

## Ontario Horse Racing Industry Performance Results

[Fiscal Year 2022-23 Q2: July 3, 2022 to October 1, 2022]

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# PERFORMANCE MANAGEMENT EXCELLENCE GROUP (PMEG)



#### **BACKGROUND**

The Performance Management Excellence Group or "PMEG" is a horse racing industry working group, established and led by the Ontario Lottery and Gaming Corporation (OLG) with representation from government agencies, that is committed to building a sustainable horse racing industry by providing up-to-date facts and information related to the horse racing sector in Ontario.

#### **OVERARCHING GOAL**

Contributing to the efficient and effective management of funding through a systematic and integrated approach to performance reporting.

- <u>Vision</u>: To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario
- Mission: Building a sustainable horse racing industry in Ontario through fact-based decision making
- <u>Values</u>: Accountability, Integrity, Respect, Transparency

#### Members:

Ontario Lottery & Gaming Corporation (OLG)

Ministry of Finance (MOF)

Alcohol and Gaming Commission of Ontario (AGCO)



## **KPIs (KEY PERFORMANCE INDICATORS) DEFINED**



KPI#	Metric Name	Metric Name Definition				
		More self-sufficient sector that sustains jobs				
1	Gross Bet on Ontario Races	Total gross wagering on races held at Ontario racetracks	M\$			
2	Gross Wagering Commissions to Racetracks	Total commission revenues received by Ontario racetracks via all sources  Note: includes commissions from Ontarians wagering on Ontario races, Ontarians wagering on races outside Ontario, and bettors outside Ontario wagering on Ontario races	М\$			
3	Total Count of Tickets Sold at Racetracks	Total number of wagering tickets sold live at all racetracks across Ontario	Count			
4	Total # of Unique Starters	Total # of unique horses starting a race in Ontario	Count			
5	Total Number of Registered Foals	# of foals registered with Ontario breeding associations	Count			
6	Average Ontario-foaled Yearling Sales Price	Average sales price of Ontario-foaled yearlings sold at all Thoroughbred and Standardbred yearling auction sales in Canada and the US  Note: Quarter Horse yearling sales are conducted privately and are therefore excluded from this metric	\$/yearling			
7	Average Field Size	Average number of starters (not unique) per race in Ontario	Starters/Race			
8	Wager to Purse	Total gross wagering on races held at Ontario racetracks, divided by money won by racehorses on races held at Ontario racetracks	Ratio			
		Appropriate return on investment to taxpayers				
9	Total Other Racetrack Revenue	All non-wagering-related revenue generated by Ontario racetracks	M\$			
10	Total FTEs Employed	FTEs associated with the Ontario horse racing industry	Count			
11	Racetrack Capital Reinvestment Rate	Amount of capital invested by racetracks divided by total government funding received from all sources	Percentage			

Note: All metrics supplied by Ontario Racing Management, in accordance with the <u>Funding Agreement</u>.



## **KEY PERFORMANCE INDICATORS:**

### Year over Year Colour Status Legend



More self-sufficient sector that sustains jobs									
Metric Name		Change vs. P	Previous Year Colour S	tatus Legend					
Gross Bet on Ontario Races (M\$)	<-5%	≥-5% to <+1.2%	≥+1.2% to <+5%	≥+5%	Not Available				
Gross Wagering Commissions to Racetracks (M\$)	<-2.5%	≥-2.5% to <0%	≥0% to <+2.5%	≥+2.5%	Not Available				
Total Count of Tickets Sold at Racetracks (Count)	<-5%	≥-5% to <+1.2%	≥+1.2% to <+5%	≥+5%	Not Available				
Total # of Unique Starters (Count)	<-2.5%	≥-2.5% to <0%	≥0% to <+2.5%	≥+2.5%	Not Available				
Total Number of Registered Foals (Count)	<-2.5%	≥-2.5% to <0%	≥0% to <+2.5%	≥+2.5%	Not Available				
Average Ontario-foaled Yearling Sales Price (\$/Yearling)	<-10%	≥-10% to <0%	≥0% to <+10%	≥+10%	Not Available				
Metric Name	Actual Value Colour Status Legend								
Average Field Size (# of Starters per Race)	<7.5	≥7.5 to <8.0	≥8.0 to <8.4	≥8.4	Not Available				
Wager to Purse (Ratio)	<0.5	≥0.5 to <1.0	≥1.0 to <4.0	≥4.0	Not Available				
Арр	propriate return o	on investment to	taxpayers						
Metric Name		Change vs. P	Previous Year Colour S	tatus Legend					
Total Other Racetrack Revenue (M\$)	<-2.5%	≥-2.5% to <0%	≥0% to <+2.5%	≥+2.5%	Not Available				
Total FTEs Employed (Count)	Data collected periodically.								
Metric Name		Actual	Value Colour Status I	Legend					
Racetrack Capital Reinvestment Rate (%)	<+3%	≥3% to <+10%	≥+10% to <+20%	≥+20%	Not Available				



## 4/4/5 REPORTING SCHEDULE: FY 2022-23



This report uses 4/4/5 (or '445') quarterly reporting periods, rather than fiscal quarter reporting:

- Fiscal periods are broken out by weeks, with each week starting/ending on the same day of the week
- Each fiscal quarter has a total of 13 weeks (1<sup>st</sup> and 2<sup>nd</sup> months have 4 weeks, 3<sup>rd</sup> month has 5 weeks)

#### Why 4/4/5?

- Year over year comparisons (by week, month or quarter) are easier, with the same number of Fridays, Saturdays and Sundays in each reporting period
- This approach will increase reporting consistency and year over year variance analysis

#### FY 22-23: 4/4/5 Reporting Calendar

<b>Q1:</b> April 1, 2022 to
July 2, 2022

**Q2:** July 3, 2022 to October 1, 2022

**Q3:** October 2, 2022 to December 31, 2022

**Q4:** January 1, 2023 to March 31, 2023

•															
	Month	1	1	1	1	1		2 2	2	2	3	3	3	3	3
	Week	1	1	2	3	4		L 2	3	4	1	2	3	4	5
	Sunday		3-Apr	10-Apr	17-Apr	24-Apr	1-Ma	/ 8-May	15-May	22-May	29-May	5-Jun	12-Jun	19-Jun	26-Jun
Q1	Friday	1-Apr	8-Apr	15-Apr	22-Apr	29-Apr	6-Ma	/ 13-May	20-May	27-May	3-Jun	10-Jun	17-Jun	24-Jun	1-Jul
	Saturday	2-Apr	9-Apr	16-Apr	23-Apr	30-Apr	7-Ma	14-May	21-May	28-May	4-Jun	11-Jun	18-Jun	25-Jun	2-Ju
	Sunday		3-Jul	10-Jul	17-Jul	24-Jul	31-Ju	l 7-Aug	14-Aug	21-Aug	28-Aug	4-Sep	11-Sep	18-Sep	25-Sep
Q2	Friday		8-Jul	15-Jul	22-Jul	29-Jul	5-Au	g 12-Aug	19-Aug	26-Aug	2-Sep	9-Sep	16-Sep	23-Sep	30-Sep
	Saturday		9-Jul	16-Jul	23-Jul	30-Jul	6-Au	g 13-Aug	20-Aug	27-Aug	3-Sep	10-Sep	17-Sep	24-Sep	1-0c
	Sunday		2-Oct	9-Oct	16-Oct	23-Oct	30-Oc	t 6-Nov	13-Nov	20-Nov	27-Nov	4-Dec	11-Dec	18-Dec	25-De
Q3	Friday		7-Oct	14-Oct	21-Oct	28-Oct	4-No	/ 11-Nov	18-Nov	25-Nov	2-Dec	9-Dec	16-Dec	23-Dec	30-De
	Saturday		8-Oct	15-Oct	22-Oct	29-Oct	5-No	/ 12-Nov	19-Nov	26-Nov	3-Dec	10-Dec	17-Dec	24-Dec	31-De
	Cundou		1 lon	8-Jan	1F lan	22-Jan	29-Jai	ı 5-Feb	12-Feb	19-Feb	26-Feb	E Mor	12-Mar	19-Mar	26 Ma
	Sunday		1-Jan	12-Jan	15-Jan 19-Jan	26-Jan	29-Jai 2-Fel		16-Feb	23-Feb	26-Feb 2-Mar		16-Mar		26-Ma
Q4	Thursday		5-Jan												5U-IVIA
•	Friday		6-Jan	13-Jan	20-Jan	27-Jan	3-Fel		17-Feb	24-Feb	3-Mar		17-Mar	24-Mar	
	Saturday		7-Jan	14-Jan	21-Jan	28-Jan	4-Fel	11-Feb	18-Feb	25-Feb	4-Mar	11-Mar	18-Mar	25-Mar	
			4	wee	weeks			4 w	eeks	5		5 ١	wee	ks	



#### **EXECUTIVE SUMMARY**

FY 2022-23 Q2 (July 2, 2022 – October 1, 2022)



- Wagering: Gross Bet on Ontario races grew significantly (+35%) compared to YTD FY22. Race Days and Races also improved (+37.7%) and (+29.4%). In line with it, Wagering was up on a per race basis by 4.6%.
- Horse Supply: Unique Starters increased (+4.1% overall) driven by Standardbred and Quarter Horse. Quarter Horse increased by 61.3%, Standardbreds had an increase of +4.8%, while Thoroughbreds decreased by 2.2%.
- **Financial:** Gross Wagering Commissions increased versus last year (+23.5%) and other racetrack revenue increased by 31.7%. This has impacted the Tickets sold at the racetrack as well which had a significant growth (+50.4%) compared to last year.

<sup>\*</sup> NOTE: This report is using a 4/4/5 quarterly reporting format, which consists of 4 weeks, 4 weeks and 5 weeks versus 3 calendar months. This format allows for better year over year reporting, as the same number of weekends will appear in a fiscal quarter. The second quarter covers the period from July 3, 2022, to October 1, 2022.



## PERFORMANCE DASHBOARD (INDUSTRY)





#### **Key Points:**

- Industry Gross Bet increased significantly (+35%) driven by increase in Race Days (+37.7%) and Races were also up (+29.4%).
- Unique Starters were up (+4.1%), though Average Field Size declined (-4.6%). Also, Wager to Purse ratio declined by 9.9%.
- Gross Wagering commissions were up (+23.5%) due to loosened COVID restrictions on customers, both at tracks and teletheatres. Other Racetrack Revenue improved significantly (+31.7%) compared to similar period last year.

Metric Name	Year to Date Actual	Year to Date Prior Year	Change (%) <sup>2</sup>					
More self-sufficient sector that sustains jobs								
Gross Bet on Ontario Races (M\$)	761.1	761.1 562.1						
Gross Wagering Commissions to Racetracks (M\$)	114.8	92.9	23.5%					
Total Count of Tickets Sold at Racetracks (Count)	16,490,318	10,962,125	50.4%					
Total # of Unique Starters (Count)	5,611	5,391	4.1%					
Total Number of Registered Foals (Count)		Data collected annually.						
Average Ontario-foaled Yearling Sales Price (\$/Yearling) $^{ m 1}$		Data collected annually.						
Average Field Size (Ratio: # of Starters per Race) <sup>2</sup>	7.5	7.8	-4.6%					
Wager to Purse (Ratio) <sup>2</sup>	5.6	6.2	-9.9%					
Appropriat	e return on investment to taxpayers							
Total Other Racetrack Revenue (M\$)	59.4	45.1	31.7%					
Total FTEs Employed (Count)	Please view the Economic	Impact Study at: https://about.o	olg.ca/horse-racing-landing/					
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	6.3%	15.7%	-59.8%					
Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. O	Quarter Horse vearling sales are conducted private	tely and, therefore, excluded fro	om this metric.					

Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.



## PERFORMANCE DASHBOARD (THOROUGHBRED)





#### **Key Points:**

- Races and Race Days increased compared to last year (+9.4%,+14.0%) which helped the overall Gross Bet to grow significantly versus the previous fiscal year (+28.1%).
- Unique Starters count decreased marginally (-2.2%) along with Average Field Size (-5.8%).
- Gross Wagering Commission revenues had a healthy increase compared with last year (+18.2%) due to the easing of COVID restrictions. Other Racetrack Revenues increased significantly compared to similar period last year.

Metric Name	Year to Date Actual	Year to Date Prior Year	Change (%) <sup>2</sup>					
More self-sufficient sector that sustains jobs								
Gross Bet on Ontario Races (M\$)	450.7	450.7 351.8						
Gross Wagering Commissions to Racetracks (M\$)	90.8	76.8	18.2%					
Total Count of Tickets Sold at Racetracks (Count)	7,626,914	5,213,418	46.3%					
Total # of Unique Starters (Count)	1,985	2,030	-2.2%					
Total Number of Registered Foals (Count)		Data collected annually.						
Average Ontario-foaled Yearling Sales Price (\$/Yearling) $^{ m 1}$		Data collected annually.						
Average Field Size (Ratio: # of Starters per Race) <sup>2</sup>	7.6	8.1	-5.8%					
Wager to Purse (Ratio) <sup>2</sup>	8.2	8.7	-5.6%					
Appropriate	return on investment to taxpayers							
Total Other Racetrack Revenue (M\$)	45.2	33.1	36.4%					
Total FTEs Employed (Count)	Please view the Economic I	mpact Study at: https://about.c	olg.ca/horse-racing-landing/					
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	2.8%	19.7%	-85.8%					
Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. Quarter Horse yearling sales are conducted privately and, therefore, excluded from this metric.								

Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.



## PERFORMANCE DASHBOARD (STANDARDBRED)





- Increase in Races and Race Days, both up through Q2 (+35.1% and +45.1% respectively), drove a positive impact on Gross Bet which increased significantly by 47.7%.
- Unique Starters increased by (+4.8%) though Average Field Size declined (-4.3%). Wager to Purse ratio also declined by 10.1% compared to last fiscal.
- Gross Wagering Commissions increased versus FY 2022 (+47.2%) while Other Racetrack Revenue increased significantly (+17.7%).

Metric Name	Year to Date Actual	Year to Date Prior Year	Change (%) <sup>2</sup>				
More self-sufficient sector that sustains jobs							
Gross Bet on Ontario Races (M\$)	308.2	208.7	47.7%				
Gross Wagering Commissions to Racetracks (M\$)	23.4	15.9	47.2%				
Total Count of Tickets Sold at Racetracks (Count)	8,769,650	5,685,931	54.2%				
Total # of Unique Starters (Count)	3,334	3,180	4.8%				
Total Number of Registered Foals (Count)		Data collected annually.					
Average Ontario-foaled Yearling Sales Price (\$/Yearling) 1		Data collected annually.					
Average Field Size (Ratio: # of Starters per Race) <sup>2</sup>	7.5	7.9	-4.3%				
Wager to Purse (Ratio) <sup>2</sup>	4.0	4.4	-10.1%				
Appropriate	return on investment to taxpayers						
Total Other Racetrack Revenue (M\$)	13.4	11.4	17.7%				
Total FTEs Employed (Count)	Please view the Economic I	mpact Study at: https://about.c	olg.ca/horse-racing-landing/				
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	10.0%	12.5%	-19.9%				
	<del>'</del>	<u> </u>					

Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. Quarter Horse yearling sales are conducted privately and, therefore, excluded from this metric.



<sup>2</sup> Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.

## PERFORMANCE DASHBOARD (QUARTER HORSE)

Year to Date View: FY 2022-23 Q2 (April 1, 2022 - October 1, 2022)



- Races and Race Days both increased (+21.7% and +40.0% respectively). Quarter Horse Gross Bet was up versus the prior year (+44.4%), and Wagers placed per race had a healthy increase (+18.7%).
- Unique Starters increased significantly (+61.3%) while Average Field Size declined marginally (-5.3%) compared to last year.
- Gross Wagering Commissions had a major jump (+184.8%) and Other Racetrack Revenue also had a very large increase (+43.3%) due to customers returning to the track.

Metric Name	Year to Date Actual	Year to Date Prior Year	Change (%) <sup>2</sup>					
More self-sufficient sector that sustains jobs								
Gross Bet on Ontario Races (M\$)	2.2	1.5	44.4%					
Gross Wagering Commissions to Racetracks (M\$)	0.5	0.2	184.8%					
Total Count of Tickets Sold at Racetracks (Count)	93,754	62,776	49.3%					
Total # of Unique Starters (Count)	292	181	61.3%					
Total Number of Registered Foals (Count)		Data collected annually.						
Average Ontario-foaled Yearling Sales Price (\$/Yearling) $^{ m 1}$		Data collected annually.						
Average Field Size (Ratio: # of Starters per Race) <sup>2</sup>	5.7	6.0	-5.3%					
Wager to Purse (Ratio) <sup>2</sup>	1.0	0.8	26.2%					
Appropriate	e return on investment to taxpayers							
Total Other Racetrack Revenue (M\$)	0.8	0.6	43.3%					
Total FTEs Employed (Count)	Please view the Economic I	Please view the Economic Impact Study at: https://about.olg.ca/horse-racing-landing						
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	0.0%	6.2%	-100.0%					
Average Optazio Voarling Sales Drice is for Theroughbrod & Standardhrod only Quarter Horse yearling sales are conducted privately and therefore, evaluded from this metric								

Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. Quarter Horse yearling sales are conducted privately and, therefore, excluded from this metric.



<sup>&</sup>lt;sup>2</sup> Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.

## PERFORMANCE DASHBOARD (INDUSTRY)





- Race Days and Races dropped marginally compared to Q2, last year (-0.6% and -6.9%, respectively). Gross Bet also dropped (-4.6%) compared to Q2'F22.
- Unique Starters were down (-7%), with decline for both TB and SB. Average Field Size also decreased (-6.4%) as Starter counts (-12.9%) declined faster than Races.
- Gross Wagering commissions were also effectively flat (-1%) while Wager to Purse Ratio increased by 2.8%.

Q1	Q2	Q3	Q4	YTD <sup>2</sup>	
re self-sufficient se	ctor that sustains j	obs			
327.9	433.2	N/A	N/A	761.1	
55.9	59.4	N/A	N/A	114.8	
7,359,381	9,618,457	N/A	N/A	16,490,318	
4,044	5,059	N/A	N/A	5,611	
		Data collected annually.			
		Data collected annually.			
7.5	7.8	N/A	N/A	7.5	
6.9	6.0	N/A	N/A	5.6	
opriate return on ir	nvestment to taxpa	ayers			
27.1	32.3	N/A	N/A	59.4	
Data collected annually.					
9.4 %	14.5 %	N/A	N/A	6.3 %	
	7.5 6.9 copriate return on in 27.1	7.5 7.8 6.9 6.0 copriate return on investment to taxpa	re self-sufficient sector that sustains jobs  327.9	re self-sufficient sector that sustains jobs  327.9	

Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. Quarter Horse yearling sales are conducted privately and, therefore, excluded from this metric.



Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.

## PERFORMANCE DASHBOARD (THOROUGHBRED)





#### **Key Points:**

- Races run fell compared to FY 2022 (-4.0%), while Race Days remain flat. The Gross Bet decreased (-4.3%) marginally compared to the strong Q2 from the prior year.
- Unique Starters counts dropped by -6.0%. Average Field Size dropped (-3.5%), with Starters falling a bit more than Races (-7.4%).
- Gross Wagering Commission revenues were flat (+1.1%), while Other Racetrack Revenue improved compared to the previous Q2 (+28.9%).

Metric Name	Q1	Q2	Q3	Q4	YTD <sup>2</sup>		
N	Nore self-sufficient se	ctor that sustains j	obs				
Gross Bet on Ontario Races (M\$)	175.2	275.3	N/A	N/A	450.7		
Gross Wagering Commissions to Racetracks (M\$)	44.1	46.1	N/A	N/A	90.8		
Total Count of Tickets Sold at Racetracks (Count)	3,057,400	4,603,948	N/A	N/A	7,626,914		
Total # of Unique Starters (Count)	1,464	1,932	N/A	N/A	1,985		
Total Number of Registered Foals (Count)			Data collected annually.				
Average Ontario-foaled Yearling Sales Price (\$/Yearling) <sup>1</sup>			Data collected annually.				
Average Field Size (Ratio: # of Starters per Race) <sup>2</sup>	7.6	7.9	N/A	N/A	7.6		
Wager to Purse (Ratio) <sup>2</sup>	8.3	8.5	N/A	N/A	8.2		
Ap	propriate return on i	nvestment to taxpa	ayers				
Total Other Racetrack Revenue (M\$)	20.6	24.6	N/A	N/A	45.2		
Total FTEs Employed (Count)		Data collected annually.					
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	5.1 %	19.9 %	N/A	N/A	2.8 %		
1 Average Ontario Yearling Sales Price is for Thoroughbred & Standar	dhrad anly Overtor Herra	voorling color are condu	atad privataly and there	fore evaluded from th	is an abaic		

Laverage Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. Quarter Horse yearling sales are conducted privately and, therefore, excluded from this metric.

Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.



## PERFORMANCE DASHBOARD (STANDARDBRED)

Year to Date View: FY 2022-23 Q2 (April 1, 2022 – October 1, 2022)



- Race Days dropped marginally compared to the previous fiscal Q2 (-1.3%), while Races dropped faster than Race Days (-7.8%). Gross Bet fell as well (-5.9%).
- Unique Starters fell (-7.6%), while Average Field Size declined to a lesser degree (-4.2%). Starters were also down by 11.7%.
- Gross Wagering Commissions dropped by 9.1% compared to the previous fiscal Q2.

Metric Name	Q1	Q2	Q3	Q4	YTD <sup>2</sup>	
Mor	re self-sufficient se	ctor that sustains jo	obs			
Gross Bet on Ontario Races (M\$)	151.9	156.3	N/A	N/A	308.2	
Gross Wagering Commissions to Racetracks (M\$)	11.5	11.9	N/A	N/A	23.4	
Total Count of Tickets Sold at Racetracks (Count)	4,268,313	4,958,001	N/A	N/A	8,769,650	
Total # of Unique Starters (Count)	2,449	2,946	N/A	N/A	3,334	
Total Number of Registered Foals (Count)			Data collected annually.			
Average Ontario-foaled Yearling Sales Price (\$/Yearling) <sup>1</sup>			Data collected annually.			
Average Field Size (Ratio: # of Starters per Race) <sup>2</sup>	7.5	7.8	N/A	N/A	7.5	
Wager to Purse (Ratio) <sup>2</sup>	6.0	4.2	N/A	N/A	4.0	
Appro	opriate return on ir	nvestment to taxpa	yers			
Total Other Racetrack Revenue (M\$)	6.1	7.3	N/A	N/A	13.4	
Total FTEs Employed (Count)	Data collected annually.					
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	14.3 %	10.0 %	N/A	N/A	10.0 %	

<sup>&</sup>lt;sup>1</sup> Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. Quarter Horse yearling sales are conducted privately and, therefore, excluded from this metric.



<sup>2</sup> Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.

## PERFORMANCE DASHBOARD (QUARTER HORSE)

Year to Date View: FY 2022-23 Q2 (April 1, 2022 - October 1, 2022)



#### **Key Points:**

- Race Days improved by 8.3% while Races declined compared to last fiscal Q2(-5.1%). Despite this, Quarter Horse Gross Bet increased compared to the prior Q2 (+3.0%).
- Unique Starters remained constant but Average Field Size fell (-15.9%), with a significant decline in Starters (-19.3%).
- Despite weaker horse supply, financial performance improved as Gross Wagering Commissions improved (+63.5%) and Other Racetrack Revenue also jumped (+22.7%).

Metric Name	Q1	Q2	Q3	Q4	YTD <sup>2</sup>				
More self-sufficient sector that sustains jobs									
Gross Bet on Ontario Races (M\$)	0.8	1.3	N/A	N/A	2.2				
Gross Wagering Commissions to Racetracks (M\$)	0.2	0.2	N/A	N/A	0.5				
Total Count of Tickets Sold at Racetracks (Count)	33,668	56,508	N/A	N/A	93,754				
Total # of Unique Starters (Count)	131	181	N/A	N/A	292				
Total Number of Registered Foals (Count)			Data collected annually.						
Average Ontario-foaled Yearling Sales Price (\$/Yearling) <sup>1</sup>			Data collected annually.						
Average Field Size (Ratio: # of Starters per Race) <sup>2</sup>	5.9	6.1	N/A	N/A	5.7				
Wager to Purse (Ratio) <sup>2</sup>	1.1	0.8	N/A	N/A	1.0				
A	ppropriate return on i	nvestment to taxpa	yers						
Total Other Racetrack Revenue (M\$)	0.4	0.3	N/A	N/A	0.8				
Total FTEs Employed (Count)		Data collected annually.							
Racetrack Capital Reinvestment Rate (%) <sup>2</sup>	0.0 %	3.9 %	N/A	N/A	0.0 %				
Average Ontario Vegriling Sales Drice in far Thereughbred & Standardhred only Quarter Heree yearling sales are conducted privately and therefore, evaluded from this metric									

Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only. Quarter Horse yearling sales are conducted privately and, therefore, excluded from this metric.

Year over year change colour status compares the performance results for each quarter to the same quarter the previous year using threshold ranges to allocate colours. The Average Field Size, Wager to Purse ratios and Racetrack Capital Reinvestment Rates are coloured based on "Actual Value". Please refer to the colour legend on Slide 4.



## **RESTRICTIONS & LIMITATIONS**



This report was prepared by a Performance Management Excellence Group (PMEG) led by the Ontario Lottery and Gaming Corporation (OLG), using reports and assessments provided by Ontario Racing Management, based on information received from third party sources.

Readers are cautioned that past performance may not be indicative of future results. Any conclusion, forecast, projection or other forward-looking information is inherently subject to change and uncertainty, and actual results may differ materially.

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