



ANNUAL MEETING 2020

December 10, 2020





WELCOME

Roman Czubak

Chairperson of the Board of Directors

PLATINUM MEMBERS



NOVOMATIC



GOLD MEMBERS



playtime

SILVER MEMBERS

Ainsworth Game Technology
Aruze Gaming
BMM
Canadian Bank Note Company
Comtrade Gaming
CPI
Gauselman - Merkur Gaming
Gaming Laboratories International
Grover Gaming
Inspired Gaming Group
Intralot
JCM Global
Konami
Max Gaming
Mongterang International
Quixant
Sega Sammy Creation
Veikaus
Western Canada Lottery Corp.

BRONZE MEMBERS

ADLINK Technology
Amatic Industries
APEX pro gaming
Fortunet
Foxwoods Resort Casino
Grand Vision Gaming
Incredible Technologies
Interblock USA
Mobile Gaming Monitoring
Nidec Sankyo Corp.
PVS Gaming and Monitoring
QuickCount Australia
Reel Time Gaming
Seminole Tribe of Florida
Synergy Blue
U1 Gaming
Utopia Gaming Systems

AFFILIATE MEMBERS

Canada Gaming Association
European Casino Association
GTA
Macao Polytechnic Institute
MGEMA
Multi-State Lottery Association
Seoul National University Science
UNLV

ADVISORY MEMBERS

Gaming Consultants International
Radical Blue Gaming
Random Consulting

2020 BOARD OF DIRECTORS

Roman Czubak, Chairperson	NOVOMATIC AG
Earle G. Hall, Vice-Chairperson	AXES.ai
Paul Burns, Treasurer & Secretary	Atlantic Lotteries
Nimish Purohit	Aristocrat Inc.
Adrian Marcu	IGT
Riki Grovenor	Microgaming Software Systems Ltd
Syed Hussain	Oregon State Lottery
Martin Pedak	Playtech PLC
Bala Kuthyar	Scientific Games

AGENDA

- 2020 Highlights Mark Pace, Vice-President & MD GSA Europe
- 2020 Financial Summary Paul Burns, Treasurer
- 2021 Looking Ahead Peter DeRaedt, President
- Keynote Speaker Jason Lane, Deputy President IAGR
- Member Question Period

2020 HIGHLIGHTS

Mark Pace – Vice President & MD GSA Europe

2020 HIGHLIGHTS

- New Alliances – increased education and issue identification
- New Products – increased ability to meet industry needs
- New Standards – increased online gaming solutions
- New Members – increased access to new ideas
- New Virus – increased focus on spending due to COVID pandemic impacts

2020 ALLIANCES

- **International Association of Gaming Regulators**
 - Strategic Alliance to benefit both segments of the Industry
 - IGSA and IAGR Alignment on Technology and Standards
 - IAGR Promotion of IGSA Standards

2020 NEW PRODUCTS

- **IGSA CONVERSATIONS**

- 9 key topics
- 24 YouTube videos

- **CVT Enhancements**

- Reduced license fee
- Testing capabilities Increased 200%

- **Training Materials**

- Macau Polytechnic Institute (MPI) Educational Workshops

2020 NEW STANDARDS

- Third Party Interface (TPI) standard v1.6
- Regulatory Reporting Interface (RRI) standard v1.0
- Regulatory Handbook
- White paper on secure wireless connectivity
- Online Gambling Reporting (OGR) CEN TC/456 standard

2020 NEW MEMBERS

- **Mongterang International**
 - SOUTH KOREA (GSA JAPAN)
- **QuickCount Australia**
 - AUSTRALIA (GSA US)
- **Reel Time Gaming**
 - AUSTRALIA (GSA EUROPE)

COVID RESPONSE

- Product Demand
- Budget Alignment
- Staffing
- Reorganization and focus on the Future



2020 FINANCIAL RESULTS

Paul Burns – Treasurer and Secretary

2020 FINANCIAL RESULTS

■ Revenue

- 2019 - 1.62M
- 2020 - 1.32M

■ Expenses

- 2019 - 1.67M
- 2020 - 1.37M

■ Reserve

- 2019 - 75K
- 2020 - 12K

■ 2021 Outlook

- Revenue - 1.26M
- Expenses - 1.02M
- Reserve - 232K



2021 – LOOKING AHEAD

Peter DeRaedt – President

2021 IS A YEAR OF PIVOTAL CHANGE

- **Currency Digitalization**
- **Acceleration of Sports Betting**
- **Cross segment mergers and acquisitions**

IGSA IS UNIQUELY POSITIONED

- **Neutrality Breeds Trust**
- **Strong Partnerships and Recognition with Regulators**
- **Rich IP, Standards and Technology**

2021 STRATEGIC VECTORS

- **Sports Betting Policies and Regulations**
- **Online Gaming regulatory standard Alignment with Regulators**
- **Gaming Regulator Accompaniment**
- **Technology, Protocol & Standard Integration**
- **Cashless & Digitalization Policies and Standards**

ONGOING INITIATIVES

- IAGR Educational Programs
- Regulatory IGSA Standard How To Videos
- Online Gaming Standard Education for Regulators
- Regulator Assistance in developing policy
- Regulator Blueprint for Rapid Standard Adoption



KEYNOTE SPEAKER

Jason Lane – Deputy President IAGR

THANK YOU

- REGULATORS NEED TECHNOLOGY STANDARDS
- IAGR AND IGSA ARE STRATEGICALLY ALIGNED
- IGSA STANDARDS ARE THE FOUNDATION
OF OUR INDUSTRY'S FUTURE.

THANK YOU
QUESTION PERIOD

