

# 37<sup>th</sup> Annual Symposium on Racing and Gaming

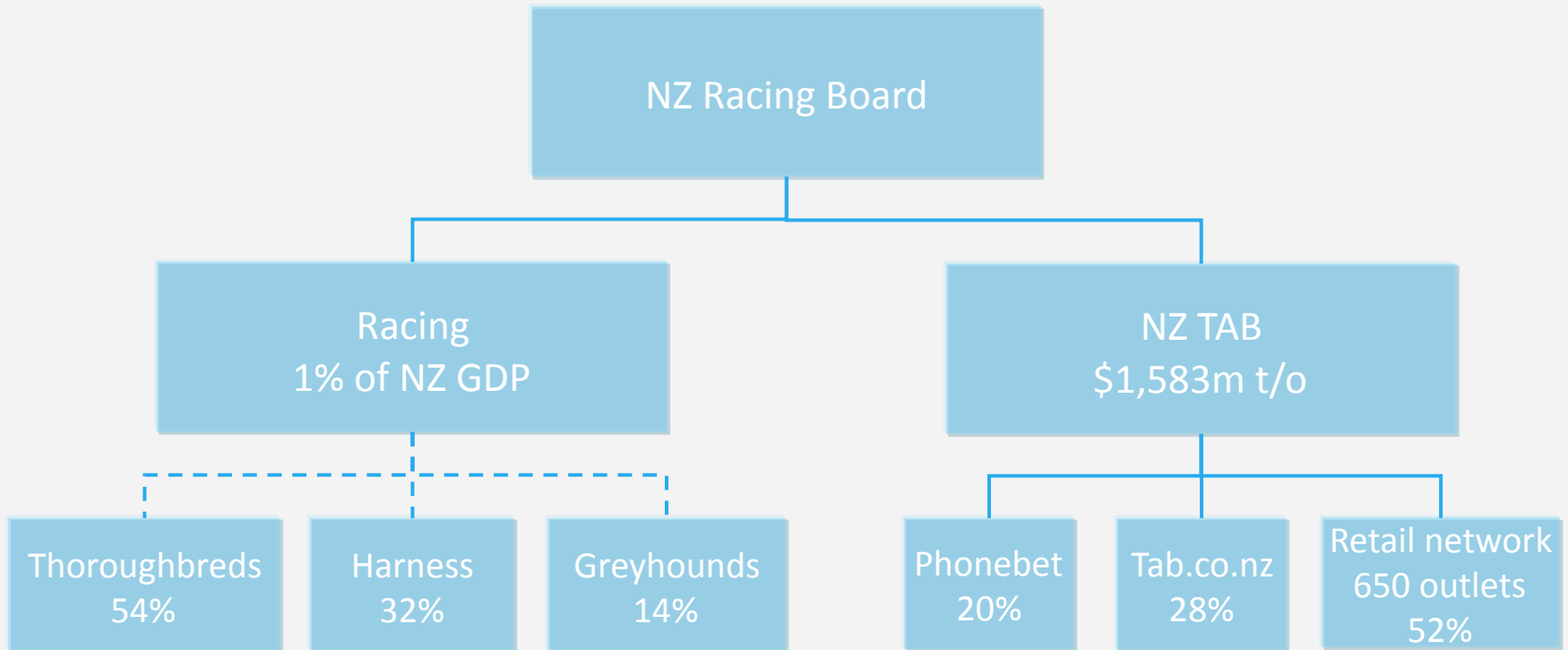
ANDREW BROWN, CEO, NZ RACING BOARD

The logo for TAB (Totalisator Agency Board) features the letters 'TAB' in a bold, serif font. The letters are white with a blue outline and are set against a green laurel wreath. The logo is positioned in the bottom left corner of a dark blue horizontal bar.

TAB



# ABOUT THE NZ RACING BOARD



**TAB**



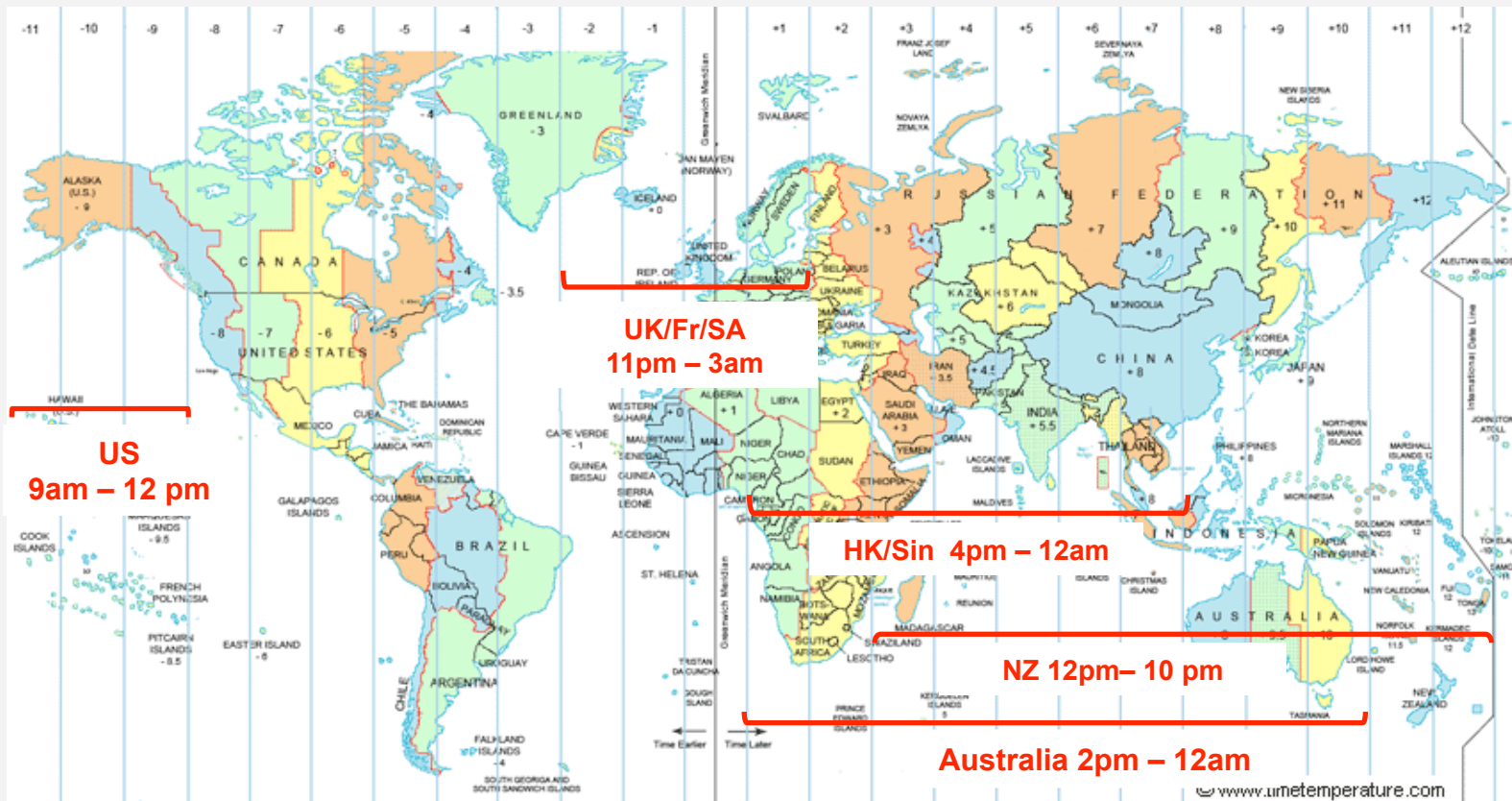
# ABOUT THE NZ RACING BOARD

	2005/06	2006/07	2007/08	2008/09	2009/10
	\$m	\$m	\$m	\$m	\$m
Betting turnover	1,364	1,436	1,528	1,513	1,583
Profit	86	122	131	119	128
Total funding to industry	88	116	132	141	125

**TAB**



# THE NEW ZEALAND ENVIRONMENT



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# OUR BETTING ENGINE

- Currently building a brand new, world-leading betting engine
- Core software purchased from Media & Gaming in Australia
- 24-month development programme to customise to meet NZ Racing Board's needs
- Raft of benefits which will ultimately drive profitability
- Expect there to be demand from other operators for this system once complete

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# CONCLUSION

- Statutory monopoly in New Zealand serving a domestic customer base of c.10% of the population
- 2009/10 turnover \$1.58 billion; profit \$128 million
- Unique time zone, making us a good import and export partner
- Best-in-class betting engine in development, due to be fully commissioned by the end of 2011
- Adopt international standard of "host" rules apply

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