



Press Release

Major international order:

Good luck in Spain comes from KEBA from now on!

The Linz automation specialist is supplying 2,200 lottery terminals for the Spanish lottery

KEBA[®]

Automation by innovation.

KEBA AG is continuing on its successful course. The automation specialist received an order for 2,200 lottery terminals from the Spanish STL (Sistemas Técnicos de Loterías del Estados, S.A.) who operates the approximately 10,000 lottery terminals throughout Spain on behalf of the Spanish lottery company O.N.L.A.E (Organismo Nacional de Loterías y Apuestas des Estado).

KEBA beat off high-class international competitors and global players.

Around 10,000 lottery terminals of the Spanish lottery company O.N.L.A.E (Organismo Nacional de Loterías y Apuestas des Estado) are operated by the Spanish company STL (Sistemas Técnicos de Loterías del Estados, S.A.).

STL is responsible for both the technical operation and maintenance of the terminals; the software development/service as well as the upkeep of the network infrastructure of the state lottery company are also included among the range of tasks of the company.

KEBA participated in an international tender from STL for new lottery terminals. The goal of the tender was to find a vendor who would increase the efficiency of STL's lottery terminals in the sales network as well as raising the level of acceptance of the betting office personnel.

After an extensive field test, STL and ONLAE decided upon lottery terminals from KEBA.

“Crucial for the decision of STL and ONLAE were not only the outstanding product features such as high availability, reliability and the service-friendly concept of our terminals, but above all the professional approach and the high degree of commitment of our employees during the piloting phase“, according to Gerhard Luftensteiner, CEO KEBA AG.

The first phase covers the delivery of 2,200 KeWin multimedia terminals to Spain.

Spain is one of the world's largest sweepstake markets. Games of chance, especially sweepstakes, enjoy great popularity in Spain. This is highlighted by the traditional "el Gordo" Christmas draw, a spectacular event that captivates all of Spain because of the high winnings. In 2005, each Spaniard played an average of about 73 € in el Gordo.

Lottery terminals from KEBA – a success story

In 1999, KEBA equipped 4,200 lottery agencies in Austria for the first time with KeWin multimedia terminals, the high-speed lottery terminals for agencies with medium to large betting slip volumes. Three years later, KEBA scored once more with high quality, features and best price/performance ratio, again prevailing against international competition.

In 2002/2003, 4,780 KeWin mini terminals were delivered to the Austrian Lottery Company.

Another major order for KEBA from the Österreichischen Lotterien Gesellschaft (Austrian Lottery Company) - KEBA remains the exclusive supplier

Just recently KEBA won the international call for quotations by the Austrian Lottery Company for more than 4,400 new lottery terminals, thus defending its position as exclusive supplier. Austria's lottery agencies will now be equipped with the latest generation of terminals.

An Upper Austria showcase company continues on its successful course

KEBA AG, internationally successful with solutions for industrial, banking and service automation generated a turnover of 90 million Euro with its current 654 employees - 75% of this in foreign countries. Since 2004, KEBA has been represented in Beijing/China with its own subsidiary, two further locations were added in Ningbo and Guangzhou last year.

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**Image 1 - Source KEBA AG:
KeWin multimedia lottery terminal**



**Image 2 - Source KEBA AG:
KeWin multimedia lottery terminal**



**Image 3: KEBA Chairman
Gerhard Luftensteiner (right)
with STL Chairman: Alberto
Lafuente Félez (left)**

Queries:

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