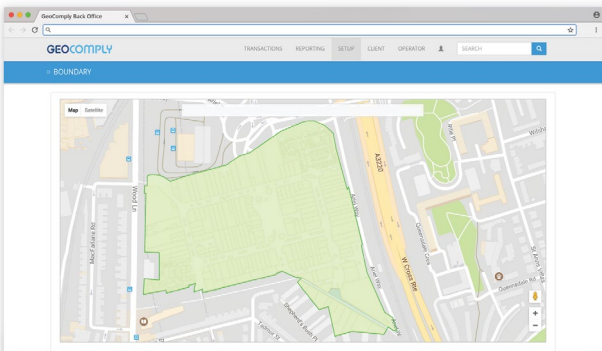


PINPOINT

Secure On-Property Mobile Solution

BLUETOOTH TECHNOLOGY FOR ON-PROPERTY GEOLOCATION

Create customized virtual boundaries that allow guests to use their own mobile devices in a room, building or any defined physical space, in order to place bets or complete other types of transactions such as account creation or digital ID verification. Combining the power of Bluetooth Beacons with GeoComply's industry-leading geolocation technology, PinPoint is specifically designed to meet the gaming industry's unique requirements.



LOCATION COMPLIANCE FOR A VARIETY OF SCENARIOS

PinPoint meets all applicable location compliance requirements for unique on-property use cases, while bridging the gap between existing online and land-based gaming regulations. PinPoint is highly scalable and can be used in casinos, licensed premises like taverns and restaurants and in many other scenarios.



DIVERSE USE CASES

- Enables operators to turn an entire gaming property into a sportsbook without incurring large capital expenses
- Allows guests to place bets on their own devices without waiting in lines at kiosks or terminals
- Streamlines the account creation or ID verification process by enabling guests to use their own devices on-property
- Provides operators an additional level of geolocation accuracy in unique environments or to meet specific compliance requirements

A BETTER USER EXPERIENCE

- Enable real-time in-play betting via an app on a user's mobile device while on-premise
- Capture player location and betting data to deliver tailored experiences
- Attract a new demographic who are already accustomed to using their own devices for entertainment purposes
- Enable guests to place wagers in their rooms, restaurants, bars, pool areas or fitness centers

PRODUCT FEATURES

- Custom Bluetooth Beacons are internet connected and scalable for large scale geofencing
- PinPoint Beacons integrate with the Beacon Manager software for continuous monitoring and reporting of compliance status
- Dashboard makes data transparent and accessible
- Automatic software updates ensure Beacons always have the latest security and compliance features
- Bundles into your client application for easy implementation
- The same location-spoofing and fraud prevention features found in our other solutions
- Independently tested by GLI, BMI and regulatory agencies

Case Study #1: Pearl River Resorts

Pearl River Resorts is the only Indian Gaming facility in Mississippi and wanted to expand the effective footprint of their sportsbook operations by enabling guests to place bets from anywhere on the property using their own mobile device along with a sports betting app. Pearl River also wanted to attract a new demographic to their properties with the ultimate goal of increasing their sportsbook revenue.

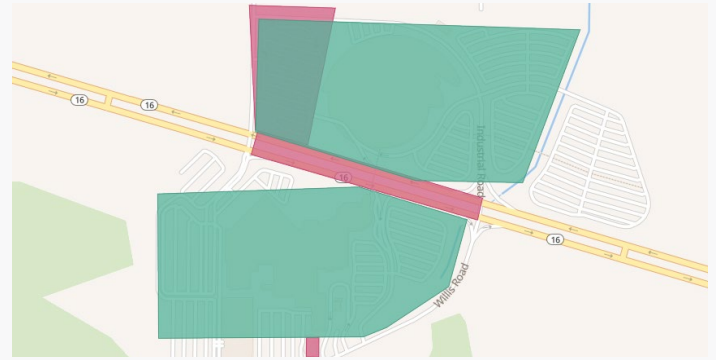
"The important thing about the mobile app is that you're not limited to having a dedicated space for the sportsbook, it allows you to turn your entire property into your sportsbook." – Neal Atkinson, Director of Table Games

"PinPoint's Back Office allows us to see where our players were and what they were actually betting on." – Cassandra Grady, IT Sr. Business System Analyst



Pearl River's Challenges

- Offer on-property, online sports betting in a way that meets state and federal regulations
- Expand the effective footprint of their sportsbook operation without incurring a large capital expense
- Create a better sports betting experience for their guests
- Eliminate lines at betting kiosks and terminals
- Enable dynamic and popular in-play betting via an app
- Capture a new demographic while gaining access to player and betting data
- Increase market share, hold percentage and revenue



PinPoint On-Property Mobile Solution

By using GeoComply's PinPoint solution, Pearl River not only met its regulatory requirements, it gained a number of important benefits for revenue, player experience and tapping a new demographic. PinPoint and the mobile sports betting app effectively turned the entire Pearl River property into an online sportsbook, allowing guests to place bets from virtually anywhere, including their hotel rooms.

"I've had a lot of feedback that people have been betting from their hotel rooms, the center bar over on the other side of Silverstar with the other restaurants we had... It makes it easy to use anywhere on the property." – Chris Hopwood, Sportsbook Director

"Our growth in revenue year over year has outpaced the state five to one." – Neal Atkinson, Director of Table Games

Pearl River's Benefits of Using PinPoint

- Increased revenue, market share and hold percentage
- Expanded their sportsbook operation with no large capital expense
- Attracted a new, more technology-oriented demographic to their properties
- Guests can play anywhere on the property, including in their rooms or in restaurants.
- Back Office data allowed Pearl River to deliver tailored offerings to players.
- Eliminated waiting in lines at kiosks or terminals and created a better guest experience

Case Study #2: Sports Betting in Montana



The Montana Lottery wanted users to be able to place bets on their own devices in licensed establishments such as taverns. Hundreds of establishments were licenced for sports betting, but state regulations needed to restrict users to placing bets from their mobile devices in only these physical locations and nowhere else. Montana needed an easily deployable, functional and robust geofencing solution in order to meet these regulatory requirements.

The Montana Lottery's Challenges

- Users were only allowed to use their own devices within the physical boundaries of the licensed establishments
- Hundreds of locations were licensed around the state and were ready to start offering on-premise sports betting
- Individual establishments needed to deploy the same solution in a consistent manner

GeoComply's PinPoint was able to address all of these concerns and meet state regulations. With its scalability and ease of deployment, operators could quickly and efficiently enable sports betting within their establishments.

The Montana Lottery's Benefits of Using PinPoint

- An enhanced user experience, with sports betting now available on users' own mobile devices in their favorite bars, pubs, taverns and restaurants
- Wide-scale deployment of sports betting in hundreds of licensed establishments statewide
- Consistent enforcement of regulatory requirements in an unobtrusive manner that's simple for players to understand

Case Study #3: On-Site ID Verification in Iowa



In Iowa, players must be on-site at specified properties to set up their accounts and complete their ID verification, prior to placing online bets. That used to mean standing in long lines at kiosks while waiting for casino staff to check players' documents and verify their identity. Operators in Iowa needed a solution that made it possible to verify that someone was truly on-site, so that they could complete their account creation and ID verification via a mobile app, in order to start placing bets online.

DK - Iowa's Challenges

- Regulations required that player identity verification be completed on-premises
- Long lines at kiosks while players waited for identity documents to be verified and accepted by casino staff
- Streamline the KYC and ID verification process in order to create a positive customer experience

PinPoint made it possible for players to be anywhere on the property and use the DraftKings app to verify their documentation. Customers simply input the required data and documents, following the steps in the app, using their own mobile device.

DK - Iowa's Benefits of Using PinPoint

- Players can now verify their identity anywhere on a property using their own mobile devices and the DraftKings app
- Improved customer experience by eliminating the need to wait in line at kiosks for ID verification
- Significantly increased the capacity of the casino and sportsbook to onboard new players