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Multimedia Games F2Q09 (Qtr End 3/31/09) Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions) And we'll take our first question from Todd Eilers with Roth Capital Partners.

Todd Eilers - Roth Capital Partners

Thanks for taking my question. Anthony, can you maybe -- obviously you guys showed some healthy growth in the quarter, both on the year-over-year and sequential basis, in light of the current macro trends. Can you maybe give us some thoughts on what you have seen in the month of April so far?

Anthony Michael Sanfilippo

Thank you for asking the question, and pointing out that in light of what's been happening, we are starting to -- we are still seeing growth. I am going to make a comment or two and then ask Pat to comment on it.

First I will tell you that when we started engaging all of you in discussion, we talked about the opportunity we felt like there was to improve the existing business. The mix of games that we have on the floor, whether the games are under our title or someone else's title, how we manage those assets and we have almost 17,000 revenue share games that are out there, so part of what you are seeing is us doing just that -- is a focus on really putting in place the right tools and the right focus to manage assets to get organic growth.

So that's been a helpful part of the story and we still believe there's -- that we've just started on that, that there's a lot to get our arms around and Pat's one a very nice job focusing on those properties that the greatest immediate opportunity and then reaching out to the rest of the properties.

Mexico is a terrific story. Our concern with Mexico was the amount of capital we were putting down there, it just didn't -- it just didn't warrant -- it wasn't a good investment for our shareholders because of the low to non-existent return down there and Pat has worked effectively with our major customer down there, Televisa, to make sure that we had mutually beneficial outcomes, outcomes that help helped us have more profitable use of our assets and see much more profitable return to our business, as well as help them try to run their business better.

So part of what you are seeing is us just having much more of a focus on each market that we are in, and Pat, I'll turn it over to you to comment on what you might see happening in April.

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