“Australia’s market-leading Wagering Operator across all channels”

Tucson, December 2014
Tabcorp: FY14 Results

- Wagering Handle: US$10.8 billion
- Revenue: US$1,835.8 million +1.8%
- Profit: US$ 437.5 million +4.8%
- JV with Racing returned US$ 661.5 million to the Racing Industry
- Fixed Odds is fastest growing betting product
- Significant growth in ‘digital channels’

“The Group’s performance highlights the benefits of our diversification across four businesses, with market-leading brands and a unique multi-product, multi-channel distribution model.”

Paula J Dwyer
Chairman
### Tabcorp: Brand Overview

<table>
<thead>
<tr>
<th>Product</th>
<th>Brands</th>
<th>Licence expiry</th>
<th>% EBITDA</th>
<th>Retail distribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wagering</td>
<td><a href="#">Tab.com.au</a></td>
<td>NSW 2097 Victoria 2024</td>
<td>57%</td>
<td>NSW 2,130 outlets Victoria 750 outlets 260 with oncourse wagering facilities</td>
</tr>
<tr>
<td></td>
<td><a href="#">Trackside</a></td>
<td>NSW 2097 Victoria 2024</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Keno</td>
<td><a href="#">Luxbet</a></td>
<td>NT 2015</td>
<td>16%</td>
<td>Queensland 1,170 outlets NSW 1,800 outlets Victoria 680 outlets</td>
</tr>
<tr>
<td></td>
<td><a href="#">Keno</a></td>
<td>NSW 2022 Queensland 2047 Victoria 2022</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TGS</td>
<td><a href="#">TGS</a></td>
<td>n/a</td>
<td>13%</td>
<td>8,440 EGMs contracted 166 outlets</td>
</tr>
<tr>
<td>Media</td>
<td><a href="#">Racing</a></td>
<td>n/a</td>
<td>14%</td>
<td>5,400 retail outlets Broadcasting from 200 Australian racetracks</td>
</tr>
</tbody>
</table>
Multi-Channel Strategy built around ‘The Customer’
Engaging with ‘The Customer’

32% of Handle via Digital Channels
SuperTAB (Vic) Co-mingling Overview

International Partners

SuperTAB pool

SuperTAB Domestic partners

Arrows represent the direction / flow of pooling funds
### AUSTRALIA: Live Racing Import

**FY14 Import Handle share by country**

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Races Covered (FY14)</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Zealand</td>
<td>10,398</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>6,614</td>
</tr>
<tr>
<td>South Africa</td>
<td>3,525</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>798</td>
</tr>
<tr>
<td>Singapore</td>
<td>1,010</td>
</tr>
<tr>
<td>Dubai</td>
<td>71</td>
</tr>
<tr>
<td>France</td>
<td>1,625</td>
</tr>
<tr>
<td>Sweden</td>
<td>339</td>
</tr>
<tr>
<td>Japan</td>
<td>262</td>
</tr>
<tr>
<td>Ireland</td>
<td>562</td>
</tr>
<tr>
<td>United States</td>
<td>3,267</td>
</tr>
<tr>
<td>South America</td>
<td>13</td>
</tr>
</tbody>
</table>

- **Total import Handle FY14 US$ 656.9 million**
- **Total races imported FY14 = 28,484**
LIVE RACING IMPORT – UNITED STATES

USA Import Days: Saturday – Thursday (Sunday - Friday in Australia)

**Thoroughbreds**
- Monday, Tuesday, Thursday & Saturday meetings.
- Broadcast from 8am – 11am in Australian time zone.
  - Santa Anita
  - Golden Gate
  - Del Mar
  - Turf Paradise
  - Portland Meadows
  - Los Alamitos
  - Sonoma County
  - Fresno
  - Pleasanton
  - Sacramento
  - Ferndale
  - Stockton

**The Meadowlands**
- Thursday & Saturday night meetings.
- Broadcast from 10am – 1pm in Australian time zone

**Balmoral Park**
- Sunday & Wednesday night meetings.
- Broadcast from 10am – 1pm in Australian time zone

**Yonkers**
- Monday, Tuesday, Thursday & Saturday night meetings.
- Broadcast from 10am – 1pm in Australian time zone

**Hoosier Park**
- Wednesday, Thursday & Saturday night meetings.
- Broadcast from 8am – 1pm in Australian time zone
**AUSTRALIAN & NEW ZEALAND EXPORT**

Sky International exports Australian and New Zealand racing to over 50 countries. Producing 7 different feeds daily.

**Sky 1 & Sky 2** are the core wagering channels distributed to the extensive retail network (OTB). Also available on pay television. Re-distributed as a duel player stream for international ADW’s.

**Sky Racing World** is a premium thoroughbred only channel distributed to pay television. This channel is also re-branded "Racing World Australia" for the UK & Middle East markets.
Sky Racing World

- Wholly owned subsidiary of Tabcorp based in KY, USA
- Provides live broadcast, video stream, programs & race data for all Australia & NZ racing
- North American handle on Australia racing US$ 200 million
- Australia & NZ Exports to the Americas:
  - 7,200 + Australian thoroughbred races per year
    - 7 x days/week
  - 1,800 + NZ thoroughbred races per year
    - 4/5 x days/week
- Future plans:
  - Additional thoroughbred races, Harness & Greyhounds
Sky Racing World
1329 Story Ave
Louisville
KY

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E: info@skyracingworld.com

www.skyracingworld.com