

GI FRIDAY

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THIS WEEK

- Further restrictions proposed in Sweden
- Progress in California
- Sazka Group up for Q3
- Wynn Macau reports preliminary Q4 figures
- Apollo to up bid for GCGC?
- New casino agreements for Penn National
- Betting arrests in India

GUEST INTERVIEW:

- Stephan van den Oetelaar,
CEO, Stakelogic

WEEK 51

FRIDAY 18 DEC 2020

NEW JERSEY SPORTSBOOKS HIT RECORD HANDLE, WITH US TRIBAL CASINOS EARNING \$34.6BN IN 2019



New Jersey sportsbooks set yet another new record by generating handle of \$932m for November, while US tribal casinos took in revenue of \$34.6bn for the 2019 fiscal year, a 3% year-on-year improvement.

According to figures released by the state's Division of Gaming Enforcement, New Jersey's November handle smashed the Garden State's previous record of \$803m set in October. It marks the fourth consecutive month New Jersey has set a US handle record.

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THIS WEEK IN NUMBERS

Level 3

11 areas living in Scotland's level four level of coronavirus restrictions were downgraded from 11 December, meaning hundreds of betting shops in the country have since reopened



16 December



The date casinos in London were again told to close as Greater London, along with parts of Essex and Hertfordshire, were moved into England's strictest level of COVID-19 restrictions

450

Number of stores in which Paddy Power will integrate Spotlight Sports Group's content after announcing a partnership in UK and Ireland betting shops



4

The level of certification received by the British Columbia Lottery Corporation (BCLC) from the World Lottery Association (WLA), for excellence in responsible gambling, the highest available

Sports betting revenue for the month was \$50.6m, however, down from \$58.5m in October.

But New Jersey earned \$6.2m in state taxes and November handle grew 66% year-on-year, while revenue was up 54%.

The FanDuel Sportsbook at Meadowlands Racetrack led the way again, with revenue of \$24.8m, well above second-placed Resorts Digital/DraftKings at \$14.6m.

Ocean Casino/William Hill was a distant third, earning \$3.6m, Monmouth/William Hill/Sugarhouse/TheScore (\$1.9m) and BetMGM/Borgata (\$1.3m) rounded out the top five.

Online sports wagers accounted for \$872m, or 94%, of the monthly handle. In an encouraging sign for Atlantic City, retail sportsbook handle improved slightly from October to November, reaching \$59.5m, a \$300,000 increase.

New Jersey casinos have been operating with limited capacity and recently were forced to close indoor dining from 10:00 p.m. to 5:00 a.m.

Online casino games generated revenue of \$89.4m, an increase of 88%, while online poker earned \$2.4m, down marginally from October.

Golden Nugget maintained its usual dominance of online games, earning \$26m. Borgata's online entity brought in \$23.4m, while Resorts Digital Gaming finished third with \$21m.

December is poised to be another prolific month for New Jersey sportsbooks, with the conclusive weeks of the NFL and college football regular seasons merging with the arrival of the NBA's 2020-21 season.

Online casino and poker games could benefit from enhanced stay-at-home orders across the Garden State.

Meanwhile, the \$34.6bn that US tribal casinos reported for the 2019 fiscal year was a 3% year-on-year improvement, according to figures from the National Gaming Indian Commission.

2019 marked the fourth straight year tribal casinos earned \$30bn or more in revenue, although that will no doubt be far reduced for 2020.

Tribal-controlled casinos grew in FY19 from 501 to 522 across 29 states, and there are 245 federally recognised tribal gaming operators.

"Healthy tribal economies are important to promoting the tribal self-sufficiency envisioned in the Indian Gaming Regulatory Act," said NIGC Chairman E. Sequoyah Simermeyer. "The growth reflected in the 2019 gaming revenue demonstrates the strength of tribal economies in recent years. The Indian gaming industry is a vital component to many tribal economies across the country."

The Sacramento region, which includes all of California and northern Nevada, was the top earner, generating around \$9.7bn, up 4%.

Washington DC, whose region extends through Connecticut, New York, Alabama, Florida, Louisiana, Mississippi and North Carolina, placed second with approximately \$7.4bn.

The Oklahoma City region, which covers more than 70 casinos across western Oklahoma and Texas, earned \$2.7bn, up 8% from the prior year. The Tulsa region, which includes eastern Oklahoma and Kansas, wasn't far behind at \$2.5bn.

GI Verdict: Considering the fact sports betting is still relatively new to the US market, as well as the return of sporting action in recent months, it's perhaps no surprise New Jersey breaks a new record each month.

New Jersey certainly isn't the only state where sports betting has really taken off, but it's undoubtedly the leading state when it comes to handle and revenue.

As for tribal casinos, their continued growth pre-pandemic is another sign of the demand for their gambling facilities across the US.

Tribal casinos were showing no signs of slowing down before the COVID-19 pandemic and 2020 was perhaps the only outcome imaginable (unpredictable though it was) where casinos would suffer a poor year revenue-wise. The hope is it can return to its prior numbers in by 2022.



Content That Differentiates

A NEW GAMING ERA

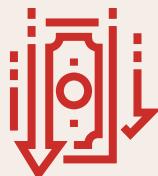
12 January



Date from which Finnish gambling operator Veikkaus will introduce mandatory authentication for players who play its land-based slot machines

\$45.4m

Amount three commercial casinos in Massachusetts earned in gross gaming revenue for November, down 42% year-on-year and 35% lower than October's figures



BOS: GAMBLING MARKET INQUIRY PROPOSALS WILL “ERODE” CONSUMER PROTECTION IN SWEDEN

Branschföreningen för Onlinespel (BOS) believes the Swedish Gambling Market Inquiry's recommendations to propose further restrictions on the country's gaming market will "lead to a deterioration in consumer protection".

The inquiry was led by former MP Anna-Lena Sörenson, who submitted the final report to Sweden Government Minister for Social Security Ardalan Shekarabi, which was commissioned in June 2018.

The report, which was tasked with examining the measures launched as part of the online market's re-regulation in January 2019, has proposed marketing restrictions for operators and a risk classification system for gaming products.

Online casino products will be prohibited from being shown on television, radio and digital media between 6am and 9pm.

BOS, the Sweden trade association for online gambling, slammed the decision to restrict Swedish operators marketing their services, stating that "efforts should be made to increase the competitiveness of the companies that have chosen a high level of consumer protection and social security" over unlicensed operators.

BOS secretary general Gustaf Hoffstedt said: "Banning licensed gaming companies from marketing their services to Swedish consumers while leaving unlicensed companies free to offer their services to Swedish consumers is a bad proposal.

"This only leads to reduced consumer protection and to erode the Swedish gaming market."

"The Government must first stop the unlicensed gambling so that together we can secure a Swedish gambling market characterised by entertainment and high consumer protection."

GI Verdict: BOS has been very vocal on the Swedish restrictions that have taken centre stage in the country's gambling market in 2020.

With the maximum weekly deposit limit of SEK 5,000 (\$598.55) set to be extended after being introduced in July, further measures will clearly affect how an operator can market and produce products to its Swedish audience.

Expect further backlash from these measures that have already proved tough for operators and won't necessarily "clean" up the market.

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22 January



Date Sands China has announced it will begin a phased opening of its Londoner Macao, with the official opening ceremony of the new venue likely to take place in early February 2021.

5.2 million

Amount of ordinary shares GAN Limited will offer as a follow-on public offering, with proceeds going to its acquisition of Coolbet



CALIFORNIA TRIBES COLLECT OVER 1.4M SIGNATURES SUPPORTING SPORTS BETTING

California tribal leaders have submitted a ballot initiative with more than 1.4 million signatures to government officials in a bid to legalise sports betting.

Tribal gaming leaders earlier this month claimed enough signatures had been received to allow Indian casinos and licensed racetracks to operate retail sportsbooks across the state.

Almost one million signatures were necessary to qualify for the referendum for the November 2020 election.

Tribes throughout California announced plans for the ballot initiative at the end of last year, but that process was delayed by the ongoing COVID-19 pandemic.

The deadline was then extended by 90 days by a state judge.

Three potentially controversial issues surrounding the ballot remain, however, with mobile sports betting not included, wagering on games involving California's colleges prohibited, and the fact it does not allow participation for the state's 72 cardroom casinos.

Meanwhile, the Tule River Indian Tribe has received federal approval to break ground on a new casino resort near

Porterville, California. Tara Katuk Sweeney, assistant secretary of Indian Affairs, granted the tribe's land-into-trust application, which allows the tribe to relocate its Eagle Mountain Casino to a new Porterville location. The casino will be built on a 40-acre site.

Tule River said the new casino location will allow the tribe to improve its limited water supply to create housing for tribal members, according to news outlet *The Recorder*.

They also report that the casino project will bring \$104m in direct revenue to central California's Tulare County and reportedly create more than 1,000 jobs.

GI Verdict: California is a sleeping giant when it comes to the sports betting industry, with the potential to be the largest sports wagering market in the US and annual estimates ranging from \$705m to \$3.2bn depending on legislation.

This proposed legislation from tribes will limit the availability of sports betting in the state, but at least it forms a starting point in a state that forms 25% of the \$34bn tribal gaming industry.

THE WEEK IN QUOTES

"We are delighted to continue our support of British Racing in 2021, which includes Newbury Racecourse. We've taken huge strides forward with our racing product over the last year and continue to make significant improvements to deliver the best offering to our customers."

Mansion CMO David Murphy speaking after online sports betting operator MansionBet was announced as the title sponsor of Newbury racecourse's Challow Hurdle day on 29 December

SAZKA GROUP REVENUE UP 66% FOR Q3

Sazka Group revenue was up 66% year-on-year for the third quarter of 2020, to a total of €769m (\$934.9m).

Consolidated operating EBITDA also increased 37%, to a total of €197m, while adjusted EBITDA was up 32% to €207m.

Consolidated profit after tax decreased by 33% year-on-year to €48 million.

Sazka said this was impacted by a €54m restructuring provision at Casinos Austria AG (CASAG), in which the company acquired an additional 17.19% stake in June. Sazka now holds a 55.48% stake in the land-based casino operator.

For the nine months to September 2020, gross gaming revenue totalled €1.42bn, a rise of 4% year-on-year.

Excluding the purchase of CASAG shares, the company's gross gaming revenue decreased 18% year-on-year – something Sazka attributed to the impact of the COVID-19 pandemic.

Adjusted EBITDA was €375m for the period, up 15% from 2019 levels, while profit after tax amounted to €90m, a rise of 58%. Again, excluding CASAG, profit

actually fell by a total of 50%.

The operator said that despite restrictions impacting its land-based firms in H1, business was allowed to recover in Q3 after limits eased.

However, Sazka's land-based operations in Greece and Cyprus currently remain closed as a result of lockdowns.

Robert Chvátal, SAZKA Group CEO, said: "All of our businesses traded well in Q3 as lockdown measures were eased and online sales remained high.

"We are particularly pleased to report that the strong momentum in online sales, including traditional products and digital-only games, has been maintained even as restrictions eased."

GI Verdict: The COVID-19 pandemic has been hitting casinos hard throughout the year, with the second wave of lockdowns across Europe meaning Sazka Group is no exception.

But the firm has managed to recover in the latest quarter, and it can expect land-based sales to help matters further should lockdowns be lifted in Cyprus and Greece.

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"I'm delighted to become an ambassador for YGAM. I joined the YGAM away day a few months ago and I was blown away by the passion and enthusiasm of everyone that works to deliver their education programmes."

Former footballer Marvin Sordell comments on becoming the Young Gamers & Gamblers Education Trust's (YGAM) first-ever charity ambassador, supporting it on a voluntary basis

"The Jockey Club is full of talented and hardworking women and men who are passionate about the future of British racing, whether they have come into the industry from a whole range of different sectors or had a career within the sport to date."

Nevin Truesdale speaks after being appointed the new group CEO of the Jockey Club, effective from 1 January next year

WYNN MACAU ANNOUNCES PRELIMINARY Q4 RESULTS

According to the operator's preliminary findings for Q4 2020, the daily average gross gaming revenue of Wynn Resorts' Macau operations were approximately 31% of its gross gaming revenue in the fourth quarter of 2019.

Total operating revenue for Wynn Macau is expected to be between \$258m and \$262m for the period from 1 October to 30 November 2020, compared to \$775.2m recorded for the same period in 2019.

For the two months, daily average table drop was 47% of what it was in Q4 last year. Adjusted Property EBITDA is expected to be in the range of \$13m to \$15m for the first two months of the quarter, which is a significant drop from \$244.8m for the same period last year. Results were influenced by the reopening of the IVS exit visa program to all residents of mainland China.

Macau's gross gaming revenue for the two months was \$1.75bn, a 72% drop from \$6.17bn in 2019. However, compared to GGR of \$612m in Q3 2020, results for the two months of Q4

increased by 187%. The operator also announced that issuing of additional notes and the net proceeds from the proposed offering will be used to repay "a portion of the amounts outstanding under the Wynn Macau credit facilities; the issuance should "extend the maturity profile of the group's indebtedness and reduce the group's secured indebtedness," the company said in a statement.

On 15 December, Wynn revealed the additional notes offering is for \$750m, with an interest rate of 5.625% per annum and payable twice a year.

GI Verdict: Wynn Macau may be slowly recovering from the ongoing pandemic, but it will take several months for the business to once again reach the levels it achieved this time last year.

Concerns remain about safety measures throughout the region, and it is uncertain when Macau can begin to welcome back visitors from specific parts of the world, meaning Wynn and other groups face unpredictable months ahead.



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Apollo mulls higher GCGC bid after shareholder opposition

"Chris is a measured and seasoned executive with strong crisis management skills and experience communicating complex business issues. As we continue to be a leader in the evolving landscape of legalised sports wagering, I am delighted to have someone with his depth and breadth of experience on our team."

FanDuel Group CEO Matt King on the operator's appointment of Chris Jones to the role of VP of corporate communications

According to reports from Bloomberg, Apollo Global Management is considering an increase on its \$2.5bn bid to acquire operator Great Canadian Gaming Corp (GCGC).

The private equity firm made its original offer earlier this year, but has since faced opposition from a number of GCGC shareholders who consider the value of \$39 per share too low.

The main opposition comes from Toronto-based BloombergSen Inc, GCGC's second-largest shareholder with 14% of total company shares, and CI Financial, the largest shareholder with 17.5%. BloombergSen Inc is not associated with Bloomberg LP.

In a phone interview with Bloomberg in November, Sanjay Sen, president and co-founder of BloombergSen, said GCGC is "not in need of a sale as it's still making money and not bleeding cash".

If they went ahead with the proposed deal, Sen said GCGC's owners would be "selling a Canadian monopoly asset at rock-bottom prices to foreign buyers".

GCGC's shareholders also said the offer took advantage of a drop in share price as a result of the COVID-19 pandemic.

Meanwhile, Apollo has defended its \$2.5bn offer, arguing that the pandemic may have reduced GCGC's value in the long term. Currently, GCGC has been forced to close 19 of its 26 properties as a result of the pandemic.

According to sources close to the matter, if Apollo was to revise its offer, it would stay within the range of \$38 to \$41-per-share. However, the company may also walk away from the deal if its bid is rejected again at an upcoming shareholder meeting on 23 December.

GI Verdict: While it makes sense for Apollo to base its offer on the current share price of GCGC, there is definitely an element of opportunism in the company's timing. Once GCGC's properties are permitted to reopen, its value should once again normalise or better, owing to pent up demand for land-based gaming. Apollo should take this into consideration if the company decides to make a new bid.

The elves are in the building!

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TAKING STOCK

SHARE PRICES COVER WEDNESDAY
9 DECEMBER TO WEDNESDAY
16 DECEMBER (CLOSE OF MARKET)

Wynn Resorts
115.23 USD



4%

Penn National
88.73 USD



19%

Elys Game Technology
3.90 USD



34%

MGM Resorts
30.98 USD



3%

Caesars Entertainment
75.84 USD



6%

PENN NATIONAL AND CASINO QUEEN ENTER GLPI LEASE AGREEMENTS

Penn National Gaming and Casino Queen Holding Company have entered into long-term lease agreements with Gaming and Leisure Properties (GLPI), for the real estate assets associated with the Hollywood Casino Perryville and Baton Rouge.

The first deal, which is subject to certain customary working capital adjustments, will see Penn National purchase the operations of the casino for a total of \$31.1m in cash.

The initial annual rent for the property will total approximately \$7.7m and will have an initial term of 15 years, with four five-year extensions.

GLPI has entered into a similar agreement with Casino Queen for the lease of its Hollywood Casino Baton Rouge. Casino Queen will purchase the operations of the casino for a total cash sum of \$28.2m.

GLPI will retain ownership of the property but will enter a master lease agreement with the casino operator, for an initial annual cash rent of approximately \$21.4m. The lease will carry the same term

as the Penn National deal.

Commenting on the new agreements, Peter Carlino, chairman and CEO of GLPI, described the sale of operations at the two casinos as bittersweet, due to their history with the company. However, he made clear his confidence in the decision.

He said: "We are confident they are in good hands with the new operators and will continue to shine under Penn National and Casino Queen."

GI Verdict: GLPI has seen a slight revenue decline for 2020 so far. Q3 revenue was up 7% year-on-year, but nine-month revenue fell by 1% to \$853m.

It is clear the two freshly leased casinos are still a valuable asset to GLPI. Total third quarter net revenue and adjusted EBITDA from Hollywood Casino Baton Rouge and Hollywood Casino Perryville increased year-on-year by \$2.8m and \$3.3m, respectively. Under the new leadership of Penn National and Casino Queen, GLPI will hope this can increase further over the coming months to counter its disappointing 2020.



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POLICE ARREST 31 FOR ILLEGAL BETTING RACKET IN INDIA

Police in Pune have arrested 31 men for running an illegal horse-racing betting racket, with three prominent bookmakers among those detained.

Having received information about the online betting activity, deputy commissioner of Police Pankaj Deshmukh and his team carried out raids at different locations across Kondhwa, Wanowrie and Hadapsar.

Police seized cash, six laptops, 31 mobile phones and other gambling equipment, and have filed six cases against those arrested.

The men were operating the betting racket from several different venues, including houses and hotel rooms.

Accepting bets on horse races outside the premises of racecourses is illegal in India, forcing police to invoke provisions of the Gambling Act, the Bombay Racecourse Licensing Act and Section 420 of the Indian Penal Code, which deals with cheating

and dishonestly inducing delivery of property.

Horse racing has returned to the Royal Western India Turf Club, where stalls are available to place bets, but such stalls are unavailable this year due to COVID-19.

"We found people betting on these horse races shown online," said Deshmukh. "It is illegal and causes violation of norms and loss of revenue to the Government."

"So legal action has been taken against 31 persons, among whom about 12 are either bookies or their associates who were taking bets over the phone and through online platforms."

GI Verdict: This is not the first time Indian police have made arrests related to illegal gambling operations this year.

In October, police arrested 14 people involved in an Indian Premier League betting racket. Gurugram police arrested 20 more people the same month for



illegally betting on the cricket league.

At the time, assistant commissioner of police Preet Pal Sangwan said the operations were more common during sporting events. However, he assured reporters police were "cracking down on all such activities" – something confirmed with these latest arrests.

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NOVEMBER: NJ ONLINE GAMING, SPORTS BETTING BOOMS

New Jersey online gaming and sports betting revenue boomed in November, with the two generating nearly as much revenue as legacy casino gaming.

Total revenue fell 5.57%, or 34.55% with online gaming and sports betting factored out.

Online gaming revenue fell short of October's record but still grew nearly double year-over-year to \$91.827m.

Sports betting reached yet another record-breaking month as handle increased 65.57% to \$931.620m. Revenue grew 53.68% to \$50.555m.

TOTAL GAMING

CASINOS	NOVEMBER REVENUE (M)	YEARLY CHANGE (%)
Hard Rock	\$34.657	+32.28
Resorts	\$44.541	+30.75
Ocean	\$23.790	+5.24
Golden Nugget	\$35.104	-3.16
Borgata (MGM)	\$62.184	-10.32
Tropicana (CZR)	\$20.508	-25.43
Caesars (CZR)	\$20.873	-36.59
Harrah's (CZR)	\$12.674	-50.48
Bally's AC (BALY)	\$6.527	-53.75
Total Casino	\$238.388	-12.70
State Total	\$288.943	-5.57

MULTIPLE PROPERTIES	REVENUE (M)	ANNUAL CHANGE (%)
Caesars	\$53	-34.55

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2021
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NOVEMBER: NJ ONLINE GAMING, SPORTS BETTING BOOMS

LEGACY CASINOS

CASINO	TABLE HOLD (M)	YEARLY CHANGE (%)	2020 (%)	2019 (%)
Hard Rock	\$27.968	+19.05	20.1	11.9
Ocean	\$19.262	-1.27	18.9	12.9
Resorts	\$8.924	-35.78	15.3	14.3
Borgata (MGM)	\$36.585	-38.04	12.8	16.7
Tropicana (CZR)	\$13.796	-41.67	15.7	13.4
Golden Nugget	\$8.705	-48.97	12.8	24.7
Harrah's (CZR)	\$12.618	-50.66	17.7	16.9
Bally's AC (BALY)	\$6.269	-53.23	11.9*	14.7
Caesars (CZR)	\$12.434	-56.09	9.4	28.1
Total Land-Based	\$146.561	-34.55		N/A

*Bally's table hold is the average of the amount generated when the casino was held by Caesars in the beginning of the month and Bally's, which completed the acquisition on November 16.

ONLINE GAMING

CASINO	NOVEMBER REVENUE (M)	YEARLY CHANGE (%)	PARTNER
Hard Rock	\$6.271	+189.10	GiG
Borgata (MGM)	\$23.425	+184.97	Entain, Pala
Resorts Digital	\$20.972	+90.84	SGMS, FLTR
Caesars (CZR)	\$8.073	+75.46	888, SGMS
Ocean	\$0.948	+72.39	GAN
Tropicana (CZR)	\$6.110	+66.29	Gamesys
Golden Nugget	\$26.029	+37.47	FLTR, GAN
Total online gaming	\$91.827	+86.88	
Casino	\$89.431	+87.70	
Poker	\$2.397	+60.58	

SPORTS BETTING

CASINO	NOVEMBER REVENUE (M)	YEARLY CHANGE (%)	PARTNER
Tropicana	\$0.603	+234.85	WMH
Harrah's	\$0.056	+148.59	SGMS
Meadowlands	\$24.803	+66.91	FLTR, PBH
Resorts Digital	\$14.647	+60.43	FLTR/DKNG/Kambi
Golden Nugget	\$0.370	+44.69	DKNG/CHDN
Monmouth Park	\$3.137	+24.19	WMH/Rush St
Borgata	\$2.173	+4.62	ENT
Hard Rock	\$0.419	-22.08	GiG
Bally's	\$0.258	-63.62	SGMS/888
Resorts	-\$0.002	-102.94	DKNG
Caesars	\$0.366		
Freehold	\$0.144		
Total Sports Betting	\$50.555	+53.68	
Same Store **	\$50.044	+52.13	

**Same store excludes Freehold Raceway, which began operating in September, and Caesars, which began operating in December.

GUEST INTERVIEW



STEPHAN VAN DEN OETELAAR *CEO, STAKELOGIC*

Van den Oetelaar discusses managing growth and investing in people

How does Stakelogic reflect on 2020?

Foremost our heart is with the many people around the world who suffer and grieve because of the pandemic. We can only hope the vaccine is effective and this will never happen to us again.

When we reflect on 2020 from a business perspective, it was the best year ever for Stakelogic. The number of clients more than doubled and so did revenue.

Stakelogic created over 40 new games, of which a substantial part was released on an exclusive basis.

Further growth was created by innovations like Super StakeTM and Mega Super StakeTM. These new features were activated by 60% of the players, boosting the revenues of these games by 100% or more.

In 2020 Stakelogic introduced its development partner program, GreenlogicTM. This program allows game studios to develop games under the wings of Stakelogic. Within the first three months, 10 studios have signed up. The first Greenlogic games perform as well as regular Stakelogic content, so Greenlogic is proving to be the sympathetic and effective way of growing development capacity and revenues.

In 2020 Stakelogic opened its new offices in Malta and Kiev. According to our staff, these offices look as nice as our games. It's something where we lose control over our budgets completely, but what we really like doing is decorating our offices.

Furthermore, we levelled up our IT infrastructure to the highest standard for data security and business contingency, as Stakelogic obtained its ISO 27001 certification.

What are Stakelogic's main objectives for 2021?

The main objectives for 2021 are again based on innovation and growth.

In our vision, the community aspect of online gambling will become more important over the coming years. In early 2021

Stakelogic will introduce a new line of game elements, to be implemented in both new and existing games, adding community elements.

In 2021 Stakelogic will also make its entrance into the live casino market. By introducing advanced live roulette games, whereby typical Stakelogic features and technology are applied, we will lift this traditional casino game to the next level.

In the coming year the Greenlogic program will become a substantial development resource for us and we'll be scaled up to support our partners to develop successful games.

Given the current in-between state of the pandemic and lockdowns, what new trends do you see developing in the gaming industry?

Our figures clearly indicate the closure and re-opening of the land-based industry in certain countries. However, the trendline in all these markets is upward. This means that new online players remain online as land-based casinos are re-opened.

The trend over the past five years is that online gambling is taking over market share from the traditional land-based casinos and arcades. The pandemic merely sped up this process.

Another trend is of course the concentration on both the casino side and the product side. This means the senior executives of the major players in the industry are focused on restructuring their companies. For Stakelogic this means a window of opportunity. The pandemic boosted our business, and as we do not participate on the M&A battle field, we can fully focus on the creation of games and revenue for our clients.

What are the biggest challenges you anticipate in 2021 and how do you aim to overcome them?

One of the challenges is caused by the regulation of the Dutch market. A lot of our clients are preparing for that. Therefore, we have to deal with increased demand for exclusive classic slot games. Many operators see exclusive slot games as an instrument to retain players. This challenge is countered by scaling up development capacity within Stakelogic and through the Greenlogic program.

Another challenge will be the recruitment and training of new staff as we plan to double in head count in 2021. Maybe the current turbulence in the market will help us with this, as Stakelogic is considered to be a safe haven.

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Borgata
HOTEL CASINO & SPA