



**Minutes of The Gambling Business Group Limited Board Meeting
on Monday 9th January 2023 at 1.00 pm at
TLT LLP, 20 Gresham Street, London EC2V 7JE**

Present: Steve Sharp (Chair)
Peter Hannibal (Director)
Charlotte Meller (General Manager)

In attendance: Paul Terroni (Novomatic)
Adam Hodges (Gamenation)
Lee Gregory (Inseinc)
Sasha Blodau (Gauselmann)
Simon Johnson (Light & Wonder)
Patrick Hassett (Entain)
Nick King (Henham- Item 2 only)
James Gordon (Henham – Item 2 only)

Virtual attendance Amanda Fry (Company Secretary)
Nick Jackson (Welcome Break)

		<u>ACTIONS</u>
1	<p><u>Apologies for absence</u></p> <p>There were no apologies. There were no declarations of interest.</p>	
2.	<p><u>Henham Presentation</u></p> <p>Nick’s presentation was shared on screen.</p> <p>Political update</p> <ul style="list-style-type: none"> • Polls have stabilised but with a 20-point labour lead • Topics have been identified but no plan of how to do it • 5 key pledges from the PM ahead of GE – three around growing the economy, cutting debt and halving inflation • Expect quieter more normal Government • Backbenchers exert undue influence <p>White Paper</p> <ul style="list-style-type: none"> • Call for evidence was launched over two years ago • Current White Paper paves the way for future consultation • Certain MPs are pushing for more assertive approach to harm • Government wants to draw a line between online and land-based gambling • Relaxations around casinos particularly around table/machine numbers 	

	<ul style="list-style-type: none"> • The approach to cashless might not get the green light but might be willing to pilot it. • Write round process in no way imminent • Donelan due to take maternity leave in April <p>DCMS Committee inquiry: Gambling Regulation</p> <ul style="list-style-type: none"> • Examining some of the same issues that the White Paper is looking at • Call for evidence open until 10th February • DCMS will be keen to ensure this does not derail their own plans • Public Accounts Committee are doing a recall session on gambling 23 Jan <p>GBG Keeping up Momentum in 2023</p> <ul style="list-style-type: none"> • Engaging post White Paper publication • Regular meetings with DCMS and other officials • Reinforcing links with the Gambling Minister and his team • Building relationships with MPs on both sides of the House • ICE 2023: Securing attendance of key policy influencers <p>The Board asked for details of who are the potential Labour Ministerial candidates So they can start to forge relations if not already known to them</p> <p>SS thanked Nick for his presentation and Nick and James left the meeting.</p>	Action Henham
3.	<p><u>Minutes of the last meeting held on 3rd October 2022</u></p> <p>a) Matters Arising/Outstanding actions</p> <p>i. YGAM – the GBG team have all taken the course and have a City and Guilds certificate – there were concerns with some parts of the course which we will discuss with YGAM regarding harm where they have quoted Public Health England evidence, and another section about interventions</p> <p>[REDACTED]</p> <p>[REDACTED]</p>	[REDACTED]
4.	<p><u>GBG Financial Update</u></p> <p>AF advised the current invoice period started on 1 November 2022 for 12 months, there is still one outstanding payment due from the previous year which is being chased. The projected income for 2022/2023 is £258,020 (Nett) with forecast overheads of £206,628 which will leave a surplus at the end of 2023 of approx. £50K.</p> <p>SS advised that there are some outstanding invoices from the current year which AF is chasing. If payment is still not forthcoming, AF to advise the Board accordingly.</p> <p>[REDACTED]</p>	Action AF Action AH

	Include new members target list in ICE invitations	Action PH
5.	<p><u>White Paper/DCMS Select Committee Discussion</u></p> <p>The Select Committee Call for Evidence has 5 questions and closing date is 10th Feb, GBG will respond to the questions. A meeting is scheduled with a Select Committee Clerk on 13 Jan. PH asked if anyone was responding to it individually.</p> <p>Kieran Sull from DCMS will be attending the next Board Meeting on 17th April. There are bi-monthly catch-up meetings with DCMS until the end of the year.</p>	
6.	<p><u>GBG Responsible Gambling Charter</u></p> <p>CM shared the screen with the latest draft of the GBG Responsible Gambling Charter which was approved by the Group prior to Christmas. The intention is to launch this at ICE with Gordon Moody. The document will be kept up to date and reviewed at least annually. At the next meeting we will be looking at how we can put some metrics in place to ensure the GBG members are conforming with the Charter. AF will send SJ a copy of the Charter.</p>	Action AF
7.	<p><u>Strategic Plan Updates</u></p> <p>CM advised that the Strategic Roadmap has now been updated with a progress column to give an update on the strategic aims</p> <p>a) <u>Draft Strategic Plan 2023/24</u></p> <p>Strategic Aim 1: Technology Innovation</p> <ul style="list-style-type: none"> • Using technology to address the challenges via the Tech Forum and the skills we have in the technology teams within the GBG membership • The work on Jackpots, Monitoring Customer Visits and Cashless has been amalgamated into this Strategic Aim <p>Strategic Aim 2: Land-Based Reputation</p> <ul style="list-style-type: none"> • Amalgamates the work of the Responsible Gambling and Land Based Reputation working groups which includes the Responsible Gambling Charter and engagement we will be doing with industry and local authorities. • MSAs are working with Local Authorities in the Worcestershire area on facilitated Training visits. • Stuart Green is working with the Met Policy to doing training on the ground with AGCs and bring the central licensing team up to speed • Engaging with Merkur with elected members in Luton who are keen to understand the AGC environment • Following these test pilots of engagement will consider how we can expand on them. • Considering consumer research and get an evidence base of what consumers are doing to understand whether there is scope for improving the reputation, safeguarding that is in place not just from the gambling perspective but the wider corporate social 	

	<p>responsibility. This will be an independent piece of research rather than through the GBG. CM has gone out to three possible research options, which have been considered by the Land Based group. There are proposals which CM is happy to share – looking around £50K for something to stand up to scrutiny</p> <p>Strategic Aim 3: Data</p> <ul style="list-style-type: none"> • The last meeting had to be cancelled due to poor attendance so PH will send out an email to the Board asking for nominations for this group <p>Strategic Aim 4: Effective Regulator</p> <ul style="list-style-type: none"> • The establishment of a more effective gambling regulator for Great Britain – work in progress <p>Strategic Aim 5: Growing GBG</p> <ul style="list-style-type: none"> • Make GBG financially stable and secure its future for its members. Finances are in a much better place now, but we still need to recruit more members. • Using ICE to recruit more members <p>PH advised that we are consolidating some of the groups and the number of meetings.</p> <p>The following is part of Strategic Aim 3 – Data.</p> <p>b) <u>MDC Proposals</u></p> <ul style="list-style-type: none"> • Paper was circulated with the proposals set out • Machine data capture – Data port was created and has been updated over the years but is a one-way communication and is not fit for digital machines or to support the future of the industry. • GBG subsequently produced a webservice machine data capture standard that most machine manufacturers are using however there are three companies that still need to complete that work so we can <ol style="list-style-type: none"> I. Gather data in a uniform way from the whole industry II. Remove the need to put data capture units into machines III. Support cashless and dynamic limit setting. <p><u>Pub machine proposals</u></p> <ul style="list-style-type: none"> • In order to have reliable data on machine numbers in pubs, PH suggested we approach all the relevant operators that supply machines to pubs and ask them to provide us with their data. In return we will supply them with the anonymised national data. • We would support the arrangement with a suitable data sharing agreement. <p>There were a number of reservations about this proposal, so the affected members to consider whether this is something that is worth the GBG pursuing or simply carry on with the limited intelligence we currently have.</p>	<p>Attached</p> <p>Action: PH</p>
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8.	<p><u>ICE 2023 – The GBG’s Land Based Hub</u></p> <ul style="list-style-type: none"> • Secured the stand at ICE – South Hall at East End (Stand S10-130) • Inviting MPs Ministers LA’s and other trade contacts • Potentially 6 Presentations lasting 10 mins each spaced across the days and break out areas: <ul style="list-style-type: none"> (a) Customer journey and how we look after the consumer (b) Staff and how we train staff (c) Age verification and age check (d) Walksafe – provide intelligence on phone to safely walk home for customers and staff. They also have software that shows where antisocial behaviour and crime is taking place. (e) Biometrics and how we are using cameras in machines to make environment safer (f) Top (10) Licensing issues/myths • All members and non-members invited <p>No one has promoted operators before and the support is strong</p> <p>The Board suggested that we revisit the previous list of potential members and their fee tier, as part of the preparation for ICE engagement</p>	Action PH
9.	<p><u>Any Other Business</u></p> <p>Following on from the members survey – members have asked for a list of the Board members to be available on the website. All Board members happy for their names and company information to be put on the secure area of the website.</p> <p>Board asked for a list of groups and who is represented on each group</p>	Action AF Action AF
10.	<p><u>Date of next meeting</u></p> <p>The next meeting has been agreed on <u>Monday 17th April 2023 at 1.00 pm at TLT</u>. AF has sent out a calendar invite</p> <p>Remainder of dates for 2023 Mon 3rd July Mon 16th October</p>	Action AF

Meeting finished at 15.00