
THE
SYMPOSIUM
ON RACING
& Gaming

Dealing the Racino (Deck)

Tucson, Arizona

December 4, 2007

Innovation Capital
Investment Bankers

 **PLAINFIELD ASSET
MANAGEMENT LLC**



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Innovation Capital

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Global Leisure Partners

Robert L.
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*Managing
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Wyoming Entertainment

Eric
Spector

*President
&
Chief
Executive
Officer*

Speaker Biographies

Matt Sodl Managing Director Innovation Capital, LLC

Innovation Capital
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Matt Sodl is Managing Director and Co-Founder of Innovation Capital which is a leading investment banking firm covering the gaming, hospitality and leisure industries. Mr. Sodl has served in senior positions at Merrill Lynch, Schroder Wertheim and Murphy Noell. Mr. Sodl has successfully orchestrated public debt and equity offerings, restructurings, merger and acquisition transactions and private placements for more than 100 clients over the course of his career. Mr. Sodl is widely quoted in business and news publications including *The Wall Street Journal*, *Bloomberg*, *BusinessWeek* and the *Las Vegas Sun* and was named to *Investor Dealers' Digest's* "40 under 40" list in 2006.

Mr. Sodl's client base includes public and private gaming operators, Native American entities, management groups, equipment manufacturers and private investor groups. Mr. Sodl's past clients have included MGM Mirage, Mandalay Resort Group, Caesars Entertainment, Aladdin Gaming Holdings, CKE Restaurants, Furr's Restaurant Group, SunCruz Casinos, President Casinos, Nevada Gold and Casinos, American Racing & Entertainment and Jumer's Casino Rock Island. In the racino segment, Mr. Sodl has recently completed transactions with entities that own and operate Indiana Downs, Bedford Downs, Tioga Downs and Vernon Downs. In aggregate, Mr. Sodl has been involved in transactions aggregating over \$30 billion over the course of his career.

Mr. Sodl earned a Bachelor of Arts degree in Economics from Columbia University and a Masters of Business Administration with a concentration in Finance from The Anderson School at the University of California, Los Angeles. Mr. Sodl has served as a speaker at a number of gaming conferences relating to mergers and acquisitions, capital markets and overall industry trends.

Speaker Biographies

Joe Bencivenga Founding Partner Plainfield Asset Management



Prior to joining Plainfield, Joe Bencivenga was a Managing Director of Guggenheim Capital Markets LLC from 2004 to 2005, where he was responsible for high yield capital markets, private equity and research. From 2002 to 2004, Mr. Bencivenga was Head of High Yield Research at Maxcor Financial with the same team as at Guggenheim.

From 1997 to 2001, Mr. Bencivenga was Global Head of High Yield at Barclays Capital Inc. During his tenure there, his team originated over 75 high yield, mezzanine and bridge loan transactions, 20 of which were lead managed. At Barclays Capital, Mr. Bencivenga also helped manage the firm's \$1 billion bridge loan and mezzanine fund.

From 1990 through 1996, he was Head of High Yield Research, Head of Fixed Income Credit Research (high yield and high grade) and Deputy Head of Equity Research at Salomon Brothers Inc.

Mr. Bencivenga also served as a Senior Vice President and Head of High Yield Research at Drexel Burnham Lambert in Beverly Hills, California, where he worked from 1985 to 1990. Mr. Bencivenga started his career as a Corporate Bond Analyst at Salomon Brothers Inc from 1983 to 1985.

Mr. Bencivenga received a B.S. in Marketing in 1981 and an M.B.A. in 1983 from Fairleigh Dickinson University.

Speaker Biographies

Robert L. Decker Managing Director Global Leisure Partners, LLP



Bob Decker is a Founding Member and Managing Director of Global Leisure Partners LLP ("GLP"), an investment and merchant bank that provides advisory services and principal investment opportunities to clients in the gaming, leisure, entertainment, hospitality and luxury goods sectors. GLP's corporate headquarters is located in London, England, and it also has offices in Bedminster, New Jersey and Louisville, Kentucky, where Decker is based. Decker also provides consulting services to select companies in the racing industry on a part-time basis.

Prior to joining GLP, Decker was the Executive VP and CFO of Churchill Downs Incorporated. During his six years with Churchill Downs, Decker was responsible for the financial, treasury, human resources, information technology and investor relations activities of the Company. In addition, he served as the Chief Development Officer of the Company and managed the acquisitions of Hollywood Park, Calder and Ellis Park racetracks and the merger with Arlington Park Race Course. He also served as the President of Churchill Downs Simulcast Network after CDSN was set up as a separate operating company under Churchill Downs Inc.

Decker is a registered broker dealer the U.S. and the United Kingdom and is also a certified public accountant. He is member of the Board of Directors of the Louisville Free Public Library Foundation and the Greater Louisville Sports Commission, where he previously served as Chairman.

Speaker Biographies

Eric Spector President & Chief Executive Officer Wyoming Entertainment



Mr. Spector is President of Wyoming Entertainment and has over 15 years of experience in the gaming and racing industries. As CEO, Mr. Spector oversees the operations of Wyoming Downs and Wyoming Off-Track Betting, a horse racing and OTB network operator in Evanston, Wyoming.

In addition to his duties with Wyoming Entertainment, Mr. Spector currently serves as President of Trident Media Group, a service provider to the racing and gaming industries for over 30 years.

Prior to joining Wyoming Entertainment, Mr. Spector was CEO of Mid-State Raceway, which owned and operated Vernon Downs prior to its sale to American Racing. Mr. Spector also has executive-level experience with numerous entities formed to develop and acquire gaming and racing properties throughout the United States.

Mr. Spector also assisted in restructuring and selling Graff Pay Per View, a Nasdaq-listed company operating several partnerships and subsidiaries across a number of industries.

Mr. Spector received a B.S. from Cornell University and earned a J.D. from the Boston University School of Law.

Opening Remarks

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- Matt Sodl
- Joe Bencivenga
- Robert L. Decker
- Eric Spector

Current State of the Racino Market

Current State of Racino Market

Consolidation / Valuation

Consolidation continues at a brisk pace in the racino sector:

- What are the catalysts underlying this M&A activity?
- Can you comment on the upward trend in valuation multiples we've seen in the sector.

Investor Risks & Rewards

Plainfield has been quite active in the racino sector:

- What has attracted you to the sector?
- What risks do you see in racinos that you don't see in straight casino properties?

Current State of Racino Market

Operations

- Is it a fair assumption that the racetrack operations of a racino will break even?

Asset Sales

Magna Entertainment announced a broad restructuring whereby they'd be selling assets:

- Where did Magna go wrong in its strategy?
- Which of Magna's assets do you think investors will find interesting?
- Will investors buy the core public Magna entity as an investment opportunity?

Slots Legislation

It looks like Maryland has crossed the legislative threshold in getting slots at tracks after years of the tracks losing money:

- Beyond Maryland, what states do you see as the next to enact slots legislation?

Financing Markets

Access to the capital markets is obviously important to build racino properties. Centaur and Indiana Downs found a recent window to raise about \$1.5 billion for their properties:

- What do you see in the near term in the financing markets?