

# Regulatory update

Efficacy, Relevance & Sustainability in a disruptive environment

Malta iGaming Seminar 2016 –  
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# Industry outlook . . .

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- Innovation in remote gaming is increasingly mission critical,
- Higher costs of access to markets and regulation (excluding taxes),
- Consumer/player retention all about value, game experience,
- Increased convergence between games, channels, markets,
- Enabled by new technologies, distribution platforms, wide network of services providers (outsourcing),
- Monetisation and demonetisation (Crypto currencies),
- Game innovation e.g. social games, fantasy sports, e-sports, etc,
- Increased M&A activity expected to continue to address cost efficiencies, synergies & market access obstacles.



# Remaining relevant

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- **MGA** - The ORGANISATION,
- **Malta** – The JURISDICTION,
- Strategic repositioning,
- Regulatory **ethos**,
- NEW Legal & Regulatory **FRAMEWORK**
  - Core **principles**,
  - **Thought** leadership,
  - Simplicity,
  - Based on 13 years of experience & learnings.



# How can we remain relevant in a disruptive environment?

- **MGA** - the organisation:

- Efficient & reliable,
- Professional,
- Open & transparent,
- Reasonable & fair,
- Proactive & dynamic.

- **MALTA** – the jurisdiction:

- Sophisticated ecosystem,
- Integrity,
- Forward looking,
- Thought leadership,
- First mover,
- Business friendly.



# Strategic re-positioning

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- **Main thrusts:**

- Sustainability, AND
- Growth, new markets.

- **Main vectors:**

- Innovation in regulatory framework design,
- Scope,
- Approach,
- Mechanisms,
- Adding value to the Malta product through multiple facets.



# New regulatory framework: Delivering efficacy and simplicity

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- Wider scope and powers of governance of sector,
- Approach: Risk-based, Outcome driven,
- From ex-ante to ex-post,
- Greater focus on the integrity of authorised persons and business model,
- Single license model differentiating only between B2B and B2C, supported by subsidiary certifications,
- Greater focus on B2B operations,
- Review of administrative requirements: processes, fees and gaming taxes aiming at rationalisation, cost efficiency, and strategic incentives where due.



# Areas of focus 2016/2017

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- Implementation of the 4<sup>th</sup> Anti-money laundering directive and supervisory mechanisms,
- IT roadmap:
  - online portal for licensees,
  - CRM system,
  - Document Management System,
  - New website.
- National review on the acceptance of virtual currencies in Malta,
- Implementation of the new regulatory regime i.e. licensing framework, policies and procedures, technical standards,
- Organisational performance & outreach.



Thank you for your attention!

