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A QUICK LOOK AT THE NEWS IN THE ONLINE GAMING SECTOR THIS MONTH

MONTH IN MINUTES



PAOLO PERSONENI

CEO GTECH G2



EGR: GTECH G2 is two years old. Looking back, how would you rate the business?

PAOLO PERSONENI (PP): I am proud of GTECH G2 and what we have achieved in the past two years. The business is going from strength-to-strength in both the commercial gaming markets with operators like Sportingbet, Virgin, Bet365 and the WLA, and regulated markets where we power some of the world's biggest lotteries: Win2day, Veikkaus and Svenska Spel.

EGR: What have been the landmark events for the business and what do you hope to achieve in the next two years?

PP: Following the integration, the landmarks have to be the successful launch of the Canadian Poker Network, the first and only regulated poker network in North America; and the launch of BetCafe in Romania - 150 outlets were launched in just a year and it is now the premier sports betting brand there. Through Margin Maker we now handle €8bn worth of sports wagers. The development of our games studio and branded games is another high.

EGR: How have Boss, Finsoft, Dynamite Idea and St Minver performed since they were wrapped into GTECH G2?

PP: The companies are now fully integrated. We took four of the largest companies within the industry and have become one brand. We are one of the very few vendors to really offer our clients an open platform. We always look at our competitors as it helps to keep us on our toes.

EGR: How would you define success in terms of the Canadian poker network since it launched in October last year?

PP: We understand that for lotteries the move to offer online gaming can be daunting, and we are here to help them. We have launched a secure and legal network. As a supplier, success for me is that we now run the Canadian Poker Network. It is fully compliant with regulation and responsible gaming standards. The lotteries are working hard to grow

the sites and we are supporting them to provide them with our knowledge and expertise.

EGR: GTECH G2's poker software receives mixed reviews from players, how do you intend to improve that in the next year?

PP: I don't think there is a single product that doesn't receive mixed reviews from consumers. In the next year we are investing significantly in the poker software; doubling the size of the poker team; and are in the process of rebuilding the product module by module. This will quadruple development capacity.

EGR: How do you see the situation in the US playing out? Will it bring further prohibition or will it encourage the authorities to 'clean the decks'?

PP: In my view, the indictments will not necessarily go to court, however it is possible there will be plea bargains that will have fines and potential jail sentences. The DoJ will go after other players in the market based on successful convictions, especially as it is expected to give some useful case law justifying UIGEA. I can see some states going down the route of state legislation and then the federal government enacting legislation that will enable both share of liquidity across the various states.

EGR: GTECH has a strong position in lotteries in the US. With the District of Columbia agreeing a contract with Cyberarts to offer various games and poker, which states can you see GTECH G2 gaining a similar foothold?

PP: GTECH services 36 lotteries in the US including the New York State Lottery. We are able to leverage the experience of not just GTECH but also the Lottomatica Group; for example. We have relationships outside lotteries through our gaming division, Spielo International. GTECH G2 is the only provider that can truly claim to have taken offline providers online. It is this and our reputation that will allow us to be the provider of choice as the US market develops.

