

Stunning Debut Year for NOVOMATIC SPORTS BETTING SOLUTIONS (NSBS)

NOVOMATIC SPORTS BETTING SOLUTIONS (NSBS) was founded in order to consolidate the entire NOVOMATIC sports betting business offer for the international B2B market under one umbrella brand. NSBS supports the international activities of ADMIRAL Sportwetten, Na Zvezi and SBT with joint marketing as well as through the coordination of the entire internal cooperation. The year 2015 has been a thrilling period of growth: *novomatic® – the world of gaming* reviews the highlights of the previous months.

www.novomatic-sbs.com

NOVOMATIC SPORTS BETTING SOLUTIONS

WHAT'S GOING ON...



ROMANIA

- Branding: 'TIP & CASH powered by ADMIRAL'
- Rollout to-date: 179 terminals and 93 tills in 88 locations (thereof 11 sports betting shops)
- Cooperation with Golden Race (Virtual Sports) – successful expansion of the portfolio with excellent market acceptance
- December 2015: Launch of the Romanian 'TIP & CASH' website www.tipandcash.ro



GIBRALTAR

- Branding: 'THE ARENA'
- June 2015: Opening of 'THE ARENA', a dedicated sports betting area at Casino Gibraltar
- Rollout to-date: 8 terminals and 2 tills
- Special focus on Spanish League and English Racing
- Implementation of customer card and tablet devices planned in order to provide an improved customer experience



AUSTRIA

- ADMIRAL Sportwetten is the market leader in Austria. In co-operation with HTM and ACE all 3 systems (SBT, Na Zvezi and ADMIRAL) are in use in the sports betting shops
- 1,890 terminals and 240 tills in 251 locations
- Exceptional rise in turnover during 2015
- Introduction of a new and attractive design with modern look & feel for all shop facades



CZECH REPUBLIC

- Branding: 'TIP & CASH'
- Rollout to-date: 73 terminals and 3 tills in 27 locations
- B2B activities to be started soon (co-operation with bars & pubs)
- Web/mobile/customer card offer planned to be launched after the official regulatory approval, in order to provide an omni-channel experience for the guest

COMING SOON...

**LITHUANIA**

- Till system in testing

**SOUTH AFRICA**

- November 2015: Kick-off for the licensing process for the sports betting system in South Africa, go-live scheduled for Q1/2016
- Self-service terminals are completely new to the local market

**ITALY**

- Start of the implementation of the connection to the government authority system (AAMS/ADM) in Italy; go-live scheduled for the European Football Championship 2016

**SLOVAKIA**

- Kick-off for the licensing process in Slovakia; go-live scheduled for Q1/2016

INTERNATIONAL

- Various projects are in the evaluation phase (e.g. in Spain, Peru, etc.)

**NSBS at major gaming shows**

Key members of the NLS team were on hand at G2E in Las Vegas which took place from September 29th to October 1st 2015, to meet visitors and discuss the latest developments and innovations in Omni-Channel lottery solutions. The NSBS sports betting area presented true Omni-Channel sports betting solutions for the management of an unlimited number of self-service terminals and tills in the land-based segment as well as a secure online and mobile sports betting solution via Responsive Web Design and platform independent apps. Following this highly successful event the NSBS team is looking forward to ICE London (February 2 - 4,

2016) where visitors will be welcomed in the dedicated sports betting area at the NOVOMATIC booth.

All companies represented under the umbrella brand NSBS - SBT, Na Zvezzi and ADMIRAL – are pursuing a strategy of international expansion for 2016. Their innovative betting systems are constantly updated and improved in order to be able to comply with varying regional and regulatory requirements and to offer the best possible betting experience for the player. ■

