



**GBG Zoom Meeting held on
Tuesday 23rd November 2021 at 11.00 pm**

In attendance

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| Peter Hannibal (GBG) | Andrew Cotton (Ince Gordon Dadds) |
| Steve Sharp (GBG) | Andy Bullock (Innovative Technology) |
| Amanda Fry (GBG) | Dragoljub Grekulovic (JCM Global) |
| Rob Wheeler (GBG) | Amanda Kiernan (Merkur) |
| Joanne Craig (Blueprint) | Tony Boulton (Merkur) |
| Jacqueline Dunkley (Buzz Bingo) | Paul Comer (Moto) |
| Patrick Hassett (Entain) | Wayne Forster (Moto) |
| Stuart Green (Game Nation) | Brian Jamson (Roadchef) |
| Brian Hunt (Game Nation) | Lee Morton (Scientific Games) |
| Howard Gant (IHL) | Ewen MacGregor (TLT) |
| | Tez Field (William Hill) |

		<u>ACTIONS</u>
1	<p><u>Introduction and Apologies</u></p> <p>SS welcomed everyone to the GBG Members meeting. Apologies were noted.</p>	
2.	<p><u>Matters brought forward from the last meeting – 8th June 2021</u></p> <p>There were no matters from the last meeting</p>	
3.	<p><u>Update Members on GBG Strategy and Restructure</u></p> <p>PH explained that we held our first Board meeting on 9th November with Tier 1 members present including Novomatic, SG Gaming, Merkur, Game Nation, Oktopay and an observer from the casino sector. Apologies were received from Inseinc and the MSA’s. The purpose of the meeting was to confirm approval, support and backing for our Strategy. PH then shared the presentation with the following highlights;</p> <p>Why the need for Change and what we need to address</p> <ul style="list-style-type: none"> • Gambling Industry reputation in decline • GBG is good at producing protocols/technical solutions/guidelines • Need GBG to be financially stable • High Street Decline – AGC sub sector appears to be the only part of the industry that is investing money in the high street and need to support that investment • We need a strong voice for all land-based gaming. 	

	<p>How</p> <ul style="list-style-type: none"> • The 9 strategic aims are now the plan • Core values to work to are on website • Involve Tier 1 members in GBG Board to ensure we remain relevant • Commitment from other members <p>Strategic Aims</p> <ol style="list-style-type: none"> 1. Build on GBG’s capabilities for leading technical innovation standards 2. Protect the future of Land Based Gambling 3. Remove the prohibition of debit card use with machine play 4. Secure the ability to provide Linked jackpots in all Licensed Gambling premises 5. Produce anonymised statistical intelligence (Data) for land-based gambling activity 6. Standardise the monitoring and reporting of visits and dwell time in Licensed Gambling Premises 7. Influence Gambling regulator 8. Investigate future secondary legislation opportunities 9. Financial stability <p>Financial Model - There are 5 Tiers:</p> <ul style="list-style-type: none"> • Tier 1 – Group Members • Tier 2 – Large & Multi-site Businesses • Tier 3 – B2B Businesses • Tier 4 – Associated Businesses (gambling not core purpose) • Tier 5 – Individuals/Consultants <p>GBG Operating Costs;</p> <ul style="list-style-type: none"> • Exec time was previously just PH & AF but now allowed for a general manager. • Other costs are those identified in the roadmap. • Total expenditure is £312K which includes a contingency in case we lose any members. • We are currently expecting about £300K in membership without any new members. <p>New Members – we have produced a list of potential target members and in the unlikely event they all came on board the revenue would be around £200K. Clarion have a new senior team and are interested in working with the offline sector. TF asked who we contacted at Rank – he will contact Andrew Sakey to see if he can help. SS asked if anyone else has contacts to let PH know.</p> <p>There are two strategic aims that we particularly wanted to get the Board and other members engaged in – one is Improving the Reputation of Gambling on the High Street and the other is the Data Strategy.</p> <p>Strategic Aim 2</p> <ul style="list-style-type: none"> • Raise awareness and the reputations of land-based gambling. 	
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	<ul style="list-style-type: none"> • Establish the key attributes of Licenced Gambling on the High Street. • Quantify the above with hard, indisputable facts and evidence. • Carry out a ‘Retail Gambling Census’ that identifies our credentials. • Review the language used, e.g retail entertainment v Adult Gaming Centre • What help/resource is available to deliver the supporting evidence/information <p>Strategic Aim 5</p> <p>This excites everybody as the intelligence it will provide will help to improve our reputation and with the evidence and facts we will be able to speak for the industry. This could be so powerful for all of us and the GBG could become the ‘data experts’ for gambling offline</p> <ul style="list-style-type: none"> • Produce regular, consolidated statistical data and intelligence. • Agree governance • Agree scope: machines/venues/consumers/community/SR/economy • Considerations: regulator/confidentiality/DPA/legal’s • Technology: Cost and resource for build, maintenance & analysis. <p>Any Questions:</p> <p>JD (Buzz Bingo) - if you are going to be data experts what kind of reports and information are you looking to disseminate off the back of that data and what frequency and would the Gambling Commission be involved? PH advised that there is a draft agenda for the first meeting to talk about this and there are a number of areas we want to explore with members - we need to have data sharing agreements in place between GBG and the members to protect each other, together with a list of disciplines of who we share what data with. We need a governance panel presiding over it and that panel needs to decide what is best for industry. JD – this is very exciting for GBG and if you remove personal information from it completely you will be able to sort out the data protection concerns. JD will discuss with colleagues that this is what we are focussing on.</p>	
4.	<p><u>Update on Gambling Act Review</u></p> <p>PH advised that the latest soundings are that the White Paper will be issued during the first quarter of next year rather than the end of this year. There is also a view that the content of that White Paper is likely to have less drafting of intended regulations and more questions about what should be in secondary legislation. The GBG has always held the view that to keep the Gambling Act future proof there needs to be things that can be changed more easily by Government via methods like statutory instruments.</p>	

5.

Any Other Business

AC advised there is an important consultation that the GC have launched post Football Index – they are consulting on significant revisions to their licensing compliance enforcement policy which covers three key areas. The whole concept of the licensing of novel products. The two more pressing ones for members are transparency of ownership of operators as companies have not been providing full disclosure leading to two cases where they have revoked the licence. The other proposed revision is to implement a much tougher approach on incomplete applications – the GC are making it clear that with applications that you do not provide all of the information they expect to receive, they will reject the application and you won't get your money back.

AC advised that the Treasury have recently consulted on amendments to the money laundering regulations. They are currently reviewing the evidence that was put to them to ensure that the UK legislation continues to meet FATIF expectations which closed in the middle of October. There are going to be draft statutory instruments laid in the first quarter of next year

PH advised that the Institute of Licensing training week was last week. The GC were there and Clive Noblett who has been at GC for 10 years said when he started there were 42 compliance officers doing inspections and today there are 15 with another 5 redundancies in progress.

Limit Settings on machines – TB advised that the original Bacta projection was that the new limit setting time and a deposit limit would be introduced in June 2021 but with Covid and some companies not having the R&D resource it has been pushed back to June 2022 and that will be 20 minutes and £150 of deposited funds. There is a meeting in Derby in a couple of weeks arranged by the Bingo Association to make sure everyone is on the same page and there has been one small adjustment to the standard so it is in line with the LBO sector. It will be introduced on B3's and not category C.

EM advised there was a Protect Duty consultation which follows on from the Manchester bombing which will have wide implications on members across the board. The consultation was last year and Government will be producing their response by the end of this year and centres around counter terrorism issues.

EM advised about the consultation on the Westminster City Council Gambling Act which runs until 28th November.

TB advised he has a meeting with the Minister Chris Philp tomorrow morning to discuss the contents of the Review and what was put forward in the review and see if we have achieved anything through this process

PH advised about the consultation on Test Purchasing and members had not identified anything material to flag. The closing date is the end of the month so the likelihood is we would go back and make no

	<p>comments unless any members have anything to consider. Patrick Hassett will send PH what they submitted to that consultation.</p> <p>AC asked PH if he had any update on the GC response on affordability and PH is expecting something to be in the White Paper</p>	
6.	<p><u>Date of next meeting</u></p> <p>The date of the next meeting is <u>Wednesday 19th January 2022 at 11.00 am.</u></p>	

Meeting finished 1145