



GATEWAY
TO THE
WORLD

Premier Gateway International Ltd





Paul Cross

International Wagering Manager

Tabcorp

Symposium
on racing &
gaming

PGI is a JV with Phumelela and part of Tabcorp in Australia

	Wagering	Media & International	Gaming	Keno
				
Profile	<ul style="list-style-type: none"> • 43.3% share of turnover (estimated) • 1.2m regular customers • New 12 year Victorian Wagering & Betting licence 	<ul style="list-style-type: none"> • 2.35m homes have access to Sky Racing • Export racing vision to 30 countries • 82,000 races pa 	<ul style="list-style-type: none"> • 1.2m EGM customers • 53.9% share of revenue • 7,500 EGMs signed to TGS • TGS is expected to commence August 2012 	<ul style="list-style-type: none"> • 1.3m customers • New 10 year Victorian Keno licence
Outlets Accounts	2,627 (Sept 2011) 315,000 (Sept 2011)	5,100 (outlets)	263 (venues)	2,876 (venues)
FY11 Revenue EBITDA	\$1,569m \$288m	\$179m \$60m	\$1,077m \$280m	\$170m \$61m
Licence expiry	NSW 2097 NT 2015 VIC 2024 (new)		VIC 2012	NSW 2022 QLD 2022 VIC 2022

Background - So why are we co-mingling?

- We now import over 25,000 races each year from around the globe
- We export Australian and New Zealand racing to over 30 countries
- We continue to look to enhance existing markets
- We continue to look for new markets
- Time zone
- Liquidity
- New and existing bet types
- Customer demand

Background – the gateway

- ❑ For some time, Tabcorp had been searching for an alternate solution for the development of global co-mingling.
- ❑ Apart from co-mingling domestically in Australia, Tabcorp commenced international co-mingling in 2007 with New Zealand.
- ❑ Since then, this has been extended to both South Africa and Singapore.
- ❑ In an effort to expedite the time required and reduce the cost of engaging each new international partner, Tabcorp sought to partner in the creation of a global tote gateway.
- ❑ After considering several options, Tabcorp decided to enter into a JV with a trusted partner in the form of Phumelela, a South African based tote company.
- ❑ This extended the co-mingling arrangements to the Isle Of Man.

The PGI Business

- ❑ The business has actually been operated by Phumelela since 2006 with steadily growing profitability.
- ❑ For both Phumelela and Tabcorp it was a case of very similar objectives:
 - ❑ Create one international tote gateway to make it easier for international connectivity for major international operators.
 - ❑ Encourage the major international tote operators to be users and if necessary, joint owners.
 - ❑ Provide additional revenues to the operator's domestic racing industry.
- ❑ The business has evolved into Premier Gateway International (PGI) licensed in the Isle Of Man (IOM) and is jointly owned by Phumelela Gold Enterprises and Tabcorp.



Location: In the Irish Sea at the heart of the British Isles
Population: 80,000 (2006)
Size: 221 sq. miles (33 miles long by 13 miles wide)
Capital: Douglas

Operations today

- ❑ Operates virtually 24 hours 7 days a week.
- ❑ Offers over 8 currencies for inclusion in co-mingled pools.
- ❑ Co-mingles wagers on some 240 tracks around the world.
- ❑ Co-mingles with major tote operators.
- ❑ Host tote of various soccer tote pools such as Soccer 4, Soccer 6 and Soccer 10.

Finally we want to create a global gateway for major wagering operators

