



# ISLE OF MAN. WHERE YOU CAN

## e-Gaming

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# E-Gaming and the Isle of Man

- 🔥 Introductions
- 🔥 What is e-Gaming?
- 🔥 History of e-Gaming on the Island
- 🔥 Where are we now
- 🔥 The future
- 🔥 Gambling addiction
- 🔥 Fear of flight?
- 🔥 Conclusions
- 🔥 Questions

# What is e-Gaming

- 🔥 Any gaming, where any player enters or may enter the game, or takes or may take any step in the game, by means of a telecommunication.
- 🔥 The negotiating or receiving of any bet by means of a telecommunication, or
- 🔥 any lottery in which any participant acquires or may acquire a chance by means of a telecommunication.

Online Gambling Regulations Act 2001 (OGRA)

# What are the alternatives?

## Prohibition

Drives players underground

Complete loss of control for authorities

No protection for players

## Regulation

Fit and proper operators

Fair games

Player Protection

Revenue

# Aims of the IOM regulations

- 🔥 Keep gambling crime free
- 🔥 Protect the young and vulnerable
- 🔥 Ensure facilities offered are fair and that players receive their true winnings
- 🔥 Protect players deposits
- 🔥 Resolve disputes between players and licence holders
  - 🔥 40% more in 2012-13 – in line with growth in players/turnover & additional KYC demands

# History of e-Gaming on the Island

- 🔥 One of the first in the World to regulate online
- 🔥 Five major companies licensed 2001/02
- 🔥 All gone by 2003
- 🔥 2007 New development consultant
- 🔥 2008 Full time civil service resource
- 🔥 2008 New Regulator
- 🔥 2012-13 Five Yr. strategy developed with the industry

# Structure on the Island

- 🔥 E-Gaming Development Team (DED)
- 🔥 Separate and independent Regulator (GSC)
- 🔥 Gamcare Isle of Man
- 🔥 Responsible in total for supporting, developing and controlling the industry
- 🔥 Representing the Isle of Man Internationally
- 🔥 Supporting industry – Professional Service Providers:
  - Banking & payment solutions, CSP's , Lawyers, Software providers, Hosting etc.

# Why Choose the Isle of Man

**“The excellent technical infrastructure and data hosting facilities, combined with clear and simple legislation, low cost base and business friendly, supportive Government makes the Isle of Man an ideal location for licensing or a disaster recovery platform.”**



# Our competitors

- 🐉 Alderney
- 🐉 Malta
- 🐉 UK
- 🐉 Gibraltar
- 🐉 Kahnawake – Canada
- 🐉 Curacao – Netherland Antilles
- 🐉 First Cagayan – Phillipines
- 🐉 Costa Rica

# Where are we now?

- 🔥 54 live licences, 4 approved not live and 8 in process
- 🔥 Represents over 9% of IOM GDP\*\*
- 🔥 Sector employs over 800 staff
- 🔥 Supports & complements a growing ICT sector
- 🔥 Provides around £18 million annually in Government receipts

\*\* (Based on 2011/12 National Income – IOM Economic Affairs)

# Licensees Include

- 🔥 Pokerstars/Full Tilt Poker
- 🔥 Paddypower
- 🔥 Welton Play – Fun88
- 🔥 Celton Manx – SBOBet
- 🔥 Mahjong Logic
- 🔥 Boylesports
- 🔥 Bet Internet
- 🔥 Cube Ltd – 188Bet
- 🔥 Xela – 138Sungame
- 🔥 Etc.....

# Non Gaming Licenced Companies Include

- 🔥 Microgaming
- 🔥 Derivco
- 🔥 Playtech
- 🔥 Iforium
- 🔥 Newfield
- 🔥 Data Centres, Lawyers, Accountants, CSPs, Banks, Recruitment Companies etc....

# Isle of Man Gambling Prevalence Survey 2012

- 78% of the population participated in gambling activity in the last 12 months
- Men over 16 participated in 2.1 gambling activities in the last 12 months
- Women over 16 participated in 1.8 gambling activities in the last 12 months
- 3.9% of men and 1.9% of women scored 'at risk' of developing a gambling problem
- 0.2% of men and 0.1% of women rated as pathological gamblers (UK 0.9%)
- (This equates to 83 men and 42 women)
- 8% of individuals advised someone in the last 12 months to gamble less
- Women were more likely to advise someone than men
- 7.5% of individuals said that someone they knew had had a gambling problem in the past

# GamCare Isle of Man Service Use

**July 2011 to September 2013**

**114 referrals** – 98 new service users, 16 repeat referrals

Most clients access the service via self referral

We have seen **77 gamblers** and **37 significant others**

**84%** of the gamblers seen are **male**

Of those gamblers categorised, 82% rated as pathological gamblers

GamCare Isle of Man has offered 1216 appointments

***To date, 86% of clients leave the service having completed treatment or with their situation improving***

# We take this seriously

- 🔥 All on-line licence holders **MUST** contribute to Gamcare on the Island
- 🔥 Players **MUST** have the facility to self-exclude
- 🔥 Operators can exclude players and they do...
- 🔥 Players **MUST** have the ability to set time and/or spend limits
- 🔥 Licence holders **MUST** provide a 24/7 help desk
- 🔥 Licence holders **MUST** provide a click through link to Gamcare
- 🔥 No credit betting allowed

# Gaming with a social conscience

🐉 Over £420,000 paid to-date to assist Gamcare

Plus....

🐉 Microgaming Health & Care Trust

🐉 Pokerstars support numerous local charities including Bowel Cancer Isle of Man and Manx Wildlife Trust

🐉 Celton Manx supports numerous charities including Cancer Research, ManxSPCA and the Isle of Man Football Team

🐉 And many more....



# Fear of flight...Why stay on the Island?

- 🔥 UK gaming legislation
- 🔥 US opening up for e-Gaming
- 🔥 Individual EU states legislating

But....

- 🔥 Cost of doing business – viewed holistically
- 🔥 Quality of infrastructure and knowledgeable staff
- 🔥 World renowned reputation
- 🔥 Impact analysis shows Island companies are expecting to grow in next 12-18 months

## In summary...

- 🔥 e-Gaming is a major part of the economy
- 🔥 Regulation is tough but fair
- 🔥 Players are protected better than any other jurisdiction
- 🔥 Addiction levels are comparatively low
- 🔥 E-Gaming has created the infrastructure on which the whole of the e-Business sector can thrive
- 🔥 Even if the licenced sector were to shrink the software and support services are substantial employers and growing

# Thank you

## Are there any questions?

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Isle of Man  
Government

*Her Majesty Elizabeth II*



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 **Isle of Man**  
Giving you Freedom to Flourish

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