

Pressepiegel 2024

Berichterstattung
NOVOMATIC

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INSIGHT
ICE LONDON REVIEW

Fond Farewell

NOVOMATIC

NOVOMATIC Group celebrated the end of an era with the final ICE show in London, having appeared at 28 expos to date. Thomas Graf, CEO Greentube, outlines the key Group activities over the last 12 months, including the rapid growth of Greentube alongside the formidable market activities of the NOVOMATIC Group of companies.

NOVOMATIC was celebrating this year at the final ICE London show, both in terms of its land-based and digital businesses. Since Covid NOVOMATIC has grown its workforce to 24,600 employees, mostly in the 2,100 gaming venues operated by the NOVOMATIC Group. The Group currently has over 215 fully consolidated companies with additions made over the last 12 months through M&A activities. NOVOMATIC exports to over 100 regulated gaming markets with representation in over 50 countries worldwide. Machine sales figures for the first half of 2023 (full year results will be published in April) saw 14,000 gaming machines sold, 77,000 currently in its own gaming venues, and 142,000 on lease, rental and revenue share.

The financial highlights include revenues reaching €1.58bn with an EBITDA €386m, representing a 24 per cent EBITDA margin. In addition, more than €270m was spent on M&A activities for expansion and replacement investments. The Group is confident that similar

figures for the second half of the year will be recorded. The Group has a 30 per cent equity ratio, resulting in S&P upgrading the company to BB+ rating, reflecting successful operational performance and debt reduction efforts. Novomatic reached the second position in the S&P rank for gaming technology segment. Social and environment governance is very important to the group, with NOVOMATIC winning the first place in the PWC ESG ranking in 2023, and is in the top 30 per cent of ISS ESG level C ranking in the electronics sector and won the leading employer award in Austria in 2023. Novomatic's headquarters is going green by developing a large scale photovoltaic system occupying 20,000sq.m and will be deployed in other key markets where the Group operates production facilities, including Italy, Spain and Germany.

NOVOMATIC enjoyed revenue growth on both the technology and operations side of the business, with above average growth in Italy, Germany, UK, the US and online. As regards

M&A activity, operationally NOVOMATIC acquired 15 arcades in the UK and 25 arcades with 1,300 slots in Italy, which has become one of the key markets for the Group in both operations and technology. NOVOMATIC further finalised strategic acquisitions in the digital space, including a software development house in Slovenia, Inecon, a company developing solutions for Admiral Sports Betting and Greentube, and has been working with the Group for many years before in-sourcing the skills from the business.

At the start of the year Greentube completed the integration of Malta-based business, Alteatec, an iGaming management system and platform provider, including the company's Olympus One technology, who's main customer base is Germany. Alteatec is not only an iGaming platform provider but also an aggregation solution, with streaming technology and safe server technology, which is being used in Germany.



Thomas Graf
Chief Executive Officer
Greentube

Greentube currently employs over 1,000 people and is still growing. First half revenues were over €150m and the full year results are expected to double that figure. On the M&A side in 2022-23, Greentube completed three new acquisitions, including Inecon, Alteatec and also a company based in the US with creative developers in a team of 50 people located in Guadalajara, Mexico. The acquisition will help Greentube to enter the lottery space in the US and internationally. Plus, grow the output for online casinos in the US, in markets in which Greentube already has a licence (Michigan, New Jersey, Pennsylvania and Connecticut).



The NOVOMATIC Group is appearing at its 28th ICE show in London. The company first exhibited at the exhibition in 1996. The company is very proud to be still exhibiting on a booth of 3.300sq.m. The Group is also looking forward to Barcelona in 2025 and to beginning a new chapter in the success of Novomatic.

The digital space is one of the key growth sectors for the NOVOMATIC Group. Greentube currently employs over 1.000 people and is still growing. First half revenues were over €150m and the full year results are expected to double that figure. On the M&A side in 2022-23, Greentube completed three new acquisitions, including Ineon, Alteatec and also a company based in the US with creative developers in a team of 50 people located in Guadalajara, Mexico. The acquisition will help Greentube to enter the lottery space in the US and internationally. Plus, grow the output for online casinos in the US, in markets in which Greentube already has a licence (Michigan, New Jersey, Pennsylvania and Connecticut), and with key operators DraftKings, FanDuel and BetMGM.

In Europe, the expansion of Greentube in 2023 focused primarily in Slovakia, where Greentube added four new operators to its iGaming distribution network. In the Netherlands, Bet365 came online. In Germany the company added three new operators as that market becomes an increasingly important market for B2B content distribution. Greentube entered the market in Germany only recently, but see a very strong traction for the games, despite the difficult regulatory environment.

On the B2C front, the main growth also came from Germany, with brand StarGames performing strongly, in Italy with Admiral Bet, and Admiral Casino in the UK. In the social casino area, Slot Park, which is one of the key NOVOMATIC brands alongside GameTwist. Greentube enjoyed above market growth rates in Europe and entered a new segment with BloomBoom Casino, which is based on the gardenescapes casual gaming theme, which is already generating encouraging figures with this product.

Greentube is further seeking to take its social casino Apps to the US market, including the Diamond Cash App, and Pharaoh's Way, which

is a social slot journey app. Also important to mention is Greentube's 360 efforts with the lottery in Luxembourg, which will include a VLT solution that allows the games to be played online and via mobile utilising the same wallet. The solution will also allow players to bet on sports events, bringing together the two verticals of slot games and sports betting. It is a first for NOVOMATIC, which will be launched later this year.

Greentube is further working with NOVOMATIC on omnichannel platforms to bring successful online titles to land-based. Diamond Link series is one of the most successful Greentube franchises both in Europe and the US. Some of these games have already been ported to the slot machine platform for APEX Gaming, which were shown at ICE and will be available on the VLTs in Luxembourg once the system goes live this year on the proprietary Greentube platform. Plinius.

"We are getting more and more requests from US operators to bring Greentube's online titles to the casino floor," explained Thomas Graf. "This will be an ongoing effort this year between NOVOMATIC, Greentube and AGT to deliver these cross-channel offering."

"This year the main opportunities for the Group in both land-based and online remains North America, where we expect more states to be opening up to regulated gaming. More states are expected later in the year; and, of course, the market in France is going through changes to its online regulations where Greentube is preparing to enter at both the B2C and B2B level as the opportunities arise. In Latin America, Brazil is definitely a focus market for game distribution and B2C activity with local partners. And another new market for the Group this year is South Africa, where NOVOMATIC is looking to bring its most successful titles to the big casino groups in the online market."

Europe, North America, Latin America remain the most important markets for the Group with more than 450 games currently live, developed by 20 game studios that are part of the NOVOMATIC / Greentube Group, servicing 200+ business partners with around 10 million active users playing Greentube and NOVOMATIC games online.

INSIGHT
ICE LONDON REVIEW

Live and Kicking

NOVOMATIC UK

At ICE London 2024, Zane Mersich discussed the continued success of NOVOMATIC UK both in operations and machine manufacturing and distribution in the UK and the Netherlands.

ROULETTE



PLAYERS BETS





Zane Mersich
Chief Executive Officer
NOVOMATIC UK

What's important about our business in the UK is that we reinvest. The profits that we make in the UK we reinvest in growth, we employ more people, we add more venues – and we are very proud of the fact that we are self-funding our own growth. We remain very bullish about the operational business in the UK and we are going to continue to press very hard.

It's the end of an era at the ICE show, after my first show in 2006. At that time, NOVOMATIC UK had less than 100 employees, but what we saw was a market that had lots of opportunities. Currently, Novomatic UK is in the operational and manufacturing space.

Operationally, the business acquired 15 arcades in 2023, in addition to our own greenfield sites that we opened ourselves, which amounted to 15 new locations. We now operate 275 arcades in the UK, with around 3,800 employees.

An interesting statistic for the UK AGC operations business in the UK, is that we generate around 50 per cent of GGR of the entire UK AGC market. We have a very health marketshare and have reinvented the AGC space in the UK, enjoying tremendous double digit growth.

Energy prices rising significantly has had a negative effect on the business, which is to be expected when you're operating circa 23,000 machines. However, through revenue growth we have neutralised all of these costs, including the added costs of the living wage, which we thoroughly support. The journey from 2006 has been a great one, especially operationally. Revenues are approaching the £300m mark in the UK, EBITDA is around £80m – heading towards £100m.

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In terms of product, most of the casino in the UK feature around 65 per cent NOVOMATIC UK product, which has been a great journey. Back in 2008, the market share for the business was around three per cent. We see positive future growth in machines in the casino and AWP space as the process of amending the current UK Gambling Act is ongoing in the UK.

The process of consultation is progressing, with no guarantee of any type of outcome until it comes to fruition, but we are positive that there will be changes made that will be favourable for the land-based gaming space in the UK, in particular casinos. We look forward to the outcome of the consultation and ultimately those changes being implemented.

In terms of casino product, the one standout is the live dealer studio in Middlesbrough. It is a B2B studio, which we make available to all our customers via our wide area network solution for our electronic table gaming product.

The studio operates 24/7 and we are finding uptake with all of our major customers who have scaled down some of their own 24/7 live dealer feeds in favour of ours, which is something we are looking to expand to other countries. In terms of games, lots of interesting new games and concepts are being launched at ICE London. We believe that we are leaving on a high and look forward to the next chapter.

We are also the third largest operator in the arcade sector in the Netherlands. We have revenues of just over £100m. It has been a tough market subsequent to Covid, but we are seeing green shoots and we are confident that the market will grow in the Netherlands in the next couple of years.

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NOVOMATIC

The background image shows a trade show booth for NOVOMATIC. A large, illuminated sign with the company name 'NOVOMATIC' is suspended from the ceiling. Below the sign, several slot machines are on display. One machine in the center has a large screen showing a game with fruit symbols and a jackpot of €15,654.71. Other machines are visible in the background, including one with a 'ZEN NOODLE' sign. People are seen interacting with the machines and playing. The booth is lit with warm, orange-toned lights.

INSIGHT
ICE LONDON REVIEW

Out of this World

NOVOMATIC AG

Thomas Schmalzer, Vice President Global Sales and Product Management at NOVOMATIC AG, describes the extensive product line-up across the exhaustive and exhausting NOVOMATIC booth at ICE London 2024. Chief among the highlights is the new VIP X Galaxy offering out of this world levels of comfort.



Thomas Schmalzer
Vice President Global Sales
NOVOMATIC AG

INSIGHT ICE LONDON REVIEW

NOVOMATIC's spotlight at ICE London 2024 is firmly on the VIP sector. The recently launched VIP X cabinet series from NOVOMATIC includes the impressive VIP X Royal 1.85, the VIP X Dream 3.43 and the VIP X Lounge 2.32, featuring extra high and wide gaming screens, and an integrated sound system in a comfortable armchair format: factors that ensure an intensive gaming experience and maximum immersion.

However, the star of the booth at ICE London is the new V.I.P. X Galaxy 2.65, which offers a unique experience with exceptional comfort and design. The exclusive luxury lounge chair complements the ultra-wide set-up of two 65ins. game screens and its adjustable luxury seating comfort: it transfers players into new galaxies of gaming enjoyment.

Following its product launch at last year's ICE, the Black Edition II series has already established itself very well on gaming floors worldwide. All three cabinets in the Black Edition II series are characterised by a modern cabinet design, perfectly angled monitors, and a razor-sharp game display against the backdrop of the Black Metro finish and a contrasting LED lighting concept.

The Black Edition II 3.27 and Black Edition II XL 3.32 multiscreen variants are each equipped with two Full HD LCD screens in 27ins. and 32ins. respectively, as well as a topper of the same dimensions. The sister model Black Edition II 1.49i perfectly complements the cabinet series and, with its elegant 49ins. I-curve monitor, offers a state-of-the-art setting for presenting the extensive NOVOMATIC upright games catalogue.

Showcasing new progressive links which are already legendary, the two top titles Gods & Legends Link and Cash Flood Link are added to the Linked Progressives. The four games of the Gods & Legends Link are a real visitor's magnet and will be presented at the trade show in the brand new VIP X Royal cabinet. Secrets of Wealth, Magic Cleopatra and Roll on Fire, the

new Linked Progressive trio from Cash Flood Link provide triple the excitement on the gaming floor.

The latest Superia Golden Link Volume 2 complements the portfolio and guarantees an inspiring gaming experience with five fresh titles and just as many all-time classics. The high performing Jackpot Xtension Link comes as Volume 2 with five new titles and delights with famous games such as Golden Book of Ra and Golden Charming Lady in its own XL version. The new Impera Link Series 2 offers a unique gaming variety with a total of 41 games in every category. The two new multi-game mixes at ICE will be very special: Impera Line HD Edition 9 in a new design with additional features and Superia Premium Mix 3.

All-time classics from NOVOMATIC as well as fresh modern titles can also be found in the Novoline Interactive Edition X4. Whether you want to immerse yourself in the underwater worlds of Lord of the Ocean or Dolphin's Pearl deluxe or search for hidden treasures in the Book of Ra – Temple of Gold – this game mixes offer the perfect enjoyment for every guest.

Brand new is the NOVOMATIC ActionBook Edge 1.43i, heralding the future of sports betting kiosks: more action, more bets, more possibilities on an upright single screen and a design that blends effortlessly into any environment. Explore the seamless betting experience with state-of-the-art graphics and lightning-fast response time at the NOVOMATIC sports betting corner at ICE 2024. The new sports betting kiosk ActionBook Edge 1.43i perfectly complements the NOVOMATIC ActionBook Compact 1.27 desktop kiosk and the dual screen version, NOVOMATIC ActionBook Plus 2.27.

We are proud to be presenting an exceptional product portfolio for all markets and segments that offers a suitable solution for every requirement of our customers – from the V.I.P. X series for the premium casino to the ActionBook for the sports betting sector.

All-time classics from NOVOMATIC as well as fresh modern titles can be found in the NOVOLINE Interactive Edition X4. Whether you want to immerse yourself in Lord of the Ocean or Dolphin's Pearl deluxe or search for hidden treasures in the Book of Ra – Temple of Gold – this game mixes offer the perfect enjoyment for every guest.

Intergaming, März 2024

Felipe Ludeña Muñoz, managing director, Admiral Sportwetten

How has the popularity of sports betting fed back into the retail space?

All the retail space benefits from having a sport offering as it brings more people into the premises usually with a younger profile. This creates an opportunity for cross-promotion and integration both into the rest of the gaming offer and into the food and beverage space hosting watch parties for major sporting events.

What are the key considerations when integrating a retail sportsbook into a casino?

How should the spaces work alongside each other?

The design of the retail sportsbook should align with the overall aesthetic of the casino while also creating a distinctive atmosphere for sports betting. This may include comfortable seating, large screens for viewing events, and sports-themed decor.

Beyond that, it is important that the betting area is in a highly visible spot to drive more traffic into the premises and, due to betting players preference toward table games/poker vs slots, next to these areas if possible.

Is it more common for land-based casino operators to manage their own sportsbooks or to partner with a sports betting company to operate a sportsbook at their venue? What are the advantages of each?

Different approaches could best suit different casino operators but given the technical complexity and broad range of skills required, a partnership would be best, in my opinion, until a significant size has been reached.

Sports betting is relatively new to the US. Do states that are legalising it seem to be taking their cues from more established markets when it comes to creating their legal frameworks?

Absolutely. Most regulations in place so far have had an influence from other markets with a US flavour. However, as we are now in a phase where the early-adopter states are continuing to mature, the influence for new states will likely come more and more from existing US regulations rather than from other countries.

How is the technology for sports betting terminals developing and how are markets responding to your product range?

The technology has evolved a lot in recent years both from a hardware point of view as well as software. On the hardware front, we are seeing a huge acceptance for bigger terminals and displays with customers demanding a faster performance. This has also increased the software capabilities with more betting options, more live markets and even the possibility to watch the events in the terminal while betting. □



Intergaming, März 2024



ICE is packing up for sunnier climes, but did it say goodbye to London with a bang?

EXHIBITORS and visitors alike spoke of having mixed emotions when they gathered for ICE 2024 – the last iteration of the show to be held in London. For decades the show has been held in the UK capital, at Earl's Court before moving to ExCeL, and Alexandra Palace – “Ally Pally” – before that.

Nevertheless, the crowds braved the grey February drizzle in their tens of thousands to bid London a fond ‘cheerio’.

The show was also supported by a free app, which listed exhibitors, free sessions, events and even assisted the user to book a hotel.

The floorplan was particularly impressive for being remarkably user friendly. I could not find a feature that would have allowed me to scan QR codes on user passes which felt like a missed opportunity, but there was a feature to digitally save data from scanned business cards.

The day before the expo began, the event opened with ICE VOX, made up of three conferences, the International Casino Conference, the World Regulatory Briefing and the Esports Betting Conference, as well as four workshops into Entering New Markets, Safer Gaming, the iGaming Customer Journey and Innovating Lotteries.

On the Tuesday, the expo began in earnest...

HOT SLOTS

The largest exhibitor at the show, Novomatic, made a confident start with its traditional press



Zane Mersich (left), Thomas Graf (centre) and Thomas Shmalzer (right) chair Novomatic's pre-show press conference.

conference on the first day of the event, sharing updates on the company's market position and its pathway ahead.

“We are attending our 28th ICE, having exhibited for the first time in 1996, and we are proud to still be here. We are looking forward to the new chapter in Barcelona,” opened Thomas Graf, Novomatic's chief technology officer and CEO of the group's interactive division, Greentube.

On the show floor, the company showcased its luxury VIP experience with the recently launched V.I.P X cabinet series, pulling out all the stops to elevate player enjoyment.

Elsewhere on the stand was the company's proprietary casino management system Novovision, offering extensive insight and

control of every aspect of the operations of a modern casino.

Also sharing the Novomatic stand were its various subsidiaries and technology partners including Apex, which drew the crowd with its Clover Flash gaming platform, combining state-of-the-art technology with an immersive gaming environment.

“The show has really been a great one for us,” said sales director Kubilay Özer. “But as wonderful as the London show has been, we are excited to experience the show in Barcelona as well. We have many Spanish customers, but more than this, it may help to open up the show a little more to the LatAm market, which is an exciting proposition for us.”

Also present on the Novomatic stand was Fazi whose Ca\$hMast€r multigame slot machine proves the effectiveness of taking games developed for online and putting them in the land-based space.

The vibrant cabinet, displaying two angled 27ins full HD LCD screens with new generation 25mm LED lighting, features popular Fazi online games as well as Novomatic classics.

“Catching the attention of digital players and having them see familiar titles in the land-based space is very welcoming for people who are looking to experience their favourite game on a night out in a casino environment,” said sales director Vladimir Vukomanović.

“In an age where it feels like people are on



Bojan Mitic, CEO (left) and Vladimir Vukomanović, sales director (right) from Fazi

Spende für Malteser und Jugend

Löwenentertainment ermöglicht neues Beleuchtungssystem und Tischkicker

BINGEN (red). Der Spielgerätehersteller Löwen Entertainment mit Sitz in Bingen unterstützt den Malteser Hilfsdienst Bingen, und spendete je einen Löwen-Soccer-Tisch an die Jugendpflege Sprendlingen-Gensingen und für den Jugendraum der Ortsverwaltung Breitscheid.

Mit einer Spende an den Malteser Hilfsdienst in Höhe von 2 324 Euro soll in ein neues Beleuchtungssystem für den Außen- und Innenbereich investiert werden. Dies ermöglicht den Sanitäterinnen und Sanitätern an Unfallstellen oder Behandlungsplätzen auch bei Dunkelheit eine optimale Versorgung von Patienten. Den symbolischen Scheck überreichte Simon Obermeier, Leiter Presse- und Öffentlichkeitsarbeit bei Löwen Entertainment, an Jamal Seyler, Leiter

der Binger Sanitätseinheit der Malteser, und dessen Stellvertreter Lucas Pfurtscheller.

Der Hilfsdienst engagiert sich ehrenamtlich bei vielen Veranstaltungen in und um Bingen. Dazu zählen etwa das Winzerfest, Rhein in Flammen, aber auch Privatveranstaltungen. "Erfreulicherweise wachsen wir mit unserer aktiven Helferschaft, was uns aber auch vor Herausforderungen stellt, die wir nicht allein lösen können", sagt Jamal Seyler. "Material und Ausbildung sind in der Medizin leider sehr kostspielig. Auch das bestehende Material reicht für manche Zwecke nicht aus. Durch das neue Beleuchtungssystem können wir unseren Auftrag noch besser erfüllen. Wir danken Löwen Entertainment für diese großzügige Spende", so Seyler.

Alle Helfer des Malteser Hilfsdienstes haben mindestens eine medizinische Grundausbildung zum Einsatzsanitäter. Viele besitzen einen höherwertigen Ausbildungsstand und teils eine rettungsdienstliche Qualifikation. Auftrag des Sanitätsdienstes ist es, eine schnelle und qualifizierte Erstversorgung zu gewährleisten und Rettungsdienste zu entlasten.

Die Spende der beiden Tischkicker ermöglicht, Begegnungsräume für Kinder und Jugendliche zu schaffen und die Jugendräume attraktiver zu gestalten. Zudem steigern die Spieltische das Unterhaltungsangebot in den Jugendräumen, die wichtige Plätze der Begegnung, des Austauschs und der Freizeitgestaltung sind.

Novomatic: The biggest exhibitor in ICE 2024 unveiled its full range of gaming innovations

🕒 Friday 01 de March 2024 / 12:00



(London, SoloAzar Exclusive).- Thomas Schmalzer, VP Global Sales / VP Product Management, NOVOMATIC AG, granted an interview to SoloAzar in which he commented the product highlights and the innovative gaming solutions recently launched at ICE London 2024.



What novelties have you presented at the last edition of ICE in London?

Thomas Schmalzer: Especially at ICE London this year, we challenged operators to think big. The newly launched V.I.P. X series is aimed at discerning gaming guests and casino operators who want to offer their visitors a high-quality gaming experience. The impressive V.I.P. X Royal™ 1.85, the V.I.P. X Dream™ 3.43 and the V.I.P. X Lounge™ 2.32 offer exceptional luxury with exquisite V.I.P. comfort, extra high and wide gaming screens and a first-class sound system with comfortable seating. NOVOMATIC also made a real statement for galactic gameplay at this year's ICE: the world premiere of the exclusive V.I.P. Galaxy™ 2.65 took the gaming experience to a new level of immersion. This ultimate luxury lounge chair features two 65-inch gaming screens and adjustable, luxurious seating comfort.



Gaming highlights were represented in large numbers: With the four games of the GODS & LEGENDS™ Link, divine characters transported players to the mythical worlds of Ancient Greece, Egypt, Asia and the Scandinavian Viking Age. Another gaming highlight at ICE was the new Linked Progressive trio from CASH FLOOD™ Link including Secrets of Wealth™, Magic Cleopatra™ and Roll on Fire™. The new multi-game mixes also offered a very special gaming experience - Impera Line HD™ Edition 9 in a new design with additional features and the brand new Superia Games™ Premium 3 mix. NOVOMATIC classics as well as new titles were included in the NOVOLINE™ Interactive Edition X4: From the underwater worlds of Lord of the Ocean™ and Dolphin's Pearl™ *deluxe* to the hidden treasures of Book of Ra™ - Temple of Gold™.

Could you describe how was your presence at NOVOMATIC booth in ICE?

Thomas Schmalzer: As the biggest exhibitor, NOVOMATIC's stand was impossible to be overlooked, and it was also a real visitor's magnet thanks to the perfect mix of excitement and innovation. We showcased the full range of gaming innovations of our 360° product portfolio - from land-based casino products, AWP gaming machines to biometric access as well as player tracking technologies in casino and arcade management systems. Our trendsetting technologies convinced the international audience in terms of innovation and quality. We are thrilled to have welcomed thousands of visitors to the Very Important Player X-Perience we offered at the NOVOMATIC booth.

In commercial terms, what is your evaluation? Did you achieve the goals proposed? Did new collaborations or business alliances emerge?

Thomas Schmalzer: The customer excitement and demand at the show was incredible. I am very pleased about the overwhelming response from our customers, technology partners and suppliers at this important industry meeting. The interest in our new products was immense, especially for the V.I.P. X series on the hardware side. The new gaming content on the software side of our product innovations was also a massive hit with the visitors. The high performing XTENSION LINK™ returning as Volume 2 as well as the brand-new links CASH FLOOD™ Link and GODS & LEGENDS™ Link were extremely well received by our customers and visitors alike. The ICE offers an excellent opportunity to network and socialize with our loyal customer base and to establish new partnerships.

What aspect can you highlight about the changes and the future of the industry? How is the company preparing for it?

Thomas Schmalzer: As a global player, NOVOMATIC needs to focus on all its markets and segments as well as on international trends and developments. We are proud of our innovative momentum and carry on supplying our customers with state-of-the-art solutions for their land-based gaming offerings from slot machines to casino management systems, cash handling solutions, and sports betting equipment. The area of online, mobile, and social gaming activities in particular has also been experiencing significant growth for several years. We will therefore continue to focus on online activities. In this context, Greentube as NOVOMATIC's Digital Gaming and Entertainment Division has successfully expanded their international portfolio in the areas of game development as well as system and platform technology through several strategic acquisitions.

Furthermore, our research and current developments show that online and land-based offerings complement each other very well and address a variety of different player segments. We will continue expanding our fully integrated solutions from gaming machines, casino management systems, and single wallet solutions to online gaming products as this will be key in the future. This 360-degree approach reinforces our position as an innovation leader and enables us to react quickly to future markets and operator demands. The strong connection between our gaming technology segment and our gaming operations is a distinct strategic advantage for NOVOMATIC - which we leverage to optimize our product portfolio tailored to customer needs.

When talking about new trends do you use artificial intelligence for your products, services or user experience?

Thomas Schmalzer: As a technology-leading company in the gaming and betting sector, NOVOMATIC has always had a positive attitude towards new technological developments. This also includes the dealing with the various possible applications of artificial intelligence (AI). Digitalization offers enormous opportunities for business and society but we need a responsible approach to the technical progress that is driving this trend. AI will impact game development, performance analytics, process optimizations and cost structures as well as time to market in all industries and therefore also in gaming. A responsible approach, data protection and IP-rights will be crucial for the success of using this new technology. The challenge for our industry will be to devise AI driven features in our product portfolio that generate added value to players and operators alike. NOVOMATIC's approach to AI will take this into account in providing market leading solutions to our customers.

Did you have the opportunity to participate or attend any activity related to ICE VOX? Any particular topic you want to remark?

Thomas Schmalzer: As one of the largest gaming technology groups in the world, player protection is particularly close to our heart and we strongly support improvements in this area. That's why we were delighted to support the Consumer Protection Zone fundraising. This charity event at ICE 2024 raised £41,100 and the donation will be split between two charities, the International Centre for Responsible Gambling (ICRG) and Betblocker. NOVOMATIC has participated in the considerable donation cheque alongside other companies in the industry. I am delighted that we could express our commitment to player protection as a core theme of our comprehensive ESG program.

What aspects can you highlight from the last edition in London? And how are you preparing for Barcelona 2025?

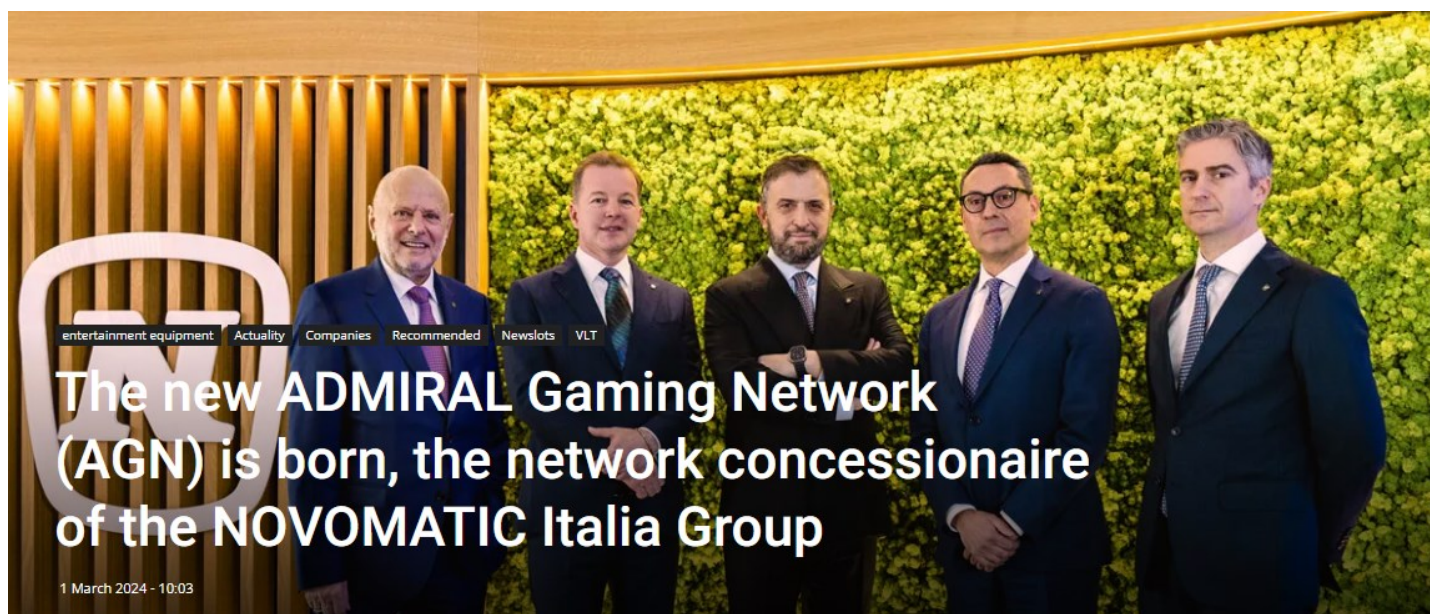
Thomas Schmalzer: The positive response to ICE 2024 from our customers and partners worldwide not only confirms the success of NOVOMATIC's latest innovations, but also underlines their importance for the future development of the gaming industry. We look forward to establishing new products in our markets in the coming months and continue to present groundbreaking technologies and solutions. We proudly look back on highly successful decades at ICE in London and are excited to further boost this success story in Barcelona – with even more product highlights and innovative gaming solutions for every customer segment. Stay tuned!

📅 01.03.2024

Löwen Entertainment: Zwischenelement, Blende und Banner

Löwen Entertainment stellt neue Designs und Lösungen für den Einrichtungsbereich vor. Beim hohen Zwischenelement „Fancy“ präsentieren sich oben die Novoline-Charaktere auf einer beleuchteten Scheibe. Unten ist eine Fußablage und die Kante leuchtet mittels RGB-LED-Streifen. Darüber sind USB-Ladeanschlüsse integriert. Die „Fancy“-Sichtblende ist mit einer schwarzen Glasscheibe und einem schwarzen Metallfuß ausgestattet. Das Trennelement im schwarzen Dekor ist 2 Meter hoch, 40 Zentimeter breit und hat eine Tiefe von 1,60 Meter. An der Kante befinden sich RGB-LED-Streifen und die beleuchtete Scheibe im unteren Bereich greift das Novoline-Motiv auf. Der beidseitig bedruckte Sichtschutzbanner – wahlweise mit oder ohne Beleuchtung – hat ein neues Design erhalten. Hier finden sich nun auch die Novoline-Charaktere wieder. Das Banner ist 2,09 Meter hoch und 1,60 Meter tief.





NOVOMATIC Italy announces with satisfaction the merger between the Group's dealerships **ADMIRAL Gaming Network (AGN)** and HBG Connex, historic operators in the Italian gaming market which, by combining two leaderships, now form one of the largest concessionaire companies on the national scene.



Following the acquisition of the companies of the HBG Gaming Group, which took place at the end of 2022, NOVOMATIC takes new steps in consolidating and increasing its presence and commitment in the Italian market through the strengthening of the company that holds the network concession for AWP and VLT

*"We believe that the role of the network concessionaire, within the regulation, is crucial and fits perfectly into our Group's aims to offer safe and legal entertainment all over the world - he claims **Markus Buechele, CEO of the parent company NOVOMATIC Italia** -. For this reason we have worked and will continue to work in the future so that ADMIRAL Gaming Network becomes increasingly stronger for its network in terms of services, reliability, technology".*

Within the new reality, the value system and objectives in conducting business strategies remain the same: "AGN - emphasizes the **president Antonio Porsia** - *will maintain a constant and active commitment to ensure that the safety and compliance of the services provided under the state concession are guaranteed and aim towards increasingly higher technological standards to protect tax revenue and the final consumers of the products. It is everyone's clear intention to pursue these objectives so that the concessionaire continues to make a positive contribution to the Italian public gaming sector and to civil society by ensuring transparency and reliability."* The new ADMIRAL Gaming Network relies on over ten years of know-how which is now spread to a network of 41.000 AWP rights and over 8.000 VLT installation rights.

The operation starting today consolidates the presence of the NOVOMATIC Italia Group as a top player in the Italian concession system, thanks to the direct control of various concession companies.

In addition to AGN, they also hold public concessions **Allstar, HBG Entertainment** (Bingo game concessionaire) e **HBG Online Gaming** (concessionaire for online and land based betting). NOVOMATIC also holds a 2% stake in **Lottolitaly** srl, the company that in Italy holds the concession for the collection of gambling Lotto.

In addition to the concessionaires, the Group has 7 companies active in retail gaming: an important governance that today permanently employs more than 4.000 people in all Italian regions.

"Our firm intention to represent a certain point of reference for the internal market and for the country's economy – comments Buechele – is confirmed by the holding's huge investments in concessions but also by the presence in the Group of several historic companies involved in the direct management of ADMIRAL branded gaming venues. Among our strong points is our Payment Institute ADMIRAL Pay, authorized by the Bank of Italy in 2018 and active with an offer of gaming services thanks to payment systems fully compliant with current legislation. Today's merger seals NOVOMATIC's 17th year of presence in Italy".

The Board of Directors of AGN is made up of the CEO Giuseppe Calzolaio, three representatives of the NOVOMATIC Italia holding, Markus Buechele (Chief Executive Officer), Karl Plank (Chief Operation Officer), and Raffaele Gnazzi (Legal & Compliance Director), and by President Antonio Porsia.



29. Februar 2024

[← Zurück zur Übersicht](#)

ADMIRAL: „Leitbetriebe tragen eine Verantwortung“ (Interview)

In den letzten zwei Jahrzehnten ist der Anteil von Frauen in Führungspositionen spürbar gestiegen. Dennoch gibt es noch viel „Luft nach oben“. Bei Admiral und der Konzernmutter Novomatic wird gemäß dem Motto „Gleiche Chancen, gleiche Verantwortung“ aktiv an der Diversität in Führungsteams gearbeitet. Wir haben darüber mit Monika Racek, seit vielen Jahren schon CEO der Admiral Casinos & Entertainment AG, gesprochen.

Das Gleichbehandlungsrecht gibt es in Österreich seit 1979, die Erweiterung 2004 war ein weiterer Meilenstein. Wie wichtig sind gesetzliche Regelungen?

Gesetze sind wichtig, weil sie die Regeln für unser Zusammenleben festschreiben. Aber noch wichtiger ist der Wille in Unternehmen, das auch zu leben. Es wäre auch unverständlich, wenn Unternehmen auf Knowhow, Fähigkeiten und Erfahrung von Mitarbeiterinnen verzichten, nur weil diese weiblich sind. Insofern bin ich froh, dass bei Admiral und Novomatic die Leistung zählt und nicht das Geschlechtsmerkmal.

Was ist so besonders an Admiral?

Wir haben schon früh begonnen, Frauen aktiv zu motivieren auch in technische Berufe zu gehen. Mittlerweile reicht die Palette von der Reifenmonteurin über die Mechatronikerin bis hin zur IT-Leiterin. Menschen sollen die Jobs machen können, die sie wollen. Dann sind sie auch gut. Geschlechtskategorien sind hier fehl am Platz.

Oft werden ungleiche Karrierechancen mit mangelnden Unterstützungssystemen begründet...

Das ist richtig und deshalb haben wir schon vor Jahren genau hier angesetzt. Indem wir aktiv Initiativen wie „berufundfamilie“ im Unternehmen unterstützt haben. Denn eine der Herausforderungen für Frauen in Führungspositionen in Österreich ist die Vereinbarkeit von Beruf und Familie. Das weiß ich aus eigener Erfahrung. Aber eines ist klar. Novomatic und Admiral sind Leitbetriebe und somit Taktgeber für viele andere Betriebe. Es ist uns bewusst, dass damit eine große gesellschaftliche Verantwortung verbunden ist. Nicht nur im Bereich Responsible Entertainment, sondern auch als Responsible Employer.

...und dann gibt es noch „die gläserne Decke, die den Aufstieg von Frauen in Führungspositionen behindert“.

Wie gehen sie damit um?

Wie bereits erwähnt, stellt für uns das Geschlecht kein Kriterium für den beruflichen Aufstieg dar. Das verdeutlicht insbesondere eine Zahl: 39. Konzernweit waren beim Technologiekonzern Novomatic 39% der Führungspositionen mit Frauen besetzt. Das war schon 2023 so und wir sind stets bemüht diesen Anteil noch zu steigern. .

Werden Sie irgendwann über die 50% hupfen?

Vielleicht, aber das ist kein Kriterium. Entscheidend ist, ob jemand Führungskraft sein möchte, die Eigenschaften dazu mitbringt und mit passendem Knowhow ein Team durch gute und fordernde Zeiten führen kann. Beispielsweise haben wir dafür auch spezielle Nachwuchsprogramme entwickelt. Und wir sehen mit Freude, dass die Teilnahmequote fast 50:50 ist.



Although European jurisdictions have dominated the online casino industry over the past decade, the Americas continue to present lucrative opportunities that could soon see countries like the US, Brazil and Canada overtake them.

One studio taking a strategic approach to entering both North and South America is **Greentube**, which took to the exhibition floor at ICE London to showcase its latest Diamond Link slot release, **Athena Goddess of War**.

In and amongst unveiling the new money-recycling and enhanced hit frequency features within the title, **Jelena Popovic**, Greentube's Regional Manager for the US, spoke with **CasinoBeats** about the cross-continental differences facing studios looking to make a name for themselves across the pond.

When considering current trends in both the US and Europe, Popovic explained that the markets are "very different" from one another.

"The stage of the US online market has a different level of ripeness," she said. "Some things we are already copying from Europe and giving it to the US market, but the main difference is how the players are accepting this. US players are way faster at picking them up as they've already seen what they looked like in Europe.

"The main focus for us and other suppliers is to find the definite uniqueness in a game that will bring people to play it over and over again. That's what we have seen with our Diamond Link family [of games].

"Diamond Link is the original family for Greentube, we've seen a lot of VIPs and high-rollers playing them but we've also seen a lot of people that are completely new to igaming pick up the titles, and keep on playing them.

"This is something that we will focus on for this year, we have way more games coming into this family."

When questioned on whether a lack of US states considering online casino regulation can spur innovation in the currently regulated states, Popovic replied: "For me, the US means innovation. Just because they came a bit later to the game doesn't mean that they're not going to bring something completely new."

She continued: "Now, with more and more states opening up, and with the few that are open already, what I see is more control from regulators in how they're going to manage the players and keep them secure."

"After COVID, there wasn't the option to visit the casinos, so they found a way to have players sit at their computer or on the subway on their phone to play online casino games and be very happy about it."

Besides the US, Ontario continues to make strides in the online casino space, with Popovic claiming that the importance for studios to have a strong presence in the Canadian province is "huge".

She said: "It's definitely huge. I do believe that it's going to maybe be even more important than some other US states, we're going to wait and see. I'm looking forward to it, I really like good competition and I think healthy competition is something that is bringing a fighting spirit and I'm here for it."

"I think if operators, especially US operators, decide to enter Ontario then we're going to see a big run, as there are already European operators in there and they're slowly building up the momentum."

In terms of regulation, Popovic suggested that up-and-coming US markets can gain a lot of insight from Ontario and the way its online casino sector is regulated.

She commented: "Since we had the grey market in Ontario before and now with so many operators live, I think US markets can pick things up because, with regulation, you need to find bits and pieces and compile it together to discover that 'this works' or 'this doesn't work'."

"There is a lot of knowledge out there, and I do believe that Canada, in general, can offer a lot. The whole of North America, I hope, and I think I know, will be even bigger than Europe."

Moving into the Southern hemisphere, Brazil's inbound online casino regulation has sent suppliers into a frenzy to take advantage of one of the world's most populous countries opening its doors to igaming.

Appearing at ICE London to talk about all things Latin America was **Julia Schagerl**, Greentube's Regional Manager for Germany, Latin America and Scandinavia.

Detailing the opportunities Brazil can offer to the online casino industry, Schagerl explained that Brazil is "definitely a target" for the slot supplier.

"We're already present in Latin America," she explained. "Brazil has been basically the biggest market there and is definitely one of our focus markets for, not only this year but for upcoming years.

"We have tried to target it with not just the land-based content that we already have present in the region, but we also have a games studio based in the US working on producing content just for Brazil."

To see why Popovic and Schagerl believe a localised approach is key on both sides of the Americas as well as an exclusive look at the studio's new Athena Goddess of War slot, [click here](#).

Ainsworth ends 2023 with \$5.8 mln in net losses



Australian gaming machine manufacturer Ainsworth Game Technology, reported a net loss after tax of AU\$9.0 million (\$5.8 million) for full-year 2023, compared to the net profit after tax of AU\$10.2 million in the prior year.

The company reported a full-year Profit Before Tax, excluding currency impacts and one-off items, of AU\$41.5 million (\$27 million), marking an increase of 10.4 percent compared to the previous 12-month period ending December 31, 2022.

During the second half of 2023, AGT achieved a normalised contribution of AU\$18.3 million (\$11.9 million), aligning closely with the market guidance of AU\$18 million (\$11.7 million).

The company defended that its strategies to develop and introduce new products have 'significantly enhanced product performance across global markets', resulting in revenue increases across all regions and segments compared to 2022.

AGT's Chairman, Danny Gladstone, expressed satisfaction with the company's progress and investments made during the current period, laying the groundwork for the development and release of innovative products aimed at further improving the group's financial performance in the future.

AGT's revenue reached AU\$284.9 million (\$185.4 million) in 2023, representing a 17 percent increase compared to the previous year, with underlying EBITDA reaching AU\$57.8 million (\$37.6 million).

The company underscored that its international revenues experienced a significant uptick, rising by 24 percent and accounting for 86 percent of the group's total revenue.

AGT also expanded its operational footprint, with a total of 7,222 machines in operation as of December 31, 2023, marking steady growth compared to previous periods.

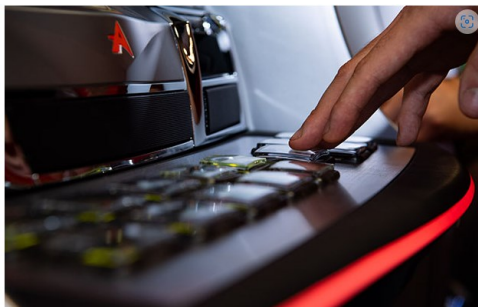
In the Asia Pacific region, AGT said it had 'maintained consistent performance despite competitive market conditions'.

Revenue in this region increased to AU\$48.8 million (\$31.7 million), with Australia contributing significantly to unit sales.

Despite challenges such as higher fixed costs and inflationary pressures, AGT remained optimistic about future growth prospects, driven by the successful launch of new products like the A-star 100™ cabinet and games such as Grand Fortune™ and Oriental Gongs™.

The recent release of the Jackpot Kingdom Link™ in Queensland was said to have 'shown promising performance improvements', with plans for further expansion into New South Wales and other markets in the first quarter of 2024, reflecting AGT's commitment to 'innovation and market expansion'.

Ainsworth 2023 rev up 17pct, flags loss on currency impacts



Australia-listed slot machine maker Ainsworth Game Technology Ltd reported revenue of AUD284.9 million (US\$185.1 million) for the 12 months to December 31, up 17.0 percent from 2022.

The company however reported a net loss after tax of AUD9.0 million for full-year 2023, compared to the net profit after tax of AUD10.2 million in the prior year.

"The current year results were adversely impacted by foreign currency loss of AUD21.5 million recorded in calendar year 2023, compared to AUD2.6 million gain in calendar year 2022," the firm said in a Thursday filing to the Australian Securities Exchange.

Company-wide earnings before interest, taxation, depreciation and amortisation (EBITDA) were AUD18.9 million in 2023, down 31.0 percent year-on-year.

No dividend was declared for the latest reporting period.

Ainsworth said a "strong performance" in the second half of 2023 pushed its full-year normalised profit before tax – excluding currency impacts and one-off items – to AUD41.5 million, an increase of 10.4 percent compared the previous 12-month period. Underlying EBITDA in 2023 was AUD57.8 million, compared to AUD55.8 million in the prior year.

For the second-half of 2023, Ainsworth reported a net profit after tax of AUD2.7 million, on revenue of AUD124.1 million. EBITDA for the six months to December 31 stood at AUD14.9 million.

"This resulted in a second half normalised contribution in calendar year 2023 of AUD18.3 million, in line with the AUD18.0 million market guidance provided," it stated.

International revenues in 2023 increased by 23.7 percent year-on-year, to AUD245.1 million, accounting for about 86.0 percent of the group's aggregate revenue. North America revenue in the reporting period was AUD140.4 million, representing 57.3 percent of total international revenue.

Revenue in the Asia Pacific segment – consisting of Australia, New Zealand and Asia – stood at AUD48.8 million, representing 19.9 percent of total international revenue. It was up 2.3 percent in year-on-year terms.

Profit in this segment however fell 33.3 percent year-on-year, to AUD3.4 million. The company said that was due to “ongoing inflationary pressures, fixed cost base with lower revenue contribution and weakening of the Australian dollar against the U.S. dollar”.

Ainsworth said an “increase in unit sales related to Asia” following “market recovery post pandemic, offset the reduction of sales from Australia”.

It added: “A change in sales distributor and new venue openings specifically in Philippines is expected to drive revenue in this market in future periods.”

In October Ainsworth said it had reached a “significant milestone in the Asian gaming sector,” with [installation of 24 of its A-Star cabinets](#) at the City of Dreams Manila gaming resort in the Philippines.

The gaming supplier said it had 7,222 machines under operation as of December 31, an increase on both the 6,623 units as of June 30, 2023 and the 6,517 as of December 31, 2022.

Harald Neumann, Ainsworth’s chief executive, said in prepared remarks: “The investments we have made have enabled us to upgrade our technology, hardware and improve game performance which are expected to deliver further improvements in our financial results and ensure our long term sustained success,” he added.

In Thursday’s filing, Ainsworth’s chairman Danny Gladstone also commented on the group’s [previously-announced “strategic review”](#), with Macquarie Capital engaged as the firm’s financial advisor.

He stated: “Following the announcement made in November 2023 ... a strategic review of all potential opportunities has progressed in the period. This strategic review encompasses a number of potential alternatives to maximise shareholder value. While there is no assurance that any transaction will result from this strategic review, we will continue to keep the market updated.”

Spielbank Berlin: Hauptsponsor von Istaf Indoor Berlin



Bild: Gerhard Wilhelm, Sprecher der Geschäftsführung der Spielbank

Als Hauptsponsor des Leichtathletik-Fests Istaf Indoor Berlin am 23. Februar freute sich die Spielbank Berlin über eine "überwältigende Unterstützung" für die Rekord-Leichtathleten. Und betont: "Ohne den wichtigsten Sportsponsor Berlins gäbe es das Istaf gar nicht mehr." Für Gerhard Wilhelm, Sprecher der Geschäftsführung der Spielbank Berlin, waren nicht nur die Rekorde der Leichtathleten überragend. Auch das enthusiastische Publikum. "Das war Emotion pur und eine Liebeserklärung an die Leichtathletik", so Wilhelm. Demnach bejubelten mehr als 12.000 Zuschauer die Spitzensportler in der Berliner Mercedes-Benz Arena. Etwa die Berliner Weitsprung-Olympiasiegerin Malaika Mihambo, die mit 6,95 Meter Saisonbestleistung zeigte.

Botschafter der Leichtathletik und der Sportmetropole Berlin

Der Senat war mit Wirtschaftssenatorin Franziska Giffey und der neuen Staatssekretärin für Sport, Franziska Becker, vertreten. Mit Meeting-Direktor Martin Seeber freuten sie sich über Weltklasse-Sport in insgesamt acht Disziplinen, darunter neu auch Para-Sport. Seeber: "Das gab es noch nie in der elfjährigen Geschichte Istaf Indoor Berlin. Erstmals gehen auch Weltklasse-Para-Sprinter wie Paralympics-Sieger Johannes Floors vom TSV Bayer 04 Leverkusen in der Mercedes-Benz Arena an den Start." Wilhelm, der mit der Spielbank Berlin auch die Ausnahme-Para-Schwimmerin Elena Semechin fördert, begrüßte die Erweiterung der Disziplinen. "Der Para-Sport verdient eine größere Aufmerksamkeit. Das ist auch ein klares Bekenntnis zur Inklusion im Sport und wird von den Fans begeistert gefeiert." Das Istaf Indoor erreichte durch die Berichterstattung, unter anderem in der ARD-Sportschau, ein Millionenpublikum. "Es wurde bundesweit zu einem eindrucksvollen Botschafter der Leichtathletik - und der Sportmetropole Berlin", unterstreicht die Spielbank.

Karrieren

Ein-, Auf-, Aus- und Umsteiger

Energieversorger EVN setzt künftig auf einen Dreivorstand, ebenso wie der heimische Glücksspielgigant Novomatic. Auch bei Agrana, Postbus und der s Bausparkasse sind neue Topmanager im Einsatz.

Agrana Stephan Meeder (Foto) ist neuer Agrana-Vorstand für das Ressort Interne Revision. Zudem übernimmt er bei der an der Agrana beteiligten Südzucker AG mit 31. Mai 2024 als CFO. In beiden Fällen folgt er auf Thomas Kölbl, der in Pension geht.

Novomatic Stefan Krenn (Foto) rückt neben Ryszard Presch und Johannes Gratzl in den Vorstand des Glücksspielgiganten auf. Krenn ist bereits seit 2015 für Novomatic tätig. So war er u. a. Generalsekretär, globaler Bereichsleiter und bis zuletzt Prokurist.

Rosenbauer Thomas Biringer startet mit 11. März 2024 als interimistischer Chief Technology Officer (CTO). Bereits 2009 hat er Rosenbauer beim Aufbau einer Produktionsstätte unterstützt. Zuletzt war der 55-Jährige als COO für die Schwarzmüller-Gruppe tätig.

s Bausparkasse Andreas Kaim (Foto) übernahm den Vorstandsvorsitz von Christian Reingruber, der in den Ruhestand tritt. Kaim ist bereits seit Jänner 2019 Vorstandsmitglied. Neu im Vorstandsteam und für den Bereich Marktfolge zuständig ist Karl Krizsanits.

Sutterlüty Mit Florian Sutterlüty (Foto) steigt die dritte Generation in die Geschäftsführung der Vorarlberger Supermarktkette auf. Er leitet die Geschicke mit seinem Vater Jürgen Sutterlüty und ist für die Bereiche Vertrieb, Strategie und HR verantwortlich.

Postbus Roman Krebs (Foto) übernimmt neben Vorstand Alfred Loidl das Lenkrad bei Postbus. Er folgt auf Silvia Kaupa-Götzl, die neue berufliche Wege einschlägt. Krebs startete seine Karriere in der Automobilindustrie und ist seit 2009 im ÖBB-Konzern.

CA Immo Hedwig Höfler ist seit 1. Februar in der neu geschaffenen Position als Group Head of Investment Management tätig. Damit kümmert sie sich neben ihrer bisherigen Verantwortung für Österreich und CEE um die Transaktionen in Deutschland.

EVN Der EVN-Vorstand besteht künftig aus drei Personen. Neben Vorstandsdirektor Stefan Szyszkowitz (Foto links) und Stefan Stallinger (Foto rechts), der im zweiten Quartal 2024 als Technikvorstand auf Franz Mittermayer folgt, übernimmt Alexandra Wittmann ab 1. September 2024 als Finanzvorständin. Die Managerin bringt umfangreiche Expertise im operativen Bereich und in der Strategieentwicklung mit. Sie war u. a. bei Unternehmen wie Hoerbiger Kompressortechnik, Riedel Crystal of America, Colt Technology Services und Gropyus tätig.

11. ISTAF Indoor – Überwältigende Unterstützung für die Rekord-Leichtathleten

Spielbank Berlin ist Gewinner der Herzen

Heimlicher Gewinner der Herzen auf dem 11. ISTAF-INDOOR-Leichtathletik-Fest in Berlin war der Hauptsponsor, die Spielbank Berlin. Ohne den wichtigsten Sportsponsor Berlins gäbe es das ISTAF nämlich gar nicht mehr. Mehr als 12.000 Fans bejubelten die Spitzensportler, u. a. die Berliner Weitsprung-Olympiasiegerin Malaika Mihambo, die mit 6,95 Meter Saisonbestleistung zeigte. Der Senat war mit Wirtschaftssenatorin **Franziska Giffey** und der neuen Staatssekretärin für Sport, **Franziska Becker**, vertreten, die sich neben **Gerhard Wilhelm**, Sprecher der Geschäftsführung der Spielbank Berlin, begeistert zeigte von den sportlichen Spitzenleistungen. Gerhard Wilhelm: „Nicht nur die Rekorde der Leichtathleten waren überragend, sondern auch das enthusiastische Publikum, das unermüdlich seine Stars anfeuerte. Das war Emotion pur und eine Liebeserklärung an die Leichtathletik.“



Gerhard Wilhelm, Sprecher der Geschäftsführung der Spielbank Berlin, unterstützte die Athleten zusammen mit Berlino, dem ISTAF Maskottchen, und Franziska Becker, der neuen Staatssekretärin für Sport. (Foto: Dirk Lässig)



Gerhard Wilhelm ehrte die Siegerin in 60 Meter Hürdenlauf Greta Kerekes. (Foto: Dirk Lässig)

Meeting-Direktor **Martin Seeber** freute sich über Weltklasse-Sport in acht Disziplinen, darunter erstmalig 60 Meter Para M sowie 60 Meter F/M, 60 Meter Hürden F/M, Weitsprung F, Stabhochsprung M, Diskus-Duell M-F. „Das gab es noch nie in der elfjährigen Geschichte ISTAF INDOOR Berlin: Erstmals gehen auch Weltklasse-Para-Sprinter wie Paralympics-Sieger Johannes Floors vom TSV Bayer 04 Leverkusen in der Mercedes-Benz Arena an den Start. Bereits seit vielen Jahren gehören

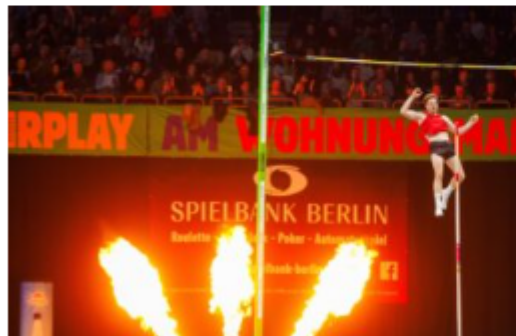
Nachwuchs-Wettbewerbe im

Rollstuhlschnellfahren fest zu unserem Programm.“ Gerhard Wilhelm, der mit der Spielbank Berlin auch die Ausnahme-Para-Schwimmerin Elena Semechin fördert, begrüßte die Erweiterung der Disziplinen: „Der Para-Sport verdient eine größere Aufmerksamkeit. Das ist auch ein klares Bekenntnis zur Inklusion im Sport und wird von den Fans begeistert gefeiert“. Auf der blauen Sprintgeraden zog Maxcel Amo Manu seinen Konkurrenten unwiderstehlich davon und siegte in 7,15 Sekunden.

Den Sieg über 60 Meter Hürden holte sich die ungarische Meisterin Greta Kerekes mit 8,01 Sekunden vor Nooralotta Neziri (Finnland; 8,05 sec) und Veronica Besana (Italien; 8,08 sec).

Im Stabhochsprung hatten die Zuschauer schon den Jubelschrei für eine neue Weltjahresbestleistung auf den Lippen. Im ersten Versuch riss Ernest John Obiena (Philippinen) die aufgelegten 6,03 Meter nur denkbar knapp. Damit hätte er die tags zuvor erzielte Jahresbestmarke von Weltrekordler

Armand Duplantis (Schweden) um einen Zentimeter gesteigert. „Ich bin happy. Ich habe noch mehr im Tank und will die sechs Meter in der Halle springen. Die Zuschauer haben mich gepusht, es hat hier beim ISTAF INDOOR wieder viel Spaß gemacht. Leider ist mir bei 6,03 Metern etwas die Kraft ausgegangen“, sagte Obiena.



Die Spielbank Berlin – Gewinner der Herzen und Hauptsponsor des 11. Internationalen Stadionfestes. (Foto: Dirk Lässig)

wurde somit bundesweit zu einem eindrucksvollen Botschafter der Leichtathletik – und der Sportmetropole Berlin. (LS)



Riesentriumph für Kristjan Čeh: Spielbank-Geschäftsführer Mehmet Celikoglu überreicht den verdienten Preis. (Foto: Dirk Lässig)

Zum Abschluss des ISTAF INDOOR sorgten die wurfgewaltigen Frauen und Männer im legendären wie weltweit einzigartigen Diskus-Duell noch einmal für Staunen auf den Rängen. Das Duell entschieden nach vier Durchgängen die Männer mit 28:22 Punkten zum zweiten Mal für sich. Angeführt wurde das Sieger-Team von Kristjan Čeh (Slowenien), dem Weltmeister von 2022.

Das ISTAF INDOOR erreichte durch die Berichterstattung, u. a. in der ARD-Sportschau, ein Millionenpublikum und

europeangaming.eu, 26.02.2024

NOVOVISION™ casino management solution with stunning new functionalities at ICE



Visitor interest was high at the NOVOVISION™ corner of the NOVOMATIC stand as operators took a deep dive into the manifold functionalities that combine casino management, efficiency optimization and player satisfaction in one powerful CMS solution. New system functionalities premiering at ICE included extended mobile applications for casino staff and evolved AML functionalities, a new “eye” feature as well as the official launch of NOVOVISION™ smart and NOVOVISION™ tournament.

NOVOVISION™ offers extensive features that cover all areas of a modern casino operation, enabling operators to make informed decisions and build their business strategy on real data. The system’s powerful toolset allows operators to streamline their processes, increase operational security and maximize player convenience with the most secure and innovative cashless experience on the market plus many other functionalities. At the same time, its high scalability qualifies it to perfectly suit operations of all sizes and with any cash system requirement: TITO, Cashless or biometrically supported. Operators can opt for individual modules and gradually expand their system according to growing operational needs or changing regulatory requirements.

The system’s many extended functionalities for access as well as sophisticated player loyalty strategies allow an in-depth analysis of player preferences and conclusions about specific promotional activities – with stunning results, since a targeted approach can yield a significant impact on player retention and revenue growth. Implementing biometrics creates a smooth player journey with a single wallet, from access control to the Promo Tower, across the slot floor and even to the live table games. NOVOVISION™ also meets 360° requirements to serve operators who not only run a brick-and-mortar business but also an online offer.

The NOVOVISION™ system architecture is designed to handle high-volume transactions, ensuring maximum security, data integrity and regulatory compliance for the operator, while its player-centric approach helps significantly enhance the customer experience for the guest.

Jens Einhaus, Sales Director NBS, explains: "I was delighted not only as a sales executive to see so much interest from operators at the show, but also because I know how much energy and passion our development teams put into the many different functionalities of NOVOVISION™. We had some very pleasant surprise visitors at ICE and were able to present our CMS to several well-known operators. This is a high-speed segment with constant new developments, and it is very gratifying to know that we are at the forefront."

FairCap erwirbt Electro System S.r.l. von der NOVOMATIC Group

FairCap hat eine Vereinbarung zur Übernahme von Electro System S.r.l. von NOVOMATIC Italia S.p.A., einer Tochtergesellschaft der NOVOMATIC AG Group, unterzeichnet.

Electro System wurde in den 1970er Jahren gegründet und hat seinen Hauptsitz in Imola (Italien). Das Unternehmen fertigt und vertreibt elektronische Platinen und Industriekabel für Anwendungen von der Automatisierung bis zur Medizintechnik. Das Unternehmen unterhält langfristige Beziehungen zu namhaften Stammkunden, die hauptsächlich in Italien tätig sind. Der Abschluss der Transaktion wird noch im ersten Quartal 2024 erwartet. Electro System wird auch nach der Transaktion ein wichtiger Lieferant der NOVOMATIC Group bleiben. Der Carve-out Prozess wird durch das erfahrene interne Operations Team von FairCap unterstützt. Vor einem Jahr hat die NOVOMATIC Group Cavour Corporate Finance beauftragt, den Wert des Unternehmens zu steigern und einen Investor zu suchen.

Niccolò Azzarini, Head of M&A von FairCap Italy, erklärt: "Die Übernahme des EMS-Anbieters Electro System ist ein sehr wichtiger Meilenstein für FairCap, da es sich um die erste Investition in Italien handelt. Wir sind davon überzeugt, dass das Unternehmen seine Marktposition als führender Anbieter von elektronischen Leiterplatten und Industriekabeln durch die Nutzung seiner umfangreichen Fähigkeiten und seines Know-hows ausbauen kann. Gemeinsam mit unserem operativen Team sehen wir ein großes Potenzial, Elektro System als eigenständiges Unternehmen erfolgreich weiterzuentwickeln. Nachhaltigkeit wird ein Kernelement der künftigen Strategie von Electro System sein."

Andrea Zannini, Head of M&A von NOVOMATIC Italy, ergänzt: "FairCap war ein vertrauenswürdiger und professioneller Partner während des gesamten Transaktionsprozesses. Wir sind davon überzeugt, dass Electro System mit seinen neuen Eigentümern eine positive Entwicklung nehmen wird."

Über die NOVOMATIC AG Group

NOVOMATIC ist als Produzent und Betreiber einer der größten Gaming-Technologiekonzerne der Welt und beschäftigt mehr als 24.500 Mitarbeiter. Die vom Industriellen Professor Johann F. Graf im Jahr 1980 gegründete Unternehmensgruppe verfügt über Standorte in rund 50 Ländern und exportiert innovatives Glücksspielequipment, Systemlösungen, Lotteriesystemlösungen und Dienstleistungen in rund 100 Staaten.

Über FairCap

Die FairCap GmbH ist eine unternehmerische Beteiligungsgesellschaft mit Büros in München, London und Mailand, welche mittelständische Unternehmen in Sondersituationen (Carve-Out, Turnaround, Transformation) erwirbt und unter Berücksichtigung finanzieller, ökologischer und sozialer Aspekte weiterentwickelt. FairCap ist eine von einem Family Office finanzierte Private Equity Holding, die nicht an eine Fondslaufzeit gebunden ist und Beteiligungen langfristig halten kann. Im Gegensatz zu traditionellen Finanzinvestoren zielt der Investitionsansatz von FairCap nicht auf kurzfristige finanzielle Erträge ab, sondern auf den Aufbau nachhaltiger Unternehmen bei gleichzeitig positiver Wirkung auf Umwelt und Gesellschaft.

Berater von FairCap: LCA Studio Legale (Legal) unter der Leitung von Virginia Cella

Berater von NOVOMOTIC: Cavour Corporate Finance unter der Leitung von Alberto Pantaleoni

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Stefan Krenn joins Novomatic executive board

NOVOMATIC AG has appointed Stefan Krenn as the new member of the executive board, effective February 15, 2024.

Together with the other two board members, Ryszard Presch and Johannes Gratzl, Krenn will form a three-person executive board for the international group.

"We are delighted to have been able to bring on board Stefan Krenn, an experienced manager and a proven expert from our own ranks as the new member of our executive board," said Dr. Bernd Oswald, chairman of the supervisory board of Novomatic AG.

"Stefan Krenn has played a significant role in helping to shape the strategic development of this group in recent years, and has made an important contribution to the company's success.

"On behalf of the supervisory board, I would like to wish Mr. Krenn all the very best and much success with his new responsibilities."



Stefan Krenn, Novomatic

FEBRUARY 6 - 8, EXCEL LONDON

Operators explore Novovision's features as Novomatic premieres new CMS functionalities at ICE



Operators showed keen interest in the Novovision corner of the Novomatic stand during the recent showcase at the ICE gaming expo, delving into the functionalities that integrate casino management, efficiency optimization, and player satisfaction within a robust CMS solution.

Premiering at the event were new system features, including extended mobile applications for casino staff, enhanced AML functionalities, a new "eye" feature, and the official launch of Novovision smart and Novovision tournament.

Novovision offers extensive features that cover all areas of a modern casino operation, enabling operators to make informed decisions and build their business strategy on real data, the company said in a statement.



The system's toolset allows operators to streamline their processes, increase operational security and maximize player convenience with a secure and innovative cashless experience.

At the same time, its scalability qualifies it to suit operations of all sizes and with any cash system requirement: TITO, Cashless or biometrically supported. Operators can opt for individual modules and gradually expand their system according to growing operational needs or changing regulatory requirements.

The company also notes that the Novovision system architecture is designed to handle high-volume transactions, ensuring security, data integrity and regulatory compliance for the operator, while its player-centric approach helps significantly enhance the customer experience for the guest.



"I was delighted not only as a sales executive to see so much interest from operators at the show, but also because I know how much energy and passion our development teams put into the many different functionalities of Novovision," Jens Einhaus, Sales Director NBS, said.

"We had some very pleasant surprise visitors at ICE and were able to present our CMS to several well-known operators. This is a high-speed segment with constant new developments, and it is very gratifying to know that we are at the forefront."

Novovision was **recognized as the Top Innovative Product at GAT Cartagena** during the latest edition of the showcase, where the company launched its Casino Management System with biometric technology.

PERSONELLES

Führungstrio bei Novomatic

Der Glücksspielkonzern holt Stefan Krenn in den Vorstand.



Stefan Krenn gehört dem Novomatic-Vorstand an. Foto: Novomatic/Thomas Meyer

GUMPOLDSKIRCHEN Der Aufsichtsrat der Novomatic AG hat Stefan Krenn als neues Mitglied des Vorstandes bestellt. Er wird in dieser Funktion gemeinsam mit Ryszard Presch und Johannes Gratzl den neuen Dreier Vorstand bilden.

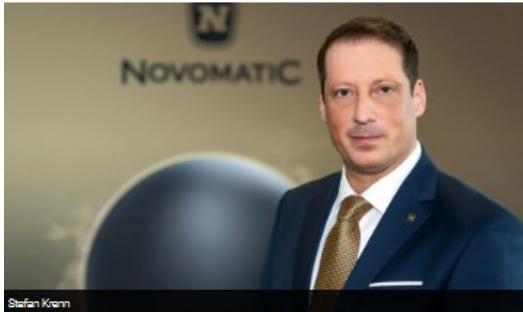
Aufsichtsratsvorsitzender Bernd Oswald betonte, Krenn habe bereits in den letzten Jahren „maßgeblich die strategische Entwicklung des Konzerns mitgestaltet und einen wichtigen Beitrag für den Unternehmenserfolg geleistet“.

Krenn, der Wirtschaft sowie Informations- und Medienrecht studierte, hat seit 2015 unterschiedliche Funktionen beim internationalen Gaming-Technologiekonzern bekleidet. Unter anderem jene als Generalsekretär, globaler Bereichsleiter sowie bis zuletzt als Prokurist der Novomatic AG. Darüber hinaus ist der gebürtige Oberösterreicher Geschäftsführer und Aufsichtsrat in diversen Tochtergesellschaften der Unternehmensgruppe. „Ich bedanke mich für das entgegengebrachte Vertrauen und freue mich auf diese verantwortungsvolle und spannende neue Aufgabe. Novomatic ist ein globaler Leitbetrieb und ich werde mich mit vollem Engagement für den nachhaltigen Unternehmenserfolg, die weitere Expansion und klare Positionierung auf den internationalen Märkten einsetzen“, machte Krenn deutlich.

Yogonet.com, 21.02.2024

WITH EFFECT FROM FEBRUARY 15TH

Novomatic appoints Stefan Krenn as third Member of Executive Board



The Supervisory Board of **Novomatic** has appointed Stefan Krenn, LL.M. as a new Member of the Executive Board with effect from February 15, 2024. In this function, he will form part of the three-person Executive Board of the international group, together with the two other members, Ryszard Presch and Johannes Gratzl.

Dr. Bernd Oswald, Chairman of the Supervisory Board of Novomatic, said: "We are delighted to have been able to bring on board Stefan Krenn, an experienced manager and a proven expert from our own ranks as the new Member of our Executive Board.

"Stefan Krenn has played a significant role in helping to shape the strategic development of this group in recent years and has made an important contribution to the company's success. On behalf of the Supervisory Board, I would like to wish Mr. Krenn all the very best and much success with his new responsibilities."

Krenn, who studied both economics and media law, has already held various positions at the international gaming technology group since 2015. These included posts as Secretary General and Global Division Manager as well as, until recently, Authorized Representative of Novomatic. Furthermore, the Upper Austrian is also Managing Director and Member of the Supervisory Board of various subsidiaries of the group.

"I would like to thank the Supervisory Board for the trust they have placed in me, and I am looking forward to this responsible and exciting new task. Novomatic is a leading global company and I will be fully committed to the sustainable success of the group, further expansion, and clear positioning on international markets," said Stefan Krenn, Member of the Executive Board of Novomatic.

The Novomatic group has around 300 subsidiaries and generated revenues of EUR 2.9 billion (\$3.1 billion) in the 2022 financial year. It employs over 24,500 people and has operations in more than 100 countries.

Earlier in January, Thomas Schmalzer, Novomatic's VP of Global Sales, in an exclusive **interview with Yogonet** spoke about the company's focus and strategic plans for 2024.

He said: "In 2024 we continue our innovative momentum and carry on supplying our customers with state-of-the-art solutions for their land-based gaming offerings from slot machines to casino management systems, cash handling solutions, and sports betting equipment.

"The area of online, mobile, and social gaming activities in particular has also been experiencing significant growth for several years, and we will therefore continue to focus on our online activities in 2024."