

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 from 10.00am (AEDT) today.

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

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Tabcorp Holdings Limited	Level 21, Tower 2 727 Collins Street Melbourne VIC 3008	GPO Box 1943 Melbourne VIC 3001	tabcorp.com.au ABN 66 063 780 709
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EXCITEMENT

INTEGRITY

AGM

Tabcorp

HOLDINGS LIMITED

20 OCTOBER 2020
ABN 66 063 780 709

CHAIRMAN'S ADDRESS

Tabcorp

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



1.5m



**Keep our
community safe**

Please keep 1.5m apart

HAVE FUN & PLAY
RESPONSIBLY



Tabcorp

SATURDAY LOTTO

BUSHFIRE BENEFIT DRAW RAISED

\$1.9

MILLION

Tabcorp

ersonal use only

FY20

NPAT BEFORE
SIGNIFICANT ITEMS

\$271  DOWN
million **31.6%**

STATUTORY NET LOSS
AFTER TAX

\$870
million



Tabcorp

abccorp

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



EXCITEMENT

INTEGRITY

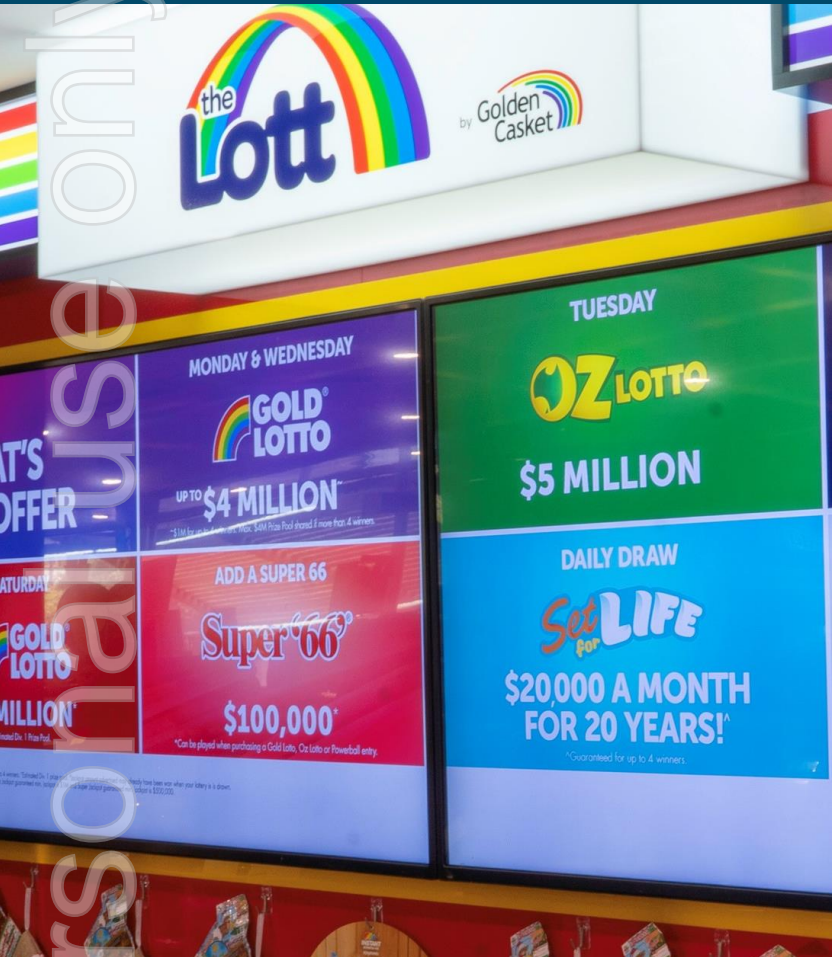
**TAB
DOORS
ARE OPEN
AGAIN**

Rediscover the joy
of play at your local

LONG MAY WE PLAY **TAB**

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



1.5m



**Keep our
community safe**

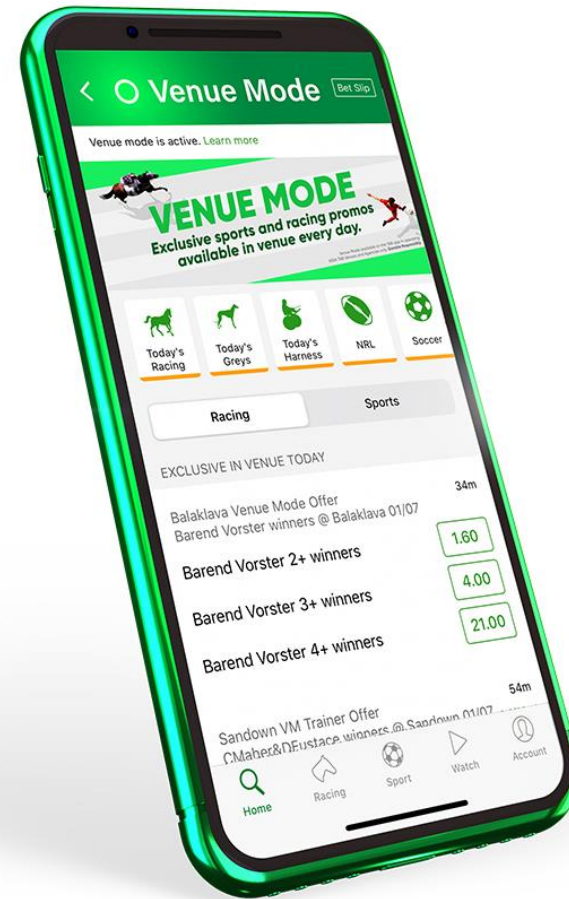
Please keep 1.5m apart

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

ersonal use only



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



Tabcorp

TRADING UPDATE

REVENUE: 1Q21^{a,b}

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%

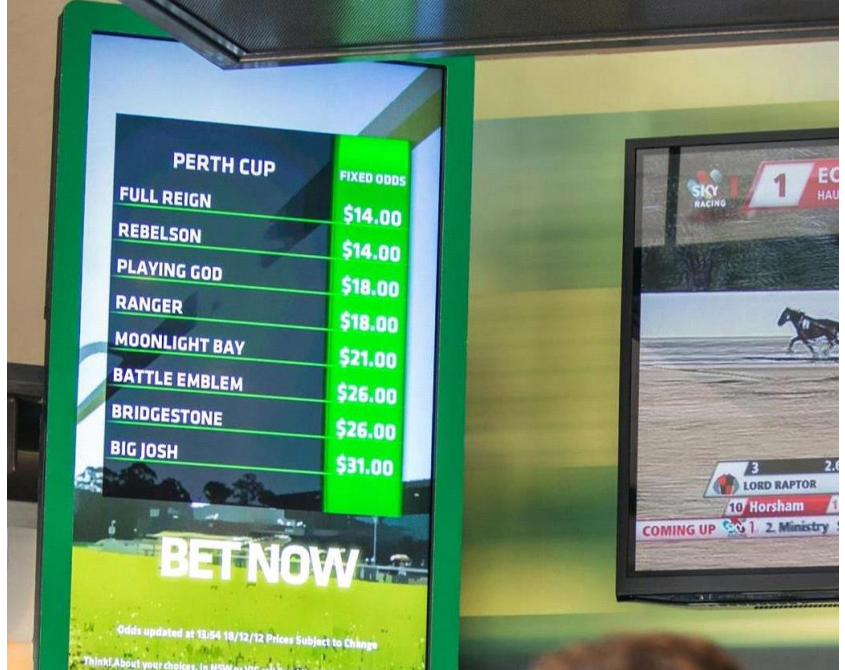
- Venue closures, particularly in Victoria, continue to impact revenues
- Continue to provide fee relief to closed venues



Notes:

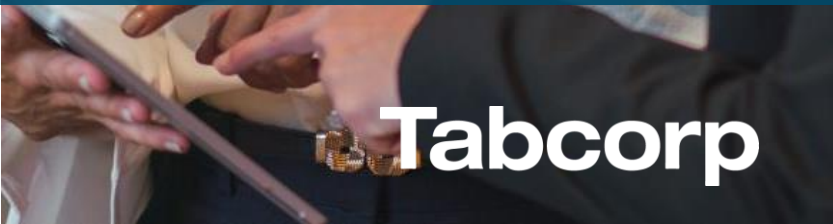
- Unless otherwise indicated movement is vs pcp (July – September 2019). Amounts derived from unaudited monthly management accounts and therefore may be subject to change
- The above unaudited information is for a three month period and is provided for information purposes only. Particularly given the 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.

Tabcorp



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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