

Pressespiegel 2023

Berichterstattung
NOVOMATIC

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INSIGHT

Growth trajectory

NOVOMATIC Group

NOVOMATIC returned to the ICE London show with a booth-busting showcase of new product and innovations that encompasses every single gaming, sports betting and operations sector. G3 attended the NOVOMATIC press conference during the exhibition as the company updated the industry on progress since the pandemic, what lies ahead for the Group's business divisions, and what's the latest exciting content from the industry's biggest provider.





Thomas Graf
Chief Executive Officer
Greentube

"Half year figures show an upwards trend. First half revenues for 2022 rose to €1.3bn, EBIT of €371m and investment over €100m, including the reduction of debt. Our net debt ratio to EBIT fell from 4.8 in 2022 to 1.6. This trend has been continued into the second half of 2022. In 2022, Novomatic also increased its headcount, employing around 22,000 people and sold more than 60,000 electronic gaming devices, with 160,000 on rental and lease agreements and operated around 70,000 in adult gaming and sports betting venues."

Thomas Graf,
CEO Greentube

The last three years, due to the pandemic, has been difficult for the group, primarily as retail operations were closed. Novomatic has over 2,000 gaming operations, including full-scale casinos, electronic casinos, sports betting venues, bingo and adult gaming centres. Once these locations were able to open, however, thanks to the backlog of consumer demand, we saw a tremendous rebound of our retail business. We also concentrated efforts during the pandemic on research and development, creating the new products for launch at ICE 2023. Sales of our products and software solutions, as we move increasing into a software-as-a-service business, grew significantly in both land-based and online sectors.

Officially, 2022 figures will be released for the Novomatic Group in April 2023, but half year figures show an upwards trend. First half revenues for 2022 rose to €1.3bn, EBIT of €371m and investment over €100m, including the reduction of debt. Our net debt ratio to EBIT

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fell from 4.8 in 2022 to 1.6. This trend has been continued into the second half of 2022.

In 2022, Novomatic also increased its headcount, employing around 22,000 people and sold more than 60,000 electronic gaming devices, with 160,000 on rental and lease agreements and operated around 70,000 in adult gaming and sports betting venues.

A milestone in the history of Novomatic was the acquisition of the Italian concessionaire, HBG. The company is one of the largest operators of AWP's and VLTs in Italy, and the acquisition helped Novomatic consolidate the market, which is a trend happening in Italy for the last couple of years. We are proud to be part of this process, having achieved a significant growth boost, not only in the AWP and VLTs segment, but also in terms of the operations and digital business of HBG, which have been boosted by initiatives from Greentube.

The outlook for 2023 sees Novomatic continue its growth trajectory both organically and un-organically, in the retail and technology space in regulated markets. There are also many soon-to-be-regulated markets in which we intend to play a significant role, which not only includes markets in Europe, but in North America, Africa and Asia.

Greentube is headquartered in Vienna with a headcount of 400 people, 60 different nationalities, covering all aspects of digital gaming, sports betting and skill games. Overall, Greentube employs over 1,000 experts in the digital space, across subsidiaries in 17 countries, with development hubs in The Netherlands, Canada, the US, Malta, the UK and India most recently. The key milestones in 2022 included new product launches, geographical expansion and M&A activity. Growth focus was in the US and Canada, with the entry of our games distribution into the regulated North American online casino market. Starting with New Jersey and last year we added, Michigan, Connecticut and Ontario, which means that all markets are playing a significant role in the growth of Novomatic's online business. Greentube is now live with key operators, including DraftKings, BetMGM, Entain Group and Golden Nugget Online, with more in the pipeline as we go live later in 2023 in Pennsylvania, covering all the regulated markets in North America.

One of the latest products developed for the North American market is Diamond Cash, which in Europe it is called Diamond Link, and we have launched a land-based version at ICE in cooperation with APEX Gaming as a mobile first-game. It is a true omni-channel title that has been very successful in North America and more titles will be announced soon as part of a series. In terms of game distribution, we made significant growth by launching games with GameAccount Network (GAN), covering all relevant US markets, in the format of social and real money casino.

Complementing the strength of Novomatic in Italy, Greentube has acquired the online sports betting subsidiary of Novomatic Italy, Admiral Sports, and together with our in-house brand, StarVegas, we are now operating two brands in Italy, consolidating growth under the Admiral brand and online casino with Greentube technology.

Admiral, which is the core group brand for betting and gaming, including arcades, casinos and betting shops, is now also being used in our digital B2C business, under the AdmiralBet brand and we intend this to be a pan-European brand having already been established in Germany, Spain, Italy and Austria. In order to work more closely with Admiral Sports Austria, we have taken onboard a sports betting specialist, Felipe Ludena, who is now the chief sports betting officer with Greentube, leading our international expansion and cooperation with Admiral Sports Betting Group.

On the social gaming side, we saw the launch of another significant social casino, called Bloom Boom Casino, which complements our portfolio of social casino apps, including Game Twist, a combination of online casino and skill games, Gaminator – a famous brand from Novomatic Group, and Slot Park, one of the leading social

casino apps across Europe. We have also relaunched a legendary game from Greentube, Ski Challenge, which was popular back when most people were playing online via PC. We now have the mobile relaunch due at the start of the 2023 ski season, with avatars controlled by players on iOS and Android devices.

Partnerships and sponsorships have already been secured with Austrian, German, Swiss and French ski associations, promoting in their respective countries – and our key sponsor is Red Bull. We have around 135,000 monthly users and this season we aim to reach 500,000 users, representing a new era for Greentube. It is targeted at ski enthusiasts, but it's also aimed at the esports market too.

Another area Greentube is proudly working with is lotteries. We have around 20 lottery customers from Europe and North America and we recently received WLA supplier certification for our omni-channel server-based gaming solution, Plurius. Plurius is a unique product as you can play from a single wallet, taking your game from your mobile phone to a terminal, playing from the same player account. It is an interesting solution for lotteries, with Plurius currently live in Luxembourg, and we plan further installation in new markets in the near future.

In 2022, the M&A activity of Greentube was at its highest ever level. Significant acquisitions in the technology space included a US-based development company, complementing our activities in Las Vegas and Nevada to grow our game portfolio in the US, specifically when bigger states such as California, New York and Florida open to online casino games.

On the resources side, we acquired a software house in Slovenia with around 50 specialist developers who have worked with Greentube on projects for a long time, which gives us 100 per cent capacity for future growth in the areas of platform and game development.

We also acquired igaming platform, Alteatec, a company based in Malta with additional hubs in India and the Balkans. This state-of-the-art igaming platform is already in widespread use in the German online gaming market, with customers in the private gaming space and in the lotteries sector in Germany. Alteatec was one of the first platforms to be accredited by the German gaming regulator, and will now be used in new jurisdictions in Europe and South America.

A highlight in the game distribution and development framework space is our new remote game server technology that allows us to distribute our portfolio of over 400 titles to all the regulated markets worldwide. We have developed a meta-level of features including different types of jackpots, tournaments, marketing, gamification and retention tools and secondary currencies that can be selected within the game. We are also very closely working with responsible gaming companies and our programmes in social governance and going green is very important to the business.

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A decade ago, the Novomatic Group did not operate in the UK market. We had a technology business, but no gaming operations. However, we saw an opportunity to get involved in the business of electronic casinos, or as it was called at the time, gaming arcades. We saw this as an opportunity in the UK market, embarking upon a journey of acquisitions over several years. We completely changed the arcade business in the UK, turning it into an electronic gaming experience - an electronic casino. It was a customer journey that was a radical departure from the norm in the UK.

We now have over 250 stores with 3,000 employees, all under the Admiral brand. Around 33 per cent of our floors is comprised of NOVOMATIC Product, though our strategy is to always offer the best possible games on the floor. We have nearly 20,000 machines in operation, and if you compare 2019 to 2022 - we almost trebled our bottomline profits. Last year was an incredible year for Novomatic UK, which saw revenues in excess of £250m.

An interesting statistic about our operations is that we account for 17 over cent of the venues in the UK, around 37 per cent of the machines, but we generate nearly 50 per cent of the GGR - which gives you an idea of the quality of the business we operate in the UK.

We've always had annual growth rates since 2015 of seven-eight per cent consistently in the UK. What we have shown is that arcades are anything but dead. It has been an incredible growth story for us and we are immensely proud of the business. We continue to grow, mostly organically, but with some acquisitions. We will never stop growing, it is part of our DNA, we will always look to improve our offer, be that content, customer journey, food and beverage, look and feel - we have a constant update programme in all of our venues.

We are probably the best performing, pound for pound, operations business in the Novomatic Group right now, of which we are immensely proud. We also have a very interesting technology business in the UK. We have spearheaded Novo-Server-Supported Gaming, NSSG, which is a networked terminal system, which connects to gaming machines via a network. We download content through our entertainment studio, which reports remote diagnostics, we flight new games to the front screen, we change the menu remotely.

Many of these developments already take place elsewhere, but this is a new initiative in the UK jointly-developed with Novomatic in Austria. As a result of this success, we have now networked over two-thirds of casino gaming machines in the UK. We have in excess of 65 per cent market share in UK casino machines supply and we are rapidly growing in AWP, where we are deploying the same technology in the B3 category, and ultimately in the future in Cat. C.



Zane Mersich
Chief Executive Officer
NOVOMATIC UK

"Based on what we know about the incoming UK Gaming Act, we are positive about the changes expected to take place. We are hoping that an additional allocation of slot machines are allowed beyond the current allocation from the 1968 gaming act, which is something we have been pushing towards an industry for a long time. In busy UK casinos, the arbitrary 20 machines limit, is not enough. We have situations in casinos with players queuing to play machines, and players unable to leave their seat too for fear of losing their spot. We hope the White Paper addresses this."

Zane Mersich,
CEO, NOVOMATIC UK

We also have a very lively ETG business, largely roulette, in which we have in excess of 60 per cent marketshare in the UK. We have developed fantastic content, including Lucky Lady's Roulette, which has been a great success as it rolls out to UK casinos and is now rivaling the performance of traditional roulette - something we thought we'd never see.

We also have the Going for Gold product, we have a wide area network solution connected to over 1,000 terminals and we have also launched our live dealer studio in Middlesbrough where we have roulette and blackjack playing 24/7 in a studio which is pumped into the electronic table solution via a wide-area network. We are pushing ahead in innovation and development to develop the best type of product.

Another area of responsibility for Novomatic UK is our Dutch business, in which we have a similar setup as the UK, but additionally also

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have game development and single site operations, making us the third largest operator in The Netherlands. We are also the largest operator of single sites, with around 40 per cent of the market. We have just launched our new Dutch super product in selected sites. It is an exciting market and we are in it for the long-term in Holland.

Based on what we know about the incoming UK Gaming Act, we are positive about the changes expected to take place. We are hoping that an additional allocation of slot machines are allowed beyond the current allocation from the 1968 gaming act, which is something we have been pushing towards an industry for a long time. In busy UK casinos, the arbitrary 20 machines limit, is not enough. We have situations in casinos with players queuing to play machines, and players unable to leave their seat too for fear of losing their spot. We hope the White Paper addresses this.

Another aspect is the wait and see online gambling legislation. Will there be an element of stake and prize? It seems likely, but the devil is in the detail. I hope the government takes a rational and sensible evidence-based approach, finding a middle ground that achieves their goals without stifling the industry. Anecdotally, the level of problem gambling is as low as they have ever been.

I don't see the AWP changing much - nor the adult gaming sector and the LBO space will continue. We have asked for a relaxation of the 80/20 rule, which is massively energy-inefficient. As we all pay more for our energy - we don't see it going back to price per kilowatt hour of the past. It will fall, but we need to be more energy efficient and the 18/20 rule is not in step with this agenda.

We are operating an estate of 20,000 machines, when in fact we could reduce that number by 4-5,000 machines, if we were able to provide our customers with what they want. 80/20 legislation is consuming millions of pounds of energy on an annual basis does not make any sense as is best utilised elsewhere in the grid.

This is probably going to be the most interesting of Gambling Acts in recent times as it corrects past anomalies, and aligns legislation for the future. We are probably the only industry in the world that is unable to adjust its prices according to inflation. The stakes in the UK has been set in excess of 10 years while compounding inflation rates has meant that prices have not reflected the marketplace and we have not been able to capture back those inflationary costs. I think these are anomalies that need to be addressed.

"The 80/20 rule in the UK means that operators must operate 80 per cent of their floor with lower category machines to qualify for the maximum 20 per cent of category B3 machines on their floors."



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Thomas Schmalzer
Vice President Global Sales
NOVOMATIC AG

Novomatic showed the successor to its "Black Edition" cabinet at ICE 2023, with three slot machines in the new Black Edition II series enhanced with a Black Metro finish and contrasting LED ambient lighting. The multi-screen cabinet versions Black Edition II 3.27 and Black Edition II XL 3.32 are equipped with two full HD LCD screens in 27ins. and 32ins. respectively and an equally dimensioned topper, which is optional for the XL cabinet version.

The bottom screens feature PCAP-touch and the integrated toppers are slightly angled to create a striking presence on the floor, especially in XL and with the optional topper onboard. The sister model Black Edition II 1.49J complements the cabinet series and offers NOVOMATIC's wide range of upright games with 49ins. I-curve screens. Additional features include an ergonomic footrest and padded palm-rest and powerful sound system.

Novomatic further introduced its new video slot slant top, Master SL, in versions 2.32 and 3.32 as well as two additional slant top cabinets for the ETG segment. The Diamond X presented Progressive content with the exclusive Xtension Link Volume 1 in the upright cabinet 1.55J and the brand new Golden Link Progressive mixes in the multi-screen version 2.32.

Candelas de los Muertos games with Señorita Suerte and Señor Muerte, were both centerstage at ICE 2023, presented in banks of brand new Black Edition II 1.49J machines, as well as with a dedicated photo booth with game characters roaming the booth for photo-ops.

Both titles are part of the new Linked Progressive mix NovoLine Cash Connection Edition 4, which premiered at ICE with a selection of 20 Lock 'N' Win titles. Further new mixes comprised a Money party mix, an Ultra Boost Link multi-game, NovoLine Interactive Edition X4 and Impera-Line HD Edition 9 as well as Series 2 of Impera Link. NOVOMATIC ETGs were present in two new slant top terminals complete with a Lotus Roulette Genius installation.

At the centre of the stand, NBS presented the Novovision casino management system. This modular system offers a highly effective toolset for casino management with extensive possibilities for automation, detailed analysis and performance optimisation, taking into account all responsibilities and requirements of modern casino operations in terms of player protection, responsible gaming and reporting obligations.

Thomas Schmalzer, Vice President Global Sales NOVOMATIC AG added: "As the traditional NOVOMATIC performance show, we have an exceptionally extensive range of new products and attractive highlights – and such a comprehensive portfolio that the NOVOMATIC stand is really a one-stop shop."

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ICE London 2023 – Die größte Gaming-Messe war ein herausragender Erfolg für NOVOMATIC

NEWS, MEDIEN, AGENTUREN, ADVERTORIAL | 05.03.2023

Nach einer enorm erfolgreichen Messe zieht NOVOMATIC Bilanz: Die größte Gaming-Messe erwies sich als beste, erfolgreichste und bei weitem größte ICE aller Zeiten.



Neben dem erfolgreichen Messeauftritt freute sich NOVOMATIC auch über zwei erste Plätze in wichtigen Kategorien bei den renommierten European Casino Awards.

Im Nachhinein war man sich einig: Die drei Tage auf der ICE London 2023 waren viel zu schnell vorbei. Damit musste auch der prächtige neue NOVOMATIC-Messestand wieder abgebaut werden. Doch die Erinnerung an die in jeder Hinsicht größte ICE aller Zeiten wirkt nachhaltig: 51.466 Quadratmeter Fläche, geschätzte Besucherzahlen von über 40.000 – und für NOVOMATIC die erfolgreichste Glücksspielmesse aller Zeiten.

Die Besucher waren überwältigt von dem völlig neuen Standdesign auf dem größten Stand der Messe, das mit neuer schwarzer Eleganz, unter dem diesjährigen Messemotto von NOVOMATIC – "BLACK IS BACK", eine hervorragende Sichtbarkeit der verschiedenen Standbereiche für die unterschiedlichen Industriesegmente und Märkte schuf: Landbased Casino- und AWP-Produkte und -Systeme, Casino-Management-Systeme einschließlich biometrischer Technologien für moderne Zugangslösungen und sichere Cash Handling-Lösungen sowie Sportwetten- und iGaming-Lösungen und vieles mehr.

Am ersten Messetag wurde ein Blockbuster-Spiel von NOVOMATIC bei den European Casino Awards als stolzer Gewinner in der Kategorie "Best Slot Game" ausgezeichnet.



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Ein weiterer erster Platz bei den European Casino Awards ging in der Kategorie "Best CMS/Software Product" an das Casino-Management-System NOVOVISION™. Das leistungsstarke System wurde im Zentrum des NOVOMATIC-Standes präsentiert und demonstrierte sein umfangreiches Instrumentarium für effizientes Casino-Management. Die Funktionalitäten umfassen eine breite Palette von Möglichkeiten zur Automatisierung, detaillierten Analyse und ausgefeilten Leistungsoptimierung, die alle Verantwortungen und Anforderungen des modernen Casinobetriebs in Bezug auf Spielerschutz, Responsible Gaming und Meldepflichten berücksichtigen sowie moderne biometrische Zutrittslösungen und innovatives Player Tracking sogar für Live-Spieltische bereithalten.

Ryszard Presch, Vorstand der NOVOMATIC AG, sagt: **"Ich freue mich sehr über die überwältigende Resonanz auf der Messe. Sie beweist, dass wir mit unserer Entwicklungsstrategie sowohl bei der Hardware als auch bei Content und Lösungen für die internationalen Märkte goldrichtig lagen. Die ICE London 2023 war ein fantastischer Start in das Jahr."**

Sein Vorstandskollege Johannes Gratzl fügt hinzu: **"Eine große Messe wie die ICE ist immer eine gewaltige Teamleistung, und wir sind uns der Tatsache bewusst, dass dieser große Erfolg in London das Ergebnis des großen Einsatzes und der hervorragenden Zusammenarbeit unzähliger Abteilungen und Mitarbeiterinnen und Mitarbeiter ist. Ihnen allen möchten wir sagen: Danke und sehr gut gemacht."**

Löwen Entertainment Roadshow 2023 macht Station in Berlin, Stuttgart, Dortmund und Frankfurt

Am 16. März beginnt die Roadshow 2023 von Löwen Entertainment im Olympiastadion Berlin. Drei weitere Events folgen am 21. März in der Stuttgarter Carl Benz Arena, am 23. März im Singal Iduna Park Dortmund und am 28. März im Deutsche Bank Park in Frankfurt.



Bei der Veranstaltungsreihe wird Löwen Entertainment unter anderem ein neues, exklusives Geldspielgerät vorstellen. „Ein Gerät, das alles mitbringt, um der zukünftige Top-Performer zu werden“, so der Löwen-Vertriebschef Andreas Hingerl.

Neue Software-Generation Novoline 2023

Das Unternehmen wird ebenfalls bei der Roadshow 2023 seine neue Software-Generation Novoline 2023 präsentieren. „Seit Jahren steht die Marke Novoline für Spielfreude pur, starke Titel und spannende Features. Novoline 2023 wird diese Erfolgsgeschichte fortschreiben mit einem weiteren absoluten Blockbuster“, ist Hingerl überzeugt.

Ein weiterer Fokus der Roadshow-Events wird auf den digitalen Lösungen von Löwen Entertainment liegen.

Informationen zum Thema Vernetzung

Bei jeder der vier Veranstaltungen bietet das Produktmanagement zwei Info-Panels zu der Unternehmenssoftware CasinoNet und den myNovo-Produkten an. Hier erfahren Automatenunternehmer alles über die Vorteile der Vernetzung für Spielhalle und Gastronomie – insbesondere im Zusammenspiel mit der neuen Novoline 2023-Generation.

„Darüber hinaus wartet auf alle Besucher der diesjährigen Roadshow wie gewohnt ein unterhaltsames Rahmenprogramm sowie ein attraktives Gastgeschenk“, betonen die **Löwen** abschließend.



03.03.2023

Löwen-Roadshow startet im März

Im Olympiastadion Berlin beginnt Löwen Entertainment in diesem Jahr die Roadshow. Der Termin findet am 16. März statt und bildet den Auftakt für die Veranstaltungsreihe. Es folgen drei weitere Events. Am 21. März gastiert die Roadshow in der Stuttgarter Carl Benz Arena, am 23. März im Signal Iduna Park in Dortmund und am 28. März im Deutsche Bank Park in Frankfurt.

Im Rahmen der Roadshow wird Löwen Entertainment unter anderem ein neues Geldspielgerät vorstellen. „Ein Gerät, das alles mitbringt, um der zukünftige Top-Performer zu werden“, verspricht dazu Löwen-Vertriebschef Andreas Hingerl. Das Unternehmen wird außerdem bei der Roadshow 2023 seine neue Softwaregeneration Novoline 2023 präsentieren. „Seit Jahren steht die Marke Novoline für Spielfreude pur, starke Titel und spannende Features. Novoline 2023 wird diese Erfolgsgeschichte fortschreiben mit einem weiteren absoluten Blockbuster“, ist Hingerl überzeugt.

Ein weiterer Fokus wird laut Pressemitteilung auf den digitalen Lösungen von Löwen liegen. Bei jeder der vier Veranstaltungen bietet das Produktmanagement zwei Info-Panels zu der Unternehmenssoftware Casinonet und den myNovo-Produkten an. Hier erhalten Automatenunternehmer laut Veranstalter Informationen über die Vorteile der Vernetzung für Spielhalle und Gastronomie – insbesondere im Zusammenspiel mit der neuen Novoline 2023-Generation. Umrahmt werde der Informationsteil der diesjährigen Roadshow von einem unterhaltsamen Rahmenprogramm sowie Gastgeschenken.

Gesunde Mitarbeiter als Erfolgsfaktoren

Es gibt für Firmen viele Möglichkeiten, ihre Angestellten auf Trab zu halten. Das bringt Vorteile für beide Seiten.

VON CHRISTOPH DWORAK

BEZIRK MÖDLING Den Themen „Ergonomie & Gesundheit am Arbeitsplatz“ nimmt sich beim weltweit tätigen Glücksspielkonzern Novomatic mit Sitz in Gumpoldskirchen ein hausinterner Ergotherapeut an.

Neben regelmäßigen Bewertungen gibt es Beratungen und Workshops zu den Themen Rückengesundheit, Arbeitshaltung, Ausgleich und Bewegung. Zudem stehen aktive Pausen an; ein Schwerpunkt liegt auch bei den jüngsten Mitarbeiterinnen und Mitarbeiter, den Lehrlingen: Sie werden in Ergonomie-Grundlagen und interaktiven Workshops besonders geschult. Sämtliche Aktivitäten liegen in der organisatorischen Verantwortung eines eigenen Novohealth-Teams. Unter anderem gibt es die Möglichkeit zur Muttermalkontrolle (Melanom-Vorsorge), Wirbelsäulendiagnostik, Gesundenuntersuchung, Impfaktionen, Hallenfußball, Teilnahme an Laufveranstaltungen, einen Skitag und den jährlichen, groß angelegten Gesundheitstag („Company Day“).

Gesunde Mitarbeiter sind zugleich Erfolgsfaktoren

Novomatic-Prokurist Stefan Krenn hält „gut ausgebildete und vor allem gesunde Mitarbeiterinnen und Mitarbeiter für die größten Erfolgsfaktoren. Darum investieren wir in zahlreiche Gesundheitsmaßnahmen und -aktivitäten im Head-

quarter sowie an unseren anderen Standorten“.

Für die beiden Mödlinger Industriebetriebe „Knorr-Bremse“ und „Dr. techn. Josef Zelisko“ ist das Wohlbefinden der rund 800 Mitarbeiterinnen und Mitarbeiter sehr wichtig. Die Unternehmen bieten daher seit vielen Jahren mit KBA-FIT ein umfangreiches Sportprogramm an. An verschiedenen Standorten in der Region kann die Belegschaft kostenlos Sport betreiben. Das gut besuchte Angebot reicht derzeit von Tennis, Squash und Badminton über Schwimmen und Klettern bis hin zu Yoga. Beliebt sind vor allem die Laufveranstaltungen, an denen gemischte Teams teilnehmen, wie der Business Run in Wien oder der Anningerlauf. Heuer soll es wieder ein Tennisturnier geben, auch der Skitag soll im nächsten Winter wieder veranstaltet werden.

Sport gilt auch als Vernetzungsplattform

„Beim Sport kommen Kolleginnen und Kollegen aus den verschiedensten Unternehmensbereichen zusammen“, erklärt KBA-FIT-Leiterin Claudia Christian, Assistentin der Geschäftsführung. Das Programm fördere „nicht nur die Fitness, sondern auch das Kennenlernen und die bessere, abteilungsübergreifende Vernetzung“. Nicht zu vergessen auf die gesunde Ernährung: Im Betriebsrestaurant wird täglich

zumindest ein vegetarisches Menü angeboten, frische Salate stehen ebenfalls zur Auswahl. Dazu gibt es stilles und sprudelndes Wasser zur freien Entnahme.

„Mit.Einander“ in Bewegung

Unter dem Motto „Mit.Einander in Bewegung bleiben“ bietet die Raiffeisen Regionalbank Mödling ihren 208 Mitarbeitern jährlich ein umfangreiches Gesundheitsprogramm.

Dazu zählen Gratisimpfungen sowie Vorsorgeuntersuchen. Auch die vielseitige Gesundheitsvorsorge-Palette der Arbeiterkammer wie der Health-Truck, Vorträge bzw. Webinare („Endlich rauchfrei“, „Langfristig abnehmen“, etc.) werden aktiv angeboten.

Sogar während der Lockdowns wurden Kurse wie Afterwork-Bodyweight, Yoga oder Pilates im Online-Training durch die Raiffeisen Sportunion angeboten, um den Mitarbeiterinnen und Mitarbeitern im Homeoffice physischen sowie psychischen Ausgleich zu schaffen.

Siegel für betriebliche Gesundheitsförderung

Des Weiteren umfasst das Gesundheitsprogramm kostenlose Beratungsstunden zur Wahrung der mentalen Gesundheit. Dazu wird ein Expertenpool an Psychologen, Psychotherapeu-



Claudia Christian (Leiterin KBA-FIT), Lukasz Krupnik, Alexandra Pfeiffer und Dieter Lang beim firmenübergreifenden Padel-Tennis. Diese Sportart soll bald wieder angeboten werden.
Foto: Knorr-Bremse GmbH

ten und Lebens- und Sozialberater zur Verfügung gestellt, die sich unter anderem um Burnout-Prävention kümmern. Die RRB-Mitarbeiterinnen und -mitarbeiter organisieren in Eigeninitiative sportliche Aktivitäten wie Mountainbiken, Wandern oder Bowling, die zum Teambuilding und harmoni-

schen Betriebsklima beitragen. In wenigen Tagen erhält die RRB Mödling zum wiederholten Male für die gesundheitsfördernden Maßnahmen das „BGF – Gütesiegel Betriebliche Gesundheitsförderung“.

„Gesunde und fitte Mitarbeiterinnen und Mitarbeiter, die sich an ihrem Arbeitsplatz

und ihrem Team wohlfühlen, sind die Erfolgsfaktoren jedes Unternehmens. Deshalb investieren wir gerne in ein umfassendes Gesundheitsprogramm“, meinte Ursula Küssel, Bereichsleiterin Mitarbeiterentwicklung, Führungs- und Unternehmenskultur in der RRB Mödling.



▲ Dominik Sild von der Raiffeisen Regionalbank Mödling baut Übungen mit dem Theraband in den Arbeitsalltag ein.
Foto: RRB Mödling

yogonet.com, 01.03.2023

Greentube calls ICE London "a massive success" for the brand in its event recap



Online gaming provider **Greentube** has shared its assessment of the recent **ICE London 2023 expo**, held February 7-9 at ExCel London. The company – **Novomatic's** digital gaming division – **has deemed the event "a massive success" for the brand**, and shared a recap video that shows what Greentube had to offer for ICE's latest edition.

"We made a huge splash for ICE London 2023, as we invited attendees to take a deep dive into the Home of Games and discover some of our most exciting upcoming online casino games, like Diamond Tales: The Little Mermaid, Manic Potions and Cash Connection – Candelas de los Muertos – Señorita Suerte!" said the company in a press statement.

Over the course of the three days, Greentube's games experts, sales representatives, and industry specialists also presented attendees with other highlights coming in 2023, as well as an insight into what people can look forward to from the Diamond Link and Diamond Mystery slot series, as well as the Cash Connection series.

At ICE London, Greentube showcased its latest products at Booth S7-130 at what has been described as "the biggest ICE ever in every aspect" by parent company Novomatic. The expo had 51,466 square meters of floor space, and its visitor count exceeded 40,000, according to figures provided by **Clarion Gaming**, the event's organizer.



Ahead of ICE, *Yogonet* held an exclusive interview with Michael Bauer, Greentube's Chief Games Officer and Chief Financial Officer, in which the executive explained the importance of the expo for the brand and discussed plans for the year. "North America is a strong focus for us and a region with a real appetite for our products," he stated. You can revisit it [here](#).

It's been a busy few days for Greentube since ICE London ended. In addition to attending the global summit, this month, the company has also inked [a deal to take its iGaming content live with TonyBet in Latvia](#); and [earned a German nationwide online gaming license](#) through its StarGames brand.

Greentube Adds Win Ways Mechanic to Book of Ra Deluxe

The company is bringing the powerful innovative mechanic to one of its top-performing games of all times



NOVOMATIC's Gaming and Entertainment division has welcomed the opportunity to enhance the classic **Book of Ra Deluxe** game with the addition of the highly-esteemed Win Ways mechanic which allows for more paylines to be added to the reels.

The Popular Franchise Gets a Powerful Feature Boost

In a way, Win Ways resembles the Megaways mechanic but with its own twist, of course. Thanks to the addition of the Win Ways feature into Book of Ra Deluxe, the game will now come with up to six reels and 117,648 paylines.

The feature adds an extra reel above the main game grid, and winning symbols on that new reel will trigger a trickle-down effect translating into payouts for players across the board. If players get bonus scatter symbols on the reels, they will be awarded 10 free spins that are granted instantly and trigger the bonus round immediately.

Each new bonus symbol that comes across the reels will trigger additional five spins. The bonus level will also feature a special expanding symbol that is selected at random and helps the players along. This symbol can then add more heft to every spin and boost your winnings even more.

Players to Benefit from the Win Ways Mechanic Big Time

Greentube director of games development and operations **Steve Cross** has welcomed the opportunity to add the unique mechanic to the esteemed franchise. He noted that Book of Ra is one of the best-performing series in iGaming and incorporating the Win Ways mechanic into it is another step forward.

"The team did a great job on this title, and we can't wait for players to get their hands on it," Cross assured. All the while, Greentube has been looking to actively expand its presence in regulated iGaming markets.

The supplier has signed partnerships with [StarGames.de](#) in Germany and [TonyBet](#) in Latvia, both important markets in Europe. Greentube has also secured a supplier license in [Connecticut](#) and is looking to expand its clout in North America.

Greentube enhances timeless classic with Book of Ra™ deluxe: Win Ways™

Greentube, the NOVOMATIC Gaming and Entertainment division, has enhanced its portfolio of classic games by introducing the *Win Ways™* mechanic to one of its most iconic releases, *Book of Ra™ deluxe*.

The Austrian provider has boosted the immortal hit with an impressive number of ways to win, leading to the creation of six-reel, 117,649 payline *Book of Ra™ deluxe: Win Ways™*.

Featuring an additional reel directly above the main game reels, *Book of Ra™ deluxe: Win Ways™* sees winning symbols removed from gameplay, allowing for chain reactions as new symbols fall into place.

Should three bonus scatter symbols land on the reels, a total of 10 free spins will automatically be awarded. Every additional bonus scatter that lands will award a further five free spins.

During the Free Games feature, one symbol is randomly selected from the Book of Ra to become an expanding symbol. Expanding symbols can cover all positions on the game reels, including those on the additional top reel.

Special bonus scatter symbols may also appear on the top reel during the Free Games feature, with three symbols awarding five additional spins and four symbols awarding 10 additional spins.

Steve Cross, Director of Games Development and Operations at Greentube, said: "The demand for our esteemed Book of Ra™ franchise remains unquenchable. It was only natural, therefore, for us to incorporate Book of Ra™ with the highly sought-after Win Ways™ mechanic. The team did a great job on this title and we can't wait for players to get their hands on it."

yogonet.com, 28.02.2023

Greentube adds WinWays mechanic to its classic Book of Ra slot in new deluxe edition



iGaming content provider **Greentube** has enhanced its portfolio of classic games through the **introduction of WinWays mechanics to one of its most iconic releases, Book Of Ra Deluxe.**

The Austrian provider, part of the **Novomatic** group, has **boosted the hit title with multiple ways to win, leading to the creation of the six-reel, 117,649 paylines Book of Ra deluxe: Win Ways.** Featuring an additional reel directly above the main game reels, the slot sees winning symbols removed from gameplay, allowing for chain reactions as new symbols fall into place.

Should three bonus scatter symbols land on the reels, a total of 10 free spins will automatically be awarded. Every additional bonus scatter that lands will award a further five free spins, the supplier notes.

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Greentube was present at ICE London 2023 **earlier this month**. The company has now published an assessment of its experience at the event, and deemed it **"a massive success" for the brand**, as they shared a recap video that shows what Greentube had to offer for ICE's latest edition.

"We made a huge splash for ICE London 2023, as we invited attendees to take a deep dive into the Home of Games and discover some of our most exciting upcoming online casino games, like Diamond Tales: The Little Mermaid, Manic Potions and Cash Connection – Candelas de los Muertos – Señorita Suerte!" said the company in a press statement.

ggrasia.com, 27.02.2023

Ainsworth 2H revenue rises to US\$83mln, Asia only 0.5pct



Australia-listed slot machine maker Ainsworth Game Technology Ltd reported an after-tax profit of AUD5.9 million (US\$4.0 million) for the six months ended December 31, down 35.2 percent in year-on-year terms. The company had posted an after-tax profit of AUD2.7 million for the first half of 2022.

Ainsworth said in a filing on Monday that its group-wide revenue rose by 23.2 percent year-on-year, to AUD124.1 million (circa US\$83.3 million). Revenue was up 3.8 percent sequentially.

Asia accounted for slightly under 0.5 percent of Ainsworth's revenue in the reporting period. Revenue from Asian markets stood at AUD570,000 for the six months ended December 2022, most of it coming from sale either of gaming machines or parts for them. The company did not provide a year-on-year comparison: it only stated that revenue originating from Asian markets had amounted to AUD674,000 in the 12 months ended June 30, 2022, or 0.3 percent of Ainsworth's total revenue.

In June last year, Ainsworth announced it [was changing](#) the company's financial year-end, from June 30 to December 31. This was in order to align its reporting schedule "with its overseas operations and business cycles," as well as with the financial year-end of Novomatic AG. Austria-based Novomatic controls a 52-percent stake in Ainsworth.

Ainsworth posted a AUD75,000 segment loss for its Asia operations in the six months ended December 2022. Asia was the only regional operation posting a segment loss.

Ainsworth said there had been "minimal contribution" from Asia and Europe to its overall revenue during the second half of 2022, "as these markets continued to emerge slowly post Covid-19 lockdowns".

Company-wide earnings before interest, taxation, depreciation and amortisation (EBITDA) were AUD14.9 million, versus AUD24.6 million in the prior-year period, said the gaming supplier. EBITDA for the first six months of 2022 had stood at AUD12.5 million.

No dividend was declared for the latest reporting period. The firm said that "dividend continues to be suspended to provide strong liquidity to allow the company to continue to invest in research and development to deliver competitive products and to navigate the uncertainties in global supply chain shortages and continuing inflationary cost pressures."

Harald Neumann, Ainsworth's chief executive, said in prepared remarks that the group's performance "continued to improve through the year driven by [casino property] re-openings and recovery in many of our major international markets." He added: "I am confident that the investment we have made to fundamentally upgrade our technology, hardware and improve game performance is expected to deliver further improvements in our results."

yogonet.com, 27.02.2023

Greentube's StarGames becomes new sponsor of professional darts player Max Hopp



Online gaming operator **StarGames** announced it is now the new sponsor of professional darts player **Max Hopp**. The iGaming site, part of the **Greentube** group, has thus further strengthened its engagement in sports sponsoring by becoming an official partner of the German World Championship star.

Hopp, a 26-year-old from Idstein, is the only German darts player to win a PDC tournament. StarGames, a brand in the German online gaming industry known for its Novoline titles, will support the darts professional in the future with a match jersey sponsorship.

The player from Hesse, also called "Maximiser" by his fans, is **one of the most influential personalities in recent German darts history**, according to StarGames.

Among the milestones of his career so far are eight World Championship participations, **the Junior World Championship title in 2015 and a victory at the German Open 2018 in Saarbrücken.** Hopp also became an author in 2021 when he published the biography "From 0 to 180."

"I am very pleased to welcome StarGames as a new partner," said Hopp.

"StarGames and I are united by our love for the game. Like in sports, there is always the opportunity to score a goal even if you might miss from time to time. Thank you to the team at StarGames for your support. And here's to a good partnership!"



StarGames Brand Manager László Pados also commented: “Max is one of the most talented darts players in Germany who has already seen it all but is still only 26 years old. **We are very happy to partner with him and support his journey**, because we believe that the future is set out for him.”

In addition to the match jersey sponsorship, work is to be done on realizing joint projects. “At the same time, his goals are very much aligned with those of StarGames.de: becoming Germany’s #1 in our respective fields. We hope we can reach it together,” added Pados.

europeangaming.eu, 27.02.2023

NOVOVISION™ wins European Casino Award in London



On the occasion of ICE London 2023, the recent European Casino Awards took place on February 7th at the Grand Connaught Rooms in London's stylish Covent Garden. The organiser of this prestigious casino industry event is Datateam Business Media, publisher of Casino International, who inceptioned this award to recognise and reward excellence in the casino industry across the European continent in 21 categories spanning products, operators and general industry achievements.

This year, the NOVOVISION™ Casino Management System from NBS was the winner of the "Best CMS/Software Product" category. Built on the latest cutting-edge technologies, NOVOVISION™ is a revolutionary new casino management system with extensive features that cover all areas of the modern casino operation. The system's modular design makes customization easy and allows absolute flexibility based on the operators' needs and legal obligations. Worldwide, some 40,000 gaming machines, 3,000 betting terminals and 1,300 cash machines are already operated via this comprehensive software package, and numbers are steadily growing.

The NOVOVISION™ system provides a powerful toolset that allows operators to streamline their processes, increase operational security and maximize the convenience for their guests with the most secure and innovative cashless experience on the market. The functionalities include a wide range of possibilities for automation, detailed analysis and sophisticated performance optimisation, taking into account all operator requirements and responsibilities in terms of player protection, responsible gaming and reporting obligations as well as offering modern biometric access solutions and innovative player tracking for live gaming tables.

A highlight of the system is the patented state-of-the-art biometrically-based access solution which employs fingerprint or face recognition to ensure the distinct identification of registered customers. Also, the system's player loyalty functionalities can yield a considerable impact on revenues, with in-depth player tracking of individual preferences and conclusions about specific marketing and promotional strategies. At the recent ICE London 2023, NOVOVISION™ Casino Management System was presented right at the heart of the NOVOMATIC stand, demonstrating the comprehensive capacities of this visionary solution.

Jens Einhaus, Sales Director NBS, says: "We are absolutely thrilled with this award. It is a real recognition of the efforts and commitment of the whole team to develop and continuously advance a casino management solution that makes a difference. Operator feedback at ICE was excellent, and we see huge international potential for the further growth of our market share."

Yogonet.com, 27.02.2023

Novomatic's CMS Novovision gets recognition at European Casino Awards



On the occasion of **ICE London 2023**, the recent **European Casino Awards** took place on **February 7th** at the Grand Connaught Rooms in London's Covent Garden. The awards aim to recognize and reward excellence in the casino industry across the European continent in 21 categories spanning products, operators and general industry achievements, and **Novomatic** was among the awarded companies this time around.

This year, the **Novovision Casino Management System** from **NBS** was the winner of the **"Best CMS/Software Product"** category. Built on the latest technologies, Novomatic describes Novovision as a new casino management system with extensive features that cover all areas of modern casino operation.

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/// ICE SLOT SHOWCASE

NOVOMATIC: EXPECT EXCELLENCE

It's three years since there was a significant turnout of land-based suppliers at ICE London. Which slots will you be showing that you didn't have in 2020? What are your expectations about how they will be received and what do they offer to operators?

There will be quite a few cabinets on the Novomatic stand that we didn't have in 2020, says Thomas Schmalzer, Novomatic's VP global sales and product management (pictured).

Last year's launches, Diamond X 2.32 and Diamond X 1.55J, will be on display for the first time at ICE 2023 in a jackpot set-up with a range of linked progressive content.

These magnificent cabinets have been introduced in a multi-screen version and a 55ins J-curve version, both of which have all that it takes for gaming beyond expectations.

Refined details like the modern front door panel with the characteristic facelift of the grill, the large footwell, two XL start buttons with an optional TouchDeck player interface as well as the indirect LED lighting concept with intelligent game-synched colour effects, which complement and contrast against the black metro finish, create a sophisticated blend of ergonomics and ambience.

Brand new at this year's show will be the Black Edition II series with three distinct machines, namely Black Edition II 3.27 with two 27ins game screens and a 27ins topper, Black Edition II XL 3.32 with the same set-up in 32ins but the topper optional and Black Edition II 1.49J with a 49ins J-curve monitor.

Under the motto "Black is back", these three introduce the Black Edition II as the righteous successor of the hugely popular Black Edition cabinet. All three models deliver cutting-edge cabinet design, perfectly angled screens and a razor-sharp game presentation against the backdrop of a black metro finish and a contrasting LED ambient lighting concept.

They have been designed and developed with the aim of replicating the success of the original Black Edition and in addition offer more modern choices for the specific preferences of the operators and their guests. Expectations are therefore quite high, of course; operators should expect excellent performance from these cabinets and a fast return on their investment.

Another new slot machine that premieres at ICE 2023 is the Master SL 3.32, which introduces a masterful and modern slant top design for video slots. One slanted 32ins game monitor



on the terminal, one 32ins upright screen and an additional 32ins optional topper create an immersive experience in true slant top style that allows operators to utilise a premium machine to create structural variety on their slot floor.

Some traditional casino slot manufacturers are now embracing AWP. Why do you think this is?
AWP markets are highly relevant markets with a strong customer base and very loyal player demographics. Some of the major European markets are strong AWP markets - Germany, Italy, Spain, the Netherlands and many more come to mind. Even Novomatic's own home market of Austria is characterised by a thriving AWP segment.

Novomatic's AWP products have shown outstanding performance in venues across many countries and it makes sense to provide cabinets and content that casino players love in AWP settings and vice versa.

And will the video lottery terminal continue to provide the alternative between AWP and casino slots?

This, for many markets, is in fact a question of gambling regulation much more than anything else. VLTs are one of multiple alternatives for regulators which come in various technological flavours. VLTs are thus not that much driven by operator or player preferences but by legal market conditions.

The system architecture of VLTs naturally offers numerous advantages for the legislator, such as the centralised network structure that allows for automated and fully transparent reporting routines. This segment has always been a strong pillar of Novomatic's growth strategy as a technology provider as well as partner to regulators and operators worldwide.

We provide high performance products, systems and solutions for all segments and requirements of the international gaming industry - and that, of course, includes VLTs.

What is your strategy when it comes to creating a slot machine portfolio?

Novomatic is in the unique position to have well-diversified business activities as both an



operator and a supplier, which means that we know first-hand what kind of products operators in the various markets and segments require to optimise the performance of their venues.

As we cater to all segments from AWP, VLTs and casino style gaming, we provide equipment and content along those lines. Combine this fundamental input from our own business with feedback from third-party customers, as well as the constant monitoring of current trends and player preferences in gaming content and you have a comprehensive picture of where our R&D should be heading.

Our flexibility and fast reaction to market trends or regulatory changes is a key success factor in this respect.

How important is the skill-based element in the modern slot and how do you try to introduce that element?

We see that in selected markets skill-based gaming is an important part of the regulated entertainment industry and as such we also serve such markets with specific product ranges.

We are able to leverage our over 40-year experience in the gaming industry as well as our global synergies to provide tailor-made solutions for specific market regulations in place.

Player immersion is another key element.

What's your strategy in linking sound, graphics and ergonomics to create immersion?

Attractive game titles with exciting features and bonuses are the first part of the equation here. Exquisite graphics, diverse game themes, a fitting sound design and engaging gameplay are the key ingredients of that recipe.

On the hardware side, sound, graphics and ergonomics have to lay a top-quality foundation for the game content to create a smooth composition for the most immersive gaming experience.

For every manufacturer, much of this begins with economic considerations regarding the



quality and price of procurement parts, because sound and graphics stand and fall with the quality of the audio and video components

and Novomatic aims high in terms of quality to achieve an optimal presentation of the game. Machine ergonomics, on the other hand, is based on extensive R&D effort, experience and expert knowledge in cabinet design.

How do you see the casino slot machine of the future? How will it differ from what we have today?

From a player's perspective the trends will depend on the respective market segments. In terms of cabinets and ergonomics of premium products, player comfort combined with modern design, the constant incorporation of newest technologies in audio

and video, as well as player immersion will remain crucial. Auxiliary products such as LED signage augmenting the bank's visibility and capturing player interest will keep increasing their importance as well.

From an operator's point of view and a regulatory perspective, we can generally expect that slots of the future will be cashless and fully integrated into a casino management system. We will see more automation of operational processes in terms of customer loyalty programmes, player identification, player protection and access control.

Novomatic is well prepared for this trend with its state-of-the-art Novovision system featuring - beyond those elements - also optional biometric technologies, both for full-scale casino operations as well as smaller slot halls.

For more budget-conscious segments a high-quality standard at competitive pricing as well as operator-relevant machine features will be future elements differentiating successful equipment providers.

With all that being said, content is still king. It also seems linked progressive solutions are part of this trend to a good extent. However, standalone game titles and new concepts will remain an important part of Novomatic's portfolio. We will be constantly innovating and working on new game themes, concepts and features to best meet player tastes and satisfy the hunger for something new.

