

20 October 2020

Australian Securities Exchange  
Companies Announcements Platform  
20 Bridge Street  
Sydney NSW 2000

## ANNUAL GENERAL MEETING PRESENTATION AND 1Q21 TRADING UPDATE

Attached is the presentation regarding Tabcorp Holdings Limited's (Tabcorp's) Annual General Meeting to be presented by Paula Dwyer, Chairman, and David Attenborough, Managing Director and Chief Executive Officer.

This presentation will be webcast on Tabcorp's website at [www.tabcorp.com.au/Investors/AGM](http://www.tabcorp.com.au/Investors/AGM) from 10.00am (AEDT) today.

This announcement was authorised for release by the Chairman, Paula Dwyer.

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EXCITEMENT

INTEGRITY

# AGM

## Tabcorp

HOLDINGS LIMITED

20 OCTOBER 2020  
ABN 66 063 780 709

# CHAIRMAN'S ADDRESS



# ACTIONS TAKEN TO SUPPORT PEOPLE AND PARTNERS, AND MITIGATE THE FINANCIAL IMPACT OF COVID-19



**Keep our  
community safe**

Please keep 1.5m apart

HAVE FUN & PLAY  
RESPONSIBLY



**Tabcorp**



The background image shows three firefighters in yellow protective suits and helmets sitting on a metal guardrail on the side of a road. They are wearing face masks and goggles. In the background, there is a thick layer of smoke or fog, and a fire truck is visible on the road. The overall scene is somber and highlights the impact of bushfires.

**SATURDAY LOTTO**

BUSHFIRE BENEFIT DRAW RAISED

**\$1.9**

**MILLION**

**Tabcorp**



# FY20

NPAT BEFORE  
SIGNIFICANT ITEMS

**\$271**  DOWN  
million **31.6%**

STATUTORY NET LOSS  
AFTER TAX

**\$870**  
million



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# NEW DIRECTORS



ANNE BRENNAN



DAVID GALLOP



JANETTE KENDALL (OBSERVER)

To be formally appointed upon receipt of ministerial and regulatory approvals



# RETIRING DIRECTORS



VICKI MCFADDEN



ZIGGY SWITKOWSKI

**Tabcorp**

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A woman with long dark hair, wearing an orange sleeveless top, is looking down at a brochure she is holding. She is standing in front of a large, white, coin-operated vending machine. The machine has a screen displaying various items and a coin slot. To the right of the machine, there are several signs and posters. One sign says "THINK! ABOUT YOUR CHOICES" and another says "TAB DOORS ARE OPEN AGAIN". A large green sign on the right side of the machine says "Come in We're OPEN". The background is a blurred indoor setting.

EXCITEMENT

INTEGRITY

**Tabcorp**



# TABCORP TODAY



LOTTERIES & KENO



WAGERING & MEDIA



GAMING SERVICES



# MANAGING DIRECTOR & CEO'S ADDRESS





FY20 REVENUE

**\$5,224**  
million

▼ DOWN  
**4.8%**

EBITDA BEFORE  
SIGNIFICANT ITEMS

**\$995**  
million

▼ DOWN  
**11.5%**



**Tabcorp**



# ACTIONS TAKEN TO SUPPORT PEOPLE AND PARTNERS, AND MITIGATE THE FINANCIAL IMPACT OF COVID-19



**Keep our  
community safe**

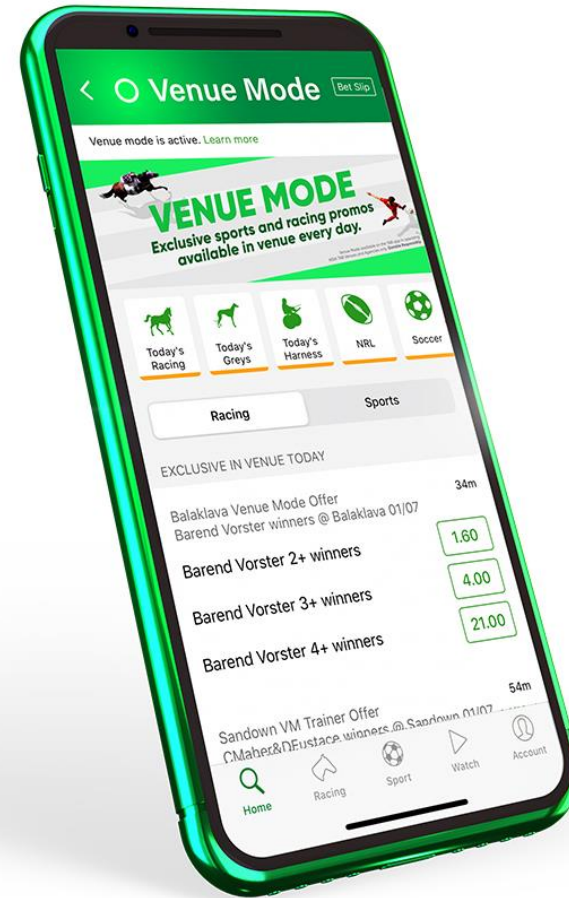
Please keep 1.5m apart

HAVE FUN & PLAY  
RESPONSIBLY



# THE INTEGRATION OF TABCORP AND TATTS IS SUBSTANTIALLY COMPLETE

**WELCOME  
TO YOUR NEW  
HOME GROUND  
FOR PLAY.**



**Tabcorp**



# LOTTERIES & KENO

EBITDA

**\$542**  UP  
million **5.7%**

Result demonstrates  
strength of game  
portfolio and shift to  
digital



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**NEW**

**\$5 MILLION\***  
**SATURDAYS**

**Saturday has never been better!**

**From 10 Oct**

**Tabcorp**





# WAGERING & MEDIA

EBITDA

**\$371**  DOWN  
million **19.5%**

Challenging year with  
digital growth partially  
offsetting retail decline

**Tabcorp**





Official Wagering Partner of MLB

**TAB & MLB™ HIT  
A HOME RUN!**



# GAMING SERVICES

EBITDA

**\$84**  
million



DOWN

**42.5%**

Business severely impacted due to COVID-19 with the mandatory closure of hotels and clubs



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# TRADING UPDATE

## REVENUE: 1Q21<sup>a,b</sup>

GROUP REVENUE (UNAUDITED) **DOWN 5.7%** IN THE FIRST QUARTER

### LOTTERIES & KENO

Revenue  
down 6.9%

- Lotteries revenues down due to strong jackpot sequences in the prior corresponding period (pcp), including Powerball jackpots of \$110m (July 2019) and \$150m (September 2019)
- Continued strong sales performance on a like-for-like jackpot basis (which adjusts for the impacts of the strong jackpot sequences in pcp) across the portfolio of games - up. c. 15-30% on pre COVID-19 levels



### WAGERING & MEDIA

Revenue up  
2.9%

- Revenue growth despite decline in retail (primarily due to Victorian retail closures) and reduced net yields (less favourable sports results, increased generosity)
- Wagering account revenue up 47% in a highly competitive market
- Increase in available content - many major sports completing suspended seasons



### GAMING SERVICES

Revenue  
down 55.2%

- Venue closures, particularly in Victoria, continue to impact revenues
- Continue to provide fee relief to closed venues

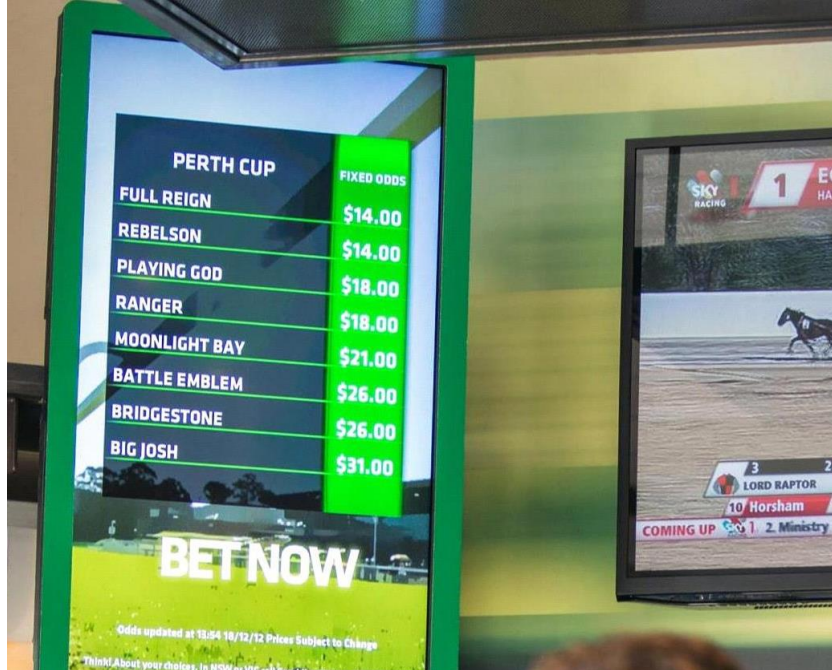


#### Notes:

- Unless otherwise indicated movement is vs pcp (July – September 2019). Amounts derived from unaudited monthly management accounts and therefore may be subject to change
- The above unaudited information is for a three month period and is provided for information purposes only. Particularly given the extraordinary current situation pertaining to COVID-19 and the resultant uncertainty, it should not be extrapolated beyond the stated period or considered indicative of future performance.

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# FUTURE PRIORITIES

- Navigating COVID-19
- Maximising the digital opportunity across Lotteries & Keno, Wagering & Media
- Drive performance improvement in Wagering & Media
- Gaming Services turnaround
- Enterprise-wide optimisation program







OUR PEOPLE AND PARTNERS MAKE US THE  
“ THE TRUSTED GAMBLING  
ENTERTAINMENT COMPANY ”





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