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WELCOME

WELCOME TO ICE ASIA DIGITAL

While the in-person event has been rescheduled for 27-28 May, 2021, it is my pleasure to welcome everyone to our inaugural ICE Asia DIGITAL. It is great to see so many of you online wanting to connect and interact.

Bringing three days of live streamed content, this event has been designed to deliver a comprehensive selection of discussion, expert insight and thought leadership in an online webcast environment.

As an exhibition business, shifting into a digital environment has involved engaging the team in a new challenge, but thanks to a collective and collaborative effort we're able to continue to provide content dedicated to current trends in the fast-moving Asian market - be those land-based or hospitality tech-related.

We have over a thousand people signed up from all areas of the industry, including land-based, casino and hospitality technology. There's also a mixture of operators and suppliers from all over the world, so I encourage you to connect with as many people as you can!

Once on the event platform, you will notice a number of exciting functionalities, which put usability and connectivity at the forefront. This will allow you to easily access the live stream for each session, take part in discussions with industry leaders, customise your schedule and chat face-to-face via video calls with those who are eager to learn and do business, despite current difficulties.

Our thanks go out to all our sponsors, partners and associations who have been driving this initiative forward with us and I hope that you have a great experience throughout.

Greg Saint

Event Director | Clarion Gaming



DAY 1 HIGHLIGHTS

Day one of ICE Asia Digital 2020 began with anchors **Chris Wieners of HOGO** and **Joji Kokuryo of Bay City Ventures** touching on the loss of Dr. Stanley Ho and the profound effect he had on gaming in Asia and all who have any connection to the industry. The two then reviewed the planned day, with a heavy focus on the discussions that were to be built around the regional gaming scene post COVID-19 and reminder of the “new normal” that will inevitably arrive when operations and travel resumes.

Day one keynote address was given by **Andrea Domingo**, the Chairman and CEO of **PAGCOR**. A major supporter of the event, she discussed the future of gaming in the Philippines and the effects COVID19 has and will continue to have on the industry at large. She also touched lightly on POGOs, a major discussion point throughout multiple sessions on the first day.

What followed was a lively session on the outlook for Asia gaming as a whole with experts **Alidad Tash of 2nt Ltd**, **Kevin Clayton** (a board advisor and consultant) and **Vitaly Umansky of Sanford C Bernstein**. The group discussed the impacts of COVID19 that casino operators are expecting in both the short and long term and touched on key strategies that regional land-based properties should be taking today to plan for the future. Alidad touched on his previous expertise with a variety of Macau operations, as did Kevin. Vitaly was resourceful in providing

data points in previous research works he has provided as part of his senior research analyst role.

An **IMGL Masterclass** commenced, moderated by **Jamie Nettleton of IMGL** overseeing a panel of regional experts with a wealth of knowledge in Singapore, India, Australia and Southeast Asian gaming. **Michael Sarquis** of the **Department of Justice and Attorney-General for Australia** discussed the steps that his country is taking in both the relaunch of gaming operations and possible opportunities for the future of gaming as regulators juggle operational demands with health and safety. The panel shifted to discussions on both Singapore and its current state of suspension for gaming operations as well as what the future may hold for other South Asian markets.

As the industry struggles with how to plan for a post-COVID19 world, operators, regulators and players are all looking at ways to engage. The final session of the day discussed in detail the opportunities around the integration of digital iGaming and land-based casino operations. Moderated by **Harmen Brenninkmeijer of Dynamic Partners**, the panel included **Jonathan Pettemerides** of Rank Group, **Erwin Dickman of Asia Live Tech** and **Wolfgang Bliem**



of **Casino Luzern**. Discussions included an honest conversation around Asia’s “readiness” to move to online, with clear disagreement between the panel members. While some believed the lack of international travel and the need for jurisdictions to drive gaming revenues would see an increased interest, others were doubtful that the regulatory bodies in Asia were ready to commit to a more open iGaming market similar to those found in Europe.

The day closed with the anchors discussing the general takeaways, specifically the importance of operational planning and market readiness for the near future which will see a very “new normal” for operators across the globe.

To watch the full-length stream of each session held on Monday, 8 June during ICE Asia Digital, please [click here](#).

DAY 2 HIGHLIGHTS

Day two of ICE Asia Digital 2020 kicked off with anchors Andrew W. Scott of Inside Asian Gaming and Tom Nieman of Apollo Gaming Group recapping the previous day's events and focusing on the topics to be covered on the second day. There was discussion around the change of topics and the shift to a very land-based IR discussion around the second day of seminars. It was also noted that COVID19 will continue to be a central topic, not only during ICE Asia 2020 but in the weeks, months and years to come.

The Day 2 keynote saw a session by **Andrea D. Domingo**, the Chairman and CEO of **PAGCOR**. She instilled PAGCOR's continued support of industry events like ICE Asia and the groups desire to both learn from and help guide other jurisdictions, including around the regional growth of iGaming.

The following panel shifted gears to focus on Vietnam, one of the fastest growing economies in Asia. **Steve Wolstenholme**, the CEO of HOIANA, **Hoi An South Development** walked through his experiences in the market and plans for the future. In addition to the launch of HOIANA, Steve focused on the development of tourism and gaming across Vietnam as a whole and the major strides the country has taken in promoting investment into the gaming market.

The following session included a "Fireside Chat" hosted by **Fred Gushin** of **Spectrum Gaming Group**. Speaking with **Jose**

Angel Suerio, CEO of **PH Resorts**, the discussion centered around the re-opening of Asia's casinos and what that may look like in the "new-normal" post COVID-19. The duo focused on both gaming and non-gaming revenue opportunities and threats, and what gaming operators should consider when re-launching their casinos.

A quick take session included **Lusine Khudaverdyan** of **BetConstruct** who discussed eSports and the future of the industry as it relates to Asia. Lusine was followed by an interview with **Walt Power** who brought years of experience in gaming markets from around the world to the table. Walt's most recent stints included Macau and Vietnam where he is currently based. He drew comparisons between the two markets, noting the successful measures that were undertaken in both countries to mitigate the spread of COVID-19 and thus allow for what will hopefully be a fast recovery for tourism and gaming.

Attention shifted to Japan, where **Brendan Bussmann** of **GMA** spoke with **Ayako Nakayama**, **Kazuaki Sasaki** and **Toru Mihara** in the discussion of Japan's IR development timeline and political aspects which may change those timelines moving forward. COVID-19 and a variety of other political factors were discussed,



including an important focus on what it may take to further re-excite operators in a market which was once seen as one of the largest globally, second only to Macau. **Dominic Carter** followed with his thoughts on how to analyse the public perception of the IR industry and what it might take to sway public opinion in the country.

The final session of the day was headlined by **Annie Siara** of **86 Connects**. With previous experience in Macau, Annie discussed how COVID-19 continues to affect Chinese tourism and overall consumerism including a focus on what operators and those targeting Chinese customers need to understand moving forward.

The day closed with a sneak peek at the Totally Gaming Masterclass sessions to be launched on Day 3, as well as an overview of an anchors panel which was announced for the final day of the event.

To watch the full-length stream of each session held on Tuesday, 9 June during ICE Asia Digital, please [click here](#).

HOW TO PREPARE FOR YOUR VIRTUAL VISIT

1

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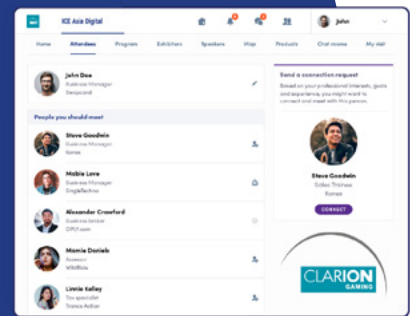
Begin connecting with your peers, customizing your program and scheduling one-on-one video meetings ahead of the live event.

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AGENDA



WEDNESDAY, 10 JUNE - TOTALLY GAMING ACADEMY MASTERCLASSES

🕒 FROM 3PM ICT / 4PM PHT / 5PM JST / 9AM BST / 10AM CET

The international leader in Gaming training, Totally Gaming Academy will provide ICE Asia Digital participants with the chance to benefit from training sessions during the event - led by the best in the business.

These courses are usually paid-only and command high value and equally high demand - but this day will be free for you and your peers, covering AML & CFT, casino commercialisation and social gaming for landbased operators.

SESSION 1: TAKING YOUR CASINO ONLINE WITH SOCIAL GAMING

Social gaming is one of the most immediate steps Brick and Mortar casino operators can take to expand their operation online and engage their customer base off-property.

In this session, Itsik Akiva and Jason “Wolf” Rosenberg”, two online gaming experts and Totally Gaming Academy trainers, will provide you with the essentials to understand and implement social gaming, including product characteristics and features, the regulatory landscape, economics and monetization models, technology and integrations, and will explore the benefits of offering social gaming.

Trainers:



Itsik Akiva, Online Gaming & Marketing Consultant, American iGaming Solutions



Jason “Wolf” Rosenberg, CEO/ Founder, American iGaming Solutions

[REGISTER FOR THE SESSION](#)

SESSION 2: THE POST-COVID-19 CASINO FLOOR - HOW TO TACKLE NEW HEALTH REGULATIONS IN LANDBASED CASINOS

The practicalities of opening up again are taxing the minds of casino managers worldwide. In the second presentation of the day, Robert Brassai of Sense4gaming, Totally Gaming Academy's Table Games trainer, discusses the issues, options and considerations when balancing safety and local regulations against providing a welcoming environment.

Trainer:



Robert Brassai, Principal Consultant/ Owner, Sense4gaming

[REGISTER FOR THE SESSION](#)

AGENDA



WEDNESDAY, 10 JUNE -
TOTALLY GAMING ACADEMY MASTERCLASSES

SESSION 3: MANILA TO MACAO: MULTI-CHANNEL MONEY LAUNDERING

A quick look at the changing landscape of AML in Macau and Manila and calls for actions.

Trainer:



Christina Thakor-Rankin, Principal
Consultant, 1710 Gaming

 **REGISTER FOR THE SESSION**

KEYNOTE: THE KOREAN MARKET: GROWTH AND FUTURE DEVELOPMENT, MOHEGAN GAMING & ENTERTAINMENT

Post COVID-19 - how is this going to affect the development of Korea and the inbound customer base - key insights around the development of Mohegan Sun's Korean property.

Speaker:



Christopher Jones, VP of Corporate
Finance & Development, Mohegan
Gaming & Entertainment.

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INTERVIEW

Itsik Akiva, Online Gaming & Marketing Consultant, American iGaming Solutions



Itsik Akiva is one half of the team that brings us one of Totally Gaming Academy's most popular courses, Online Gaming Masterclass, and now the Online Gaming Virtual Masterclass as online learning. We caught up with Itsik prior to the session with his business partner Jason "Wolf" Rosenberg to talk about training, his experiences as a trainer and why social gaming can help landbased casinos to bring balance to their operation during the pandemic.

Clarion Gaming: Tell us about your own background – how did you get into the Gaming sector and then into training?

Itsik Akiva: I come from a marketing background. I started in the political field where I managed campaigns for candidates. Then in the early 2000's I was introduced to the fast growing online gaming industry and loved the dynamic pace, the creativity and the ability to leverage digital marketing. Until 2012 I worked for Everest Gaming, which back then was a dominant poker and casino operator, and when the company was bought I decided to start my own consultancy company. Consulting has enabled me to share my own knowledge, expertise and best practices with operators which are new to online gaming, and at the same time continue to learn and diversify my experience by simultaneously working on multiple projects and touching on various aspects of the business.

3 years ago, I joined forces with a fellow consultant, Jason "Wolf" Rosenberg, and together we were able to expand the services and level of expertise we offer clients under the American iGaming Solutions brand and further grow the business to service clients across the globe. In recent years we have helped many B&M casino operators select, integrate and launch new online gaming technologies, including real money iGaming (where allowed), social gaming, online engagement tools etc.

Teaching and sharing of knowledge has always been an integral part of my style of consulting as I believe in a practical and hands-on approach, and partnering with Clarion's Totally Gaming Academy has enabled us to provide exactly this type of training to wider audiences worldwide. We find this experience to be very rewarding.

CG: Why is training particularly important during a time like this?

I A: The challenges we have been dealing with during these unique times will very likely be the catalyst for many changes. In the gaming industry we anticipate a stronger move towards expansion of the traditional B&M offering from a pure offline strategy to one that incorporates

online components. The online elements will depend on regulations and market conditions and may include real money iGaming, Social Gaming, or other types of online engagement and retention tools.

Many operators will now find themselves navigating uncharted territories, and they are likely to do so with a high level of urgency. It is important that when they enter this process they are equipped with the right tools to properly understand and evaluate their options, otherwise they might make expensive mistakes. It is also important to understand that not all the gaming solutions out there are a good match for all operators. Properly specifying the organization's needs and selecting the solution that is the best match is a crucial part of the process which we cover extensively in our training.

CG: Why do you think (the subject you've chosen) for your session @ ICE Asia is particularly important a) at this point in time and b) in this part of the world?

I A: Many casinos had to temporarily shut down operations due to the pandemic. Those that already had an online strategy in place were able to continue to engage their users and even generate revenue. Other operators came to a realization that they must adjust their strategy and incorporate online elements.

Of the available online options, we see Social Gaming as one of the most powerful tools a B&M operator can adopt in order to engage and monetize their customers off property. Given that these games are extremely popular with casino patrons it only makes sense to casinos to offer them to their customers and engage them with the brand while away from the property, rather than leave them to play similar games with competitors or with commercial social gaming companies.

Due to the fact that such products are not considered gambling, operators are able to adopt such solutions and offer them to their players without regulatory hurdles and in a relatively short time from concept to launch.

Akiva is set to discuss Taking Your Casino Online With Social Gaming, on June 10th. **Click here** to add to your schedule of sessions you want to stream.

INTERVIEW

Christina Thakor-Rankin, Principal Consultant, 1710 Gaming



As one of the great advocates for both social responsibility and equality within gaming industry, Christina Thakor-Rankin understands the importance of creating smoothly run operations. As a trainer for Totally Gaming Academy, Ms. Thakor-Rankin covers both Responsible Gaming and AML/CFT subjects.

Clarion Gaming: Tell us about your own background – how did you get into the Gaming sector and then into Training?

Christina Thakor-Rankin: I've been in the industry coming up to 30 years now. I needed a job that fit around my studies whilst at the university so started working weekends at a company called William Hill. I found I really enjoyed it and once I discovered I could actually pick winners and make money that way too it was pretty much a done deal. For the greater part of my career I've managed operations - everything from trading to customers support and everything in between. I've found over the years that a company's biggest asset is its people - so why wouldn't you invest in them through training and development. For me well trained, knowledgeable teams make for happy customers and healthy bottom line. Once I realised that I started to take a far keener interest in training.

Clarion Gaming: Why is training particularly important during a time like this?

C T-R: It's not so much training as learning and understanding. When we look at some of the fines and sanctions levied by regulators, and sure some of them are because operators knowingly thought they were smart enough to out-smart the regulator or thought they wouldn't get found out, a lot of it is down to operators not fully understanding exactly what they should be doing. For instance - money laundering regulations have thresholds and checks at various points but the criminals know that too. If all operators are doing is going down a checklist, it's not going to take the criminals too much effort to figure that out and find a way of working around it. If you understand what it is that the regulator wants you to do, then it becomes much easier to do it. Also the tide of public support is starting to turn as the spotlight moves towards social responsibility and problematic play, as more and more stories of harm start to come out. The industry needs to learn from this and be seen to be doing something. If operators aren't sure what they should be doing a training course is a great place to start.

Clarion Gaming: Why do you think (the subject you've chosen) for your session @ ICE Asia is particularly important a) at this point in time and b) in this part of the world?

C T-R: Casinos, POGOs, corrupt law enforcement officials aiding and abetting the movement of funds, casinos being used to launder the proceeds of a spectacular bank heist involving 5 maybe 6 countries and one of the Philippines biggest banks and gambling companies, as well as China actively pushing for the banning of online gambling is the big story right now.

Filipino Senators are asking big questions and the answers will have a big impact on the future of the industry.

Clarion Gaming: How have you and Totally Gaming Academy continued to provide training during the crisis?

C T-R: Like we're doing at ICE Asia – virtually, with a combination of short 'free' sessions on a range of topics and more detailed courses over a number of days, two or three hours at a time.

All our virtual classes are listed here: <https://www.totallygamingacademy.com/virtual-masterclasses>

Clarion Gaming: What should the delegates at ICE Asia do if they want to take this further and commission some training for themselves and their teams?

C T-R: You can contact me or Totally Gaming Academy at adam.roebuck@clariongaming.com after the event on Wednesday and we can organise a tailored course!

Thakor-Rankin is set to discuss Manila to Macao: Multi-channel Money Laundering, on June 10th. **Click here** to add to your schedule of sessions you want to stream.



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GREY IS THE NEW WHITE: INVESTING IN ASIA

There are clear reasons why the smart money is shifting east, but as we found with Europe, this grey honeymoon is not indefinite, writes **Julian Buhagiar**

It is a truth universally acknowledged that an investor's long-term success is based mainly on their risk strategy.

Let's unpack this a bit. Broadly speaking, investments can be classified into three risk groups. At the lower end of the risk spectrum, pension funds – the destination for pragmatists' retirement – usually have between 5-10% of their management vested in highly volatile asset classes.

In the middle segment, there are specialist funds, particularly the emerging markets and derivatives categories, which take on a significantly higher proportion (typically 20-30%) of larger-spread investments based on the promise of higher returns.

At the upper end, there is private equity and venture capital, and they

have a wholly different approach to risk. For instance, VC-based funds, where I spend most of my time (and money), price in an assumption that out of every 10 start-up investments, four will fail (hopefully with a sufficiently gratifying explosion), another four will just about return the original investment, and the remaining two will be stratospheric superstars. So, at any one time, it's safe to assume that at least 50-60% of PE/VC money is invested in high-risk assets.

“This year – thanks in no small part to Covid-19 – carnage will be unleashed on stock prices that will be felt for the better part of a decade”

SHOW ME THE RETURNS

Here's the clincher. Out of all these different investments, which asset classes have been recently delivering solid returns to their shareholders?

Not the pension funds, indeed in recent years many of these asset classes have been tracking way below standard stock market indices. And this year – thanks in no small part to Covid-19 – carnage will be unleashed on stock prices that will be felt for the better part of a decade. Witness how many normally robust stocks are in decline this year. If you're thinking of retiring soon and living solely on a classic pension fund, it probably wouldn't hurt to sit it out for a while.

Neither are specialist funds faring any better at present. Boutique asset classes, while seemingly defying gravity

over the last few years, have found an Achilles heel when markets start to panic. In otherwise normal times, it makes sense to focus portfolios on more niche areas. Emerging markets, rare earth minerals, future lithium reserves: all were great topics of smug and savvy post-dinner prattle along with the Armagnac. But, as with all trends, they rapidly lose their edge once sentiment gravitates. Buy the rumour, sell the news indeed.

It doesn't fare any better with crypto-based investments, at least on anything more sophisticated than 'hodling' (storing bitcoins in feverish belief that their real-world value will eventually reach the moon – no, me neither). The recently announced crypto funds, for example, attempt to stabilise the volatility in crypto-asset prices by locking them into longer-term well-behaved mixed asset classes; hence why most five-year crypto ETFs have predicted returns that are lower than the expected prices of their underlying crypto assets. But as can be seen from the recent crypto-massacre they are still classed as high risk; whether Bitcoin will be \$2,000 or \$200,000 in a 3-5 year investment horizon is anyone's guess.

So where is the investment edge with VC-backed funds? Most start-ups are not impervious to market shakers; indeed this year will be harder than most for many pre-profit based companies. But quite a few funds have a few high-performing assets – some even unicorn potential – up their sleeves, and most of them are pointing eastward.

ALL POINTS EAST

Why is there such a concentration of value in Asia at present? First off, this is not a trend specifically limited to gaming. From a business perspective, finance and especially tech have been investors' destinations of choice in Asia.



Almost without exception, these early-stage businesses are replete with hard-working founders on minimal salaries and 18-hour days, and no entitlement. Also, when coming from Europe it's almost impossible to comprehend the full potential of a market that is still nascent yet already orders of magnitude larger in opportunity.

Here's one example to show how a crypto-based investment can be done properly. A Hong Kong digital asset platform has recently floated on the stock exchange offering full brokerage and futures pricing on most prominent crypto assets, and – importantly – backed by full banking liquidity. In a few weeks, it is already worth twice its initial outlay. From an investor's perspective, this is truly a goldmine.

From a gaming vendor standpoint, prospects are even more compelling. Faced with an over-regulatory stance in Europe, and a still-nascent market in

the US, Asia feels like a refreshing industry for gaming money. Still basking in mostly grey markets, and little to no incentives to go white anytime soon, it's clear that there's money to be made in the short to medium horizon. Furthermore, no other continent boasts both the largest (Japan) and smallest (Vietnam) global player lifetime values, together with similarly record-breaking proportional acquisition costs. Get your LTV/CAC ratios right here, and talk of your investment fund returns will be the stuff of legend at your kids' birthday parties.

Which is why practically most of the gaming stocks at the moment – especially, and somewhat counter-intuitively, the public players – have no qualms about broadcasting their activity in the East. It seems strange that vendors and operators – Bet365, Scientific, Playtech, SBTech and NetEnt to name a few – that invest so much of their operating capital to ensure they fully comply with markets in Europe have no qualms reporting their quarterly takings from non-regulated markets. And investors seem to be happy to take their dividends from these markets for the time being.

50-60%
Percentage of PE/VC money
invested in high-risk assets



“THERE IS AN INCREASING NUMBER OF VERY TALENTED, ASIAN-SPECIFIC CONTENT PLATFORMS THAT CONVERT VERY HIGH LIFETIME VALUE PLAYERS INTO LONG-TERM CUSTOMERS. COUPLE THAT WITH A SUITABLE ACQUISITION AND ENGAGEMENT NARRATIVE, AND YOU HAVE A LUCRATIVE RETURN ON INVESTMENT”

But the Asian-focused gambling start-up scene is possibly one of the most exciting areas of investment. There is an increasing number of very talented, Asian-specific content platforms that convert very high lifetime value players into long-term customers. Couple that with a suitable acquisition and engagement narrative, and you have a very lucrative return on investment. That is where the smart money is currently at.

In retrospect, the reasons behind this broad shift to the East are clear. Faced with declining revenues (and increasing fines) from traditional old-world markets, any self-respecting fund will rapidly embrace any new strategy that diversifies profits and augurs medium-term growth. Which is why legacy (read: pension) funds are now replacing their recent chant of ‘gaming is bad’, and replacing it with ‘(Asian) gaming is better’...

EVERY SILVER LINING

To every strategy, however, there is a downside. As with Europe, this grey honeymoon is not indefinite. That said, unless there is a concerted national and territorial effort to regulate, expect the process to be long drawn out and

not without delays. Witness how long it has taken Australia to regulate and is still a work in progress. Naming and shaming and/or IP-blocking a couple of scapegoats won’t deter the market from the rest of the (now black) operators and myriads of Curaçao-licensed platforms from supplying content where there is ample demand. Even here, this newly created black market will continue for the foreseeable future, albeit with declining revenues.

Thus, for the time being, focusing on Asia looks like a safe bet. But as with all smart strategies, there should always be a diversified approach to investments. VCs, based on decades of hedged betting, tend to do this out of the box, and gradually we are witnessing this happening across other dynamic funds. In the meantime, going long on stocks that are happy to increase their Asian exposure looks like a relatively good strategy. Which is, of course, deliciously contradictory itself, but such are the contradictory times we live in. Grey is indeed the new white... &



JULIAN BUHAGIAR

is an investor, CEO and board director to multiple ventures in gaming, fintech and media markets. He has led investments, M&As and exits to date in excess of \$370m.



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Since 2001, FBM® has a long and proud history as a global gaming brand.

FBM® is synonymous of high-class products, trustful relations and commitment to enthusing players and clients everywhere, around the markets we have the presence in.

From its origins, FBM® has become a global icon in the gaming market. FBM® is the number one bingo gaming brand in Asia and one of the most recognized in the world.

Complementing the global famous bingo game line, FBM recently increased its portfolio of gaming with the Spin Reel and Online Gaming.

www.fbm gaming.com

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Wirecard (GER:WDI) is one of the world's fastest growing digital platforms in the area of financial commerce. We provide both business customers and consumers with a constantly expanding ecosystem of real-time value-added services built around innovative digital payments by using an integrated B2B2C approach. This ecosystem concentrates on the areas payment & risk, retail & transaction banking, loyalty & couponing, data analytics & conversion rate enhancement in all sales channels (online, mobile, ePOS). Wirecard operates regulated financial institutions in several key markets and holds issuing and acquiring licenses from all major payment and card networks. Wirecard AG is listed on the Frankfurt Stock Exchange (DAX and TecDAX, ISIN DE0007472060).

www.wirecard.com

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As an award-winning internationally recognized software solutions provider for the betting industry, NSoft offers state-of-the-art Sportsbook software solution including Pre-Match Betting and In-Play Betting. It is a turnkey solution based on a revenue share model that minimizes risk, reduces operational costs and brings benefits to different types of operators.

www.nsoft.com

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WealthPay, Asia's leading payment solutions partner.

WealthPay has been in the payment processing business since 2006 and is strongly positioned in many East Asian countries.

With over 13 years of experience, we handle hundreds of thousands of transactions daily across the region while ensuring high standards of security, flexibility and reliability for our clients.

wealthpay.asia

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CDNetworks is a global Content Delivery Network provider with a fully integrated cloud solution, offering unparalleled speed, security and reliability for the almost instant delivery of web content and media delivery. With our 1500 Point of Presence and 12 global offices, we are able to ensure all users with fast and secure internet experience and deliver 24/7 services to our customers around the world.

www.cdnetworks.com

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Gaia Information Technologies provides cloud security and is a DDoS defence service organized by the global CDN architecture.

This service can instantly defend against network layer 3, 4, and 7 attacks, DNS attacks, network bot attacks, and even new types of attacks, all of which are ranked in the world.

Regardless of the solution, service value, and overall satisfaction of the overall and follow-up services, Gaia Information has been highly recognized and evaluated by customers.

www.gaia.net

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Interactive live streaming with ultra-low latency! Live stream your live casino, betting and eSports content with nanoStream Cloud and go live around the world in 1 second.

In operation for more than three years, nanoStream Cloud is an industry reference for use cases where every second counts being trusted by major companies across different markets worldwide. By enabling true ultra-low latency live streaming on any device, nanoStream Cloud empowers businesses to engage their audiences and expand their services and global footprint.

nanoStream Cloud includes the unique nanoStream H5Live Player for ultra-low latency playback on any mobile and desktop browser, including Safari on iOS. In addition, it features the scalable nanoStream ULL CDN and the new nanoStream Analytics for improved QoS and QoE.

nanoStream Cloud is the flagship product of nanocosmos, a Berlin-based company with more than twenty years of experience in the audio and video industry.

For more information, please visit www.nanocosmos.de.

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PINNACLE SOLUTION



Pinnacle has a reputation for offering the best betting product worldwide - Pinnacle Solution partners have access to this product and the benefits it offers.

Invaluable experience

Pinnacle has over 20 years' experience in the betting industry and now, Pinnacle Solution partners can benefit from this experience to ensure they stand out in a competitive market.

Unrivalled reputation

Pinnacle Solution offers you the opportunity to work with one of the biggest names in the industry and access to a business model known for offering the most competitive odds online with a strong focus on risk management.

Esports pioneer

Pinnacle's award-winning eSports offering has provided the best odds online since 2010. With over ten million eSports bets taken in that time Pinnacle are at the forefront of the growing eSports betting market.

www.pinnaclesolution.com

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PRONET GAMING



Pronet Gaming offers a next-generation platform that delivers the gaming experience of the future. Armed with a market-specific online sportsbook, casino and retail solutions, it combines a technology-led approach with vast industry know-how to provide clients with a rapid and reliable service tailored to their needs. Its casino portfolio features more than 6,000 of the world's best slots from the industry's leading suppliers, whilst its sportsbook solution promises thousands of betting markets on more than 35,000 live events across 65 sports. Its fully-managed omnichannel retail arm is built to power land-based estates and can connect seamlessly to any online operation to ensure full customisation.

Founded in 1996, the company recently expanded its commercial operations to sharpen its focus on markets in Africa and Asia. With bases in London, Johannesburg, and Singapore, as well as development centres in Ukraine, Bulgaria and Malta, Pronet Gaming's team is passionate about changing the industry.

www.pronetgaming.com

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VIVO GAMING



Vivo Gaming is an innovative company specializing in bringing emerging technologies into the online gaming industry with 15+ years of live dealer and B2B experience.

Our Multi Studios styles and big variety of game interfaces ensures that players have the choice to play the games they love and feel the ultimate World-Class Live Gaming experience. Vivo Gaming offers both live casino software as well as additional online gaming software such as RNG and Sports platforms from the best suppliers in the world.

With 27+ supported languages and all currencies, each of our clients gets a tailored solution to fit their exact needs. We are one of only a few to provide full cross-platform compatibility of our games, with both download and web-based activation for PC and Mobile devices. Vivo Gaming new land-based solution Vivo VLB provides the opportunity to live stream from any brick and mortar casino into the online gaming market, opening the land-based casino to the unlimited online global market. With 99.9% system uptime and 24/7 skype support our clients and partners can keep their minds quiet. We support two ways of integration to ensure our games fit perfectly to your current offering:

Seamless API and Funds transfer API. We are experts in studio set-ups. We will take care of everything needed to connect your studio to the online market whether you're an iGaming entrepreneur, have an existing iGaming business, operate betting shops or a land-based casino. Vivo Gaming has a live casino solution for you.

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SIGMA is a global event, positioned at the cutting edge of the iGaming industry, which has evolved since 2014 into the definitive iGaming showcase, operating on both a European and world stage.

In 2019, the iGaming summit SiGMA in Malta welcomed a record –breaking 15,000 attendees from over 80 countries and over 400 sponsors and exhibitors, and 200 industry – leading speakers.

The event facilitates growth within the iGaming sector, and has now become the largest expo for the industry in Europe. SiGMA Group's inaugural Asian iGaming expo will be held in Manila, on the 27th and 28th May 2021.

SIGMA Group will also host the SiGMA Digital Focus Asia virtual summit from 8th to 10th June. In line with SIGMA's commitment to cover the various gaming verticals and to bring Asia and the West closer together, the global event company has curated an interesting agenda with a line-up of top speakers discussing everything you need, from business expertise and the effects of COVID-19 on the industry, to emerging market trends across Europe and Asia.

www.sigma.com.mt/events/asia/

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PAGCOR



WHAT IS PAGCOR?

The Philippine Amusement and Gaming Corporation (PAGCOR) is a 100 percent government-owned and controlled corporation under the Office of the President of the Republic of the Philippines.

The Corporation was created during the Martial Law years by virtue of a Presidential Decree (PD1067-A) issued by then President Ferdinand Marcos in response to calls for the Philippine Government to put a stop to the growing proliferation of illegal casino operations in various parts of the country then. The law creating PAGCOR was later amended and consolidated under PD 1869 otherwise known as the PAGCOR Charter.

www.pagcor.ph

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NATIONAL INDIAN GAMING ASSOCIATION (NIGA)



Incorporated in 1985, National Indian Gaming Association (NIGA) is an inter-tribal association of federally recognized Indian Tribes united with the mission of protecting and preserving tribal sovereignty and the ability of Tribes to attain economic self-sufficiency through gaming and other forms of economic development. The common commitment and purpose of NIGA is to advance the lives of Indian peoples economically, socially, and politically. NIGA operates as an educational, legislative, and public policy resource for tribal policy makers as well as the public, on issues related to Indian gaming and tribal community development.

Located on Capitol Hill, NIGA is a leading voice for Indian Country, working diligently to ensure that the special status of tribes is recognized and protected when issues affecting tribal sovereignty arise. NIGA advocates on behalf of Indian tribes with Congress, the White House and federal agencies. In order to accomplish its mission, NIGA often works with Congress and the administration on all Indian Issues under the Commerce Clause.

NIGA completed an expansion of the original building in 2015. The Stanley R. Crooks Tribal Leader Conference Center and a multi-story connection between the historic main house and revolutionary era carriage house structures, transformed NIGA's headquarters from primarily office space to a prime conference-meeting center for legislative activities on Capitol Hill.

www.indiangaming.org

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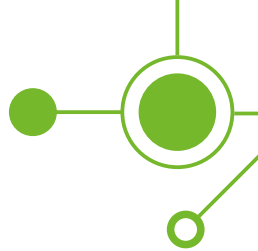
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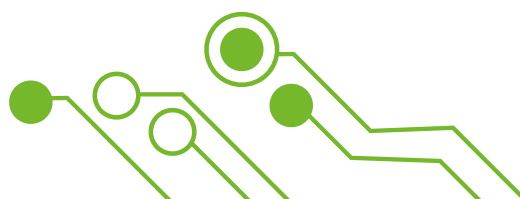
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