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Joining us today is Jake Kalpakian the President and CEO of Jackpot Digital that trades on our OTCQB Venture Market under the ticker J P O T F. Jackpot Digital is the leading manufacturer electronic multi player ruler list poker tables. For the cruise ship land-based casino industry. The company's gaming products are complemented by a robust suite of backend tools for operators to efficiently control and optimize their gaming business. Jake thanks so much for joining us today.

Jake Kalpakian

Thanks so much, great to be here.

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Absolutely, so let's start. I mean tell us about, well Jackpot Digital used to be a company called Las Vegas From Home which specialized in online software for multi-play games.

Jake Kalpakian

We specialized in building programming or software for online poker and specifically for poker and then we branched out to other multi-play games and then we pivoted in 2015. We had an opportunity we built a library of games, but then we had an opportunity in 2015 to buy a company. That company's assets called PokerTec who built the first original electronic dealer's poker table and through a very long story and a confluence of many unique events, we ended up having the opportunity to buy the assets of that company through another company called Every Which Trades on Nasdaq. So, we were interested in buying this product because we had been approached to build a second-generation product. The first one was somewhat antiquated, but we felt like we were surprised at the success it was having on the cruise ships despite it being a one-trick pony and just being able to play 1 game. We thought if we built a smart table, disguised as a poker table and offer many other games and do it right with the right to general technology, this could be a very interesting business, so we ended up acquiring the assets to 215 and with the mind of building a second-generation product which we now call Jackpot Blitz and that we've done very well with that and we've replaced all the cruise ships with these tables and we are now making a major thrust into the land-based regulated market which was what our focus was or our intent was from day one because we felt that the cruise ship business while we were impressed by its success, we felt it was just a drop in the ocean, pardon the pun, because the real market was the regulated space and we thought if we built a new product that's innovative and we continue to enhance, had a chance to really build a very unique business and I'm pleased to say we are the world leading manufacturer and distributor of this product now.

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Very exciting. What are the core products and tools of Jackpot?

Jake Kalpakian

Our core product is the Jackbot Blitz table as I've mentioned we call that a smart table or we've been told by others that it's really a smart table disguised as a poker table. Basically, it's a deal electronic table that not only does poker but does other games. But of course, it was specifically designed initially for poker and basically if you're an operator or cardroom and I said to you would you like to increase your revenues, decrease your expenses and eliminate all your operational headache? Of course, you would say yes, but the key was not only win them over but to win the poker players over. Win their hearts and minds of the poker players so that it would be adopted, so the core product is really ah so like just like your smartphone or ipad. It's a giant table that people come and play poker with and have many other options to play other games and continue enhance features. So instead of just playing poker, you can also play Blackjack or Bakara and there'll be many other universal applications or games as we continue to enhance it just like your smartphone is enhanced with new features. We do this with the table. What's interesting is not only do you get more hands per hour which not only makes more money for the operator but also keeps the players more engaged. There are many other options or features such as side bets. So you're able to bet on, well you're playing poker just like a traditional Texas Hold'Em game or whatever game you want. We can configure at any stake level or put any game on or any style of game I should say but while we're playing against each other There's all sorts of interesting bets like Bet the Flop where you can actually bet on what the 3 cards first coming up are and we're all participating together and we have a shared interest in that. So, it keeps players engaged and active at all times. So, there's a host of options and a host of things that you can do if you go to a cardroom or a casino if someone's not involved in the hand many times, they're on their phone or tablet playing on a different website while they're waiting for the next hand. There's no need to do that. So, the casinos are constantly having their players engaged making them more money and having the players stimulated for more action.

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So, talk about your competitive advantage in this space and what markets do you see the highest demand coming from?

Jake Kalpakian

Well, we have a tremendous competitive advantage because we are really not only the leaders but pretty much the only ones building this type of product and we ended up. Buying the assets of original of another company that had initiated or were the

original owners of this business and they were solely on cruise ships and when we looked at buying this product we thought while we have a dominant and global monopoly on the on the cruise ships we thought. The real market was the land-based regulated the regulated land-based market in North America but really it turns out to be across the world. So, our competitive advantage is not only that we have a down existing operation on the seas with the cruise ships and we're looking at expanding that but our whole focus was to make a major effort or thrust into the North American and worldwide market in a regulated space and with the fact that there's really no one else doing this business, we have an enormous opportunity to expand our footprint and have a really dominant position for a long time. And have a moat around the business and the reason I say that Cecilia is a couple of reasons one is the fact is this is a special niche market. It's not a wide while the whole global market is absolutely possible and we expect to have our product in every continent in many casinos on all the continents. The fact of the matter is it's still a niche business on the poker side. We're trying to develop the best poker experience without a dealer for players to play against each other and that market is somewhat limited to just I want possibly a second player but the reality is it's such a very complex business both from the software side and the regulatory side. It really is a moat those tough obstacles are a moat for a smaller company to get into the bigger companies are more interested in. The general slot market business and other house bank electronic table games which leaves us poker. But in addition to that, as they've mentioned to us when they've visited us. They'd rather us build that market out and then possibly look at inquiring us or taking a stake in us simply because those bigger companies when they have their advantages. Financial they can bid or buy licensing rights to famous Tv shows and movies or songs and they're able to make slots out of them well with poker. There's no such advantage. Our programmers can do just as good a job as theirs and we've already had that head start so to speak in the marketplace by building the Jackpot Blitz. So their game if they were to try to compete with us would really be almost the same as ours would be. You know there's only so many ways you can play poker and players just want the reliability of a good game. Be dealt with as opposed to the lights and splash of a famous brand being played on a slot machine. So, we don't have any disadvantage with the bigger guys because our product stands on its own and we can continually enhance it and we're much further ahead than anyone else, but that we know of in fact, there's really no one else in the marketplace globally at this point and as I said earlier. It's much smaller much more difficult for a smaller company because the regulatory and the technological capital that's required it would probably not make it worthwhile for someone else to try to compete with us because they wouldn't really be able to offer anything extra or special that we already have and are doing.

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So as you cross trade on the TSX-V in Canada and here in the US on the OTCQB what is your US investor strategy?

Jake Kalpakian

That's a great question because it's something we are just embarking on. You know we are working on the GLI which means the last certification for our product for industry acceptance on the regulatory level. We should get that licensing approval within the next ah, 30 to 60 days, hopefully sooner. But you never know how long these things take, they've already been testing the product. Our product goes through a very rigorous testing so that it could be on the casino floor on all the regulated markets and for now we expect that as I said. Very shortly and we're going to be able to roll out after obtaining approval roll that product out in many casinos in the us and in North in Canada and we expect to have a much bigger visibility in the us by having our product out. We also expect to be announcing many more deals. Ah, with the larger players for instance, last December we signed a deal a master agreement with pen entertainment. One of the largest gaming operators and in the United States in fact in the world and they're looking at putting their tables in many of their properties. We expect to do that with many others. And as we have that story and expand our footprint in the United States we expect to get our story out with the us investment public to see what a special diamond in the rough business. This is that we have a niche business and we have an opportunity to really absolutely dominate it And have a footprint that really will be insurmountable for anyone to compete with us. So, the attracted economic model where we get a recurring revenue from the product being placed at a casino. Should make a lot of investors happy because there's a lot of blue sky as it's a new Market. It's a new product that this time has come and not only has the time has come. There's a huge demand for it because after Covid there's being a lot of Shortage. Of workers or dealers working in casinos and also the inflationary pressures make hiring them even if they were available uneconomic to run a poker room, I can't tell you how many tribal casinos and commercial casinos have come up to us and have also signed with us. Not just you know, saying it in words but actually signing with us that they're reopening their poker operations with dead shut down drink Covid and now only reopening them because of our tables make it possible and the reason for that is you know they don't take on any risk. They only pay us when they make money, which they of course love that model. But at the same time, there's much more to offer to their customers because for instance, they can run tournaments nonstop and when I can't stress how important that is to really do well economically in the Poker Market is you have to run tournaments. Very much ah very often. They fill bombs in the seats and then when players bust out they stick around to play the cash games but the economic model doesn't really work for tournaments for casinos. They make their money on the cash games but now with us they can have 500 players a thousand players in the card room populated. Play tournaments and not cost them a cent. They still make money on the buy-ins and yet when there once the players are out of the tournament and are play cash games of course then the real big windfall comes so they're able to do things that they wouldn't have otherwise been able to do because

of our technology in our tables and you have to understand, technology keeps getting better and better and our product continues to evolve. Not only do we enhance it with many different features of games and other benefits to the player but the technology itself makes you feel like you're playing with cards. You could bend with chips you could splash so it really simulates a real game. We call it the happy table because it's very friendly, there's more games per hour. There are many other different betting options. But also there's a lot of conflict that's eliminated as there's no real errors or controversies by the dealer. There are really no mistakes and so a lot more players really like that the other aspect that people. Don't realize how much the players appreciate that. The new product is you don't have to tip the dealer. So, someone who plays in for a lengthy period of time is actually saving a significant amount of money by not tipping every time he wins a hand so there are many other benefits but the reality of it is the product is time has come. It's a terrific product and it's so it's massively being adopted in the United States and Canada, and we feel that there's no reason why this won't be a global product. We've built the product with that focus in mind where we have it can support different currencies, different languages and most importantly. Different casino management systems which probably is the most important thing we've ever done in building this technology because not only is it important to build a great player experience. You need to be able to fit into all the different casino management systems and accounting systems so that they can be. They can license the product under the regulatory regimes that each jurisdiction has we've been able to do that and that's why we're very excited.

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Well Jake thanks so much for sharing your story. It's been great talking with you. Jackpot Digital trades at the symbol J P O T F on our OTCQB Venture Market.

Jake Kalpakian

It's been great talking with you. Thank you for having me.

**This is an autogenerated transcript and may contain typos.*