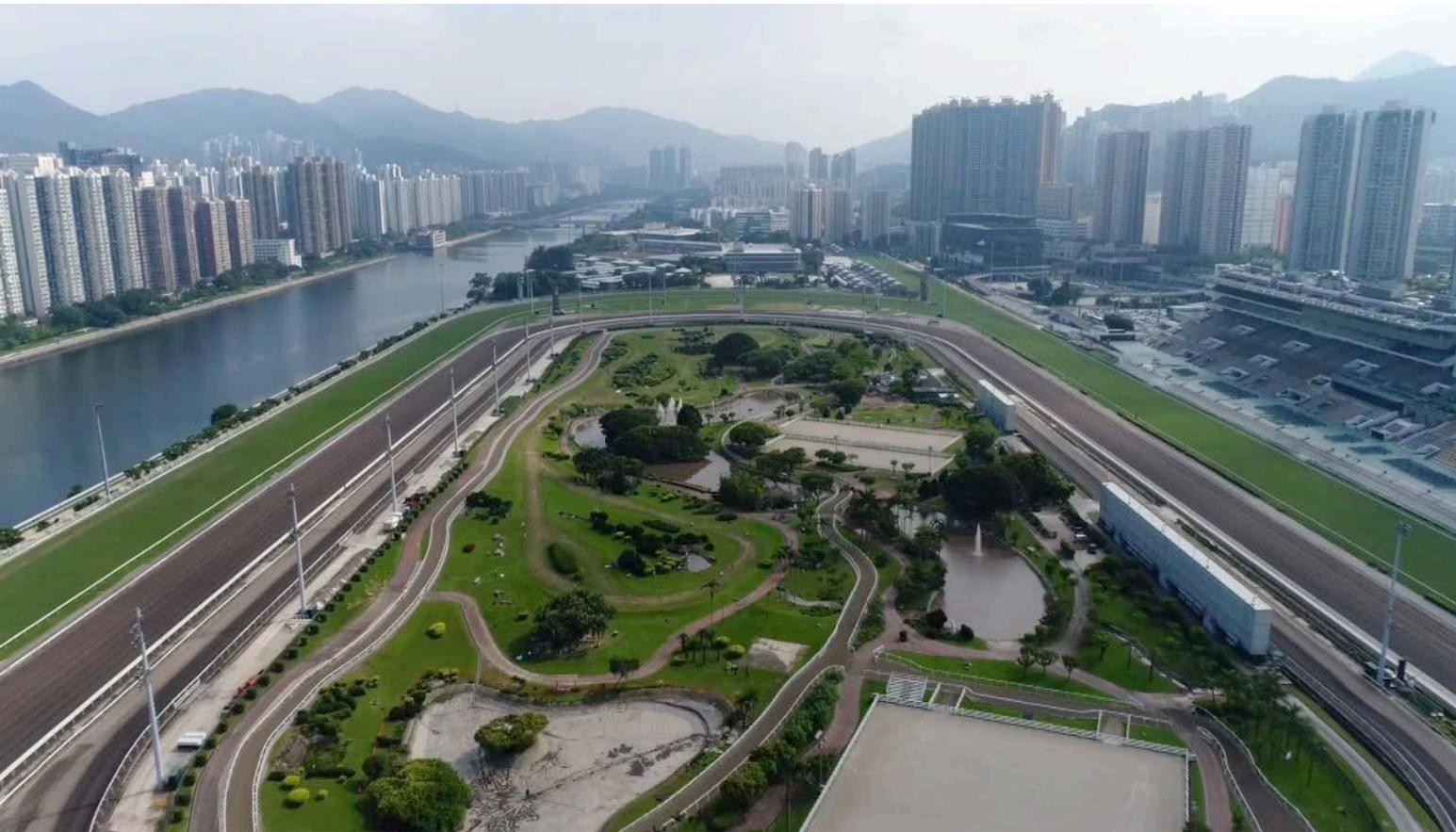


Hong Kong Racing and North American Commingling

// Michele Fischer

Vice President Sales and Business Development, The Americas





Two Racetracks
Sha Tin
Happy Valley

Competitive Racing
High Degree of
Integrity

2016 / 2017 Season

- ▶ 88 Race Meetings
- ▶ US \$15 billion turnover
- ▶ Avg. Field Size – 12.7

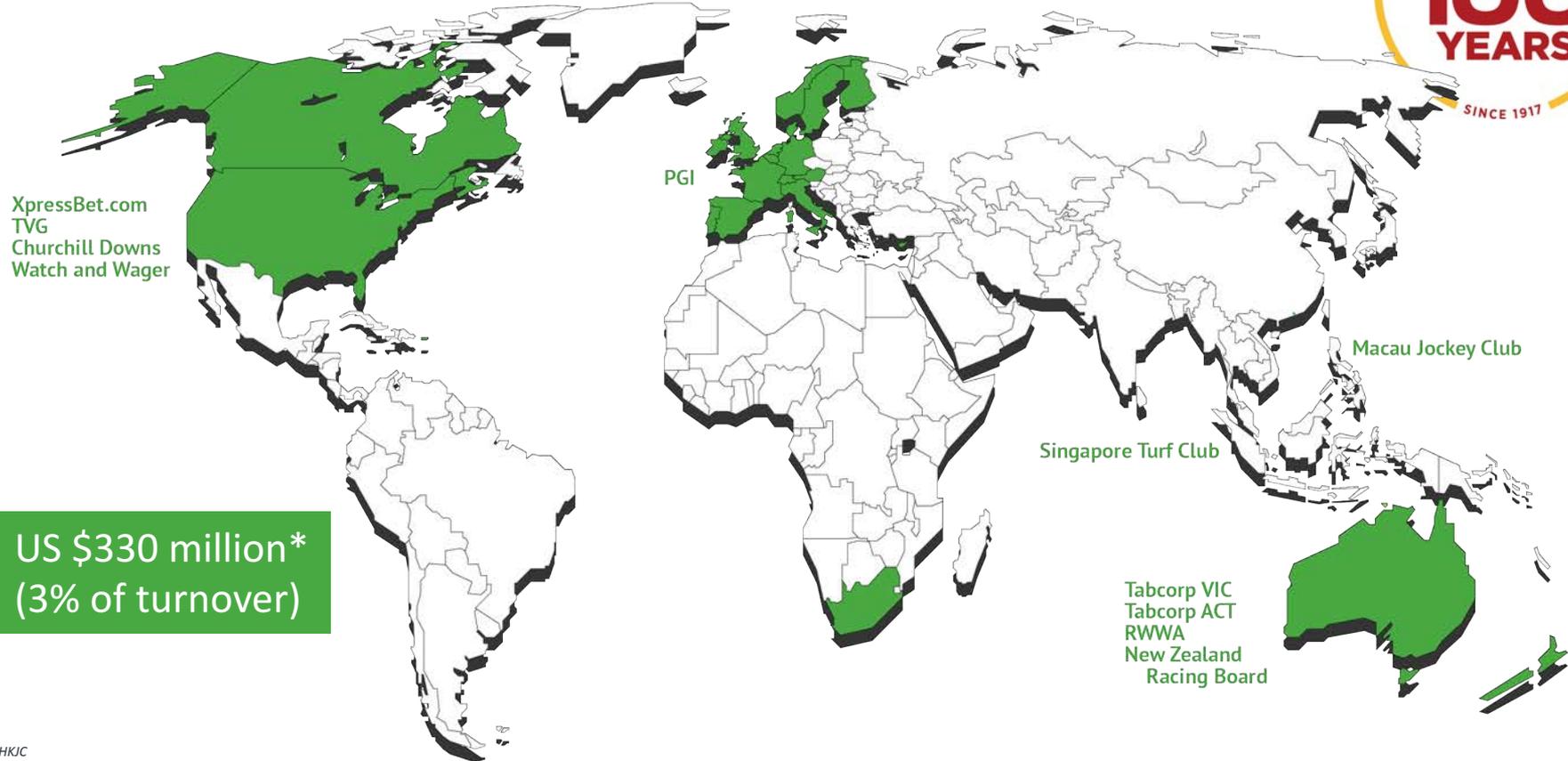


Sha Tin Racecourse
© Hong Kong Jockey Club

Evolution of Commingling

Legalized in 2013, Commenced in 2015

HKJC Partnerships as of 2015



XpressBet.com
TVG
Churchill Downs
Watch and Wager

PGI

Macau Jockey Club

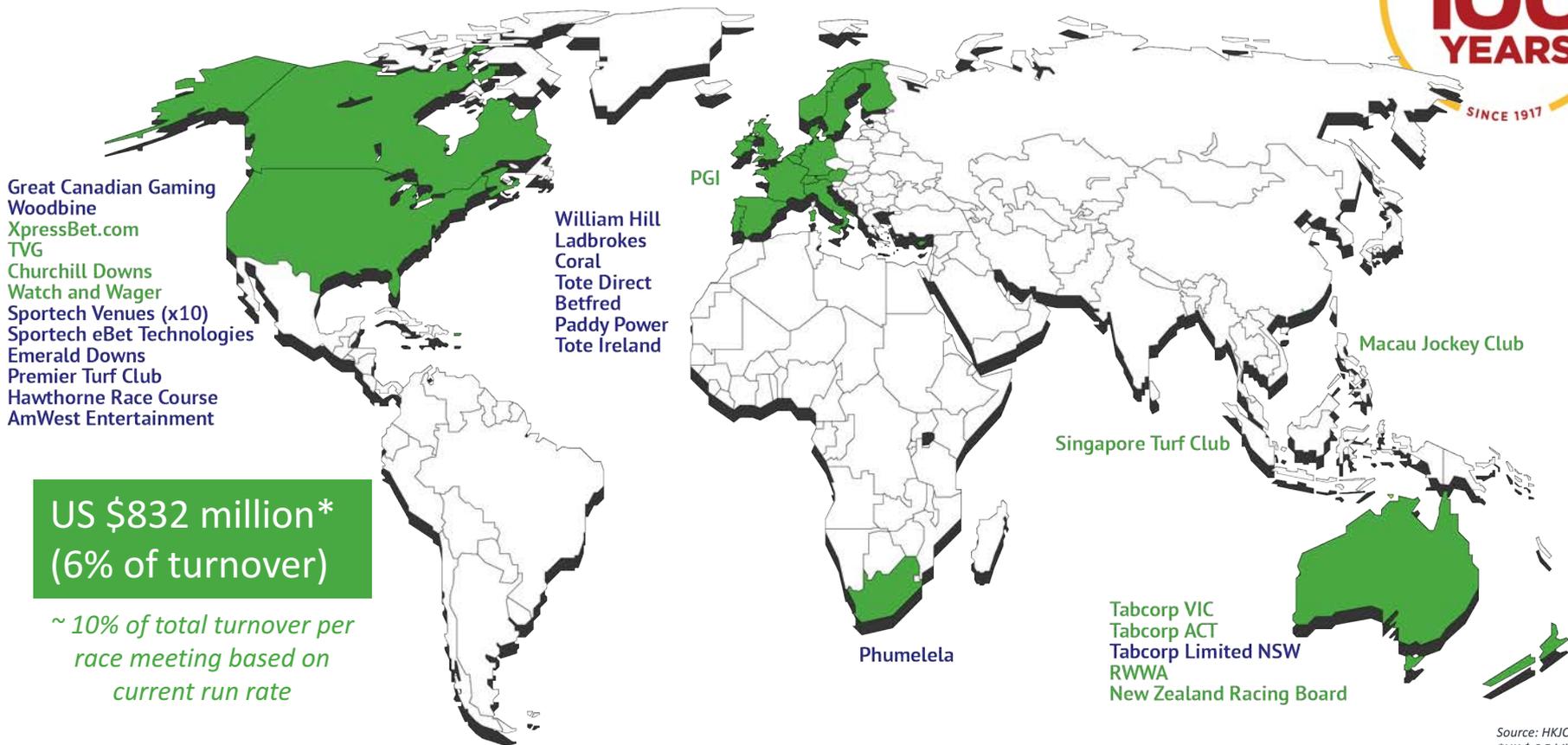
Singapore Turf Club

US \$330 million*
(3% of turnover)

Tabcorp VIC
Tabcorp ACT
RWWA
New Zealand
Racing Board

Source: HKJC
*HK \$ 2.6 billion

HKJC Partnerships as of 2017



US \$832 million*
(6% of turnover)

~ 10% of total turnover per
race meeting based on
current run rate

Source: HKJC
*HK \$ 6.5 billion



Happy Valley Racecourse

► Services

- Video from Roberts Communications
- Past Performances in the Daily Racing Form
- Entries through Equibase

► Challenges

- Time differences
- Education of punters
- Varied bet type availability across guest sites
- Bet-by-bet protocol versus collation



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