

## CURRICULUM VITAE

**April 2025**

### PERSONAL AND CONTACT DETAILS

Name: Nicholas M.Gatt  
Birth Date: 9<sup>th</sup> July 1983  
Marital Status: Married  
Nationality: Maltese  
Fluent Languages: Maltese, English, Italian and Spanish  
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Qualifications: B.Comm (hons)  
Financial Services Diploma

### EDUCATION

1988 – 1999: St Edwards College, Vittoriosa  
Achieved: 9 O'Levels: Maltese, English Language, Mathematics, Italian, Economics, Physics, French, Accounts, Physical Education  
2000 – 2002: Junior College, Msida  
Achieved: 3 A' Levels: Accounts, Marketing, and Economics  
Achieved: 4 I' Levels: English, Environmental Science, Systems of Knowledge, IT  
2002 – 2006: University of Malta, Msida  
Achieved: BComm (Hons)  
Graduation date: December 2006

AML Official Courses: iGaming Academy Courses  
The risk based approach (Frisk Institution)  
MLRO Decision making (Frisk Institution)  
MLRO Responsibilities (Frisk Institution)  
Anti-Money Laundering Angst (Frisk Institution)  
Anti-Money Laundering and Counter Terrorist Funding Course (IGA)  
The shocking scale of cybercrime (IGA)  
KPMG Yearly AML Course  
MLRO Master Class Course (15 hours of CPD Training)  
Ecams

Other courses: iGaming from a VAT perspective (IGA)

Awards: Winner of iGaming Idol-Compliance and Regulated Markets 2016

**2015- Owner/Director- NGATT Consultancy Services Ltd**

Position: Owner- A company providing advisory and regulatory services with Fintech and Financial Services and Compliance advisory within UK, Malta, Sweden, US, Romania Jurisdictions.

**Directorships:**

Development MT Ltd  
Progressplay Ltd

**Activities:**

-AML and Compliance Advisory

Current  
Synot Games Ltd  
-Island Odyssey Ventures B.V.  
-GEM Solutions BV  
-Plexian BV

-Screening new clients  
-Assisting in drafting up Policies and Procedures

November 2013-August 2015

Position: New Jersey, United States- Compliance/ I Gaming Manager/

Founded in 1932, Bally Technologies (NYSE: BYI) provides the global gaming industry with innovative games, table game products, systems, mobile, and iGaming solutions that drive revenue and provide operating efficiencies for gaming operators.

**Responsibilities:**

-Assisting in Compliance matters in New Jersey for Bally technologies and other operating markets.  
- Product Lead for Golden Nugget Casino (Real Wagering) New Jersey and other Virtual Credits Customers.  
- Responsible for Compliance for Mobile Product/development for Apple and Android apps --  
-Responsible for creating New Mobile App/enhancements/optimization of current one from Compliance perspective  
- Project Management  
-Working closely with Golden Nugget compliance team and on various processes for the NJ jurisdiction.  
- Maintaining operator portfolio  
- Coordination for Compliance Manuals, Operations, Design and IT  
- Account Management for blue chip clients

- Responsible for Website Content and all Content Compliance
- Launching of new Games with Various Game Suppliers in compliance with Jurisdiction regulations.
- Analysis of New Jersey Division of Gaming Enforcement (NJ DGE) regulations
- Implementation of regulations within the back-office tools from a Compliance perspective.
- Full product documentation and reporting requirements for NJ DGE review and approval
- Creating project timeline and implement for website and client development and integration for Real Wagering applications
- Bonus development and integration from a compliance perspective
- Working closely with other Compliance teams

### **Consultant Quantum Partners (Law & Advisory Firm)**

September 2011-Dec 2015

Position: **Head of Gaming Services**

Responsibilities:

- Corporate set ups
- Setting up new clients with the MGA and Operations
- Drawing up Road Maps, Business Plans and Financial Projections and all -Documentation for Gaming Applications
- Assisting in Compliance related matters and AML services and advisory
- Assisting with PSP contracts
- Developing Business Plans together with Financial Projections for 3 Years
- Reviewing all Software Components from a Compliance perspective
- Advising on enhancements to Software/IT for Gaming Clients
- Assisting with all MGA Documentation needed
- Developing the IT Plan together with the IT Partners
- Advising on Payment Solutions and third party Commercial Agreements

### **Silver Arrow Marketing (SAM S.A.) PART OF MANAGEMENT TEAM**

January 2009 – June 2011

Manager

Employed by Acerevenue Group, part of the RTG software (Real Time Gaming) in the Casino Online Industry and responsible for the setting up of a new affiliate program software besides also directly responsible for setting up casino promos and bonus structures and marketing materials together with newsletters and retention bonuses and all marketing activities.

In my time at Acerevenue, we also produced and managed to integrate a whole new software system twice. The first part of the software which was used for launch was kept being developed constantly until we completely launched a new platform.

Achievements:

- Changed all bonus structures of the 3 RTG casinos which lead it to a better and more profitable product.
- Successful slots promos, table games and welcome bonuses promos
- Made Acerevenue a success with more than 1000 new depositors every month since going live just from affiliates.

- Successful Social Media Campaigns on twitter and Facebook together with the successful managing of all forums.
- Set up procedures within the Team and great coordination with other departments which include finance, fraud, withdrawals and most importantly Product Managers.
- Acquired top affiliates in such a short time.
- Great backend office and reliable Affiliate Program together with top marketing materials
- Build winning and can do mentality throughout the team and 1 of the most successful Affiliate Programs in such a short time
- Took new Brands to the Market and Made them Successful
- Ranked top 10 online Casino brands worldwide

#### Responsibilities:

- Management and Development of strategy
- Social Media
- Affiliate acquisition strategy and Retention Marketing
- Business Technical Development & implementation of new ideas for adding innovative features and functionality enhancements
- Management of Budgets for Marketing relating Activities
- Change of all bonus structures and marketing promos which have been successful
- Account Management of VIP affiliates
- Developing customer oriented promotions and growth opportunities
- Working with CRM, Sales Agents, Retention Call Agents, Marketing, SEO teams
- Management of all creative and Marketing Tools
- Affiliate reports for company CEO and directly reporting to CEO
- Competitor research and benchmarking
- PR Management
- Building a reputation for the company
- Events for Affiliates and attending Affiliate Conferences

November 2008 – December 2008

Portomasolive.com

Consultant

Worked with [www.portomasolive.com](http://www.portomasolive.com) on setting up the Affiliate Program and all the structures related to it. The program went successfully live on the 4<sup>th</sup> December 08.

March 2007- October 2008:

expekt.com

Campaign Manager/Account Manager

Worked with expekt.com, an international online gaming company.

During my time I worked as Affiliate Operator, Affiliate Account Manager and Campaigns Manager.

My role of Campaigns Manager (July 2006-October 2007) included:

- Responsible for media buying, managing the online central budget and campaign management and building up the 'expekt brand'
- Account management of expekt's top global affiliates and also an emphasis on the UK, Italian and Polish markets.
- Global campaigns for affiliates across 22 markets and working closely with all field marketing managers across 20 + markets.
- Creative Coordinator across the Affiliate Program and all paid media, including full responsibility of live odds banners, all tracking and all ad Serving.
- Measuring and delivering a holistic report on full Media Effectiveness across all products and all countries with suggestions for different Country Managers.
- Editing content for the site on the homepage to further develop the brand in a useful way to

customers.

Previously held the position of Affiliate Account Manager (May-July 2007).

- This consisted of the day to day Account Management of partners and affiliates.
- Also worked on the technical side, i.e. implementation of software development and product integration which included Casino, Poker and Bingo.
- Growing the expected affiliate program in terms of affiliates, traffic towards expected, acquisition of new customers, and most importantly the level of contribution across all products was the strategic goal.
- This involved liaising with the Online Marketing Manager, Affiliate Manager, Graphics Team, Product Marketing Managers and Country Marketing Managers to deliver outstanding results.
- Also assisting on the Country by Country Comprehensive Affiliate Strategy.

### SKILLS

- Good Organizational Skills
- Social Media Optimization
- Community Development
- Knowledge of Gaming Industry/PSPs
- Ability to analyze and be innovative
- Affiliate Marketing/Affiliate Management - proven track record of success bringing new traffic and signups
- The ability to drive Customer Acquisition & oversee Retention Marketing
- A great set of Interpersonal Skills
- Ability to lead a team and motivate co-workers and also the ability to work well within a Team and under an intense pressure environment
- Ability to build Conversions and specialize in increasing Optimization
- Web Usability and Project Management
- Building up brands and managing the brand structure both internally and externally
- Technical Integration
- Have a passionate interest for Casino, Sports, Poker and Bingo Products

### INTEREST AND ACTIVITIES

- Reading
- I-Gaming Industry
- Horse riding
- Arranging special summer and New Years Eve events and parties
- Travelling abroad
- Passionate about sports especially football, water polo and horses

### REFERENCES

References:

John Farrugia, Quantum Partners email: [tafarrug@gmail.com](mailto:tafarrug@gmail.com) tel: +35679440612

Dr Karl Sammut- Sammut Legal- [ksammut@sammut.legal](mailto:ksammut@sammut.legal) tel: +35679487334

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More Available upon request.

Source of Wealth

Savings