil refinery, uncertain future for the financial sector due to end of grandfathering provisions of the offshore financing legislation and an explosive youth unemployment of around 35 per cent.

Curacao became the one of the first nations to offer online gaming licences back in 1993, a year



before its Caribbean cousin Antigua, and today is one of the oldest and politically stable gaming licence providers.

In 1996 the Curacao eGaming Licensing Authority was formed to supervise the country's e-gaming licensees and in 2002 the company was separated from the offline regulator Curacao Gaming Control Board (CGCB).

Hosting internet gaming has contributed a major

boost to the island's economy and although the CGCB is no longer involved in the online gambling sector it does oversee the land based casinos.

The Curacao Department of Justice gave Curacao eGaming the authority to dish out master licences and today there is one licence only which covers all gambling types.

This licence is split into two parts. Firstly there is

a Master Licence which grants businesses the right to run an online gaming company plus the option to offer sub licences to other parties. The Master Licence is approved by the Minister of Justice based on the documentation submitted by the Netherlands Antilles counsel. Apparently there is now some difficulty in obtaining a Master Licence.

The Sub-Licence is given by the holder of a Master Licence and grants businesses the right

- 1 Curacao, just off the coast of Venezuela in the Caribbean Sea, is the largest and most industrialized island in the Netherlands Antilles, covering 182 square miles.
- 2 Curacao has a 320,000 barrel per day oil refinery, Isla, operated by Venezuelan state company PDVSA. It generates heavy oil-shipping traffic. Residents repeatedly said the refinery causes environmental damage in the area. PDVSA is in talks with Curacao to buy part of the facility.
- 3 Once the center of the Caribbean slave trade, Curacao was hard hit by the abolition of slavery in 1863. Its prosperity -- and that of neighboring Aruba -- was restored in the early 20th century with the construction of refineries to service the newly discovered Venezuelan oil fields.
- 4 A self-governing part of the Netherlands, Curacao is a major tourist destination boasting white-sand beaches, crystalline waters and popular casinos.

Reports

THE CARIBBEAN - CURACAO

Essential information and facts about Curacao:

Country	Curacao
Capital	Willemstad
Total Area	444sq.km
Population	149,035
Median age	36 years
Ethnic groups	Afro Caribbean majority
Religions	Roman Catholic (73%), Pentecostal (6%), Protestant (3%)
Languages	Papiamento (official), Dutch and English
Currency	Netherlands Antillean Guilder (ANG)
Government type	Parliamentary
Chief of State	King Willem Alexander (Netherlands)
Head of Government	Prime Minister Hensley Koeiman
Elections	Monarch is hereditary. Governor general appointed by Monarch following legislative elections. Leader of majority party elected Prime Minister by parliament.



to run an online gaming company only and the licence permits them to run online slots and scratch cards, online table games and poker rooms, live broadcast casino games and online sports betting.

To obtain a Sub-Licence an operator must meet basic criteria including Compliance with Due Diligence and KYC policies, full identification of Ultimate Beneficial Owner, satisfactory reference on UBOs and detailed and transparent description of the games on offer.

There are licensing fees per month during the first two years and after this time a new licence fee can be determined.

Generally it only takes two to four weeks for a licence to be issued once all the paperwork has been submitted. A Master Licence is valid for five years and renewed automatically and the Sub Licence is valid for an indefinite period depending on the validity of the Master Licence it is issued under.

Curacao eGaming also offers specialised egaming licence IP programs for operators, provider services, software providers and network operators. The programs provide a

turnkey offering with the aim of assisting the providers in being an attractive source to do business with.

Master Licence companies include eGaming Curacao and Gaming Curacao. Gaming Curacao has been involved in the online gaming industry since 1998. Egaming Curacao has provided services since 1996.

To obtain a licence the applicant must show:

- That the owners of the company do not have a criminal record.
- A copy of the owner's passport.
- Owner must verify that minors are blocked from playing the casino games.
- Information on problem gambling must be displayed on gaming site.
- A description of the games offered must be provided.
- A backup of the customer and transaction database must be hosted in Curacao.

- The site's primary market must be listed.
- Bank reference of the owner must be included.
- Copies of the owner's utility bills must be provided.
- Applicant must provide details about the online software being used.
- A third party must provide verification that the RNG software is fair.

It is said the overall cost of setting up an online gambling business in Curacao is around \$36,000 (not including employee salaries or casino software). The initial appointment fee and e-gambling licence application fee is \$10,000 plus other fees.

An investigation into the company is conducted by the department of justice before licences are issued.

Licensing fees vary for sub licences but around \$1,000 to \$5,600 per month and at the discretion of a Master Licence holder.



So although the lack of market restrictions and low entry barriers is hugely attractive to new companies, who can set up without much red tape, it would appear Curacao has all corners covered. However there are problems and most evident is the hands off approach Curacao takes towards players who use the gambling sites.

Apparently the government merely encourage the operators and players to resolve any issues between them without involving the island. Although this works with reputable companies there are also a number of 'shady' operations and there are warnings of players who haven't received money or refunds.

To obtain a gaming licence a company must first be established in Netherlands Antilles as a legal entity. Not all gaming activities require that a company be formed in Curacao but setting up a Curacao company enables them to apply for an e-zone permit and this offers advantages including:

- No VAT in Curacao
- Low corporate income tax rate of two per
- No tax on bets

- No import duties and no sales (turnover) tax
- No restrictions on dividend withdrawals.

Plus Curacao has a first rate telecommunications facility and well established financial industry. One requirement is the hosting of a backup of the customer and transaction database plus providing an ANG60,000 guarantee deposit. Licensed applicants must operate their primary servers from Curacao.

Last year the Dutch government queried gambling coming from Curacao into the Netherlands. Ministers have called for more supervision and say a national ordinance is being prepared by the Curacao government to regulate the supervision on online gambling.

CORRUPTION

Initially the regulatory body in charge of handling the online gaming sector was the Curacao Gaming Control Board but later the responsibility was redirected to the Curacao Internet Gaming Association (CIGA) which was set up in 2001 and controls around 30 online gaming operators.

The Netherlands Antilles Online Gaming

legislation was created in 1993 and the CGC is strongly associated with the government of the Netherlands Antilles and is one of the most respected regulators for online casino services.

The Curacao eGaming Licensing Authority ensures that licensees operate within the guidelines which include a full audit trail for every player who makes a deposit with an operator, including financial transactions and individual wagers. Only non residents of the Netherlands Antilles over the age of 18 are allowed to engage in online gaming. Wagers from residents of the Netherlands Antilles or those younger than 18, must be refused by operators.

Gaming systems, including back end software logs, must be made available to third party auditors.

Minimum capital requirements are set up which ensures operators have enough resources to pay winnings. Operators cannot engage in unethical marketing or advertising practices.

There is however a lot of corruption and money laundering stories surrounding Curacao. The mafia family Corallo has a long history in St



Maarten and Curacao. It is estimated that the annual earnings of the Curacao gambling sector to be around 1.4-3bn guilders.

The Dutch government is now seeking more oversight of the Curacao based online operators. Although there are a significant number of Dutch online operators here these offshore operators face relatively little oversight. The Dutch government has few powers to directly intervene but in September last year The Hague sent a list of 100 questions to the Curacao government.

Most of the questions come from Socialist MP Ronald van Raak who believes gambling in Curacao is illegal and the public company UTS is involved in it and he's been campaigning for some years to uncover the corruption.

Companies such as Bellmark Casino, Zon Casino, Neder Bit, Neder Gaming, Bit Casino and Sports Bet are all gambling companies aimed at the Dutch market but registered in Curacao. His argument is that holders of Master Licences can sell Sub-Licences without any solid checks or

supervision. A large part of the online gambling companies operate through local telecommunications company UTS, which is owned by the Curacao government. UTS became a member of the Curacao Interactive Gaming Association in 2007 and Van Raak claims casinos such as Bit Casino, Mark Bell Casino and Zon Casino also operate from the UTS premises – the last two went offline after his accusations.

According to Van Raak UTS offers SMS lotteries illegally and says it is very strange the UTS annual reports are kept secret. Meanwhile KPMG is very active in UTS providing technical support and consultancy and financial reports. This is also being queried.

Curacao has a long history of corruption. Gerrit Schotte was the first prime minister of Curacao when it became autonomous in 2010. He was also the Minister of General Affairs. He later launched his own political movement called Movementu Futuro Korsou (MFK) and was Prime Minister until 2012.

Last year he was found guilty of bribery and

ordered to serve three years in prison and banned from holding elected office for five years. He is currently appealing. He was accused of taking bribery money from Sint Maarten casino owner Francesco Corallo to legislate in Corallo's favour. The casino boss lives on Curacao and is reportedly connected with Italian organised crime. He is currently waiting extradition to Italy where he is wanted for large scale fraud and money laundering charges.

It has been alleged that Corallo funnelled money into Schotte's political party MFK. Schotte has been removed from parliament along with Amparo dos Santos who is the brother of Robbie dos Santos, a gambling boss in Curacao who was convicted last year of fraud. Robbie dos Santos is also a suspect in the investigation of the murder of politician Helmin Wiels, (former coalition partner of Schotte) who was an anti corruption activist who was gunned down in 2013 following attempts to reveal the extent of mafia influence in the gambling sector.

The Curacao government collapsed in February under new Prime Minister Hensley Koeiman



TOTALLY GAMBLING REVENUE

Estimation: 1.4–3bn guilders

LOTTERY

Landsloterij

SPORTS BETTING

in casinos only

CASINOS

13

CASINO SLOTS

2,269

CASINO TABLE GAMES

112

Curacao houses the largest legal brothel in the Netherlands Antilles. The well known 'red light district' area called Campo Alegre, or Le Mirage as it is sometimes known, is a fully legal enclosed establishment offering brothel facilities with around 120 women and 150 rooms.

who took over in December 2016. He replaced caretaker Prime Minister Bernard 'Ben' Whiteman who took over in September 2015 when Ivar Asjes resigned. Asjes took over in 2013 after Wiels died and claims he resigned claiming lack of support from his party (Pueblo Soberano)

Koeiman and his government resigned six weeks later and elections became due at the end of April.

CASINOS

Last year Curacao was named in USA Today as one of the best places to gamble in the Caribbean citing Carnival Casino as a must see as one of the largest and newest casinos.

An applicant of a casino licence needs to be a locally formed legal entity certified by the Curacao Chamber of Commerce and Industry. A land based casino licence is only granted if the casino is attached to a hotel or hotel complex and the hotel must have a minimum of 150 rooms although there have been exceptions in the past regarding existing ventures.

A separate licence exists for sports betting operations and sports betting can only take place in Curacao at licensed casinos.

In 2014 the Gaming Control Board issued new bookmaking regulations which stated that those interested in operating sports betting in casinos must apply for a permit to do so. Online sports betting however is offered by the vast range of online websites.

Bingo is popular and among the games played at licensed casinos and also online and although poker is also popular, not all casino offer poker, although they can be operated in casinos.

Curacao houses the largest legal brothel in the Netherlands Antilles. The well known 'red light district' area called Campo Alegre, or Le Mirage as it is sometimes known, is a fully legal enclosed establishment offering brothel facilities with around 120 women and 150 rooms. Most of the ladies come from Colombia and there is various entertainment in the resort from bars, shows and clubs. The resort has been around for the last 70 years and was established

in 1949. In 2015 the application from Campo Alegre for a land based casino licence was denied by CGCB.

There are 13 casinos in Curacao. These include:

Awasa Casino is part of the Otrobanda Hotel and Casino complex which is a charming hotel in the city of Willemstad overlooking the Unesco site of St Anna Bay harbour. The casino is located on site at the hotel and has 200 slots and several table games. The casino is colourful and bright and also offers a race book.

Carnaval Casino is one of the newest casinos on the island and the only Las Vegas style casino. It is located in the Renaissance Curacao Resort which is a Marriott hotel in Willemstad and is designed around a Carnaval theme including staff in fancy dress. There are 25 table games and over 400 slots.

Curacao Casino is one of the largest casinos on Curacao and has 180 slots and six table games. It is located in the premises of the Hilton Curacao on the outskirts of Piscadera near Otrobanda.

Reports

THE CARIBBEAN - CURACAO



Hill Ross Casino is described as the cosiest casino and is located at the Trupial Inn which is a boutique hotel in Willemstad offering 98 rooms in total. There are 100 slots and eight table games. Holland Casino is part of the Airport Hotel found close to Sint Michiel and just 500m from the airport. There are 160 slots and six table games.

Downtown casino is located in the San Marco Hotel in Willemstad. It recently underwent refurbishment and offers 200 slots and table games. The San Marco Hotel was founded in 1954 and only had 15 rooms at the time. In 1986 the restaurant closed and was transformed into the casino. Today it is an independently operated hotel with more than 80 rooms.

Hill Ross Casino is described as the cosiest casino and is located at the Trupial Inn which is a boutique hotel in Willemstad offering 98 rooms in total. There are 100 slots and eight table games. Holland Casino is part of the Airport Hotel found close to Sint Michiel and just 500m from the airport. There are 160 slots and six table games.

Howard Johnson Plaza Casino is located in downtown Willemstad and offers over 1,000sq.ft of gambling space in a tropical setting. There are 200 slots and also table games. It is housed in a

three star hotel part of the Island Experience tour operator chain servicing the Dutch Caribbean island.

Royal Casino located in the Plaza Hotel in downtown Willemstad and is built on top of the historic Waterford Forte, the casino offers 150 slots and electronic games and five table games. They also offer online sports betting.

Princess Casino is part of the Sunscape Resorts which is a beachfront resort in Willemstad. The resort is headed by AMResorts who run luxury sites in the Caribbean and South America. The casino offers nearly 300 slots and nine table games.

In Jan Thiel is the Diamond Beach Casino which is associated with the Papagayo Beach Resort southeast of Willemstad. There are 120 slots and five table games.





Veneto Casino is located at the Veneto Holiday Beach Resort in Willemstad. The casino offers slots, table games and sports book.

The Kura Hulanda Spa and Casino is located in Willemstad and is an 80 room luxury boutique resort within a village complex known as Project Kura Hulanda funded by the Jade Foundation. The hotel opened in 2001 and the village spans eight blocks and is made up of restaurants, museum, conference centre, spa, garden and a split level boutique casino (casino still open?)

Meanwhile the Emerald Casino is currently closed for renovations. This casino is said to be the most beautiful casino on the island with an impressive ceiling design and bright purple pillars from floor to ceiling. It is very formal however and proper attire is required to enter and play. It is part of the Curacao Marriott Beach Resort on the outskirts of Piscaderia in Otrobanda and has over 135 slots and 12 table games.

LOTTERY

The national lottery in Curacao is called Landsloterij which has existed since 1909 as the lottery of the Netherlands Antilles. Before 1930 the governor of Curacao issued permits, mostly to private organisations, to organise lotteries including those such as Liga di Socorro, La Cridad or Asistencia Mutua.

There were other lotteries particularly from Venezuela and the Dominican Republic that were active in Curacao and in 1922 the governor expressed his concern about that amount spent on these lotteries on a monthly basis.

His solution was to create the Landsloterij in a bid to keep gambling on 'home turf' and monitor where money was spent whilst also keeping funding on the islands.

At the time there was little support for this lottery although a lottery federation Loteria Fortuna was formed to monitor lottery draws. Other lottery groups were also members of this federation.

In 1949 the Landsloterij (then known as the loterijverordening) joined and in 1951 it finally started operating. The lottery falls under the Minister of Finance and its main office is in Otrobanda.

It is used to finance charity, arts and science projects and draws are held once every fortnight with 35,000 tickets dished out. Tickets can be bought via 1,100 based retailers across the islands of which 700 are in Curacao and 400 in Aruba.

The total amount of prizes for a regular draw is around ANG600,000. Usual first prize is ANG200,000 with larger millionaire prizes held four times a year. Players don't pay any tax on winnings. Each ticket (repi) is ANG3.50 whilst 10 of these (briechi) costs ANG35 and entitles players to a full cash prize. Each single repi is worth only a tenth of the cash prize.

Reports

LATIN AMERICA FOCUS
ONLINE GAMING UPDATE



Connecting all the dotcoms in LATAM

There have been a number of significant developments of late regarding the online gaming market in Latin America. Colombia is leading the way in regulating online gaming while a number of jurisdictions look as if they could soon follow suit. Brazil looks to be closer than ever to permitting online gaming and is already considering liberalising sports betting over the internet while Peru is looking at ways to reap the additional tax gaming revenue a more closely regulated industry would bring. But while a number of jurisdictions seem to be making headway in adapting gaming rules to encompass the increasing popularity of gaming over the internet the majority of jurisdictions continue to lose out.



Delays in legislation are happening at a time when access to the internet especially via mobile phones is on the rise. Today Latin America is the third largest regional online market behind Asia and Europe and the second fastest growing mobile region. By 2019, the internet user penetration in Latin America is predicted to increase by as much as 60.9 per cent. According to a newly study published by GSMA, a trade body that represents the interests of mobile operators worldwide, the number of people across Latin America using their mobile devices to access the internet could increase by as much as 50 per cent by the end of the decade meaning 150 million new mobile internet subscribers will be added in the region by 2020 bringing the total to 450 million.

While access to the internet continues to rise especially via Smartphones there is an increasing demand for sports betting fuelled by a lack of a bricks and mortar solution in all territories. Sports betting is limited, out of date and in many cases restricted to government sponsored sports pools betting and horse racing which is becoming less and less popular. So how are governments adapting to the new online gaming landscape? Which jurisdictions are positioning themselves so that they may

regulate the industry more closely and which jurisdictions continue to lag behind today?

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 which regulates online gaming. A very small number of licences have been issued and only locally authorised online sites may offer their service in the province where they operate. Crucially, online betting is not licensed in the capital of Argentina nor in the province of Buenos Aires. In the past a small number of sites offering their services to players in Buenos Aires have been threatened with court action including Bwin and 888.com. As a result gaming via locally licensed betting sites is limited and those operators with a licence have had only very limited success and in many cases have been forced to close their operations shortly after going into operation.

The online industry faced another set back in December when a new 2 per cent tax was placed on all bets made online via any digital platform. The additional tax was part of a much larger gaming tax which affected gaming throughout Argentina and is aimed at raising an additional \$6bn pesos in revenue for state

offers. According to its initial proposals the government planned to impose a fixed tax of \$40,000 pesos on the 80,000 slot machines operating in the country and charge 0.75 per cent on wagers via an indirect tax. The government agreed to scrap the direct tax on slot machines as the opposition considered it double taxation. The 0.75 per cent consumption tax on bets, however, remains while it continues to stand at 2 per cent for online gaming.

While the new online tax has yet to be put into practice the fact that the government has put a tax on online gaming has caused a number of industry insiders to speculate that it could be a sign that the government is considering opening up the market further. However so far the government has taken no steps in doing so and there is no official word of any plans in the pipeline which would create any type of online gambling bill. This is despite the fact that according to the Head of the National Lottery Tomás Elizalde online gaming makes up of 20 per cent of all bets in Argentina while around 90 per cent of all bets made online are illegal.

Demand is particularly high in Argentina due to the huge local passion for sports and also because of a lack of any attractive sport betting



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It's an exciting time to be involved in the Latin American market, with countries in the region regulating online gambling left, right and centre. Colombia has made great strides in adopting a robust framework, while other countries such as Brazil, Chile and Peru are set to follow suit.

However, there's a sense that some regulators still don't want to liberalise online gambling with the false belief that if there's nothing's broken, why fix it. Without adopting a proper regulated framework, the current system allows international operators to dry the liquidity of their land-based licensees, not pay any taxes and leave players unprotected.

Europe has shown the way as to which type of regulation works best, and the legality measures that are most effective, and so Latin America must learn from their international counterparts

It's crucial that regulators and operators take action against any illegal operation seriously. As we've seen to good effect across Europe, regulators must create black lists, IP blocking, as well as

coordinating with the local police, bank and tax authorities to stamp out any troublemakers as well as international dot.com operators.

The LatAm market has a strong land-based heritage and, in general, a cash-preferred culture, which would benefit significantly from the convergence aspect of online regulation. Similarly, land-based operators should look for partners and providers, such as GAMING1, that understand convergence and the challenges involved when moving to the online environment. This was the case with our Colombian partners VICCA Casinos.

Regulators should focus more on protecting the regulated land-based industry from dot.com and other illegal operators, by enforcing a framework which benefits the traditional casinos. It will be interesting to see how the LatAm industry reacts to the challenges coming from regulation. There are many countries that are still waiting to legislate, and perhaps it would be convenient for operators to take a more active role at this stage.

offer. Apart from horse racing the only other official sanctioned sports betting in Argentina is via a football pools game called Prode which has a very low turnover. There have been calls for many years to update the game and offer it online. In November in 2014 plans which would have seen a major re launch were officially abandoned after Santa Mónica, the company that would have been responsible for operating the revamped version of the game, claimed that the conditions were "not right."

However, rumours are now beginning to surface that a new version of the game could be launched online. According to some reports Daniel Angelici, President of Boca Juniors football club and personal friend of President Mauricio Macri, has put forward the idea of re launching the game online. The newly revamped game would operate as part of the new football league format called "Super League" (Superliga). This was after President Macri ended the Futbol para todos" (Football for Everyone) programme which had allowed free-to-air screening of local football matches under previous left wing President Christina Fernández de Kirchner. Government broadcasting of local football matches had seen falling viewing figures ever since its inception due to poor coverage and low production values.

In March, divisions of US media companies Twenty-First Century Fox Inc and Time Warner Inc won the joint contract to broadcast Argentine football matches for the next five years. The new plans to offer betting on local football matches also has the support of some of the largest football clubs in Argentina and would not only provide a source of funding to football clubs, which are in debt, but would also legalise online gambling on football.

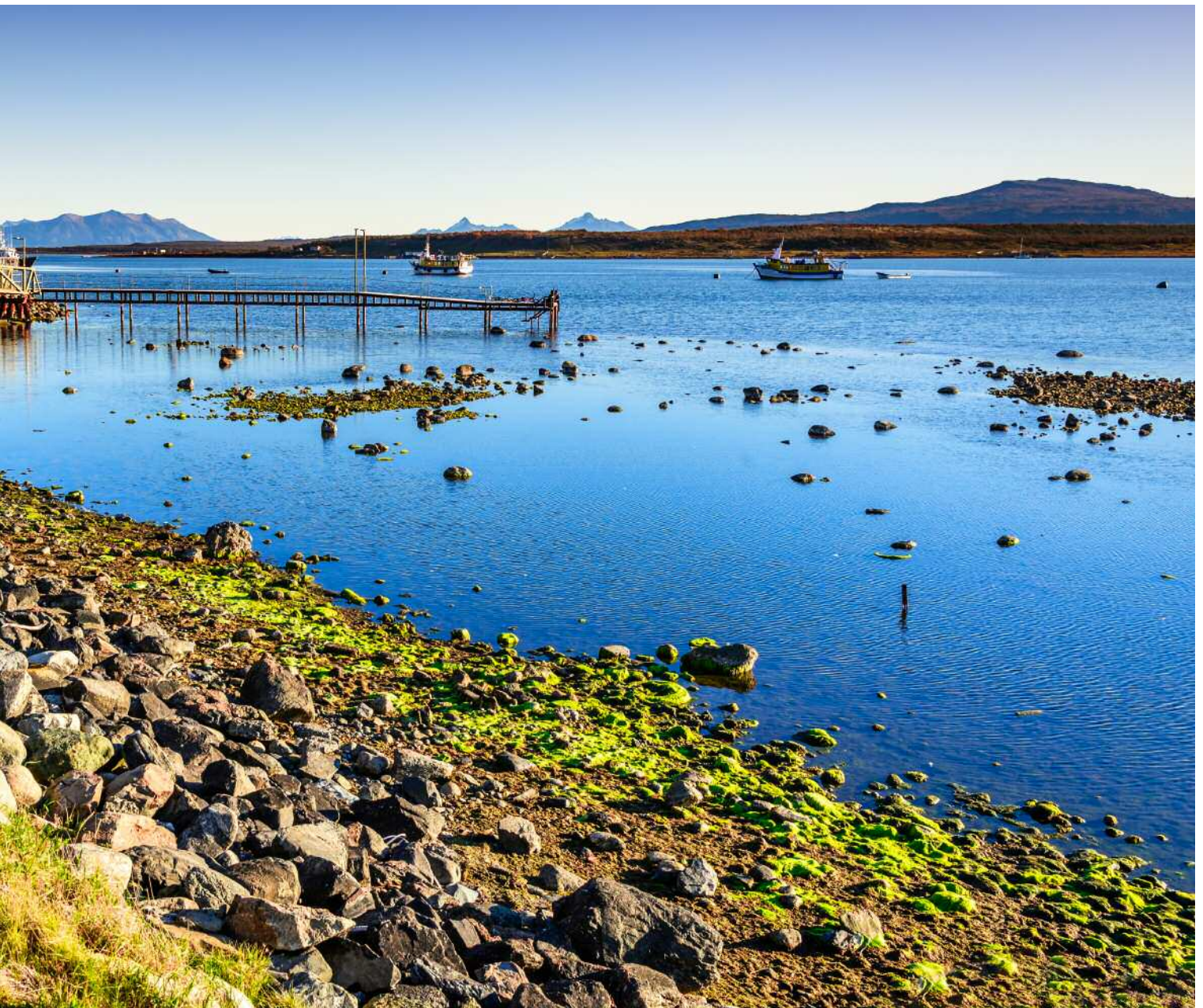
Meanwhile online gaming has sparked an increasingly bitter row between the The Provincial Institute of Lotteries and Casinos of Misiones (IPLYC) and The National Lottery. In June Buenos Aires prosecutor Martín Lapadú ordered that misionbet.com.ar, an online gaming site which is based in the province of Misiones, be closed arguing that it operated in contravention of local gaming laws. The site offered sports betting, online casino games and poker. However President of the The Provincial Institute of Lotteries and Casinos of Misiones (IPLYC) Eduardo Torres has questioned the National Lottery's decision. Talking to press in June Torres accused the National Lottery of failing to act in the face of the proliferation of online gaming. Torres warned that the IPLYC could denounce the National Lottery and make a criminal complaint as the National Lottery



does not have the right to interfere in the running of locally run provincial lotteries.

In addition according to Torres offshore gaming companies regularly offer their services to locals and even advertise in local media. Due to the increasingly bitter dispute The Association of Lotteries, Pools and Casinos of Argentina (ALEA) has issued a statement clarifying its stance on online gaming and called for more control over the industry.

In the past the ALEA has put forward a series of measures and actions when it comes to regulating online gaming and has met with the Central Bank in order to discuss the importance of tightening restrictions on illegal payment methods, the prevention of money laundering and capital flight. Meetings have also been held with the Financial Information Unit and the Ministry of Internal Commerce in order to draw up specific regulations when it comes to online gaming in the future. However despite these efforts online gaming in Argentina will in all likelihood remain fragmented and a matter for continued controversy as there is no national law in place which regulates the industry nor does there seem to be the political willingness to implement a comprehensive gaming law which would encompass the entire territory.



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Bolivia

There have been some developments of late when it comes to online gaming in Bolivia but there is still a long way to go before the government passes any type of online gaming bill. The gaming industry in Bolivia is still largely unregulated with illegal gaming widespread.

While Congress finally managed to pass a new gaming act, which allows the central government to reap 70 per cent of the tax income generated by gaming and gives the government total control over the industry via the newly established gaming board, the first licence wasn't handed out until 2014.

However there have been moves to regulate the online space more closely. In October 2016 Bolivia's Authority of Taxation and Social Control over Gaming (AJ) announced that new rules to control online gaming were needed.

According to the board, online gaming especially via social networking sites and via internet cafes is growing at a fast pace but the board does not have the legal or technological resources to regulate it. As a result the AJ is currently in talks with the national government over the need to create a new gaming law which would allow the gaming board to intervene in online gaming and take legal action against those found to be operating outside of the law.

In May the National Director of Bolivia's Authority of Taxation and Social Control over Gaming (AJ) Marco Sánchez Vaca, told local press that the organisation was working on legal regulations which would regulate online gaming. Sánchez Vaca said that there was no control over offshore operators offering their services locally and that rules could also be brought in which would also cover overseas lotteries which are targeting local players.

Brazil

Although online gambling is currently banned in Brazil according to the most recent estimates released by the Brazilian Legal Gaming Institute (Instituto de Jogo Legal – IJL) gambling via the internet stands at at least R\$3bn a year and is rising sharply. Today around 10 million Brazilians regularly take part in online gaming. Due to the ever increasing number of Brazilians who are betting online there have been many attempts in the past to address the issue and reap the tax benefits that a regulated online industry would bring. Impetus has come from a number of bodies and institutions including The Ministry of Sports, Brazil's largest state owned bank and lottery operator – the Caixa Econômica Federal (CAIXA) as well as the Ministry of Finance all of which have at some point or other put forward reforms which would regulate online gaming more closely. Up until now the Brazilian Congress has been

Reports

LATIN AMERICA FOCUS
ONLINE GAMING UPDATE

Online regulations have only been eased slightly for horse racing. In January it was announced that two of the largest racetracks in Chile had started to offer online betting for their races. To bet users must first register with the www.teletrak.cl platform which has been designed especially for the game. Around US\$150m is bet on horse racing in Chile on the four racetracks

strongly opposed to any form of liberalisation and there have been several calls over the years to ban online gaming altogether. However due to the economic crisis now facing the country gaming is now being seen as a way to raise money and help weather the current recession.

New gaming legislation is being debated as part of "Brazil Agenda" a set of new rules put forward by then serving President of the Senate, Renan Calheiros in 2016 – a business-friendly agenda which is designed to provide a much needed boost to economic growth. This was after Brazil suffered its second year of deep recession in 2016, shrinking at a rate of more than 3 per cent.

Currently there are two bills being discussed in Congress which seek to green light gaming; one in the Senate and the other in the House of Deputies. Both laws vary significantly when it comes to online gaming.

Firstly in the House of Deputies in August last year a special commission approved Deputy Guilherme Mussi's substitute gaming bill and the final draft is now awaiting debate in a

plenary session. The bill in the House of Deputies seeks to allow for casinos within wider leisure complexes, and would allow for bingo and electronic bingo. However online gaming would not be permitted under the terms of the new bill.

The bill in the Senate, which is now awaiting further analysis to the House Committee on Constitution, Justice and Citizenship (CCI), allows for 35 casinos, with at least one per state while some states would be permitted to have as many as three, depending on the population and the economic outlook in each state. Bingos would also be permitted.

Unlike the bill in the House of Deputies the Senate bill authorises online gaming. It does not, however, provide a new set of regulations to specifically cover the online industry. Rather it would require that online gambling companies offering their services in Brazil would be set up in accordance with Brazilian laws.

While Congress debates the issue there have been a number of developments regarding online sports betting which could well be

regulated as a separate issue altogether and online sports betting could possibly be given the green light before either the Chamber of Deputies or the Senate approves any new gaming legislation.

Sports betting remains banned under Brazil's gaming laws and the only legalised form of sports betting (apart from a small number of Codere horse race betting shops) is via lottery type games offered by CAIXA. This is nowhere near enough to meet demand and Brazilians have been tuning to offshore gambling sites in increasing numbers.

An important development came in April when it was announced that the government was planning on privatising instants, sports betting lotteries and online sports betting in order to double the revenue it collects in gaming tax revenue. This would raise tax revenue from R\$6bn to R\$12bn over the next few years. According to news reports Congress could soon begin debating a separate bill which would allow for sports betting lotteries, as well as online betting which would be known collectively as "Sportingbet."



Brazil

Brazil is the largest market in the region, but faces a major challenge due to the inferior infrastructure it currently has in place to monitor gambling activity.

The market has been the hunting ground of many dot.com operators over the past 12 years, and so land-based operators looking into multi-million dollar investments should make sure they properly block these black-market operations from day one of the start of their own online site.

Victor Araneda del Canto,
Director of Latin America for GAMING1

The news follows the announcement in September last year that Lotex - the instant lottery ticket arm of Brazil's largest state owned bank and lottery operator CAIXA - would be auctioned off as part of the Brazil Agenda. Meanwhile CAIXA would continue to run and operate traditional lotteries such as its most popular lottery the Mega-Sena which is drawn twice weekly and CAIXA would be a minority partner in both Lotex and Sportingbet.

If approved by Congress, it is expected that the market could grow exponentially throughout the Brazil. However the new bill has already caused some concern due to the potential reduction in the number of customers at lottery outlets, since, currently, CAIXA games can only be made via the physical network. It is believed that a large portion of players would migrate to the online platform putting at risk the network of 13 thousand lottery outlets in Brazil which employ around 200 thousand people.

Either way the government looks increasingly likely to permit online sports betting soon and the government's increasingly liberal stance on gaming marks a major shift in government policy. If Brazil does open up the market it would undoubtedly have a huge impact on the region and could eventually lead to other jurisdictions in the region to follow suit.

Chile

Online gaming is expressly banned under Chile's gaming laws of 2005 and there have been very few developments of late. While the exact size of the total online gaming market is unknown it is estimated that Chileans gamble

over US\$150m a year on online casinos alone.

In 2013 the government started at looking at possibly liberalising the market when two Senators put forward a law which would only have allowed land based operators already established in Chile to offer online games. In August 2015 head of the Chilean Gaming Control Board (SJC) Renato Hamel said in an interview that it was time that the board looked at regulating the online space and that he was "definitely" in favour of online regulation. Hamel also argued for the creation of a commonly shared international set of regulations for online gaming. But while Hamel came out in favour of regulating online gaming the new head of the board Vivien Villagrán Acuña, who assumed her post in February, has not spoken publically of how the board could address the issue in the future.

Indeed there has been no real impetus to regulate the online space from the gaming board for some time. This is largely because the board has been dealing with a number of more pressing issues such as the granting of the municipal licences and putting clearer rules in place in order to tackle illegal gambling. According to estimates released by the SJC, the new tender process for the municipal casino licences could help raise tax income generated for the state by the new casinos by as much as 46 per cent on average while gross gaming income will increase by 20 per cent. This will herald in a number of new large scale casinos as many of them are located in the most popular local tourists destinations in Chile. However the issue is becoming increasingly controversial as

operators are questioning the legality of the licensing process in the courts.

The board has also been focused on eliminating illegal gaming. The rapid growth of illegal gaming in so called "neighbourhood casinos" has been a persistent issue for the SJC and the board has been working closely with the Comptroller General's office to issue new rules after the SJC released the results of its first ever survey into gaming machines operating outside of casinos in July last year.

Online regulations have only been eased slightly for horse racing. In January it was announced that two of the largest racetracks in Chile had started to offer online betting for their races. To bet users must first register with the www.teletrak.cl platform which has been designed especially for the game. Around US\$150m is bet on horse racing in Chile on the four racetracks that are part of the Teletrax network which offers live broadcasts on horse race in betting shops throughout Chile.

Beyond this small advance there seems to be very little impetus coming from either the board or the government to liberalise the market and with the controversy growing over the licensing of the municipal casinos it is unlikely that the SJC will address the issue any time in the near future. Meanwhile Chileans will undoubtedly continue to gamble via offshore betting sites.

Colombia

Colombia has made major progress of late when it comes to regulating online gaming and is now actively seeking to block unlicensed sites which

Reports



Colombia

Colombia was the first Latin American country to introduce nationwide European-style online gambling regulation, establishing a robust framework and has set the standard for others to follow. Colombia has proven that if you regulate, the industry will try to accommodate and apply for licences.

The key challenge for the nation's gambling regulator Coljuegos is to now pursue those illegal operators and payment providers, while ensuring that companies applying for licences do fulfil the requirements set out.

Victor Aranedo del Canto,
Director of Latin America for GAMING1

are offering their services to locals. Online gaming laws began to be tightened after legislation was passed in 2015 and 2016.

In addition it is the first country in the region to pass regulation specifically designed to cover the online gaming industry. It is the latest in many changes as the Colombian Gaming Control Board (Coljuegos) has gradually begun to liberalise the market and has increased the number of products on offer in the territory including Pari-mutuel sports betting which went live for the first time in Colombia in 2014.

In December the gaming board published its new online gaming regulations. The new regulations states how and under what terms online gaming may be offered and is extremely comprehensive in scope. According to new regulations, operators granted a licence must adhere to a number of strict obligations and also meet the technical requirements as per the terms granted to it by the state. Operators must pay a licensing fee of \$600m pesos and must also meet with a number of other strict legal and financial requirements as well.

Operators must have a bank account in Colombia in which player balances and



accounts are located and players may only make deposits and withdrawals in local currency. Operators must pay 15 per cent of net income in addition to a yearly licence fee as well as a fee that covers administrative expenses. The operator must also provide a number of financial guarantees to the government as well. Advertising is allowed but with a number of restrictions and games online must return a minimum of 83 per cent back to the player. The new bill allows for a large array of games including online sports betting as well as slots and table games. It also puts in place a number of player protection measures.

Talking to press in December Head of Coljuegos Juan B. Pérez Hidalgo said that the new online gaming bill would ensure that operators "must process a licence, meet certain requirements, certify the systems they will use and pay an initial amount in order to operate the (online) games." Players will, he said, eventually be able to find a list of authorised operators via the Coljuegos web page, and online gaming platforms would be certified by specialised gaming laboratories in the future.

In March Coljuegos announced that it was waiting for the Ministry of Information

Technologies and Communications and local police to enforce the blocking of around 300 gaming websites which currently offer their services locally. Among the sites which the government plans to block are PokerStars, Bwin, Bet365, Playbet, Foxfoxbet, Betmotion and Casinobet365.

While a step in the right direction time will tell, however, if and how Coljuegos enforces the new act and if the blocking of offshore gaming sites proves to be effective. Either way a comprehensive gaming act which covers all aspects of the industry is an important milestone when it comes to online gaming regulation in the region.

Mexico

Gambling via offshore betting sites continues to rise. In May 2016 it was revealed that over 2,500 unlicensed sites were offering their services to locals and it is expected that the number of online gamblers in Mexico will increase by 118 percent by 2018, with an estimated 18 million players.

According to the Mexican Gaming Association (AIEJA) unlicensed online gaming generate around US\$300m a year in Mexico with the



In December the gaming board published its new online gaming regulations. The new regulations states how and under what terms online gaming may be offered and is extremely comprehensive in scope. According to new regulations, operators granted a licence must adhere to a number of strict obligations

head of the AIEJA saying that urgent measure were necessary to regulate online gaming “because it is growing exponentially” without any kind of control. This assessment was mirrored by the President of Mexican gaming organisation The Association of Licence Holders and Suppliers of Games and Sweepstakes (ASPJAC) Pérez Lizuar who this year warned that online gaming was spiralling out of control and unchecked leading to tax evasion and money laundering. A boom in online gaming was currently generating \$2bn pesos, he said, around the same amount currently being generated by the land based slot hall and casino industry combined.

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. However, 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. This includes the largest gaming operator in Mexico Codere which has over fifty sports betting shops in Mexico. Codere now offers a wide range of NetEnt’s games live via Codere’s online casino network in Mexico after Codere signed an agreement with NetEnt in December 2016. Codere also offers Live Casino games having signed an agreement with Evolution Gaming in March.

Another major land based player is Televisa which offers gaming via its subsidiary Apuestas Internacionales. Televisa currently operates 17 casinos and has a licence to operate as many as

55 casinos in Mexico. In November it was announced that sportsbook solutions provider Kambi had signed an expanded agreement with Televisa for the launch of a multi-channel sports betting service for its PlayCity brand. PlayCity houses around 6,000 electronic gaming machines in its seventeen casinos.

While land based operators continue to expand into the online market via partnerships with online providers and other operators there is still a distinct air of uncertainty regarding Mexico’s new gaming laws meaning that a number of land based operators are waiting to see if they should apply for a gaming licences under current rules or wait until the new act is passed.

It is believed that the new Federal Betting and



Online sports betting could eventually replace games currently on the market such as sports pools betting. Indeed sports betting in Paraguay is extremely limited and land based sports betting is currently limited to a single location attached to the racetrack in the capital Asunción

Raffles Law now being debated in the Senate, although focused primarily on the land based sector, will further seek to limit online gambling to local land based operators. In theory the new law aims to regulate the gaming industry more efficiently, safeguard the rights of players and make the licensing process more transparent. The Lower House approved the new law in December 2014. However, after it was sent to the Senate it quickly became stalled in the committee stage. This is despite a number of calls for the bill to be pushed forward.

But whether the new act will be passed at all is a matter for considerable speculation. In February Mr Ochoa Sanchez told press that the new bill will probably not be passed during the remainder of the six-year Presidential term. General elections are not scheduled to be held in Mexico in July 2018. In addition he said that legislation has been pushed aside as more pressing matters have been forced upon the Senate. And while the bill does address the issue of online gaming it does not offer an in depth

analysis on how online gaming should be regulated. Instead it provides suggestions on how online gaming should be regulated into the future and highlights the dangers which are often associated with online gaming.

While vague overall when it comes to online gaming the bill is though specific when it comes to a few specific points. It rules that web sites established by the license holder must be defined with domain name com.mx. In addition the licence holder must offer its services in Mexico from Mexico and must install a computer system that backs up entirely and in real time the information that is required by new laws in Mexico. This information would be provided to the regulatory body whenever they requested it. Live gaming as well as other types of gaming would also be allowed, according to the new law.

With increasing uncertainty over whether the act will ever be passed the government has done very little when it comes to regulating the

industry further. For now at least it is likely that the situation will continue much as it has in the past: land based operators already established in Mexico will form key alliances with online gaming companies and will legally offer their services to locals. Meanwhile offshore operators will continue to operate in a grey area.

Paraguay

The Paraguayan Gaming Board (CONAJZAR) has been urging for online gaming reform for some time and is also opening up the land based market to offshore operators albeit slowly. CONAJZAR is looking at a number of proposals and is looking at how online gaming is currently being regulated in other jurisdictions and aims to work closely with operators and the gaming industry in order to develop new online gaming laws.

In January 2015 President of CONAJZAR Javier Balbuena said that Paraguay was close to regulating online gambling with proposals on the table which could be approved before the



Chile

Despite having what are probably the best conditions to set up a regulatory framework similar to that of Belgium, there's been an oversight to the online industry in Chile. The well-regulated land-based operators should act and request a regulation that allows them to start their online operations.

Victor Araneda del Canto,
Director of Latin America for GAMING1

end of the year. However while this did not happen there is still a growing impetus to regulate the industry and a number of proposals on the table. This impetus comes in the wider context of gaming law reform and a gradual opening up of the market. Gaming tax revenue is on the rise and the board since 2014 has been pushing for a bill that would make it an entirely autonomous body.

One of the primary purposes of the bill is to give CONAJZAR its own legal status, its own budget and full autonomy so that it will no longer be part of the Ministry of Finance. Under Paraguay's gaming laws the board may licence a game on a game by game basis. One proposal currently under consideration is allowing land based casinos the right to offer online casinos games. Land based casinos would also be permitted to offer their online gaming licences to another party.

The gaming board is also looking at ways to open up both the land based and online sports betting market. In 2016 the board granted a small number of provisional land based sports betting licences in order to first become familiar with the market and see what challenges the sports industry brought with it. In 2016 the board announced that it was also preparing to allow a foreign operator the opportunity to offer sports betting locally. Only one operator will be permitted to offer sports betting in the country

according to current plans. It is believed that online betting could also be approved as well as part of the opening of the sports betting market.

Online sports betting could eventually replace games currently on the market such as sports pools betting which is becoming less popular due to the increasing number of players turning to online sports betting platforms. Indeed sports betting in Paraguay is extremely limited and land based sports betting is currently limited to a single location attached to the racetrack in the capital Asunción, and there is no other bricks and mortar sports betting option.

Talking to local press in 2016 Balbuena said that the board was also looking at launching the tender process for a company that would be charged with regulating online sports betting. The contract would be granted for five years. The newly contracted company would be responsible for regulating payments made via local banks as well as coordinating the efforts of government entities which would be charged with monitoring online transactions in order to block unlicensed operators. According to Balbuena the state would be able to generate between US\$100,000 and US\$200,000 a month if the online space was regulated more closely and in this way.

Peru

Peru was one of the first jurisdictions to allow

for online gaming in the region. While there is no specific legislation in place which outlines how offshore companies may offer their services to locals offshore companies may offer their services as long as they adhere to Peruvian law. The board has issued a small number of licences to online operators and licensed operators have reported high returns. According to local experts there is also still room for growth and online gaming may be offered either from within or from outside of Peru.

The gaming control board, which comes under the Foreign Trade and Tourism Ministry (MINCETUR), is looking at regulating the industry further 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. However, there has been no official word on how the government wishes to regulate the issue since June 2015 although it is believed that the board is nearing the completion of new set of regulations aimed at covering the online space.

According to proposals now under consideration, the tax for online gambling operators would stand at between fifteen to twenty per cent of gross gaming revenues. This would be significantly higher than that for land based operators which currently pay 12 per cent.

Reports

LATIN AMERICA FOCUS ONLINE GAMING UPDATE



Mexico & Peru

Along with Peru, Mexico should move forward with updating their current regulatory frameworks. While both countries are vastly different, both are currently a wasted opportunity for increased tax revenue and income for operators.

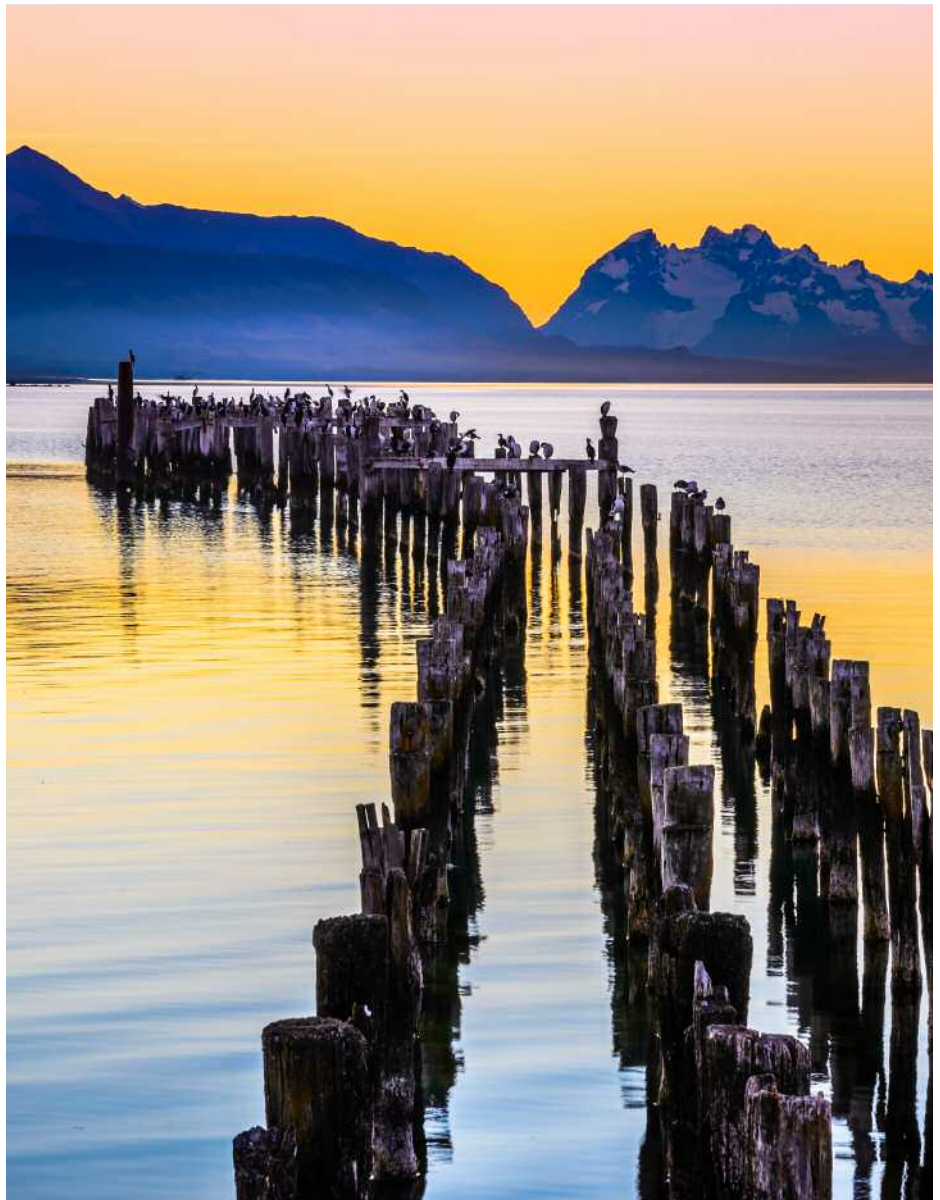
Victor Araneda del Canto,
Director of Latin America for GAMING1

Licences would only be awarded on a national basis and not by local governments. Although the exact details of the new bill are unknown it is believed that any operator offering their services locally would also need to have a domain name ending in .pe but servers would not necessarily have to be locally based. The board would also implement a system whereby it will be able to be able monitor online transactions locally and in real time.

Despite these plans Peru could well continue as it is for now. Online operators are welcome to operate in Peru as long as they adhere to local laws and as long as they present a legal plan so that all the activities involved in the provision of internet games to Peruvian residents are carried out according to Peruvian law. Consequently a number of operators are already present while a number of other sites are positioning themselves more strongly in the market.

Uruguay

According to the most recent studies around 91,000 Uruguayans gamble online. There are currently no regulations in place that establish a legal framework for online gaming nor are there any penalties in place for players gambling via offshore websites. However a new bill now under consideration would change the way gaming is managed and would also allow for online gambling. The law aims to provide a



comprehensive framework which would see a major restructure when it comes to the way gaming is controlled by the state.

According to the draft of the new law, the government is seeking to create a new governing body called the National Management of State Gambling and Casinos which would exercise state control over all types of gambling. The new proposals also seek to create a new Betting and Gaming National Comptroller's Office which would be responsible for the supervision of the quality of accounting and financial reporting of State Lotteries. This body would replace the Uruguayan Board of Lotteries and Pools Betting.

While this bill does not directly regulate the conditions under which it will offer online gambling in Uruguay, it is the first step as the government seeks to become the only authorised provider of online gaming. Crucially, it would give the government rather than parliament control over gambling and give the state the monopoly over interactive and phone betting.

Possible changes to Uruguay's gaming laws especially when it comes to online gaming have already caused some controversy. In May last year workers from the state casinos went on strike in protest of the new gaming act and in June the same year the National Federation of

Uruguayan Gaming (FENAJU) warned that the new gaming law would mean that offshore operators would "earn millions of dollars without being regulated and strictly controlled by the economic authorities." Union leaders believe that changes to gaming legislation mean that parliament is giving power to a government controlled entity which would seek to privatise the online space. This means that the process of granting of licences would be less democratic while state sanctioned online gaming if given the go ahead could lead to job losses in the land based sector.

A number of lawmakers are also opposed to the new act as it shifts gaming control away from parliament to a new gaming control board which would be empowered with giving the green light to new games which is a function which has traditionally come under the remit of parliament. Concern is also growing over fears of gambling addiction due to the high number of casinos and slot machines which are already in the country and it is believed that online gaming could make this situation worse unless the government acts with great caution.

This in turn is leading to growing opposition to the new act. According to a report commissioned by parliament last year in Uruguay there could be as many as 20,000 people addicted to gambling by 2020.



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Review

G2E ASIA 2017

TCSJohnHuxley was at G2E Asia showcasing three new games at G2E Asia. Nutz, Dice Duel and S7REAK, designed by Club Gaming, a wholly owned subsidiary of Crown Resorts, are the first to be released from the range of completely original proprietary and side bet games.

All the games have been developed and tested in-house leveraging Crown's first-hand experience to monitor performance and effectiveness, which reduces the risk when placing new games.

Rebecca Kingswell, TCSJohnHuxley Managing Director APAC, said: "We are excited to offer our customers a range of totally unique new games that have been tested by an experienced operator on the gaming floor. All the games have a high level of player interaction, which will provide an exciting addition to casino operators' gaming mix, increasing player engagement and revenues."

Nutz, is a simple and easy to play dice game where players aim to roll Five of a Kind from three rolls of the dice. Currently running across three tables in the Crown Melbourne property, this fun and sociable game allows players to be part of the action by shaking the dice.

Dice Duel is a fast-paced game played with two standard dice (Red & Gold) where players bet on which colour will show the highest result. With nine bets available, Red, Gold, Tie and 1 through to 6 number bets, players must place at least one wager and are allowed up to 9 wagers.

Suspenseful and exciting, S7REAK is a simple card game where players bet on Red, Black or Suit Up, indicating which bet they think the S7REAK card will be. With few betting options offering a wide variety of payouts, this original game has a high level of player engagement.

TCSJohnHuxley was also unveiling Qorex for the first time in Asia at this show. Powered by the GFL Gaming module, the Qorex range of products provide unlimited electronic gaming solutions consisting of terminal, fixed and portable touch screen devices.

Taking centre stage was the 8-player terminal carousel, featuring giant overhead curved screens used to display results as well as media, that create impact across the gaming floor. The striking ergonomically designed terminal with widescreen HD display, incorporates system controlled LED's that can be styled to match the casino's décor or indicate minimum bet options or operational requirements.

Another first, was the launch of the latest Qorex Fixed Tablet Table. Displayed as a 6-player unit



Tracy Cohen and Nick French

TCSJohnHuxley launches Dice Dual and S7reak

with a built in Saturn Auto Wheel, Qorex TT features fixed tablets that incorporate the same consistent User Interface found in all Qorex products. This allows the player to navigate easily from game to game as well as transitioning from terminals to tablets. This new unit has integrated note acceptors and ticket printers and has been cleverly designed with interlocking modules, so they can be configured easily to fit any space or requirement.

Mrs Kingswell said: "Our new Qorex Electronic Gaming Solutions have received lots of interest from customers, as the flexibility of the range provides so many options to choose from. The widescreen terminals with their eye-catching LED's provide a big impact on the gaming floor, whilst our brand new Fixed Tablet Table with TITO delivers even more versatility, allowing it to be positioned in licensed lounge or bar areas as well as on the main gaming floor. With Qorex, there's something for everyone."

TCSJohnHuxley also showcased its new winning

combination of Blaze HD Surface Technology and the Saturn Glo Roulette Wheel at G2E Asia.

Designed to literally 'light up' gaming tables, both products feature eye-catching LED technology that provide fun and excitement for players, whilst gaming staff instantly benefit from the added security of seeing the various stages of the game clearly defined. This improved visibility also allows Pit Managers and security staff to easily monitor game procedures from a distance.

The new Blaze HD incorporates high definition energy efficient LED lights that are fitted below the surface of the gaming table, providing clearer, brighter animations, than ever before. Blaze combines unique 'attract sequences' and custom-themed animations, while also highlighting winning numbers. With a choice of single or double table configurations and with acrylic or cloth layouts available, Blaze HD offers an array of options to meet any casino need.



Mike Robinson with Globe Roulette

Saturn Glo is the latest addition to the TCSJohnHuxley range of wheels and boasts all the features of the existing Saturn wheels such as 'Drop Zone Detection' reporting on non-random results and ball track inclinometer for abnormal event detection. In addition, the new Saturn Glo wheel features an eye-catching light sequence in different colours to indicate a game's status. These new features provide excellent tools for gaming floor staff but also bring added benefits to electronic terminal games, providing greater visibility on screen to players as the different colour lights indicate the game's progression.

All Qorex products provide all the usual benefits of electronic gaming, but connected to the Gaming Floor Live platform they can deliver far greater advantages. Essential requirements such as security and real-time reporting enable casino operators to evaluate the status of their terminals at any time and act immediately as required. They can also remotely see what is going on in all the terminals, as the games are being played on a central server. This also makes adding games and other content easy as there is a central repository which is very cost effective, alleviating the need to add game servers and other bulky hardware.

Novomatic, Ainsworth Game Technology and Otium exhibit together at G2E Asia Macau

Novomatic, Ainsworth Gaming Technologies and Otium were all on the same stand for the first time at G2E Asia 2017 with Otium, a Mexican-based video bingo machine manufacturer showing for the first time.

Having been bought by Novomatic last year, Otium's video bingo machines have already proved a big hit in the Philippines. The company has over 1,000 machines installed in its domestic market. Its most popular machine is the OT-100 cabinet, which has been updated with new features such as LED animations, a USB charger and optional modular separators. The machines boost leading bingo titles such as Bingosaurus and Multi Dragon, as well as standalone and linked jackpots.

Mike Robinson, International Communications Manager for Novomatic said: "Optium's machines are doing really well in the Philippines with one of the most

notable installs at Imperial Palace in Manila. The Novomatic brand is still fairly new to Macau, but we've made good progress in South Korea. In the Philippines, we've had recent installs in Solaire and Okada with the latter taking orders of our Gaminator Scorpion slots in gold coloured casings.

"We're launching a Novo Line Interactive Macau I game mix at this show alongside a special version of Globe Roulette that has recently been approved in Macau. Ainsworth is obviously a huge brand from Australia that has had much more exposure in the region. There are many markets in which Ainsworth has a significant foothold that Novomatic can use as a springboard for future growth."

Interblock's Stadium gaming proving major hit in Asian market

Table caps have helped drive opportunities for EGT's in Macau for companies such as Interblock, whose stadium gaming options have seen a raft of installs in recent months

Interblock's latest reveal allows operators to offer baccarat or blackjack in a five-seat configuration and to switch between live dealer or automated with the press of a button.

The new eTable allows operators to simply press a button to change the game to play with or without a live dealer. If the operator chooses to offer a dealer option, the dealer presses a button to initiate and confirm the game. This option gives operators the flexibility to generate revenue with or without a dealer, depending on their needs and preferences throughout the week or time of day. The eTable can also support Blackjack games and side bets.

Other new features on display included Diamond Video Blackjack and Baccarat, with new 3-D Virtual Dealers and functionality that will allow players to wager on multiple side bets at a time. Newly licensed side bets, including Galaxy Gaming's 21 + 3 side bet and Seven



Gaming LTD's Lucky Lucky side bet, were available on the Diamond Video Blackjack game.

In Macau Interblock has recently installed 248 terminals at the Venetian and another 100 stations at Melco Resorts' Mocha Club properties.

Elsewhere, it has installed a 50-seat Stadium at Sky Casino, a new casino to Resorts World Genting Malaysia, a 40-seat stadium at One Opera Hotel in Vietnam, a 32-seat stadium at New World Hotel in Vietnam and an 84-seat Stadium at the new Okada Manila in the Philippines.

Michael Hu, Interblock Vice President of Asia, said: "We were delighted to expand the Interblock footprint within the new Sky Casino, and to introduce our customers to Interblock's Stadium configurations."

The unique multi-game Stadium consists of a

Baccarat table with two shoes, Roulette, and Sic Bo generators conducted by live dealers, 50 Diamond play stations and a video wall displaying game trends, progress, statistics and results. The Diamond play stations' 27-inch high-definition screen allows players to wager on up to four different games. The Interblock Stadium can also be configured as a fully automated gaming destination, designed to generate revenue when dealers are not present.

The Okada Stadium offers three dealer assist generators offering Baccarat with two shoes, Roulette, and Sic Bo. Eighty-four play stations with 27-inch high definition screens allow players to follow each active game easily, and enable players to place wagers on games individually or at the same time.

Interblock Stadium solutions allow operators to easily transform a dealer-assisted Stadium into a fully automated Stadium, ensuring that the section of the casino floor is always active, and able to generate constant revenue even without the expense of live dealers.

In addition to the Okada Stadium, the deal consists of two automated Diamond Roulette configurations with eight units, bringing the total installation to 100 Interblock units.

"We were thrilled to partner with Okada Manila in bringing this revolutionary Stadium gaming experiences to their casino floor," Mr. Hu explained. "We are excited to continue our relationship with Okada Manila not only as partners, but as their electronic table game vendor of choice. Asia is one of Interblock's fastest-growing markets, and continues to lead the ETG segment in record numbers with large-scale product placements. Interblock Stadium is one of many products we can offer casinos for their players."

GLI looking into the future of Japanese gaming model

By the very nature of its business, Gaming Laboratories International is ahead of the game when it comes to pretty much anything new; be it new markets, new legislation or new games, but not even GLI can guess what products will prove popular in the future Japanese gaming market.

GLI's Ian Hughes, VP of Global Services, said: "It's currently impossible to predict what the Japanese gaming market will look like let alone what games will prove popular. We're expecting a bill by the end of the year, although that could easily be delayed due to the complexity of the problem gambling prevention bill. In terms of timescales, we're hearing that casinos could be opening by 2022 to 2023 just before the 2025 World Exposition.

"We're trying to second guess the products and technology that will be around in five to six years time, which given the speed at which the gaming and betting sectors move, is



impossible. Everyone is aware of the influence that pachinko could have and that mass gaming already exists in Japan. Japan is a very expensive country and operating table games will also be expensive. We also know that Japan will be a very unique market. It could embrace 3D, VR and skill-based very quickly as these all appeal to the mass market. It could even be the first place that we see robotic dealers, dealing the tables," he added tongue-in-cheek.

Being active in Macau for a decade, Mr Hughes

continued: "GLI has been working in the Asian region since 2007, serving the testing, certification and assessment needs of regulators, suppliers and operators in the land-based, lottery and iGaming industries. When it comes to quality testing and services to get your products moving, trust GLI to get the job done quickly and efficiently. In terms of change, we're seeing a lot more online companies in Macau with around 30 new only companies coming to us in the last year. Around 50 per cent of our work in Macau is now with online companies."



Walter Bugno with Fu Gui Ji Li

IGT brimming with confidence for Asian Pacific debut of its mobile gaming solution PlaySpot

Despite the relatively recent launch of the product, several of the largest operators in the Asian Pacific region have already signed agreements to install International Game Technology's sophisticated PlaySpot mobile software

The huge demand for table gaming at casinos in the SE Asia region is driving demand for a product that allows players to place bets on their mobile at any table on a gaming floor once inside a casino property.

Walter Bugno, IGT CEO International said: "We can't say who they are, but some very well-known operators in the region have already signed up for PlaySpot. We think that once approvals are in place PlaySpot will be a huge product in Macau where there is a lot of back betting and where there are restrictions on the numbers of live tables. PlaySpot has huge potential across the whole of Asian Pacific in markets where table gaming drives Gross Gaming Revenues. It allows casino operators to capitalise on the immense regional popularity of table games throughout Asia. It gives players the chance to place bets on baccarat games that are taking place on the casino floor, from their mobile devices, from any location within the casino. More and more casinos are opening in Macau, but there are very strict table caps in place. Operators are having to move tables from one property to another. Our solution allows operators to meet the demand whilst operating within the table caps and means players can enjoy live feeds from active tables on the casino floor."

Players can also set table play criteria and be notified when a table meets the conditions and is 'hot'. IGT's PlaySpot technology also enables operators to offer a variety of other popular casino entertainment options such as sports betting, virtual sports betting and casino gaming via their patron loyalty mobile apps.

The company's Cardless Connect systems

solution allows players to use their smartphones to initiate patron loyalty sessions and seamlessly transfer funds to and from their existing player accounts. The award-winning technology eliminates the need for physical loyalty club cards and TITO tickets and can be embedded into a casino's mobile app, or serve as a standalone app. The Cardless Connect system enables casino operators to deploy advanced location-based, real-time mobile marketing, and can be paired with PlaySpot technology to put gameplay, patron loyalty, payment, and the ability to transfer funds all in the palm of a player's hand.

With recent systems deals at Studio City and Wynn Palace, IGT has retained its status as one of the leading systems providers in Macau. Its casino management systems solutions benefit from the IGT Advantage system, Floor Manager and Mobile Responder. The company was showing a series of other systems solutions and bonusing applications that Asia-based operators can leverage to maximise the regional popularity of table games, including its Table Manager solution, an automated system for rating and rewarding players, and its Lucky Chip Bonus, a bonus module that can drive play and create surprise jackpots for table game players.

In terms of slots, it was difficult to see past Sphinx 4D on the CrystalCurve True 4D cabinet. It offers a multi-sensory experience that enhances its glasses-free 3D technology with mid-air haptic and gesture-based technologies that enable players to touch and manipulate 3D objects emerging from the screen.

Also on show was IGT's Skillcade, omni-channel Lucky's Quest game. The Lucky's Quest

game is a for-wager, casual-style game that features a map-based progression narrative starring a dragon named Lucky. A player's progress within the game can be transferred from a mobile device to a gaming machine and back again, allowing for a seamless player experience across devices and channels. The Lucky's Quest game is the first omni-channel skill-based game to share progressive jackpots across channels.

The multi-level progressive title Cai Yun Heng Tong is a follow-up theme to the highly successful Gong Xi Fa Cai game and sister-game to Wan Shi Ru Yi game, Cai Yun Heng Tong offers players a high-volatility four-level progressive.

The Rong Hua Fu Gui and Gold and Dragon II games on the CrystalDual cabinet are four-level progressive video slot games designed for the Paltronic Link and include a mystery trigger that unlocks the progressive pick bonus feature. Both titles were developed to meet the unique player preferences of the Asia-Pacific region.

Mr Bugno added: "We've invested a lot of time and money into developing our local game studios and I think we're really starting to show the benefits of that with the collection of slots and progressives at this show."



Michelle Schenk with Sphinx4D

Review

G2E ASIA 2017

Scientific launching third progressive for hit – Da Fu Da Gui

Scientific Games will increase its footprint in both Macau and the wider Asian-Pacific casino region with the launch of its third wide area progressive for its smash hit slot Da Fu Da Gui, which translates as Big Riches Big Honour

The game includes Asian-themed imagery, and features free games, "mystery picks", multipliers and free games retriggers, according to the company.

Also making its debut on the Pro Wave platform was "Super 5 Treasures", the third standalone game in Scientific Games' "Fu Babies Super Series". The "bonus-rich game" features six free games and multipliers.

The latest link will be launched on its No. 1-performing Pro Wave slot cabinet, Scientific Games showcasing the highly anticipated third game in its Da Fu Da Gui near-area progressive link series – Eternal Happiness. Rich with Asian imagery, Eternal Happiness features free games, mystery picks, multipliers, and free games retriggers.

Also debuting on the Pro Wave platform is Super 5 Treasures, the third standalone game in Scientific Games' popular Fu Babies Super Series. This bonus-rich game features six free games, multipliers, and 1024 Reel Ways.

Debuting at G2E Asia for the Dualos platform was Very Cherry Dà Hóng Yíng Tǎo, Scientific Games' first non-jackpot game designed to deliver action and frequent rewards for a highly engaging game-play experience. A unique alternative to the standalone game, Very Cherry Dà Hóng Yíng Tǎo features mystery stacked symbols and a repeat win attraction that is triggered through the popular 'scatters with prizes' event. Vibrant, bold art attracts players immediately, and free games, scatters, and repeat-win play mechanics keep them in an anticipatory frame of mind.

Making its G2E Asia debut on the company's new Pro V27/27 dual-screen slant-top cabinets was 5 Elements Blazing Dragons and Roaring Tigers, a five-level multi progressive link featuring 50 lines and rich bonus features. Players will find familiar fun during a classic Hot Shot style non-max-bet game-in-game feature, along with five free games, Dragon Bonus Spins, and Wind, Earth, Water, Fire, Gold and Dragon progressive bonuses which add anticipation and a richer play experience.

The company was also showing Baccarat on its



Ken Jolly with Very Cherry Dà Hóng Yíng Tǎo

Fusion Virtual Multigame, Baccarat, Roulette & Sic Bo on the Fusion Hybrid, and the immersive new Fusion Vibe player experience area. Must-see attractions in ETS products include:

Scientific Games Group Chief Executive, Gaming Derik Mooberry, said: "By continuously seeking insights from customers and tailoring our

products for local markets, we are changing the way we create and deliver the world's gaming experiences. Our teams have been laser-focused on innovation, and that momentum will be evident at G2E Asia with major advances across our gaming portfolio that help casino operators run their businesses more efficiently and deliver incredible player experiences."

Axiomtek showcasing the AGP310-137

Axiomtek was at G2E Asia showcasing a variety of customisable all-in-one gaming controllers

Axiomtek was at G2E Asia showcasing a variety of customisable all-in-one gaming controllers, specialised gaming motherboards featuring high computing performance, and player tracking systems with high graphical performance designed specifically with the demanding needs of the gaming industry in mind.

Axiomtek's wide range of gaming products are designed for use in a variety of gaming applications including slot machines, video lottery terminals, electronic table games, player tracking systems, and arcade gaming.

One of the main focuses at this show was the AGP310-137. This platform has a reliable 10



The Axiomtek team at G2E Asia

year, long product life-span and dual DDR4 SO-DIMM up to 32 GB. It supports seven USB, seven COM ports, 32 DI, and 32 DO and has three native independent displays via two DP++ and DVI-.



Martin Wachter with the Golden Race team

Golden Race showing virtual sportsbook

Golden Race was showing its new online platform in Macau, including its newly designed virtual sportsbook and direct-to-mobile experience

The company believes that in the Asian market, where consumers are particularly tech savvy and mobile internet access surpasses PC-based access, it is vital to deliver fast, seamless user-friendly betting experience.

Players can quickly make bets, access results, and watch events live in retail locations, online at home, or direct from their mobile device, wherever they are. With real odds created by professional in-house bookmakers, certified and multi-regulatory body compliant games and solutions, all the popular markets, all the major competitions, built-in player retention systems, combination bets, accumulator bets, bonuses, and more.

Golden Race provides the complete, authentic betting experience, completely manageable, completely schedulable, and completely white-label, ready to be branded from POS all the way through to in-game panels, promotions, colours, logos and teams.

Golden Race CEO Martin Wachter said: "We have worked very hard to recreate the experience from real sports betting, and provide it in a more cost-effective and manageable way. Asians are used to doing everything on their phone and online, so our new platform has been a big hit here. Players don't have to learn anything with our new online offer. The look and feel is identical to real sports-betting. They can play on mobile, tablet or desktop. It's the same betting experience wherever they are."

Golden Race was also showing products such as Real Fighting and the King of Virtual Sports – 3D Football.

VizExplorer ready for roll-out in Asia Pacific

With 25 per cent of its domestic casino market in the US, VizExplorer is ready to roll out its solutions across Asia

The next generation in data-driven decision making, OI lets businesses analyze live, fast-changing data and take immediate action using a single toolset. VizExplorer's applications and tools help enterprises address smart space and profit optimization, marketing campaign management, CRM and customer service, and service and dispatch management.

The group has just employed Fivos Polymniou as its Regional VP of Sales of International. A former executive with IGT, GTech, and Bally Systems, he will oversee VizExplorer's international sales efforts in Europe, Middle East, Africa, Asia and South American markets.

Mr. Polymniou said: "VizExplorer has produced impressive results in the United States, achieving 25 percent market share in a few years. I am eager to introduce VizExplorer's solutions to international markets and to show Asian and European casinos the power of

Solange Jacobs Randolph and Fivos Polymniou



operational intelligence."

Solange Jacobs Randolph added: "We've worked with some of the big international names that are prevalent in Macau in other markets, including MGM Resorts, Crown Resorts and Las Vegas Sands, so it's not like we're a new name to the market. We're looking to empower casinos with information at their fingertips, offering them the next generation of data capture for their gaming floors."

GameCo telling the story of skill-based



Blain Graboyes with Danger Arena

Gameco was at G2E Asia showing its skill-based slot Danger Arena where players boost the jackpot by navigating a maze-like battlefield, blasting bots in a shoot 'em up

Gameco's arcade-style cabinets balance player skill with patented game design, while maintaining the same return to player as traditional slots. Players can play as Baz or Thyme to conquer Danger Arena. If they take out six or more Bots they're in the money.

GameCo CEO Blain Graboyes said: "It was important to be at G2E Asia to make sure that Asian operators were aware of what GameCo is looking to achieve in the casino sector. Even though we're not ready to sell into Macau in terms of licensing and approval and we have an important story to tell in terms of what has already been achieved in the US in terms of skill-based. The game certainly generated a lot of interest."



CPI's Bill Murphy (right) and John Dorahy

CPI looking to increase 70 per cent market share in Asia Pacific

Crane Payment Innovations' partnership as the default printer for Aristocrat has set it up nicely in the Asian slot market with Bill Murphy VP of Sales in the Asian Pacific saying CPI has a dominant share of the market.

"We've also got about 70 per cent of the market here in Macau," Mr. Murphy explained. "Aristocrat is huge in Asia, so obviously this has helped immensely, but it's the strength of the product that has consolidated this success. Macau and the Philippines are our biggest markets followed by Singapore, Malaysia and Cambodia. Macau is a mature market but there are still plenty of new casinos coming onboard. Australia by comparison is a replacement market."

Review

G2E ASIA 2017

Aristocrat, still the biggest slot supplier in the region in terms of its installed base, was launching its first Korean-themed slot at G2E Asia, as well as debuting a host of spin-off titles for 5 Dragons, currently the most popular slot title in Asia.

Aristocrat's new Korean theme game, 5 Kings, is looking to target Korean players in casinos in Macau and Vietnam.

Aristocrat's regional marketing manager for Asia Pacific, Miguel Choi, said: "There is only one casino in South Korea that is allowed to let Koreans play, so as a result there are a lot of Korean players playing in casinos in Vietnam and Macau. 5 Kings is a slot based on Korean mythology dedicated to them."

Following on from the company's success with 5 Dragons, it was launching 5 Dragons Empire, a four-level Hyperlink jackpot game on Aristocrat's Arc Single and Behemoth cabinets.

5 Dragons Grand meanwhile is now available on Aristocrat's Arc Double cabinet. This new version features an enhanced reel layout with increased ways to win, jackpot multipliers and a fun wheel feature with free games and jackpots.

5 Dragons Rapid extended the 5 Dragons brand to Aristocrat's Core Products standalone game category whilst new versions of player-favourite games: Fortune King Rapid and Lucky 88 Extra Choice were also launched.

Aristocrat further launched new titles for Lightning Link, currently the best performing progressive in Asia. The company was adding Eyes of Fortune to its other two titles Happy Lantern and Dragon Riches.

Building on the success of Lightning Link is Aristocrat's new Long Teng Hu Xiao slot game. Long Teng Hu Xiao was on show combining scalable bonus prizes, and prizes on the reels linked progressive with strong Reel Power mechanics for a new level of fun.



Miguel Choi with the latest in Lightning Link

Aristocrat launches first Korean themed game

Aristocrat was also showing the Spin It Grand slot, a new game concept in its stand-alone progressive jackpot category with a wheel-style mechanic in the top box. Also set for release into Asia were slots from the Games of Fortune baccarat collection including Multiline Baccarat, Baccarat 88, Baccarat Streak and Baccarat Zhuan Zhuan Fa.

Vincent Kelly, Aristocrat Managing Director

Asia-Pacific, said: "Our global teams of designers, creatives, mathematicians and engineers are united behind one goal: to create innovative games and cabinets that help our customers provide their guests with the best player experience and entertainment possible. We are excited to present our newest innovations at G2E Asia and to showcase our broad and deep product portfolio that will help our customers appeal to every type of player."

Zitro opens doors in Asia with new Bryke slots

Zitro presented its new range of video slots, Bryke, in Macau alongside its collection of the latest Video Bingo games from the Big Time collection

Alongside the new Bryke slots range, Zitro was also showing multi-games Pick & Win. Nadège Teysedre, Sales Manager at Zitro said: "This is the first time that Zitro has offered products beyond Video Bingo in Asia. Operators have

shown great interest in the versatility and spectacular presentation of our products. Thanks to Video Bingo we have a great presence in the area, especially in the Philippines market that we will maintain and develop even more, but Bryke gives us the opportunity to enter into different markets and venues, and with the main operators of major casinos of the region and integrated gaming resorts, and thus increase our presence in the area more quickly."





DRGT's Rob Denham

DRGT launches drScreenUltra

Exhibiting for the first time at the G2E Asia exhibition in Macau, DR Gaming Technology (DRGT) was launching drScreenUltra, the biggest player tracking interface in gaming

With a vivid 1280 x 320 resolution, 8.8 inch (23.8cm) multi-touch screen and a built-in RFID reader, the drScreenUltra screen allows players to simply Tap and Play to start their gaming session as easily as they would make a contactless payment transaction with a card or mobile phone.

DRGT's Rob Denham said: "We've done a lot of research with regards to screen size, to come up with a solution that will fit all slots. We believe that when it comes to displays like this, size really does matter. Larger displays see better interaction."

This new device was on show alongside the existing drScreen which enhances the user experience either as an alternative to a separate player tracking display, to play bonus games, or allows players to watch TV whilst playing their favourite slots; just a few among many exciting features.

DRGT also showcased its flexible jackpot technology, drJackpots and drWAP, which are a huge success across the world, offering a massive-range of customisable jackpot solutions and features for all slot machines. The tailored jackpots solutions offer jackpots from standalone-linked mysteries to multi-level symbol driven wide area progressives (WAP).

The WAP has proven to be a success in South African and Swiss markets among others. DRGT always works with their customers to customise the jackpot solutions to exactly match their customers' needs.

Along with their market leading slot systems, DRGT was excited to bring its new and innovative table side games to Asia. The side games give an extra dimension of excitement to the classic baccarat and Blackjack

Konami launching Fortune Cup for Asia

With the region blessed with horseracing entities such as The Hong Kong Jockey Club and the Macao Jockey Club, Konami Gaming is hoping for big things for its multi-terminal, horseracing game Fortune Cup

The mechanical eight-runner horseracing simulator was being shown by Konami at G2E Asia as a prototype.

Konami Australia's Product Manager Matthew Loon said: "We've been delighted in the level of interest from Asian operators. We're hoping for GLI approval by the end of the year and are looking for regulatory approval for Macau next



Matthew Loon with Fortune Cup



Luci Kadlecova with the Twerk girls

Endorphina brings Twerk to Asia

Endorphina shows world-renowned online slot titles at its second G2E Asia in Macau appearance

Luci Kadlecova said: "We prepared our very own live Twerk show with talented dancers to capture the crowd's attention and make them feel as if they were a part of our popular Twerk slot game. Our stylish dancers' performance stole the spotlight and encouraged visitors to engage with our team at our stand."

"The exhibition was incredibly successful in terms of business as well. Many important meetings and introductions were held, and we were happy to be able to discuss potential business opportunities with individuals from all over the globe. We hope that you will soon be able to find Endorphina's games spread across Asia," stated Ms. Kadlecova.

year. It will probably be installed in the US market first."

Konami was also showing Cai Lai Si Ji which translates as 'winning money all year round.' This four-level progressive is housed in its Concerto cabinet featured with an array of base game themes, including: Wealth of Dynasty, Winning Animals, and Power of Riches. It has a Chinese theme, but will be sold into Malaysia, the Philippines, Macau and Singapore. It comes complete with a bash button, bringing improved player interaction.

Also on show was Smash Smash Festival, a six-level progressive bringing a community feel. Packed with random credit prizes, Smash Smash Festival features a creative new twist on the traditional linked progressive by increasing the total number of mystery prizes in a winner-takes-all jackpot pool in lieu of incrementing meters.



BBIN wins Best Online Sports betting solution at Gaming Awards

BBIN, a company founded in 1999, was at G2E Asia celebrating the award of Best Online Sportsbetting Solution at the second edition of the Asia Gaming Awards.

Its new BB Sports is a sports-betting platform co-developed by BBIN and Betconstruct in 2017. Equipped with a new interface, the platform supports 40,000 sports-betting and gaming events globally per month and offers the market multiple advanced service features as well as access to the company's gaming portfolio. It recently expanded its business to the theme park and Midori Clark Hotel and Casino in Philippines.

Review

G2E ASIA 2017

SuzoHapp's Chip Dispensing Machine makes regional debut

SuzoHapp drew crowds with its Chip Dispensing Machine (CDM), a secure and automatic chip vending machine



The CDM stores an impressive number of chips so that players can purchase chips for cash directly. "The CDM is about to go live in Australia in June," said Geoff McDowell, SuzoHapp APA Managing Director. "The interest has been significant here at the G2E Asia. As the cost of employees goes up, operators are looking for ways to reduce overhead."

A further innovation on display was the Cash Redemption Terminal (CRT) that will be released to the market very soon. The CRT has been developed for bill breaking and cashing tickets from the gaming floor. Players can use the CRT to change larger value banknotes into smaller ones and to cash out their ticket winnings.

The CashComplete SDS-25 and SDS-30 deposit solutions were also on show alongside a selection of Scan Coin desktop products. The RM5 electronic coin validator was in high demand at the show, too. This Comestero solution is well known for its proven quality and reliability, with over one million units sold worldwide.

SuzoHapp represents leading component suppliers in the industry on a global basis. Therefore, a wide range of ELO touchscreens and TransAct printers were successfully displayed at the G2E Asia, too.

Further products on display included the new Picture Key Technology (PKT) button panel, the Loyalty kiosk, the Display PRO, as well as the new 27-inch Dual Sided LCD display.

"This was an exceptional show. I'd like to thank everyone who visited us in Macau. Asia is a big growth market and, in the next five years, we will be focused especially on Macau, the Philippines and Japan. As we have been successfully serving the global market for decades, we are confident we will achieve great results in these markets, as well," McDowell concluded.

Casino Technology launch Five Blessings Delux

Casino Technology took the opportunity at G2E Asia to launch a progressive Asian themed game Five Blessings Delux, alongside Red Bird and Golden Dragon

Both titles are specially designed and dedicated for the Asian markets. The themes follow traditional Chinese mythology motifs, presented with impressive visual effects.

Five Blessings Delux comes with a progressive feature triggering a four level progressive jackpot as either stand alone or linked. It presents a nice innovative betting structure, unique concept with different sets of free games and multiplier that makes the game more exciting, volatile and entertaining.

The Red Bird and Golden Dragon game is a 50 line game with free games and extra wins, triggered by symbols like Yin and Yang and Dragon.

One of the best performing games of Casino Technology, Duck of Luck, will also be presented and available to the markets in the South East Asia. Duck of Luck is a 25 line game, with free games, which was released as part of the winning Gamopolis multigame set of Casino Technology.

Rossi McKee, Vice President of Casino Technology said: "We have been focused to release games strictly committed to the Asian players. The new portfolio of products we highlight at our stand in Macao are featuring



Rossi McKee with 8Peacocks

products, designed particularly for the market."

The new slot game titles were presented in the unique premium Arch and the brand new Arch Titan slot machine of Casino Technology with one 42ins. HD horizontally curved monitor for the main game and second 42ins. HD vertically curved top box.



Mario Ovcharov, CMO, Ultraplay

Ultraplay teamed up with SkyCity at the G2E Asia exhibition

Bulgarian-based Ultraplay was one of dozens of online suppliers exhibiting at G2E.

Focusing on Asian-tailored products and advanced betting solutions, UltraPlay and Sky City caught the interest of many visitors and companies during this year's G2E Asia. The joint booth became a hot spot for visitors interested in the world of esports betting solutions and live casino offerings.

The popular ladder games in the region have been interestingly presented and successfully entertained attendees stopping by and reviewing the latest product developments and innovations by both companies.

UltraPlay, exhibiting for its second consecutive year at G2E Asia, has consolidated its position on the Asian market by recording many new leads and prospect clients.

Mario Ovcharov, Chief Marketing Officer said: "We definitely enjoyed G2E Asia

due to the fact that our products were in high demand and attracted many visitors interested in esports betting and white label solutions as well as experiencing another fruitful collaborations with our long-term Asian partner Sky City."

UltraPlay is a modern technological company, founded in 2010, with the core ambition to offer innovative approach to the online gaming industry by providing advanced betting solutions, focused on eSports, sports betting, casino, live betting and bitcoin.



Transact's Tracey Chernay

TransAct shows new edge on Epicentral at G2E Asia exhibition

TransAct Technologies was demonstrating its all-new Epic Edge, as well as the revolutionary Epicentral promotion and bonusing system, including the latest fully featured version 3.8 and the Epicentral System

Bart Shuldman, Chairman and Chief Executive Officer of TransAct Technologies, said: "The new version v3.8 of our fully-featured Epicentral system provides customers with the means to turn the existing electronic bonuses and promotions made possible by their slot management system into customized, printed coupons while the player is at the slot machine."

Attendees at G2E Asia 2017 were able to try two distinct Epicentral system versions that enhance the capabilities of this unique solution. The Epicentral v3.8 Epicentral v3.8 allows operators to run multiple promotions at the same time, create games within games, offer multi-user/multi-site promotions, run different promotions on different slot game banks, segment players by tier and promote to different levels of uncared players. It also features the ability to redeem, print or reprint bonuses at multiple locations, an enhanced user interface and more reporting options.

The Epicentral SE A unique systems version of TransAct's promotion and bonusing system, Epicentral SE allows operators to use the existing bonusing capabilities found in their slot management systems to offer bonuses to players as a printed coupon by leveraging the Print Manager and Design Center modules of Epicentral. Epicentral SE also provides for an upgrade path to a full Epicentral implementation should an operator seek to expand their promotion and bonusing options beyond what their existing slot management system offers.

SA Gaming adds to Hot Model Slots

Asian online gaming veteran, SA Gaming, was adding new titles to its Hot Model Slots as it looked to 'quench players' thirst for authentic Asian and immersive online gaming experiences'

The company offers live game, e-game and lottery, but it is the Hot Model Slots for which it is best known. At this show it was adding Zombie Hunter and Volley Beauties to the collection. The company believes that one thing that makes it remarkably different to its rivals is the use of real models.

A company spokesman said: "Unlike traditional online slots, the designs of Hot Model Slots are largely based on human models who had their action shots recorded by professional cinematic crews. As a result of such visual improvement, players are likely to stay longer in each and every Hot Model Slot game."

Zombie Hunter sees a recent zombie outbreak create havoc in nearby areas, threatening the lives of innocents. It's time to summon the Zombie Hunter! With heavy arms and reliable skills, players pick up their weapons and join the fight, taking on the vicious zombies till the very end.

Volley Beauties sees the player spending a day at



the beach, where they 'can't get the girls practicing volleyball out of their minds.'

These latest titles have been added to previous Beckoning Girls, Angels & Demons, Innocent Classmates and Bikini Chaser

Some of these slots play as 243 ways, whilst others play as 30 line games.

Oriental Game speeding up live baccarat

Oriental Game was at G2E Asia claiming the mantle of the 'fastest-growing live dealer platform and gaming solutions provider right now in the Asian market'

Oriental Game was at G2E demonstrating Speed Baccarat, where the betting time is shortened to just 20 seconds, about 30 to 40 per cent faster than traditional baccarat games. It currently holds an interactive gaming license from the top iGaming licensor in the Philippines, the Philippine Amusement and Gaming Corporation.

The company's portfolio of games is a mixture of European and Asia games, including Squeeze Baccarat, where players can squeeze or fold their online card; Multi-Baccarat, where players can play different tables at once; Dragon Tiger, Chinese Sic Bo, Roulette and Fan Tan, the ancient game where players bet on how many beads are left after the banker has divided them into batches of four. Oriental Game caters to players who speak Mandarin, English, Japanese, and Korean, and film its games at a state-of-the-art studio in the city of Makati in the Philippines.



BetConstruct shows VR and Slot Builder at G2E Asia in Macau

As well as exhibiting at G2E Asia, BetConstruct held a workshop/dinner in Macau, prior to the show where it highlighted its improved Agent System as well as provided hands-on experience, demonstrating how user-friendly BetConstruct tools are.

The exhibition provided an opportunity for Asian delegates to find out more about the company's VR offering, including VR Slot Machines, Sport Bar and Live Dealer. BetConstruct also introduced the industry-first five-in-one concept terminal with the ability to transform and fit into any space. It integrates a slot machine, VR slot, video poker, betting terminal and VR social games with betting into a single machine.

Delegates also got to try BetConstruct's innovative SlotBuilder and created slots, customising the number of slot lines and reels, their size and design and even sound effects.



Quixant at the ready in Asia with QXi-400

Quixant showed the recently released QXi-400 - a hardware platform of unprecedented power for two-screen machine applications - and a versatile range of new Quixant standard gaming monitors and button decks

The innovative, cost-effective display solutions are a relatively recent addition to the product portfolio, and as such there was great interest from current Quixant control board users and potential customers alike.

With the trend in expansion set to continue for the forthcoming years, Quixant fully expect to follow suit with a larger stand in 2018.

"G2E has developed in recent years into a truly international gathering, and is now one of our top five most important exhibitions globally," commented John Malin, Sales Director for Quixant UK. "There is an excellent mix of multi-national manufacturers and local companies at the exhibition, and the visitor quality and spread reflects this; we have had enquiries into our products from as far afield as South America. We will certainly continue to exhibit at G2E and plan to further intensify our focus on this event."



Lebo makes its industry debut

Making not just its debut at G2E Asia, but its debut at any gaming show, Lebo Gaming was hoping to cause a stir in the fast-moving live dealer sector in Asia.

Lebo is registered in Manila in the Philippines and holds a sports and online entertainment license issued by First Cagayan Leisure and Resort Corporation of the Philippines government. Its game portfolio includes a live reality video entertainment platform, which offers games such as Baccarat, Dragon and Tiger, Roulette, Sic Bo, sports-betting and lottery.

JCM edging closer to sports-betting and lottery position

From concept conversations last year to a prototype this year, JCM's Fuzion was now a full-on demonstration at the G2E Asia exhibition in Macau

Fuzion shows how JCM's iVIZION and GEN5 can be connected to a casino's existing casino management system, to turn every slot into a multi-line profit center, with lottery ticket vending and redemption, race and sports ticket vending and redemption, promotional couponing, tax forms, and more.

JCM's VP of Marketing, Tom Nieman, explained that in the case of sports-betting, the system could link up to the casino's own sportsbook or

to a third party sportsbook. The betting slip can be printed off via the Gen5 printer or paid onto the player's credits on the slot machine via iVIZION. The lottery product would see the casino take on a commission on the sale of the lottery ticket. The beauty for the casino operator is that winnings are likely to be played back in to the slot machine.

The device would also accept multiple currencies, such as offering play in Hong Kong dollars or Macau patacas in Macau, and would offer currency exchange with rates set by the operator.

Mr. Nieman said: "The aim of Fuzion is to offer multiple betting options from one gaming position without disrupting slot play. We've made considerable progress over the last year with regulators, operators and slot manufacturers. The aim is to have a pilot operation onboard by G2E Las Vegas in October with a roll-out after that."



JCM's Tom Nieman and Dave Kullback



Craig Graham and Robert Kurmar from Dallmeier International were showing not only video security systems at G2E, but high-performance video information systems, able to analyse and optimise games, workflows and operating procedures.



Asia Gaming's AG Baccarat Tournament wins award at G2E

Asia Gaming had its biggest presence ever at this year's at G2E in Macau

The company showcased two dynamic Live Casino products, including the Baccarat Tournament System and European Blackjack, both of which can be easily adapted in different areas in order to satisfy a specific group of players.

The AG Baccarat Tournament System received the Hot Product award from G2E. Similar to a poker tournament it has a pre-defined number of players, which begins once all of its seats are filled. The last remaining player in the tournament is the winner.

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Interactive

SPORTS-BETTING
METRIC GAMING

Converting the industry to Metric

G3 speaks to Metric Gaming founder, Martin De Kniff, about the growing success of his 'instant gratification' in-play betting solution and the current state-of-play in sports-betting

Metric Gaming, the sports betting technology, software and services company, has been celebrating its most successful 12-month period since the launch of the company in 2011. The US-born business, which has recently established a European base with the opening of its new headquarters in London (coupled with several high-profile hires), has agreed milestone deals with major operators such as EuroBet, Gamesys and Amaya over the last year.



Martin De Kniff,
Founder and
Director,
Metric Gaming

Lifetime entrepreneur with over twenty years of sports handicapping experience as a professional sports bettor and consultant. Extensive expertise in sports analytics and former World Poker Tour champion. Responsible for the company's ongoing product innovation and development of new business opportunities.

Five years ago, Martin de Kniff founded Metric Gaming, appointing himself director of the one-man start-up. Having been a sports bettor his entire adult life, Martin was frustrated with the service provided by operators he used on a regular basis. Back in 2011, the options for in-play betting were severely limited – so instead of simply fantasising about 'instant gratification bets' and the ability to bet on anything to yield maximum end user engagement – Martin set about creating his own niched betting solution.

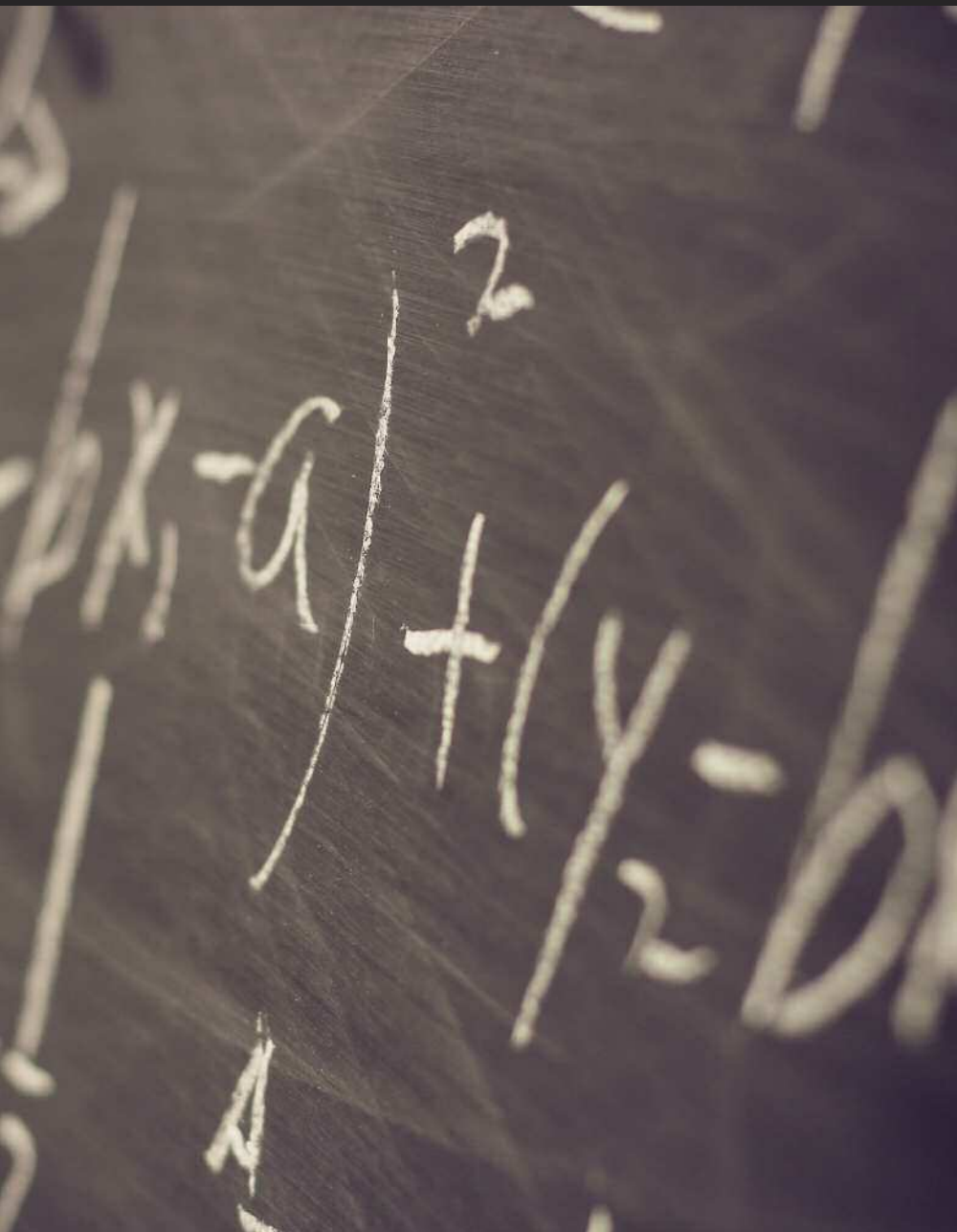
The catalyst came with the smartphone revolution -- in particular the 4G LTE network and widespread support for smartphone-based payment solutions. These provided the distribution channels and access to data that made possible Martin's long gestating plans for the sports-betting sector. "My goal with Metric Gaming was to create a niche provider for in-play," explains Martin. "It's a plan I believed would attract a new demographic of users and resonate with the bookmakers in the sports-betting landscape, as it would not dilute their existing player base. We weren't looking to simply move money from the left pocket to the

right, we wanted to grow the pocket with this new offering. And to do that it had to be a mobile-first solution."

Having written a business plan outlining the key components needed to launch the business, Martin enlisted his contacts in the professional sports-handicapping sector to support and invest in Metric. In hindsight, the funding was the easy part -- what proved more difficult was mastering the technology.

TECHNOLOGY-FIRST

Metric started its business in Las Vegas with a well packaged US offering, with golf's PGA Tour as a centre-piece of its content offer, delivering more than simply 'meat and potatoes' US sports content. During this early phase, Metric was laying the foundation for a sports-betting business whose aim was to capitalise on the opening of the US market to online and mobile sports-betting, a potential US\$50bn annual revenue jackpot. Martin foresaw partnerships and acquisitions in the sports-betting sector in the US, and the opportunity to streamline the process for European operators seeking to enter



the US market in the most efficient and cost-effective manner. Metric understood that being a US company with an unblemished pedigree was a huge asset in a potentially vast new and emerging market.

“Early on we were looking at what was working in the US, and as real-money gaming was generally illegal, we had to be more creative in building a social experience, much like Zynga,” says Martin. “And while I believe we succeeded in creating a more intuitive, user-friendly interface than virtually all other real-money platforms on the market, it was still a far cry from true social gaming. Indeed the most successful social games typically carry chat features, leaderboards, and a whole host of other bells and whistles that would ultimately prove distracting for most sports bettors, making them inappropriate for the product I was looking to build.” As such, rather than get caught in the middle with a social product that was sub-par and a real-money product with enormous potential (but practically no viable local market), Metric was forced to change tack, turning its attention almost entirely overseas.

Having laid the ground-work for the expansion of sports-betting in the US, the lack of progress at both the federal and state-level led to a readjustment in focus, with the company changing tack to target the established sports-betting market in Europe.

“We started out with a US perspective, looking to build a player-centric front-end UX, which meant that we were able to offer something much more customised and mobile-orientated,” explains Martin. “When we demonstrated the product in Europe, we showed operators just how far behind the curve they were in regards to mobile-first gaming. It was an approach that quickly springboarded us to the attention of a Tier One UK operator, but when we were asked to deliver and scale our offer, we quickly

realised that at its limits, our transaction technology couldn't keep up with our state-of-the-art UX. It was painful, but we realised that we'd need to transition away from our initial product offer.”

It was now 2013, and having been frustrated with the lack of sports-betting progress in the US and realising the limitations of transaction technology, Metric began the process of rebuilding -- though as Martin points out, it was not a case of starting from scratch. “We knew that the front-end and framework was still fit for purpose, but what we needed was a more long-term viable solution,” says Martin. “So I commissioned the former Chief Technology Officer from Svenska Spel, Anders Granvald, who conducted a thorough due diligence of our technology; it was upon his recommendations that Metric Gaming pivoted. We changed both the technology and the strategy of the business, which in turn required a much larger investment in technology than originally planned.”

STARTING AGAIN

Entering the market from the player side of the tracks (rather than as supplier or operator) meant that Metric Gaming started out with great ideas, but wasn't armed with a complete understanding of the sports-betting ecosystem. Ignorance was a prime factor in the misstep, but as Martin explains, it has also been the company's greatest advantage. “Being a player, I could see, and still see, the untapped potential of the betting market,” states Martin. “When it comes to innovation, the sports-betting sector is so far behind the likes of the casino and even bingo gaming offers, a discrepancy that can be explained by the nature of the underlying entertainment itself. That is, as a general matter, casino games aren't inherently interesting -- few people would play roulette or blackjack for fun. But with sports, that's not the case -- the bet only enhances what for many is already a great experience. As a result, operators have become complacent, letting the sport itself do all the work and completely neglecting sports betting innovation. And while historically that approach has been perfectly acceptable, it is now dangerous. As soon as a handful of top operators start offering the “next generation” sports betting options, the old paradigm will become rapidly obsolete, and I suspect large portions of the bookmaker population may get caught flat-footed.”

For Martin, the only company that understood this early on was bet365. They anticipated the risks of legacy technology, and were willing to make a massive up-front investment to protect themselves against it. They projected that in-play was going to revolutionise the sector and didn't want to be handcuffed by a legacy platform. While Martin was first seeking to establish Metric Gaming over in the US, bet365 were transitioning into a technology company that was putting in-play and mobile at the heart of their business. “We quickly realised that we were not a sports-betting company, we were a technology company,” explains Martin of Metric's shift in emphasis. “However, delivering SuperLive, our flagship product, meant that we first needed to climb 'Mount Everest.' There was a reason why no other company had endeavoured to deliver this kind of solution.

Interactive

SPORTS-BETTING METRIC GAMING

What is today called in-play, or live betting, is more or less an extension of the pre-game offering. It put a lot of emphasis upon us to deliver really robust and sophisticated technology, architecture and support. We started with very high-end ambitions - which meant there was a lot that needed to be done from a technology perspective."

WHAT IS SUPERLIVE?

The SuperLive platform enables actual play-by-play betting opportunities, marrying sports betting with an instant gratification, slot-machine style gaming experience. In creating the SuperLive platform, Metric benefited from starting the business during the dawn of cloud computing, HTML5 and the universal adoption of the smartphone, which meant the company wasn't saddled with obsolete technology. Metric Gaming was created to serve the player from the player's perspective. Martin didn't start with a legacy platform and a rulebook of tightly defined parameters. He wanted to challenge the sports-betting establishment, find out why they weren't innovating and offer a better experience for the end user that would broaden the demographic, and in doing so create the product that he had always wanted to play himself.

Have we mentioned that Martin is Swedish? Well, Sweden is pretty relevant in this story, especially as regards to gaming technology. So many successful gaming tech start-ups hail from Sweden, which for Martin and his existing network, meant that he was quickly able to partner with the right people and employ a highly skilled team. Chief Technology Officer, Jorgen Ragnarsson, one of the founders of NYX Gaming, started with Metric Gaming in 2013 and for the last four years has been a key individual in the progress of the company. But while the business is undeniably

"Online casino companies, in my view, are way ahead of sports-betting companies because they have been forced to innovate their technology and product due to the competition. The games have to be exciting and relevant to retain business, whereas sports-betting is currently three to five years behind casino gaming sector in that regard."

technology-focused, the innovation - the inspired ideas - spring from Martin de Knijff. He believed Metric Gaming could revolutionise the sports-betting market, starting with the niche content of SuperLive. "Creating SuperLive, a true instant gratification in-play platform, meant that we started out with very little legacy from a technology standpoint," explains Martin. "Our CTO has played a massive role in the management of the business, not just in terms of the technology, but also as regards to decision making and recruitment. It forced the rest of the team to educate ourselves in technology, to know everything about the subject. It is important, when defining the identity of the business, to understand that we're a technology company, and what makes a difference is the technology."

THE VISION FOR SUPERLIVE

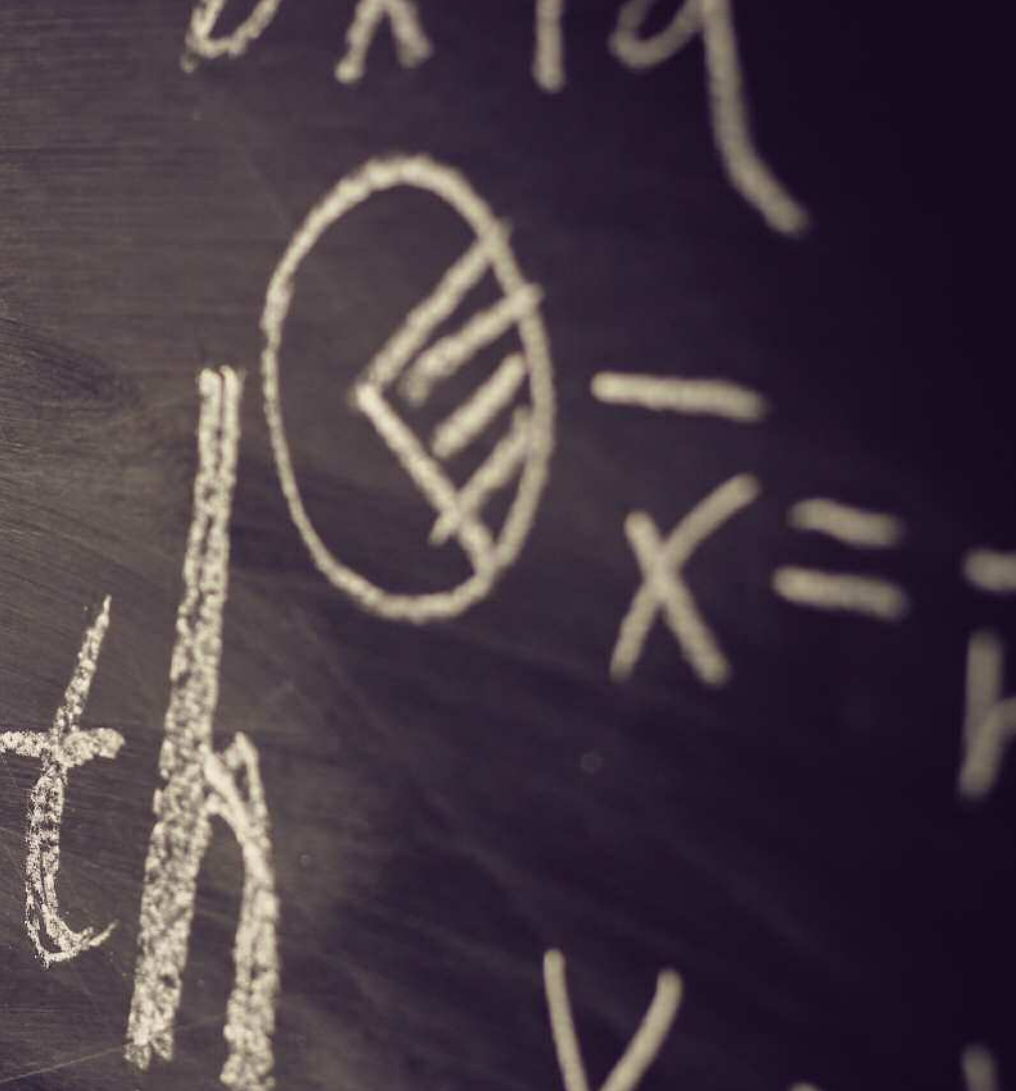
Seven per cent of the UK population is currently sports-wagering, a figure that Martin believes can be pushed to nine per cent with the right product offering, effectively growing the sports-betting 'pie' by 30 per cent. "Online casino companies, in my view, are way ahead of sports-betting companies because they have been forced to innovate their technology and product due to the competition," says Martin. "The games have to be exciting and relevant to retain business, whereas sports-betting is currently three to five years behind casino gaming sector in that regard. I think that's why I saw the opportunity, both from a product and innovation standpoint."

Having changed the focus of the business, the next big step for Metric came in 2014. At that time SuperLive had generated a lot of

commercial validation, but it had been a challenge to deploy the product as intended. The only way to tackle that was to offer a one-stop-shop turnkey sportsbook platform leveraging our technology - or as Martin describes it - the whole shebang! "It meant that anyone taking our sports book would be able to offer the complete platform - mobile-first with all our SuperLive content," states Martin.

"Our view is that without SuperLive, a sportsbook is simply incomplete. That decision, taken in 2014, was a little scary, but we understood that we couldn't be stuck in our ways, we upped the ante to become a full sports-book provider in a highly competitive space, but we still liked our chances to deliver." Landing the Gamsys deal in 2015 and gaining more traction with significant operators, vindicated the decision, as 2016 became a landmark year for Metric and changed the landscape for the company.

Fundamental to its sports book was Metric's conviction that it shouldn't attempt to ring-fence its products by demanding that operators should take everything from one source. The company wants its offer to be as open and accessible as possible, even if there are certain elements of its sports-book that are unique and highly competitive. If operators have a functioning business, Metric understands that the risk of such a move is asking too much - at least initially. "I think B2B companies in the sports-betting sector need to be more open to doing business with each other," says Martin. "Operators who have invested heavily in their technology (whether in-house or outsourced) will always be squeamish about overhauling



paradox is that the sports-betting customer is the most valuable, because they're the most promiscuous and have the largest betting "lifespan". While your sports-betting customer will play casino, bingo and sports-betting product, they will try a bit of everything, the casino customer plays solely casino games. The conversion rates for a casino player to try any other vertical is under 10 per cent, whereas with sports-betting one third of those customers are interested in additional verticals. Martin believes the reason that the sports-betting customer is cheaper to acquire, and is more valuable, is because sports betting is still a relatively uncompetitive market.

YOU DON'T KNOW WHAT YOU DON'T KNOW

"There are very few operators trying to attract the sports-betting customer," says Martin. "There aren't the Tier 2s, 3s and 4s, and the white-labels in the sports-betting sector, as it is very difficult for them to compete - and the reason for this is that the technology is such a big hurdle to overcome (by comparison, casino games are practically 'open source'). Yet while operators might in fact be very happy with their current supplier from a fundamental delivery perspective, that perspective is short-sighted. As soon as bettors start demanding the latest sports betting innovations, it will be too late, and operators at the mercy of their suppliers' roadmaps and technology limitations will be left behind. But our message to those operators is that you do not, in fact, have to leave your current supplier to avoid that fate."

their platform, so we are happy for them to take whatever they like from ours. The whole sports book is essentially an API. We'd like operators to take the complete package, but realistically that's only going to happen in the very long-term."

WHERE DOES YOUR TECHNOLOGY COME FROM, WHO SHARES IT, AND WHO HAS ACCESS TO IT?

In Martin's view, if you're a sports-betting operator and you're using a one-size-fits-all front-end solution, then you're not in control of your own destiny and long-term success is all but impossible. Metric offers a front-end solution that operators can integrate either completely through Metric Gaming or via any third party provider. "You don't have to migrate away from what's already working," says

Martin. "What you share is the underlying technology. If you take the online casino business as an example, if you have ambitions to become a large casino portal/brand, your biggest hurdle isn't technology. You can get to market very quickly. Everything in casino is open and you can share content from any provider, whether that's NYX, Playtech or Microgaming etc., and you can compose your own menu on their platforms. Sports-betting doesn't work that way. In sports-betting the technology is a massive obstacle. It's not just about speed to market; simply getting to market is so difficult, at least if you want to have any differentiation in your offer."

Customer acquisition in sports-betting is so much smaller in dollar numbers than for the equivalent casino customers, though the

Metric offers a front-end source code solution for that very purpose - a solution that can be integrated into a third-party game server, while allowing the operator to take back full control of its betting user interface. The result is a dynamic, flexible "super client" that allows operators to hand select their favorite content from any number of best-of-breed providers.

"This is what Gamesys understood and what a lot of customers I'm afraid are unaware of," says Martin. "It's something that we've considered anecdotally as the Virgin "ice-cream moment," when they serve ice-cream to you on the plane. It's the moment at which people ask "why isn't everyone doing this?" I think it is the same thing here. Everyone was content with their original mobile phones until someone put a smartphone in their hands. Everyone is content with their sports-betting solution until they see the SuperLive Platform."



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Products

LAND-BASED AND INTERACTIVE GAMING



The Lotto Machine Online Lottery/Slot DataArt & Glück Games

DataArt has commenced the rollout of The Lotto Machine, a real-German developer Glück Games. An industry-first game that provides players with lotto-like pay-outs and is combined with rapid slot-style action, The Lotto Machine was recently pitched by Glück Games at the prestigious ICE VOX conference, where it was selected as the winner of the "Game to Watch" competition.

The latest in a growing line of successes for Glück Games, The Lotto Machine utilises unique game mechanics and offers high base game wins and the potential for very large, lotto-sized pay-outs – up to £1.5 million.

Igor Kozhurenko, Vice President of R&D and Head of iGaming at DataArt, said: "DataArt launched its in-house games development team two years ago and has quickly asserted its unique approach to development. Together with Glück Games, our team not only developed the user experience and front end interface, but pioneered a new concept of real money games, supported by a mix of lottery and slot game elements, created solely for The Lotto Machine."

The Lotto Machine will be directly distributed across Europe via the Glück Games RGCS.

Keyed Dual Security Lottery Instant Games Scientific Games

Scientific Games has unveiled a new, advanced software security system and robotic technologies for lottery instant game security at its Alpharetta, Georgia instant game manufacturing facility, which produces and ships more than 70 percent of lottery instant games sold in the US. The new, patented KDS360 software security system

Avantgarde Trio Casino Slots Merkur Gaming

The second edition of Juegos Miami was marked by an upswing in international visitor attendance and exhibitor participation that has clearly reinforced the position of the show in its Florida location and on the gaming industry's annual event schedule.

Once again Merkur Gaming Americas took a leading role at Juegos Miami. Sponsorship of the event's opening night cocktail reception, use of an exclusive showroom, presenting a multinational team and displaying the very best of the company's 'Made In Germany' product innovations all combined to make Merkur Gaming Americas a standout attraction for the event's visitors at the historic Biltmore Hotel in Miami's Coral Gables.

The Merkur Gaming Americas team, comprising management representation from all of the subsidiary Merkur companies (Argentina, Colombia, Peru and Mexico as well as executive level representation from Merkur Gaming Americas in nearby Deerfield Beach, Florida) together with Gauselmann Group subsidiary companies GeWeTe, the renowned cash handling specialists, and Cashpoint, also had a strong presence.



The product presentation highlighted Merkur Gaming's Avantgarde slant top and its latest evolution, Avantgarde Trio, plus Merkurstar models that collectively featured enthralling and exciting games such as the feature rich Deep Sea Treasure and the Ancient Egypt themed Pharaoh's Riches. As expected, these were games that created excitement and player interaction.

Charles Hiten, Chief Executive of Merkur Gaming Americas, closed out the event by saying: "We predicted that Juegos Miami would take a major step forward this year and demonstrate that this is indeed the event that provides a valuable meeting point for gaming professionals from across Latin America. Juegos Miami is a very special concept event, an unique 'hybrid' that has now successfully proved its worth in Miami and on the international calendar."

Deal or No Deal Scratchcard Online Slots Blueprint Gaming

Blueprint Gaming's Jackpot King has followed up April's huge £3.1million jackpot win with the addition of the popular Deal or No Deal Scratchcard to its ever-growing portfolio.

The progressive jackpot system now features a suite of nine slot games and is continuing to grow with Naked Gun, Count Duckula and Cupid Wild At Heart soon being added – following the relaunch of the HTML5 upgraded version of The Pig Wizard.

Later this year, Genie Jackpot will be another title added to the Jackpot King family, while Blueprint have further plans to expand the franchise.

Genie Jackpot is Blueprint's most successful stand-alone pot title and was the first jackpot game to market with strong bonus mechanics – aiding the



growth in its popularity.

Jo Purvis, Head of Online Sales and Marketing at Blueprint Gaming, said: "Jackpots are a hugely valuable tool for operators to promote their games to their players. Jackpot King gives them the freedom to build up massive pots without the risk of a player winning the prize with another operator, which regularly happens with network progressive jackpots.

"We're thrilled to see Jackpot King continuing to grow and thrive, while giving lucky winners a life-changing amount of money. But this is only the start and we're excited about the future plans we have in store for Jackpot King, as we aim to continue its strong growth."

was developed through a series of advancements in Keyed Dual Security (KDS) technology systems, the foundation of Scientific Games' instant games security. KDS360 extends the protection of an instant game from initial game data generation through the final delivery of the game to the lottery or its retailers, including the critical process of prize balancing.

Joe Bennett, Scientific Games' Vice President of Operations for U.S. Instant Products, said, "There is no

other instant game security technology like KDS360 available to protect lotteries and their players. This software system and robotic technologies are integral to game security and to Scientific Games' ability to provide the most secure instant games in the marketplace."

The KDS360 security system requires separate random number generation keys from multiple and independent parties to shuffle the prizes within a lottery instant game,

and then further extends game security by shuffling games at the individual ticket level during the manufacturing process. The system includes the front-end security infrastructure (secured servers, algorithms, multiple keys and independent oversight), as well as the back-end robotic cells. The robotic cells ensure that each instant game meets or exceeds the lottery's prize requirements and that the correct packs, cartons and pallets are securely delivered to the lottery or its retailers.



Emoji Money Instant Win Games IWG

Online and instant win games, IWG, is set to add a new dimension of fun to instant win gaming with the launch of Emoji Money.

IWG's latest release draws inspiration from the emoji, which is one of the best-known and frequently used digital messaging techniques in the world.

Developed and designed with a mobile-first approach, Emoji Money is sure to provide a fun, playful and engaging experience whether playing at home or on the go. The fast-paced game is set to be released in July to coincide with the launch of the highly-anticipated summer feature film, The Emoji Movie.



Arriva Arriva Online Slots Greentube

Who hasn't heard of the fastest mouse in all Mexico with its Mexican accent and large sombrero, who is quicker than anyone else? Likewise, you will get to your winnings pretty swiftly in Arriva Arriva: Spin the reels faster than a speeding bullet.

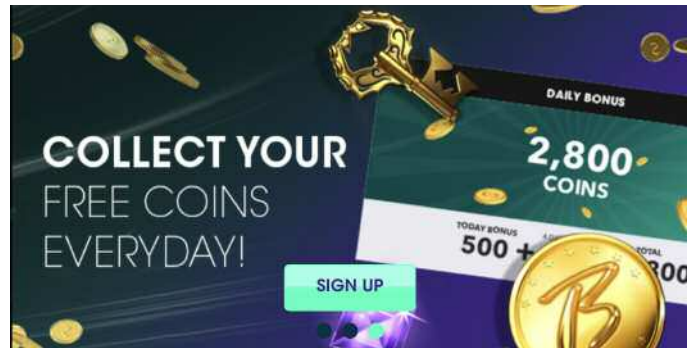
The SPEEDY MOUSE can match all symbols (except Scatter) as a JOKER symbol and therefore complete winning combos. The CHEESE symbol is the Scatter: When it lands at least three times – it does not have to follow a pay line – it triggers the Arriva Bonus game.

In the Arriva Bonus game you see 15 concealed fields. Now you can uncover fields by clicking them until you have found three matching symbols. The number of free games depends on the type of symbol uncovered.

BorgataFree Social Gaming Borgata Casino

Atlantic City's Borgata Hotel Casino & Spa continues to grow and evolve its online gaming product with the launch of BorgataFreeCasino.com – a simulated gaming website that offers slots, table games, video poker, and more. The free-to-play casino site and mobile app can be enjoyed anywhere in the world and features compelling in-game benefits redeemable at Borgata.

"Borgata is thrilled to offer our customers an innovative simulated gaming service with the introduction of BorgataFreeCasino.com," said Steve Nathan, Vice President of



Online Gaming for Borgata Hotel Casino & Spa. "The ability to experience some of the exceptional slots and table games featured here on property from your computer, tablet, or phone for free with the future prospect of integrating with Borgata's loyalty program is another extraordinary incentive for our players."

Launched in early June,

BorgataFreeCasino.com offers over 100 free online casino games, including slots, blackjack, roulette, video poker, bingo, and keno.

Players can earn points online by purchasing credits and redeeming them for tangible rewards from an exclusive collection of Borgata items including room rates, complimentary accommodations, and comp dollars.

R8 Electronic Roulette MultiPlayers Alfastreet

The 2017 edition of the Future Gaming Show in Belgrade, Serbia, has shown the steady progress of the market, establishing the exhibition among the key reference points for the industry. Alfastreet exhibited the latest edition of its R8, a leading electronic roulette not only in the region, but worldwide.

The model on display boasted a full options package, from mechanical keyboards to custom leather upholstery and dedicated colour combinations. Lucky Number Jackpot provides extra thrill per spin, promising high rewards for the avid player – making the R8 the "equipment of choice" for the country's most successful gaming operator, who relies on the technical advantage, quality and durability.

The current R8 is the eighth iteration of the hugely successful model that has been refined in every way, boasting 23ins touch screens, the option to add mechanical keyboards, the latest hardware components available and a completely renewed user interface. Despite the familiar design of the model, it is in every way a new product, designed to push the benchmark for the category even higher.

Another novelty for the local market shown in



Belgrade was Alfastreet Remote – an online platform that allows the operators to easily extend their gaming stations within or outside the gaming venue. Specially designed software and the latest hardware provide operators with a safe and reliable way of reaching their players beyond the borders of their property. Flexible set-ups, separate user and administrator accounts, high-quality video streaming, and top level security give additional value to the property and require far less investment compared to the actual machines inside the casino.

Despite the relative stagnation the local market is currently experiencing, Alfastreet considered the Future Gaming Show a success, with high attendance from neighbouring countries and the possibility to meet and greet friends and partners. Alfastreet remains a dominant force in the wider Balkan area, with a supremely capable product in the world of the electronic table games.

Spin It Grand Casino Slots Aristocrat

Aristocrat's J*Series of games are specifically created for players who like a gaming experience with frequent jackpots, and the new Spin It Grand collection is a SAP family with a new wheel-style mechanic in the top box.

Spin It Grand is available in Aristocrat's Helix and Helix+ cabinets and is a 3x5 50-line game with a one-level jackpot and two bonus prizes, which are awarded in the Spin It Grand feature. Spin It Grand comes to casinos with two fun base games: Fabulous Riches and World of Riches. Each is a 50-line game with high volatility and a frequent feature frequency. Denominations

range from 1c to 25c, and max bet is 500 credits.

The main action takes place on the bottom screen while a scrolling wheel in the top screen entertains players by showcasing the bonus credits and jackpots that can be won. Traditional core-game style play is enhanced with Wilds and with Spin It Grand symbols that increase different segments in the wheel on the top screen.



Products

LAND-BASED AND
INTERACTIVE GAMING

Sunny Shores Online Slots Yggdrasil



Yggdrasil Gaming aims to transport players to the beach with its new slot, Sunny Shores. The feel-good slot, utilising Yggdrasil's HTML5 client framework iSENSE 2.0, will take players on a break as they immerse themselves in its colourful graphics and captivating gameplay. The vibrant game incorporates beautifully simple fruit symbols, set in a tropical paradise where players will have the chance at big wins across the 5x5 slot.

Lucky Lucky Sidebets Interblock

Interblock has formed a partnership with Aces Up Gaming Inc., the exclusive distributor, and Seven Gaming to offer Seven Gaming's Lucky Lucky side bet content across its multi-game Diamond Blackjack platforms. Lucky Lucky is a player-popular Blackjack side bet offered on live table games.

Paul Omohundro, Vice President of Product Management at Interblock, said, "Interblock is thrilled to make Seven Gaming LTD's Lucky Lucky side bet content available to players through our Diamond Blackjack platforms. This partnership reflects our dedication to delivering a wider range of gaming content that benefits both players and operators."

Charlie Drennan, President at Aces Up Gaming Inc., said, "The Lucky Lucky side bet is quickly becoming the premier side bet option for



Blackjack tables worldwide. Currently Lucky Lucky is being played in hundreds of casinos including 23 states in the U.S, Puerto Rico, Canada, and Mexico, and agreements are in place for the Australia, New Zealand, Philippine and South American markets. The reason for its success is the ease of play, multiple pay table options for the operator, and a 24 per cent hit frequency for the player. Aces Up Gaming Inc. and Seven Gaming LTD have also partnered to develop a state of the art progressive system that will feature the Lucky Lucky progressive game, which is in the

final certification phase and will be available for play this summer."

The Lucky Lucky side bet will be offered first on Interblock's Diamond Video Blackjack game, and will later be available across other Interblock multi-game/multi-play devices. In addition to the Lucky Lucky side bet, the company will offer two additional side bets including Galaxy Gaming Inc.'s 21 + 3 and Interblock's Lucky Aces, which allow players to wager on up to three side bets at a time and feature an all-new 3-D Virtual Dealer.



Belgrade Show Components SUZOHAPP

SUZOHAPP demonstrated its dedication to local markets at the Belgrade Future Gaming show, together with local distributor Pionir 2 d.o.o. SUZOHAPP displayed a variety of unique components and solutions to meet the needs of manufacturers and operators.

Amir Saluhovic from SUZOHAPP commented: "We have been active for many years here in Serbia and we enjoy a strong market share. We have the right solutions and a great distributor here."

Pionir 2 d.o.o. General Manager, Rajko Marjanovic, commented: "We are here to advise our customers as to how they can best make use of the extensive solutions from SUZOHAPP. We know our market and have earned a strong reputation."

Ljubomir Simic, Sales Manager at Pionir 2, added: "The first day started with a bang. It is a pleasure to support such a professional company in Serbia. It is so exciting as the number of solutions that SUZOHAPP provides continues to increase, so our opportunities are growing accordingly."

Popular SUZOHAPP products in Serbia include: the VisionPRO range of monitors, Comestero change machines and RM5 electronic coin mechanism, hoppers (Flow, Evolution and Cube) and toppers (in particular the video topper SH 1950).

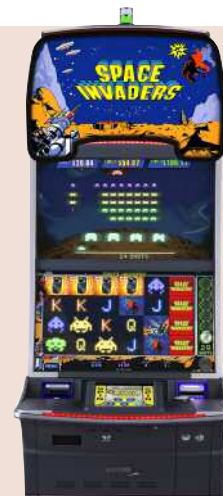
As global partner for ELO touchscreens and TransAct printers, these key products are prominently positioned on the SUZOHAPP stand.

Space Invaders Skill-Based Scientific Games

Scientific Games has launched its first slot machine with a skill-based bonus – SPACE INVADERS – featured on the Blades32 cabinet. Based on the popular classic arcade video game, which was originally released in 1978, SPACE INVADERS is a six-reel, 60-line slot game that features a number of bonuses including free games and the SPACE INVADERS Bonus. Channeling the original alien shooter game, the SPACE INVADERS Bonus allows the player to control a laser cannon, moving it horizontally across the bottom of the screen while trying to shoot down rows of descending aliens, collecting credits, advancing levels and vying for one of the multi-level Jackpot Pools.

Players also have the option to bypass the base slot game and Buy a Bonus on demand, taking them directly to the SPACE INVADERS Bonus where they play with higher credit win levels than the normal base game.

"SPACE INVADERS is one of the true classic video arcade games



and a childhood favorite for many who grew up in the era of video games. We are thrilled to bring this iconic game to casino slot game play," said Derik Mooberry, Group Chief Executive of Gaming for Scientific Games. "Our development team worked diligently to ensure that our first skill-based game featured authentic SPACE INVADERS game play, complete with its familiar alien symbols and correlative music, and we are certain that players are going to be captivated with this compelling new game."

SPACE INVADERS is currently available in New Jersey and will soon be available in various jurisdictions throughout the US.



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Casino King UK Cat C Digital G Squared Games

Since its launch in January 2017, G Squared Games' Casino King is enjoying exceptional performance across a large and varied estate.

Select Gaming's Jonathan Powell has confirmed that with a strong game portfolio and exciting new game releases such as Moo York at the Movies and Mushrooms vs. Monsters, Casino King is set to deliver outstanding results well into the future: "We're delighted to report that Casino King is indexing above all comparable digital cat C compendium product across a wide range of sites, including those in independent ownership and the estates of multiple retailers."



Penalty Kick Sports-betting InBet Games

InBet Games has revealed its new game, available as part of the InbetVProducts utility software, Penalty Kick, which combines elements of both dynamic action and football drama. The idea behind it was the drive to replicate one of the most nail-biting moments of the Game – a penalty. Will the kicker be victorious, or will the goalkeeper make an unlikely epic save? W

Penalty Kick's 3D simulation will keep players guessing until the very last second. Betting on wide range of outcomes makes for extra excitement. The length of each round is two minutes. For convenience, the statistics for last 120 shots are displayed for the player.



New Online Platform Virtual Sports Golden Race

Golden Race, will be showcasing its entirely new ONLINE platform and the direct to mobile experience at the iGaming Super Show in Amsterdam.

Golden Race's ONLINE platform is entirely unique in the industry. Built from the ground up to be the only real, complete sportsbook with virtual results, it contains all the features that players love from real sports betting, including combination bets, bonuses, and multi-event betting across different sports.

A complete, fully functional, fully manageable solution, including

instant odds, limits, and margins adjustment, powered by the certified RNG backed, multi-regulatory body licensed, retail-proven platform. Provide this intuitive system to players and engage them instantly, wherever they are, 24/7.

Also on display will be the newly updated 3D Virtual Football, featuring engine updates, improved visuals, new intro and penalty sequences, and new camera angles created in collaboration with professional soccer cameramen.

With all the major leagues in the world – each with their own unique odds created by professional bookmakers, the ability to create any custom competition desired, and

professional commentary in all major languages – available in three formats across a variety of hardware solutions. Golden Race is the only company in the industry able to provide a 3D football solution live-rendered – meaning that each event is generated on the fly. No repeated pre-rendered video clips are used, and whole new leagues update in seconds!

The award-winning Real Fighting, the Golden Box and Golden Box Compact all in one retail solutions, self-serve terminals, and the complete suite of winning games including Live Games, real video races, Perfect 6, and Spin 2 Win all will also be featured. Golden Race welcomes all attendees to join them at Stand N15 of the iGaming Super Show.

Age of the Gods - God of Storms Online Slots Playtech

Playtech has unveiled Age of the Gods God of Storms, the eighth game in the Age of the Gods series of legendary slot titles.

Following the rapid success of the first seven superhuman Age of the Gods titles that have witnessed significant international player uptake and extended session times for Playtech's licensees, this newest arrival caters to the increasing demand for further godlike games.

Playable on any device, this mythical five-reel, 25-line progressive jackpot slot will transport you back to Ancient Greece, and is awash with unique features and bonuses, offering players even more chances to win.

Prepare to be blown away by the stacked 'Wild Wind' re-spin feature, activated when the Ship symbol



lands across the reels, summoning the God of Storms for up to four re-spins and rising win multipliers up to five times a player's win. All wild symbols are stacked three symbols high on the reels, offering players the chance to win some mega money pay-outs.

Players are also in with the chance of winning one of four linked jackpots on any spin, creating an intense and unpredictable gaming experience, certain to go down a storm across Playtech's casino network of top tier licensees.

Age of the Gods God of Storms is the latest title to set sail from

Playtech's industry-leading portfolio of hundreds of progressive jackpot games.

James Frendo, Casino Director, Playtech, said: "The global success of our Age of the Gods suite across our many international licensees and their players has been incredible, adding a dynamic dimension to our extensive casino offering of more than 600 cutting-edge and classic, tried and tested, best-performing titles.

"Our latest addition, bursting with unique features and bonuses, is certain to take the gaming world by storm!"



MLT one Platform VLTs Multilateri

A new entrant to the VLT sector made its debut at the Belgrade Future Gaming 2017 show in Serbia. Unveiling a sophisticated gaming system for VLT tablets, the MLT one platform from Multilateri made a significant impact at the expo.

The MLT one offers a fresh take on the VLT segment, with a contemporary twist to its model lines to suit all manner of gaming halls and salons. All workmanship and components for the MLT have been designed in-house by the Multilateri team, which not only offers standard wall cabinets and standalone units, but VLT tablets provide the widest possible functionality. The units offer slot games and an interactive roulette game in full HD, with the company seeking developers with whom Multilateri can partner to offer notified exchange rate bets.

Spring Console Sports-betting Betconstruct

The unveiling of the industry-first Spring Console on July 11 in Amsterdam, Netherlands will mark a milestone for BetConstruct and the entire gaming industry. Ahead of the iGaming Super Show 2017, the award-winning technology provider will hold the big reveal of its Spring Console that is designed to empower B2C providers, large and small. The innovative console is the first of its kind on the ever-evolving betting and gaming landscape.

"The console, a real game changer in our industry, is another step to more flexibility for both operators and providers," says BetConstruct Executive Chairman Vigen Badalyan. The Reveal of the Spring Console will combine the presentation where BetConstruct will share details about the console with good debate, great food and fantastic entertainment.



Next Six Draw Games NSoft

NSoft released its brand new virtual game - Next Six. The best description for the game is "Live betting in a draw based game of chance". It was presented in for the first time during Belgrade Future Gaming expo. As opposed to other draw based games that allow betting only before the start of the event, Next Six allows the players



to join the game at any point. They can place wagers on the outcome of the next ball or the next six balls, which is games' trademark. Domagoj Marić, Senior Product Manager at NSoft (above): "At first glance, Next Six looks like a classical draw based game of chance, while a second look reveals the features this game has to offer - the betting period is open almost all the time and odds change after each ball drawn, to reflect the current draw".

Similar to live betting, odds change to match the current situation on the field (the draw). However, due to its speed, the game is specially designed and available only for Web & Mobile.

By developing its state-of-the-art software solutions NSoft is devoted to creating a business environment which will maximize its customers' sales opportunities and empower their company to reach new levels of growth.

Beautiful Bones Online Slots Microgaming

Beautiful Bones is a five reel, 243 ways to win, visually superb slot. The Day of the Dead-inspired slot features vibrant and elaborately decorated reels, which truly bring this game to life.

The slot has a wild spin again feature, whereby any three symbols of a kind linked up horizontally or vertically will award an extra free spin. For that spin, the centre symbol position will turn wild.

Featuring a Sugar Skull collection mechanic, Beautiful Bones is designed to keep players engaged. When a scatter symbol lands on reels one or five, a sugar skull is awarded and placed on the sugar skull meter. When a player hits 10 or 20 sugar skulls, the player can either enter free spins or continue the accumulation, aiming to hit 30 sugar skulls which automatically triggers the top tier free spins bonus; during which there are 18 free spins with a 5x multiplier! Not forgetting, the wild spin feature is also



active in the free spins round, potentially rewarding some bone-shaking wins.

Beautiful Bones goes live to operators on Wednesday 7 June 2017. Watch the game promotional video here.

David Reynolds, Games Publisher at Microgaming, comments: "Beautiful Bones is a stunning game that combines a bold and colourful theme with a top-notch game engine, where players earn bonuses and then have the freedom to choose their free spins rewards."

SSBTs Omni-Channel Playtech BGT Sports

Playtech BGT Sports (PBS) has extended its Self Service Betting Terminals (SSBTs) agreement with Betfred to expand its coverage across the bookmaker's entire retail estate. As part of the deal, PBS will supply an additional 570 terminals to the UK bookmaker, which takes its total number to over 2,800 across its 1,700-strong estate.

The deployment of machines is expected to be completed before the start of the new football season in August. In addition, PBS' innovative mobile BetTracker

product has also been released across the Betfred retail network.













The phone app allows customers to transfer their sports bets to their mobile devices after placing them in-shop, track their bets and cash out back to the terminal.

John Pettit, Managing Director for UK, Ireland, Asia, and Australia at Playtech BGT Sports, said: "The agreement underlines the strategic importance of our product to those operators wishing to grow incremental revenues. We are

particularly delighted to see BetTracker released across Betfred's retail network, marking a significant step in our mission to digitise the retail betting space!"

Mark Stebbings, Managing Director of Betfred Retail, said: "The growing popularity of SSBTs, our record-breaking football business and the growth in in-play turnover were the key reasons behind our decision to expand this service across all our betting shops. We've witnessed a growing trend towards the use of self-service terminals, so to expand them to our entire retail estate was the logical next step for us."

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