

EASG SEMINAR IN LONDON

Last month a seminar was organised in London by the European Association for the Study of Gambling (EASG) in collaboration with the European Casino Association (ECA) on "The changing landscape of gambling in Europe".

The seminar was attended by more than 120 participants from the two associations. After the 2006 AGM addressed the issue from a legal and political point of view, this year's seminar looked at gambling from an academic and a business perspective, with three speakers from Harrah's Entertainment Inc., Salford University, and Think & Do International. The seminar was the second time ECA joined forces with the EASG after EASG endorsed the ECA's code of conduct on responsible gambling in 2006.

At the seminar, the EASG elected Malgorzata Rogowicz-Angierman, Managing Director of Casinos Poland, as their new Chairperson. It was also confirmed that the 7th European Conference on Gambling Studies and Policy Issues, organised by the EASG, would be held from 1 - 4 July 2008 in Nova Gorica, Slovenia.



EASG executives: Malgorzata Rogowicz-Angierman, Chairman and Hartmut Nevries, Deputy Chairman



Speech of Peter Remmers, EASG Administrator



Speech by Ron Goudsmit, Chairman of ECA

ABBIATI ENTERS THE RFID TECHNOLOGY MARKET

Abbiati and Progressive Gaming International have strengthened their relationship, signing a licensing agreement that gives Abbiati access to Progressive Gaming's 13.56MHz RFID technology. The agreement allows Abbiati to use the 13.56MHz product in all their gaming chips, plaques and jetons on a world-wide, non-exclusive basis, excluding the USA.

Giorgio Abbiati, Abbiati Managing Director, commented, "We are very excited at the opportunity of continuing our long term relationship with Progressive Gaming, as they are a major international company. Together we can offer our customers a complete RFID solution with Abbiati RFID chips and Progressive Gaming table readers and peripherals".

Mr Abbiati went on to say that, "RFID technology is emerging and will mature into a must-have product as it gives the customer a total solution including complete cage and table management for security and movements throughout the Casino. This investment is part of our long term plan that ensures Abbiati maintains its position as one of the world's leading Casino equipment suppliers".

Neil Crossan, Executive Vice President of International Business at Progressive Gaming, explained, "RFID is a phenomenon taking the world by storm and we are excited about sharing the technology with Abbiati, with whom we have had a very successful relationship for a number of years".



Abbiati executives: Terry Clark, Commercial Director, and Giorgio Abbiati, Managing Director

APPOINTMENT IN THE CIRSA GROUP

Enric Barba has been appointed Manager of Cirsa's B2B group, the result of the merging of Cirsa's Manufacturing and Interactive divisions.

Cirsa Manufacturing designs, manufactures and sells slots for Casinos, bingos, arcades and hosteleries, while Cirsa Interactive designs, sells and operates on-line terminals and systems for instant lotteries, electronic bingos and interconnected slots. In 2006, the combined revenues of the groups amounted to 127 million.

On the one hand, the merger provides a convergence of technologies to favour the integration of Cirsa's technological platforms, offering clients greater value and, on the other, paves the way for greater business success, taking advantage of the synergies between the two divisions and, at the same time, strengthening each product line, reinforcing Cirsa's position with suppliers and clients.



Enric Barba, Manager of Cirsa's B2B group

AGREEMENT BETWEEN CIRSA AND LADBROKES

Cirsa has entered into a strategic alliance with Ladbrokes, the world-wide betting leader with over 2,600 premises in Europe. Under this new deal, the companies will jointly operate sports betting in Spain, both over the internet and through traditional establishments.

The new company will offer services to all interested gaming operators, offering a wide range of bets on sports such as football, golf, tennis and basketball, among others.



EUROPEAN CROUPIER CHAMPIONSHIP AT CASINO TORREQUEBRADA

On 21 and 22 March last, Casino Torrequibrada in Spain hosted the first edition of the European Croupier Championship, organised by the European Casino Association (ECA).

Professionals from Austria, Belgium, Holland, Luxembourg, Denmark, Finland, Greece, Sweden and France, among others, competed at the event.



NOVOMATIC IN BELGRADE

At the Belgrade 2007 Gaming Expo Austrian Gaming Industries (AGI) presented its high-quality products to an enthusiastic Serbian audience.

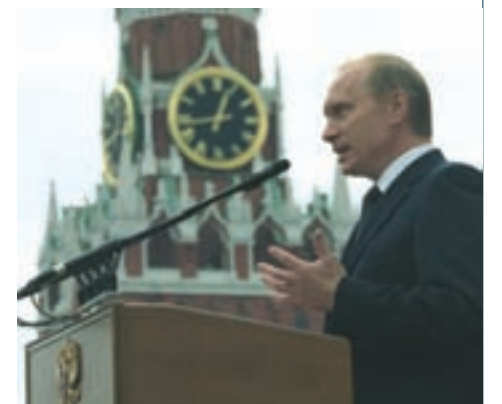
Jens Halle, Managing Director of AGI, said about the Belgrade show, "It was a good decision to participate at this show. Novomatic's strategy is always to enter markets at an early stage. Serbia is a very young market with a great potential and a growing demand for high quality gaming equipment. We came to Belgrade with rather modest expectations but they were exceeded in every way by the positive results".

AGI's premiere in Belgrade showcased a comprehensive array of the latest game releases and cabinet innovations. The 16 new games on show, which are exclusively designed for AGI's enhanced "Coolfire™ II" gaming platform, were met with eager interest and received great attention.

PUTIN SIGNED NEW CASINO BILL INTO LAW

Russian President Vladimir Putin has signed a bill into law regulating Casino activities and envisaging the creation of four special gambling zones. The law also outlaws online gambling and online poker and sets the minimum gambling age at 18.

The planned gambling zones are currently infrastructure-free wildernesses, all distant from the capital: the Altai territory (southwest Siberia), Primorye (Far East), the Kaliningrad Region (Russia's enclave on the Baltic Sea), and on the border of the Rostov Region and the Krasnodar territory in the south of the country. After July 1, 2009, gaming facilities operating outside the four approved gambling zones will be banned. "Bookmaker offices and pari-mutuels will be exempt from the law and may continue to operate outside the gambling zones. Gambling zones can be set up on land not belonging to settlements. Meanwhile the land on which the gambling zones will be opened will pass into possession or be rented by the people concerned," the presidential press service remarked.



Vladimir Putin, Russian President

HOLLAND CASINO CONFIRMS ITS CONFIDENCE IN GPI'S RFID TECHNOLOGY WITH HUGE CHIPS ORDER

Holland Casino has ordered 956,000 chips from GPI to be produced at the group's subsidiary GPI SAS in Beaune, France. The order consists of two sets of various denominations ranging from 2 to 500.

Holland Casino turned to B&G chips with embedded RFID 125 KHz Hitag Vegas-S microchips to provide the highest level of security. In addition, the chips will also feature exclusive see-through rim inserts and a special UV pigment in the rim and edge inserts. Christophe Leparoux, Manager of International Sales & Marketing for GPI, explained, "The gaming scene is a very challenging environment for Casino operators as chip counterfeiting has become very sophisticated. At GPI we are proud to be chosen yet again to protect Holland Casino currency".

Amber C. Ho-A-Sjoe, VP Product Management at Holland Casino, said, "With the new RFID chips Holland Casino feels very confident regarding security issues right now and in the near future. The cooperation between GPI and Holland Casino on this strategic matter was very important. With the implementation of the new chips we can say we succeeded very well".

Christophe Leparoux, Manager International Sales & Marketing for GPI



Annemarie Reedijk, TCSJohnHuxley Business Development Manager

NOVELTIES AT TCSJOHNHUXLEY

Products showcased at the recent ICE exhibition in London re-emphasised TCSJohnHuxley's commitment to deliver the most innovative and high quality products in the sector.

"From Roulette and Blackjack to Punto Banco, Poker, Sic Bo and even virtual sports betting, we have a solution. TCSJohnHuxley unveiled TouchTable MultiPLAY™ Roulette, its very latest live table gaming innovation. An industry first, it merges a traditional Roulette table and live croupier with a full-sized electronic multi-player betting surface. Visitors to our stand also showed great interest in our wide range of gaming displays. Available for Roulette and Punto Banco, e-FX™ Displays use multi-media to present gaming results, game history and winning streaks, as well as live TV and video. Developed last year and still a 'hot hot hot' product at ICE was our e-FX™ Multi-Table Display. This plug and play solution allows Casinos to show live results from multiple Roulette and Punto Banco tables on your choice of monitors positioned throughout the Casino", explained Annemarie Reedijk, TCSJohnHuxley Business Development Manager.

NEW CASINO IN PORTUGAL

Late last December work begun on the new Casino-Hotel Tróia in Portugal, to be inaugurated in June 2008. The Casino will have 350 slots and 18 tables. Management expects to welcome some 1,000 persons per day.



CLUB HOTEL CASINO LOUTRAKI TOPS THE GREEK GAMING MARKET

Club Hotel Casino Loutraki (CHCL) maintained its leading position in the Greek gaming market for yet another year. Enriching substantially the variety and quality of its services, in 2006 the company managed to increase revenue and attract more visitors to the Loutraki premises. In 2006, CHCL welcomed 984,220 visitors, an increase of 6.4% over the previous year. Gross gaming revenues amounted to 233.7 million, up by 13.1% on a year-on-year basis, and the total drop amounted to 996.7 million, up by 7.7% over 2005. The Casino has 70 table games and 930 state-of-the-art slot machines.

Text: Julie Clark

Photos: EUROPEAN CASINOS - The Elite

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