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Day 2 • 9 June 2020

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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](#).

HOW TO PREPARE FOR YOUR VIRTUAL VISIT

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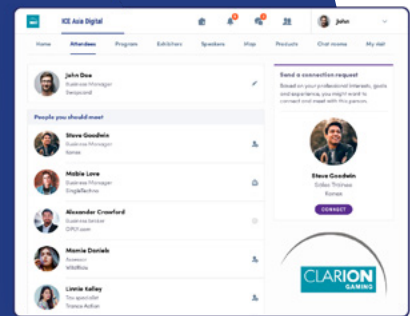
Begin connecting with your peers, customizing your program and scheduling one-on-one video meetings ahead of the live event.

VIEW HOW-TO GUIDE



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PLATFORM FEATURES



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AGENDA TUESDAY, 9 JUNE

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

WELCOME

Hosted by



Andrew Scott, Vice Chairman & CEO,
Inside Asia Gaming

IN FOCUS: INTEGRATED RESORT DEVELOPMENT, THE OPENING OF HOIANA CASINO IN VIETNAM.

Fresh from receiving their Casino license in Vietnam,
HOIANA Resort & Casino

is set to open their doors offering a local experience
to tourists. Newly appointed Steve Wolstenholme
will take us through Suncity's vision and strategy.



Steve Wolstenholme, CEO, HOIANA,
Hoi An South Development

 **REGISTER FOR THE SESSION**

FIRESIDE CHAT: CASINO REOPENING & OPERATING IN THE "NEW NORMAL"

Asia road to recovery, reopening strategy and
preparing the land-based market for the new
normal. As COVID-19 has halted a lot of Gaming
operations across the region, this session will focus
on how casinos are preparing to re-open. What
impact will re-opening in a post-COVID-19 world
have on gaming versus non-gaming revenue though
out the Asia region, and what strategy can the Pan-
Asia region learn from Macau's first moves?



Moderated by: Fred Gushin,
Managing Director, Spectrum Gaming
Group



Jose Angel Suerio, Chief Operating
Officer, PH Resorts

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Lusine Khuaverdyan, Philippines
Regional Director, BetConstruct

KEYNOTE: TOP PREDICTIONS FOR THE FUTURE OF GAMING IN ASIA: INTEGRATED RESORT EDITION



Walt Power, CEO,
Ho Tram

 **REGISTER FOR THE SESSION**

AGENDA TUESDAY, 9 JUNE

PANEL: JAPAN UPDATE: HAS THE POLITICAL TIMELINE FOR BIDDING PASSED?:

According to the Central Government, Japan will not be delaying the timeline of the RFP process. However, the recent reshuffle of operator candidates shows issues with the development of Japan. This session will look at the current stumbling blocks at the prefecture level and offer advice operators in the Japan mix.



Moderated by: Brendan Bussmann, Partner & Director of Government Affairs, GMA



Ayako Nakayama, Director, IR Association



Kazuaki Sasaki, PhD, Professor, Toyo University - Department of International Tourism Management



Toru Mihara, Chair, National Council on Gaming Legislation

IN FOCUS: ANALYSING THE PUBLIC CONSENSUS OF IR'S IN JAPAN



Dominic Carter, Founder, Carter Group

 **REGISTER FOR THE SESSION**

IN FOCUS: THE FUTURE OF CHINESE CONSUMERISM & TOURISM

- An overview on the rise of Chinese consumers
- How to target Chinese customers to your business
- What do Chinese gamblers want in your casino Post Covid-19 Chinese consumers spending habits?
- Post Covid-19: How will it change the Chinese tourism market?



Annie Siara, CEO & Founder, 86 Connects

Q&A, HOST WRAP-UP AND CLOSE DAY 2



Andrew Scott, Vice Chairman & CEO, Inside Asia Gaming

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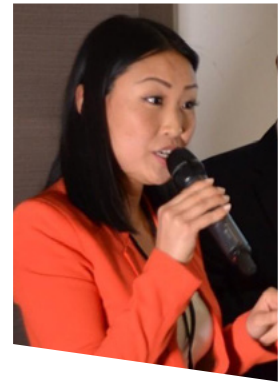
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INTERVIEW

Chinese Tourism and Consumerism – Lessons For Operators In Today’s “New Normal”

Clarion Gaming sat down with Annie Siara of 86 Connects to discuss the future of Chinese tourism and consumerism in the new post-COVID19 world.



Clarion Gaming: Hi Annie - thank you so much for taking the time to speak with us. We’d like to provide some insight into our audience on the current state of the China travel market. While we are all well aware of the macro impacts of COVID19 on international travel, what is currently happening in China across both the domestic and overseas travel scope?

Annie Siara: Thank you for having me.

Domestic travel in China is recovering slowly. The Chinese people are choosing to drive or take high-speed trains rather than flying. Staycation is amongst the popular choices for a getaway. The confidence is coming back for travelling, but still cautious and prefer to stay closer to home for the time being.

International flights are capped at one a week per airline and per country from China. Only diplomatic, C-visas or visas issued by the Chinese embassies are granted to travel in and out of China. International leisure travel is still restricted. Hong Kong announced last week that the 14-days quarantine would be extended until July 7 for travellers coming from Macau, China and Taiwan.

Clarion Gaming: With regards to land-based gaming, what are the behavioural differences that operators can expect to see from Chinese citizens when they do begin to travel again? How will the needs of Chinese who travel overseas to gamble be different than those of other countries?

Annie Siara: First, I think we need to understand the different player segment and their purpose of travel. There are Mass, Premium Mass and VIP player segments. Each of these player segments and their intention of travelling to a casino is different. Take the mass market; this player segment like to crowd around the table and socialize with other players. With social distancing measures, this atmosphere on the casino floor will not be there. Therefore, I think we will see a reduction in the mass market, more so than the others.

We are seeing changes to the traveller demographic from China compared to pre-COVID-19. Chinese travellers are opting in for scenic, outdoor, health and wellness travel products. That said, casino operators can tailor its gaming and non-gaming offerings to meet the current demands of this traveller profile.

Clarion Gaming: Do you think there is any “low hanging fruit” in the short term? What should gaming operators be looking at and doing to prepare for the future with regards to Chinese players?

Annie Siara: Health and safety measures will be critical.

We are seeing Macao operators leading the way of these measures such as facemasks for both dealers and players, disinfecting areas regularly and hand sanitisers available.

Understanding the change in the Chinese tourism market, as mentioned in my previous question, the main drivers for outbound tourism from China will be changing in the Post COVID-19 era, and this consumer group is essential in the tourism market. I believe diversifying non-gaming offering and leverage the current trends of technology to engage with these players remotely.

Clarion Gaming: Considering the current situation, what weight should operators be placing on the targeting of players from across the spectrum - mass, premium mass and VIP. Where should operators be focused on when planning their post-COVID19 recovery and Chinese players?

Annie Siara: At least for the first wave of travellers from Mainland China, the VIP and Premium Mass player segment should be the focus for gaming operators. These travellers will be travelling in smaller groups, playing in a more private environment, and baccarat will still be a main revenue drive in the Asia casino landscape.

Clarion Gaming: In your experience, have you seen significant interest from operators in the European land-based markets in targeting Chinese players or investing more into the China outbound market?

Annie Siara: Before Covid-19 situation, our company were engaging with European casinos to help them better understand this consumer segment. I believe the China outbound tourism market for European land-based casino is untapped. There is a domestic player segment of Chinese nationals in the European casinos, but, it is widely not understood by gaming operators on how to tap into this market.

Siara is set to discuss the future of Chinese Consumerism & Tourism, on June 9th. **Click here** to add to your schedule of sessions you want to stream.

INTERVIEW

The future of Japanese Integrated Resorts and how to Japanese companies should shift focus to capitalize on new opportunities



Clarion Gaming sat down with Joji Kokuryo of Bay City Ventures to discuss the future of Japanese integrated resorts and how Japanese companies can get a piece of the pie as Japan moves forward with casino regulation.

Clarion Gaming: Being one of the few Japanese to have done multiple business deals with IR Operators, what stands out the most about these experiences?

Joji Kokuryo: During my time in Macau and Manila, one of the most important lessons I learned when doing business with IR operators is that they are very strict with regulatory and corporate compliance. Especially as a gaming product supplier, we went through some extensive supplier licensing in multiple markets, where they check things that even I didn't know about myself. This is common sense in the gaming industry, but this will be quite new to most Japanese businesses.

As for the budget, operators are enormous corporations with formulas and numbers at the heart, even the games in the casino, so every number has to make sense. Every cost needs to be approved and accounted for, and not only for purchasing products but also for internal costs and customer compensation. Contrary to popular belief, they are not throwing around money left and right, but instead very carefully tracking every penny. The only thing I didn't need to justify was discounts, but you still had to be careful. Even if a new procurement team and manager came along, they for sure would know about every discount you gave before.

CG: How do you think Japanese companies should adapt their business when an IR opens in their community?

JK: When it comes to Japan, currently there is a lot of discussion about how local businesses can benefit from the IR. However, as the IR site becomes clear, it will be very important for local businesses to first self-evaluate their candidacy for doing business with a strictly licensed IR operator, strategize on how they can get involved, and then have the adequate knowledge and business skill on top of quality products and services to pull off a business deal. The business will not be falling into people's laps.

On the first point, IR operators generally have licenses in other gaming markets, and the licensors take into consideration the actions outside of the respective market as well. That is why you will see IR operators doing thorough due diligence procedures with their suppliers, in addition to the required supplier, manufacturer or distribution licenses. Local companies will need to have the relevant licenses and make sure they are eligible to step up to the plate. In simple terms, that means clean finances and background.

On the second point about strategizing, it will be important to look at all facets of the IR-related businesses. Some

companies will be better off taking advantage of the increase in visitors to the IR site area or maximizing opportunities with the IR workforce who become local residents. Others may find business opportunities with new lines of transportation or supplying another supplier. It is also true that some companies or industries may face an initial disadvantage, and it is incredibly important for them to take note of that fact and plan for new action accordingly. This is something that the local governments and economic leaders will also need to consider and create a working framework for since there is no one-size-fits-all model for doing business within an IR economic circle.

The last point is all about the business edge. The scale of the IR in Japan will allow for abundant opportunity, but the balance of quality and cost will be extremely competitive. There are some who may feel that having their product in an IR is an investment to prove their product quality and not just a profit stream, so pricing is always aggressive. Regardless of whether it is silverware, towels or slot machines, in my experience, operators see purchasing as an investment, not just a product. Learning about these expectations and market standards, and then planning and communicating about key points like servicing, maintenance, warranties and other non-fungible facets will also be a big deciding factor.

CG: What are your hopes and expectations for the Japan IR going forward in the future?

JK: I am personally focusing on making sure that any Japan IR can become a business showcase for Japan, and I mean that in every sense of the word. Not only will Japanese products and services feature in the local IR, but they will have more opportunities to promote and expand their markets outside of Japan.

Keeping the topic gaming, for example, if we can create a successful model of innovative gaming within a strictly regulated land-based market in Japan, it would open up gates for the same to take place in other gaming markets as well.

From a business point of view, we are entering an important stage in the entire procedure where we can no longer just talk about ideas and potential benefits. People and companies are going to have to learn from real cases and combine that with their area of expertise to devise business strategies. This country's businesses, big and small, have the capability and adaptability. It will be the preparation and willingness to have the foresight that I expect will set the successful companies apart from the rest.

Kokuryo was a host speaker on day one, 8th June 2020. **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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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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NSOFT



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

WealthPay

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



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



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.

www.vivogaming.com

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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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