

Ontario Horse Racing Industry Performance Results

[Fiscal Year 2022-23 Q1: April 1, 2022 to July 2, 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 | M\$ | | | | |
| 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. Previous Year Colour Status 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 | 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 | ropriate return o | on investment to | taxpayers | | | | | | |
| Metric Name | | Change vs. P | revious 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) | | С | Data collected periodically | y | | | | | |
| | | | | | | | | | |
| 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 guarter has a total of 13 weeks (1st and 2nd months have 4 weeks, 3rd 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

| Q1: 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 | | 1 | 2 | 3 | 4 | | 1 | 2 | 3 | 4 | 5 |
| | Sunday | | 3-Apr | 10-Apr | 17-Apr | 24-Apr | 1-N | ay 8-1 | Иау | 15-May | 22-May | 29 | 9-May | 5-Jun | 12-Jun | 19-Jun | 26-Jun |
| Q1 | Friday | 1-Apr | 8-Apr | 15-Apr | 22-Apr | 29-Apr | 6-N | ay 13-1 | Vlay | 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-N | ay 14-I | Vlay | 21-May | 28-May | | 4-Jun | 11-Jun | 18-Jun | 25-Jun | 2-Jul |
| | | | | | | | | | | | | | | | | | |
| | Sunday | | 3-Jul | 10-Jul | 17-Jul | 24-Jul | 31- | ul 7- | Aug | 14-Aug | 21-Aug | 2 | 8-Aug | 4-Sep | 11-Sep | 18-Sep | 25-Sep |
| Q2 | Friday | | 8-Jul | 15-Jul | 22-Jul | 29-Jul | 5-A | ug 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-A | ug 13- | Aug | 20-Aug | 27-Aug | | 3-Sep | 10-Sep | 17-Sep | 24-Sep | 1-Oct |
| | | | | | | | | | | | | | | | | | |
| | Sunday | | 2-Oct | 9-Oct | 16-Oct | 23-Oct | 30-0 | ct 6-1 | VoV | 13-Nov | 20-Nov | 2 | 7-Nov | 4-Dec | 11-Dec | 18-Dec | 25-Dec |
| Q3 | Friday | | 7-Oct | 14-Oct | 21-Oct | 28-Oct | 4-N | ov 11-I | VoV | 18-Nov | 25-Nov | | 2-Dec | 9-Dec | 16-Dec | 23-Dec | 30-Dec |
| | Saturday | | 8-Oct | 15-Oct | 22-Oct | 29-Oct | 5-N | ov 12-I | VoV | 19-Nov | 26-Nov | | 3-Dec | 10-Dec | 17-Dec | 24-Dec | 31-Dec |
| | | | | | | | | | | | _ | | | | | | |
| | Sunday | | 1-Jan | 8-Jan | 15-Jan | 22-Jan | 29- | an 5- | Feb | 12-Feb | 19-Feb | 2 | 6-Feb | 5-Mar | 12-Mar | 19-Mar | 26-Mar |
| Q4 | Thursday | | 5-Jan | 12-Jan | 19-Jan | 26-Jan | 2-F | eb 9- | Feb | 16-Feb | 23-Feb | | 2-Mar | 9-Mar | 16-Mar | 23-Mar | 30-Mar |
| Q + | Friday | | 6-Jan | 13-Jan | 20-Jan | 27-Jan | 3-F | eb 10- | Feb | 17-Feb | 24-Feb | | 3-Mar | 10-Mar | 17-Mar | 24-Mar | |
| | Saturday | | 7-Jan | 14-Jan | 21-Jan | 28-Jan | 4-F | eb 11- | Feb | 18-Feb | 25-Feb | | 4-Mar | 11-Mar | 18-Mar | 25-Mar | |
| | | Ĺ | | _ | | | $\overline{}$ | | | | | _ | | | _ | | |
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EXECUTIVE SUMMARY

FY 2022-23 Q1 (April 1, 2022 - July 2, 2022)



- Wagering: Gross bet on Ontario races grew significantly (+203%) compared to Q1 FY22. Race days and races also improved (+197.6%) and (+176.5%). In line with it, wagering was up on a per race basis by 19.3%.
- Horse Supply: Unique starters increased (+15.5% overall) driven by all the 3 breeds. Quarter Horse increased by 39.4%, Standardbreds had a significant increase (+11.6%), while Thoroughbreds increased by 20.9%.
- **Financial:** Gross commissions increased versus last year (+67%) and other racetrack revenue increased by 43% largely due to the full opening of the tracks in FY23 and easing of the covid restrictions for customers both at tracks and teletheatres. This has impacted the Tickets sold at the racetrack as well which had a significant growth (+447.7%) compared to last year.

^{*} 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 first quarter covers the period from April 1, 2022, to July 2, 2022.



PERFORMANCE DASHBOARD (INDUSTRY)

Year to Date View: FY 2022-23 Q1 (April 1, 2022 - July 2, 2022)



Key Points:

- Industry Gross Bet increased significantly (+203%) driven by increase in Race days (+197.6%) and races were also up (+176.5%).
- Unique starters were up (+15.5%), though average field size declined (-7.1%). Wager to Purse ratio declined by 6.4%.
- Wagering commissions were up (+67%) due to loosened COVID restrictions on customers, both at tracks and teletheatres. Other racetrack revenue improved significantly (+43%) compared to similar period last year.

| Metric Name | Year to Date Actual | Year to Date Prior Year | Change (%) ² | | | | | |
|--|--------------------------------|----------------------------------|------------------------------|--|--|--|--|--|
| More self-sufficient sector that sustains jobs | | | | | | | | |
| Gross Bet on Ontario Races (M\$) | 327.9 | 108.1 | 203.4% | | | | | |
| Gross Wagering Commissions to Racetracks (M\$) | 55.9 | 33.5 | 67.0% | | | | | |
| Total Count of Tickets Sold at Racetracks (Count) | 7,359,381 | 1,343,668 | 447.7% | | | | | |
| Total # of Unique Starters (Count) | 4,044 | 3,500 | 15.5% | | | | | |
| 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) ² | 7.5 | 8.1 | -7.1% | | | | | |
| Wager to Purse (Ratio) ² | 6.9 | 7.4 | -6.4% | | | | | |
| Appropriate ret | urn on investment to taxpayers | | | | | | | |
| Total Other Racetrack Revenue (M\$) | 27.1 | 19.0 | 43.0% | | | | | |
| Total FTEs Employed (Count) | Please view the Economic | Impact Study at: https://about.c | olg.ca/horse-racing-landing/ | | | | | |
| Racetrack Capital Reinvestment Rate (%) ² | 9.4% | 18.8% | -49.9% | | | | | |
| | • | ' | | | | | | |

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)

Year to Date View: FY 2022-23 Q1 (April 1, 2022 - July 2, 2022)



Key Points:

- Races and race days increased compared to last year (+160.6%,+170.6%). Gross bet also grew significantly versus the previous fiscal year (+163.3%).
- Unique starters increased (20.9%) though Average field size decreased (-13.8%).
- Commission revenues had a healthy increase compared with last year (+44%) 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 (%) ² | | | |
|--|---|---------------------------------|------------------------------|--|--|--|
| More self- | sufficient sector that sustains jobs | | | | | |
| Gross Bet on Ontario Races (M\$) | 175.2 | 66.5 | 163.3% | | | |
| Gross Wagering Commissions to Racetracks (M\$) | 44.1 | 30.7 | 44.0% | | | |
| Total Count of Tickets Sold at Racetracks (Count) | 3,057,400 | 609,470 | 401.6% | | | |
| Total # of Unique Starters (Count) | 1,464 | 1,211 | 20.9% | | | |
| 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) ² | 7.6 | 8.8 | -13.8% | | | |
| Wager to Purse (Ratio) ² | 8.3 | 9.2 | -10.7% | | | |
| Appropriate | return on investment to taxpayers | | | | | |
| Total Other Racetrack Revenue (M\$) | 20.6 | 14.1 | 46.5% | | | |
| Total FTEs Employed (Count) | Please view the Economic I | mpact Study at: https://about.c | olg.ca/horse-racing-landing/ | | | |
| Racetrack Capital Reinvestment Rate (%) ² | 5.1% | 19.3% | -73.5% | | | |
| 1 Average Ontario Vearling Sales Price is for Thoroughbred & Standardbred only O | uartar Harra varring calca are conducted privat | alvand therefore evaluded fr | and this matric | | | |

Average Ontario Yearling Sales Price is for Thoroughbred & 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. 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 Q1 (April 1, 2022 - July 2, 2022)



Key Points:

- Increase in races and race days, both up through Q1 (+180.8% and +206.3% respectively), drove a positive impact on Gross bet which increased significantly by 267.3%.
- Unique starters increased by (+11.6%) though average field size declined (-5.7%). Tracks continued to increase the # of races per race day at the expense of field sizes.
- Gross commissions increased versus FY 2022 (+309.6%) while other racetrack revenue increased significantly (+31%).

| Metric Name | Year to Date Actual | Year to Date Prior Year | Change (%) ² | | | | | |
|--|--|---------------------------------|------------------------------|--|--|--|--|--|
| More self-sufficient sector that sustains jobs | | | | | | | | |
| Gross Bet on Ontario Races (M\$) | 151.9 | 41.4 | 267.3% | | | | | |
| Gross Wagering Commissions to Racetracks (M\$) | 11.5 | 2.8 | 309.6% | | | | | |
| Total Count of Tickets Sold at Racetracks (Count) | 4,268,313 | 727,930 | 486.4% | | | | | |
| Total # of Unique Starters (Count) | 2,449 | 2,195 | 11.6% | | | | | |
| 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) ² | 7.5 | 8.0 | -5.7% | | | | | |
| Wager to Purse (Ratio) ² | 6.0 | 5.8 | 3.6% | | | | | |
| Appropriate | return on investment to taxpayers | | | | | | | |
| Total Other Racetrack Revenue (M\$) | 6.1 | 4.7 | 31.0% | | | | | |
| Total FTEs Employed (Count) | Please view the Economic I | mpact Study at: https://about.c | olg.ca/horse-racing-landing/ | | | | | |
| Racetrack Capital Reinvestment Rate (%) ² | 14.3% | 19.7% | -27.7% | | | | | |
| 1 Average Ontario Vearling Sales Price is for Thoroughbred & Standardhred only C | Number Horse vesting cales are conducted private | alvand therefore evaluded from | om this motris | | | | | |

Average Ontario Yearling Sales Price is for Thoroughbred & 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. 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 Q1 (April 1, 2022 - July 2, 2022)



- Races and race days both increased (+147.6% and +166.7% respectively). Quarter Horse gross bet was up versus the prior year (+356.5%), and wagers placed per race had a healthy increase (+84.3%).
- Unique starters increased significantly (+39.4%) while Average field size improved marginally (+3.3%) compared to last year.
- Gross commissions had a major jump (+1908%) and other racetrack revenue also had a very large increase (+73.5%) due to customers returning to the track.

| Metric Name | Year to Date Actual | Year to Date Prior Year | Change (%) ² | | | | | |
|--|--|---------------------------------|------------------------------|--|--|--|--|--|
| More self-sufficient sector that sustains jobs | | | | | | | | |
| Gross Bet on Ontario Races (M\$) | 0.8 | 0.2 | 356.5% | | | | | |
| Gross Wagering Commissions to Racetracks (M\$) | 0.2 | 0.0 | 1908.0% | | | | | |
| Total Count of Tickets Sold at Racetracks (Count) | 33,668 | 6,268 | 437.1% | | | | | |
| Total # of Unique Starters (Count) | 131 | 94 | 39.4% | | | | | |
| 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) ² | 5.9 | 5.7 | 3.3% | | | | | |
| Wager to Purse (Ratio) ² | 1.1 | 0.7 | 62.2% | | | | | |
| Appropriate | e return on investment to taxpayers | | | | | | | |
| Total Other Racetrack Revenue (M\$) | 0.4 | 0.2 | 73.5% | | | | | |
| Total FTEs Employed (Count) | Please view the Economic I | mpact Study at: https://about.o | olg.ca/horse-racing-landing/ | | | | | |
| Racetrack Capital Reinvestment Rate (%) ² | 0.0% | 10.5% | -100.0% | | | | | |
| 1 Average Ontario Vearling Sales Price is for Thoroughbred & Standardbred only C | Quarter Herce yearling sales are conducted private | alv and therefore evaluded fr | om this motric | | | | | |

Average Ontario Yearling Sales Price is for Thoroughbred & 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. 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)

Year to Date View: FY 2022-23 Q1 (April 1, 2022 - July 2, 2022)



- Industry Gross Bet increased significantly (+203%) driven by increase in Race days (+197.6%) and races were also up (+176.5%).
- Unique starters were up (+15.5%), though average field size declined (-7.1%). Wager to Purse ratio declined by 6.4%.
- Wagering commissions were up (+67%) due to loosened COVID restrictions on customers, both at tracks and teletheatres. Other racetrack revenue improved significantly (+43%) compared to similar period last year.

| ufficient sec 327.9 55.9 359,381 4,044 | N/A N/A N/A N/A N/A | N/A N/A N/A N/A | N/A N/A N/A N/A | 327.9 55.9 7,359,381 4,044 | | | | | |
|--|--------------------------|---|---|--|--|--|--|--|--|
| 55.9 359,381 | N/A N/A | N/A N/A N/A | N/A N/A | 55.9 7,359,381 | | | | | |
| 359,381 | N/A | N/A N/A | N/A | 7,359,381 | | | | | |
| | | N/A | • | | | | | | |
| 4,044 | N/A | | N/A | 4,044 | | | | | |
| | | Data collected annually. | | | | | | | |
| | | | Data collected annually. | | | | | | |
| | Data collected annually. | | | | | | | | |
| 7.5 | NI/A | NI/A | NI/A | 7.5 | | | | | |
| | | | · · · · · · · · · · · · · · · · · · · | | | | | | |
| 6.9 | N/A | N/A | N/A | 6.9 | | | | | |
| return on in | vestment to taxp | ayers | | | | | | | |
| 27.1 | N/A | N/A | N/A | 27.1 | | | | | |
| Data collected annually. | | | | | | | | | |
| 9.4 % | N/A | N/A | N/A | 9.4 % | | | | | |
| | 9.4 % | 6.9 N/A return on investment to taxp 27.1 N/A 9.4 % N/A | 6.9 N/A N/A return on investment to taxpayers 27.1 N/A N/A Data collected annually. 9.4 % N/A N/A | 6.9 N/A N/A N/A return on investment to taxpayers 27.1 N/A N/A N/A Data collected annually. | | | | | |



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)

Year to Date View: FY 2022-23 Q1 (April 1, 2022 – July 2, 2022)



- Races and race days increased compared to last year (+160.6%,+170.6%). Gross bet also grew significantly versus the previous fiscal year (+163.3%).
- Unique starters increased (20.9%) though Average field size decreased (-13.8%).
- Commission revenues had a healthy increase compared with last year (+44%) due to the easing of COVID restrictions. Other Racetrack Revenues increased significantly compared to similar period last year.

| Metric Name | Q1 | Q2 | Q3 | Q4 | YTD ² | | | | |
|--|-------------------------|--------------------------|--------|-----|------------------|--|--|--|--|
| N | Nore self-sufficient se | ctor that sustains | jobs | | | | | | |
| Gross Bet on Ontario Races (M\$) | 175.2 | N/A | N/A | N/A | 175.2 | | | | |
| Gross Wagering Commissions to Racetracks (M\$) | 44.1 | N/A | N/A | N/A | 44.1 | | | | |
| Total Count of Tickets Sold at Racetracks (Count) | 3,057,400 | N/A | N/A | N/A | 3,057,400 | | | | |
| Total # of Unique Starters (Count) | 1,464 | N/A | N/A | N/A | 1,464 | | | | |
| 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) ² | 7.6 | N/A | N/A | N/A | 7.6 | | | | |
| Wager to Purse (Ratio) ² | 8.3 | N/A | N/A | N/A | 8.3 | | | | |
| Ар | propriate return on i | nvestment to tax | payers | | | | | | |
| Total Other Racetrack Revenue (M\$) | 20.6 | N/A | N/A | N/A | 20.6 | | | | |
| Total FTEs Employed (Count) | | Data collected annually. | | | | | | | |
| Racetrack Capital Reinvestment Rate (%) ² | 5.1 % | N/A | N/A | N/A | 5.1 % | | | | |
| acetrack Capital Reinvestment Rate (%) ² 5.1 % N/A N/A N/A N/A N/A S.1 % 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)

Year to Date View: FY 2022-23 Q1 (April 1, 2022 - July 2, 2022)



- Increase in races and race days, both up through Q1 (+180.8% and +206.3% respectively), drove a positive impact on Gross bet which increased significantly by 267.3%.
- Unique starters increased by (+11.6%) though average field size declined (-5.7%). Tracks continued to increase the # of races per race day at the expense of field sizes.
- Gross commissions increased versus FY 2022 (+309.6%) while other racetrack revenue increased significantly (+31%).

| Metric Name | Q1 | Q2 | Q3 | Q4 | YTD ² | | | |
|---|--------------------------|--------------------------|--------|-----|------------------|--|--|--|
| М | ore self-sufficient se | ector that sustains | jobs | | | | | |
| Gross Bet on Ontario Races (M\$) | 151.9 | N/A | N/A | N/A | 151.9 | | | |
| Gross Wagering Commissions to Racetracks (M\$) | 11.5 | N/A | N/A | N/A | 11.5 | | | |
| Total Count of Tickets Sold at Racetracks (Count) | 4,268,313 | N/A | N/A | N/A | 4,268,313 | | | |
| Total # of Unique Starters (Count) | 2,449 | N/A | N/A | N/A | 2,449 | | | |
| 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) ² | 7.5 | N/A | N/A | N/A | 7.5 | | | |
| Nager to Purse (Ratio) ² | 6.0 | N/A | N/A | N/A | 6.0 | | | |
| App | propriate return on i | investment to taxp | payers | | | | | |
| Fotal Other Racetrack Revenue (M\$) | 6.1 | N/A | N/A | N/A | 6.1 | | | |
| Total FTEs Employed (Count) | Data collected annually. | | | | | | | |
| Racetrack Capital Reinvestment Rate (%) ² | 14.3 % | N/A | N/A | N/A | 14.3 % | | | |

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 (QUARTER HORSE)

Year to Date View: FY 2022-23 Q1 (April 1, 2022 - July 2, 2022)



Key Points:

- Races and race days both increased (+147.6% and +166.7% respectively). Quarter Horse gross bet was up versus the prior year (+356.5%), and wagers placed per race had a healthy increase (+84.3%).
- Unique starters increased significantly (+39.4%) while Average field size improved marginally (+3.3%) compared to last year.
- Gross commissions had a major jump (+1908%) and other racetrack revenue also had a very large increase (+73.5%) due to customers returning to the track.

| Q1 | Q2 | Q3 | Q4 | YTD ² | | | | | |
|--|--|---|--|------------------|--|--|--|--|--|
| More self-sufficient sector that sustains jobs | | | | | | | | | |
| 0.8 | N/A | N/A | N/A | 0.8 | | | | | |
| 0.2 | N/A | N/A | N/A | 0.2 | | | | | |
| 33,668 | N/A | N/A | N/A | 33,668 | | | | | |
| 131 | N/A | N/A | N/A | 131 | | | | | |
| Data collected annually. | | | | | | | | | |
| Data collected annually. | | | | | | | | | |
| 5.9 | N/A | N/A | N/A | 5.9 | | | | | |
| 1.1 | N/A | N/A | N/A | 1.1 | | | | | |
| ppriate return on ir | vestment to taxpa | yers | | | | | | | |
| 0.4 | N/A | N/A | N/A | 0.4 | | | | | |
| Data collected annually. | | | | | | | | | |
| 0.0 % | N/A | N/A | N/A | 0.0 % | | | | | |
| | 0.8 0.2 33,668 131 5.9 1.1 priate return on in 0.4 | e self-sufficient sector that sustains journal of the self-sufficient | e self-sufficient sector that sustains jobs 0.8 N/A N/A 0.2 N/A N/A 33,668 N/A N/A 131 N/A N/A Data collected annually. Data collected annually. 5.9 N/A N/A 1.1 N/A N/A priate return on investment to taxpayers 0.4 N/A Data collected annually. Data collected annually. Data collected annually. | 0.8 | | | | | |

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.



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.

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