

## Case Study

**LexisNexis® Risk Solutions and Infocredit Group** help **Kaizen Gaming** to pursue the highest level of compliance with Financial Crime Regulatory Requirements

### Customer

**Kaizen Gaming International Ltd (Stoiximan & Betano)**

### Requirements

- ✓ Maintain the highest level of compliance with AML / CFT regulation.
- ✓ Expand to new, fully regulated territories.
- ✓ Embed Sanctions and PEP watch lists into their in-house screening solution.

### Solution

Leveraging LexisNexis Risk Solutions WorldCompliance data set, Kaizen Gaming can identify real-time PEPs and Sanctioned entities in all territories where they currently operate. WorldCompliance data provides them with more than just the alert; it gives them a full insight of the watchlist entity so they would really know their customer.

### Overview

Kaizen Gaming is the leading Game-Tech company in Greece and one of the fastest-growing in Europe. Being international with a local approach, the company is currently operating in 6 countries, with the Stoiximan brand in Greece and Cyprus, and with its international brand, Betano in Germany, Romania, Portugal and Brazil.

During the past few years, Kaizen Gaming has successfully expanded their business to new territories and has experienced a significant growth of their customer base. Prioritizing the highest level of compliance with AML regulatory requirements, Kaizen Gaming was looking for a reliable data provider to help them identify Sanctioned entities and Politically Exposed Persons.

**Kaizen Gaming** had worked closely with **Infocredit Group**, a strategic partner of **LexisNexis Risk Solutions**, and they have recognised it as a trustworthy provider of the watch list data, offering more than just Sanctions or PEP data.

“We chose WorldCompliance data, as it filled our needs better, plus posed a constructive challenge to our tech team of experts. But above all, **it gave us the chance to truly know our customers**, as it also includes Adverse Media and Enforcement entities.”

-**ANASTASIA VOUKYKLARI** Senior Compliance Analyst, Kaizen Gaming



### The Challenge

Over the past few years, Kaizen Gaming had increased its share in various markets where they operate, while it was also expanding to new jurisdictions. This inevitably affected the growth of the customer base and subsequently the need to adopt a more efficient solution that would meet their business needs in the context of PEP and Sanction screening.

“The growth of our clientele played a huge part in us deciding to move on with a new solution. At the same time, all markets we choose to operate in are fully regulated under Anti-Money Laundering Directives, which impose stricter obligations for the identification of PEP and Sanction entities by the Gaming Industry. Obligations that our company wishes to continue to meet in the **highest standard.**”

-**ANASTASIA VOUKYKLARI** Senior Compliance Analyst, Kaizen Gaming

Using Online Search Tool to identify Sanctioned and PEP entities was no longer the most efficient way to carry out a quality screening process. Decision to work with Infocredit Group and to select LexisNexis Risk Solutions WorldCompliance data was a result of a detailed Proof of Concept, variety of services offered and the existing market credibility.

### The Power of WorldCompliance Comprehensive Risk Data

Kaizen Gaming developed an in-house state-of-the-art tool, which integrates WorldCompliance data easily and matches automatically their customer verified data with possible matches in the WorldCompliance data set. With this easy integration and automated process, Kaizen Gaming no longer had to perform manual searches and their analysts were able to focus on positive matches. With WorldCompliance data, 100% of their newly verified clients is screened against PEP/Sanctions lists in an early registration phase.

In their own words, not only did they recognize the powerful data WorldCompliance can offer, they have also recognised Infocredit Group and LexisNexis Risk Solutions professionals and their passion to help customers as an asset for this joint effort:

“ Starting from the product itself, the database is impressively large, with the information included complete and sufficient. But **what is truly unique is the people**; they gave us –and still do- an excellent support from start to finish.”

**-ANASTASIA VOUKYKLARI** Senior Compliance Analyst, Kaizen Gaming

“ We are pleased and proud to work closely with Kaizen Gaming (“Stoiximan” and “Betano”), a leading Game-Tech company in Greece, Cyprus and Romania; and one of the fastest-growing in Europe. I would like to thank Ms. Anastasia Voukyklari and the whole Kaizen Gaming team for giving us the opportunity to contribute in pursuing the highest level of compliance with the Financial Crime Regulatory Requirements. Our highest priority is to provide the highest level of service and support to our customers along with the right solutions that best fit to their needs in the long run.”

**- THEODOROS KRINGOU** Managing Director, Infocredit Group Ltd

### About Infocredit Group

Infocredit Group is a strategic partner of LexisNexis Risk Solutions offering KYC solutions for anti-money laundering compliance, including data services on PEPs, Sanctions, Enforcement, Adverse Media with global coverage. Infocredit Group has been a leading provider of risk management and compliance solutions for more than 45 years with solutions for all sized entities and of all industries.

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