

# Corporate Presentation

Peter Hoetzing

Co CEO & President

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# Safe Harbor Statement

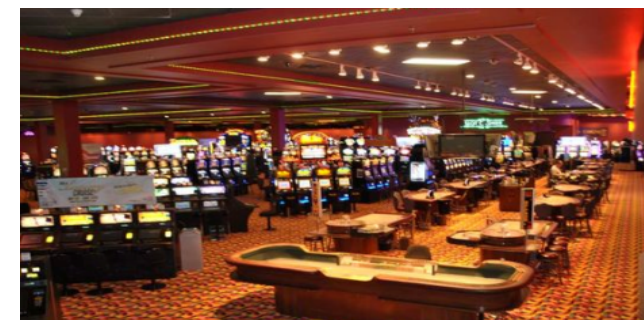


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# International Casino and Entertainment Company



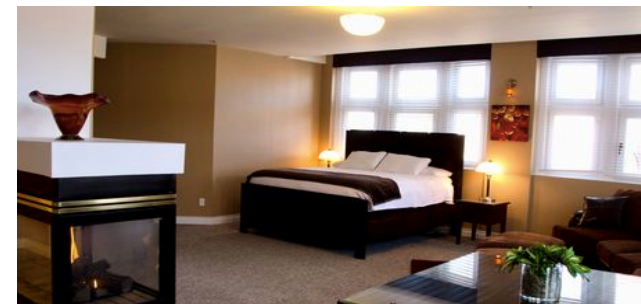
- Developer and operator of mid-market, regional casinos in regulated markets world-wide
- 26 casinos (approx. 3,150 gaming machines and 220 gaming tables):
  - 2 in USA (Colorado)
  - 2 in Canada (Alberta)
  - 1 in the Caribbean (Aruba)
  - 9 in Eastern Europe (Poland)
  - 12 on luxury cruise vessels
- 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% female
- 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

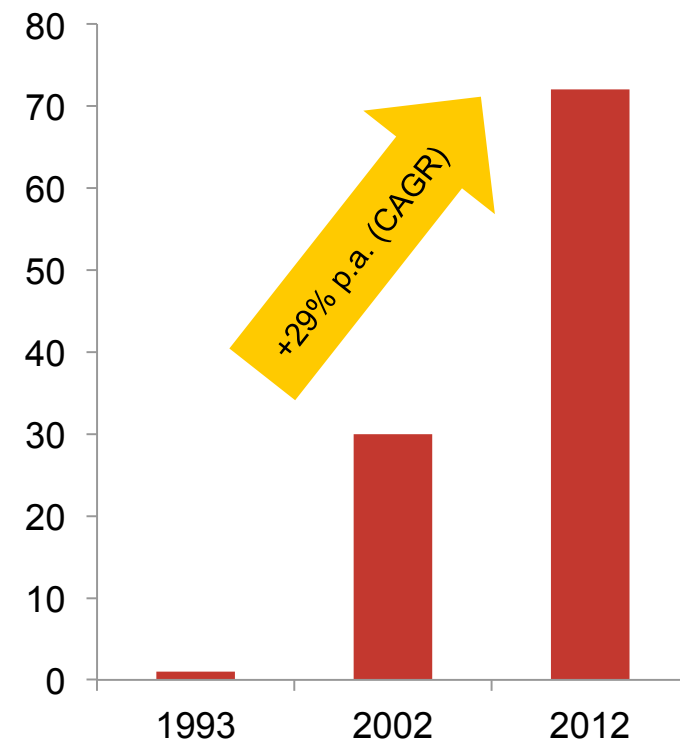


## Prudent Expansion Strategy

- 1992 Company foundation by Co CEOs Erwin Haitzmann and Peter Hoetzing
- 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.

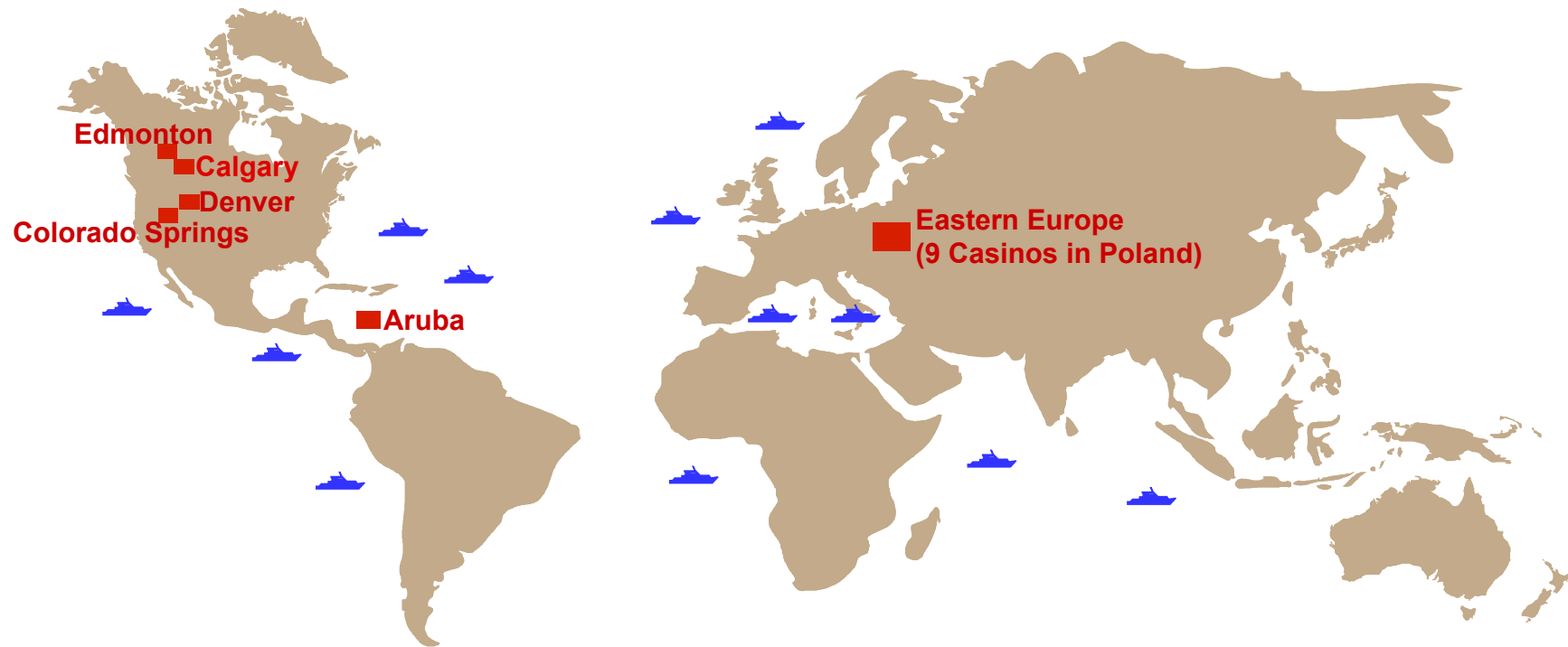
## Sustainable Growth

Net Operating Revenues in USD Mio. \*)



\*) Continuing Operations

# International Diversification



■ Land-based Casinos (14)

🚢 Ship-based Casinos (12)

# Two Casinos in Colorado (USA)



Players Club



## Hotel-Casinos near Denver and Colorado Springs, both wholly-owned

### Central City

Opening 2006

12 Gaming Tables and 507 Gaming Machines (100% TITO)

26 Hotel rooms, 500 car parking garage

2 Restaurants and 1 Bar

### Cripple Creek

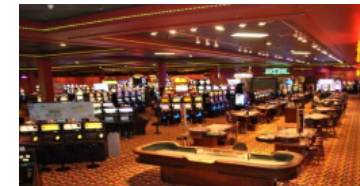
Opening 1993

6 Gaming Tables and 450 Gaming Machines (100% TITO)

21 Hotel rooms

1 Restaurant and 2 Bars

# Two Casinos in Alberta (Canada)



Casinos in major metropolitan areas of Canada, both wholly-owned

## Calgary

Opening 2010

16 Gaming Tables and 529 Gaming Machines (100% TITO)

Extensive surface parking available

2 Restaurant and 2 Bars

Entertainment with 1,100-seat Event Center, Bowling, Show Lounge

## Edmonton

Opening 2006

35 Gaming Tables and 757 Gaming Machines (100% TITO)

26 Hotel rooms, heated parking garage

4 Restaurants and 2 Bars

Entertainment with Live-Music Lounge, Comedy Club



# Nine Casinos in Poland, Europe



**Casinos Poland Ltd. – Nine Casinos in Major Cities of Poland**

66.66% Controlling Stake in Polish Market Leader (45% 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

Elimination of all slot-arcades outside casinos over the next three years

# Casino Aruba



## Casino in Radisson Hotel & Spa Resort 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



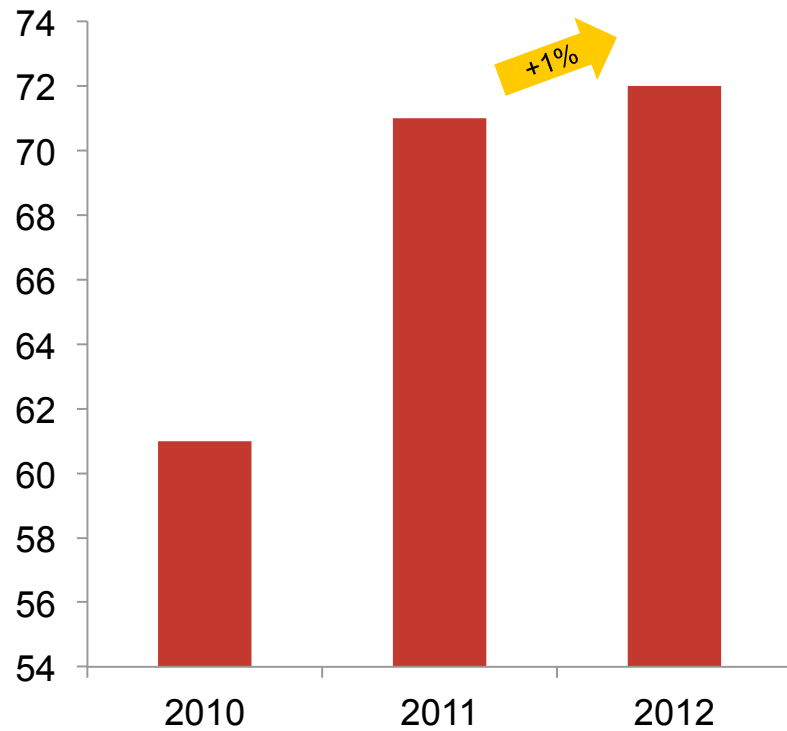


## Financials

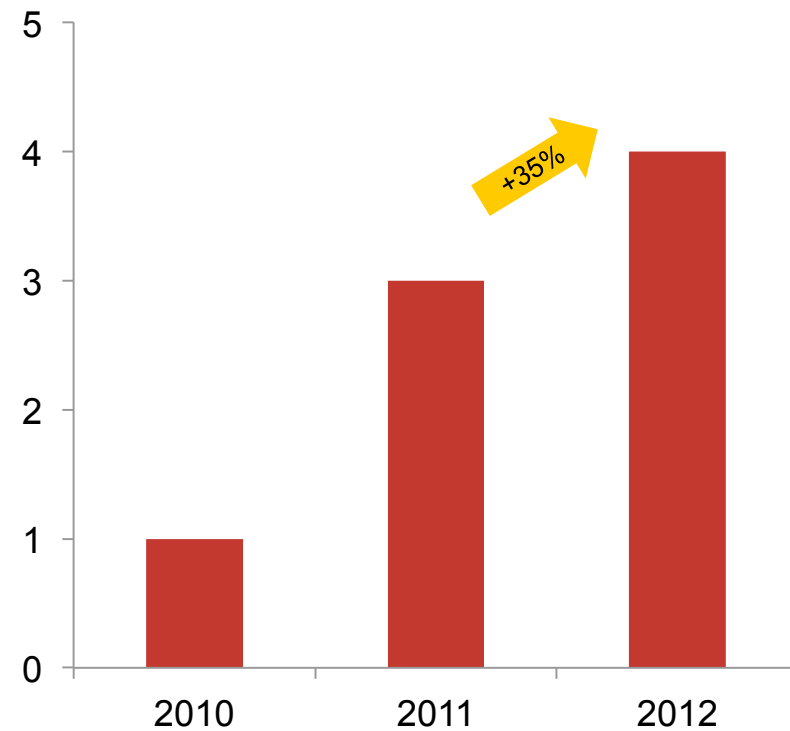
# Sustainable Growth



**Net Operating Revenue 2010-2012**  
in USD Mio.



**Net Earnings 2010-2012**  
in USD Mio.

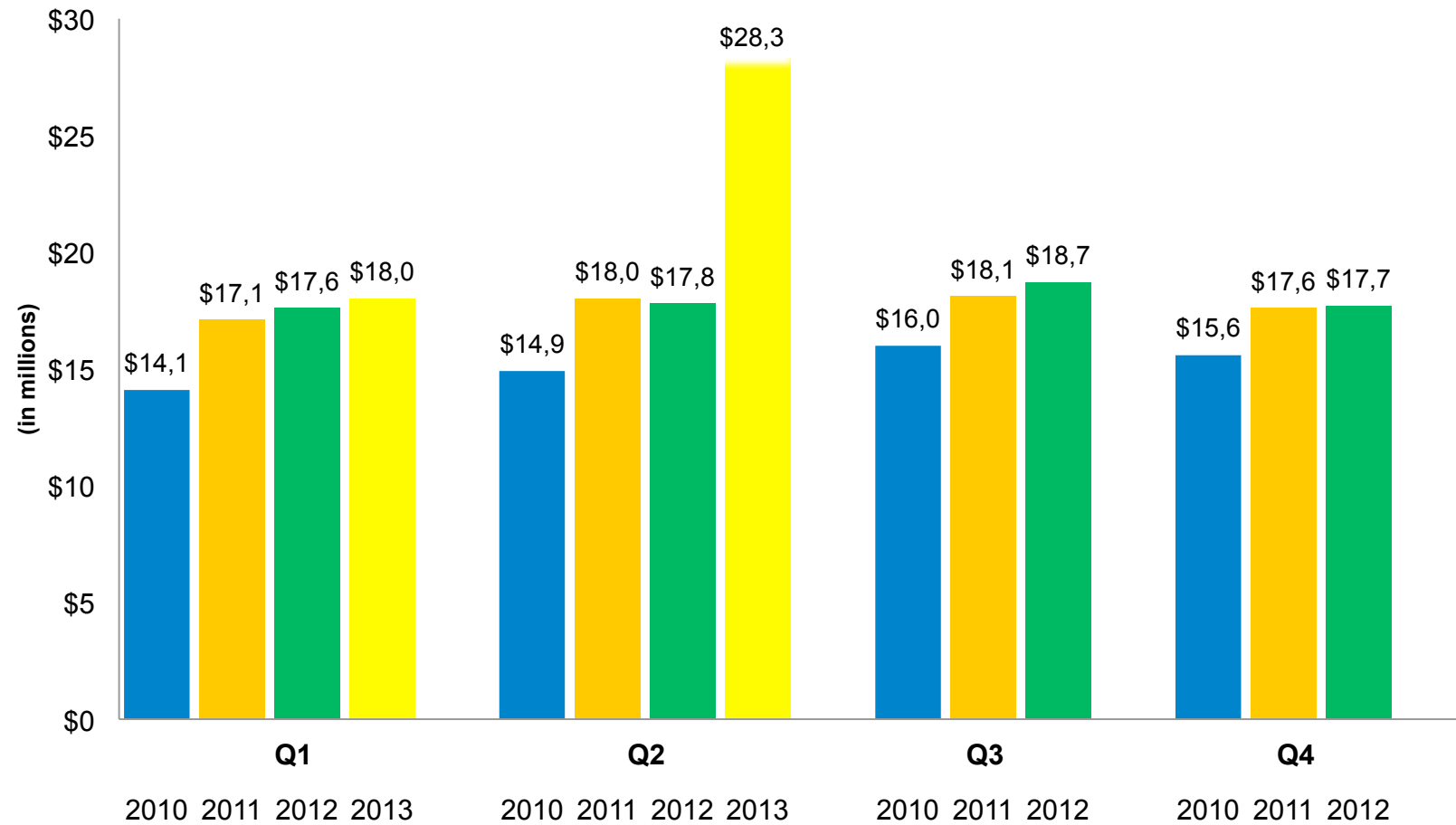


# Financial Results 1.H 2013 vs. 1.H 2012

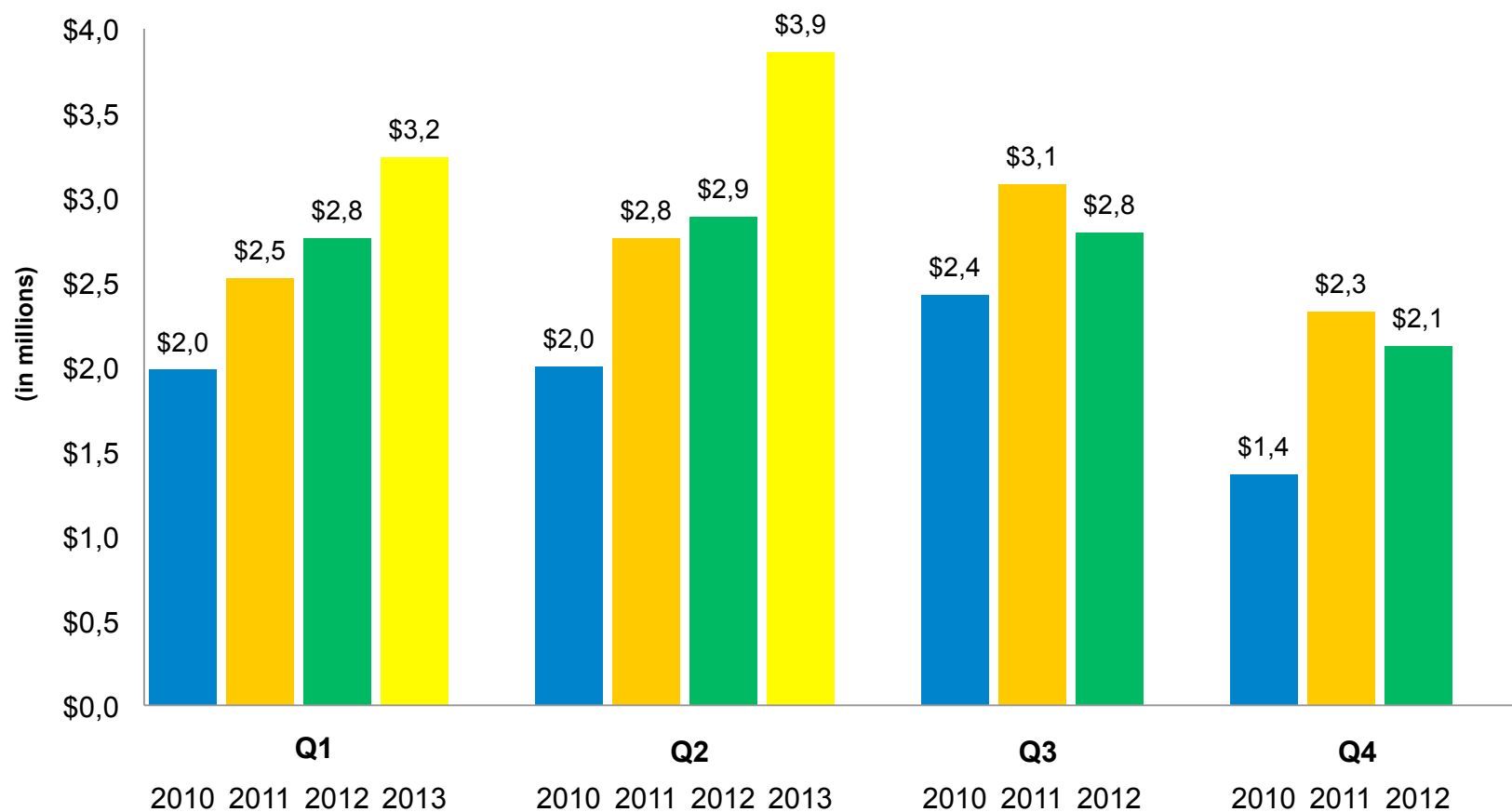


Net Operating Revenue	\$ 46.3 Million	+ 31%
Adj. EBITDA	\$ 7.1 Million	+ 26%
Earnings from Operations	\$ 4.1 Million	+ 26%
Net Earnings	\$ 5.3 Million	+ 133%
Earnings per Share	\$ 0.22	+ 120%
Net Cash	\$ 11.8 Million	

# Net Operating Revenue

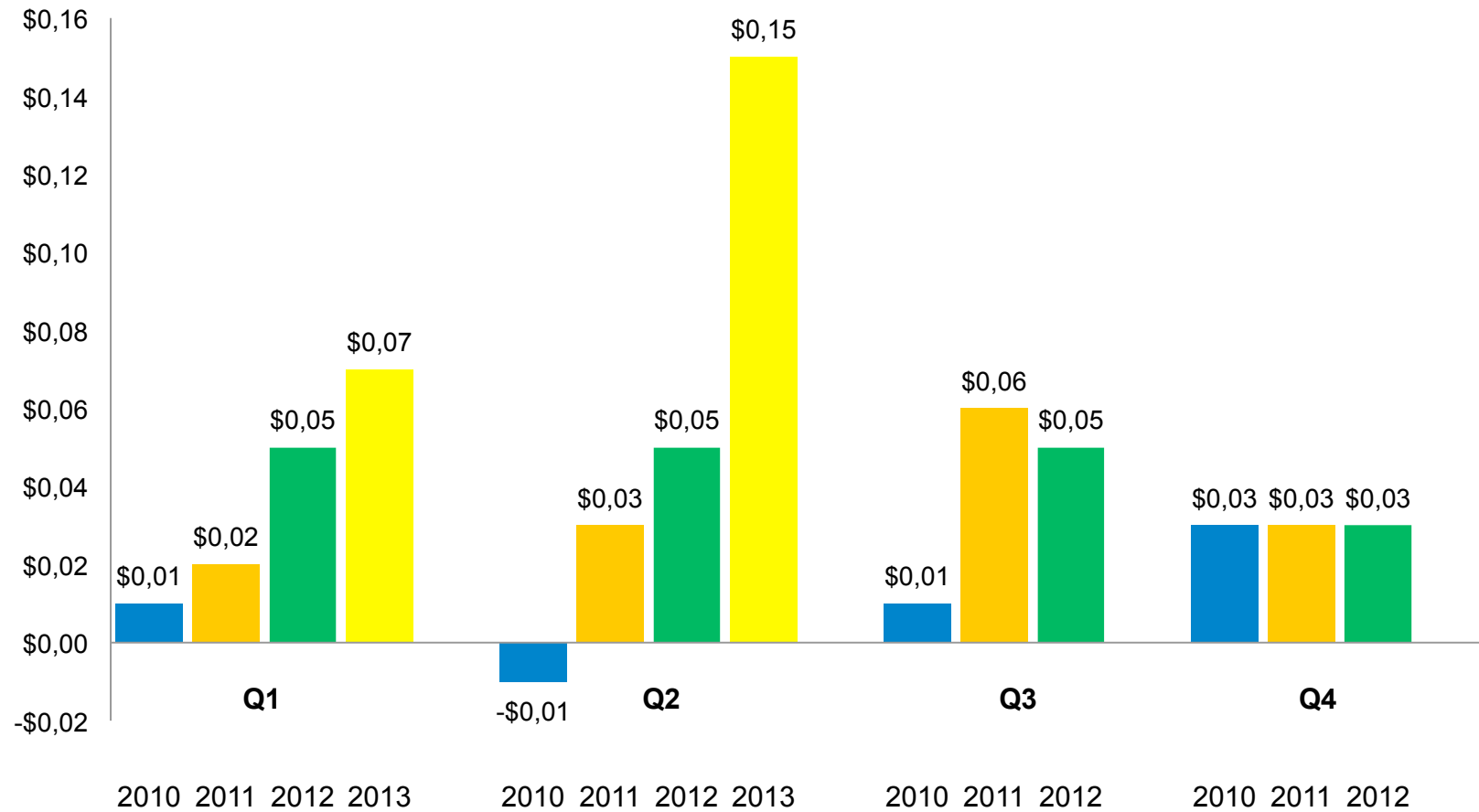


# Adjusted EBITDA





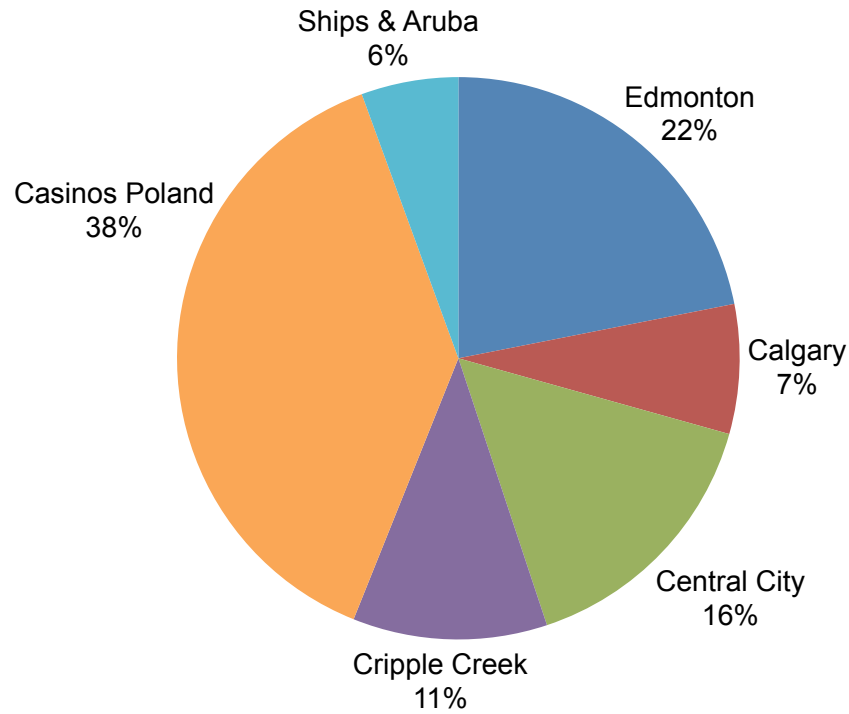
# Earnings per Share



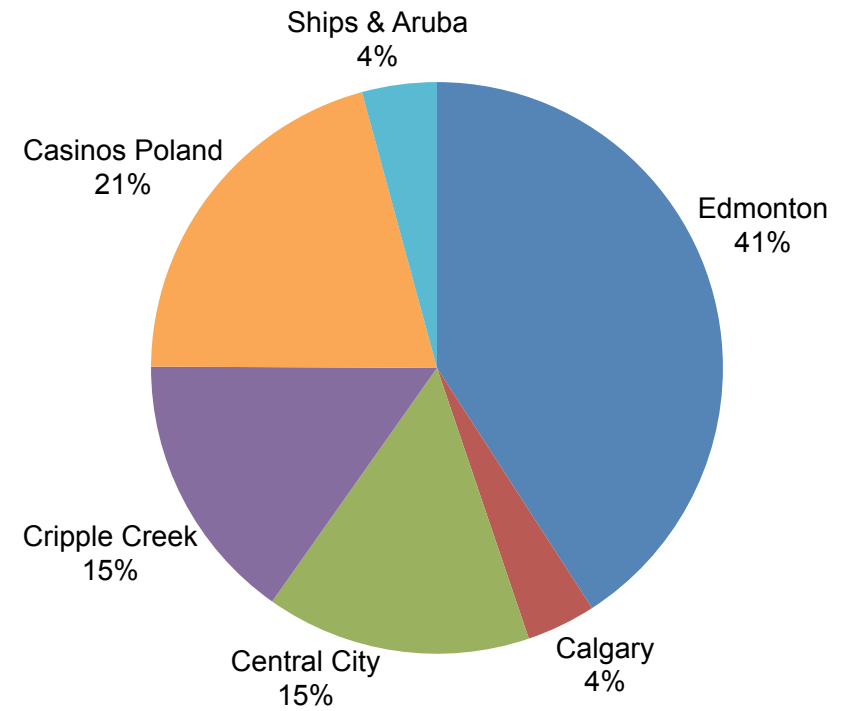
# Geographical Diversification



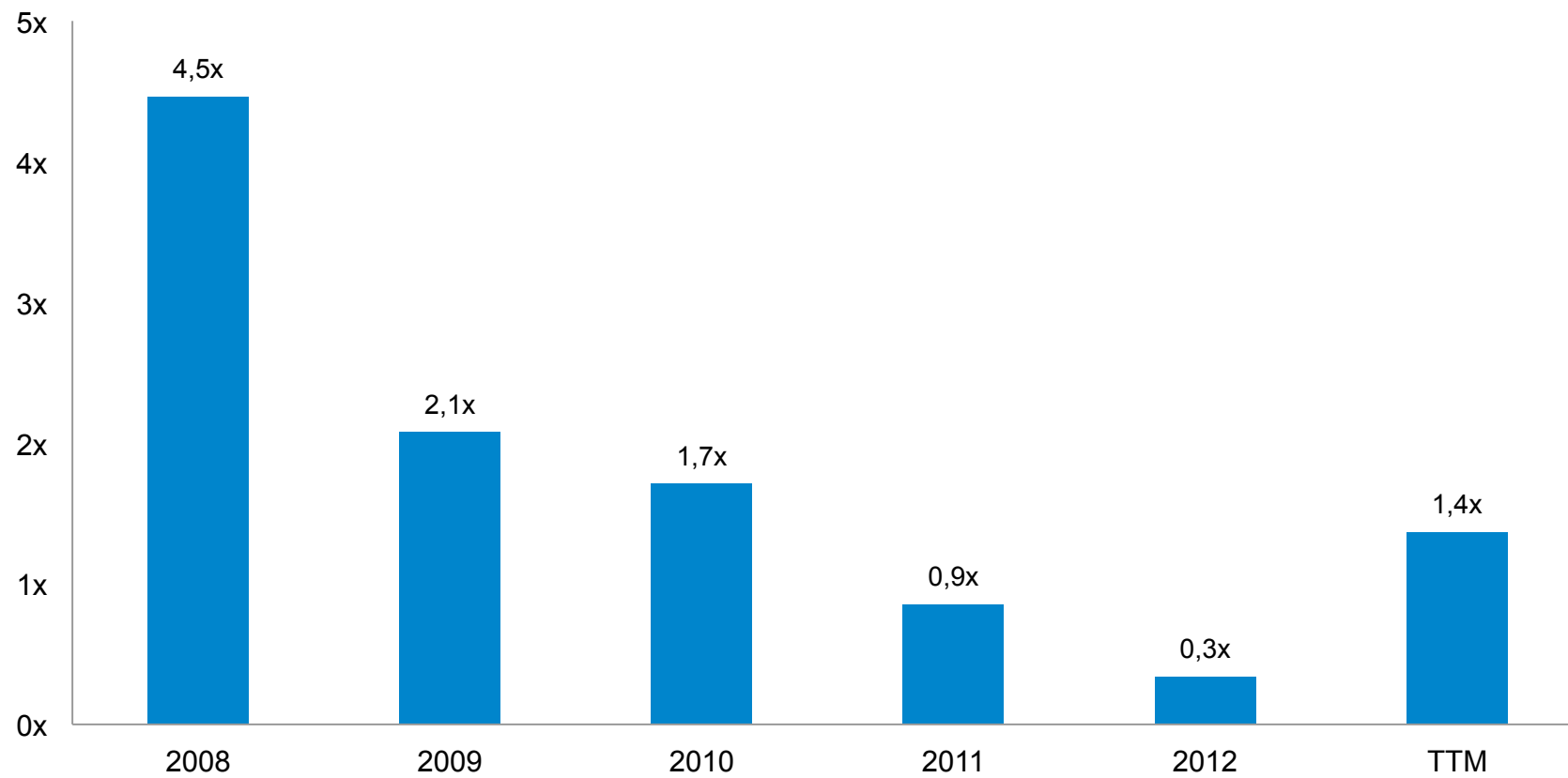
## Net Operating Revenue



## Adjusted EBITDA



# Debt / Adj. EBITDA





## Outlook

# Casinos Poland Ltd.



- We have controlling ownership (66.6%) since April 2013
- Targets for next few quarters:
  - Optimization of operating procedures
  - Analysis of smaller, weaker operations and possibly move locations
  - Improve operating margins (currently 10% only)
- New gaming law provides for the licenses of all slot machines operating outside casinos (in bars, pubs, arcades) to expire over the next three years. Licensed casinos will be the only places to play slot machines.
- Industry experts estimate this market to be around \$100 mil per year. Casinos Poland Ltd., with a 45% market share, well positioned.

## 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



# Application for Casino-License in Vienna, Austria



- Three new casino licenses available in the Vienna metro area
- „Urban Casino Resort“ concept a first for Vienna
- Existing hotel Intercontinental will be renovated, 400 rooms, parking garage, congress- and event facilities, spa, restaurants
- High density of 3-, 4- and 5-Star hotels in immediate vicinity
- Elegant casino with 25 gaming tables and 318 slot machines
- 26% ownership position and management contract
- Decision expected in Q1 2014



# Calgary Racino Project United Horsemen of Alberta



- Only horse race track in Calgary, rights to slot-casino license (moratorium in place, but this license is grandfathered in, last one available in any Alberta metro area).  
15% + 25,75% of slot win.
- Total project cost ca. \$24m, final funding structure TBD, Century will have ownership and management control
- Minimum of 550 slots, 5.5/8th-mile horse race track, bars, lounges, restaurants, off-track-betting and entertainment area
- AGLC approval process and development permits

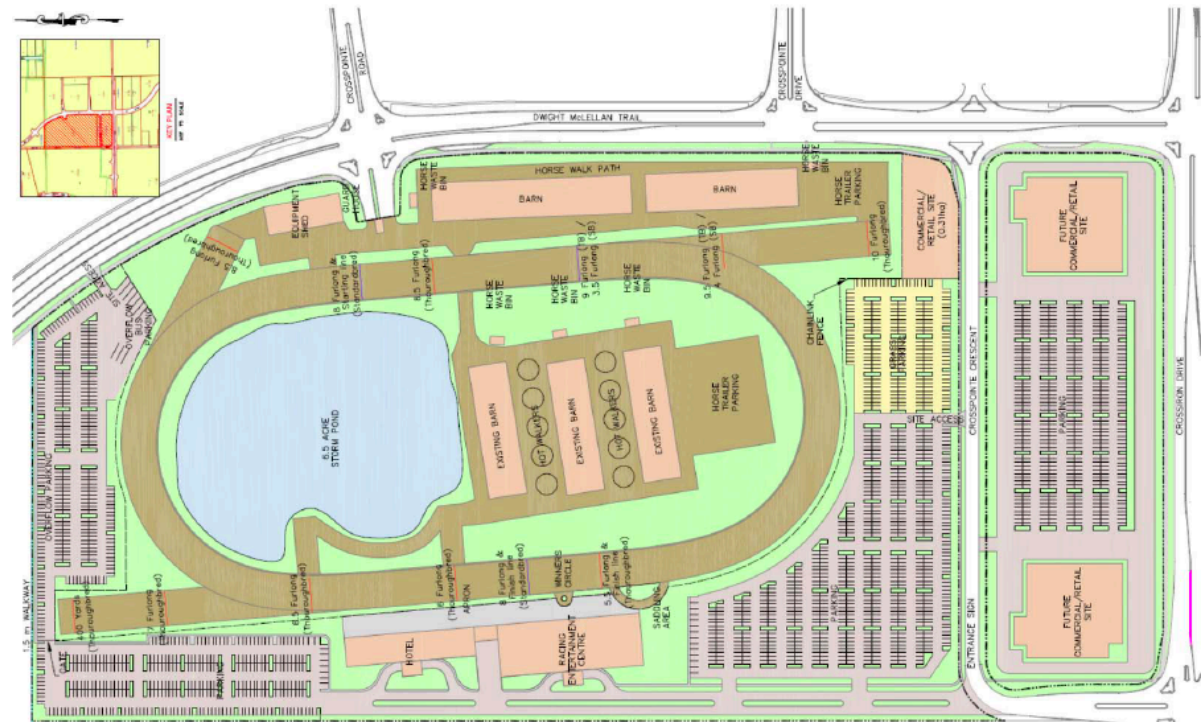


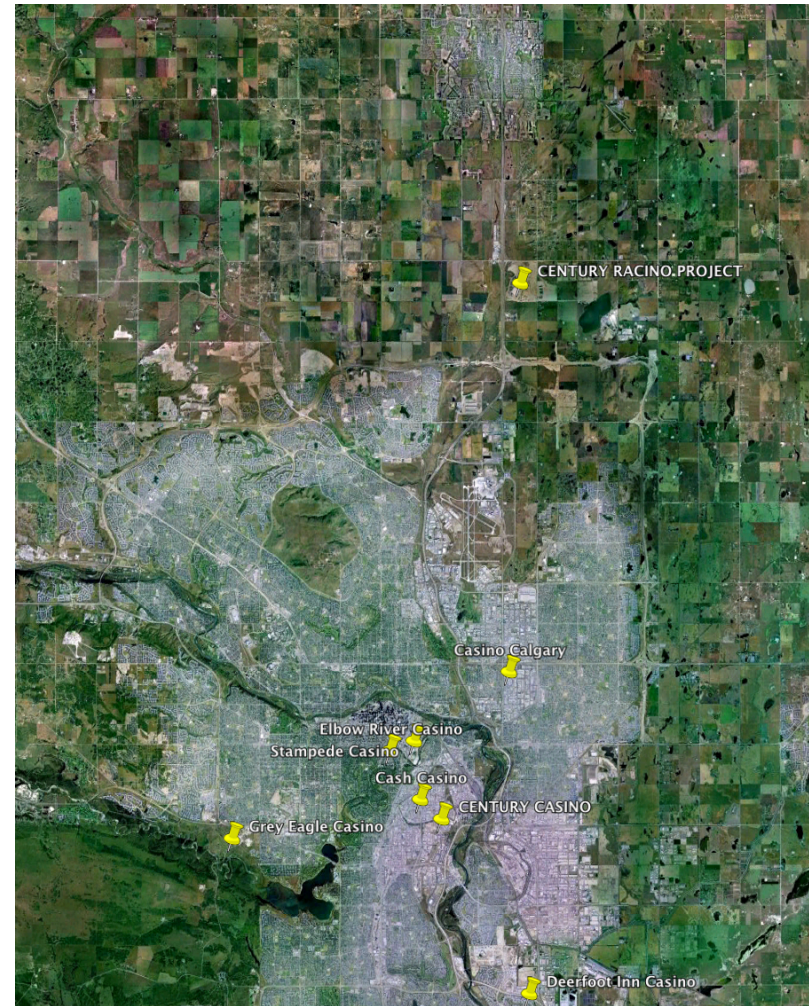
Figure 3 - Proposed REC Site Plan



# Calgary Racino Project United Horsemen of Alberta



- In position to capture north, north east and affluent north west Calgary markets
- On Queen Elizabeth II highway, one of the most heavily used highways in Western Canada, connecting Calgary and Edmonton
- Next to CrossIron Mills (a 1.4 mil sft regional shopping center - anchor tenant Bass Pro Shops - with approx. 8 mil visitors a year)
- In close proximity to Costco, Lowes, a new Walmart Distribution Center and a proposed Target Distribution Center.
- 4.5 miles from Calgary International Airport



## 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 \$11.8 million)
- \$27 million credit line with BMO at 3.9% (currently / floating)
- Globally experienced management team, flexible to undertake projects in any well regulated casino market world-wide (Racino project Calgary, Casino license application Vienna, Austria)
- Recent acquisition and project announcements (Casinos Poland majority and additional cruise ship casino) provide substantial growth
- 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)

*Thank You!*



## **CONTACT INFORMATION**

**Peter Hoetzing** 彼得·霍令格  
**Co CEO & President**

[peter.hoetzing@cnty.com](mailto:peter.hoetzing@cnty.com)

US: + 1 (719) 689 5813

Europe: + 43 664 355 3935

**Welcome**  
**to the Winners' Zone!**