

**SUZO INTERNATIONAL
PROVIDING A WHOLE WORLD
OF CASINO SOLUTIONS**



Suzo Headquarters, The Netherlands

Suzo International has been serving the coin-machine industry since 1955 when the Suvrein family realised the opportunity of supplying the local Dutch market with spare parts for juke boxes imported from the United States. The company has come a long way since then, to become the largest supplier of components and spare parts for the gaming and amusement industry. Over the years Suzo has become more and more international in its activities. In 1988 the first overseas branch was founded in Germany and management strategy has allowed for continuous company growth. Accordingly, in Europe alone Suzo International now has branches in the UK, Germany, Spain and Poland, along with three branches in South America - in Argentina, Uruguay and Brazil. In 2004 Suzo International teamed up with Happ Controls in the USA to form the Suzo-Happ Group. The Suzo-Happ Group has continued to grow, incorporating more and more well-known companies. Advanced Electronic Systems (AESI) was the first company to join the group, also in 2005. AESI is based in Las Vegas and is very active in the American gaming industry. AESI supports several respected component suppliers, including MEI, Futurelogic, Kortek and Elixir Gaming.

Management continued to focus on expansion with the purchase of Chicago gaming and amusement distributor Mazzco. In November 2006 Starpoint, with a long reputation for excellent quality reels and pushbuttons, joined the team.

Marcel Oelen, Managing Director of Suzo International, is a Dutch



Elixir Chipwasher



Suzo International Gold Series Casino Hopper



Suzo International TFTopper



Marcel Oelen, Managing Director of Suzo International, and Luc Mergeay, ELO Managing Director



IDX X Series Casino Coin Acceptor

national who rose through the ranks of the company, with over twenty years of experience at Suzo. Mr Oelen sheds some light on how Suzo International has been able to expand and cement its position as a leading component supplier, "Only a strong strategy can support such extensive growth. Our focus is always on best-in-class products, whether home-grown, such as our Suzo hoppers and toppers, or distribution products, such as MEI, Elixir Gaming and FutureLogic. It is this kind of presence and service that attracts the best suppliers and gives our customers the confidence and trust that we can support our extensive product range around the globe".

Suzo International has a strong portfolio of over 30,000 products. Customers can choose from two dedicated catalogues, the General Catalogue and the Casino Catalogue. Suzo's long standing Sales Director, Robert van Enkhuijzen, explains how to be successful while maintaining such diversity. "The gaming markets are always evolving. Each market has its own jurisdictional guidelines, leading to differing requirements. It has always been our approach to listen to and understand these varied customer demands. This naturally leads to a growing product portfolio and within this we have been able to support our customers with exactly what they need. Our customers trust Suzo International in our ability to offer not only the correct solutions, but also the best in class within each solution set".

It goes without saying that Suzo International can offer a full range of components for slot machines. Whether it's a towerlight, LED's, a lock or a speaker, the Suzo Catalogue offers everything anybody could possibly need. Both the General Catalogue and the Casino Catalogue can be downloaded from www.suzo.com



Robert van Enkhuijzen, Suzo Sales Director



Hess Polaris

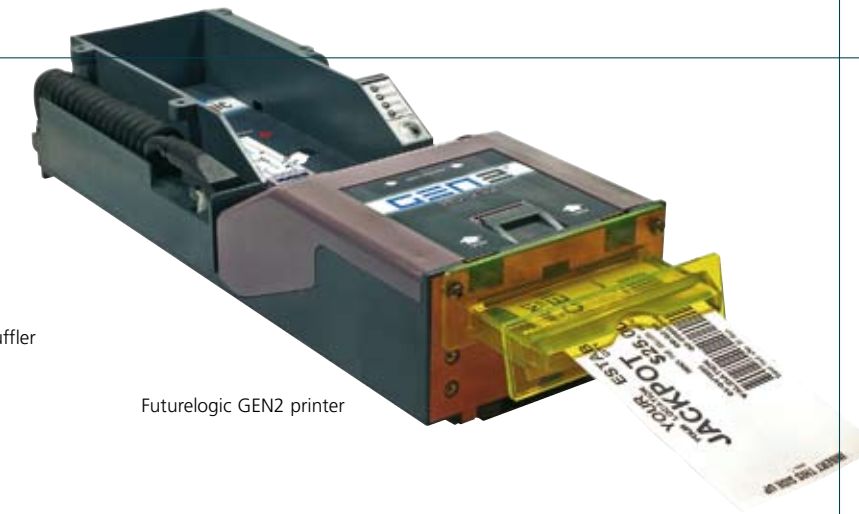
Suzo offers a wide range of Casino hoppers and toppers and is Europe's largest Casino Hopper Manufacturer. The Gold Series has become the standard coin payout hopper in the gaming industry with a wide range of bowl capacities and a high payout speed. The Escendo Escalator Hopper is the ideal solution for slant tops with its patented brush track system. This eliminates shingling (overlapping of coins), formerly a major drawback in products of this type. Customers are offered a wide range of toppers to choose from. The traditional Unitoppers Ellipse, Shield and Ringo have been joined by the Mini Ellipse, allowing the benefits of having a topper even when space is at a premium (low ceiling). The Ellipse TFTopper even allows a 15" TFT monitor to be integrated. Thus, the topper can be used in two new innovative ways - to entertain players via TV and movies or as a marketing tool via flash media. The RGB and Xenon RGB toppers complete the topper range. Innovation is a key strategy for Suzo International. A prime example here is topper synchronisation of up to 8 toppers can be connected to work in a collective pattern. Gone are the days when each topper has a life of its own. Linking toppers can underline, for example, that a bank of machines is linked together. Customers can then instantly identify a linked jackpot system. Suzo International can boast a truly international development team, located in the Netherlands and in China. Suzo-Happ has its own manufacturing base. Dynamics Chinatex Industries (HK) Limited, located in Zhuhai, China, joined the group in October 2007. Chinatex has over 200 employees at its ISO 9001-certified manufacturing facility in Zhuhai, China.



Suzo Escendo Casino Hopper



Elixir RandomPlus Shuffler



Futurelogic GEN2 printer

we were there supporting our customer during the installation of the GEN2 printer from FutureLogic".

Suzo International naturally supports the product base as well. Upgrade kits are available for a wide range of components for practically all manufacturers. Particularly popular are the upgrade monitors, allowing customers to replace old-fashioned monitors for new TFT monitors, making slots look much brighter and newer and, as European distributor for ELO, Suzo has a wealth of experience with monitors. In 2007 sales of ELO monitors increased by an amazing eightfold, an achievement that was justifiably recognized by ELO to Suzo management at ICE 2008.

With increasing demand in TITO, Suzo is proud to offer the industry's leading solution: the FutureLogic GEN2 printer together with the MEI Cashflow SC83 banknote reader and tickets from Graphic Controls. Working closely with Casinos, Suzo International has played a major role introducing the MEI Cashflow which is now being specified as the only banknote reader by many European Casino groups, including Regency in Greece, Solverde in Portugal, Casinos Austria in Austria and Casinos Catalunya in Spain. With growing support from Casinos, the next natural step was to offer table games solutions. Suzo International is the European distributor for Elixir Gaming, offering customers from five major products - the Deck Checker, RandomPlus Shuffler, the Shuffle Pro, the Chipwasher and the Dolphin Chips, to ensure that cards are properly checked and shuffled. RFID chips can also be kept neat and tidy thanks to the ChipWasher, the first gaming chip cleaner of its kind.

Understanding customer needs brought the German company Hess and Suzo together. Suzo offers the German made Polaris Casino Cash Self Service Centre. The Polaris is the complete self service cash redemption centre for the Casino industry. Manufacturers and end users can benefit from the continued dedication of Suzo International to the industry - the best products the industry can offer with a service to match. Further details are available on www.suzo.com



Assa Desmo locks



RGB Topper



Suzo executives: Mathias Reindl, Erik Wijma, Marc Martens and Joost van Egeraat

Suzo International continues to focus on increasing relations with European Casinos. A major element of Suzo Casino philosophy is to provide professional service. Accordingly, in 2007 Suzo International formed its own European Casino Group. Headed by multi-lingual Casino expert Mr Erik Wijma, the team includes both commercial and technical staff who offer direct service to European Casinos. Thus, end users can now also profit from Suzo customer service. Mr Wijma explains the benefits his team offers European Casinos, "We work right at the heart of Casinos, providing solutions. With our broad and expert understanding of the market, we also can advise Casinos on future trends and how to position themselves correctly. For example, we were able to support the Cosmopol Casino Group in Sweden with our TITO knowledge. We are a hands-on company and so



Suzo-Happ Xenon Topper



MEI Cashflow banknote reader



Elixir SufflePro