



Analysing Regulatory Landscapes

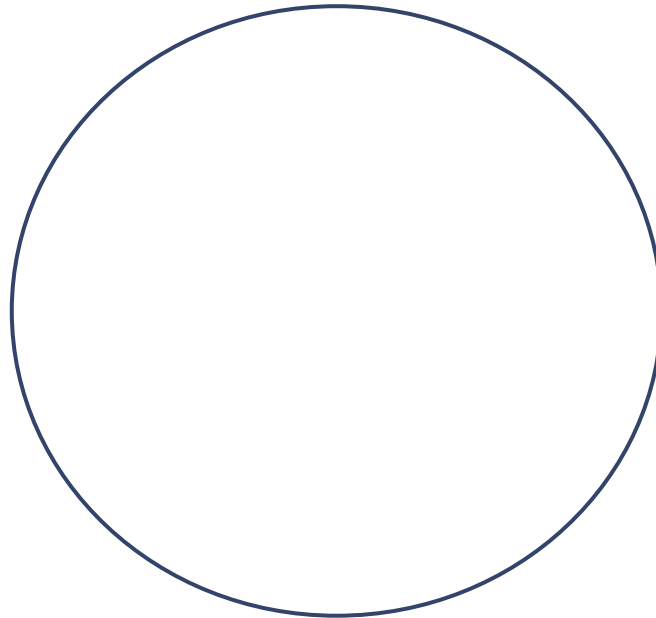
Finding the sweet spot



What do we mean?

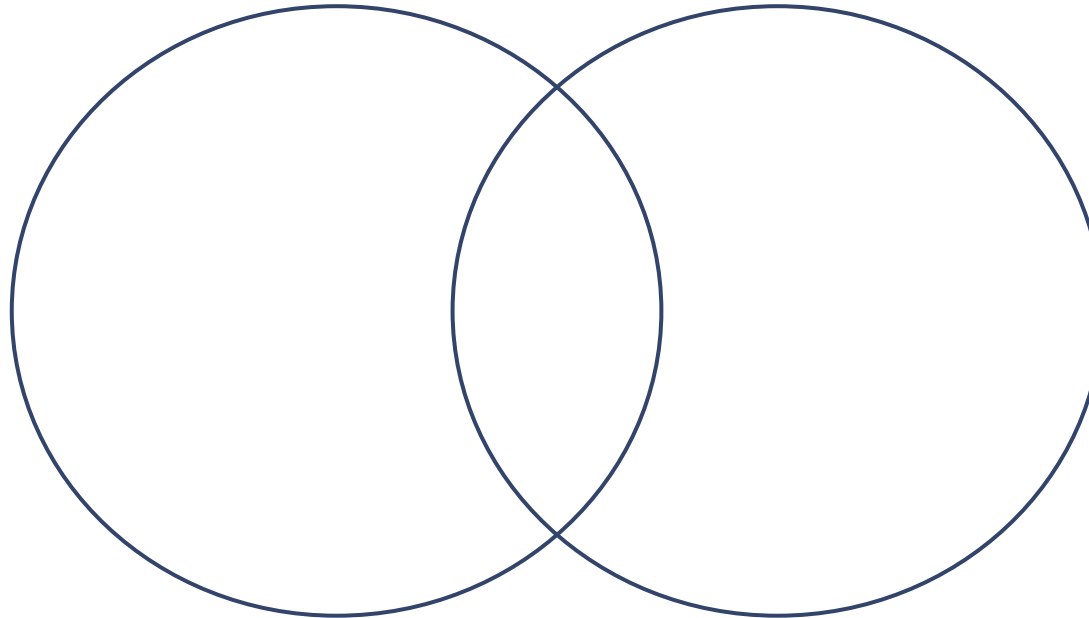
Jurisdictions which provide the optimum return based on YOUR business case and risk appetite

Business drivers



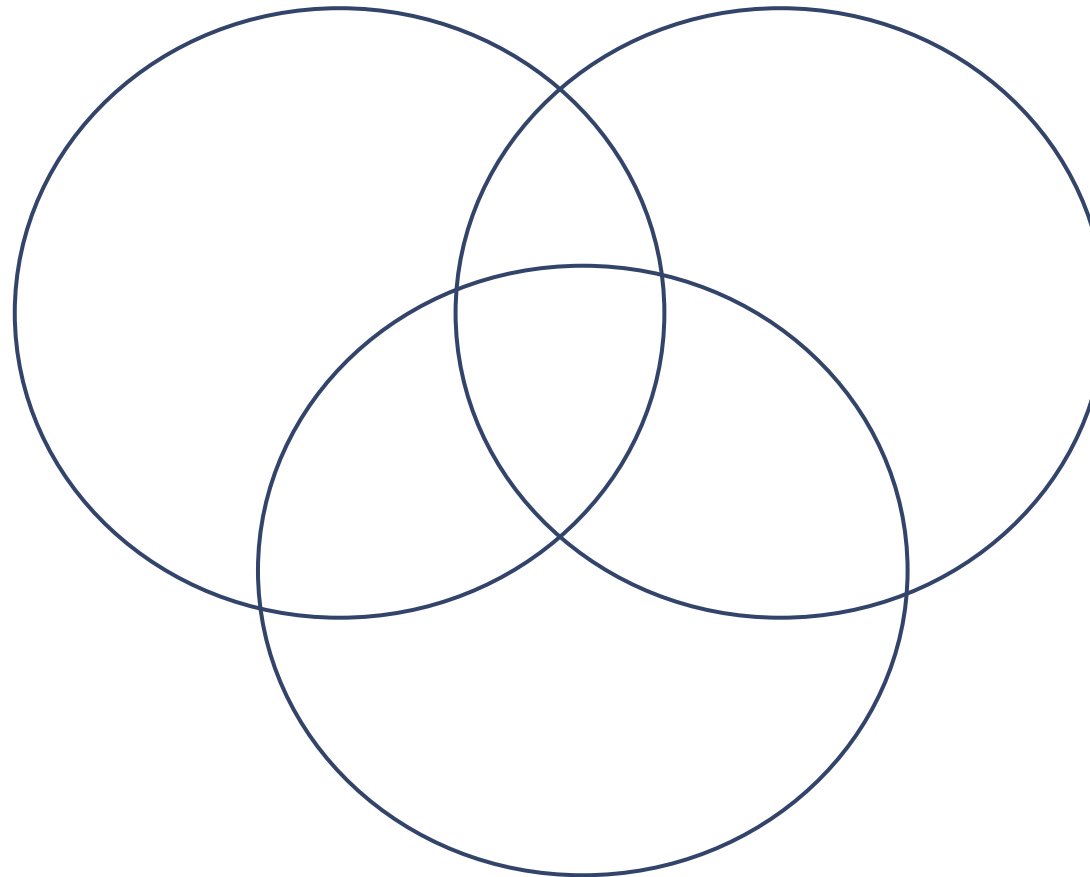
Business drivers

Regulatory drivers



Business drivers

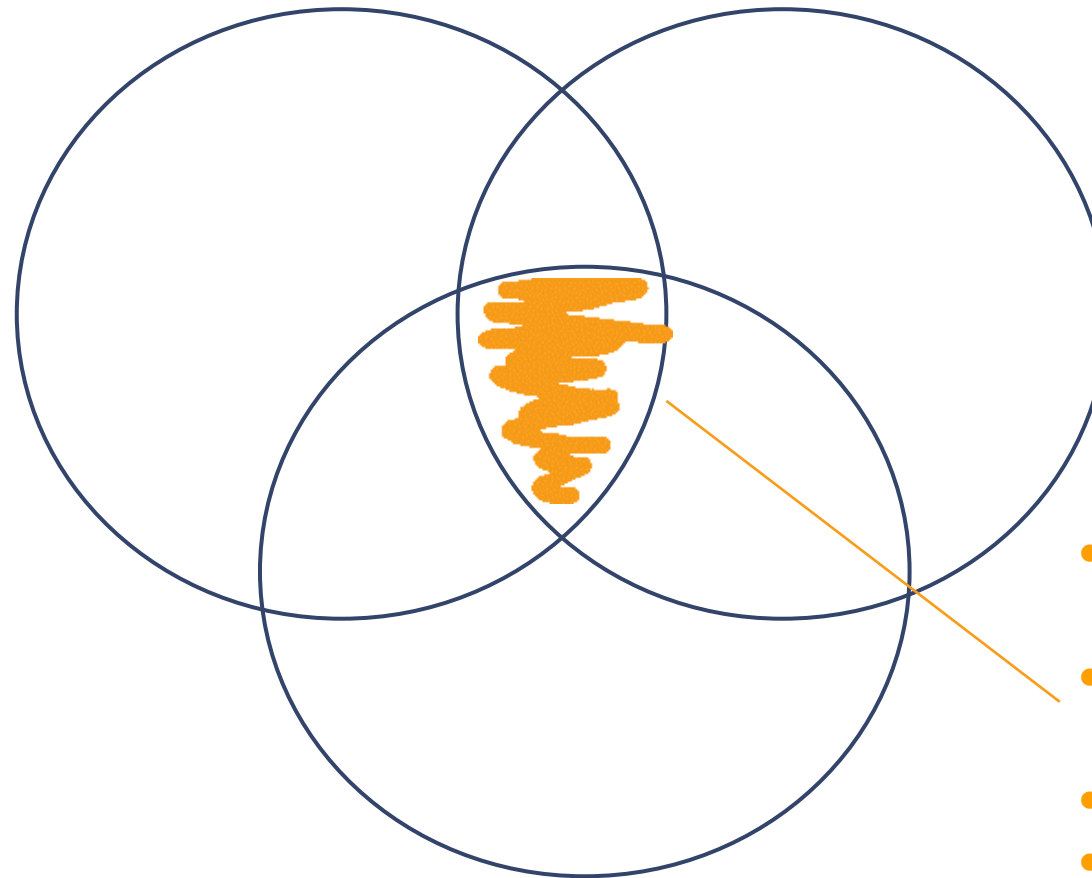
Regulatory drivers



Compliance drivers

Business drivers

Regulatory drivers



Compliance drivers

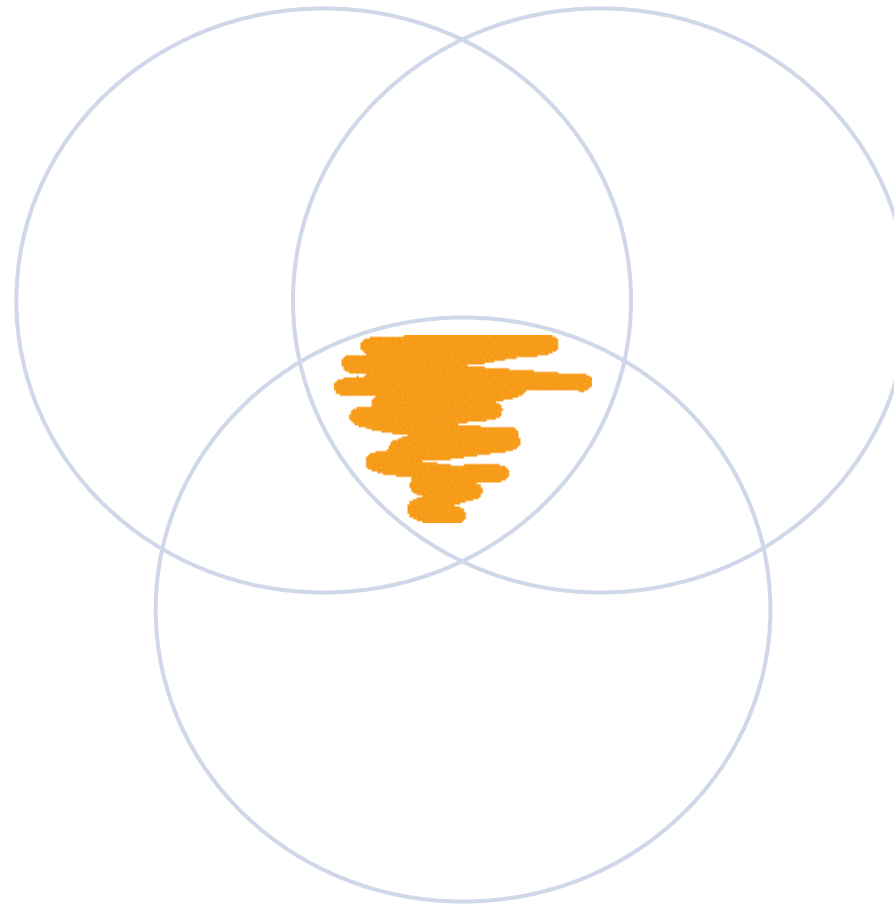
SWEET SPOT

- Low market entry: time/costs/complexity
- Low maintenance: time/costs/complexity
- Relatively high return
- Good med-long term prospects

Let's look at the key factors per driver.

Business drivers

Market Size
Marketing Channels
Online payments
Acquisition costs
Localisation costs
Customer Culture
Competitive landscape
Maturity



Regulatory drivers

Compliance drivers

Business drivers

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Compliance drivers

Regulatory drivers

Licensing Array
Licensing Mechanics
Product Array
Fees / Min. guarantees
Taxes
Application complexity

Business drivers

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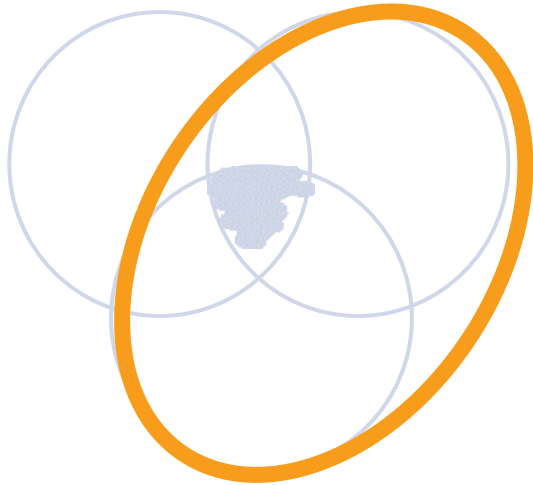


Regulatory drivers

- Licensing Array
- Licensing Mechanics
- Product Array
- Fees / Min. guarantees
- Taxes
- Application complexity

Compliance drivers

- Supervision Enforcement
- Marketing
- Reporting
- Training



Focusing on the regulatory and compliance drivers: quantify the key factors across jurisdictions based on standardised scoring system

This can be done manually or using existing analytical platforms like Advennt.

Example – Individual Market Entry

Requirements:


- Sports betting
- Medium Risk
- Legal entry costs under €200K (if applicable)
- Medium Maintenance
- Positive marketing capability
- Regulated & Unregulated markets

Using the Advennt platform:

Mozambique / Ontario / Rest of Canada / Chile /
Denmark / Finland / Great Britain / Ireland /
Australia

Snapshot – Betting in Mozambique

- Overview
- Licensing & Regulation
- Enforcement
- Marketing
- Fees
- Taxes
- Future Outlook

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Mozambique Overview + Mozambique Betting Overview

Regulated

Gambling was legalised in Mozambique in 1994, under the Gambling Law. Online gambling has been legal since 2010, with the implementation of a new gambling framework. Under the applicable framework, only companies licensed in Mozambique may accept players from the country; it's illegal to place bets on unlicensed websites.

The elements of a game that constitute gambling depend on the category of the game, as follows:

- 1 Games of chance are defined as «*games exploited and practised in casinos or in specially authorised and equipped machine rooms, whose results are contingent, due to depending exclusively or mainly on the player's luck*» (Law. no. 1/2010, 10 February). The regime for the exploitation of games of chance is very restricted and, as a rule, granted via public tender.
- 2 On the other hand, operators can apply for a licence to explore social and amusement games, which does **not** exclusively have to be for non-profit. To be eligible for a social and amusement games licence, the operator must be either a:
 - Limited liability company with a registered office in Mozambique
 - Non-profit social organisations, with the social object of supporting welfare, social action, culture and sport

Sweet spots?

- **Favoured Licensing hubs:**

➤ Isle of Man ➤ Gibraltar ➤ Estonia

- **Unregulated & stable:**

➤ Rest of Canada ➤ New Zealand

- **Unregulated for now:**

➤ Brazil ➤ Chile ➤ India ➤ Finland

- **Brink of regulation:**

➤ Ireland ➤ Peru

- **Africa & South East Asia:**

➤ The untapped potential

Questions?




Get in Touch



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