

Pressepiegel 2024

Berichterstattung
NOVOMATIC

Erstellt von **Group Marketing & Communications**

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Eisbären Berlin – 10. Meistertitel und drei Meisterfeiern

Deutscher Eishockey-Meister rockt Berlin – Dank an Sponsor Spielbank Berlin

Der zehnte DEL-Meistertitel der Eisbären erlaubt zu Recht einen Feiermarathon. Nach der großen Feier am Über Platz und der gestrigen Meisterfeier des langjährigen Sponsors GASAG gestern Abend empfängt heute Nachmittag der Regierende Bürgermeister Kai Wegner die Eisbären im Roten Rathaus. Danach wird das Team den Pokal auf dem Balkon des Rathauses präsentieren. Im fünften Finalspiel setzten sich die Berliner in Bremerhaven mit 2:0 gegen die Fischtown Pinguins durch. Mit ihrem insgesamt 10. Meistertitel schließen die Hauptstadtstädter eine gelungene Saison 2023/24 in der PENNY DEL erfolgreich ab. Team, Trainer, Manager und Sponsoren freuten sich mit den Fans über den verdienten Sieg.



Der Meisterpokal geht zum 10. Mal nach Berlin: Berlins Regierender Bürgermeister Kai Wegner, Gerhard Wilhelm, Sprecher der Geschäftsführung der Spielbank Berlin und Sportsenatorin Iris Spranger. (Foto: BerlinBoxx)



Eisbären-Geschäftsführer Thomas Bothstede ist stolz auf den Pokal, sein Team und Sponsor Spielbank Berlin. (Foto: BerlinBoxx)

Die Spielbank Berlin ist seit vielen Jahren Sponsor des vielfachen deutschen Eishockey-Meisters. Und das hat einen Grund: Gustav Jaenecke, der die Spielbank Berlin 1975 gründete, war und ist bis heute der erfolgreichste deutsche Eishockeyspieler.

Insgesamt ist die Spielbank Berlin dem Sport in der Hauptstadt eng verbunden und sponsort viele Profi- und Amateurvereine. Gerhard Wilhelm, Sprecher der Geschäftsführung der Spielbank Berlin: „Die Eisbären sind fest verwurzelt in der Berliner Sportlandschaft und sind ein sympathischer Botschafter für Berlin. Glückwunsch zu der sensationellen Saison!“

Neben Wilhelm freuen sich mit den Fans Berlins Regierenden Bürgermeister Kai Wegner, Sportsenatorin Iris Spranger, Bausenator Christian Gähler und Katharina Günther-Wünsch, Senatorin für Bildung, Jugend und Familie sowie viele Repräsentanten der Stadtgesellschaft. Eisbären-Geschäftsführer Thomas Bothstede bedankte sich bei seinen Sponsoren herzlich: „Ohne das Engagement unserer Sponsoren wäre diese Spitzenleistung gar nicht möglich. Wir brauchen viel mehr solcher Vorbilder.“ Stolz auf den Meistertitel ist auch Karat-Gitarrist Bernd Römer, der bei zehn der elf Meisterfeiern auf seiner Elektrogitarre seine Interpretation der Deutschland-Hymne spielte oder Landesportbund-Präsident Thomas Härtel. Head Coach Serge Aubin, MVP Leo Pföderl oder Freddie Tiffels fachsimpelten mit der Eisbären-Gemeinde und zeigten vollen Optimismus für die neue Saison. (eg)



Auf den Sieg: Gerhard Wilhelm und Head Coach Serge Aubin. (Foto: BerlinBoxx)

sbcamericas.com, 03.05.2024

Michael Bauer, Greentube: states must offer long-term assurances for online casino market

By **Charlie Horner** - May 3, 2024



Image: Shutterstock

Chief Financial Officer at Greentube **Michael Bauer** speaks to *SBC Americas* about why **New Jersey** and **Michigan** were earmarked as ideal states to begin its American journey, as well as its future plans and the characteristics of the perfect online casino jurisdiction.

SBC Americas: Why did Greentube choose to focus on NJ and MI as the first two states to enter the US online casino market over some of the other jurisdictions?

Michael Bauer: While U.S. gaming jurisdictions are still developing at a rapid pace, they are still comparatively in their infancy and New Jersey was the very first market to regulate online casino in North America. We felt that an established state represented the ideal starting point.

The choice of Michigan as the second state to launch in was a decision taken largely on the back of the regulatory framework in place. The taxation situation there is more friendly than Pennsylvania and that swayed us to make the move that we did. We have since also gained licences in Pennsylvania and Connecticut and will shortly launch in those markets which will be two exciting milestones in our U.S. journey.



SBC: How have you managed to carve out a position in the market for Greentube to flourish in NJ and MI, considering they are very saturated markets?

MB: Success in any region requires that every element is in place. Quality products that are tailored to the preferences of local players are crucial and so is the right pricing, effective distribution, and solid customer relations. Marketing and promotions are also key and this is something that will see an increased focus from us going forward.

While we are working continuously on improving each element, I think we have reached a level that is at least closer to our expectations. Having said that, part of our DNA is to continuously improve ourselves and achieve new growth, so we're confident that we will meet the challenge as we have in every other market globally.

SBC: Four years into the Greentube U.S. venture, how would you assess your performance so far and what titles have proven particularly successful?

MB: There's still much to improve on in all aspects but we have several success stories that we are exceptionally proud of. Whenever I talk to our customers and they express their satisfaction with Greentube's performance, I feel proud of our teams' achievements.

Our most notable success stories so far have been with our Diamond Cash and Thunder Cash linked jackpot series, as well as certain stand-alone titles such as *Lonestar Jackpots*, *Piggy Prizes – Wand of Riches* and *Charming Lady's Boom*. We have accomplished great things in a relatively short space of time and I have no doubt this form will continue.

SBC: What makes an ideal jurisdiction for the online casino industry and which states are you eyeing up next?

MB: The ideal jurisdiction provides a stable, long-term framework for operators, suppliers and players. To achieve maximum channelization of players into the regulated market, it is key to allow products that are attractive enough and not subject to excessive restrictions.

For operators, it is important that they engage with effective communication and marketing, otherwise, it can be difficult to engage with players who may move toward an illegal offering instead.

Long-term stability requires a steady regulatory environment that doesn't regularly introduce restrictive measures such as marketing bans, or limitations on winnings as we've seen elsewhere. A robust, reliable regulatory framework works for everyone and restricts the appeal of the black market.

It is important to understand that each operator invests heavily in their product and in attracting a critical mass of users. If your business plan doesn't evolve as expected because of a sudden change in regulation, shareholders bear the brunt financially.

Still, we believe some markets fulfill these criteria and we are continuing to expand with a view of making moves within them. The next move for us in the US is taking our offering live in Pennsylvania and Connecticut while in LatAm, we have our sights firmly set on Brazil.

SBC: Another opportunity that Greentube US is seeking to capitalize on is the iLottery sector. What opportunities does this vertical offer Greentube and how crucial is iLottery to your US strategy?

MB: The iLottery sector is interesting because of its stability and potential for further growth. To participate effectively in that market, we have developed specific games that we think are a good fit and enjoy the appropriate level of player engagement and entertainment. We are currently live with two US iLotteries and the feedback has so far been extremely positive. Nevertheless, we are still learning and experimenting with new concepts to ensure we maximize the encouraging start.

SBC: Is Greentube targeting iLottery exposure in markets where you already have an iGaming presence, or is it rather to enter new states?

MB: Where possible, we will supply to both iLotteries and online casinos as we think there are distinct differences in the player profiles to justify doing so. We develop games for both sectors and see plenty of growth opportunities on each front.

SBC: Which are the key iLottery states for Greentube and where can we expect to see your titles throughout the rest of the year?

MB: We're currently live with lotteries in Washington D.C. and Virginia and are on track to go live in Michigan soon. In Canada, we have products live with the lotteries of British Columbia and Quebec. There's significant scope for us to expand into Ontario and it is something we will continue to monitor.

SBC: Greentube has recently penned a deal with Caesars Digital to grow its client roster in MI and NJ. How crucial is this deal for Greentube and what can it tell us about your US operations?

MB: Caesars is one of the most iconic casino brands worldwide and we expect it to play a big role in the future online space. The go-live with the iconic name is an important milestone for us in the U.S. It signifies the trust that they place in us as a provider and the important role that the market holds in our overall strategy.

GRATIS MITMACHEN

Sponsor wartet auf Millionengewinner

Liga-Sponsor „Admiral“ wartet weiter auf den ersten Millionengewinner! Wer die sechs Bundesliga-Spiele einer Runde (je drei in Meister- bzw. Quali-Runde) mit dem exakten Ergebnis errät, kassiert eine Million €! Mitmachen (unter admiral-bundesliga.at/sixpack) ist einfach und völlig gratis. Zusätzliches Zuckerl: Unter allen Tippern werden Runde für Runde 5000 € in bar sowie wertvolle Sachpreise verlost!

Löwen Entertainment spendet Kickertisch an Offene Ganztagsschule St. Elisabeth in Düsseldorf

Löwen Entertainment spendete am Dienstag, 30. April, der Offenen Ganztagsschule (OGS) St. Elisabeth in Düsseldorf-Reisholz einen Löwen Soccer-Tisch. Den Kickertisch übergab Sebastian Foethke, Bevollmächtigter der Löwen-Geschäftsführung für Politik und Regulierung, im Beisein vom NRW-Landtagsabgeordneten Marco Schmitz (CDU), Nico Ernstberger, DAW-Länderbeauftragter, und Horst Hartmann (Ehrenvorstandsmitglied des Deutschen Automaten-Verbandes) an Marcus Königs (Fachbereichsleiter Jugendhilfe und stellvertretender Vorstandsvorsitzender vom Trägerverein Flingern mobil). Das Spielgerät wird in den Betreuungsräumen des Ganztagsangebots der Schule aufgestellt werden.

Freizeitangebot perfekt ergänzen

„Die Offene Ganztagsschule St. Elisabeth ist gleichzeitig Bildungs- und Lebensort, was den Schülerinnen und Schülern vielfältige Erfahrungsräume eröffnet. Dazu gehören auch geeignete und abwechslungsreiche Möglichkeiten der Freizeitgestaltung. Der neue Löwen-Kicker wird das Freizeitangebot perfekt ergänzen“, sagte Marco Schmitz, der sich als Ideengeber für die Kickerspende an die Grundschule eingesetzt hatte.



Spendenübergabe: Marcus Königs, Flingern mobil; Horst Hartmann, DAV-Ehrenvorstandsmitglied; DAW-Länderbeauftragter Nico Ernstberger; Landtagsabgeordneter Marco Schmitz, OGS-Leiterin Selina Kneffl, kommissarische Schulleiterin Linda Schütt, Sebastian Foethke (von links), Bevollmächtigter der Löwen-Geschäftsführung für Politik und Regulierung, und die Schul-Gruppensprecher Jeremy und Mana.



Ein großer Wurf: ADMIRAL ist offizieller Partner bei der Women's EHF EURO 2024

ADMIRAL ist stolz, ab sofort offizieller Partner bei der 16. Handball-Europameisterschaft der Frauen zu sein.

Es dauert noch etwas, bis die ersten Bälle im Rahmen der Women's EHF EURO 2024 geworfen werden: Der Anpfiff zur 16. Auflage der Handball-Europameisterschaft der Frauen erfolgt am 28. November. Das offizielle Motto für die Großveranstaltung lautet „Catch the Spirit“ und dieser Sportsgeist wird sich diesmal über gleich drei Länder hinweg strecken – gespielt wird länderübergreifend in Österreich, der Schweiz und in Ungarn. Somit kommen gleich 24 Frauen-Nationalmannschaften bei der Europameisterschaft zum Einsatz, was bedeutet: Es ist die größte Europameisterschaft der Frauen, die es im Handball je gab.

Österreichs Frauenteam und alle Fans dürfen sich dabei aber bereits jetzt auf einen neuen, starken Partner an ihrer Seite freuen: ADMIRAL, Österreichs führender Sportwetten-Anbieter, ist ab sofort offizieller Partner der Women's EHF EURO 2024! Das bedeutet eine exklusive Branchenpartnerschaft an den Spielorten in Innsbruck und Wien. ADMIRAL wird auch in den Hallen aktiv für die Fans präsent sein: Promotion-Aktionen, Giveaways für die Fans in den Hallen und weitere Goodies & Aktionen werden für ein rundum sportlich-dynamisches Gesamtpaket sorgen.

ADMIRAL Sportwetten GmbH Geschäftsführer Jürgen Irsigler: „Seit Jahren schon unterstützen wir aktiv den Frauensport in seinen unterschiedlichen Gattungen: Es ist uns daher eine Herzensangelegenheit und macht uns sehr stolz, dass ADMIRAL nun auch offizieller Partner der Women's EHF EURO 2024 ist. Ich bin überzeugt, dass uns hier zusammen ein sehr großer und qualitativer Wurf im Bereich der Unterstützung gelungen ist – für die Handball-Fans und alle, die es werden wollen.“

ADMIRAL ist eine Tochtergesellschaft und operative Dachmarke des weltweit tätigen Gaming-Technologiekonzerns NOVOMATIC, ist österreichweit einer der größten Sportsponsoren und engagiert sich sowohl im Spitzen- als auch Breitensport. Im Jahr 1991 gegründet, ist ADMIRAL Sportwetten GmbH seit 2017 Kooperationspartner des Österreichischen Handball Verbandes und der Handball-Liga. Darüber hinaus unterstützt ADMIRAL mehr als 300 Sportvereine, -verbände und -veranstaltungen und ist landesweit passionierter Partner des Sports.



15. Ministergärten-Cup: Comeback nach 4 Jahren

Gesellige Atmosphäre, Teilnehmerrekord und Spannung bis zum Schluss: Nach vier Jahren Pause fand am 24. April 2024 zum 15. Mal der Ministergärten-Cup statt. Mit 57 Anmeldungen verzeichnet das Kickerturnier einen Teilnehmerrekord. Das Turnier wurde von Löwen Entertainment und der Merkur Group ausgerichtet. Bei dem Event, dass in der Landesvertretung Rheinland-Pfalz in Berlin stattfand, setzte sich am Ende das Team der „Pari Kicker“ durch.

Ministergärten-Cup mit spannendem Endspiel

Die Teams, die aus wenigen Personen bestanden, waren bunt gemischt. Sie setzten sich aus Vertretern verschiedener Botschaften, Bundesministerien, Wirtschaftsunternehmen, Medien und gemeinnütziger Organisationen zusammen. Auch der Gastgeber selbst, die Landesvertretung Rheinland-Pfalz, gab sich die Ehre und schickte ein eigenes Aufgebot ins Rennen. Wer die Gruppenphase überstand, musste sich anschließend über eine K.-o.-Phase den Weg ins Finale erkämpfen. Angefeuert von Zuschauern, triumphierte die Mannschaft „Pari Kicker“. Das Team bezwang mit 9:6 „Senwin Sport“ und konnte sich als Gewinn den Tischkicker von Löwen Entertainment sichern. Auch die Zweitplatzierten erhielten einen Kicker der Merkur Group. Verschiedene Weinpräsente gingen an das drittplatzierte Team „Pippi Langstrumpf“.

Darüber hinaus wurde den Besuchern des Ministergärten-Cups abseits der Kickerduelle einiges geboten: Zwei Dartautomaten von Löwen Entertainment und ein Airhockey-Tisch der Merkur Group sorgten für Abwechslung. Sebastian Foethke, Bevollmächtigter der Geschäftsführung für Politik & Regulierung der Löwen Entertainment GmbH, zeigte sich vom gelungenen Ablauf des Traditionsturniers begeistert: „Es freut uns sehr, dass der Ministergärten-Cup nach der langen Pause auf solch ein reges Interesse stößt. Der abwechslungsreiche Mix aus Sport, guten Gesprächen und einem tollen Ambiente machte auch in diesem Jahr den Reiz des Turniers aus.“ Mario Hoffmeister, Leiter Zentralbereich Kommunikation Merkur Group, lobte die Organisation des Abends: „Der Ministergärten-Cup war mal wieder ein voller Erfolg und erfreut sich auch nach so vielen Jahren großer Beliebtheit. Dank der vorbildlichen gemeinsamen Zusammenarbeit aller Beteiligten hat sich dieser Cup zu einer echten Institution entwickelt.“

Bild: Mario Hoffmeister (links) und Sebastian Foethke (rechts) gratulierten den Gewinnern zu Platz eins bis drei.

Merkur Group und Löwen Entertainment organisieren 15. Ministergärten-Cup

Traditionelles Kickerturnier feiert Comeback

Berlin/Espelkamp - Eine gesellige Atmosphäre, ein neuer Teilnehmerrekord und Spannung bis zum Schluss: Nach vier Jahren Pause fand am 24. April zum 15. Mal der Ministergärten-Cup statt. Mit 57 Anmeldungen war das beliebte Kickerturnier, das von Löwen Entertainment und der Merkur Group ausgerichtet wurde und in der Landesvertretung Rheinland-Pfalz in Berlin stattfand, so zahlreich besucht wie noch nie. Am Ende setzte sich das Team der „Pari Kicker“ in einem spannenden Finale mit 9:6 gegen „Senwin Sport“ durch.



Konzentration pur: Die Teilnehmerinnen und Teilnehmer des Ministergärten-Cups zeigten sportlichen Ehrgeiz, verloren dabei aber nie den Spaß aus den Augen. (Foto: Merkur Group)

Die Teams, die aus zwei oder drei Personen bestanden, waren bunt gemischt und setzten sich aus Vertretern verschiedener Botschaften, Bundesministerien, Wirtschaftsunternehmen, Medien und gemeinnütziger Organisationen zusammen. Auch der Gastgeber selbst, die Landesvertretung Rheinland-Pfalz, gab sich die Ehre und schickte ein eigenes Aufgebot ins Rennen. Wer die Gruppenphase überstand, musste sich anschließend über eine KO-Phase den Weg ins Finale erkämpfen. Umgeben und angefeuert von einer Vielzahl an Zuschauern, triumphierte hier die Mannschaft der „Pari Kicker“, die in einem hochklassigen Endspiel „Senwin Sport“ mit 9:6 bezwang und sich über den Gewinn eines Tischkickers von Löwen Entertainment freuen durfte. Die Zweiplatzierten erhielten einen Kicker der Merkur Group, verschiedene Weinpräsente gingen an das drittplatzierte Team „Pippi Langstrumpf“.



Turnierleiter Patrick Glocker (von links), Sebastian Foethke und Heike Raab, Staatssekretärin des Landes Rheinland-Pfalz, wünschten den Teilnehmerinnen und Teilnehmern des Kickerturniers viel Erfolg. (Foto: Merkur Group)

Darüber hinaus wurde den Besuchern des Ministergärten-Cups auch abseits der Kickerduelle einiges geboten: Zwei Dartautomaten von Löwen Entertainment und ein Airhockey-Tisch der Merkur Group waren sehr begehrt und sorgten neben angeregten Gesprächen für eine gelungene Abwechslung. Sebastian Foethke, Bevollmächtigter der Geschäftsführung für Politik & Regulierung der Löwen Entertainment GmbH, zeigte sich vom gelungenen Ablauf des Traditionsturniers begeistert: „Es freut uns sehr, dass der

Ministergärten-Cup nach der langen Pause auf solch ein reges Interesse stößt. Der abwechslungsreiche Mix aus Sport, guten Gesprächen und einem tollen Ambiente machte auch in diesem Jahr den Reiz des Turniers aus.“ Mario Hoffmeister, Leiter Zentralbereich Kommunikation Merkur Group, lobte die Organisation des Abends: „Der Ministergärten-Cup war mal wieder ein voller Erfolg und erfreut sich auch nach so vielen Jahren großer Beliebtheit. Dank der vorbildlichen gemeinsamen Zusammenarbeit aller Beteiligten hat sich dieser Cup zu einer echten Institution entwickelt.“



Strahlende Gesichter: Mario Hoffmeister (links) und Sebastian Foethke (rechts) gratulierten den Gewinnern zu Platz eins bis drei. (Foto: Merkur Group)

IN PARTNERSHIP WITH NOVOMATIC

National Lottery of Malta rolls out 56 Novovision cashless terminals across its retail network



2024-04-30 Malta

🕒 Reading time 1:54 min

The National Lottery of Malta has deployed Novovision, a cashless solution provided by **Novomatic**. With the rollout of **56 Novovision cash terminals** across its **retail network**, the National Lottery of Malta aims to enhance convenience for lottery customers while streamlining payout processes for winning tickets.

Novovision has been chosen as the preferred solution by National Lottery plc, the exclusive concessionaire of the national lottery of the Republic of Malta. Operating a network of **240 licensed lottery shops**, including both directly operated and distributor-operated outlets, the National Lottery **offers a diverse range of lottery products, sports betting, and electronic gaming machines (EGMs) in the retail market**. These products are also available online through three distinct e-commerce sites.

The implementation of Novovision encompasses various modular functionalities aimed at supporting smooth business operations and enhancing user convenience. **The Novovision wallet serves as a unified solution for slots play and sports betting**, bolstered by biometric fingerprint recognition for secure authentication in all wallet transactions.

To establish cashless payment transactions in its retail network, the National Lottery of Malta has deployed Novovision cash terminals, with 32 terminals already installed to date. A total of 16 machines were installed by the end of 2023 and another 16 terminals were added in March 2024. The remaining 24 units will be installed in the weeks to come.

These terminals, including the NCM 40 and NCM 70 models, offer reliable cash handling capabilities, ergonomic design, and a range of features such as NFC reader, numeric keyboard, and fingerprint scanner, notes Novomatic.

Franco de Gabriele, Chief Commercial Officer of National Lottery plc, said: "The implementation of the Novovision product across our retail network is part of an innovative strategy that the group has been pursuing over the past years. Our intent was to provide a customised solution for our retail customers via a single wallet across a diversified product portfolio. The Novovision solution has proven to be an ideal solution for our environment and has been very well received by our customers.

"The product has enabled us to implement a process that is built on delivering efficiencies and enhancing our safety measures across the retail network. The customization of the product to our needs has been one of the most important elements of this project."

Werner Kearns, Sales Manager of Novomatic Biometric Solutions, said: "Our solution for the National Lottery of Malta is a prime example of the high degree of customisation that Novovision delivers – with a unique product that facilitates slots, lotteries and sports betting payments from a single cash terminal, while having a single wallet that caters for different products with the use of our Novovision wallet solution.

"We are very grateful for the excellent cooperation with the teams of National Lottery plc in this project and particularly proud to provide a leading-edge cashless solution that brings so many benefits for both, the operator and its customers."

National Lottery of Malta – Going cashless with NOVOVISION™

NOVOMATIC is the provider of a state-of-the-art NOVOVISION™ cashless solution for the National Lottery of Malta's retail network.

NOVOVISION™
The visionary solution

With the rollout of a total of 56

NOVOVISION™ cash terminals, lottery customers in Malta will benefit from a number of convenient cashless processes as well as easy payout of winning tickets.

Gumpoldskirchen, 29th April 2024 – NOVOVISION™ is the solution of choice of National Lottery plc, the exclusive concessionaire of the national lottery of the Republic of Malta. The company operates a network of 240 licensed lottery shops, 170 of which are operated via a network of authorised distributors, while 70 are directly operated by the National Lottery of Malta. National Lottery offers a broad range of lottery products, sports betting, electronic gaming machines (EGMs) in the retail market. All products offered through the retail network are also offered online via three distinct ecommerce sites, offering casino, sports betting and lottery products.

The operator has implemented several modular NOVOVISION™ functionalities to support smooth business processes and maximum user convenience for the players. The NOVOVISION™ wallet serves as a unique single wallet solution for slots play and sports betting, and is supported by biometric fingerprint recognition to guarantee secure authentication for all wallet transactions.

NOVOVISION™ cash terminals have been deployed by the National Lottery of Malta with the aim to establish cashless payment transactions in the proprietary retail network. A total of 32 cash terminals have been installed in the shop network to date, half of which are the NCM 40 model and the other half the slim-line successor model NCM 70. This medium-capacity cash terminal provides reliable cash handling for mid-size venues with up to four possible denominations and 500 banknotes per cassette, as well as a 11" PCAP touch user interface. The robust cabinet guarantees best-in-class reliability and ease of use with excellent ergonomic positioning for all user interface units and front service access. A broad variety of options such as NFC reader, numeric keyboard, fingerprint scanner and full TITO capacities recommend this cash terminal for all operator requirements.

The rollout of the NOVOVISION™ cash terminals with the National Lottery of Malta started in July 2022, with 16 machines installed by the end of 2023, and was accelerated in 2024 with a further 16 terminals installed in March and the remaining 24 units pending delivery in the weeks to come. The terminals have been customized to perfectly fulfil the operator's requirements and facilitate a number of processes, such as cashless top-up and withdrawals from the player's NOVOVISION™ wallet, cash payout of the National Lottery's EGM, lottery and sports betting tickets generated by third-party systems from a single terminal as well as the issuing of vouchers for non-dispensed cash.

“The implementation of the NOVOVISION™ product across our retail network is part of an innovative strategy that the Group has been pursuing over the past years,” said Franco de Gabriele – Chief Commercial Officer, National Lottery plc. “Our intent was to provide a customised solution for our retail customers via a single wallet across a diversified product portfolio. The NOVOVISION™ solution has proven to be an ideal solution for our environment and has been very well received by our customers. The product has enabled us to implement a process that is built on delivering efficiencies and enhancing our safety measures across the retail network. The customization of the product to our needs has been one of the most important elements of this project.”

Werner Kearns, Sales Manager NOVOMATIC Biometric Solutions, says: “Our solution for the National Lottery of Malta is a prime example of the high degree of customisation that NOVOVISION™ delivers – with a unique product that facilitates slots, lotteries and sports betting payments from a single cash terminal, while having a single wallet that caters for different products with the use of our NOVOVISION™ wallet solution. It allows for ultimate customer satisfaction. We are very grateful for the excellent cooperation with the teams of National Lottery plc in this project and particularly proud to provide a leading-edge cashless solution that brings so many benefits for both, the operator and its customers.”

Novomatic set to complete NovoVision roll-out to Maltese lottery

April 29, 2024

by Jonny Whitfield



Subscribe

Novomatic has revealed that the final 24 units as part of its NovoVision cash terminals partnership with Malta's National Lottery will be installed in the coming weeks.



Novomatic began rolling out the terminals, used for cash handling, in July 2022, with 16 installed by the end of 2023.

A further 16 have been installed at the time of writing in the shop network. Half of these are the NCM 40 model and the other half the NCM 70 successor model.

Werner Kearns, sales manager at Novomatic Biometric Solutions, said

the company's partnership with Malta's National Lottery "is a prime example of the high degree of customisation that NovoVision delivers – with a unique product that facilitates slots, lotteries and sports betting payments from a single cash terminal, while having a single wallet that caters for different products with the use of our NovoVision wallet solution."

The NCM 70 version provides cash handling for mid-size venues with up to four possible denominations and 500 banknotes per cassette, as well as an 11ins PCAP touch user interface.

The terminals offer a range of options such as NFC reader, numeric keyboard, a fingerprint scanner and full TITO capabilities.

"Our intent was to provide a customised solution for our retail customers via a single wallet across a diversified product portfolio," said Franco de Gabriele, chief commercial officer of Malta's National Lottery.

"The NovoVision solution has proven to be an ideal solution for our environment and has been very well received by our customers. The product has enabled us to implement a process that is built on delivering efficiencies and enhancing our safety measures across the retail network.

"The customisation of the product to our needs has been one of the most important elements of this project."

Published 29 April, 2024

LOTTERY FINANCIAL INDUSTRY PARTNERSHIPS

National Lottery of Malta transitions to cashless operations with Novovision

This new system aims to modernise the lottery experience for customers across Malta, offering cashless transactions and easy ticket payouts.

By Gambling Insider

The National Lottery of Malta is embracing new technology with the implementation of Novovision, a cashless solution provided by Novomatic.

As the exclusive concessionaire of the national lottery in the Republic of Malta, National Lottery operates a retail network comprising 240 licensed lottery shops.

Now, with the deployment of 56 Novovision cash terminals, the lottery's customers will be able to experience cashless processes and payout options for winning tickets.

Novovision encompasses a range of modular functionalities aimed at enhancing business operations and user convenience. The system includes a single wallet solution for slots play and sports betting, supported by biometric fingerprint recognition for authentication.

Franco de Gabriele, CCO of National Lottery, commented: "The implementation of the Novovision product across our retail network is part of an innovative strategy that the Group has been pursuing over the past years.

"Our intent was to provide a customised solution for our retail customers via a single wallet across a diversified product portfolio. The Novovision solution has proven to be an ideal solution for our environment and has been very well received by our customers.

"The product has enabled us to implement a process that is built on delivering efficiencies and enhancing our safety measures across the retail network. The customisation of the product to our needs has been one of the most important elements of this project."

Werner Kearns, Sales Manager at Novomatic Biometric Solutions, added: "Our solution for the National Lottery of Malta is a prime example of the high degree of customisation that Novovision delivers – with a unique product that facilitates slots, lotteries and sports betting payments from a single cash terminal while having a single wallet that caters for different products with the use of our Novovision wallet solution."

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NOVOMATIC is the provider of a state-of-the-art NOVOVISION™ cashless solution for the National Lottery of Malta's retail network. With the rollout of a total of 56 NOVOVISION™ cash terminals, lottery customers in Malta will benefit from a number of convenient cashless processes as well as easy payout of winning tickets.

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NOVOVISION™
The visionary solution

Malta. The company operates a network of 240 licensed lottery shops, 170 of which are operated via a network of authorised distributors, while 70 are directly operated by the National Lottery of Malta. National Lottery offers a broad range of lottery products, sports betting, electronic gaming machines (EGMs) in the retail market. All products offered through the retail network are also offered online via three distinct ecommerce sites, offering casino, sports betting and lottery products.

The operator has implemented several modular NOVOVISION™ functionalities to support smooth business processes and maximum user convenience for the players. The NOVOVISION™ wallet serves as a unique single wallet solution for slots play and sports betting, and is supported by biometric fingerprint recognition to guarantee secure authentication for all wallet transactions.



NOVOVISION™ Cash Terminal (Image:
NOVOMATIC AG)

NOVOVISION™ cash terminals have been deployed by the National Lottery of Malta with the aim to establish cashless payment transactions in the proprietary retail network. A total of 32 cash terminals have been installed in the shop network to date, half of which are the NCM 40 model and the other half the slim-line successor model NCM 70. This medium-capacity cash terminal provides reliable cash handling for mid-size venues with up to four possible denominations and 500 banknotes per cassette, as well as a 11" PCAP touch user interface. The robust cabinet guarantees best-in-class reliability and ease of use with excellent ergonomic positioning for all user interface units and front service access. A broad variety of options such as NFC reader, numeric keyboard, fingerprint scanner and full TITO capacities recommend this cash terminal for all operator requirements.

The rollout of the NOVOVISION™ cash terminals with the National Lottery of Malta started in July 2022, with 16 machines installed by the end of 2023, and was accelerated in 2024 with a further 16 terminals installed in March and the remaining 24 units pending delivery in the weeks to come. The terminals have been customized to perfectly fulfil the operator's requirements and facilitate a number of processes, such as cashless top-up and withdrawals from the player's NOVOVISION™ *wallet*, cash payout of the National Lottery's EGM, lottery and sports betting tickets generated by third-party systems from a single terminal as well as the issuing of vouchers for non-dispensed cash.

"The implementation of the NOVOVISION™ product across our retail network is part of an innovative strategy that the Group has been pursuing over the past years," said Franco de Gabriele – Chief Commercial Officer, National Lottery plc. "Our intent was to provide a customised solution for our retail customers via a single wallet across a diversified product portfolio. The NOVOVISION™ solution has proven to be an ideal solution for our environment and has been very well received by our customers. The product has enabled us to implement a process that is built on delivering efficiencies and enhancing our safety measures across the retail network. The customization of the product to our needs has been one of the most important elements of this project."



(Image: NOVOMATIC AG)

Werner Kearns, Sales Manager NOVOMATIC Biometric Solutions, says: "Our solution for the National Lottery of Malta is a prime example of the high degree of customisation that NOVOVISION™ delivers – with a unique product that facilitates slots, lotteries and sports betting payments from a single cash terminal, while having a single wallet that caters for different products with the use of our NOVOVISION™ *wallet* solution. It allows for ultimate customer satisfaction. We are very grateful for the excellent cooperation with the teams of National Lottery plc in this project and particularly proud to provide a leading-edge cashless solution that brings so many benefits for both, the operator and its customers."