



SEGEV LLP

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## iGaming Team Profile

Segev LLP provides insights, analyses, access, and strategy services to some of the worlds best and nimblest interactive entertainment, gaming, betting and related technology companies – all underpinned by out of the box thinking and high quality legal work.

Business Law • Technology and IP Law • Real Estate Law • Corporate Finance, Venture Finance and Secured Lending • Estate Planning and Wealth Preservation • Non-Profits, Charities and Social Ventures • Online Gaming, Social, Mobile and Video Gaming Law / Gambling Law • Business Immigration • Commercial Dispute Settlement





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## About

Our core mission is simple: to add value to your business. We do this in a many ways – whether its on the strategy side, by helping you explore unique or challenging opportunities; the drafting side, by constructing agreements that reflect the commercial realities of your business; or on the personal side, by leveraging our networks to offer you more than traditional legal services. Segev LLP provides practical, actionable, ROI-focused legal services and strategy.

Segev LLP now employs a five-strong iGaming team with corporate, commercial, IP commercialization, M&A, private equity finance, public markets finance, regulatory and compliance experience. The recent addition of two new senior attorneys with a combined total of more than 40 years in the industry bolsters our reputation as the pre-eminent single access point for a North American facing gambling operators' legal requirements.

As part of enhancing our iGaming offering, we have also now formed a Securities division that can handle IPO and RTO work on Canadian capital markets. The Securities division, which recently assisted a DFS operator with its IPO, helps clients interested in raising capital through public listings on Canadian stock exchanges.



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## iGaming Team

### RON SEGEV



Ron is a founding partner of Segev LLP. As a practical-minded business lawyer with a keen eye for opportunity, but also a sensitivity to risk, Ron focuses on your bottom-line. Bringing operations, managerial, business development, and merger & acquisition skills and experience to his practice, Ron is equipped with the tools needed to take your project to the next level, and to solve any challenges along the way.

Ron is the head of Segev LLP's technology practice group and works with a wide variety of technology clients. Ron is also a specialized iGaming lawyer and assists online gaming, social gaming, skill games, sports books, daily fantasy sports, esports, v-sports, live-dealer, and other gaming and betting clients worldwide with their commercial, IP, transactional, licensing, regulatory and compliance needs. As former General Counsel and Senior Legal Counsel for one of the largest online gaming companies in the world, Ron has extensive experience in the iGaming sector and has appeared as an expert speaker on the topic at various high profile events and conferences. Ron is also a General Member of the International Masters of Gaming Law.

### ALON SEGEV



Alon's practice focuses on real estate transactions, corporate, commercial and technology law including banking and lending transactions. On technology side, his practice involves assisting technology clients operating in a variety of industries, including: technology startups, social networking and social media companies, online retail businesses, website development companies, software development companies, and internet gambling or iGaming companies.

Alon has extensive experience negotiating and preparing all manner of technology agreements and advising clients on their legal needs in the context of their business, such as:

- negotiating and drafting software and intellectual property license agreements
- negotiating and structuring royalty payment formulas
- buying and selling websites and internet based technology companies
- advising start-ups with corporate structures, protecting ownership of intellectual property and raising capital
- liaising with regulatory bodies, commissions and compliance organizations
- assisting clients with implementing best practices to mitigate risks



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## iGaming Team

### MARIUS ADOMNICA



His practice focuses on general corporate and commercial work and technology law, with an emphasis on advising start-ups and young technology companies. Marius also has experience in commercial litigation and business immigration matters, and is able to provide his clients with advice on a wide range of issues, including commercial transactions, regulatory issues, and commercial disputes.

Marius has been an avid gamer since first booting up old classics such as SimCity and Castle Wolfenstein on his parents' computer as a young kid. Marius has a particular interest in video game law and working with local gaming companies.

### ERIC STEIN



Mr. Stein is a 20 year practicing attorney with extensive business law and gaming experience. Mr. Stein was previously General Counsel for the Ute Mountain Ute Tribe in Southwest Colorado for 7 years, and was heavily involved in all aspects of the Tribe's successful Class III gaming operation, including drafting and revision of the tribal gaming ordinance and a negotiated amendment of the Tribal-State compact. An important part of this work involved lobbying efforts at Federal, state and local government levels as well as coordination with other Federally recognized tribes in Colorado. Mr. Stein has a unique understanding of Federal Indian Law, tribal politics, and tribal-state and tribal-federal relationships all of which must be considered for clients seeking to conduct business on an Indian reservation.

Mr. Stein has also assisted online gaming and other technology clients with various commercial transactions and gaming legal opinions. Mr. Stein has assisted clients seeking to enter the U.S. market with legal advice and commercial work in support of their online poker, casino, skill games, esports, and other ventures.



## iGaming Team

### MARK BALESTRA



Mark Balestra's hands-on approach toward practicing law recognizes that every client has a unique set of needs and circumstances that call for tailored, nuanced legal solutions. Based in St. Louis, Mr. Balestra has guided clients in a variety of capacities in the gaming and gambling industry for nearly 20 years. His expertise spans a number of gaming-related industry sectors, including online gambling, poker, skill gaming, fantasy sports, e-sports and tribal gaming.

Mr. Balestra was the founding member of i-gaming consultancy BolaVerde Media Group (BVMG) and served as that company's director from 2009 to 2016. Also, he co-founded iGaming North America, an annual conference focusing on the convergence of traditional and digital gambling in the North American markets. He also ran the BV Direction e-learning program providing educational webinars covering US i-gaming policy.

Over the years Mr. Balestra has been a regular contributor to several gaming trade publications and has been featured as an i-gaming expert by numerous media outlets, including the New York Times, Reuters, USA Today, ESPN, CNET, Wired magazine, and the Los Angeles Times. In 2006, Mr. Balestra was named one of Global Gaming Business magazine's "25 People to Watch" in the worldwide gambling industry.

### DANNY MATTHEWS



Danny's practice focuses on securities and corporate finance transactions for small and micro cap, early stage, high growth companies seeking access to capital from angel investors, venture capitalists and retail and institutional investors in the capital markets.

Danny regularly helps clients with incorporation and corporate structuring for provincial and federal businesses (including registered venture capital corporations), mergers and acquisitions, asset and share purchases, brokered and non-brokered private placements, public offerings, stock exchange listings on the CSE and TSX-V (including IPOs, CPCs and RTOs), incentive stock option plans, due diligence review and preparation, insider filings, shareholder and board meeting materials, and general continuous disclosure reporting obligations.

Danny's practice ranges across many industries, including technology, mining, clean energy, marijuana, retail, online gaming and crypto-currency (including ICOs).



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## iGaming Team

DAVID MCHUGH



I help clients solve legal puzzles and with navigation of the law. In doing so, I have assisted companies and individuals with a broad range of legal matters, including employment, intellectual property, technology, gaming, business, and landlord-tenant legal matters, as well as with general dispute resolution. I have experience drafting and reviewing contracts, including licensing agreements, IP assignment agreements, confidentiality and non-disclosure agreements, software as a service agreements, consulting agreements, employment agreements, and shareholders' agreements, among others. I have also co-authored a number of legal opinions on complex and often arcane areas of law.

