

Ontario Horse Racing Industry Performance Results

[Fiscal Year 2023-24 Q3: October 1, 2023 to December 30, 2023]

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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 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	revious 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 I	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 2023-24



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 (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, 2023 to
July 1, 2023

Q2: July 2, 2023 to September 30, 2023

Q3: October 1, 2023 to December 30, 2023

Q4: December 31, 2023 to March 31, 2024

•	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
	Monday		3-Apr	10-Apr	17-Apr	24-Apr	3	0-Apr	7-May	14-May	21-May	28-M	ay	4-Jun	11-Jun	18-Jun	25-Jun
Q1	Saturday	1-Apr	8-Apr	15-Apr	22-Apr	29-Apr	5	5-May	12-May	19-May	26-May	2-J	ın	9-Jun	16-Jun	23-Jun	30-Jun
	Sunday	2-Apr	9-Apr	16-Apr	23-Apr		ϵ	5-May	13-May	20-May	27-May	3-J	ın	10-Jun	17-Jun	24-Jun	1-Jul
	Monday		2-Jul	9-Jul	16-Jul	23-Jul	3	30-Jul	6-Aug	13-Aug	20-Aug	27-A	ug	3-Sep	10-Sep	17-Sep	24-Sep
Q2	Saturday		7-Jul	14-Jul	21-Jul	28-Jul	4	4-Aug	11-Aug	18-Aug	25-Aug	1-S	ер	8-Sep	15-Sep	22-Sep	29-Sep
	Sunday		8-Jul	15-Jul	22-Jul	29-Jul		5-Aug	12-Aug	19-Aug	26-Aug	2-S	ер	9-Sep	16-Sep	23-Sep	30-Sep
			_														
	Monday		1-Oct	8-Oct	15-Oct	22-Oct	2	9-Oct	5-Nov	12-Nov	19-Nov	26-N	vc	3-Dec	10-Dec	17-Dec	24-Dec
Q3	Saturday		6-Oct	13-Oct	20-Oct	27-Oct	3	3-Nov	10-Nov	17-Nov	24-Nov	1-D	ec	8-Dec	15-Dec	22-Dec	29-Dec
	Sunday		7-Oct	14-Oct	21-Oct	28-Oct	4	1-Nov	11-Nov	18-Nov	25-Nov	2-D	ec	9-Dec	16-Dec	23-Dec	30-Dec
	Monday		31-Dec	7-Jan	14-Jan	21-Jan	2	8-Jan	4-Feb	11-Feb	18-Feb	25-F	eb	4-Mar	11-Mar	18-Mar	25-Mar
Q4	Saturday		5-Jan	12-Jan	19-Jan	26-Jan	:	2-Feb	9-Feb	16-Feb	23-Feb	2-N	lar	9-Mar	16-Mar	23-Mar	
	Sunday		6-Jan	13-Jan	20-Jan	27-Jan	:	3-Feb	10-Feb	17-Feb	24-Feb	3-N	lar	10-Mar	17-Mar	24-Mar	
	·						$\overline{}$								_		
		4 weeks				4 weeks				5 weeks							



EXECUTIVE SUMMARY





- Wagering: Industry Gross Bet on Ontario races improved (1.9%) and ended at \$1.1
 Billion in Q3'F24. Race Days and Races also improved marginally.
- Horse Supply: Unique Starters dropped marginally (-1.3% overall). While Standardbreds remained flat, Quarter Horse decreased by 3% and Thoroughbreds decreased by 2.1%.
- Financial: Gross Wagering Commissions declined versus last year (-4.8%). However, tickets sold at the racetracks improved by 8.4% and other racetrack revenue increased by 25.1%.

^{*} 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 third quarter covers the period from October 1, 2023, to December 30, 2023.



PERFORMANCE DASHBOARD (INDUSTRY)





- Gross Bet improved by ~2% and ended at \$1.1B at the end of Q3'F24. Standardbred and Quarter Horse racing contributed to this growth while Thoroughbred remained flat.
- Further, Race Days (1.0%) and Races (1.8%) improved marginally in YTD Q3'F24.
- Unique Starters dropped marginally while Average Field Size increased by 1.6%. Wager to Purse improved by 19.9% YoY basis.
- Gross Wagering commissions were down by 4.8% while Other Racetrack Revenue improved by 25.1%.

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\$)	1,127.4	1,106.0	1.9%						
Gross Wagering Commissions to Racetracks (M\$)	157.3	165.2	-4.8%						
Total Count of Tickets Sold at Racetracks (Count)	25,048,636	23,099,742	8.4%						
Total # of Unique Starters (Count)	6,116	6,197	-1.3%						
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	7.7	7.6	1.6%						
Wager to Purse (Ratio) ²	7.5	6.3	19.9%						
Appropriate return on invest	ment to taxpayers								
Total Other Racetrack Revenue (M\$)	109.9	87.8	25.1%						
Total FTEs Employed (Count)	Please view the Economic Ir	mpact Study at: https://about.	olg.ca/horse-racing-landing/						
Racetrack Capital Reinvestment Rate (%) ²	10.6%	6.3%	66.8%						

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 (THOROUGHBRED)





Key Points:

- Races and Race Days dropped marginally compared to last year (-1.4%,-1.8%) which contributed to the overall Gross Bet being flat versus the previous fiscal year (0.8%).
- Unique Starters count remained steady which contributed to the marginal decline in Average Field Size.
- Gross Wagering Commission revenues dropped by 5.8% while Other Racetrack Revenues improved by 23.0%.

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\$)	660.2	655.0	0.8%			
Gross Wagering Commissions to Racetracks (M\$)	123.6	131.3	-5.8%			
Total Count of Tickets Sold at Racetracks (Count)	11,980,369	10,780,419	11.1%			
Total # of Unique Starters (Count)	2,259	2,259 2,309				
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	7.8	7.9	-1.0%			
Wager to Purse (Ratio) ²	10.1	8.1	25.2%			
Appropriate	e return on investment to taxpayers					
Total Other Racetrack Revenue (M\$)	87.4	71.0	23.0%			
Total FTEs Employed (Count)	Please view the Economic	Impact Study at: https://about.c	olg.ca/horse-racing-landing,			
Racetrack Capital Reinvestment Rate (%) ²	1.5%	3.0%	-50.1%			
1 Average Ontario Yearling Sales Price is for Thoroughbred & Standardbred only (Quarter Herse yearling sales are conducted priva	taly and therefore excluded from	om this motric			

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PERFORMANCE DASHBOARD (STANDARDBRED)

Year to Date View: FY 2023-24 Q1-Q3 (April 1, 2023, to December 30, 2023)



Key Points:

- Races (2.8%) and Race Days (1.8%) improved marginally which contributed to the increase in Gross Bet by 3.5%.
- Unique Starters count remained steady while Average Field Size and Wager to Purse Ratio increased compared to similar period last year.
- Gross Wagering Commissions dropped versus FY 2022 (-1.7%) while Other Racetrack Revenue improved by 35.7%.

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\$)	464.3	448.4	3.5%			
Gross Wagering Commissions to Racetracks (M\$)	32.5	33.1	-1.7%			
Fotal Count of Tickets Sold at Racetracks (Count)	12,935,119	12,208,617	6.0%			
Total # of Unique Starters (Count)	3,697	3,722	-0.7%			
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	7.7	7.6	2.2%			
Wager to Purse (Ratio) ²	5.7	4.8	17.7%			
Appropriate	e return on investment to taxpayers					
Total Other Racetrack Revenue (M\$)	21.4	15.7	35.7%			
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	18.5%	9.7%	90.6%			
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PERFORMANCE DASHBOARD (QUARTER HORSE)

Year to Date View: FY 2023-24 Q1-Q3 (April 1, 2023, to December 30, 2023)



Key Points:

- While Race Days remained flat, Races dropped marginally (-4.4%) in YTD Q3'F24. However, Gross Bet was up versus the prior year (+13.6%).
- Unique Starters declined by -3% while Average Field Size increased marginally (+4.7%) compared to last year.
- Gross Wagering Commissions had a major jump (+47.8%) and Other Racetrack Revenue also increased by 7.0%.

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\$)	2.9	2.6	13.6%			
Gross Wagering Commissions to Racetracks (M\$)	1.1	0.8	47.8%			
Total Count of Tickets Sold at Racetracks (Count)	133,148	110,706	20.3%			
Total # of Unique Starters (Count)	167	173	-3.0%			
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	5.9	5.7	4.7%			
Wager to Purse (Ratio) ²	1.0	0.9	13.3%			
Appropriate	e return on investment to taxpayers					
Total Other Racetrack Revenue (M\$)	1.1	1.0	7.0%			
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	1.5%	0.0%	N/A			
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PERFORMANCE DASHBOARD (INDUSTRY)

Year to Date View: FY 2023-24 Q3 (October 1, 2023, to December 30, 2023)



- Race Days and Races improved considerably compared to Q3, last year (224 vs. 202, 10.6% and 2244 vs. 2029, 10.6%, respectively). Inline, Gross Bet improved (+7.6%) compared to Q3'F23.
- Unique Starters dropped marginally in Q3'F24 (-2.3%) while Average Field Size remained steady compared to Q3'F23.
- Gross Wagering commissions remained flat while Wager to Purse Ratio improved by 22.9%.

Q1	Q2	Q3	Q4	YTD ²			
re self-sufficient se	ctor that sustains jo	obs					
317.5	438.9	371.0	N/A	1127.4			
51.5	55.8	50.1	N/A	157.3			
8,410,385	9,475,532	7,162,719	N/A	25,048,636			
3,917	4,712	3,952	N/A	6,116			
Data collected annually.							
		Data collected annually.					
7.6	7.6	8.0	N/A	7.7			
7.0	7.3	8.5	N/A	7.5			
opriate return on ir	nvestment to taxpa	yers					
31.2	40.0	38.7	N/A	109.9			
Data collected annually.							
2.9 %	2.8%	24.5 %	N/A	10.6 %			
	7.6 7.0 7.1.2	7.6 7.0 7.3 7.3 7.3 7.3 7.3 7.3 7.3 7.5 7.6 7.0 7.3 7.3 7.0 7.3 7.0 7.3 7.0 7.3 7.0 7.3 7.0 7.3 7.0 7.3 7.0 7.3 7.0 7.3 7.0 7.0 7.3 7.0 7.0 7.3 7.0 7.3 7.0 7.0 7.3 7.0 7.0 7.3 7.0 7.0 7.3 7.0 7.0 7.3 7.0 7.0 7.3 7.0 7.0 7.0 7.3 7.0 7.0 7.0 7.0 7.0 7.0 7.0 7.0 7.0 7.0	## self-sufficient sector that sustains jobs 317.5	## self-sufficient sector that sustains jobs 317.5			

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PERFORMANCE DASHBOARD (THOROUGHBRED)

Year to Date View: FY 2023-24 Q3 (October 1, 2023, to December 30, 2023)



Key Points:

- Race Days (51 vs. 47) and Races (413 vs. 361) improved compared to Q3'F23. Accordingly, the Gross Bet increased (7.6%) compared to Q3 from the prior year.
- Unique Starters counts dropped by -1.8%. Average Field Size dropped (-2.5%), with Starters count improved by 3.8%.
- Gross Wagering Commission revenues dropped by 1.5%, while Other Racetrack Revenue improved by 22%.

Metric Name	Q1	Q2	Q3	Q4	YTD ²		
	More self-sufficient se	ctor that sustains j	obs				
Gross Bet on Ontario Races (M\$)	158.0	277.9	224.3	N/A	660.2		
Gross Wagering Commissions to Racetracks (M\$)	39.8	43.9	40.0	N/A	123.6		
Total Count of Tickets Sold at Racetracks (Count)	3,582,827	4,853,513	3,544,029	N/A	11,980,369		
Total # of Unique Starters (Count)	1,413	1,759	1,577	N/A	2,259		
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	7.5	8.3	N/A	7.8		
Wager to Purse (Ratio) ²	8.4	13.4	8.7	N/A	10.1		
F	appropriate return on i	nvestment to taxpa	ayers				
Total Other Racetrack Revenue (M\$)	23.7	32.2	31.6	N/A	87.4		
Total FTEs Employed (Count)		Data collected annually.					
Racetrack Capital Reinvestment Rate (%) ²	3.4 %	0.1%	0.0 %	N/A	1.5 %		
1 Average Ontario Voarling Sales Drice is for Thoroughbrod & Stand	and	and the second second	at and an electric and all and	Community of the state of the s			

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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 2023-24 Q3 (October 1, 2023, to December 30, 2023)



- Race Days improved (169 vs. 151) compared to the previous fiscal Q3 (11.5%), Races improved by (1851 vs. 1794, 12.1%). Gross Bet improved by 7.6%.
- Unique Starters dropped marginally(-1.4%) while Average Field Size remained steady.
- Gross Wagering Commissions improved by 1.4% compared to the previous fiscal Q3.

Metric Name	Q1	Q2	Q3	Q4	YTD ²				
	Nore self-sufficient se	ctor that sustains j	obs						
Gross Bet on Ontario Races (M\$)	158.7	159.5	146.2	N/A	464.3				
Gross Wagering Commissions to Racetracks (M\$)	11.3	11.5	9.8	N/A	32.5				
Total Count of Tickets Sold at Racetracks (Count)	4,776,100	4,558,865	3,600,154	N/A	12,935,119				
Total # of Unique Starters (Count)	2,378	2,791	2,276	N/A	3,697				
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	7.7	7.9	N/A	7.7				
Wager to Purse (Ratio) ²	6.1	4.2	8.4	N/A	5.7				
A	ppropriate return on i	nvestment to taxpa	yers						
Total Other Racetrack Revenue (M\$)	7.0	7.5	6.9	N/A	21.4				
Total FTEs Employed (Count)		Data collected annually.							
Racetrack Capital Reinvestment Rate (%) ²	2.7 %	2.6%	36.4 %	N/A	18.5 %				
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PERFORMANCE DASHBOARD (QUARTER HORSE)

Year to Date View: FY 2023-24 Q3 (October 1, 2023, to December 30, 2023)



- While Race Days (4) remained flat, Races dropped marginally (46 vs. 48, -6%) in Q3'F24. However, Gross Bet was up versus the prior year (+39.8%).
- Unique Starters dropped by 7.9% which impacted the Average Field Size (-6.3%).
- Despite weaker horse supply, financial performance improved as Gross Wagering Commissions improved (+28.0%) while Other Racetrack Revenue improved by 21.6%.

Metric Name	Q1	Q2	Q3	Q4	YTD ²		
Мо	re self-sufficient se	ctor that sustains j	obs				
Gross Bet on Ontario Races (M\$)	0.9	1.5	0.5	N/A	2.9		
Gross Wagering Commissions to Racetracks (M\$)	0.4	0.4	0.3	N/A	1.1		
Total Count of Tickets Sold at Racetracks (Count)	51,458	63,154	18,536	N/A	133,148		
Total # of Unique Starters (Count)	126	162	105	N/A	167		
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	6.2	6.0	5.5	N/A	5.9		
Wager to Purse (Ratio) ²	0.9	0.9	0.8	N/A	1.0		
Appr	opriate return on ir	nvestment to taxpa	yers				
Total Other Racetrack Revenue (M\$)	0.5	0.4	0.2	N/A	1.1		
Total FTEs Employed (Count)	Data collected annually.						
Racetrack Capital Reinvestment Rate (%) ²	0.0 %	0.0%	8.0 %	N/A	1.5 %		

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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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THANKS

