

A leader in the gaming industry

Deloitte is recognised as one of the leading advisors to the gaming industry, with **deep knowledge** of both the industry and the business issues facing clients.

Deloitte Malta has **over 20 years** of experience within the local gaming industry and services some of the largest gaming operators within the industry.

Deloitte Central Mediterranean

Italy, Greece and Malta together form the Deloitte Central Mediterranean ('DCM') member firm. Each country continues to build local presence and industry knowledge while **collaborating** with the others to create a leading provider of professional services in the Mediterranean area within the broader Deloitte global context.

Conrad Cassar Torregiani is responsible for the **sports and gaming industry** initiative for DCM within the broader Telecoms, Media & Entertainment sector.

Why Deloitte?

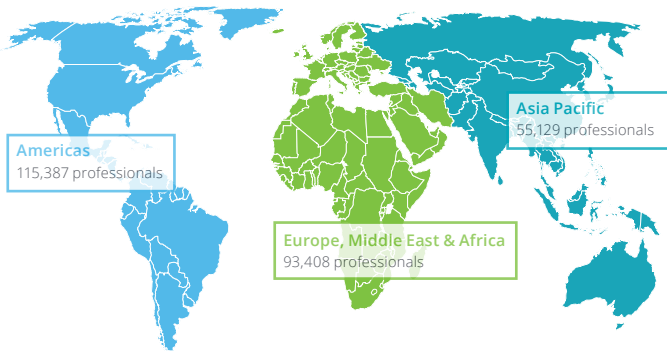
Deloitte is a strong, global brand. Our member firms have relationships with four out of every five Fortune Global 500® companies. That includes 89 percent of all technology, media, and telecommunications companies, 87 percent of the world's life sciences and health care companies, and 85 percent of all financial services companies.

Deloitte has approximately 286,000 professionals at member firms delivering services in **audit & assurance, tax, consulting, financial advisory, risk advisory**, and related services in more than 150 countries and territories.

These are the characteristics of undisputed leaders:

- A clear purpose
- An unwavering commitment to putting clients first
- Top-tier talent
- Innovative solutions and alliances
- Consistent, superior delivery
- The courage and conviction to make an impact that matters.

These are the characteristics of Deloitte.



Take the first step

Key contacts

Tax

Nadia Fontana
Partner - Tax
Studio Tributario e Societario
+39 0648990943
nfontana@sts.deloitte.it

Conrad Cassar Torregiani Sports and Gaming Industry Leader
Deloitte CM
Deloitte Services Limited
+356 2343 2716
ctorregiani@deloitte.com.mt

Consulting

Luigi Onorato
Partner - Consulting
Deloitte Consulting S.r.l.
+39 0647805575
lonorato@deloitte.it

Damian Heath
Director
Deloitte Consulting Limited
+356 2343 2000
dheath@deloitte.com.mt

Audit & Assurance

David Delicata
Director - Audit & Assurance
Deloitte Audit Limited
+356 2343 2408
ddelicata@deloitte.com.mt

Riccardo Raffo
Partner - Audit & Assurance
Deloitte & Touch SpA

+39 0283322380
rraffo@deloitte.it

Financial Advisory

Luca Petroni
Partner - Financial Advisory
Deloitte Financial Advisory S.r.l.
+39 0636749217
lpetroni@deloitte.it

Raphael Aloisio
Leader Financial Advisory
Deloitte Services Limited
+356 2343 2700
raloisio@deloitte.com.mt

Risk Advisory

Lorenzo Fersurella
Partner - Risk Advisory
Deloitte Risk Advisory S.r.l.
+39 0636749574
lfersurella@deloitte.it

Ian Coppini
Leader Risk Advisory
Deloitte Services Limited
+356 2343 2000
icoppini@deloitte.com.mt

Deloitte.

Deloitte Malta
Deloitte Place,
Mriehel ByPass,
Mriehel BKR 3000,
Malta
+356 2343 2000
info@deloitte.com.mt

www.deloitte.com/mt/gaming

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Deloitte.



Play to win

Delivering value to
the gaming industry

Telecommunications, Media & Entertainment



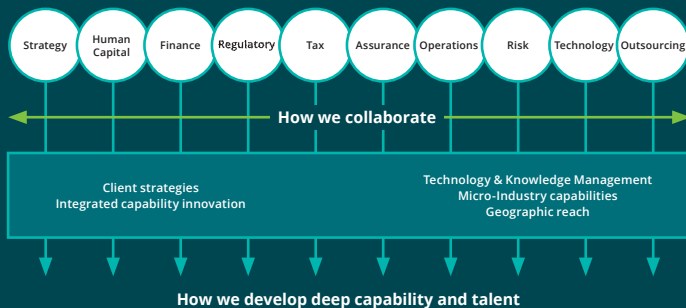
Clients get what they need and value most

- Unmatched depth and breadth of capability.
- Strong industry and micro-industry perspectives and solutions.
- Global reach with a local presence and experience.
- Priority and valued long-term relationships.
- Private partnership structure and culture—promoting cross-collaboration and innovation; financial stability and opportunity.
- Deliver of repeatable solutions—not typical in the pure play strategy firms.
- Ability to remain solution agnostic—not typical in the technology or BPO-led firms.

Play to win.

Solving complex problems is our passion. We've built our world-class businesses to affect change that matters and deliver transformational impact for clients and the communities in which we work.

World-class capability and talent



A category of one

The Deloitte Member Firms offer services to help clients address their business challenges. Our experienced professionals work to continuously deliver value to your organisation by blending industry knowledge with strong professional skills.

Tax services

- Tax advisory and compliance
- VAT advisory and compliance
- Transfer pricing
- Tax credits and incentives (R&D)
- Tax audits
- Immigration tax
- Personal tax

Financial Advisory

- Third party due diligence
- Corporate investigations
- Litigation support
- Real estate advisory services
- Capital project consulting
- Reorganisation services
- Dispute consulting and forensics
- Corporate finance
- Securitisation
- Corporate real estate
- M&A valuation services
- M&A strategy consulting

Audit & Assurance

- Statutory audit services
- IT Control assurance
- Player wallet and revenue assurance
- Accounting and Financial Reporting Support
- Corporate Reporting Transformation and Assurance
- IPO Readiness Assurance
- Finance Function and Internal Financial Control Assurance

Consulting - Business Strategy and Operations

- Corporate strategy
- Operations excellence
- Customer and channel strategy
- Supply chain services

Risk Advisory

- Internal audit services
- Compliance and systems audits
- Sarbanes-Oxley / 404 compliance
- SSAE16/ISAE 3402 services
- Information risk management
- Business continuity management
- IT security services
- Anti-Corruption
- Discovery / computer forensics
- Enterprise risk management
- Corporate governance services
- Corporate ethics and compliance
- Privacy services
- Contract compliance
- Gaming regulatory compliance
- Anti-fraud programs and controls
- Anti money laundering
- Cyber security
- Penetration testing
- Vulnerability assessment
- Ethical hacking

Consulting - Technology Solutions

- Technology strategy
- Enterprise applications
- Enterprise architecture
- IT cost reductions
- Merger integration
- Information management
- Development outsourcing

Consulting - Human Capital

- HR operations and technology
- Talent strategy and rewards
- Change leadership
- Enterprise learning strategy and technology
- Employee benefit management



Issues and trends affecting the gaming industry

- Anti-money laundering
- Emerging jurisdictions domestically and internationally
- Online gaming
- Sports betting
- Loyalty and expansion of revenue in non-gaming areas
- Changing customer demographics and increased competition
- Information security and data privacy breaches
- Emerging gaming technologies
- Increased regulatory requirements
- Increased Merger & Acquisition activity
- Continued emphasis on corporate governance and oversight

Implementing strategies that address key risks presented by the drivers impacting today's economy can potentially help a company protect its margins, capitalise on opportunities, and capture market share.



Keeping you informed

Thought leadership

Our commitment to our clients includes access to thought leadership on timely industry topics. For more information about our research and publications, please visit us at www.deloitte.com/mt/gaming



Gaming contacts

Our professionals are recognised specialists and thought leaders in the gaming industry. The following members of our team can leverage our resources to serve your organisation and help meet your professional service needs.

Conrad Cassar Torregiani

Sports and Gaming Industry Leader
 Deloitte CM
 Deloitte Services Limited
 +356 2343 2716
 ctorregiani@deloitte.com.mt

Timothy Borg Olivier

Manager
 Deloitte Services Limited
 +356 2343 2700
 tborgolivier@deloitte.com.mt

