



# Ontario Horse Racing Industry Performance Results [Fiscal Year 2018-19 Q4]

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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 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


#	Name	Definition	Unit of Measure	Data Source
1	Gross Bet on Ontario Races	<ul style="list-style-type: none"> <li>Total gross wagering on Ontario races</li> </ul>	M\$	Canadian Pari-Mutuel Agency
2	Total Count of Tickets Sold at Racetracks	<ul style="list-style-type: none"> <li>Total number of wagering tickets sold live at all racetracks across Ontario</li> </ul>	Count	Racetracks
3	Average Ontario Yearling Sales Price	<ul style="list-style-type: none"> <li>Average sales price of Ontario yearlings sold at all Thoroughbred and Standardbred yearling sales (Ontario and abroad)</li> </ul> <p><i>Note: Quarter horse yearling sales are conducted privately and, therefore, excluded from this metric.</i></p>	\$/yearling	Canadian Thoroughbred Horse Society; Standardbred Canada; Ontario Racing
4	Average Field Size	<ul style="list-style-type: none"> <li>Average number of starters (not unique) per race in Ontario</li> </ul>	Starters/Race	Equibase Company LLC; Standardbred Canada; Ontario Racing
5	Total # of Unique Starters	<ul style="list-style-type: none"> <li>Total # of unique horses starting a race in Ontario</li> </ul>	Count	Equibase Company LLC; Standardbred Canada; Ontario Racing

# EXECUTIVE SUMMARY [FISCAL YEAR 2018-19 Q4]

- In comparing full Fiscal Year 2018-19 to 2017-18, gross wagering on Ontario races increased by 2.9%, mostly driven by growth in the Thoroughbred handle originating from the United States.
- The volume of betting tickets purchased onsite at Ontario racetracks declined (-12.5%) compared with the previous year. When normalizing for the number of races held at the tracks, the count of tickets per race decreased slightly more (-12.9%).
- The industry benefited from an increased Thoroughbred horse supply (+3.6%) partially offset by decreases for Standardbred (-0.4%) and Quarter Horse (-3.9%).
- The number of Ontario yearlings sold remained relatively stable while the average Ontario yearling sales price rose (+9%), mainly driven by higher sales prices for Thoroughbred yearlings sold.

# PERFORMANCE DASHBOARD [INDUSTRY]

## Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Mar 31, 2019)

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

	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

More self-sufficient sector that sustains jobs			
Gross Bet on Ontario Races (M\$)	995.2	966.9	2.9%
Total Count of Tickets Sold at Racetracks (Count)	7,550,566	8,625,092	-12.5%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	47,784	43,774	9.2%
Average Field Size (# of Starters per Race)	7.9	7.9	-0.8%
Total # of Unique Starters (Count)	6,840	6,782	0.9%

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

<sup>2</sup> 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.

Change vs. Previous Year Colour Status Legend					
Gross Bet	<-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
Actual Value Colour Status Legend					
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE DASHBOARD [THOROUGHBRED]

Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Mar 31, 2019)

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	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

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

Gross Bet on Ontario Races (M\$)	561.4	530.2	5.9%
Total Count of Tickets Sold at Racetracks (Count)	4,297,378	4,939,332	-13.0%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	75,922	57,379	32.3%
Average Field Size (# of Starters per Race)	7.9	8.0	-1.6%
Total # of Unique Starters (Count)	2,460	2,374	3.6%

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

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Change vs. Previous Year Colour Status Legend					
Gross Bet	<-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
Actual Value Colour Status Legend					
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE DASHBOARD [STANDARD BRED]

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	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

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

Gross Bet on Ontario Races (M\$)	431.9	435.0	-0.7%
Total Count of Tickets Sold at Racetracks (Count)	3,178,080	3,601,183	-11.7%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	34,102	35,577	-4.1%
Average Field Size (# of Starters per Race)	7.9	7.9	-0.7%
Total # of Unique Starters (Count)	4,106	4,123	-0.4%


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

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Gross Bet	<-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
Actual Value Colour Status Legend					
Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE DASHBOARD [QUARTER HORSE]

Ontario Horse Racing Industry Performance Dashboard – Fiscal Year 2018-19 Year to Date (Apr 1, 2018 - Mar 31, 2019)

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	Year to Date		
	Actual	Prior Year	Change (%) <sup>2</sup>

More self-sufficient sector that sustains jobs			
Gross Bet on Ontario Races (M\$)	2.0	1.7	15.5%
Total Count of Tickets Sold at Racetracks (Count)	75,108	84,577	-11.2%
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Not Applicable		
Average Field Size (# of Starters per Race)	7.4	7.2	3.2%
Total # of Unique Starters (Count)	274	285	-3.9%

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Gross Bet	<-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
Actual Value Colour Status Legend					
	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable
Average Field Size	<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 - Mar 31, 2019)

### VISION

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### MISSION

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### VALUES

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	Q1	Q2	Q3	Q4	YTD
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### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	251.6	369.0	272.2	102.5	995.2
Total Count of Tickets Sold at Racetracks (Count)	2,138,350	3,193,745	1,744,037	474,434	7,550,566
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.				47,784
Average Field Size (# of Starters per Race)	7.8	7.8	8.1	7.8	7.9
Total # of Unique Starters (Count)	4,248	5,116	4,231	1,720	6,840

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<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.

Year Over Year Change Colour Status Legend <sup>2</sup>					
	<-5%	≥-5% up to <+1.2%	≥+1.2% up to <+5%	≥+5%	Not Applicable
Gross Bet	<-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
Actual Value Colour Status Legend					
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Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

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	Q1	Q2	Q3	Q4	YTD
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### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	143.7	247.7	169.9	Not Applicable	561.4
Total Count of Tickets Sold at Racetracks (Count)	1,199,122	1,921,402	1,176,854	Not Applicable	4,297,378
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.				75,922
Average Field Size (# of Starters per Race)	7.8	7.6	8.4	Not Applicable	7.9
Total # of Unique Starters (Count)	1,459	1,872	1,673	Not Applicable	2,460

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	Q1	Q2	Q3	Q4	YTD
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### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	107.3	120.3	101.8	102.5	431.9
Total Count of Tickets Sold at Racetracks (Count)	911,773	1,232,790	559,083	474,434	3,178,080
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Data collected annually.				34,102
Average Field Size (# of Starters per Race)	7.8	7.8	8.0	7.8	7.9
Total # of Unique Starters (Count)	2,575	2,996	2,379	1,720	4,106

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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
Actual Value Colour Status Legend					
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Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

# PERFORMANCE TREND DASHBOARD [QUARTER HORSE]

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	Q1	Q2	Q3	Q4	YTD
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### More self-sufficient sector that sustains jobs

Gross Bet on Ontario Races (M\$)	0.6	1.0	0.4	Not Applicable	2.0
Total Count of Tickets Sold at Racetracks (Count)	27,455	39,553	8,100	Not Applicable	75,108
Average Ontario Yearling Sales Price (\$/Yearling) <sup>1</sup>	Not Applicable				
Average Field Size (# of Starters per Race)	7.5	7.3	7.4	Not Applicable	7.4
Total # of Unique Starters (Count)	214	248	179	Not Applicable	274

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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
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Average Field Size	<7.5	≥7.5 up to <8.0	≥8.0 up to <8.4	≥8.4	Not Applicable

## RESTRICTIONS & LIMITATIONS

*This report was prepared by a Performance Management Excellence Group (PMEG) led by the Ontario Lottery and Gaming Corporation (OLG), using information collected by and received from third party sources. This information has not been independently verified by OLG or the PMEG. 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. None of OLG, any member of the PMEG or any of our third party sources represents or warrants as to the accuracy, interpretation, completeness, sufficiency or reliability of the information contained herein, and all liability arising from the adoption, use or application of such information by any person is hereby expressly disclaimed.*