



# **CENTURY**<sup>TM</sup> **CASINOS**

**CORPORATE PRESENTATION**

**Peter Hoetzing, Co-CEO & President**

**September 2011**

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

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# International Casino Entertainment Company



- Develop and operate gaming establishments in regulated markets world-wide
- 24 Casino Operations (3,000 slots and 220 tables):
  - 4 in North America (US and Canada)
  - 7 in Eastern Europe (Poland)
  - 1 in the Caribbean (Aruba)
  - 12 on cruise ships (largest independent operator of casinos onboard luxury cruise ships)
- Founded in 1992 and listed on NASDAQ (1994) and Vienna Stock Exchange (2005); Ticker: CNTY
- Experienced senior management successfully developed and managed over 130 casinos in 25 countries and on cruise ships
- Successful track record of capital and operational discipline

# Investment Highlights



- Established facilities in key markets with high barriers to entry (limited number of casino licenses in Canada and Poland)
- Strong balance sheet (net cash position)
- Expansion opportunities in new geographies
- Operational optimization program to increase margins as revenue improves
  - Strong focus on cost control and operating efficiencies
  - Poised to take advantage of economic recovery in North America
- 2010 transactions expanded business on land and at sea
- Recent acquisitions expected to provide substantial revenue increases



# 2010 Transactions



## Land

- Calgary - January acquisition of the Silver Dollar Casino for \$11.5mm  
- November re-launch under Century brand
- Cripple Creek, CO - September re-launch under Century brand
- Central City, CO - December relocation of Deli and Poker room
- Aruba - December agreement with Carlson Radisson Hotel Group

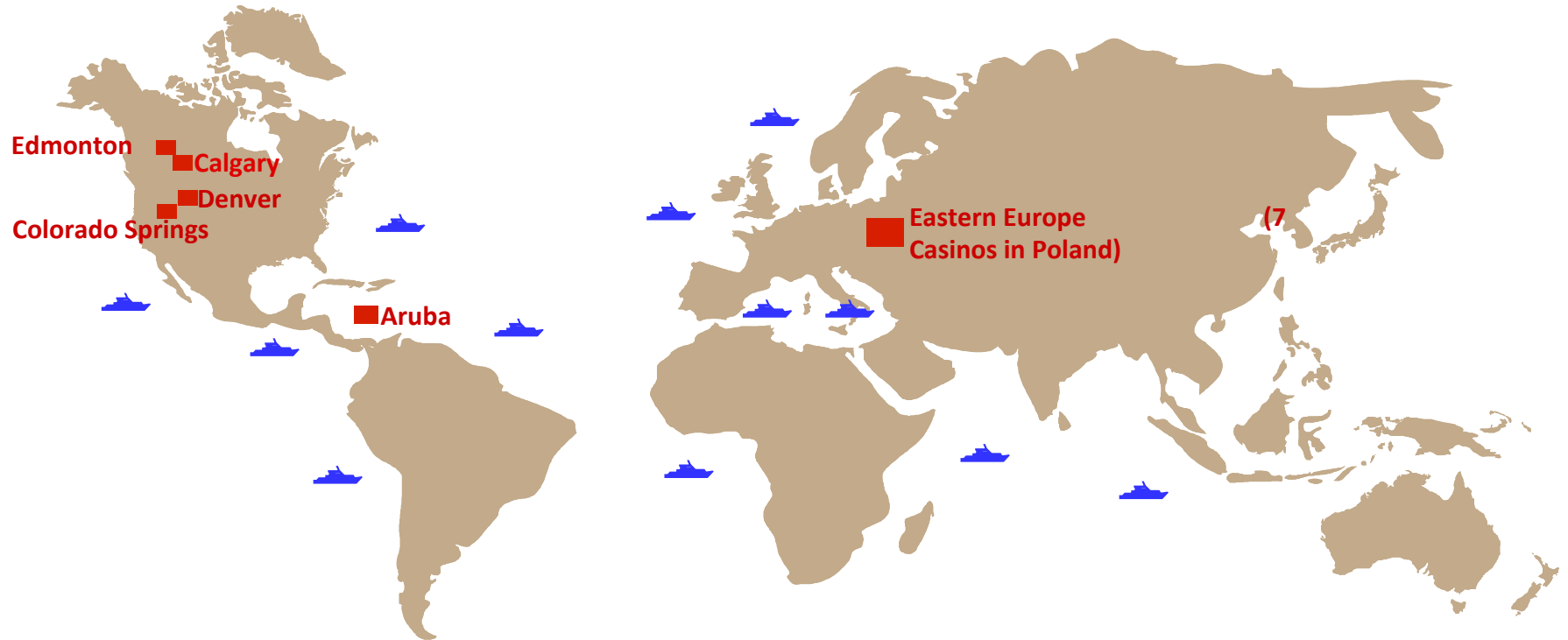
## Sea

- Regent Seven Seas Cruises - agreement for 3 casinos
- Windstar Cruises - agreement for 3 casinos
- Oceania Cruises - 5 year contract extension for 5 casinos



# Business Review

# International Diversification



■ Land-based Casino resorts (12)

🚢 Ship-based Casinos (12)

# Land Properties



- Mid-size casinos, catering primarily to local customers with some tourism
- Key Criteria
  - Well regulated markets with robust casino legislation
  - Immediate catchment area – residents within 60-90 minutes
  - Economic terms (gaming tax structure, investment required)
- Non-gaming amenities increasingly important
  - F&B, Lodging
  - Entertainment (Shows, Events, Bowling, Comedy Club)
- Focus on customer service
  - Comfort equates to repeat business – treat like VIPs
  - Reward player loyalty

# Colorado Casino Market



- We are in 2 out of the 3 cities that allow casino gaming (outside of Indian reservations). Historic mining towns have developed into tourist attractions.
- Regulatory environment more favorable since July 2009
  - Increased betting limits
  - Additional games
  - Extended hours of operations
  - Reduction of gaming tax by 5% (from July 2011)
- Marketing competition is fierce
  - Century Casinos has attractive player loyalty programs
  - Promotions and cash coupons are a must

# Colorado Hotel Casinos



	Central City (near Denver, CO)	Cripple Creek (near Colorado Springs, CO)
Ownership	Wholly Owned	Wholly Owned
Opened/Acquired	2006	1993
Slot Machines	502 (100% TITO)	440 (100% TITO)
Table Games	11	6
Hotel Rooms	26	21
Parking	Garage	Surface
Restaurants/Bars	2/1	1/2
Additional Amenities	--	--
Net Revenue Q2/11 vs. Q2/10	up 7%	up 23%
Adj. EBITDA Q2/11 vs. Q2/10	up 1%	up 40%



# Alberta, Canada, Casino Market



- Limited number of casino licenses in Alberta – high barrier to entry
- Alberta Gaming & Liquor Commission (AGLC) is an active partner
  - Revenue split provides incentive for AGLC to improve our business
  - Upgrading slot machines at both properties
- Calgary Casino - Focus on growing market share
- Edmonton Casino - Our largest casino
- Strong and growing Winners Zone loyalty programs
- Focus on entertainment options & events to drive traffic
- Scheduling recognized entertainment with broad appeal
- Strengthen attractions for VIPs and Asian players



# Canada Hotel Casinos



	Calgary Alberta, Canada	Edmonton Alberta, Canada
Ownership	Wholly Owned: AGLC split	Wholly Owned: AGLC split
Opened/Acquired	Acquired Jan 2010 Re-Open Nov 2010	2006
Slot Machines	529 (100% TITO)	688 (100% TITO)
Table Games	17	35
Hotel Rooms	--	26
Parking	Surface	Heated Garage
Restaurants/Bars	1/2	3/2
Additional Amenities	Bowling, showroom, entertainment	Live music lounge, comedy club, show
Net Revenue Q2/11 vs. Q2/10	up 11%	up 6%
Adj. EBITDA Q2/11 vs. Q2/10	up 471%	up 15%





# International Casinos: Poland



- Casinos Poland has a 53% share of the Polish Casino Market
- Limited number of casino licenses – high barrier to entry
- Locations
  - Warsaw (2), Krakow, Poznan, Katowice, Wroclaw, Gdynia, Sosnowiec
  - High-end venues include Hyatt and Marriott hotels
- Solid performance continues despite changes:
  - Jan 2010 Gaming Law
    - Gaming tax rate increased by 5%
    - New licensing process open to all
    - Elimination of slots outside casinos (over the next 5 years)



# International Casinos: Aruba



- December 2010 signed long-term management agreement with Carlson Radisson Hotel Group
  - Assist in managing the casino and receive management fee
  - No investment required from us
- Casino currently undergoing an exterior and interior design upgrade
- Radisson Hotel & Spa Resort with rooms and suites various restaurants conference and spa facilities
- Casino caters to international tourists (Europe, South American, Canada), and locals



# International Casinos: Cruise Ships



- Largest independent operator of casinos onboard luxury cruise ships
- Opportunistic approach towards cruise lines with affluent passengers
  - Target smaller cruise lines with one to ten ships
  - Cruise lines with more ships tend to manage their own casino business
- Control the entire casino operation
  - Manage personnel
  - Provide equipment
  - Minimal marketing spend: captive audience direct competition
  - Pay percentage of revenue to cruise line



# International Casinos

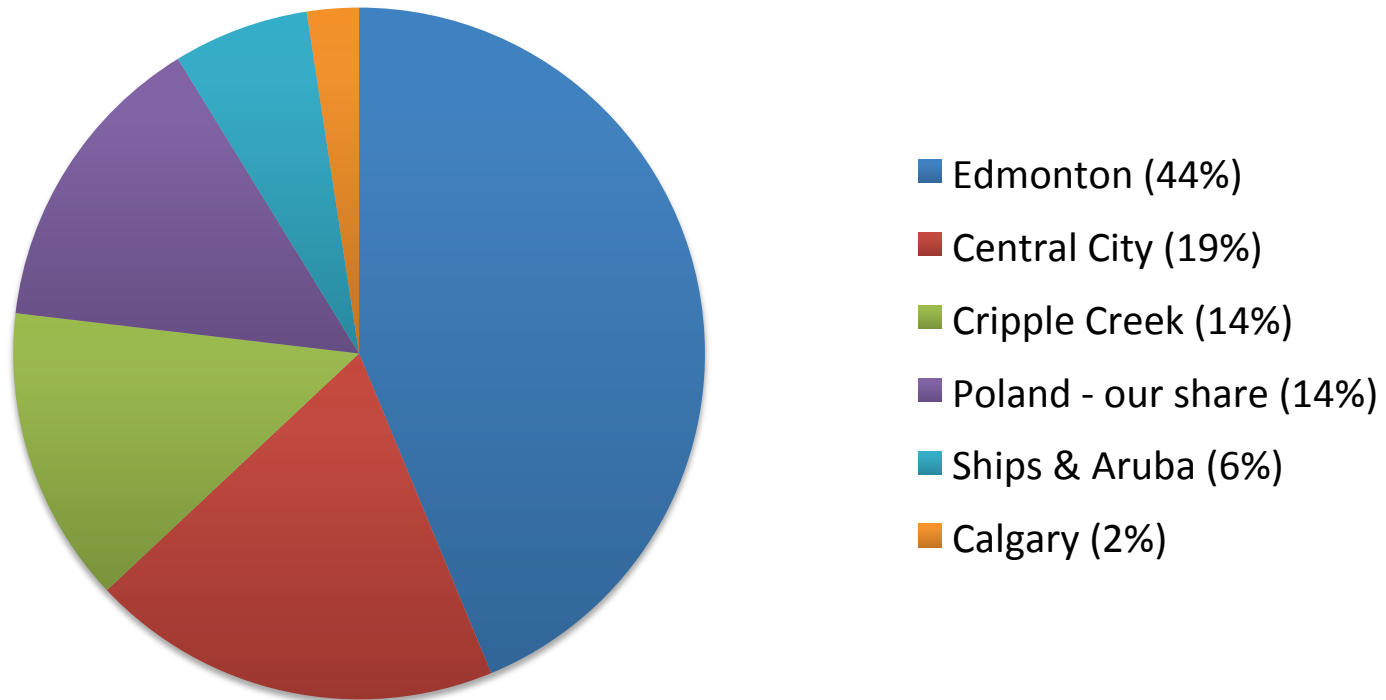


	Poland	Aruba Antiles, Caribbean	Cruise Ships
Ownership	CNTY has 33.3% stake in Casinos Poland Ltd.	Management contract with Radisson hotel	100% owned and operated under concession contracts
Opened/Acquired	March 2007	December 2010	Varies
# of Casinos	7, +1 in development	1	12, +1 under contract
Slot Machines	250	210	360
Table Games	80	15	55
Location/Venue	Casinos located in and 5-Star Hotels 4	Radisson Hotel, Spa and Conference Center	Regent Seven Seas, Oceania, Windstar, TUI
Income Structure	Not consolidated (equity accounting)	Fixed payment plus revenue and EBITDA percentages	Pay percentage of revenue to the cruise line
Revenue Q2/11 vs. Q2/10	up 3%	Management Fee	up 212%
EBITDA Q2/11 vs. Q2/10	up 32%	Management Fee	up 295%

# EBITDA Distribution per Casino



**Adj. EBITDA per Casino in Q2-2011**





# Consolidated Financials

# At a Glance (as of June 30, 2011 - in USD)



## Capital Structure

- Share Price: \$2.80\*
- Shares outstanding: 23.8 mil
- Market Cap: \$66.9 mil\*

## Cash/Debt

- Cash/Cash equivalents: \$19.8 mil
- Bank Debt: \$10.8 mil (at 7% fixed, matures in 12/2012)
- Net Cash: \$9.0 mil vs. \$8.0 mil on Dec 31/10, up 12%

## Revenue / Expense

- Net Operating Revenue \$18.0 mil vs. \$14.9 mil, up 20%
- CapEx: \$1.7 mil

## Earnings

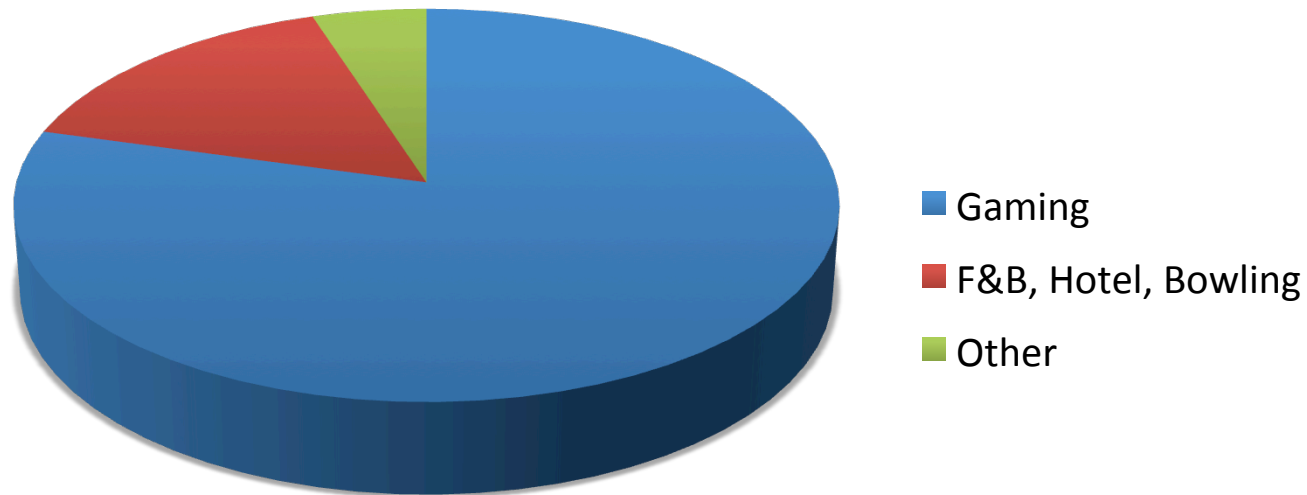
- Operating Earnings \$1.0 mil vs. \$0.3 mil, up 184%
- EPS \$0.03 vs. \$(0.01)
- Adjusted EBITDA \$2.8 mil vs. \$2.0 mil, up 38%

## Operating Margin Book Value

- EBITDA Margin 16%
- Book value per share: \$4.80

\*as of Sep 16, 2011

## Revenue by Source

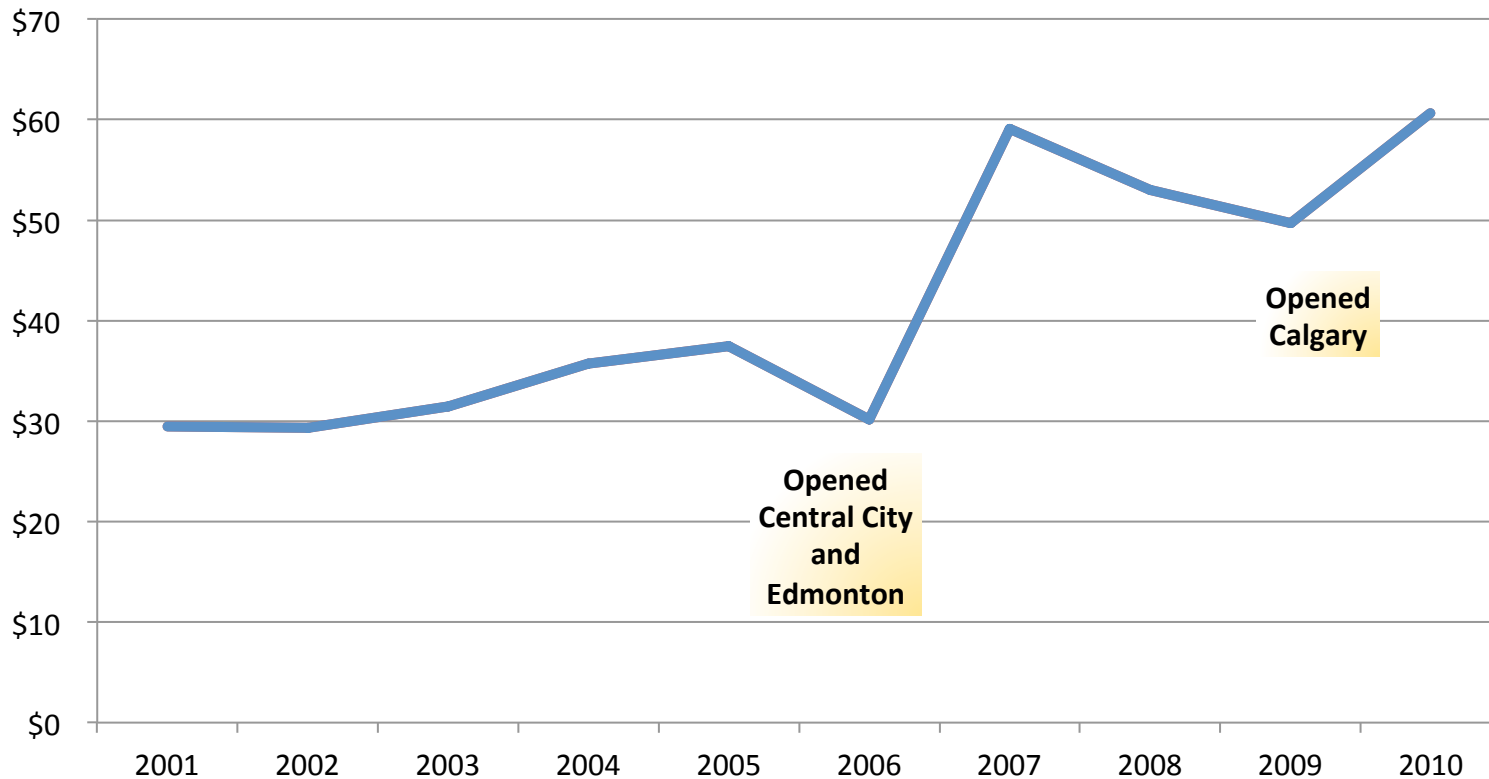




# Financial Charts



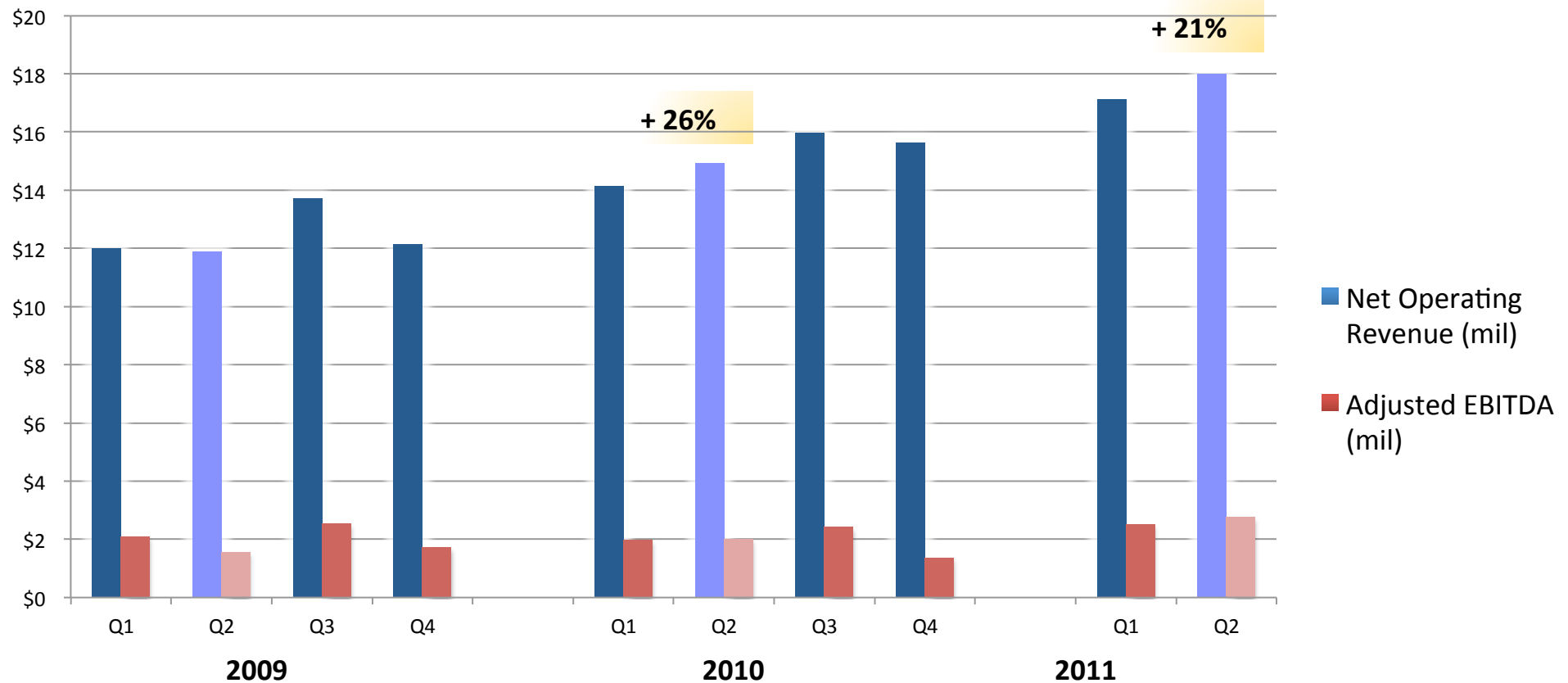
**10 Year Net Operating Revenue**  
(continuing operations, in millions)



# Financial Charts



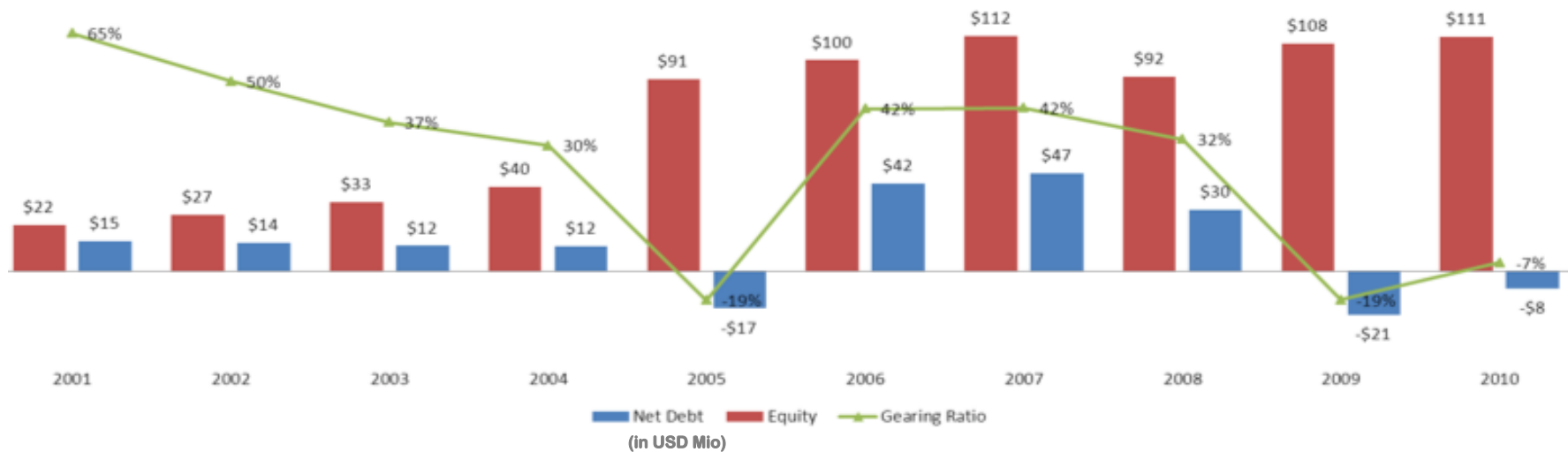
## Quarterly Net Operating Revenue and Adj. EBITDA



# Financial Charts



## Gearing Ratio (Net Debt / Equity): - 7%





## Summary & Outlook

# Management Team



- Erwin Haitzmann: Founder, Chairman of the Board, Co CEO  
40 years casino experience
- Peter Hoetzing: Founder, Vice Chairman of the Board,  
Co CEO & President  
25 years casino experience
- Margaret Stapleton  
Executive VP of Finance
- Timothy Wright  
Vice President Accounting & Corporate Controller
- Andreas Terler  
Managing Director Europe; VP Cruise Ships & Caribbean Operations
- Nikolaus Strohriegel  
Managing Director Europe and Poland; Compliance Officer, Vienna Stock Exchange

# Growth Drivers & Initiatives



- Margin improvement at all existing properties
- In Q2-2011, every single property increased revenues and EBITDA
- One additional cruise ship casino under contract (opening Q1-2012)
- Remain location flexible to undertake projects in any well regulated casino market world-wide
  - Continuously evaluate multiple opportunities on a global basis and able to act quickly
  - Comfortable with property management in numerous countries

# Summary & Outlook



- Healthy balance sheet (net cash)
- International diversification
- Existing portfolio is profitable and growing despite difficult economy – further growth potential during economic recovery
- Recent acquisitions expected to provide substantial revenue increases (i.e. Calgary, Ships, Aruba)
- Globally experienced management team
- Excellent start into third quarter 2011



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**CONTACT INFORMATION**

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# Q & A session

