

## **Corporate Presentation**

Peter Hoetzinger, Co CEO & President

June 2013

Welcome to the Winners' Zone!



## Safe Harbor Statement

Century Casinos. Inc. (the "Company") has prepared this presentation for the sole purpose of providing information relating to the Company. The content of this presentation is based on public information and on data provided by the Company's management. No reliance may be placed for any purposes whatsoever on the information contained in this presentation or on its completeness. accuracy or fairness. The information in this presentation is subject to verification, completion and change, and no representation or warranty is made by the Company or any of its representatives as to the accuracy or completeness of the information and no liability is accepted by any such person for any such information or opinion or for any loss howsoever arising from any use of this presentation or the information contained herein. This presentation and the information contained herein does not constitute or form part of any offer or invitation to sell or to issue, or any solicitation to any offer to purchase or subscribe for securities of the Company, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied upon in connection with, any contract or investment decision. Investors and prospective investors in securities of any issuer mentioned herein are required to make their own independent investigations and appraisal of the business and financial condition of such company and the nature of the securities. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding the Company's financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our services), are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, including, without limitation, economic, competitive, and governmental factors affecting the company's operations, markets, services and prices, which may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The forward-looking statements in this presentation speak only as at the date of this presentation, and the Company will not, and disclaims any obligation to, revise or update any forward-looking statement that is contained herein or that may be made from time to time by it or on its behalf. The information contained in this presentation should be read in conjunction with information contained in the Company's recent filings with the SEC, including, without limitation, filings on Form 10-K, 10-Q and 8-K. The Company's Quarterly Report has been filed with the SEC on Form 10-Q for the most recent period. This presentation contains certain non-GAAP financial measures. Reconciliations to the most directly comparable GAAP financial measures are contained in the earnings news releases.

# International Casino and Entertainment Company



- Developer and operator of mid-market, regional casinos in regulated markets world-wide
- 25 casinos (approx. 3,150 gaming machines and 220 gaming tables):
  - 2 in USA (Colorado)
  - 2 in Canada (Alberta)
  - 1 in the Caribbean (Aruba)
  - 8 in Eastern Europe (Poland)
  - 12 on luxury cruise vessels
- Founded in 1992 by management team that has successfully developed and operated over 130 casinos in 25 countries
- Listed on NASDAQ (1994) and Vienna Stock Exchange (2005)







# International Casino and Entertainment Company



- Focus on entertainment with gaming and attractive non-gaming facilities (Urban Casino Resort concept)
- Target markets include locals and tourists alike
- 1,600 cooperators from 32 different nationalities, 51% females
- Good corporate citizen: more than \$100 million per year in taxes, levies and fees to authorities, thus supporting the needy, cultural and historic causes, health and sports initiatives as well as programs for the youth and senior citizens
- Responsible gaming programs











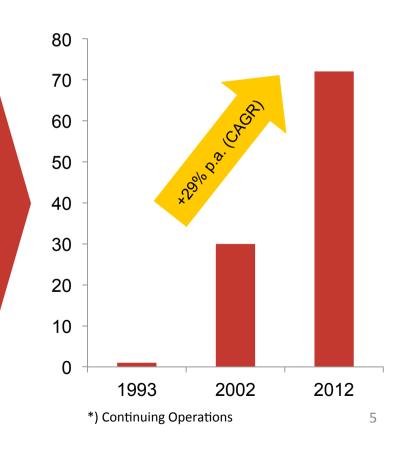
# 20-year Track Record

### **Prudent Expansion Strategy**

- 1992 Company foundation by Erwin Haitzmann and Peter Hoetzinger
- 1993 First casino on cruise vessel
- 1994 NASDAQ-listing and first casino in Colorado
- 2005 Listing on Vienna Stock Exchange
- 2006 Market-entry Canada (Edmonton)
- 2007 Market-entry Poland (33% stake in Casinos Poland Ltd.)
- 2012 13 consecutive quarters with increases in net operating revenues or net earnings
- 2013 Majority control of Casinos Poland Ltd.

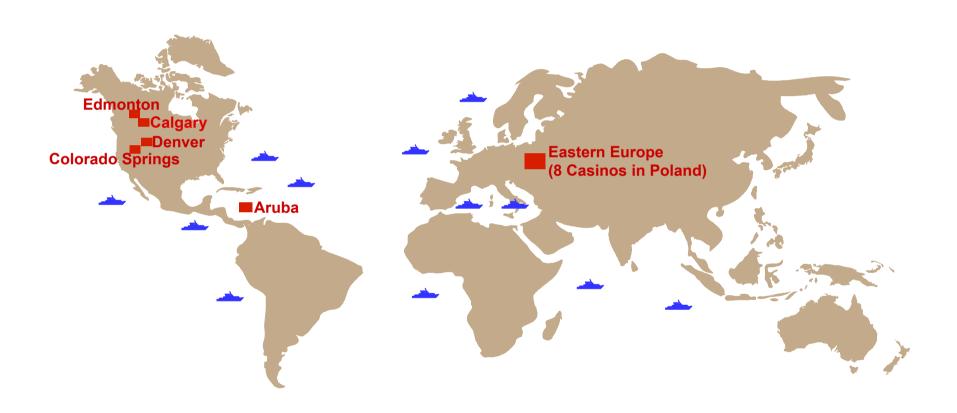
#### **Sustainable Growth**

Net Operating Revenues in USD Mio. \*)





# **International Diversification**



■ Land-based Casinos (13)

**→ Ship-based Casinos (12)** 



## Colorado Casino Market

- We are in 2 out of 3 cities that allow casino gaming (outside of Indian reservations)
- Historic mining towns (Cripple Creek and Central City) have developed into tourist attractions
- Regulatory environment
  - \$100 betting limits
  - All popular casino games available
  - Open 24 / 7
- Marketing competition is intense
  - Promotions and cash coupons are a must
  - Century Casinos has attractive player loyalty programs (>70% carded play)



# Two Casinos in Colorado (USA)











Hotel-Casinos near Denver and Colorado Springs, both wholly-owned		
Central City	Cripple Creek	
Opening 2006	Opening 1993	
12 Gaming Tables and 507 Gaming Machines (100% TITO)	6 Gaming Tables and 450 Gaming Machines (100% TITO)	
26 Hotel rooms, 500 car parking garage	21 Hotel rooms	
2 Restaurants and 1 Bar	1 Restaurant and 2 Bars	



## Alberta (Canada) Casino Market

- Limited number of casino licenses in Alberta high barrier to entry
- Alberta Gaming & Liquor Commission (AGLC) is investment partner
  - Revenue split provides incentive for AGLC to improve our business
  - Upgrading slot machines at both properties
- Calgary Casino Acquired in 1/2010, focus on operating margins
- Edmonton Casino Our largest casino, solid growth, hotel expansion opportunity
- Focus on entertainment options & events to drive traffic
- Strengthening attractions and promotions for VIPs and Asian players





# Two Casinos in Alberta (Canada)









Casinos in major metropolitan areas of Canada, both wholly-owned			
Calgary	Edmonton		
Opening 2010	Opening 2006		
16 Gaming Tables and 529 Gaming Machines (100% TITO)	35 Gaming Tables and 757 Gaming Machines (100% TITO)		
	26 Hotel rooms, heated parking garage		
2 Restaurant and 2 Bars	4 Restaurants and 2 Bars		
Entertainment with 1,100-seat Event Center, Bowling, Show Lounge	Entertainment with Live-Music Lounge, Comedy Club		

# Casinos Poland Ltd.











#### **Casinos in Major Cities of Poland**

66.66% Controlling Stake in Polish Market Leader (43% market share)

33.33% stake since 2007, increased to 66.66% in April 2013 for approx. USD 6.8 million (ca. 4.5 x EBITDA)

High-quality casinos in 4- and 5-star hotels with 80 gaming tables and 320 gaming machines

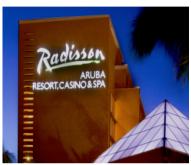
Limited number of licenses – high barrier to entry



## Casino Aruba













**Long-term Management Agreement** 

Re-opening under Century Casinos' Management in 2010

355 rooms and suites, various restaurants and bars, conference and spa facilities



16 Gaming Tables and 200 Gaming Machines for international tourists, guests from other hotels and locals

## 12 Casinos on Cruise Vessels









Largest Independent Operator of Casinos onboard luxury Cruise Vessels

Casinos wholly-owned and operated under casino concession agreements

55 Gaming Tables and 425 Gaming Machines

Opportunistic approach towards cruise lines with affluent passenger mix











# Financial Results Q1 2013 vs. Q1 2012 (excluding Casinos Poland Ltd.)



Net Operating Revenue	\$ 18.0 Million	+ 2%
Adj. EBITDA	\$ 3.2 Million	+ 17%
Earnings from Operations	\$ 2.0 Million	+ 30%
Net Earnings	\$ 1.7 Million	+ 47%
Earnings per Share	\$ 0.07	+ 40%
Net Cash	\$ 21.5 Million	+ 2%

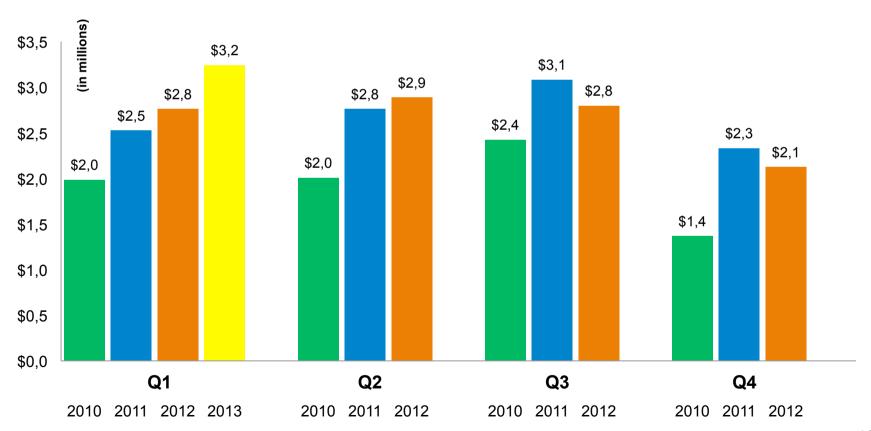
# Net Operating Revenue (excluding Casinos Poland Ltd.)





# Adj. EBITDA (excluding Casinos Poland Ltd.)





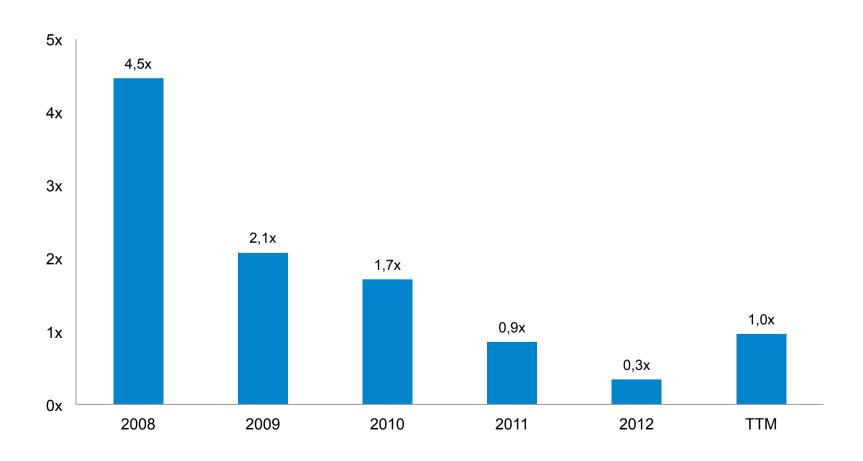


# Earnings per Share



# Debt / Adj. EBITDA (excluding Casinos Poland Ltd.)

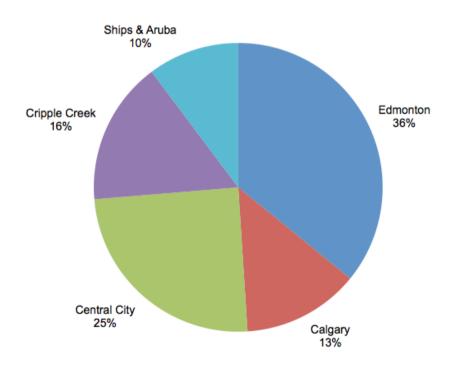




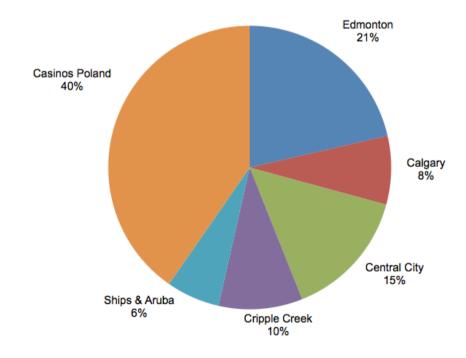


# Revenue Diversification per Casino

#### Without Casinos Poland Ltd.



#### With Casinos Poland Ltd.



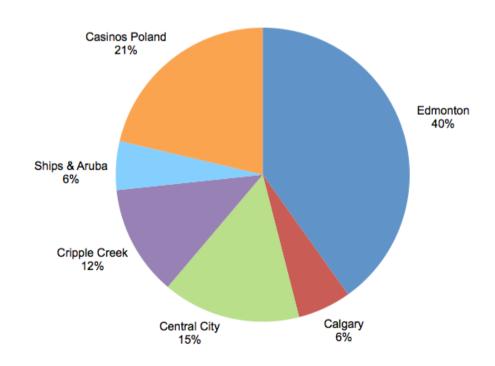


# Adj. EBITDA Diversification per Casino

#### Without Casinos Poland Ltd.

# Ships & Aruba 7% Cripple Creek 15% Edmonton 51% Calgary 8%

#### With Casinos Poland Ltd.



# Forecast Impact of Casinos Poland Acquisition



- April 2013 acquisition of another 1/3 stake (from LOT) for approx. \$6.8 million results in Century Casinos owning 66.66% of Casinos Poland Ltd.
- Consolidating Casinos Poland's results into Century Casinos' consolidated financial statements would present a picture similar to this:

	CNTY 2012 w/o Casinos Poland	CNTY 2012 with Casinos Poland	
Net Operating Revenues	\$71.9 mil	\$115.9 mil	+ 61%
Adj. EBITDA	\$10.6 mil	\$ 14.7 mil *)	+ 39%
Net Earnings	\$ 4.1 mil	\$ 5.0 mil *)	+ 22%

<sup>\*)</sup> minority equity interest deducted





# Casino on new TUI Cruises Ship

- TUI Cruises is a joint venture between Royal Caribbean Cruises and TUI Travel Germany
- Currently two luxurious 1,900-guest ships (Mein Schiff 1, Mein Schiff 2) in service, with focus on the European premium all inclusive cruise market
- Mein Schiff 3, a new 2,500-guest ship, is currently being built, scheduled to commence operations in early 2014
- Casino Concession Agreement extended until at least May 2017





# Summary

- Internationally diversified portfolio, profitable and growing despite difficult economy
- Market leader in Poland and on luxury cruise vessels
- One of the healthiest balance sheets in the industry (net cash of \$21.5 million)
- \$27 million credit line with BMO at 3.75% (currently / floating)
- Globally experienced management team, flexible to undertake projects in any well regulated casino market world-wide
- Recent acquisition and project development announcements (Casinos Poland majority and additional cruise ship casino) provide substantial growth opportunities
- In addition, we are evaluating multiple international opportunities and are able to act quickly (potential acquisitions and green-field developments in attractive markets, including Europe and SE Asia)





#### **CONTACT INFORMATION**

Peter Hoetzinger 彼得·霍令格 Co CEO & President

peter.hoetzinger@cnty.com

US: + 1 (719) 689 5813

Europe: + 43 664 355 3935