

GLMS

GLOBAL
LOTTERY
MONITORING
SYSTEM

2021

GLMS
ANNUAL REPORT



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AN EVENTFUL 2021 WITH MAJOR SPORTING EVENTS

During the last 12 months, I have had the privilege and the honor to have been appointed President of GLMS for a third consecutive term after two very exciting mandates and I would like to thank all GLMS members for the renewed trust. I would like to take this opportunity to also congratulate the new GLMS Executive Committee elected in June 2021 and wish its members the very best of luck for the new engagement and responsibilities for the new mandate. On top of that, with the endorsement of the World Lottery Association (WLA) and European Lotteries (EL), we were able to appoint Luca Esposito to the role of General Secretary of GLMS.

Every single day there is a new incident of sport competition manipulation reported, this has been particularly true since the outbreak of the pandemic. The sport ecosystem has never been so vulnerable as today and this makes Match Fixing one the greatest problem in modern sport. I strongly believe that we have been able to set very solid foundations to drive the success of our association in the titanic fight against Match Fixing and to protect Sports Integrity worldwide while I am fully convinced that GLMS represents a tremendous vehicle not only for our Association and its members but also for all other key interested stakeholders, our communities, and our society as a whole.

In 2021 our 3 Integrity Hubs (Montreal, Copenhagen and Hong Kong) have consolidated internal processes and enhanced the quality of GLMS operational services to its members. Major sport competitions such as Euro 2020, Copa America 2020, Arab Cup 2021 as well as the Tokyo Olympic Games have generated a lot of activities and attention. In particular, GLMS Integrity Hub team and the General Secretariat set up internal ad hoc monitoring groups for its members, who met various times during the course of these competitions with the objective to follow and assess the development of the tournaments.

These were carried out in parallel to institutional level working groups in which GLMS participated with Sport Competition Organizations such as UEFA, FIFA, IOC and local national platforms. On the Institutional side, the participation of GLMS to the statutory meetings of the Council of Europe Macolin Convention's Follow-Up Committee, including the Parties to the Convention and the Observers, has been another major highlight of the year. GLMS was able to deliver to the Committee, comprehensive updates on GLMS activities, while reiterating the importance of the lotteries within the national context and platforms in tackling sport manipulations.

Being an Observer of the Convention's Follow-Up Committee is an important acknowledgement not only to our institutional credibility, but above all, to the quality of the technical and strategic contribution by GLMS and its members to the Council of Europe over the years. GLMS did also contribute effectively to the success of several prominent education and awareness raising projects to law enforcement, sport and public authorities such as Integriball ERASMUS+ 2020-2021, FIFA/UNODC Global Integrity Workshops, IntegriSport Next and FLAGS. Finally, while I wish you all a successful 2022, I encourage you to continue to stay vigilant and strong in the face of mutant variants of the COVID-19 virus.



**You stay safe
and be healthy.**

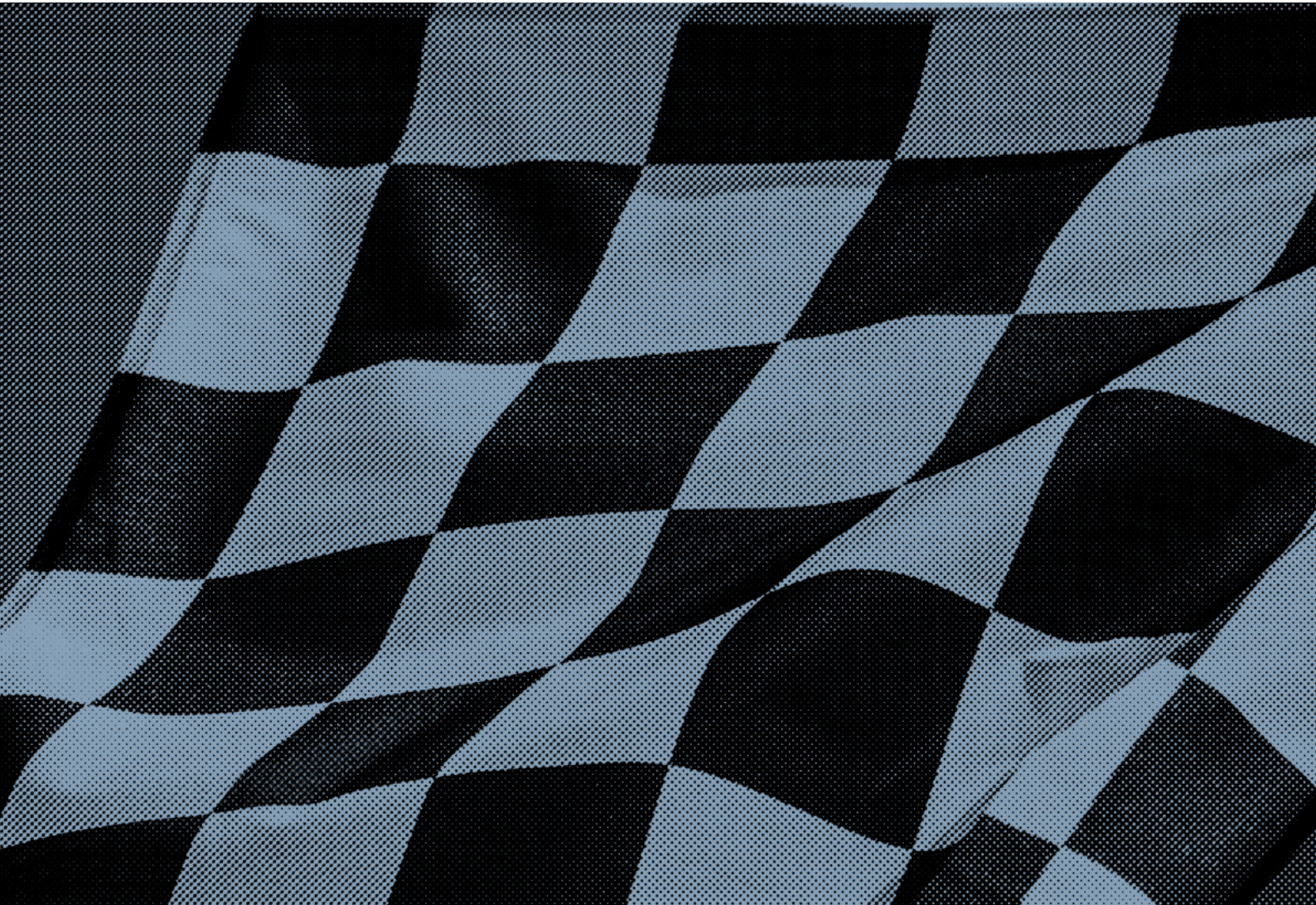
Ludovico Calvi
President - GLMS

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HIGHLIGHTS OF 2021



A. GLMS UPDATE



Luca Esposito – GLMS General Secretary

GLMS new Executive Committee elected at annual General Assembly and new General Secretary appointed

During GLMS' regular General Assembly Meeting of its membership, last year exceptionally held online due to the ongoing pandemic, the **Executive Committee of GLMS for the period 2021-2023 was elected**. Ludovico Calvi of Lottomatica, was re-appointed as President, while Gilles Maillet, of Française des Jeux, was appointed as Vice-Chair. In addition, with the full support of founding collective members, World Lottery Association (WLA) and European Lotteries, Luca Esposito, Executive Director at WLA, was appointed as the **new GLMS General Secretary** as well, as of 1 January 2022.

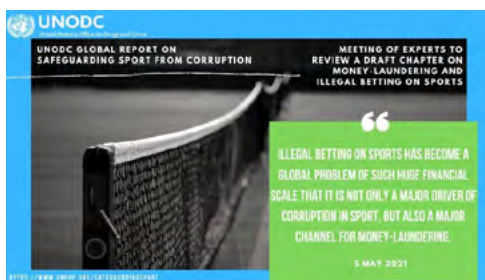
B. POLICY-MAKING



GLMS as an observer at Macolin Convention Statutory Follow Up Committee meetings for the first time

In 2021 summer and autumn, the Council of Europe concluded 2 statutory meetings of the Macolin Convention's Follow-Up Committee, online, including the Parties to the Convention and the Observers. GLMS, represented by its delegate Cassandra Fernandes, Legal and Projects Manager, as well as Ludovico Calvi, GLMS President, delivered updates on GLMS activities, and reiterated the importance of the lotteries within the national context and platforms in tackling sports manipulations. The new bureau was also elected.

[Read more.](#)



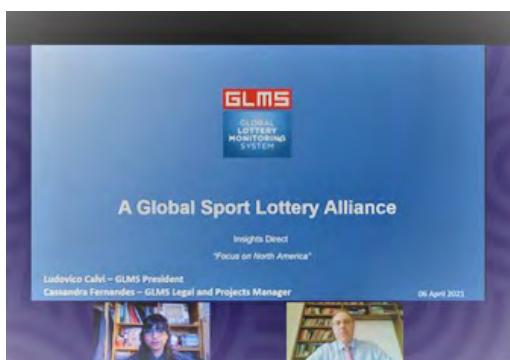
(c) UNODC

GLMS contribution to UNODC development of landmark report on safeguarding sport from corruption

GLMS Legal and Projects manager, Cassandra Fernandes participated in in May 2021 in a review of the draft chapter on money-laundering and illegal betting on sport, which was integrated into UNODC's Global Report Safeguarding Sport from Corruption published at the end of 2021. [Read more.](#)

C. EDUCATION AND AWARENESS-RAISING

AMERICA



GLMS contribution to NASPL online education event

GLMS President Ludovico Calvi, together with Legal and Projects Manager, Cassandra Fernandes, delivered an education session on sports betting integrity at the North American Association of State and Provincial Lotteries (NASPL).

EUROPE



GLMS engaging in awareness raising to Law enforcement, Sport and public authorities via IntegriSport and IntegriSport Next.

While GLMS' first partner project, IntegriSport ERASMUS+ (2019-2021) had a **successful closing conference online in March 2021**, its follow-up project, IntegriSport Next (2021-2022) has had a fruitful start. Through the ERASMUS+ projects, coordinated by CSCF Sport Integrity Group, GLMS has been fostering an increased understanding of betting information to facilitate law enforcement investigations and prosecutorial activities in tackling sports manipulations across Europe. The **first IntegriSport project delivered a useful handbook** compiled together with the 12 project partners, and had positive feedback from the lottery sector members of GLMS, and from law enforcement alike. The success of the project resulted in a **joint statement by national and international project partners committing to tackling sports manipulations**. Now, **IntegriSport Next is well into its implementation phase**, with national law enforcement representatives of the various countries receiving training and awareness raising in Estonia, Sweden and Finland in 2021 and for Georgia, Cyprus and Malta in 2022.



GLMS organises closing conference of another successful partner project: Integriball ERASMUS+ 2020-2021, educating grassroots and women's football players on addressing match-fixing

Another of GLMS' partner projects came to a successful close, praised by the IOC and UEFA as well as partner football federations, who were the main beneficiaries of the project. The 2 year Integriball project, funded by the ERASMUS+ programme and coordinated by CSCF Foundation for Sport Integrity, accompanied 4 football federations and 1 football players' union in developing a targeted curriculum for the target groups to identify and address issues of match-fixing. The project shared, through partners and stakeholders, the findings and outcomes of the project, in a closing conference which was hosted by GLMS, on 30 November 2021 in Lausanne, Switzerland and online. One of the main feedbacks was the consistency of the content of the training with other projects as well as with UEFA's activities. The training developed during the project by using CSCF international experts' knowledge in the domain and the support of the country partners, reached-despite the unfortunate COVID-19 restrictions-over 1000 athletes and trainers in 2021 and is still being delivered within the 5 partner countries. [Read more.](#)

GLOBAL



GLMS contribution to MESGO Master in Global Sport Governance

GLMS contributed for the first time in the **6th Edition of the The Executive Master in Global Sport Governance in September** in Mainz (Germany).

Cassandra Fernandes discussed the manipulation of sports competitions, the Macolin Convention and how lotteries play a key role in protecting sport integrity, working together with the sport movement and other relevant stakeholders.

COUNCIL OF EUROPE



CONSEIL DE L'EUROPE

GLMS contribution to Council of Europe FLAGS project

GLMS participated in **Council of Europe's FLAGS project**, which built upon the achievements of the Global Football Alert Analysis Workshop (GFAAW) set up by the Council of Europe to fight manipulation in football, with the support of FIFA, to bring together the main actors, pool their expertise, resources and analyses. FLAGS identified 'flagged' football clubs from 3 continents to be notified to national platform coordinators, together with law enforcement authorities in order to be monitored until mid-2022.



GLMS contribution to FIFA Global Integrity Workshops

GLMS participated in **FIFA Global Integrity Workshop** for CONCACAF and CAF federations in 2021. Represented by Fabiàn Garcia and GLMS' executive committee member and sports betting manager at La Banca, GLMS' Uruguayan lottery member, Cassandra Fernandes Legal and Projects manager, GLMS delivered an educational presentation on betting in football and national co-operation between associations and betting operators.



GLMS contribution to University of Lausanne course on Regulation of Global Sport

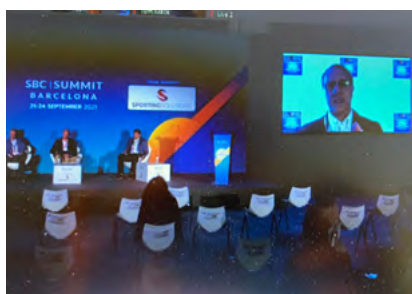
18 May 2021. The GLMS team contributed to the prestigious Regulation of Global Sport course run by the University of Lausanne each year. [Read more.](#)

D. EVENTS



GLMS participation at various events of strategic partner, Sports Betting Community's events on sports betting

Starting with the **Sports Betting Community (SBC) Italy digital summit** on match-fixing in COVID-19 times, GLMS President Ludovico Calvi, discussed the phenomenon of match-fixing in COVID-19 times. The panelists discussed new threats to the Integrity of Sport in the Post Covid Era and the ongoing challenge against the manipulation of competitions.



GLMS and members then participated in **Sports Betting Community Summit in Barcelona**. Notably, Gilles Maillet (FDJ) together with Ludovico Calvi of GLMS, spoke on an integrity in Sports betting panel. Finally, GLMS and various members attended in person at the SBC GLMS at the **SBC's Betting on Sport Europe**, represented by Ludovico Calvi and Cassandra Matilde Fernandes, who discussed the integrity challenges faced by the industry, in particular the lotteries and how they address the challenges with a multi stakeholder approach on an integrity panel. Meanwhile, Ludovico Calvi was inducted into the SBC Leaders Hall of Fame.



GLMS contribution to LawInSport Conference

GLMS' legal and projects manager, Cassandra Fernandes, was part of the **Law In Sport Football Law Conference** on a panel on 17 May 2021 discussing corruption issues and law in football with Kevin Carpenter, Senior lecturer in sports law at Manchester Metropolitan University and Christina Philippou, Director of Postgrad Curriculum at Portsmouth University.



GLMS participation in roundtable on future of sports betting in Brazil

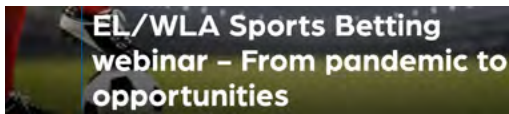
GLMS participated, on 26 July 2021 in **Brazilian Ministry of Economy, SECAP's Webinar, on the future of sports betting nationally**. GLMS President Ludovico Calvi presented a report on the world lottery panorama and highlighted that the change in the way sports betting is taxed will be very positive for Brazil.



International Association
of Gaming Regulators

GLMS participation in IAGR Annual Conference

GLMS participated in [International Association of Gaming Regulators Annual Conference](#) in September 2021. GLMS President Ludovico Calvi spoke about responsible gaming and sports integrity as part of the consumer protection policy and the role of technology in the legal and technical compliance process that supports the regulatory efforts.



Joint WLA-EL Sports betting webinar and sports integrity session with GLMS on moving on from the pandemic

25 March 2021. GLMS, together with Interpol (Claudio Marinelli and Dieter Braekeveld), IOC (Friedrich Martens) and UEFA (Vincent Ven), shared lessons from the pandemic, information for lotteries and dealing with the upcoming Tokyo Games & Men's European Football Championship at the annual sports betting seminar, this year held online, co-organised by GLMS co-founding collective members, European Lotteries and World Lottery Association. The was opened with a keynote speech from WADA president, Witold Banka followed by a session on sport betting integrity, moderated by Gilles Maillet, Sport Integrity Director at La Française des Jeux. GLMS legal and project manager, Cassandra Fernandes discussed integrity issues that arose during the pandemic and what lottery members should look out for in 2021, as the effects of the pandemic have left their mark. [Read here.](#)



GLMS at the World Lottery Association webinar on Unauthorized Lottery and Sports Betting operations

16 March 2021. The successful event for WLA and GLMS members welcomed almost 200 participants including a keynote on blockchain and cryptocurrencies in the lottery sector, touching on topics presented by WLA (and GLMS) members on payment methods and associated risks and bet-on lotteries and courier services (Pinou Thong and Dominic Gourges from Loto Québec. GLMS Legal and Project Manager, Cassandra Matilde Fernandes), delivering a session on illegal sports betting, discussing the definition as found in the Macolin Convention, legal implications and its interpretation, as well as how fighting illegal sports betting is an important element of the larger fight against sports manipulations.

UNRIVALLED SPORTS BETTING EXPERTISE TRANSFORMATIONAL RISK MANAGEMENT

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**Offer stand out
prices against
local competition**



**Drive user
experience and treat
customers fairly**



**Maximise
profits and
reduce volatility**



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to lotteries
worldwide**



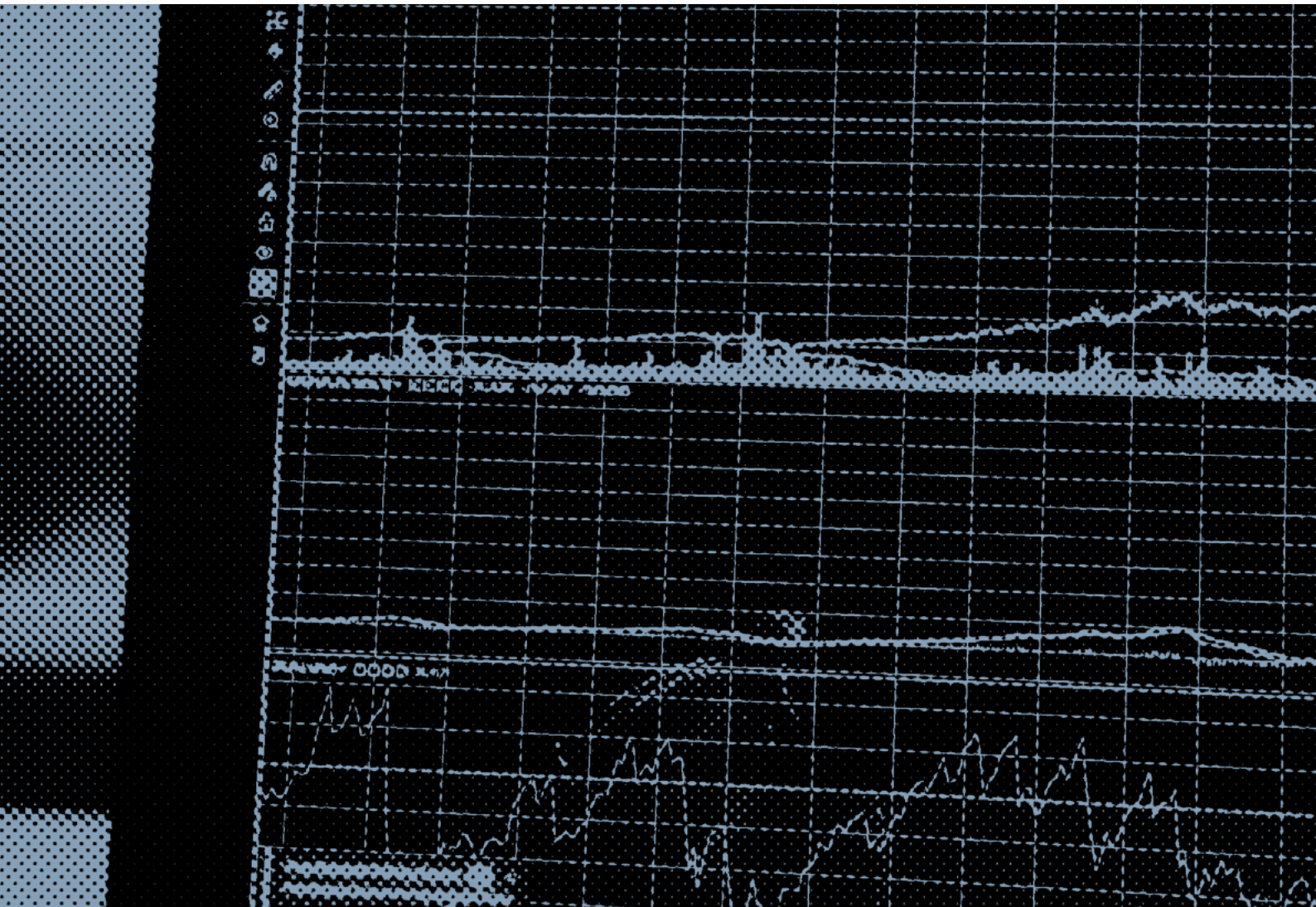
Reach out to
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SPORTINGSOLUTIONS

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2021 ANNUAL MONITORING REPORT



2021 was another busy- pandemic ridden- year for GLMS. One of the main aims was to increase engagement with and among our members, achieved by several GLMS-coordinated internal adhoc groups during major tournaments, including the UEFA Men's Euro 2020, the Tokyo Games and the inaugural FIFA Men's Arab Cup. The adhoc groups included approximately 20 lottery members across 4 continents and was a successful exercise in identifying interesting risk issues and tailoring our work to help our members during the various tournaments. We also worked closely with the respective tournament organisers, participating in their multi-stakeholder groups. We were requested by a number of our partner organisations (notably law enforcement, betting regulatory authorities and sport organisations) for information and more indepth reports to facilitate their respective intelligence gathering, investigations and work within national platforms. Finally, on the operational front we also contributed to the tracking of a several highlighted football teams in a project run by the Council of Europe's Group of Copenhagen (FLAGS) and provided training on understanding betting and using our monitoring reports to law enforcement and judicial officer within the CSCF Sport Integrity Group's IntegriSport Next project.

GLMS ALERTS AND NOTIFICATIONS METHODOLOGY CLASSIFICATION

In order to reach a report, GLMS first generates an alert, each time an irregularity in terms of betting patterns is detected. An alert generated leads to thorough consultation with the GLMS Members, as well as a deep investigation on potential grounds that could justify the irregularity detected in the odds changes. When the irregularity cannot be justified on objective grounds and also the information received from GLMS Members (also regarding the money flows) further indicate an irregularity, then GLMS issues a report.

GREEN NOTIFICATIONS EXPLAINED

When an odds movement appears suspicious, our team investigates further (e.g. looking at related team news, checking in with our local member) and then if we can explain away the significant movement, we give it a green notification. GLMS operations team have a logical approach, looking globally but are also in direct contact with our local members. The green notifications are, on the one hand, important for traders on the ground, but they also help notice other trends, such as certain teams or competitions appearing frequently beyond the betting stakeholder. Such information is useful for our member to provide their national platforms or other national stakeholders, as information beyond sports betting may have been collected and it therefore contributes to a wider context of identifying possible manipulations.

Green Notification	Yellow Alert	Red Alert
<ul style="list-style-type: none"> • Team related news • Motivation • Same owner/sponsor of the club • Farmer club • Member info • Minor odds changes that need further investigation - could be justified by info • Wrong starting prices 	<ul style="list-style-type: none"> • Member info • Betfair volume • Unexplainable odds changes • Structure of tournament • Rumors of matchfixing - from social media, betting forums, news etc. 	<ul style="list-style-type: none"> • Suspicious odds changes • Member info • Rumors of matchfixing from a named source • Betfair volume/patterns

GLMS has three full-time operational hubs in Asia (Hong Kong), Europe (Denmark) and North America (Canada).

For more information, please contact operations@glms-sport.org

ALERTS AND NOTIFICATIONS TO PARTNERS



116 ALERTS AND REPORTS SENT TO PARTNERS



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IOC

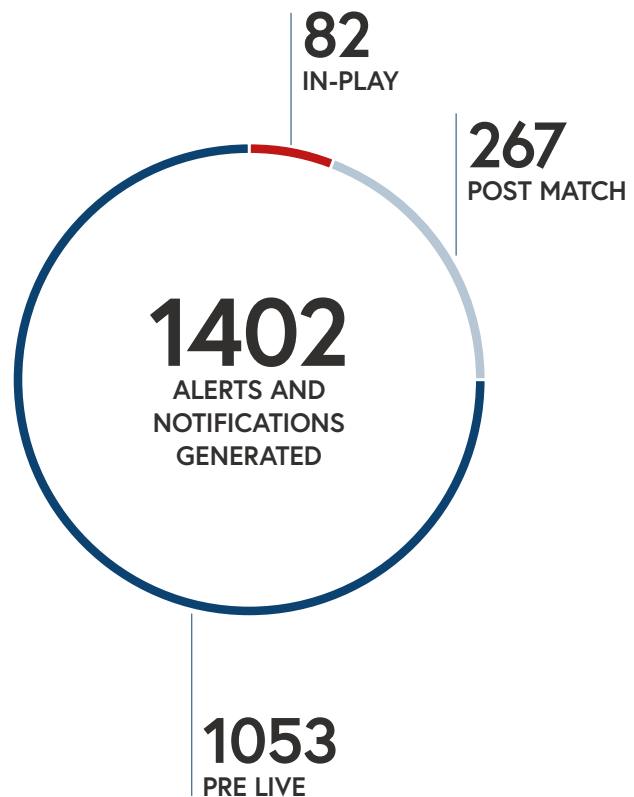
In 2021 (January – December 2021), GLMS alerted/ reported 116 matches to partners. The notifications and alerts mainly concerned football (107 alerts). Certain alerts were also sent to FIFA, UEFA, local Gaming Authorities and other local and international law enforcement authorities. The rest of the alerts were sent to the International Olympic Committee (IOC), Swiss Gambling Supervisory Authority (GESPA) and the International Tennis Integrity Agency (ITIA). 51 detailed integrity reports were prepared from members or partners upon request for supplement internal investigation and research, following the delivery of alerts by GLMS.

ALERTS AND NOTIFICATIONS TO MEMBERS

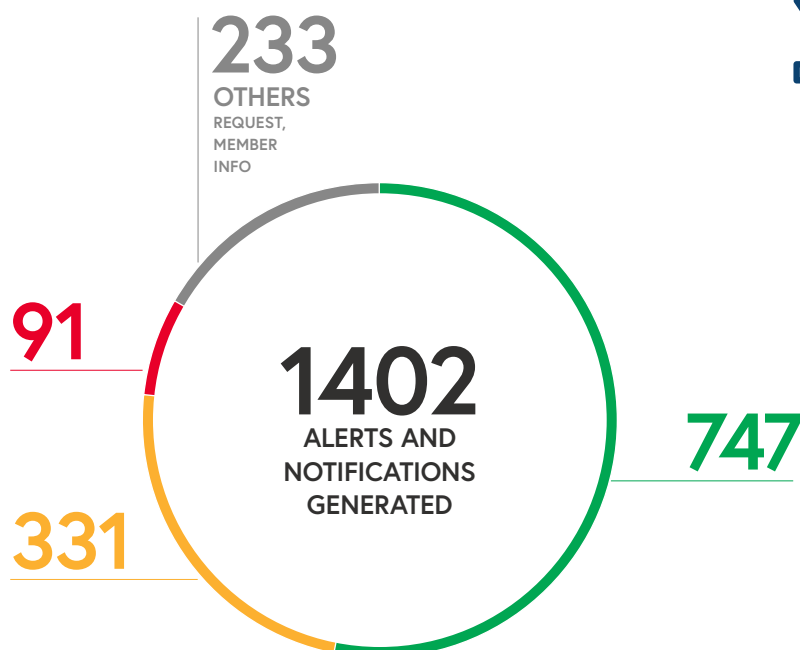


GENERATION OF ALERTS AND NOTIFICATIONS: TIMING

A total of 1402 alerts were generated by the GLMS team in 2021. The Team created 1053 alerts before the start of matches. 82 alerts were generated based on in-play odds changes. 267 alerts were triggered after the end of the matches.



ALERTS AND NOTIFICATIONS COLOR DISTRIBUTION

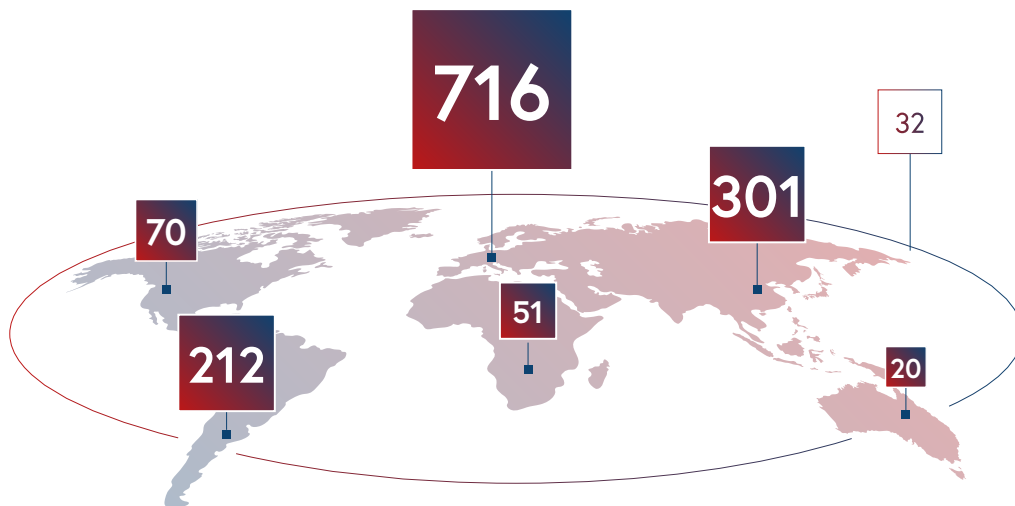


Out of the 1402 alerts, 91 were red alerts and 43 were generated pre-match or during in-play. There were 331 yellow alerts and 747 green alerts respectively. The rest of the alerts were classified as others by the GLMS team, which included requests for information provided from our valuable Members and Partners.

ALERTS AND NOTIFICATIONS TO MEMBERS

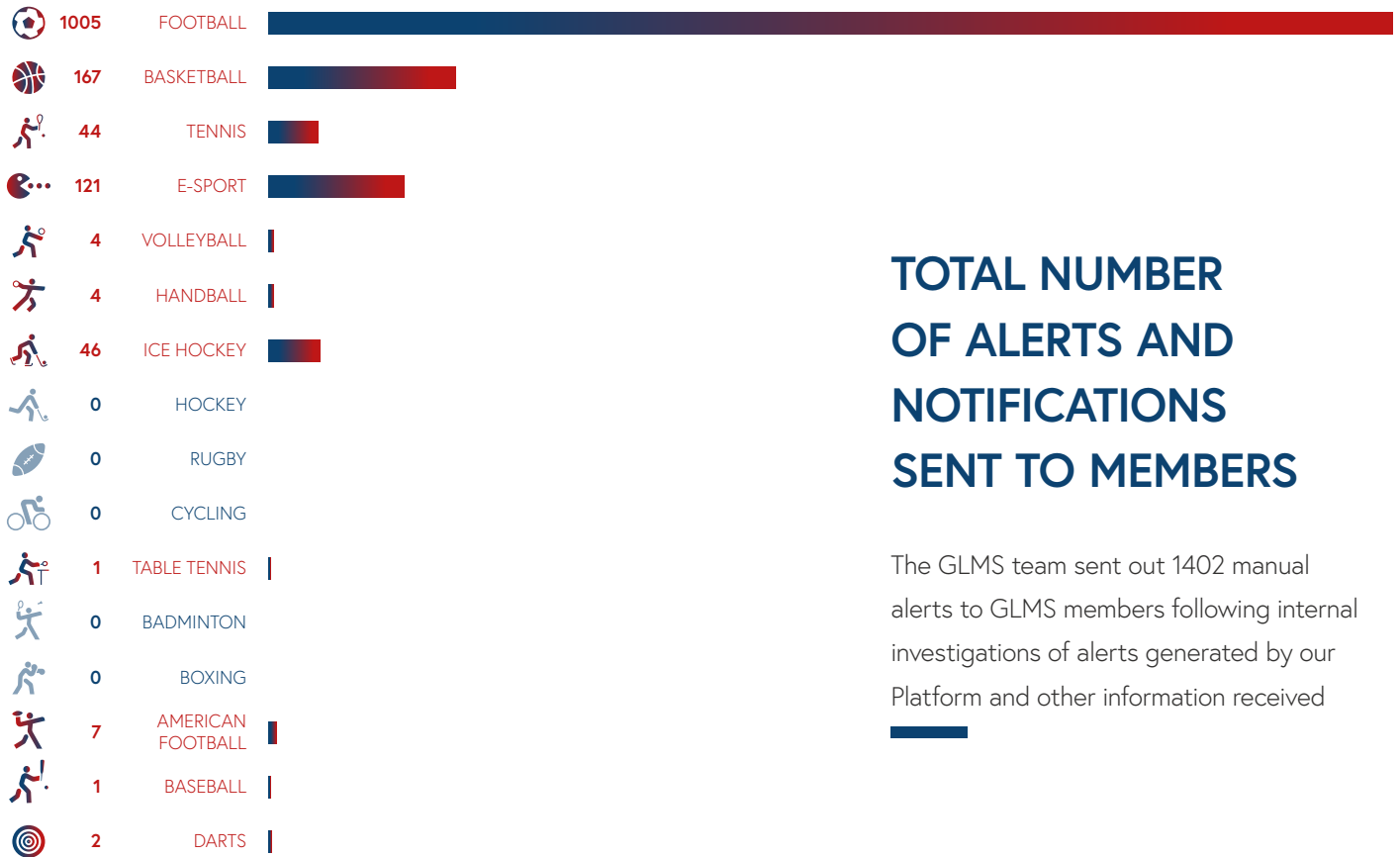


ALERTS AND NOTIFICATIONS BY CONTINENT + SPORTS



		716 EUROPE	301 ASIA	70 N.AMERICA	212 S.AMERICA	51 AFRICA	20 OCEANIA	32 INTERNAT.
FOOTBALL		507	190	41	190	45	11	21
BASKETBALL		97	39	5	18	2	5	1
TENNIS		21	9	5	2	3	2	2
E-SPORT		48	61	5	2	1	2	2
VOLLEYBALL		3	1	0	0	0	0	0
HANDBALL		4	0	0	0	0	0	0
ICE HOCKEY		35	1	6	0	0	0	4
HOCKEY		0	0	0	0	0	0	0
RUGBY		0	0	0	0	0	0	0
CYCLING		0	0	0	0	0	0	0
TABLE TENNIS		1	0	0	0	0	0	0
BADMINTON		0	0	0	0	0	0	0
BOXING		0	0	0	0	0	0	0
AMERICAN FOOTBALL		0	0	7	0	0	0	0
BASEBALL		0	0	1	0	0	0	0
DARTS		0	0	0	0	0	0	2

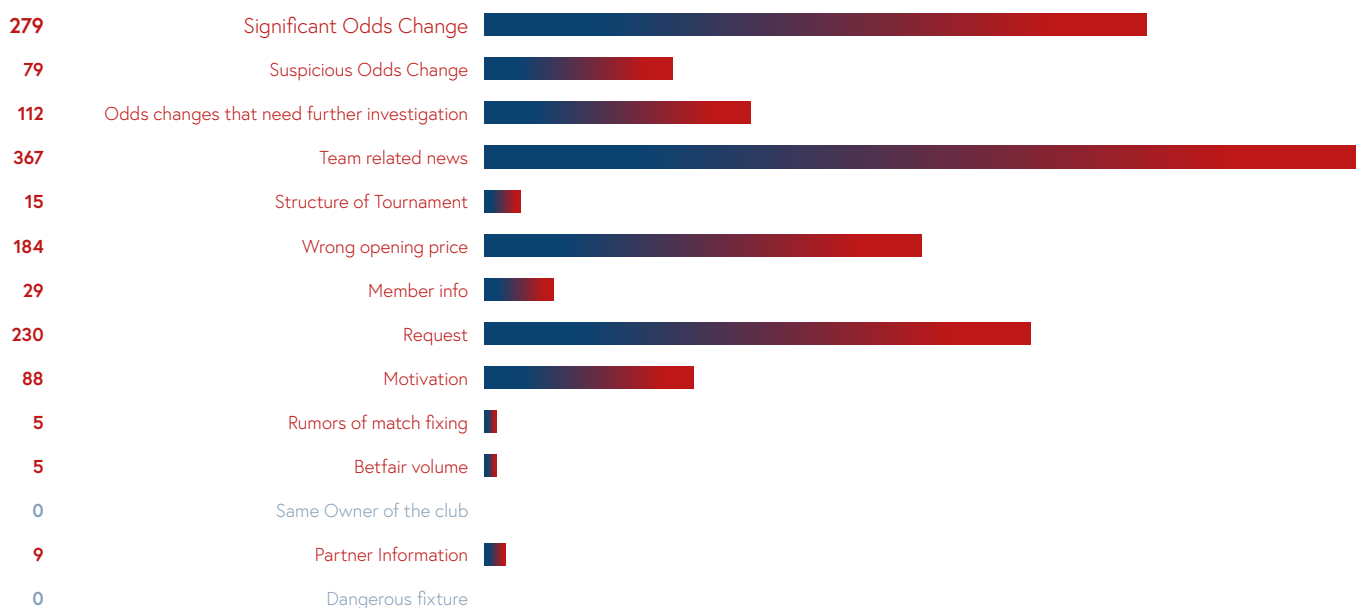
ALERTS AND NOTIFICATIONS TO MEMBERS



TOTAL NUMBER OF ALERTS AND NOTIFICATIONS SENT TO MEMBERS

The GLMS team sent out 1402 manual alerts to GLMS members following internal investigations of alerts generated by our Platform and other information received

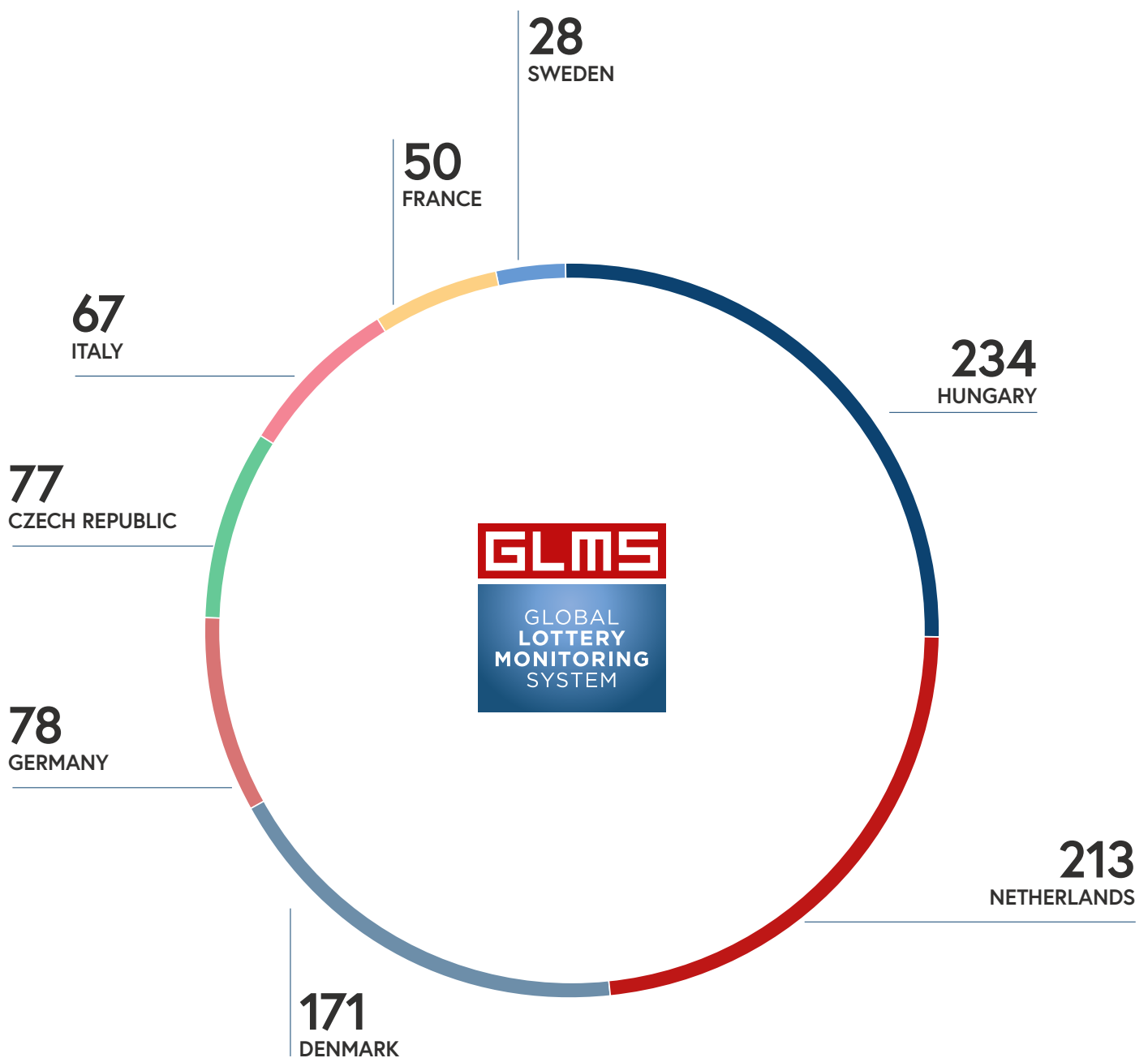
REASONS TRIGGERING ALERTS AND NOTIFICATIONS



ALERTS AND NOTIFICATIONS TO MEMBERS

TOP 8 ACTIVE MEMBER ENGAGEMENT

(Numbers are counted by different interactions between members and GLMS e.g. Request for reports/tournament integrity rating for internal purposes (i.e. investigations, preparations, assessments), source of alerts, replies, requests for assessment of upcoming tournaments, etc.)



FOLLOW-UP OF GLMS-GENERATED ALERTS

GLMS ACTIONS FACILITATING MEMBER AND PARTNER INVESTIGATIONS

When a request comes in from a member or a partner, this includes requests for information such as irregularities identified by our other members. The development of reports by GLMS sometimes follows one of our alerts, triggering an internal initial investigation or supplementing an ongoing investigation, and other times will be developed at the specific request of a member or partner.

Following an alert or notification from the GLMS team, we prepared 31 reports when we considered that a game needed further evaluation and sent this to the respective competition organiser and respective GLMS lottery member. 20 further reports were prepared by the GLMS team following specific requests from members and partners, to facilitate various internal investigations/intelligence gathering. Finally, the GLMS team sent out 233 alerts based on our internal investigation, following specific requests for more information from our members by various partners and members.



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Der Spieler

EL JUGADOR

Il Giocatore
MANLALARO

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PARTNER INTERVIEW





SPORT INTEGRITY GROUP
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NORBERT RUBICSEK, CSCF SPORT INTEGRITY GROUP DIRECTOR



CSCF Sport Integrity Group works on various issues, including programmes to tackle sports manipulations – what triggered this motivation to provide the framework of education, interstakeholder awareness sessions and tools for law enforcement to address sports manipulations?

I have a law enforcement background and was a police officer at the Hungarian Police at the time the infamous JIT Veto/Bochum case was investigated. I was privileged to see this investigation from close up and to contribute to the success of the Hungarian side of this Joint Investigation Team. After this investigation concluded, I joined Europol and was later a founding member of FP Sport Corruption (now called Analysis Project Sports Corruption) which was the law enforcement response to the EU on criminal infiltration into sport. As an intelligence officer of Europol, I was responsible for coordinating criminal investigations on sport manipulation and supporting EU law enforcement in their efforts.

It was during these years that it became clear to me that law enforcement officers who had some expertise on this issue, although prepared and enthusiastic, were only a handful. The phenomenon of sport manipulation as a (organized) criminal offence was relatively new. Law enforcement, judiciary and governmental organizations must have a coordinated and prepared response to the fight against sport manipulation, otherwise we leave sport in a very vulnerable situation. This triggered my development and creation of the Integisport concept which is now used in 11 countries in the EU and beyond, to provide awareness to law enforcement and judicial authorities on fighting sport manipulation from all known angles of the issue, triggering concrete changes, from legislation to the creation of dedicated units. My experience helped me to see the topic of sport manipulation more clearly: we need to help sport, sport federations and most importantly athletes who are very vulnerable against criminals who used traditional criminal methods to exploit sport. This is why CSCF has started to provide integrity programs for federations, from football through volleyball to SAMBO, basketball and snowboarding: preparation and concrete exchange is key.

GLMS is proud to be a partner of 3 EU-funded projects that were/are run by the CSCF Sport Integrity Group.

Two are successive of each other, namely IntegriSport (2019-2021) and IntegriSport Next (2021-2022), involving the law enforcement of 11 countries across Europe on the issues and techniques to tackle sports manipulations in a multi-stakeholder approach. What would you say are the key takeaways by law enforcement and judiciary of these awareness raising sessions?

The Integrisport concept addresses two main objectives:

- To provide awareness for law enforcement (LEA) and judicial authorities (JA) in the partner countries on sport manipulation from different angles: sport, betting, policy making, virtual currencies and law enforcement criminal procedures.
- To enhance the national and international cooperation to make the fight against sport manipulation even more effective.

Our goal at CSCF is to give all these elements to the LEA and JA to understand that sport manipulation is an issue which they should deal with since the act considered as an "only sport" issue could just as easily be a fraud, corruption or criminal conspiracy case which falls within their competencies. This is why LEA and JA should support sport to help them to stay clean, because sport is most of the time not capable of criminally investigating offenders, nor should they have to do so. On this note: sport alone can only use disciplinary means to sanction those offenders that are under their jurisdiction, and have been doing this with ever-increasing effectiveness. However, without specific legislation or targeted preparation, the criminals who threaten/bribe athletes - especially those beyond the jurisdiction of the sport organisations- often simply walk away or receive minimal sanctions depending on the existing legislation. They are then free to find another victim or accomplice from sport to do their dirty business. The athletes or sport officials that actually then commit the fix fall under sport jurisdiction, and could suffer serious consequences, thus impacting their career and income. After their respective awareness raising IntegriSport session over the last 3 years, the law enforcement officers of each of the beneficiary countries reported having a better awareness of cooperation methods and collaborators during sport manipulation cases, including being able to work closer with their national lottery who offers sport betting, as well as with GLMS.

What are the areas which law enforcement and judiciary most need to monitor in this domain in the coming months years?

My short answer is: sport. Law enforcement authorities (LEA) and Judicial Authorities (JA) need to help sport to stay clean; sport without them is a little more exposed to criminals. The longer answer is naturally related to the main topics of IntegriSport and IntegriSport Next: sport, betting, virtual currencies involvement in sport manipulation, policies of sport manipulation and cooperation with other stakeholders should be the main focus of LEAs and JAs in this domain to make the combat against match fixing even more effective.

The most recent CSCF-coordinated project of which GLMS was a partner was Integriball, which finished in December 2021. This time the project accompanied football federations in building education programmes for grassroots boys and girls and senior women footballers to identify, understand and act out against match-fixing in football. How have the federations been using the tools and what would you say was the biggest success of the project?

Indeed, we have just finalized the Integriball Erasmus+ project. Although the project is over, the work based on the developed Integriball curriculum has just started: our partners in the project, the football federations and union partners, have started educating grassroots boys and girls as well as senior female football players under their jurisdiction on how to recognize, understand and protect themselves against sport manipulation. One of the reasons why I am personally proud of Integriball is that all the federation and union partners decided to continue providing the Integriball knowledge to footballers from all over in their countries after the project ends. The project was also congratulated by UEFA and this consistency with the main organisation is important for projects such as this. In addition, it was great working together with our project partners, sharing their enthusiasm during the implementation of the project and their strong faith in protecting their footballers and the integrity of sport.



SPORT INTEGRITY GROUP





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As the world's leading gaming company, IGT is committed to responsible and sustainable practices that help our customers and communities stay ahead of the game.



Valuing our People



Advancing Responsibility



Supporting our Communities



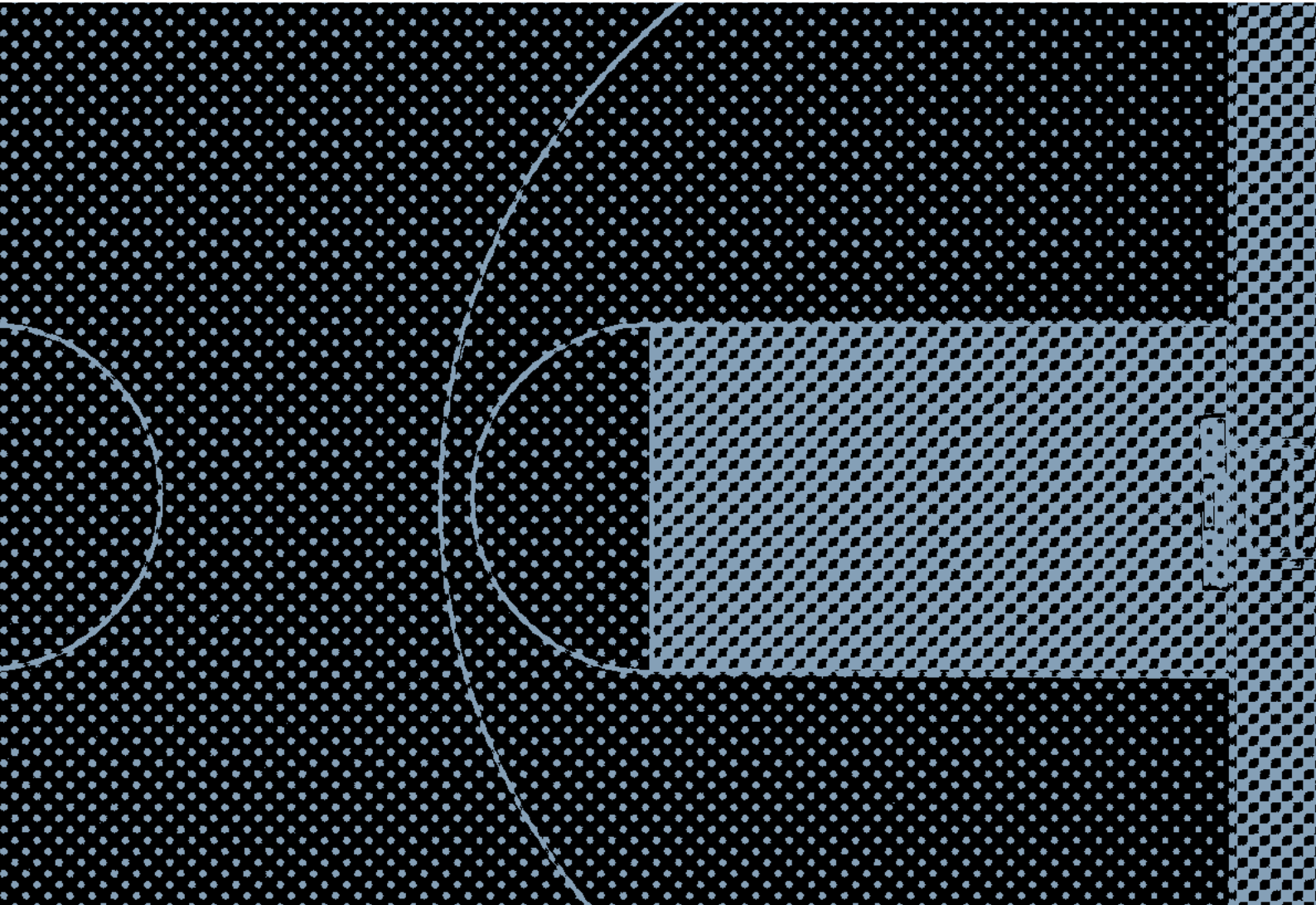
Fostering Sustainable Operations

In these unprecedented times, we continue to connect players around the world with best-in-class solutions that respect both people and the environment, while delivering excellence to keep gaming fun and safer for all.

To learn more, download the new **IGT Sustainability Report**, available now on [IGT.com](https://www.igt.com).

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MEMBERS'
ZONE





MDJS supports signature by Morocco of the Macolin Convention

GLMS lottery member, MDJS, supports the signature by Morocco of the International Macolin Convention on the Manipulation of sports competitions (CETS 215). Morocco signed, in September 2021, the Macolin Convention, adopted in 2014 by the Council of Europe, as the first African State to do so. The treaty, the only international, legally binding

instrument to address specifically the manipulation of sports competitions, has been in force since September 2019 and is overseen by its statutory committee, the T-MC Follow Up Committee. La Marocaine des Sports et des Jeux, with GLMS' support, played a key role in the signature of the Convention by Morocco, highlighting the importance of the need of an international legislative framework to address this important issue. Over 30 States have signed their intent to join the Convention, while 7 have ratified, sitting on the Committee, together with 5 Observer organisations, including GLMS.

[Read article](#)



FDJ Group launches PROLINE+ sportsbook with OLG

GLMS associate supplier member, Sporting Solutions, as well as FDJ Gaming Solutions, both owned by FDJ Group,

GLMS' individual member, **have confirmed the launch of Ontario Lottery and Gaming Corporation's (OLG) new PROLINE+ online sportsbook**, cited as among Canada's first single event betting platforms and the only legal sportsbook in Ontario. OLG - one of GLMS' individual Canadian members- now has a new sports betting offer that is a fully managed solution that leverages Sporting Solutions' trading services and FDJ Gaming Solutions' Advanced Betting Platform (ABP) to provide a seamless wagering experience for players, allowing them to engage online using any device.



**THE EUROPEAN
LOTTERIES**
FOR THE BENEFIT OF SOCIETY

European Lotteries highlight the importance of sport, mental health and well-being during the European Week of Sport.

GLMS Collective founding member European Lotteries in alignment with the objective of the European Week of Sport

(23-30 September 2021), together with The European Sports NGO (ENGSO) highlighted the importance of sport, mental health and well-being during a joint webinar. European Lotteries is a key partner in the **ERASMUS+ project, coordinated by ENGSO, SPIRIT - Sport & Psycho-social Initiative for Inclusive Training 2020-2022.**



GLMS INTERVIEW WITH LUCA ESPOSITO, WLA EXECUTIVE DIRECTOR



How did the pandemic affect the lottery business and what were the lotteries doing to recover?

The initial lockdown in 2020 hit the lottery sector hard. Lotteries that had established online platforms weathered the situation fairly well. Lotteries that rely heavily on their retail outlets had a harder time. Many lotteries have retail outlets in grocery stores, convenience stores, or gas stations. As these are considered essential services, those lotteries were able to continue selling during the lockdown. Fortunately, most lotteries that experienced considerable initial disruption, recovered to near pre-pandemic performance, by the end of 2020. In 2021, things began to pick up again and most lotteries have enjoyed substantial growth, sometimes to record levels of lottery sales. This has been fueled largely by a significant uptake in iGaming and other online lottery products. I think if there is anything that we have learned through this pandemic, it is that lotteries need to invest more in digital channels. This will be essential for the long-term health of the lottery industry.

What has been done at WLA member level to address the very present concern of illegal sports betting?

The WLA takes illegal betting very seriously. In 2019 the WLA formed a new committee, dedicated to combating illegal betting. The Illegal Lotteries and Betting Committee (ILBC) is mandated with the task of reviewing the tools and resources available to help WLA members around the globe safeguard the interests of their stakeholders.

The ILBC has created a database of known illegal lottery and betting operations, and they produced a set of detailed fact sheets for over 30 countries that are available on the WLA website. They have also developed a template to be used for assessing payment methods, especially cryptocurrencies, and their associated risk for money laundering. Currently, the ILBC is working on an information brochure on the relationship between illegal betting operations and match-fixing, the brochure should be ready for distribution in the coming weeks. Recently, we also had very interesting conversation with the Asian Racing Federation (ARF) who are doing quite a lot to combat illegal betting operations in Asia. We are currently exploring ways that we can work with the ARF in the future.

Speaking of cryptocurrencies, they are becoming increasingly present in betting, including sports betting – any thoughts on how to monitor this development?

Blockchain technology emerged over a decade ago, and it is in and of itself not a bad thing. Cryptocurrencies were the first use case of blockchains, and they have gained increasing prominence as an asset class, including institutional adoption. In recent years we have seen several interesting benefits that blockchain technology can offer the lottery sector, such as enhanced security or tamper-resistant random number generation to name a few. However, as is with most new technologies there is always a dark side. You will always find criminals ready to exploit new technologies to further their malicious intentions. Illegal lottery and betting operations are increasingly using cryptocurrency to anonymously transfer funds to betting agents and to launder their profits. While illegal betting is a problem that long precedes cryptocurrencies, the borderless, censorship-resistant features of the technology are starting to pose a real challenge for the legal lottery and betting sector. This is something that the ILBC is aware of and will be focusing on going forward.

What is the added value of GLMS and why would you recommend lotteries and suppliers to join the association?

The integrity of sports and the integrity of sports betting are inseparable. As such, the integrity of sports affects the integrity and reputation of the entire lottery sector. Especially among those lotteries that rely extensively on sports betting for fulfilling their mission of raising funds for good causes. Among the more than 150 WLA member lotteries worldwide, half of them offer some form of sports betting. With the growing popularity of sports betting, and the continual development of Internet and mobile technologies that allow punters to enjoy betting products in the comfort of their own homes, it is important the WLA continue to proactively ensure the integrity of sports and help its members ensure the integrity of their betting products. In this endeavor GLMS is vital partner.

In addition to the global surveillance framework that GLMS offers to monitor sports betting for suspicious betting patterns, they act as an information hub dedicated to prevention sports competition manipulation. They also provide a comprehensive educational program designed to enhance awareness among members of the world lottery community, sports federations, state regulators, and law enforcement agencies, as to the realities and dangers of sports competition manipulation. In order for lotteries, to safeguard the reputation of the sports betting sector, it is essential that they do all they can to safeguard the integrity of sport. Joining GLMS and supporting the work that they do, will go a long way to fulfill this objective.

QUESTIONS OF THE YEAR TO ASSOCIATE MEMBER SUPPLIERS



**JOHN
OSENENKO,**
VP Business Development
North America



How is the North American market fueling product evolution and innovation? What is your N. American go-to market strategy, given the evolution of gaming regulations in North America and how do you see your business developing?

Scientific Games Lottery currently provides sports betting systems and services in lottery multiple jurisdictions in Canada, Europe and the U.S. We will continue to leverage our industry-leading global offering to U.S. lotteries that choose to operate sports betting. The North American market growth is driven by the legislative expansion of sports betting in the U.S. The Canadian market is well developed and will continue to evolve. To date, the U.S. expansion has been driven heavily by casino and digital sports betting operators seeking to capture market share. In some cases, lotteries are simply licensing or regulating a sports betting operator, but not leveraging sports betting as an integrated part of the lottery's product offering.

This has been at the expense of financial benefits to state governments and their beneficiaries as it generally has fallen short of financial projections and will be commoditized. Globally, sports betting as a lottery product category has proven to be the most profitable model with the highest degree of integrity. Today, only a couple U.S. lotteries are operating sports betting as part of their product portfolio leveraging the strength of their distribution network. Delaware is a great example of how financially effective that model can be. It's clear the global lottery sports betting model creates an attractive financial option in the U.S. lottery industry for legislative leaders to consider.

QUESTIONS OF THE YEAR TO ASSOCIATE MEMBER SUPPLIERS



**MICHAEL
CONFORTI,**
President Global Strategic
Accounts & International
Business Development



What have you, as a lottery supplier, noted as the biggest developments and risks to the sport betting integrity climate in 2021 and how do you see this evolving in 2022 – how has/can GLMS be a key element of this work?

Sports betting providers are increasing at an unprecedented rate. Many of these providers are gaining momentum by offering their services in unregulated markets or illegally offering their services in regulated markets – sometimes establishing a separate legal entity to create the appearance of separation. With no consequences from regulated markets, this trend will continue, and the beneficiaries of regulated sports betting will suffer from the impact.

Unscrupulous, unregulated providers have many advantages over licensed operators, including the ability to offer a more favorable betting proposition or bonusing to attract players, because they can have improved margins by avoiding taxes or other requirements adhered to by a compliant regulated provider. This is a difficult problem to solve but some steps are possible, such as requiring banking regulators to heavily penalize or blacklist banks that facilitate transactions on behalf of unlicensed providers, as well as prohibiting the licensing of any operator that has offered a betting proposition to a player in a licensed jurisdiction in which they were not licensed by any of their owned entities.

The global regulated markets must do a better job investigating and vetting all legal entities associated with betting operators, and work together if there is any hope of slowing the growth of the unregulated, unlicensed, illegal betting market. GLMS could act as a facilitator of this multi-jurisdictional dialogue, including publishing to regulators information on unregulated betting entities, in a manner similar to how the World Lottery Association works with the global lottery community of operators and suppliers on important industry issues that ensure the integrity of the industry.



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GLMS is the state lotteries' mutualized monitoring system on sports betting. It aims at detecting and analyzing suspicious betting activities that could question the integrity of a sport competition. Building on six years of experience with the establishment in 2009 of ELMS with European Lotteries, GLMS went global in January 2015 extending the network to other continents. GLMS facilitates the sharing of sports betting information as part of the collective efforts of its members in ensuring sports integrity globally, and is dedicated to effective cooperation with all key stakeholders: regulators, law enforcement authorities, sports organizations.

GLMS currently has 33 individual and 1 Regulating Member ; 4 Associate Members and 2 collective Members from 4 continents

COLLECTIVE MEMBERS



THE EUROPEAN
LOTTERIES
FOR THE BENEFIT OF SOCIETY



INDIVIDUAL MEMBERS



ASSOCIATE MEMBERS



REGULATING MEMBERS



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