Ontario Horse Racing Industry Performance Results
[Fiscal Year 2018-19 Q1]

Brought to you by the
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 management.

Members:
Ontario Lottery & Gaming Corporation (OLG)
Ministry of Finance (MOF)
Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA)
Alcohol and Gaming Commission of Ontario (AGCO)
# KEY PERFORMANCE INDICATORS DEFINED

<table>
<thead>
<tr>
<th>#</th>
<th>Name</th>
<th>Definition</th>
<th>Unit of Measure</th>
<th>Data Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Gross Bet on Ontario Races</td>
<td>▪ Total gross wagering on Ontario races</td>
<td>M$</td>
<td>Canadian Pari-Mutuel Agency</td>
</tr>
<tr>
<td>2</td>
<td>Total Count of Tickets Sold at Racetracks</td>
<td>▪ Total number of wagering tickets sold live at all racetracks across Ontario</td>
<td>Count</td>
<td>Racetracks</td>
</tr>
<tr>
<td>3</td>
<td>Average Ontario Yearling Sales Price</td>
<td>▪ Average sales price of Ontario yearlings sold at all Thoroughbred and Standardbred yearling sales (Ontario and abroad)</td>
<td>$/yearling</td>
<td>Canadian Thoroughbred Horse Society; Standardbred Canada; Ontario Racing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Note: Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Average Field Size</td>
<td>▪ Average number of starters (not unique) per race in Ontario</td>
<td>Starters/Race</td>
<td>Equibase Company LLC; Standardbred Canada; Ontario Racing</td>
</tr>
<tr>
<td>5</td>
<td>Total # of Unique Starters</td>
<td>▪ Total # of unique horses starting a race in Ontario</td>
<td>Count</td>
<td>Equibase Company LLC; Standardbred Canada; Ontario Racing</td>
</tr>
</tbody>
</table>
EXECUTIVE SUMMARY [FISCAL YEAR 2018-19 Q1]

- In the first three months of Fiscal Year 2018-19 (April 1-June 30, 2018), gross wagering on Ontario races decreased by 4.3% relative to the same period the prior year. This can be attributed to lower gross handle levels originating from outside of the Province of Ontario, largely tied to an appreciation of the Canadian dollar vis-à-vis the US dollar.

- The volume of betting tickets sold live, at racetracks across Ontario, saw a decline compared to the previous year (-7.9%), mostly driven by a notable reduction for Thoroughbreds (-15.8%). When normalizing for the number of races, the count of tickets sold live per race decreased by 6.3%.

- The Ontario horse racing industry experienced a minor horse supply setback compared to the first quarter of Fiscal Year 2017-18, driven by a lower number of unique starters supporting Standardbred racing. Conversely, Thoroughbred and Quarter Horse racing operations saw a higher supply of horses as demonstrated by an increasing number of unique starters and a lift in average field sizes in the first quarter of the year.
## PERFORMANCE DASHBOARD [INDUSTRY]

**Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)**

<table>
<thead>
<tr>
<th>Performance Metric</th>
<th>Actual</th>
<th>Prior Year</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet on Ontario Races (M$)</td>
<td>251.6</td>
<td>262.8</td>
<td>-4.3%</td>
</tr>
<tr>
<td>Total Count of Tickets Sold at Racetracks (Count)</td>
<td>2,138,350</td>
<td>2,321,856</td>
<td>-7.9%</td>
</tr>
<tr>
<td>Average Ontario Yearling Sales Price ($/Yearling)</td>
<td>7.8</td>
<td>7.9</td>
<td>-1.6%</td>
</tr>
<tr>
<td>Total # of Unique Starters (Count)</td>
<td>4,248</td>
<td>4,301</td>
<td>-1.2%</td>
</tr>
</tbody>
</table>

**More self-sufficient sector that sustains jobs**

- Gross Bet on Ontario Races (M$)
- Total Count of Tickets Sold at Racetracks (Count)
- Average Ontario Yearling Sales Price ($/Yearling)
- Average Field Size (# of Starters per Race)
- Total # of Unique Starters (Count)

**Change vs. Previous Year Colour Status Legend**

<table>
<thead>
<tr>
<th>Gross Bet</th>
<th>Total Count of Tickets Sold</th>
<th>Avg Ontario Yearling Price</th>
<th>Unique Starters</th>
<th>Average Field Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;-5%</td>
<td>&lt;-2.5%</td>
<td>&lt;-10%</td>
<td>&lt;-2.5%</td>
<td>&lt;7.5</td>
</tr>
<tr>
<td>≥-5% up to &lt;+1.2%</td>
<td>≥-2.5% up to &lt;0%</td>
<td>≥-10% up to &lt;0%</td>
<td>≥-2.5% up to &lt;0%</td>
<td>≥7.5 up to &lt;8.0</td>
</tr>
<tr>
<td>≥+1.2% up to &lt;+5%</td>
<td>≥0% up to &lt;+2.5%</td>
<td>≥0% up to &lt;+10%</td>
<td>≥0% up to &lt;+2.5%</td>
<td>≥8.0 up to &lt;8.4</td>
</tr>
<tr>
<td>≥+5%</td>
<td></td>
<td></td>
<td></td>
<td>≥8.4</td>
</tr>
</tbody>
</table>

**Actual Value Colour Status Legend**

<table>
<thead>
<tr>
<th>Gross Bet</th>
<th>Total Count of Tickets Sold</th>
<th>Avg Ontario Yearling Price</th>
<th>Unique Starters</th>
<th>Average Field Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;7.5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>≥7.5 up to &lt;8.0</td>
<td>≥8.0 up to &lt;8.4</td>
<td>≥8.4</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.
2. The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.

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## Performance Dashboard [Thoroughbred]

**Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)**

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Prior Year</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Year to Date</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross Bet on Ontario Races (M$)</td>
<td>143.7</td>
<td>147.1</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Total Count of Tickets Sold at Racetracks (Count)</td>
<td>1,199,122</td>
<td>1,424,223</td>
<td>-15.8%</td>
</tr>
<tr>
<td>Average Ontario Yearling Sales Price ($/Yearling)</td>
<td>7.8</td>
<td>7.7</td>
<td>0.4%</td>
</tr>
<tr>
<td>Total # of Unique Starters (Count)</td>
<td>1,459</td>
<td>1,438</td>
<td>1.5%</td>
</tr>
</tbody>
</table>

### More self-sufficient sector that sustains jobs

- **Gross Bet on Ontario Races (M$)**
  - Actual: 143.7
  - Prior Year: 147.1
  - Change: -2.3%

- **Total Count of Tickets Sold at Racetracks (Count)**
  - Actual: 1,199,122
  - Prior Year: 1,424,223
  - Change: -15.8%

- **Average Ontario Yearling Sales Price ($/Yearling)**
  - Actual: 7.8
  - Prior Year: 7.7
  - Change: 0.4%

- **Total # of Unique Starters (Count)**
  - Actual: 1,459
  - Prior Year: 1,438
  - Change: 1.5%

### Change vs. Previous Year Colour Status Legend

<table>
<thead>
<tr>
<th>Change vs. Previous Year Colour Status Legend</th>
<th>Change vs. Previous Year Colour Status Legend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet</td>
<td>Total Count of Tickets Sold</td>
</tr>
<tr>
<td>&lt;-5%</td>
<td>&lt;-2.5%</td>
</tr>
<tr>
<td>≥-5% up to &lt;+1.2%</td>
<td>≥-2.5% up to &lt;0%</td>
</tr>
<tr>
<td>≥+1.2% up to &lt;+5%</td>
<td>≥-2.5% up to &lt;0%</td>
</tr>
<tr>
<td>≥+5%</td>
<td>≥2.5% up to &lt;+2.5%</td>
</tr>
<tr>
<td>Not Applicable</td>
<td>Not Applicable</td>
</tr>
</tbody>
</table>

### Actual Value Colour Status Legend

<table>
<thead>
<tr>
<th>Actual Value Colour Status Legend</th>
<th>Actual Value Colour Status Legend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Field Size</td>
<td>Average Field Size</td>
</tr>
<tr>
<td>&lt;7.5</td>
<td>≥7.5 up to &lt;8.0</td>
</tr>
<tr>
<td>≥7.5 up to &lt;8.0</td>
<td>≥8.0 up to &lt;8.4</td>
</tr>
<tr>
<td>≥8.0 up to &lt;8.4</td>
<td>≥8.4</td>
</tr>
<tr>
<td>Not Applicable</td>
<td>Not Applicable</td>
</tr>
</tbody>
</table>

1. Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.
2. The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.

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## PERFORMANCE DASHBOARD [STANDARDBRED]

### Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

**VISION**  
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

**VALUES**  
Accountability ● Integrity ● Respect ● Transparency

### Year to Date

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Prior Year</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year to Date</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Actual</td>
<td>Prior Year</td>
<td>Change (%)</td>
</tr>
<tr>
<td></td>
<td>107.3</td>
<td>115.4</td>
<td>-7.0%</td>
</tr>
<tr>
<td>Total Count of Tickets Sold at Racetracks (Count)</td>
<td>911,773</td>
<td>872,406</td>
<td>4.5%</td>
</tr>
<tr>
<td>Average Ontario Yearling Sales Price ($/Yearling)</td>
<td>Data collected annually.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Field Size (# of Starters per Race)</td>
<td>7.8</td>
<td>7.9</td>
<td>-2.1%</td>
</tr>
<tr>
<td>Total # of Unique Starters (Count)</td>
<td>2,575</td>
<td>2,663</td>
<td>-3.3%</td>
</tr>
</tbody>
</table>

### Change vs. Previous Year Colour Status Legend

<table>
<thead>
<tr>
<th>Change vs. Previous Year Colour Status Legend</th>
<th>&lt;5%</th>
<th>≥5% up to &lt;+1.2%</th>
<th>≥+1.2% up to &lt;+5%</th>
<th>≥+5%</th>
<th>Not Applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Count of Tickets Sold</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg Ontario Yearling Price</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unique Starters</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Field Size</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

2 The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.
# PERFORMANCE DASHBOARD [QUARTER HORSE]

Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

<table>
<thead>
<tr>
<th></th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Actual</td>
</tr>
<tr>
<td>Gross Bet on Ontario Races (M$)</td>
<td>0.6</td>
</tr>
<tr>
<td>Total Count of Tickets Sold at Racetracks (Count)</td>
<td>27,455</td>
</tr>
<tr>
<td>Average Ontario Yearling Sales Price ($/Yearling) ¹</td>
<td>Not Applicable</td>
</tr>
<tr>
<td>Average Field Size (# of Starters per Race)</td>
<td>7.5</td>
</tr>
<tr>
<td>Total # of Unique Starters (Count)</td>
<td>214</td>
</tr>
</tbody>
</table>

¹ Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

² The change vs. previous year colour status compares the performance results to the previous year's results using threshold ranges to allocate colours. Please refer to the colour status legend below.

<table>
<thead>
<tr>
<th>Change vs. Previous Year Colour Status Legend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet</td>
</tr>
</tbody>
</table>
- <5%                                          |
- ≥-5% up to <+1.2%                             |
- ≥+1.2% up to <+5%                             |
- ≥+5%                                         |
- Not Applicable                               |
| Total Count of Tickets Sold                  |
- <2.5%                                        |
- ≥-2.5% up to <0%                              |
- ≥0% up to <+2.5%                              |
- ≥+2.5%                                       |
- Not Applicable                               |
| Avg Ontario Yearling Price                   |
- <-10%                                       |
- ≥-10% up to <0%                               |
- ≥0% up to <+10%                              |
- ≥+10%                                        |
- Not Applicable                               |
| Unique Starters                              |
- <-2.5%                                       |
- ≥-2.5% up to <0%                              |
- ≥0% up to <+2.5%                              |
- ≥+2.5%                                       |
- Not Applicable                               |

<table>
<thead>
<tr>
<th>Actual Value Colour Status Legend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Field Size</td>
</tr>
</tbody>
</table>
- <7.5                                         |
- ≥7.5 up to <8.0                              |
- ≥8.0 up to <8.4                              |
- ≥8.4                                         |
- Not Applicable                               |
# PERFORMANCE TREND DASHBOARD [INDUSTRY]

## Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

### VISION
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

### VALUES
Accountability ● Integrity ● Respect ● Transparency

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet on Ontario Races (M$)</td>
<td>251.6</td>
<td></td>
<td></td>
<td></td>
<td>251.6</td>
</tr>
<tr>
<td>Total Count of Tickets Sold at Racetracks (Count)</td>
<td>2,138,350</td>
<td></td>
<td></td>
<td></td>
<td>2,138,350</td>
</tr>
<tr>
<td>Average Ontario Yearling Sales Price ($/Yearling) ¹</td>
<td>7.8</td>
<td></td>
<td></td>
<td></td>
<td>7.8</td>
</tr>
<tr>
<td>Average Field Size (# of Starters per Race)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>7.8</td>
</tr>
<tr>
<td>Total # of Unique Starters (Count)</td>
<td>4,248</td>
<td></td>
<td></td>
<td></td>
<td>4,248</td>
</tr>
</tbody>
</table>

¹ Average Ontario Yearling Sales Price is for Thoroughbred and Standardbred only. Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.

² 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.

### Year Over Year Change Colour Status Legend ²

<table>
<thead>
<tr>
<th></th>
<th>&lt;=-5%</th>
<th>&gt;=-5% up to &lt;+1.2%</th>
<th>&gt;=1.2% up to &lt;+5%</th>
<th>&gt;=5%</th>
<th>Not Applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Count of Tickets Sold</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg Ontario Yearling Price</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unique Starters</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Actual Value Colour Status Legend

<table>
<thead>
<tr>
<th></th>
<th>&lt;7.5</th>
<th>&gt;=7.5 up to &lt;8.0</th>
<th>&gt;=8.0 up to &lt;8.4</th>
<th>&gt;=8.4</th>
<th>Not Applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Field Size</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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### PERFORMANCE TREND DASHBOARD [THOROUGHBRED]

**Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)**

<table>
<thead>
<tr>
<th>VISION</th>
<th>To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario</th>
</tr>
</thead>
<tbody>
<tr>
<td>MISSION</td>
<td>Building a sustainable horse racing industry in Ontario through fact-based decision-making</td>
</tr>
<tr>
<td>VALUES</td>
<td>Accountability ● Integrity ● Respect ● Transparency</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet on Ontario Races (M$)</td>
<td>143.7</td>
<td></td>
<td></td>
<td>143.7</td>
</tr>
<tr>
<td>Total Count of Tickets Sold at Racetracks (Count)</td>
<td>1,199,122</td>
<td></td>
<td></td>
<td>1,199,122</td>
</tr>
<tr>
<td>Average Ontario Yearling Sales Price ($/Yearling)</td>
<td>Data collected annually.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Field Size (# of Starters per Race)</td>
<td>7.8</td>
<td></td>
<td></td>
<td>7.8</td>
</tr>
<tr>
<td>Total # of Unique Starters (Count)</td>
<td>1,459</td>
<td></td>
<td></td>
<td>1,459</td>
</tr>
</tbody>
</table>

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

2 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.

### Year Over Year Change Colour Status Legend

<table>
<thead>
<tr>
<th>Gross Bet</th>
<th>Total Count of Tickets Sold</th>
<th>Avg Ontario Yearling Price</th>
<th>Unique Starters</th>
<th>Average Field Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;=5%</td>
<td>&gt;=-5% up to &lt;+1.2%</td>
<td>&gt;=+1.2% up to &lt;+5%</td>
<td>&gt;=5%</td>
<td>Not Applicable</td>
</tr>
<tr>
<td>&lt;=-2.5%</td>
<td>&gt;=-2.5% up to &lt;=0%</td>
<td>&gt;=0% up to &lt;+2.5%</td>
<td>&gt;=+2.5%</td>
<td>Not Applicable</td>
</tr>
<tr>
<td>&lt;=-10%</td>
<td>&gt;=-10% up to &lt;=0%</td>
<td>&gt;=0% up to &lt;+10%</td>
<td>&gt;=+10%</td>
<td>Not Applicable</td>
</tr>
<tr>
<td>&lt;=-2.5%</td>
<td>&gt;=-2.5% up to &lt;=0%</td>
<td>&gt;=0% up to &lt;+2.5%</td>
<td>&gt;=+2.5%</td>
<td>Not Applicable</td>
</tr>
</tbody>
</table>

### Actual Value Colour Status Legend

<table>
<thead>
<tr>
<th>Gross Bet</th>
<th>Total Count of Tickets Sold</th>
<th>Avg Ontario Yearling Price</th>
<th>Unique Starters</th>
<th>Average Field Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;7.5</td>
<td>7.5 up to &lt;8.0</td>
<td>8.0 up to &lt;8.4</td>
<td>&gt;=8.4</td>
<td>Not Applicable</td>
</tr>
</tbody>
</table>

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## PERFORMANCE TREND DASHBOARD [STANDARDBRED]

### Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

**VISION**  
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

**VALUES**  
Accountability ● Integrity ● Respect ● Transparency

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Bet on Ontario Races (M$)</strong></td>
<td>107.3</td>
<td></td>
<td></td>
<td></td>
<td>107.3</td>
</tr>
<tr>
<td><strong>Total Count of Tickets Sold at Racetracks (Count)</strong></td>
<td>911,773</td>
<td></td>
<td></td>
<td></td>
<td>911,773</td>
</tr>
<tr>
<td><strong>Average Ontario Yearling Sales Price ($/Yearling)</strong></td>
<td>7.8</td>
<td></td>
<td></td>
<td></td>
<td>7.8</td>
</tr>
<tr>
<td><strong>Unique Starters</strong></td>
<td>2,575</td>
<td></td>
<td></td>
<td></td>
<td>2,575</td>
</tr>
</tbody>
</table>

### More self-sufficient sector that sustains jobs

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

2. 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.

### Year Over Year Change Colour Status Legend

- **Not Applicable**
- **< -5%**
- **≥ -5% up to <+1.2%**
- **≥ +1.2% up to <+5%**
- **≥ +5%**

### Actual Value Colour Status Legend

- **< 7.5**
- **≥ 7.5 up to <8.0**
- **≥ 8.0 up to <8.4**
- **≥ 8.4**
- **Not Applicable**
### PERFORMANCE TREND DASHBOARD [QUARTER HORSE]

#### Ontario Horse Racing Industry Performance Trend Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Jun 30, 2018)

<table>
<thead>
<tr>
<th>VISION</th>
<th>MISSION</th>
<th>VALUES</th>
</tr>
</thead>
<tbody>
<tr>
<td>To enable and grow a prosperous, dynamic horse racing sector positioned for long-term viability and success in Ontario</td>
<td>Building a sustainable horse racing industry in Ontario through fact-based decision-making</td>
<td>Accountability ● Integrity ● Respect ● Transparency</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Bet on Ontario Races (M$)</td>
<td>0.6</td>
<td></td>
<td></td>
<td>0.6</td>
</tr>
<tr>
<td>Total Count of Tickets Sold at Racetracks (Count)</td>
<td>27,455</td>
<td></td>
<td></td>
<td>27,455</td>
</tr>
<tr>
<td>Average Ontario Yearling Sales Price ($/Yearling)</td>
<td>Not Applicable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Field Size (# of Starters per Race)</td>
<td>7.5</td>
<td></td>
<td></td>
<td>7.5</td>
</tr>
<tr>
<td>Total # of Unique Starters (Count)</td>
<td>214</td>
<td></td>
<td></td>
<td>214</td>
</tr>
</tbody>
</table>

---

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

2. 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.

#### Year Over Year Change Colour Status Legend

- **< -5%**
- **≥ -5% up to <+1.2%**
- **≥+1.2% up to <+5%**
- **≥+5%**
- **Not Applicable**

#### Actual Value Colour Status Legend

- **< 7.5**
- **≥ 7.5 up to < 8.0**
- **≥ 8.0 up to < 8.4**
- **≥ 8.4**
- **Not Applicable**

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