

A Case For International Commingling



About IFHA

- > Organisation
- > Representing Betting

A case for International Commingling

- > Advantages for Host & Guest
- > Advantages of doing things global

IFHA Work Program

- > Main Objectives
- > Global Trifecta
- > Challenges



50
Member Countries





IFHA: The only global organisation

www.IFHAonline.org



Key players Americas: Canada, US, Brazil, Argentina

Key Players Europe: Ireland, UK, France, Sweden, Italy, Germany

Key Players Australasia: Australia, New Zealand, Japan, Hong Kong, South Korea, Singapore, India, United Arab Emirates

Other: South Africa

Betting

Japan Racing Association
Hong Kong Jockey Club
Korea Racing Authority
Singapore Turf Club
Jockey Clubs in Brazil
Jockey Club Argentina
UNIRE, Italy
Tote Ireland
Direktorium, Germany

Betting Indirect

Woodbine, Canada
PMU, France
ATG, Sweden
New Zealand TR

No Betting

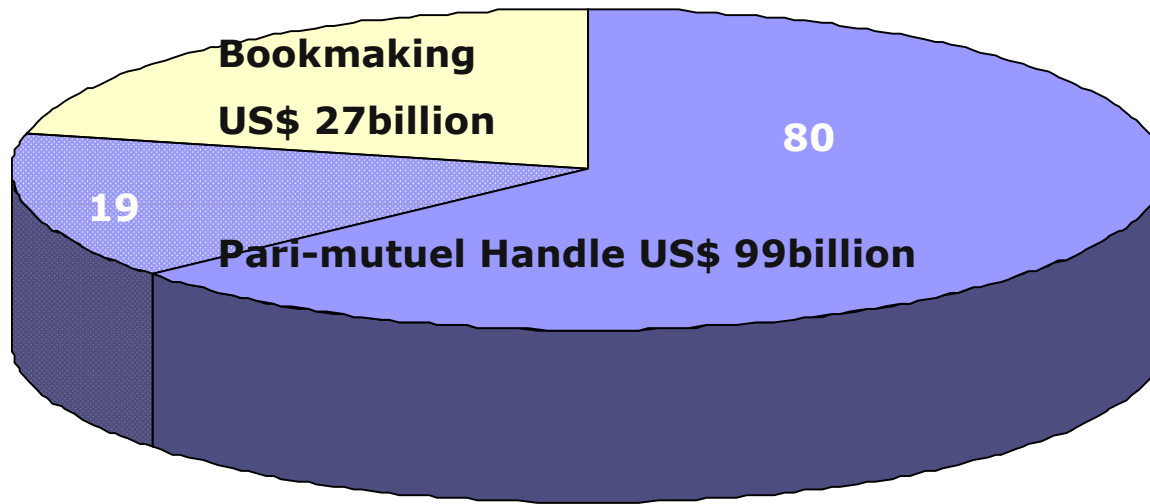
USA, NTRA, Jockey Club
United Kingdom, BHA
Australia, ARB

US\$ 80 billion organized parimutuel handle

www.IFHAonline.org



Global Handle 2006: 126 billion US\$



IFHA brings together 4/5th of global pari-mutuel handle

Why Global Commingling?

www.IFHAonline.org



Racing is increasingly international and ...

Why Global Commingling?

www.IFHAonline.org



Racing is increasingly international and ...

...global pools is the betting answer to
internationalisation of racing

Why Global Commingling?

www.IFHAonline.org



> For the « Host » operator

- Growth of pool size by foreign bettor
- Promotion of local big races
- New bet types can offer incremental handle

> For the «Guest » operator

- Immediate access to a bet with the necessary size of pool to ensure attractive winnings
- The size of the pool limits dividends variations
- Specific interest of punters for domestic horses running abroad in big races and for prestigious « Grand Prix »

Global Trifecta

> Trials



Operational results

- **7 Global Trifecta** offered to date
 - June 10th, Prix de Diane (France)
 - June 19th, St James Palace Stakes (UK)
 - June 21st, Gold Cup (UK)
 - July 7th, Durban July Cup (South Africa)
 - July 15th, Mercury Sprint (South Africa)
 - October 26/27th, Breeders' Cup (USA)
- Participating countries

| Global Trifecta | Participating countries |
|------------------------|-------------------------|
| Prix de Diane | 10 |
| St James Palace Stakes | 10 |
| Gold Cup | 10 |
| Durban July Cup | 6 |
| Mercury Sprint | 5 |
| Breeders' Cup | 20 |

Global Trifecta

- > Trials

Global Exotic

- > The Life-Changing Winning

Best Practices

- Regulation
- Commercial
- Technology

Spin off

- > Promotion of Commingling & Opening up Pari-mutuel markets



An implementation that proved complex, as anticipated :

- Differences in applicable rules, even on a supposedly well known bet as the Trifecta
- Tax differences
- Commercial acceptance issues
- Technical problems for the host operator and its guests, with a risk for all of losing handle on top meetings.
 - Different IT Systems
 - Different interpretations of ITSP
 - Different developments in operators' systems.
- Complexity of a global project management

Conclusion: Support US!

www.IFHAonline.org

