



IPG

INTERNATIONAL

IPG International Co. Pty. Ltd. - Trading as - IPG International

Company Profile 2022

ABN 13525230414



IPGI INTERNATIONAL

IPGI International ("IPGI"), based in Sydney Australia is a multi-product distributor and professional operator of quality casino gaming and slot machine equipment to the Asian and Australasian market.

Through exceptional customer service and strong technical backup, IPGI is a well-trusted and respected gaming equipment supplier and professional gaming operator to international casinos and cruise ship operators, focusing on Australasia and Australia.

The business was formed in Australia by William Redshaw C.E.O. and was incorporated in New South Wales on the 20th February, 1989. Since that time IPGI has grown into the top-quality machines supplier in Australasia. IPGI also has a number of distribution arrangements with leading edge casinos and gaming equipment, slot machines, electronic roulettes, live streaming products, casino/slot management systems, and signage suppliers.

IPGI is also a trusted and experienced professional slots operator where their clients can easily equip their whole casino and choose tables or slots for revenue share operations. IPGI does it all and is continually expanding its already impressive

product and services range to cater for all casino operations within the international market.

IPGI has supplied every casino in Australia and most of South East Asia, including cruise ship casinos, with gaming products or operations.

The diversity and quality of IPGI product line enables us to be in regular contact with all casino management, purchasing, and operations staff spread over both slots machine and table gaming operations. Regular service calls and onsite support for our customers is critical to our partners' success. IPGI senior management regularly visits our clients to keep them in touch with the changing nature of their needs. IPGI is able to supply ongoing management for slot machine and table gaming operations, from go-live and through maturity. Bottom line: We have a trained team of management and technical staff ready to move in and get any type of casino operation underway and continually improve the operation as business matures.

IPGI strives to keep abreast of casino technology and promote and operate the latest in gaming equipment to all its customers.

Senior Management Team



William F. Redshaw
MBA, BSc

Chief Executive Officer

William started IPG International in 1989. Prior to that, William was the VP of International Sales for gaming giant, International Games Technology (IGT) for 4 years, based in Reno, Nevada, USA.

William started in the gaming industry in 1980 with Aristocrat International Sales and then as General Manager of European sales for Aristocrat, based in the UK. William then moved on to VP of Sales at Aristocrat responsible for the United States market until 1984.

In his 40 years of experience in the industry, William has travelled and conducted business in every continent and developed a worldwide network of gaming distributors, gaming operations, customer, contacts and friends, including governmental regulators in many jurisdictions.

William is accustomed and trained for lobbying, high power deal making, and sales and operations negotiations. William is now based in Sydney, Australia and still travels extensively throughout the world keeping in touch with the growing customer base that IPGI has established over the years.

William's professional and honourable approach to doing business with customers throughout the world has allowed IPGI to secure many large casino supply contracts as well as multi-year operational contracts.

William heads the IPGI executive team from our head office in Sydney, Australia.



Iain J. Fairgrieve

President of Operations International

Iain first joined IPGI in May, 1993 to install and operate the first legal gambling operation in India. Iain secured several more contracts to run licensed gaming operations with several large hotel groups whilst working in the continent of India, adding further credibility to the company.

After 2 years, and ensuring the management and staff of the gaming operations in India were self-sufficient, Iain moved to Australia to promote and technically support IPGI products throughout Australasia, the Pacific Rim, and Australia.

Prior to joining IPGI, Iain worked for the gaming giant Sun International in South Africa. In 1998, Iain consulted to Access Gaming Systems as Sales Manager for the Asia Pacific region and spearheaded the first fully regulated internet gaming system for Access, bringing a wealth of information to IPGI from the online gaming industry. In February 2000, Iain became the VP Operations for IPGI and was responsible for the establishment of their offices and staff internationally.

Iain established IPGI first overseas office in Indonesia and oversaw the establishment of IPGI offices in Thailand, Singapore, Cambodia, Laos and Macau.

Iain became President of Operations in 2016 and now heads the executives running the international offices and operations on a daily basis ensuring continuity of the whole company. Iain continues to travel around the Asia and the Pacific region keeping his executives, staff and clients updated with the latest and best products available from gaming manufacturers worldwide.

Iain attends many gaming exhibitions as both an exhibitor and visitor during the year to keep abreast of the rapidly changing gaming technology. Iain's vast experience in casino set-up and management has led IPGI to become one of the most respected gaming suppliers and slot machine operators throughout the Asia Pacific region.

Operational Team @ IPG International



Peter Orel

Technical and Operations Director

Peter was appointed as the Technical Director of IPGI in 2014 and has since progressed to operations director. Peter is responsible for all technical and operational support, as well as administration and service for the organization. He manages the support teams and managers throughout Asia and works closely with all IPGI casino and slot operations partners to ensure all IPGI operations are maintained at the highest technical standards and operational efficiency.

Peter started in casino business in 1999 with Gold Club, being involved in first roulette development and production and the first casino operations from Gold Club in Slovenia, Bosnia, Czech Republic. Peter's early introduction at the grass roots level of roulette and slot production has made him a valuable and productive member of IPGI. He continues to attend Gaming shows throughout the world to stay abreast of the latest in gaming technology.

Peter is responsible for maintaining the ongoing technical training program for the support teams and managers with all the latest technical standards and product knowledge.

He travels throughout Asia regularly to ensure a hands-on approach which is IPGI technical management strategy. Peter keeps up regular contact with all of the technical and admin departments within the organisation as well as with our partners and customers.

Peter heads up a team of over 30 technical and administrative staff ranging from managers to senior and service level technicians.



Kevin M. Scorgie

Tables Games Division Director

Kevin Scorgie has had a long and very successful relationship with IPG International and in 2018 he became a partner at the business in the Table Games Division of the company responsible for Table Game Sales.

Having served as a gaming professional for over 40 years, Kevin is determined to be at the forefront of the casino industry, offering a broad working knowledge in sales and casino operations. He has a keen sense of understanding of the very nature of large or small Casino operations to the benefit of our vast customer base in Asia and Australasia.

Kevin is a well-known identity and leading executive in the Asian and Australasian region and has been involved in and overseen many large and small casino openings from concept through to daily operation. His expertise has seen him working with our customers as far afield as Samoa through Asia to the sub-continent of India.

Kevin's focus is on key growth opportunities. This and his unique approach to customers, his ability to identify with cultural awareness and sensitivity, and his professional casino and management experience allow him to adequately service customers and liaise well with investors both in the operations and sales arena.

He is familiar with working alongside various Casino Control Authorities and can happily assist prospective customers with any regulations that may need to be adhered to or negotiated.

Kevin keeps up to date with all developments within the Gaming industry through seminars and gaming show attendance, and constant travel within the region.

Operational Team @ IPG International



Warren Kay

**Gaming and Slots
Manager
Cambodia**

Warren joined the IPGI Cambodia team in November 2016 as Slots & Gaming Operations Manager. Warren came from an excellent pedigree of Gaming experience having worked and managed operations around the globe. He is now based in Sihanoukville, Cambodia. Warren is in charge of all the slot operations in Sihanoukville, Poipet, Phnom Penh, and any other areas that IPGI has operations. Warren is always ready for a new challenge and willing to move to any new frontier to progress the growth of IPGI. With Warren's experience in both live table gaming and slot operations, he is well positioned to oversee any new gaming venture and operation that IPGI undertakes in the Asia Pacific region.



Bunchhea Chin

**Slots Operations
Cambodia**

Bunchhea joined IPG International in Feb 2013 as operation slots manager, with more than 20 years' experience working in slot operation in casino Thailand border, Vietnam border and in central of Phnom Penh capital.

Since then Bunchhea has worked at IPGI International slot machine operations in Laos, Burma and Cambodia. He always worked very closely with IPGI partners at the various venues and kept them in touch with the daily operations as well as keeping IPGI management fully informed as well.

7Since Feb 2014 Bunchhea has been based in Sihanoukville Cambodia, assisting with managing all IPGI venues across Cambodia.

Besides being in charge of slot operations, Bunchhea is also well positioned to seek new opportunities for revenues share operations for IPG International around the Cambodia region. He is at ease dealing with clients who wish buy slot machines or any electronic gaming equipment which is available from IPGI. Bunchhea has built up a fantastic gaming experience over the years at IPGI and he has a strong connection with our customers both in Cambodia and overseas.

License & Compliance Regulations

IPG International (IPGI) is a licensed registered Australian company of which associated companies hold approved licenses to manufacture gaming products including slot and poker machines in NSW, Australia.

IPGI associated companies are also Government Casino Control Authority licensed distributors of gaming products to all casinos in Australia and New Zealand.

IPGI is fully conversant with compliance laws relating to any government control casino, meaning that customers are in the full knowledge that they are dealing with a professional international company of reputable standing.

Any dealings with IPGI are guaranteed to be confidential and strictly controlled by IPGI internal policies and procedures. Ordering equipment is conducted in various manners; the most common being international money transfers seen by most of our customers as a safe and convenient way of conducting financial business transactions.

Due to our international standing IPGI continue to grow into new participation deals with slot operators and live casinos in Asia and the Pacific region.

The most commonly being slots revenue share, seen as a way of owners keeping capital expenditure to a minimum when opening a new establishment. Customers can be rest assured that when dealing with IPGI they are in safe hands while being supplied with the latest and greatest in gaming equipment.

IPGI ensures that all aspects of any new venue we secure, from the initial design, through to the supply, interior decoration and subsequent operation, is done to world class standards.

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World Client list

IPGI has supplied and operated casino equipment to numerous clients over the last 35 years. Many of the larger projects that IPGI tendered for and were successful for in bidding have been world class with both branded and privately owned Casinos.

IPGI continues to supply and operate or has supplied to those casinos listed below:

Australia: Adelaide Casino – Cairns Casino – Brisbane Treasury Casino – Jupiter's Hilton and Conrad Casino – Crown Casino – Lasseter's Casino – Townsville Casino – Burswood Resort & Casino – Canberra Casino – Star City – Wrest Point Casino – Launceston Country Club & Casino.

New Zealand: Sky City Casino – Christchurch Casino – Dunedin Casino – Sky Alpine, Queenstown, Hamilton Riverside Casino.

Philippines: PAGCOR – Mimosa regency Casino – Legends Resort and Casino, Subic Bay – Fontana Casino, Clarke Base – Waterfront Hotel, Cebu. – Subic Diamond Casino Subic Bay – Ebet – Streaks and Beats – Pokhara – Tectnet Asia Ltd

Malaysia: Star Cruises – Genting Highlands Resort.

Singapore: Renaissance Cruise Lines – New Century Cruise Lines, Everis International – MV Royal Star, Asia Leisure – MV Long Jie., Star Cruises

Korea: Walker Hill Casino

Vietnam: Min Chau Hotel and Casino, Cao Bang – Palazzo Casino – Club V, Hanoi Hotel Jade Club

Macau / China: STDM Casinos – Sands Macau

India: Leela Kempinski, Goa – Ramada renaissance Resorts, Goa – Park Plaza Hotel Group, Goa – Majorda Beach resort, Goa – Holiday Inn, Goa – GameXpro

Cambodia: Holiday Palace – NagaWorld – Grand Diamond – Tropicana Resort & Casino – Koh Kong International Club – Pailin Casino – Hatien Vegas – Oriental Pearl – Kampong Song City – Queenco – La Vogue – Crystal Casino – PPC Casino – Trimulia Casino – Jin Bei – Century Casino – HUGO Casino – Ezugi Online

Laos: Dan Savanah Resort – ST Vegas Casino

Samoa: Sheraton Aggie Grey White Sands Casino

East Timor: Manhattan club

Myanmar: Golden Winner Club – Sheng Yuan Group Casino – Andaman Club – Treasure Island – Tachelek Resorts – Kokko Resort Casino
Curacao – Sunset Resort Casino Mexico – Great Games Operations Saipan – Clear Management Group

Product distribution and Product Sales

Since 1989, IPGI has been supplying quality casino gaming equipment and slot machine systems to casinos, pubs, clubs, cruise ships and venues around the Asia Pacific region as well as other parts of the world.

Part of our responsibility is to keep our fingers on the pulse of the casino gaming world on behalf of our clients, sourcing innovative and cutting-edge gaming products for the gaming industry.

