# LAZARUS est. 1967

LAZARUSLEGAL.COM



### A law firm that grows with you. Grounded in tradition and always moving forward.

## About Us

The firm of Lazarus Legal is synonymous with both online and conventional land-based gaming and gaming law. We have authored and assisted in the drafting of gaming regulations in various jurisdictions, and currently represent some of the largest brands in the United States, Canada and internationally.

As the industry evolves, new challenges arise and internationally respected pioneers in the field, the firm of Lazarus Legal continues to provide counsel and assist all gaming professionals, as the industry evolves, and new challenges arise.

In a world where communication is key, our multilingual team speaks English, French, Italian, Spanish, Greek and Chinese (Mandarin), bridging cultural and linguistic gaps to facilitate global partnerships. This linguistic proficiency, combined with our legal expertise, positions Lazarus as an international firm ready to meet the requirements of our diverse clientele worldwide.

### **Core Values**



Kindness & Respect  $\checkmark$ 

Trust



Success



Growth &

Innovation

Teamwork



Courage & Optimism



# Licensing

Licensing is a critical component for businesses operating in regulated industries, especially in gaming and financial services. It ensures that the company complies with local and international regulations, thereby legitimizing operations and building trust with stakeholders.

#### **Gaming Licenses**

- Casino Licenses: Required for operating physical or online casinos.
- Sports Betting Licenses: Allows a company to offer sports betting services.
- Lottery Licenses: Necessary for operating lottery games or services.
- Poker Licenses: For platforms or establishments offering poker games.
- Skill Games Licenses: Covers games where skill determines the outcome more than chance.
- a single license.

Multi-Jurisdictional Licenses: Enables operations across multiple jurisdictions under

#### **KEY CONSIDERATIONS**

Regulatory Requirements:Understanding the specific needs for eachtypeoflicense.

**Costs:** Initial application fees, legal fees related to contract review and preparation and drafting and sourcing legal opinions, ongoing compliance costs, and potential penalties for non-compliance.

**Timeframes:** Vary significantly depending on the jurisdiction and type of license.

**Corporate Structure**: Optimization of the business to meet the expectations of the shareholders, investors and other industry partners.

**Market Access**: The understanding of the business' addressable markets in order to determine the appropriate jurisdiction.

## Licensing

## Jurisdictions

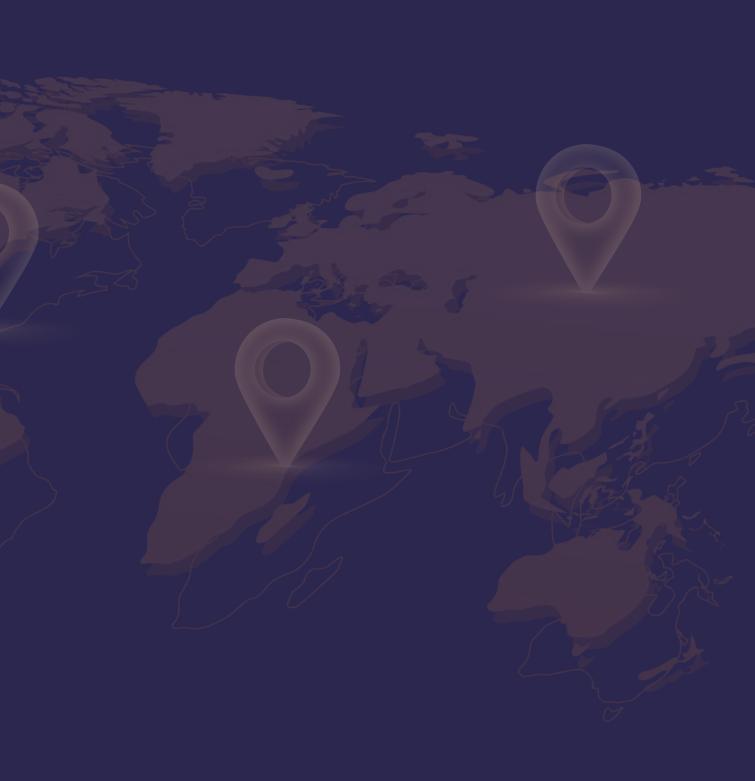
The jurisdiction in which a company operates can significantly impact its licensing, regulatory compliance, and overall business strategy. Different jurisdictions offer varying degrees of regulatory strictness, operational flexibility, and business incentives

**Jurisdictions Issuing Single Jurisdiction Licenses:** 

- United Kingdom
- Malta
- Singapore

**Jurisdictions Issuing Multi-Jurisdiction Licenses:** 

- Alderney
- Isle of Man
- Kahnawake
- Tobique



## **Strategic Considerations**

At Lazarus, our primary focus is assisting our clients in navigating complex laws and regulations and ensuring they remain compliant with business standards.

### **REGULATORY ENVIRONMENT**

The level of regulatory oversight can impact compliance costs and operational risks.

### **MARKET ACCESS**

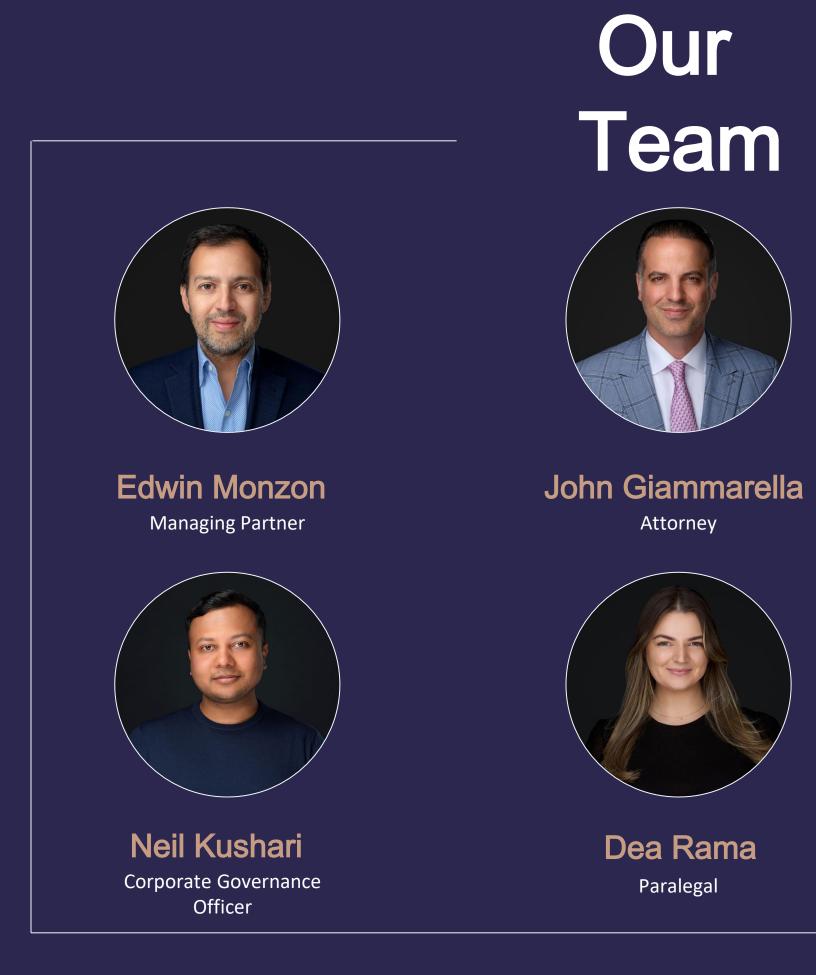
Multi-jurisdictional licenses may provide broader market access, reducing the need for multiple licenses.

### TAXATION

Different jurisdictions offer various tax incentives and implications.

REPUTATION

Jurisdictions with robust regulatory frameworks can enhance credibility with potential customers and partners.





#### Travis Jacobs Compliance Advisor



#### Linda Hamel Paralegal



### Edwin Monzon MANAGING PARTNER

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**EDWIN MONZON** is an experienced professional in the corporate and gaming sectors. He has successfully led negotiations, acquisitions, sales, and mergers of some of the most soughtafter assets in the gaming industry. Edwin has established a diverse client base that includes gaming operators, regulators, game aggregators, developers, platform providers, affiliates, payment service providers, and other industry participants. Over the years, his practice has expanded to include various technology companies, such as AI companies, cryptocurrency, venture assets, e-sports companies, financial institutions, and family offices.

#### **KEY POINTS**

- Substantial experience and knowledge dealing with M&A transactions.
- Critical thinking approach regarding how he tackles the transactions.

#### LANGUAGES

- English
- French
- Spanish

• Ability to cater to the gaming industry and understand the languages behind it.



### John Giammarella **ATTORNEY**

#### Contact

Email: jgiammarella@lazaruslegal.com Phone: 514-289-8600 x218

JOHN GIAMMARELLA is a specialized gaming attorney, experienced in assisting online and land-based gaming entities meet their objectives regarding their platforms and betting products. John has assisted clients worldwide with their regulatory and compliance needs in gaming for various jurisdictions. He has provided services in assisting clients in registering Ontario's regulated gaming and betting market and regularly drafts legal opinions on Canadian gaming and betting related issues. Worldwide clients include Land-based and Online Casino Operators, Gaming Regulators, Policy Makers, Lotteries, Horse Racing Operators, First Nation/Native Casino Operators.

John has also developed his practice in the areas of digital assets and transformative financial technologies. He advises a global client base in the ever-expanding regulatory framework of the fintech industry.

A powerful communicator and team orientated legal advisor. John has also been the general counsel for 2 publicly traded Canadian Companies.

#### **KEY POINTS**

- knowledge and experience.
- straightforward manner in English, French and Italian.

#### LANGUAGES

- English
- French
- Italian

• Extensive gaming law, digital assets and transformative financial technologies related

• His acquaintance with the technology and gaming industry allows him to expand on diverse perspectives on legal matters and explain complex legal concepts in a simplified and



### Travis Jacobs COMPLIANCE ADVISOR

**Contact** Email: tjacobs@lazaruslegal.com Phone: 514-289-8600 **TRAVIS JACOBS** Travis is an experienced regulatory and compliance professional with extensive experience in both the gaming and financial services (FinTech) industries and has developed a robust skill set in navigating complex regulatory landscapes. Travis has a proven track record in licensing, compliance program development, responsible gaming, and regulatory reporting, and ensuring that our clients meet regulatory expectations.

Throughout Travis' career, he has excelled in policy development, committee/board administration, and regulatory investigations. His commitment to excellence is evident in his ability to work and understand the requirements of a variety of clients, such as regulators, Indigenous communities, and stakeholders, and in assisting with the development and implementation of effective compliance strategies that align with the ever-evolving demands of the gaming and financial services industries

#### LANGUAGES

- English
- French

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