

**SAIBER LLC IS PLEASED THAT JEREMY P. KLEIMAN, A MEMBER OF THE FIRM, WILL BE PARTICIPATING IN THE FOLLOWING PANEL DISCUSSIONS AT THE 2016 INTERNATIONAL GAMING SUMMIT IN MALTA, A JOINT CONFERENCE OF THE INTERNATIONAL ASSOCIATION OF GAMING ADVISORS AND THE GAMING REGULATORS EUROPEAN FORUM**

**TITLE: Is Grey the New White? Impact of New Jersey’s Policy Statement on “Grey Markets” and What it Means for Other Jurisdictions.**

**Description:** For years the iGaming industry has debated what is a “grey market” and what it means to operate in unregulated jurisdictions from a regulatory point of view. There has been little resolution or clear guidance until now. Last month the New Jersey Division of Gaming Enforcement issued a “*Director’s Advisory Bulletin*” last month entitled, “Impact of Operations in Grey Markets on Suitability for Licensure.” For the first time, a leading regulatory agency has articulated its policy position on online gaming licensees and applicants operating in “grey markets” and, more specifically, how New Jersey will approach defining “grey markets” and what it means for suitability. This panel will explore the impact of the policy statement on operators and regulators in other jurisdictions.

**TITLE: Lotteries: What Does the Future Hold?**

**Description:** The international lottery industry is evolving. Industry mergers have changed the focus of companies that serve the lottery industry – but is that a good or a bad thing? Are lotteries just a mature product or have they become irretrievably stale? What are the impacts for Governments which rely on the rivers of gold from lotteries? Our panel will explore how lotteries might change during the next few years and how the rest of the gambling industry may respond.