



**NEWGIOCO**  
G R O U P

**ANNUAL GENERAL MEETING**  
**AUGUST, 2016**



## forward looking statements

This Presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The company has tried, whenever possible, to identify these forward-looking statements using words such as "anticipates," "believes," "estimates," "expects," "forecast," "plans," "intends," "potential" and similar expressions. These statements reflect the company's current beliefs and are based upon currently available information. Accordingly, such forward-looking statements involve known and unknown risks, uncertainties and other factors which could cause the company's actual results, performance or achievements to differ materially from those expressed in or implied by such statements.

Factors which may cause such differences include the company's ability to complete additional acquisitions, expand our distribution, increase our client base and other risks disclosed in the Company's SEC filings. The company undertakes no obligation to update or advise in the event of any change, addition or alteration to the information covered in this press release, including such forward-looking statements.

**The Mission:** Become a top 10 gaming operator in Italy and eventually expand internationally into additional regulated leisure gaming markets

**The Strategy:** Take advantage of forced consolidation in Italy to secure key locations and strengthen our core operations

Scale-up to benefit from cost savings and augment our recognizable Newgioco brands

Develop robust in-house gaming technology and product line-up

**NEWGIOCO GROUP, INC.**  
(OTCQB:EMGL)

A PUBLICLY TRADED DELAWARE HOLDING COMPANY

SUBSIDIARIES ARE FULLY LICENSED TO OPERATE IN BOTH THE  
WEB-BASED AND LAND-BASED SECTORS IN THE ITALIAN GAMING  
MARKET



*Excerpt taken from Empire Global Corp. 2014 Annual Meeting of Shareholders*

# investment verticals

## ONLINE

**Financing required:** Euro 5mm  
**Timeline:** immediate to 3 mos.  
**Targets:** 1,000 locations  
**Cost/loc:** Euro 5,000

### Resulting Revenue

**GGR:** 100 mm  
**NGR:** 5 mm  
**Net Earnings/yr:** 1.25mm  
**ROI/yr:** 25%

## LAND-BASED

**Financing required:** Euro 5mm  
**Timeline:** immediate to 3 mos.  
**Targets:** 150 locations  
**Cost/loc:** Euro 34,000

### Resulting Revenue

**GGR:** 50 mm  
**NGR:** 5 mm  
**Net Earnings/yr:** 2.5mm  
**ROI/yr:** 50%

## NETWORK IT

**Financing required:** Euro 4mm  
**Timeline:** 3 - 6 mos.  
**Target:** Existing AAMS provider

### Resulting Efficiency

**Savings/yr:** 1.5mm  
**ROI/yr:** 30%

AS OF JULY 1, 2016

NEWGIOCO GROUP, INC is:

A FULLY INTEGRATED, INTERNATIONALLY LICENSED  
LEISURE GAMING COMPANY

Our business consists of:

A GROWING PORTFOLIO OF OVER 1,000 WEB-BASED AND 115 LAND-  
BASED LOCATIONS UNDER A STRONG “ **NEWGIOCO** ” BRAND

A PROPRIETARY - STATE OF THE ART BETTING OPERATING  
PLATFORM, STAFFED BY A TOP-RANKED GAMING SOFTWARE  
DEVELOPMENT TEAM

# subsidiaries

## MULTIGIOCO SRL

- Online and land-based gaming operator under the Newgioco brand
- 28,000 active online players
- over 1,000 web-shops
- 7 corner and 2 agency land-based locations

## U-COMPANY GMBH

- Cash generative land-based operator
- Current operations subject to a 50% revenue share arrangement until completion of 2016 auction
- 107 agency locations
- Rapidly expanding to add additional locations over next 3-6 month period

## O-COMPANY GMBH

- Proprietary Betting Operating Platform (“**BOS**”) and IP
- BOS currently processing approximately Euro 600 million in annual bet turnover
- Experienced talent and fully staffed software development team

## year in review

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- acquired proprietary Betting Operating System and 107 additional land-based agency locations (July 2016)
- engaged an investor relations representative (May 2016)
- secured \$750k financing (Feb 2016)
- acquired 180 additional web-based locations (Aug 2015)
- completed acquisition of new corner locations (Aug 2015)
- obtained Newgioco brand trademark (July 2015)
- acquired additional land-based Rights (July 2015)
- obtained ISO certification (July 2015)





## highlights

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- Fully reporting, OTCQB qualified company in the growth stage
- Planning to migrate to major exchange listing during 2017 fiscal year
- Currently meeting most listing requirements
- DTC and DWAC eligible
- Integrated proprietary Betting Operating Platform
- Experienced industry leadership
- Unique online (GAD) license extends to 2021
- Offering a full suite of gaming products including sports betting, live online and RNG casino, poker, bingo, virtual sports, lottery, and horse racing
- Focused on becoming a top 10 gaming operator in Italy by 2017FY

## focus on shareholder return

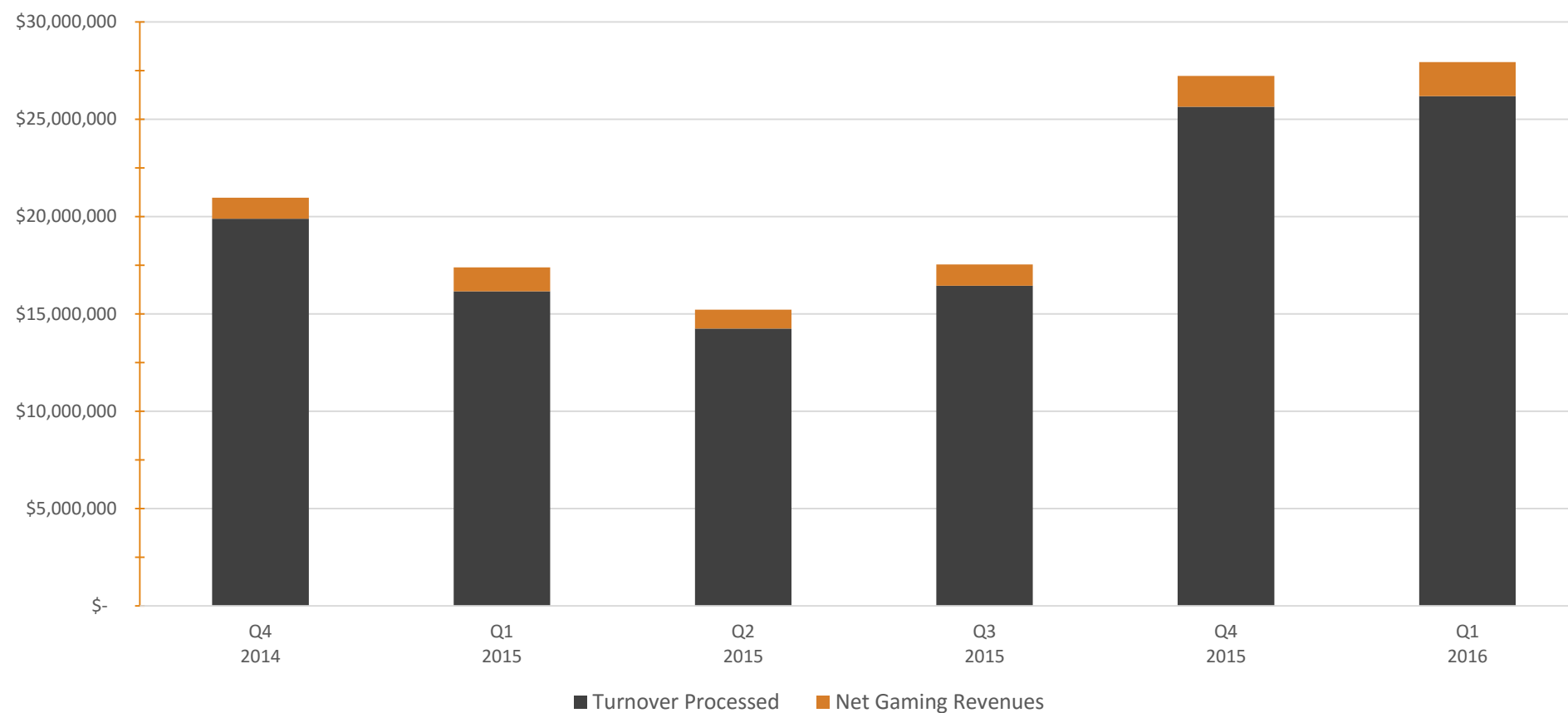
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### commitment to...

- aligning costs to improve profitability
- maximizing shareholder value by managing dilution
- emphasising corporate values amid expansion
- incorporating Standard Operating Procedures and prudent corporate governance
- investing in specific product promotion to yield higher margins



## delivering on expectations – earnings growth



## capital structure

OTCQB:EMGL Common Stock Details		
05-August-16		
Stock Price		
	Low	High
52 Week	\$ 0.30	\$ 1.16
	Bid	Ask
Quote	\$ 0.45	\$ 0.57
Capital Structure		
Authorized Shares	80,000,000	
Outstanding	34,928,273	
Fully Diluted	36,780,879	
Float	2,711,150	
Shareholders of record	297	
Market Cap	\$ 15,717,723	
Management & Insiders	62%	

Tightly held ownership allows for greater versatility, capital raising strategies, and to stay consistent with the company's strategy

Low trading volume causes higher price fluctuations



## industry snapshot

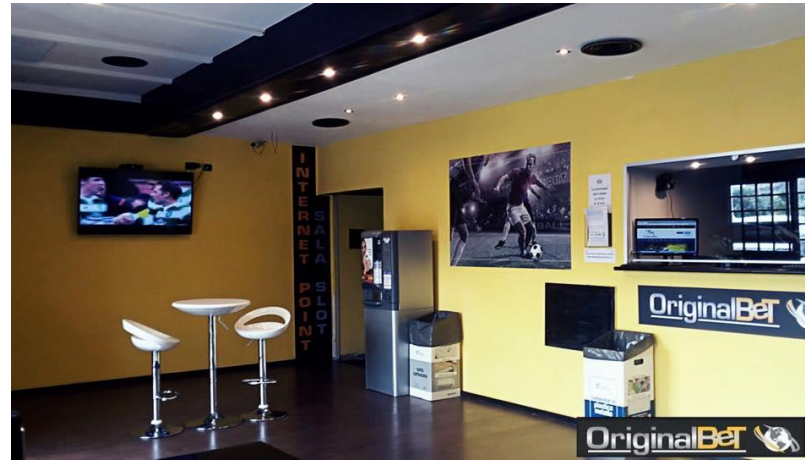
- Italy is one of the largest regulated gaming markets in the world with about \$97 billion in annual turnover with approximately 640,000 monthly active players
- Top 10 operators account for about 75% of the turnover
- Rest of the market is highly fragmented and divided among a large number of small to mid-sized companies
- Gaming is a widespread social activity on par with visiting cafes



# distribution methods - online

## WEB-SHOP

- Web-shops are dedicated web gaming arcades with PCs installed in the shop
- Customers use PC's to open and gamble online accounts using their government ID, cash deposits to online gaming accounts is handled onsite
- Offer free internet access and may offer free refreshments
- Typically offer a full range of sports betting, online casino games, poker and lotteries







# distribution methods: land-based

## CORNER



- Corners are primarily non-gaming establishments, coffee shops, bars, etc., where a gaming company like Newgioco installs a terminal and pays the shop owner to maintain the terminal and collect ticket sales
- Gaming may be done anonymously in cash at the sales counter
- No cage
- Some corners have one machine while other corners may have a number of machines in a dedicated gaming room





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## distribution methods: land-based



### AGENCY

- Primarily a gaming establishment
- A dedicated gaming location with a cash cage – no food or beverage sales
- Gaming may be done anonymously in cash at the cash counter
- May have physical slot machines, computers/kiosks, lottery and scratcher terminal, large screens for displaying odds and sporting events
- Some locations with an additional license offer poker



## current focus – license tender

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- Renewal criteria is restrictive to existing small businesses, they will not be able to renew their operating license and consolidation will occur
- Walk-in clientele will continue to patronize these existing locations
- Newgioco is purchasing license “Rights” and applying them to these locations (analogous to buying “bandwidth” at auction)

*opportunity lies in securing deals with these location owners*

## medium to long term growth

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- Growth by acquisitions and our integrated BOS allow for economies of scale, new cost saving strategies, and negotiation leverage in future acquisitions
- Newgioco is now a fully integrated gaming operator and a key player in Italy heading into and following the 2016 renewal auction
- Expansion beyond Italy is planned after completion of renewal auction, targeting a liberalised US market in the near future

## challenges to growth

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- High cost of obtaining financing
- Short term liquidity & working capital constraint
- Established competitors with greater resources

# leadership

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## Michele Ciavarella

*Chairman and CEO*

Michele has over 25 years of executive, c-level and senior level management along with practical Six Sigma, S5 and Kaizen lean business process experience.

Michele began his career as a teacher then formed a highly successful investment management business from 1990 until joining the Company in 2004.

## Alessandro Marcelli

*President, Chief Operating Officer*

Alessandro brings 20 years of professional experience in the technology industry having a broad range of applicable cross border experience.

Alessandro was formerly a Software Project Manager with NATO, manager of the Vodafone operational & maintenance centre in Italy and the COO and Managing Director of Newgioco.

## Beniamino Gianfelici

*Director, Vice President Legal Affairs*

Beniamino is the founder and director Newgioco and has over 35 years of experience in the gaming industry in Italy.

Prior to establishing Newgioco in the gaming business, Beniamino formed and operated a successful construction enterprise which designed, engineered and constructed a number of prominent buildings in Rome, Italy.

# leadership

## Luca Pasquini

*Director, Chief Technology Officer*

Luca brings 30 years of Information Technology experience has held the key roles of team leader, service manager and project manager in various software and technology development projects. From 2011 to 2013, Luca was IT Manager with GoldBet sportwetten GmbH where he provided executive oversight of technology adaptation and software development during a period of substantial growth in GoldBet's betting turnover.

In 2013, Luca co-founded a gaming software development company where he was instrumental in the planning and creation of a powerful, leading edge sports betting and gaming technology system. Luca was also instrumental in assembling a solid team of gaming specialist software engineers that have developed a comprehensive bookmaker platform and a full suite of gaming products.

## Gabriele Peroni

*Director, Chief Business Development Officer*

Gabriele brings 20 years of experience in the online and land-based gaming business. From 2011 to 2013, Gabriele was the senior sales manager for GoldBet Sportwetten GmbH in charge of business development throughout Italy. Gabriele was influential in leading the company to doubling betting turnover to over €500 million during his tenure.

In 2013, Gabriele co-founded a gaming software development company where he has been instrumental to securing a number of significant B2B contracts producing approximately €12 million in betting turnover per week.

## Franco Salvagni

*Director, Vice President of Land-based Operations*

Franco has 20 years of experience at the retail level in Italian gaming business. In 2013, Franco joined a new land based gaming operator as the Area Manager in charge of developing the land-based distribution of betting shops in Italy. Franco has been a key player in rapidly growing and managing the location portfolio from start-up to over 100 locations during his tenure.

# leadership

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## Quirino Mancini, ESQ

*Independent Director*

Quirino is one of the leading Italian gaming and gambling lawyers with a specialist practice of more than 15 years. He acts for many Italian and foreign-based online and land-based companies operating in the Italian gaming market. Quirino Mancini is the global head of the gaming and gambling practice at Tonucci & Partners ([www.tonucci.com](http://www.tonucci.com)), a top Italian general practice firm with offices in Rome, Milan, Brescia, Padua, Florence, Tirana, Bucharest and Belgrad.

Quirino is a regular speaker at most European and international gaming conferences and sits in the editorial board of various sector reviews and magazines. Co-founder and editor of [www.gaminglaw.eu](http://www.gaminglaw.eu), a pan-European information and commentary portal focusing on legal and regulatory issues under European and national gaming laws. In addition, he is heavily engaged in the sports & entertainment fields and regularly advises market analysts, banks, investment houses and venture capital funds directly or indirectly involved in the Italian market.

Quirino is Secretary and fellow member of the Leadership Committee of the International Masters of Gaming Law, a worldwide organisation gathering regulators, lawyers and advisors, in-house counsels and educators engaged in the gaming business.

## Graham Martin

*Independent Director*

Graham is a third generation retail bookmaker and a widely recognized expert in the online gaming industry.

Previously, Graham served as a Chairman of Probability Games Corporation and AIM listed company and founded Scotbet International Limited, the largest Scottish retail bookmaking company.

## ceo summary

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- Completed 'transformational acquisitions'
- Incorporating proprietary BOS and new acquisitions
- 2014 financials impacted by acquisition and development costs
- 2015 development and cost control sets the stage for 2016 launch
- 2016 strategically booming opportunity with acquisitions and renewal auction
- A growing, experienced leadership team
- Committed to increasing shareholder value