

# GI FRIDAY

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## THIS WEEK

- Steve Wynn resigns after a 16-year reign over Wynn Resorts
- Intralot inks \$340m deal with Illinois State Lottery
- UltraPlay appoints new Chief Executive Officer
- See what the GGA London Winners had to say
  - Guest Columnist: Danila Prozorov, Founder, Fire Lotto

# WEEK 06

## FRIDAY 9 FEB 2018

### GLOBAL GAMING AWARDS LONDON WINNERS REVEALED

*The winners in each of the 16 categories were finally announced in the heart of London to kick off ICE week*



The Global Gaming Awards London awards ceremony took place earlier this week, recognising both the companies and individuals who have been truly exceptional over the last 12 months.

The awards featured a total of 185 nominees in 16 different categories ranging from Retail Supplier to Online Bingo Operator, to Chief Executive of the Year.

Attendees to the CEO, invite-only ceremony at London's iconic Hippodrome Casino included CEOs from NOVOMATIC, Videoslots, Betsoft, Ganapati, Colossus Bets, LeoVegas, Malta Gaming Authority, Go Wild Affiliates, Mr Green, Gamevy, NetEnt, Fortuna Entertainment Group, SG Gaming, Pentasia and Kambi, to name but a few. ►

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# THIS WEEK IN NUMBERS



**98%**

**The percentage of employees at Wynn Macau Ltd who are eligible for a salary increase, following the announcement that the company will pay a "Winter Bonus" to all eligible employees**



## The rise in January revenue reported by Jack's Casino Cleveland



The total amount  
of Q4 2017 revenues  
generated by  
Catena Media

Companies from across the world were nominated in each of the unique new categories, spanning every corner of the industry, including industry heavyweights and the rising stars. To even be nominated in the Final Shortlist is a great testament, and those companies included should be proud to have made it to that stage.

Indeed it was The Hippodrome Casino which was crowned Casino of the Year, taking home the coveted award despite a strong shortlist which included some of the world's most lavish and opulent land-based casino properties.

Among the biggest surprises at the awards was Fortuna Entertainment Group, which took home the acclaimed title of Betting Shop Operator of the Year, despite being shortlisted with global heavyweights, Ladbrokes Coral and William Hill.

The Global Gaming Awards London 2018 would not have been possible without KPMG, who adjudicated the entire voting and judging process,

ensuring the integrity of the awards. We would also like to thank our Awards Sponsor, BetConstruct and its CEO, Vigen Badalyan, who helped to present the awards alongside Micky Swindale and Julian Perry.

Furthermore, we would like to thank the Event Sponsor, Betradar and its Director of Communications, Alex Inglot who also helped to present Betting Shop Operator and Chief Executive of the Year.

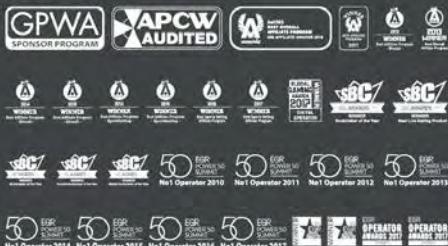
Continue to read on in this week's *Global Gaming Insider* to see the full list of this year's Global Gaming Awards 2018 Winners and Runner-Ups. See the *Global Gaming Insider* website to watch a live-recording of the event.

## **WYNN EXITS AS CEO OF WYNN RESORTS**

## ***Resignation ends 16-year term amid sexual misconduct allegations***

Steve Wynn, the Founder and CEO of worldwide casino conglomerate, Wynn Resorts has stepped down from his role as CEO and Chairman of the

**bet365** Affiliates



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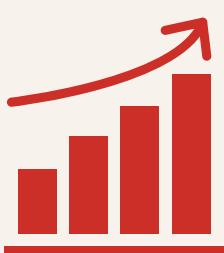


# \$204m

The total revenue generated by mobile gaming provider Zynga during Q4 2017

## 12%

The rise in Q4 2017 revenues generated by sportsbook and gaming group Betsson



The number of PAGCOR approved casinos in Manila's Entertainment City. PAGCOR have been ordered to cease granting new licences by Philippine President Rodrigo Duterte

company amid allegations of sexual misconduct.

In a statement released on the company's website, Wynn Resorts Non-Executive Director Boone Wayson said: "It is with a collective heavy heart, that the Board of Directors of Wynn Resorts today accepted the resignation of our founder, CEO and friend Steve Wynn.

"He played the pivotal role in transforming Las Vegas into the entertainment destination it is today. He also assembled a world-class team of executives that will continue to meet the high standards of excellence that Steve Wynn created and the Wynn brand has come to represent."

Wynn previously served as CEO and Chair of Mirage Resorts before founding Wynn Resorts in 2002, turning the company into a multinational multi-billion dollar enterprise and amassing a personal fortune of over \$3.3bn.

Releasing a statement, Wynn himself added: "In the last couple of weeks, I have found myself the focus of

an avalanche of negative publicity. As I have reflected upon the environment this has created — one in which a rush to judgment takes precedence over everything else, including the facts — I have reached the conclusion I cannot continue to be effective in my current roles.

"The Wynn Resorts team and I have built houses of brick. Which is to say, the institution we created — a collection of the finest designers and architects ever assembled, as well as an operating philosophy now ingrained in the minds and hearts of our entire team — will remain standing for the long term. I am extremely proud of everything we have built at this company. Most of all, I am proud of our employees."

In the wake of Steve Wynn's resignation Wynn Resorts has appointed Matt Maddox, currently President of the Company, as its CEO, and Boone Wayson as Non-Executive Chairman of the Board of Directors, effective immediately.

## INTRALOT INKS \$340M DEAL WITH ILLINOIS STATE LOTTERY

**The ten-year deal will see the supplier roll out tech across the state**

Worldwide online gaming supplier Intralot has announced the signing of a \$340m ten-year supply contract with the Illinois State Lottery.

The deal, signed with Camelot Illinois LLC will run until October 2027 and will see Intralot install their technology in over 7,500 retail locations across the state.

Intralot will provide these services in line with the Private Management Agreement (PMA) held between the State of Illinois, the Department of the Lottery and CAMELOT Illinois LLC.

Key products which will be rolled out include Photon terminal, a clerk-operated lottery terminal, and the Genion, a compact ticket checker. The company has confirmed that they will also introduce a player-operated

terminal called the WinStation 30 (Win30) into the Illinois market.

Announcing the deal, John Donahue, CEO of Intralot said: "We are delighted to have been awarded this long-term contract to serve the State of Illinois and CAMELOT Illinois. We have been a successful technology partner with Camelot elsewhere in the world, and together we will prove to be the right combination for the State of Illinois Lottery."

## ULTRAPLAY APPOINTS NEW CHIEF EXECUTIVE OFFICER

**All change at the top of online gaming company**

UltraPlay has announced the appointment of a new Chief Executive Officer, commencing at the start of Q1, 2018.

Dariy Margaritov, previously held the position as CEO, and has led the company successfully since its foundation in 2010. The decision to

appoint new CEO, Mario Ovcharov, was made by Margaritov and the company's Management Board.

Margaritov commented: "Mario Ovcharov is a perfect example of a top manager who has successfully made his career within the company. He brings an incredibly deep understanding of our business, proven track record and strategic approach that will certainly lead UltraPlay to the next successful milestones."

With Ovcharov adding: "As part of UltraPlay's family, I have been deeply involved in most of the company's projects and developments that are described in the industry as innovations and avant-garde solutions.

"UltraPlay has a deserved reputation as a leading eSports betting solutions provider and I am determined to continue the company's growth and establish its leading positions on the core and emerging iGaming and crypto markets worldwide."

## DATA CENTRE

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

### OHIO INCHES UP AFTER BIG GAINS

Ohio gaming revenues grew for the 13th straight month in January, up 0.73% year-over-year.

However, January broke an eight-month streak of posting revenue growth of over 5%.

JACK Entertainment's Thistledown on the other hand broke a losing streak, as it rose year-over-year for the first time in five months.

Overall revenues were dragged down by the Cincinnati market, which fell 8.27%. Factor out Cincinnati and the state would have been up 2.49%.

January had one less Sunday than last year.

### US STOCK UPDATE

It was a volatile week for stocks as the Dow Jones had its worst single-day point drop ever Monday followed by rebounds Tuesday and Wednesday.

Gaming stocks followed wider markets, broadly dropping Monday and rising Tuesday and Wednesday.

However, no US stocks hit 52-week highs this week.

PROPERTY	REVENUE (\$M)	CHANGE (%)
JACK Cleveland (JACK Entertainment)	16.461	+8.94
Hard Rock Rocksino	18.863	+5.50
Hollywood Mahoning Valley (PENN)	8.785	+4.04
Hollywood Dayton (PENN)	7.665	+2.84
Miami Valley Gaming (CHDN/Del North)	11.093	+2.08
Thistledown (JACK Entertainment)	8.972	+1.93
Scioto Downs (ERI)	12.007	+0.38
Hollywood Toledo (PENN)	14.988	-0.72
Hollywood Columbus (PENN)	17.024	-2.32
Belterra Park (PNK)	5.732	-2.56
JACK Cincinnati (JACK Entertainment)	14.557	-10.34
<i>State total</i>	<b>136.147</b>	<b>+0.73</b>
<b>CINCINNATI</b>		
Belterra Park (PNK)	5.732	-2.56
JACK Cincinnati (JACK Entertainment)	14.557	-10.34
<i>Cincinnati total</i>	<b>20.289</b>	<b>-8.27</b>
<b>CLEVELAND</b>		
JACK Cleveland (JACK Entertainment)	16.461	+8.94
Hard Rock Rocksino	18.863	+5.50
Thistledown (JACK Entertainment)	8.972	+1.93
<i>Cleveland total</i>	<b>44.296</b>	<b>+5.99</b>



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# WINNERS ANNOUNCED

Finally after months of nominating, voting and adjudicating, the Global Gaming Awards London 2018 winners have been announced. Hosted at the iconic Hippodrome Casino, more than a hundred of the industry's leading Chief Executives attended the invite-only event to find out who had been crowned this year's winners in the heart of London.

Speaking to *Gambling Insider* at the exclusive event, this year's winners explained what it means to them and the company's they represent to win such a prestigious award. Here's what the Global Gaming Awards London 2018 Winners had to say...



## BETTING SHOP OPERATOR

**WINNER:** Fortuna Entertainment Group

**RUNNER-UP:** William Hill

*"First of all I would like to thank the judges for this award and our employees at Fortuna Entertainment Group for making this possible, we are very proud to be the GGA's Sports Betting Operator of the Year."*

## ONLINE SPORTS BETTING OPERATOR

**WINNER:** bet365

**RUNNER-UP:** Sky Betting and Gaming

*Gambling Insider COO, Julian Perry commented: "Every nominee that made it to the Final Shortlist in this category is an industry leader, so it is a great honour for bet365 to be crowned online sports betting operator of the year."*

## RETAIL SUPPLIER

**WINNER:** Playtech BGT Sports

**RUNNER-UP:** Inspired Gaming

*Gambling Insider COO, Julian Perry said: "We are proud to award Retail Supplier of the Year to Playtech BGT Sports as the company has gone from strength-to-strength in the past year, making it a deserved winner of this illustrious category."*

## ONLINE SPORTS BETTING SUPPLIER

**WINNER:** Kambi Group

**RUNNER-UP:** BetConstruct

*Kambi Group CEO, Kristian Nylén said: "We are very proud of course to win this award and it just shows the fantastic work the team at Kambi have done over the past 12 months and all of the great work of the operators working with us."*



## CASINO

**WINNER:** *The Hippodrome Casino*

**RUNNER-UP:** *Casino Monte Carlo*

*The Hippodrome Casino Chairman and CEO, Simon Thomas, said: "It's always an honour to be recognised by your peers for something you've done. I was delighted because we were actually in the casino which makes it all the more special."*



## ONLINE CASINO

**WINNER:** *LeoVegas*

**RUNNER-UP:** *Mr Green*

*LeoVegas CEO, Gustaf Hagman said: "It's awesome to receive this award and a really big moment for us as a company. Last year was a phenomenal year for LeoVegas and I am thankful that the judges chose us to win the Online Casino of the Year Award."*



## CASINO SUPPLIER

**WINNER:** *NOVOMATIC*

**RUNNER-UP:** *Scientific Games*

*Gambling Insider COO, Julian Perry said: "Over the past 12 months, NOVOMATIC has gone above and beyond to create casino products that push the boundaries, and it is with great pleasure that the Global Gaming Awards London rewards the company for its efforts."*



## ONLINE CASINO SUPPLIER

**WINNER:** *NetEnt*

**RUNNER-UP:** *Playtech*

*NetEnt CEO, Per Eriksson said: "It feels fantastic, I am so proud that the industry has voted for us. It is a great moment for our employees and the company as a whole and I am honoured to receive the award."*



## CASINO PRODUCT

**WINNER:** *Hero Gaming: Casino Heroes 3*

**RUNNER-UP:** *Red Tiger Gaming: Lucky Valentine*

*Gambling Insider COO, Julian Perry commented: "At a time when the market is becoming increasingly saturated, it takes a great deal to make your product stand out from the rest. Hero Gaming managed to achieve this and more with the success of their Casino Heroes 3 product."*



## PAYMENT SOLUTION

**WINNER:** *Paysafe*

**RUNNER-UP:** *Trustly*

*Paysafe CEO, Lorenzo Pellegrino commented: "It's a great accomplishment seeing the culmination of our efforts, but we wouldn't be here without the support of our operators and payment partners."*



## CORPORATE SERVICE PROVIDER

**WINNER:** Malta Gaming Authority

**RUNNERS-UP:** Square in the Air & BettingJobs (joint 2nd)

Malta Gaming Authority's Chief Regulatory Officer, Heathcliff Farrugia said: "First of all, it's a great way to start ICE this year and all MGA employees will appreciate this awards. The fact that the employees' good work is appreciated by the industry means a lot to the authority."



## ONLINE BINGO OPERATOR

**WINNER:** Jackpotjoy

**RUNNER-UP:** Gala Bingo

Jackpotjoy CEO, Irina Cornides said: "We are very happy and proud to receive the award and to be recognised in this category is a great achievement for us."



## ONLINE POKER OPERATOR

**WINNER:** PokerStars, The Stars Group

**RUNNER-UP:** 888poker, 888 Holdings PLC

Guy Templer, PokerStars.com's Group Strategy and Business Development Director said: "It's fantastic to win Poker Operator of the Year at the GGA's even though we've been around for a long time, it is brilliant to be recognised by the industry."



## AFFILIATE PROGRAM

**WINNER:** bet365 Affiliates

**RUNNER-UP:** LeoVegas Affiliates

Julian Perry, COO Gambling Insider commented: "This category was extremely competitive and bet365 should be rightly proud that their efforts in the past 12 months have been noticed by their peers."



## CORPORATE RESPONSIBILITY PROGRAMME

**WINNER:** Mr Green

**RUNNER-UP:** Paf

Mr Green CEO, Jesper Kärrbrink commented: "We're very proud to win this award as of course this is a very important part of the industry. Responsible gaming has been part of our DNA since 2007 so this is a prize we really wanted and something that we have strived for consistently."



## CHIEF EXECUTIVE

**WINNER:** Matt Davey – Scientific Games (formerly NYX Gaming Group)

**RUNNER-UP:** Denise Coates – bet365

Scientific Games Chief Executive, Digital, Matt Davey said: "I am very excited and honoured to receive this award, it's an incredible list of candidates and comes at a time of massive change and opportunity in the industry."

## GUEST COLUMNIST:



### DANILA PROZOROV

FOUNDER, FIRE LOTTO

#### BLOCKCHAING THE LOTTERY INDUSTRY

*Despite the number of technological advancements, Prozorov looks at some of the challenges the lottery industry might have to face if it adopts these new innovations*

A lottery game built on the Ethereum blockchain will be a major innovation in the global lottery industry. The lottery industry holds a 29% share of the global gambling revenue, and is facing challenges due to the growth of the digital economy. Worldwide demand for more transparent, fair services has grown concurrent with the advancement of technologies that enable the change. The distributed, decentralised nature of blockchain technology offers tremendous opportunities for financial technology innovation, and similarly, for gaming industry modernisation.

A gaming system, based on the use of the Ethereum Blockchain, would operate with a high degree of autonomy, and its data and records would be cryptographically stored in a public, decentralised blockchain. Available online and borderless, such a system can resolve several challenges of traditional lotteries.

The proposed lottery would employ the random number generation (RNG) method, which is secure and fair and prevents manipulation and fraud. This project implements a completely secure RNG method, based on the current version of the Bitcoin decentralised protocol. However there are some challenges that the lottery industry must face despite these technological advancements.

Blockchain technology can solve trust and fairness issues faced by the lottery industry. As with all centralised services, lotteries have real and perceived trust issues. Some of the most common lottery industry problems are described below.

#### FAIRNESS

Ensuring fairness of the game remains the biggest challenge. Lottery players may question the possibility of manipulation or fraud.

#### REGULATIONS

In some countries lotteries are illegal, and in most other countries only governments and affiliated organisations can obtain a license to operate a commercial lottery business. Corruption schemes that can affect distribution of funds may take place in different regions.

#### AVAILABILITY

Users from other countries cannot easily participate in some of the biggest lotteries in the world such as Euro millions or some of the lotteries in the United States. Users are limited to playing smaller, local lotteries due to the smaller size of their domestic market, underdevelopment of the lottery industry at home, or strict regulation. New online solutions that allow such players to buy worldwide or US lottery tickets have recently gained some popularity, but the service charges, as well as risks of fraud and mismanagement, remain high.

Currently, lotteries are controlled by the state and regulated by law in most parts of the world. On average, no more than 50% of all funds collected from ticket sales are allocated to the prize pool. It should be noted that lottery participants have no control over how much money is collected from ticket sales, and the average value mentioned above is a rough estimate. In addition, lottery winnings are taxed, and in some countries (for example, the US) as much as 60% can be withheld.

Lottery machines are used to draw the winning numbers for a lottery at different intervals. It is believed that the winning numbers are drawn randomly, but there are ways to influence the results. In order to make their lottery look more credible, organisers arrange live television broadcasts and set up lottery commissions. However, it is easy to make the process non-random by putting radio frequency identification (RFID) tags on lottery balls (even a child could do this).

We can draw a firm conclusion that any lottery is a source of government revenue earned at the expense of citizens through an unequal distribution of funds collected from lottery ticket sales. Many gambling industry representatives are unhappy with this system, and a few good attempts have been made to organize an honest Internet lottery. However, the traditional approach to organising a lottery which involves the use of a centralised organisational structure (i.e., a single server that may belong to a single owner) has long been mistrusted because nobody can check the RNG (random number generator) or any other parameters of the lottery other than a narrow circle of interested parties.

The blockchain technology can help us solve this problem. However, projects that use this technology are not always transparent enough. Let us take the TrueFlip project as an example. If you carefully read their project description and code published on GitHub, you will see their use of the blockchain technology is limited only to the RNG, while data on the amount of funds collected and the distribution of funds is stored on a single server.

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