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## THIS WEEK

- **Gambling expansion bill passed in Florida**
- **Macau revenue increases for eight months straight**
- **Arkansas expected to legalise DFS**
- **32Red joins exodus from Poland**
- **NIGA 2017 Show Preview**
- **Guest Columnist: Edward Ungar, CCO, Onfido**

# WEEK 14

## FRIDAY 7 APR 2017

## ILANI CASINO RESORT GETS GREEN LIGHT

*Appeal against Cowlitz Indian tribe dismissed by Supreme Court*



A substantial legal threat hanging over the Cowlitz Indian Tribe disappeared this week as an appeal against their ownership rights of a reservation was quashed by the Supreme Court.

The opponents - three private landowners, the owners and operators of La Center cardrooms, the city of Vancouver, Clark County, and the Confederated Tribes of the Grande Ronde - challenged the tribe's right to the 152-acre plot, arguing that a federal mandate was wrongly used to award it in 2010.

The court's decision was the last hurdle preventing the launch of the tribe's \$510m ilani Casino Resort on the land at the end of April. Cowlitz Chairman Bill Iyall wrote in a Facebook post that they were "delighted" by the decision. "This is a triumphant moment for the Cowlitz Indian Tribe because it marks the end of a 160-year journey back to our homeland," Iyall wrote. "The Cowlitz, the Forever People, are forever home."

The tribe has now officially opened the new Interstate 5 interchange at Exit 16 after spending \$32m renovating it to handle the increased traffic from casino-goers.

John Bockmier, a representative for the La Center cardrooms (a prominent opponent to the casino and party to the case) said they were "disappointed" with the dismissal.

"We still believe in the principles of our fight, and obviously we're disappointed. We are going to do our best to ensure the remaining two cardrooms in La Center continue to be the number one choice for folks looking for gaming entertainment." ▶



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# THIS WEEK IN NUMBERS

## 4.48%



The overall drop in gaming win from February 2016 in Nevada for non-restricted casinos



The amount Illinois Sen. Dave Syverson, R-Rockford claims is lost to neighbouring states

Two of the four cardrooms in La Center have closed since the lawsuit began, including the New Phoenix Casino's closure two weeks ago. In the wake of the lawsuit's dismissal, Bockmier said the closure of New Phoenix was challenging but they were grateful for support they had received.

"We are grateful to the folks in the community — very grateful — for their support through the years on this issue," he said.

An opening date for the new 368,000-square-foot ilani Casino Resort has not been announced, but officials have said they hope to open this month. Last week, supporting amenities such as restaurants and shops were unveiled that will encircle its 100,000-square-foot gaming space, which boasts 80 gaming tables and 2,500 slot machines.

### KEY POINTS

- SCOTUS decision clears final hurdle to resort's construction
- Casino opening planned for April
- Opponents argued that 152-acre plot was wrongly awarded in 2010

## GAMBLING EXPANSION BILL CLEARS FLORIDA SENATE

**Senate members vote 32-6 in favour**

A gambling expansion bill has passed through the Florida Senate with ease, which would make the Sunshine State home to an increased number of casinos, slot machines, and dog and horse racetrack facilities.

Senate members voted 32-6 in support of SB8, proposing a massive expansion of the state's gambling industry. The bill would allow pari-mutuels around Florida to scrap live racing events whilst keeping their casino-style games. Furthermore, it would add slot machines in eight counties outside South Florida.

Whilst the gambling expansion bill passed on Thursday, a separate legislative piece headed to the full House floor.

The House gambling bill also passed a key vote on Thursday in regards to HB 7037, which will now go to the full House. The bill had been filed in the Legislature's lower house and was voted 19-11 in favour of by the Commerce Committee.

Under HB7037, no slot machine would be installed in pari-mutuel facilities and no craps and roulette tables would be added at

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The stake Amaya founder and former CEO David Baazov now owns after offloading majority of his shares



The total revenue increase Intralot posted in its full-year results for 2016



The amount Nektan's revenue grew over the six-month period ending 31 December

Seminole casinos. Much to the Seminole tribe's dismay, if the bill is passed, the tribe will have to pay \$3bn in payments over the first seven years of its new compact with Florida.

This contentious issue has been disputed between the Seminoles and the state since 2015. Last year, the tribe claimed that Florida lawmakers had violated their previous compact in regards to pari-mutuels allowing player-designated table games at their facilities.

In addition, the tribe is displeased with the House gambling bill, as they are unsure as to why they will be paying such an increased amount for so little in return.

The Florida House is expected to vote on the proposed legislation next week and, if approved, this would begin negotiations between the two houses of the state Legislature.

## MACAU'S HOT STREAK CONTINUES THROUGH MARCH

**Gaming revenue in the region climbs 18%**  
March saw Macau's casinos generate \$2.6bn in gross gaming revenue, reflecting an 18% increase from the same month a year prior.

Analysts predicted a 12-16% increase in March; however, due to new resorts attracting high rollers as well as leisure gamblers, Macau's gambling revenues have been rising since H2 2016.

Figures by the Gaming Inspection and Coordination Bureau show the increase in revenue was the highest year-on-year rise since February 2014, where gross gaming revenue at the special administrative region's casinos grew 40.3%.

March was the eighth consecutive month where the nation saw a revenue increase. Furthermore, this successful month comes after a uninspiring January, where the market grew by only 3%.

The record increase follows a 17.8% jump in February and beats the average expectation of 15% in a Bloomberg survey of eight analysts.

In 2016, gaming revenues from Macau's casinos reached MOP224bn (\$28bn), or a contraction of 3.3% over the amount recorded in 2015, of MOP231bn.

Japanese brokerage Nomura raised its year-on-year growth estimates for Macau's gross gaming revenue to 12% in 2017 from 8% previously, mainly due to the strong VIP performance.

2021

The year when Bratislava is eventually expected to adopt an absolute ban on gambling

\$0.05



The final dividend Wynn Macau Ltd declared in the 2016 calendar year



The year Ascot Racecourse will launch its pool betting system

The UK court-approved cash offer made by Betsson in their acquisition of NetPlayTV



Although concerns still linger about this market, results show it lifted the 2017 full-year VIP growth to 14% from 2%. The firm comments: "Macro improvements and subsided impact of the anti-graft campaign in mainland China continues to lift VIP demand."

## ARKANSAS TAKES A STEP CLOSER TO REGULATED DFS

### Senate approves House Bill 2250

The Arkansas Senate has passed a bill that would legalise daily fantasy sports (DFS) with a vote of 25-5.

Although the bill has already cleared the House, the legislation will need to return for its concurrence after the Senate made tweaks to certain provisions. However, it is expected that it will find its way to the desk of Governor Asa Hutchinson for final approval in due course.

Sponsored by House Rep. Jimmy Gazaway, the bill would remove paid-for DFS contests from consideration as gambling under state law.

Under its terms, operators would have their revenue taxed at a rate of

8%, with Legal Sports Report noting that the bill contains no industry regulation or consumer protections, unlike similar legislation enacted in other US states. Should Governor Hutchinson sign the bill into law, Arkansas will become the first new state to legalise DFS in 2017.

## 32RED EXITS AUSTRALIA

### The operator joins William Hill and 888 Holdings in leaving the market

In line with Australia's new legislation, online operator 32Red has decided to withdraw its services from the country, and has announced it will not accept new registrations from any Australian punters.

This is the latest company to exit the Australian market, following William Hill, Vera&John and 888 Holdings.

The 2016 Interactive Gambling Amendment Bill prohibits all internet gambling activity from unauthorised or unlicensed operators under Australia's new national codes, online poker included. However, sports betting will still be authorised under the new legislation.

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## DATA CENTRE

Provided by [fantiniresearch.com](http://fantiniresearch.com)



### LV FIRST-TIMERS RISE

**First-time visitors to Las Vegas jumped 11 percentage points to 27% in 2016, marking one of the largest spikes since the mid-1990s, according to the new annual survey from the Las Vegas Convention and Visitors Authority (LVCVA).**

- Overall visitation to Las Vegas grew 1.5 points to an all-time high of 42.936 million
- The change in Las Vegas to more than just a gambling destination was reflected in spending, as the typical visitor spent \$318.09 on food and beverages, 19.98% higher than five years earlier
- Average spending on shopping rose 5.1% over the last five years to \$156.91
- Average spending on shows and entertainment soared 57.5% to \$67.55
- Visitors did come to Las Vegas to gamble however, with 69% of respondents to the survey saying they

budgeted more for gambling than last year, with budgets up 7% to an average of \$619.01. However, that is still down from 73% of visitors who came to gamble five years earlier.

The full profile can be viewed at <https://www.fantiniresearch.com/links/market-reports.html>

### 52-WEEK GAMING STOCK CLOSING HIGHS

Company	Closing price:
MGM Growth Properties	\$27.38
Nevada Gold	\$2.23
Penn National	\$18.59
Wynn	\$116.74

## NIGA EVENT PREVIEW INDIAN GAMING TRADESHOW AND CONVENTION

**When:** 10-13 April, 2017

**Where:** San Diego

### WHY ATTEND?

The Indian Gaming Tradeshow and Convention is entering its 32nd year as the premier event for the Indian Gaming industry. The event boasts the largest gathering of tribal leaders and casino executives in the US, and encourages the community to learn, network and exchange industry-specific ideas. The event is hosted by the National Indian Gaming Association (NIGA), a non-profit organisation of 184 Indian Nations, and other associate members representing organisations, tribes and businesses engaged in tribal gaming. As a leading resource on education, legislation and public policy issues, the National Indian Gaming Association works to advance the social, economic and political positions of its members and the Indian community as a whole.

This year, the conference will feature a session entitled 'Women in

Leadership' in which a panel of highly successful female leaders will discuss how "innovation, opportunity, and performance within government and business are enhanced through gender balance". They will share their thoughts, ideas and strategies around their own successes to enhance the commitment and dedication of others to do the same within their government, businesses, and communities. The panel will aim to support women to become the leaders they want to be and will explore all avenues available to advance in today's society. They will explain how the gender balance in leadership roles has transformed decision-making, strategy formulation, and long-term planning in tribal communities while keeping strong cultural traditions intact within the family.

The panel will be moderated by Jackie Johnson-Pata, Executive Director of the National Congress of American Indians (NCAI). The panellists will include: Melanie Benjamin, Chief Executive of Mille Lacs Band of Ojibway; Paulette Jordan, State Representative of Idaho State Legislature and Secretary of NIGA;

# WHAT'S ON THE AGENDA

- Native American women in leadership
- Cannabis policy
- Casino operations
- Class II gaming
- Enterprise development
- Finance
- Human resources and management
- iGaming and fantasy sports
- Information technology
- Leadership and development
- Legislative policy
- Marketing
- The National Indian Gaming Commission
- Regulation and compliance
- Security and surveillance
- The Tribal Gaming Protection Network.

# MEET THE REEL STAR!



The TwinStar™ 3RM cabinet sparkles with dynamic new mechanical reels and multiple content streams.

Scientific Games' newest superstar cabinet, the *TwinStar™ 3RM*, incorporates classic mechanical reel game play with the excitement of top monitor graphics, for an all-encompassing player experience. Enhanced 3D graphics, eye-catching lighting features and a multi-channel sound package ensure that the TwinStar 3RM will stand out on any casino floor, even among the brightest stars.

To learn more, contact your Scientific Games sales representative or visit [www.SGgaming.com](http://www.SGgaming.com)





# SPORTS BETTING. BETTER.

and Bernadine Burnette, President of Fort McDowell Yavapai Nation.

Ernie Stevens, Jr., Chairman at NIGA, says: "We are very excited to bring these powerful Indian Country Leaders together. They each have a proven track record of success as leaders of the communities they serve. This panel discussion will be one of the most dynamic learning opportunities for us all and is open to all trade show registrants."

The event will also feature Commissioner certification training sessions, NIGA membership meetings, annual elections ceremony, regional caucuses and keynote addresses.

The Power Panel Keynote address will be moderated by Victor Rocha, Owner & Editor at Pechanga.net, and will feature the following panellists: Ernie Stevens, Jr., Chairman at the National Indian Gaming Association; Brian Cladoosby, President at NCAI and Chairman of the Swinomish Tribe; Jonodev Chaudhuri, Chairman at the National Indian Gaming Commission; and Geoff Freeman, President and CEO at the American Gaming Association.

Don't miss out on the Native American arts and crafts booths and tradeshow which will take place towards the end of the event.

The tradeshow's full conference schedule can be found [HERE](#).

## NETWORKING

On Monday there will be ample opportunities for networking at the Chairman's Welcome Reception.

Tuesday will bring a variety of social events, such as the Chairman's Awards Luncheon as well as the Cultural Reception and the National Museum of the American Indian Reception in the evening.

Wednesday will see a number of networking events during the tradeshow, including BlueBird CPAs Speed Networking Sessions, Aristocat's RELM Whiskey Tasting and the AGEM Cocktail Reception. Wednesday will also feature the American Indian Business Network Reception along with the Wendell Chino Humanitarian Awards Banquet, where there will also be plenty

of opportunities to network with industry professionals. Attendees can also sign up for a selection of golf tournaments which will also be taking place throughout the event.

Thursday will also see opportunities for networking at the BlueBird CPAs Speed Networking Sessions.

More info about the full list of networking events can be found [HERE](#).

## VENUE

The San Diego Convention Center, located three miles from San Diego International Airport and less than one mile from the Amtrak Station, will host the event this year.

To book your accommodation for the event, please contact NIGA's official housing company, Connections Housing on 866-503-6442 or via the Indian Gaming Tradeshow and Convention website.

## REGISTRATION

You can register for this event as well as sign up to conferences and tournaments [HERE](#).

## NIGA PREVIEW INTERVIEWS



**SEAN SMITH,  
PRESIDENT AT  
REEL GAMES,  
INC.**

### **Why will you be exhibiting at this year's NIGA show?**

NIGA is the largest North American Tribal Trade show! As we expand across the USA, it is logical to present all our new products specifically designed for the US markets especially Tribal Casinos. We exhibited for the first time last year and were particularly pleased with the quality of customers who came to the event.

### **What sort of business will you be looking to do at the show?**

Over the past year our partner EGT has had their design teams very

busy developing products tailored to US players. We are very excited to release these during NIGA and gather customer feedback. This process has already begun and we've received exceptional feedback from most customers including those based in California.

### **Why do you think other firms should want to meet with you at the show?**

The new product portfolio we will release at NIGA will have a number of unique features. From fun games to play to progressive jackpot systems, and bonus awards all with several different configurations for the operators to choose from. In addition, we recently gained certification for our

multi-player roulette products that will also be displayed in our booth.

### **What aspects of the show are you most looking forward to personally?**

I am looking forward to meeting with current and new customers. I always enjoy showing them all the new products, and this year we are in a unique position of having all these products specifically designed for them. We listened to our customers' feedback on what they would like included in our game offering. The R&D department has done a phenomenal job in bringing these products to market in less than a year, and I am excited to show them to customers during NIGA.

***“Our partner EGT has had their design teams very busy developing products for US players. We are very excited to release these during NIGA and gather customer feedback”***

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JODI DILASCIO,  
NIGA BOARD  
MEMBER AND  
DIRECTOR,  
TRIBAL  
GAMING, BMM  
TESTLABS

**Why will you be exhibiting at this year's NIGA show?**

BMM is excited to return to the annual NIGA Conference and we look forward to reconnecting with our tribal operators and regulators during the educational tracks as well as exhibiting on the show floor. To be in San Diego as we celebrate the 30th anniversary of this strong organisation is very exciting.

**What sort of business will you be looking to do at the show?**

BMM will be providing information on testing, certification, QA and BMM's specialised training program - 'The Academy' - as well as showing

how our training programs can benefit Tribal organisations.

**Why do you think other firms should want to meet with you at the show?**

BMM has an unwavering commitment to tribal gaming. It is our goal to support tribal regulators and help to ensure the integrity of the games operated in their jurisdiction. BMM Testlabs has been part of this market for decades and we are committed to our continued support to all tribal gaming regulators nationwide.

**What aspects of the show are you most looking forward to personally?**

BMM is especially excited to be making a very significant announcement at

NIGA with regard to our work with and commitment to The American Indian Science and Engineering Society (AISES). BMM has partnered with AISES to create a project that will help advance their members to achieving their career goals. We look forward to being joined by Sarah Echohawk, CEO of AISES in making this announcement at the BMM booth on Wednesday afternoon at 2pm.

*With over 30 years' experience in the gaming industry, DiLascio's career started in Atlantic City, N.J. with Resorts, Tropicana and Harrah's. Later she formed an independent consulting firm and currently stands as an Associate Member Representative for NIGA.*

**“BMM is especially excited to be making a very significant announcement at NIGA with regard to our work with and commitment to the American Indian Science and Engineering Society”**



GREG COLELLA,  
VICE PRESIDENT  
PRODUCT  
MARKETING  
- GAMING  
DIVISION,  
SCIENTIFIC  
GAMES

**Why will you be exhibiting at this year's NIGA show?**

Native American tribes and the casinos they operate are, and have always been, significant customers of ours. It is strategically important for us to share with them our latest and greatest product offerings, across all our business areas, so they can experience them, provide us with valuable feedback, and help us develop and deploy the best products we can to help them be successful in their gaming operations.

**What sort of business will you be looking to do at the show?**

Our goal at NIGA is always to present our latest products to this unique and

influential audience. This year we are excited to introduce a host of new products from the TwinStar™ family of innovative cabinets. Our TwinStar 3RM, which was just released last month, integrates all the exciting features of the TwinStar platform with a classic mechanical reel game. We are also showing our newly released TwinStar J43 cabinet that features a striking 43" J-curve monitor with 4K screen resolution that not only stands out on a casino floor, but also offers better ergonomics, improving player viewing and comfort. Additionally, we are starting to take early orders for The Simpsons game, which is showcased on the amazing Gamescape™ cabinet.

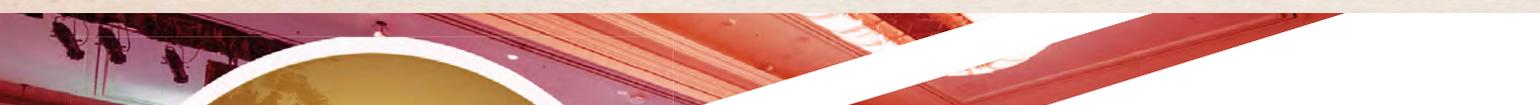
**Why do you think other firms should want to meet with you at the show?**

Scientific Games has one of the broadest portfolios of gaming products in the industry today and NIGA continues to be one of our key events to exhibit these products. This year, we are displaying over 56 exciting slot games, as well as two innovative tables games, including our new PRIZM GameTable™. We will

be demonstrating our newest systems products such as the state-of-the-art iVIEW®4 in-game display manager, as well as the SG Universe™ product suite from our SG Interactive division. For customers who are not familiar with Scientific Games, I think they will be impressed with the diversity and depth of our product lineup from the games and tables point of view and also from the systems and interactive point of view.

**What aspects of the show are you most looking forward to personally?**

What I really look forward to at NIGA is seeing our Native American customers. We've done so much business with them throughout the years and they have always been fantastic partners to us. It's great seeing so many familiar faces of people that we have built personal relationships with. Being able to see the customers that we've consistently done business with and that have had much success with all of our products, and talk about new opportunities and new partnerships, is really what makes NIGA so important.



# WHO WILL SIXTY OF THE INDUSTRY'S TOP EXECUTIVES VOTE THE WORLD'S BEST?



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## GUEST COLUMNIST:



### EDWARD UNGAR

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#### FAREWELL TO ID FRAUD

**Ungar explains how the power of machine learning can drastically improve onboarding and KYC**

iGaming is growing, and growing fast. Now worth an estimated total revenue of \$87bn in Europe alone, it's safe to say the slump of recent years is behind us and business is, once again, booming. Indeed, thanks to new markets, new mobile tech and the resurgence of millennial gamblers, there's more opportunity available to operators than ever before.

The downside to all this (and inevitably, there is one) is that these new opportunities are accompanied by equally significant new risks. As recently reported by CIFAS, identity fraud reached record levels in 2016, and for iGaming in particular, the threat this poses is substantial. Online gambling platforms are an attractive prospect for fraudsters; their high volumes of activity make them especially vulnerable to money laundering, the traces of which can easily get lost among so many millions of high-speed transactions.

Unfortunately, the measures taken to mitigate that risk haven't, to date, been particularly friendly to operators or to iGamers. In order to ensure players really are who they claim to be, increasingly stringent Know Your Customer (KYC) and Anti-Money Laundering (AML) measures have been introduced by the regulators, and though undoubtedly necessary for both player and platform protection, the lack of up-to-date anti-fraud processes means that much of the burden is being borne by genuine players. With iGamers known to have the lowest tolerance for cumbersome ID checks compared to consumers in any other sector, it's a real problem that's seeing players leaving in droves for alternative platforms. For a low-margin industry like gambling, the risk to revenue that drop-off represents clearly isn't viable.

For the industry to continue its rapid expansion across borders, smarter measures are needed, and soon. Managing high-scale onboarding without compromising the safety of genuine players is no mean feat, and to cope with it as volumes continue to swell will require innovative thinking and sophisticated new technologies. Chief among them will be machine learning-based solutions.

Already beginning to dominate the market, machine learning for KYC is able to prevent expensive customer dropout while keeping fraud prevention robust and accurate. One way it does this is by speeding up and streamlining the process of document capture. Requiring nothing more of the end-user than holding their passport up to their smartphone, machine

learning-based solutions eliminate the friction typically experienced in the KYC process. Optical character recognition (OCR) technology can automatically extract the relevant data from a document and some, like Onfido's, can also check for image quality at the point of capture, preventing having to make repeat requests further down the line. The real beauty of the technology, though, is that it learns over time. Powered by volumes, its sophisticated fraud detection capabilities become more robust as static solutions become more outdated, learning to recognise new fraudulent patterns with every check passed.

It's not just at the point of KYC that machine learning for fraud prevention is proving its value, however. Behavioural analytics platforms are increasingly turning to the technology to monitor behaviour once players are onboarded, enabling them to better recognise affiliate fraud and bonus abuse without blocking genuine players. By monitoring every event and transaction taking place, new fraud attacks stand out and genuine players are easy to recognise.

With machine learning-based solutions, the possibilities for iGaming are endless. At Onfido, our KYC and AML solution is helping customers increase conversions, reduce risk and cut their manual overheads, and as we continue to develop our proprietary tech, we hope to bring them even more benefits. Machine learning is fast becoming the core of new solutions that will keep businesses both compliant and profitable, and presents a huge opportunity for early adopters who'll reap significant financial reward as users gravitate towards a slicker experience.

With a massive 82% of identity fraud now committed online, it's time for iGaming to get smart. As fraudsters continue to develop imaginative new ways to commit crime, so should operators be looking for imaginative new ways to prevent it. Thankfully, sophisticated tools for fighting fraud already exist to empower operators, and those that embrace them will find themselves with more revenue, a bigger customer base and more opportunity as the market grows.

*Edward Ungar is Chief Commercial Officer at Onfido. Onfido offers next generation ID verification, KYC and AML services, helping businesses verify that their customers are who they claim to be. Edward draws on more than 15 years in online business development and international partnerships. As Director of Channel Partnerships at Google, he launched and grew Google's strategic alliances in local advertising throughout Europe. Edward also worked for the Financial Times in the UK, US and Hong Kong, and at Goldman Sachs in Paris, Milan and London.*

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