

2014 Annual General Meeting



Chairman's address



TAB has been part of NSW life for 50 years

The NSW TAB's origins

- Started operations on December 9, 1964
- Six TAB outlets on opening day
- Betting on just two meetings on opening day



The NSW TAB today

The NSW TAB is, today, a world-class betting operation

- More than 400 million bets a year
- Co-mingling pools with Singapore
- Offering betting on sport and racing from — 14 countries
- In 2,100 venues across the state
- Underpinning the economic sustainability of the NSW racing industry



Celebrating 20 years of Tabcorp

Tabcorp has been a successful and trusted gambling company

- Since formation in 1994, Tabcorp has returned:
 - \$5 billion in dividends to shareholders
 - \$16 billion in gambling taxes
 - \$2.5 billion in corporate taxes
 - \$9 billion in racing industry funding



Tabcorp today

Tabcorp has an attractive portfolio of market-leading brands



Tabcorp's mission and purpose

We create entertainment experiences where the passion, thrills and enjoyment of the Australian way of life come alive.

At the same time, we put back into our communities and take our social responsibilities seriously.

We want you to love the game like we do.



2014 financial overview

A positive year, demonstrating the benefits of our investment strategy

- Statutory Net Profit After Tax (NPAT) \$129.9 million, up 2.6%
- NPAT from continuing operations before significant items \$149.4 million, up 7.4%
- Full year dividend 16 cents, fully franked
 - Represents a payout ratio of 81% of NPAT
 - Target dividend payout ratio to increase to 90% of NPAT in FY15

We have advanced Tabcorp's strategic position

Recent initiatives have made Tabcorp a much stronger business

- NSW retail wagering exclusivity extended to 2033
- Queensland Keno licence extended to 2047
- ACTTAB acquired and now part of our portfolio
- US racing vision agent acquired; business now known as Sky Racing World US



Leadership in responsible gambling

Our commitment to responsible gambling is ingrained in our culture

- In 2014, Tabcorp was again rated the global gambling industry leader in the Dow Jones Sustainability Index



Stakeholder benefits in FY14

Tabcorp's stakeholders share in the benefits of our operations

- Tabcorp is the most substantial contributor to the Australian racing industry
- Tabcorp returned \$735 million to the Australian racing industry in FY14
- Tabcorp paid more than \$500 million in gambling and corporate taxes in FY14



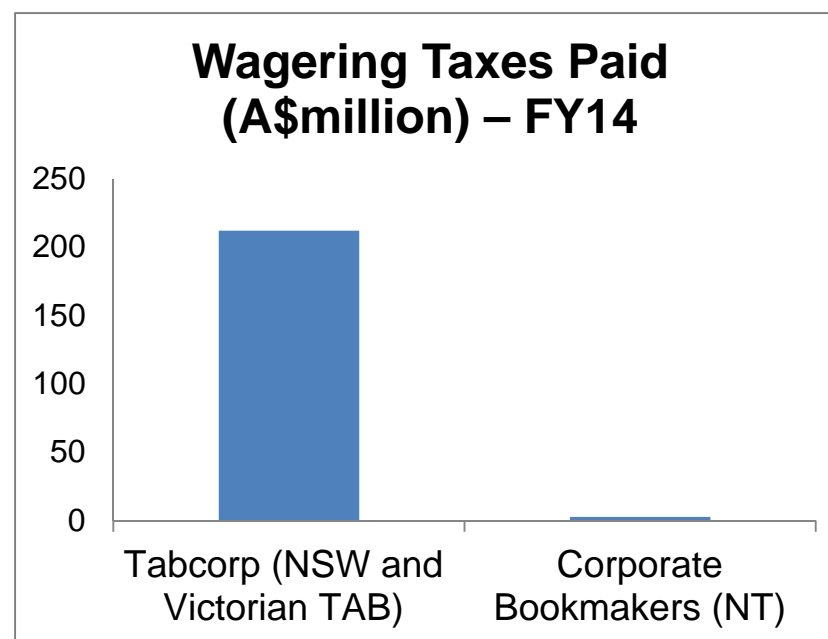
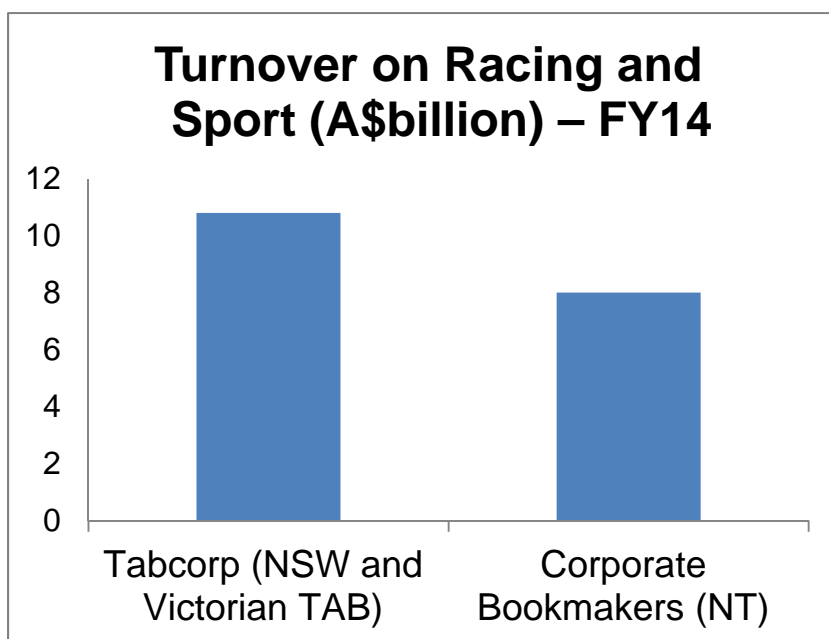
Trends in the Australian wagering industry

Inconsistency in regulation and licensing pose a challenge to racing and wagering

- Unlicensed offshore operators are betting on Australian sport and racing and targeting Australian customers
 - Creates risks to consumer protection and integrity
 - Revenue is going to unlicensed offshore operators
- France and the UK have taken action to address unlicensed offshore operators
- Corporate bookmakers continue to undermine Australian racing industry funding because they pay less in product fees and wagering tax



The difference in wagering taxes paid



NOTE: Tabcorp estimates corporate bookmaker turnover on racing and sport in FY14 was more than \$8 billion.

Update on legal proceeding

- Tabcorp has appealed a Supreme Court judgment relating to our claim for a payment of \$686.8 million from the State of Victoria
- Matter relates to payment due as a consequence of arrangements entered into in 1994 and which centres on the expiry of our Victorian Wagering and Gaming licences and the granting of new licences

Conclusion

Tabcorp is a leading Australian gambling entertainment company

- An attractive portfolio of long-term licences
- Diversified across four businesses
- Deep customer base, with strong and trusted brands
- Future focus on enhancing the customer experience and prioritising investment in high growth areas



Managing Director and CEO's Address



Tabcorp today

Tabcorp has an attractive investment case

- A portfolio of quality integrated gambling entertainment businesses
 - Long-dated licences
 - Geographic diversification
 - Underpinned by strong relationships with stakeholders
- Customer centric approach
 - Strong, trusted brands
 - Unique multi-product, multi-channel distribution
 - Product and technology innovation to lead in retail and digital
- Driving growth from new investments



Wagering

Tabcorp is the market-leading Wagering operator across all channels, with the largest customer base

- FY14 EBITDA \$282.2 million, up 6.5%
- Product highlights
 - Strong performance on The Championships and Soccer World Cup
- We have been investing in digital and fixed odds wagering and achieving good growth
 - Digital up 18.2%
 - Fixed odds up 26.5%



Media and International

Tabcorp is a global leader in racing broadcasting and wagering

- FY14 EBITDA \$68.5 million, up 2.2%
- Acquired US vision distributor, Wyvern
- Singapore now pooling into NSW
- Returns to racing industry up 15.6%
- Big Sports Breakfast now broadcast on Sky Racing television channels



Presentation of a Tabcorp-sponsored race at Kranji, Singapore.

Gaming Services

Tabcorp Gaming Solutions is adding value to gaming venues in Victoria and NSW

- FY14 EBITDA \$67.0 million, up 14.9%
- A solid foundation in Victoria, with approximately 8,500 contracted machines
- Commenced entry into NSW market in FY14



Keno

An estimated 2.7 million people play Keno each year in NSW, Queensland & Victoria

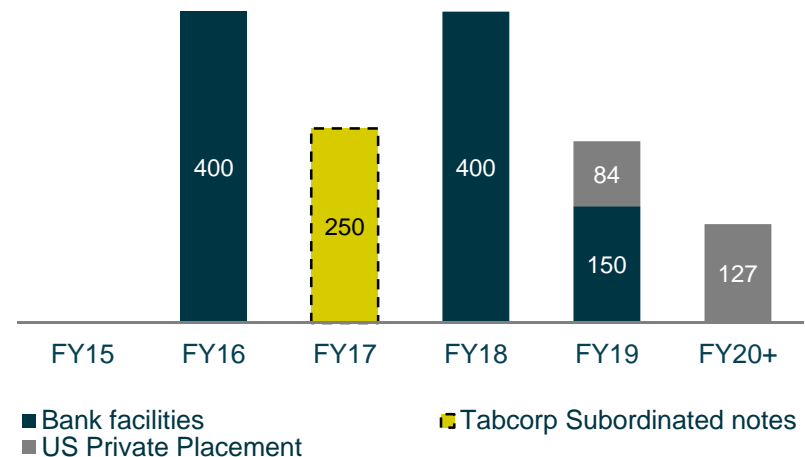
- FY14 EBITDA \$72.2 million, down 4.4%
- Keno has powerful recreational appeal, strong brand recognition and a clear plan to improve performance
- Regulatory approval being sought to pool jackpots, initially between NSW and Victoria



Key capital features

A focus on maintaining a strong balance sheet and lowering our funding costs

- Well diversified debt structure with next maturity in June 2016
- Investment grade credit rating
- ACTTAB acquisition funded from existing bank facilities



Note: Tabcorp Subordinated Notes mature in March 2037, however illustrated above at first call date in 2017

Capital expenditure

We are investing our capital in high growth areas

- Wagering
 - Fixed odds systems
 - Digital strategy, technology enhancements
- Media and International
 - International co-mingling
- Gaming Services
 - NSW expansion, EGMs, In-EGM loyalty
- Keno
 - Jackpot pooling



We are driving a high performance culture through engagement and diversity



Tabcorp in the community

Tabcorp has a proud track record of supporting the community

- \$1 million of voluntary funding donated to charitable organisations in FY14
- Tabcare program
 - One day of paid volunteer's leave each year
 - Matched fundraising program



Presentation of a \$50,000 cheque to OzHarvest during NRL Grand Final week, involving South Sydney's George Piggins.

Our priorities in 2015

Focused on capitalising on the significant opportunities available to Tabcorp

- **Wagering:** Digital and retail integration, product expansion and ACTTAB integration
- **Media and International:** Conclude media rights negotiations and expand international co-mingling
- **Gaming Services:** Expand into NSW
- **Keno:** Establish jackpot pooling
- 1Q15 group revenues \$537.4 million, up 6.6%

