

READY TO HAVE A
HORSE IN THE RACE?



Quick Pick Presentation - WOTA

Woodbine Entertainment Canada

WE CREATE WINNING EXPERIENCES



WOODBINE™

Overview

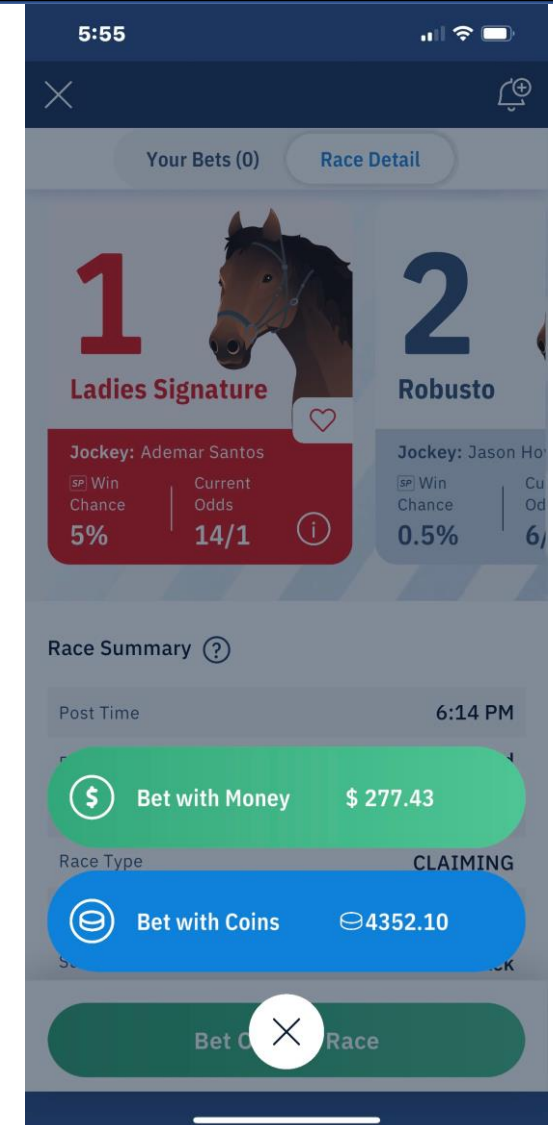
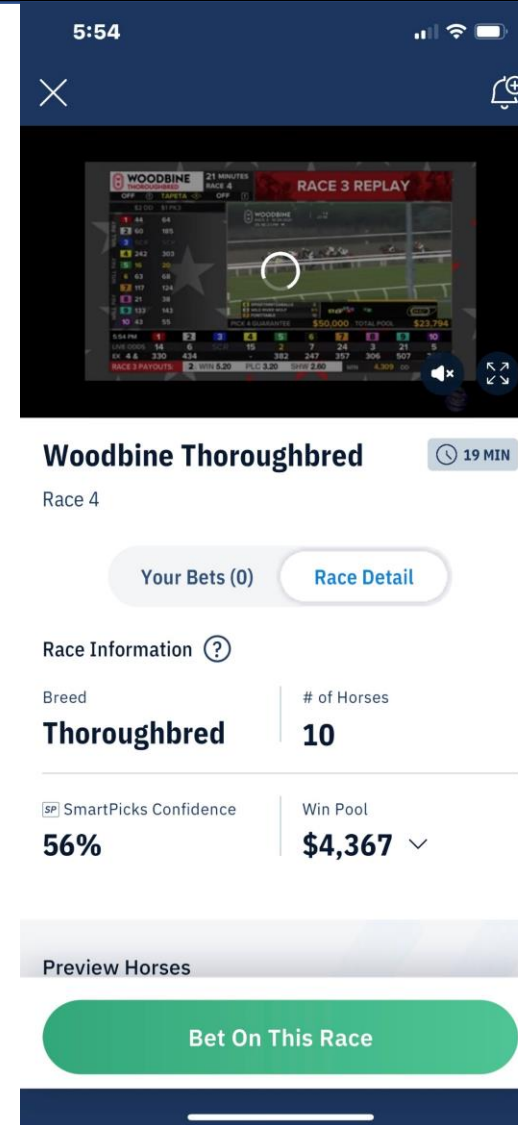
Quick Pick Overview

1. Customers select a race to bet
2. Customer has the options of playing for real money or Coins, (play money with no value)
3. Customers can play traditional pools selecting horses and bet types themselves.
4. Customers have the options to select “SmartPick Bundles”

Bundles are a group of bets placed against the customers chosen horses.

Sophisticated algorithms build the betting bundles designed to provide a positive return on the wager

Varying bet types leveraging differing wager values based upon live odds



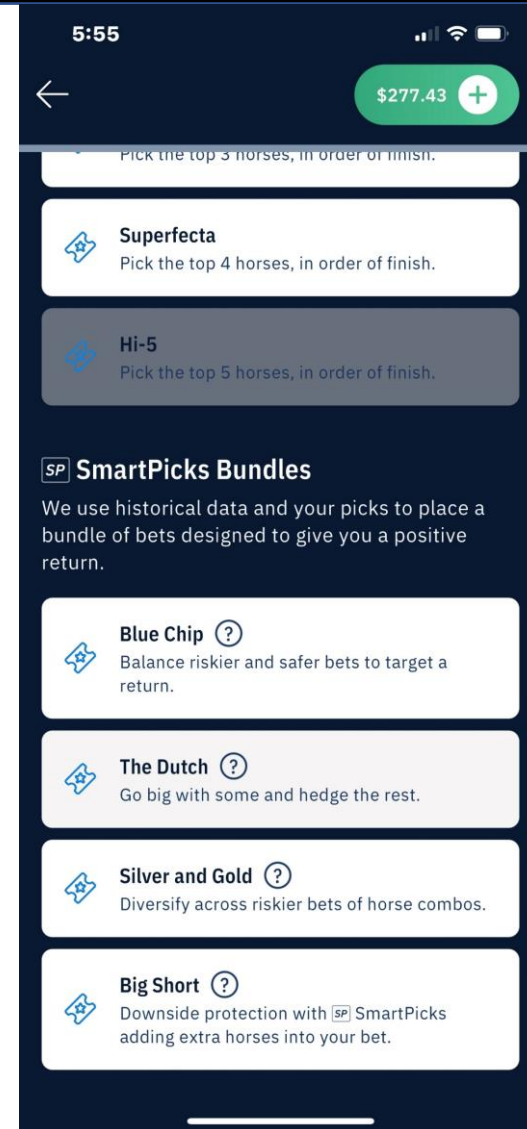
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Choose Your Bundle

Customer Selects the Bundle

1. **Blue Chips** – Balances safer bets on higher probable winners – generally Show Bets.
2. **The Dutch** – Designed to spread bets across Win / Exacta / Triactor and Superfecta bets.
3. **Silver and Gold** – Leveraged the Exacta pool with multiple combinations of chosen horses.
4. **Big Short** – Placing wagers on longer shots while balancing the wager with Exactor bets on probable winners.



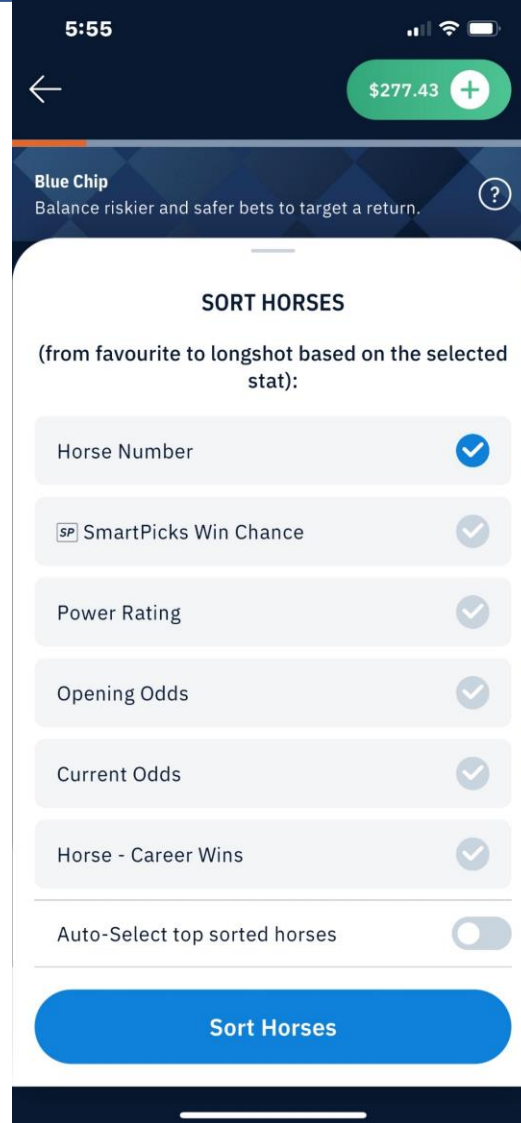
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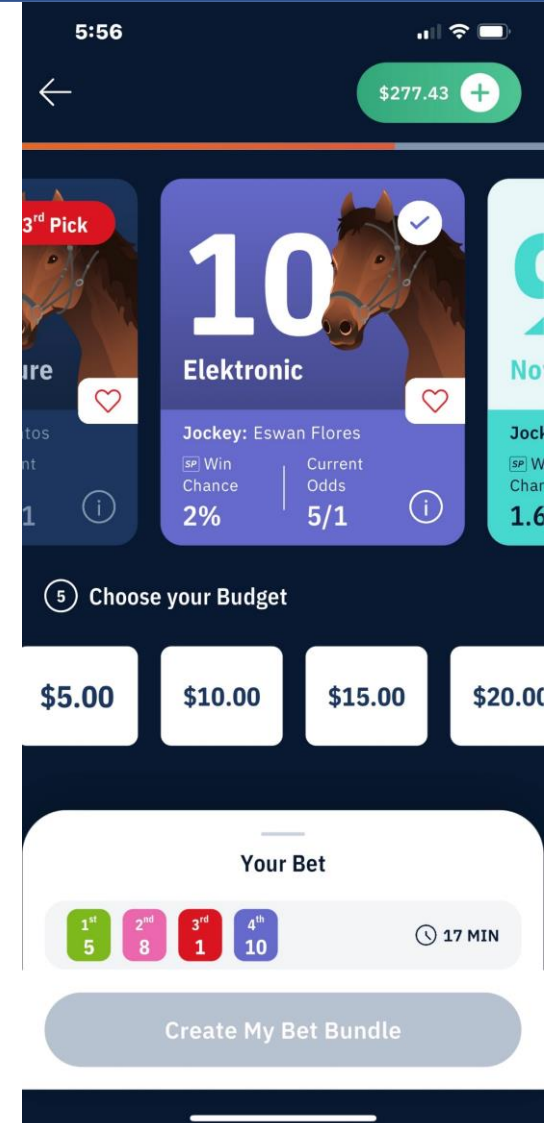
Horse Selection and Value

Customer selects 4 horses – minimum required to Complete the various bet types including the Superfecta



Customer then selects the preferred dollar value for the wager.

There is a minimum value that the algorithm needs to split the wager across bet types

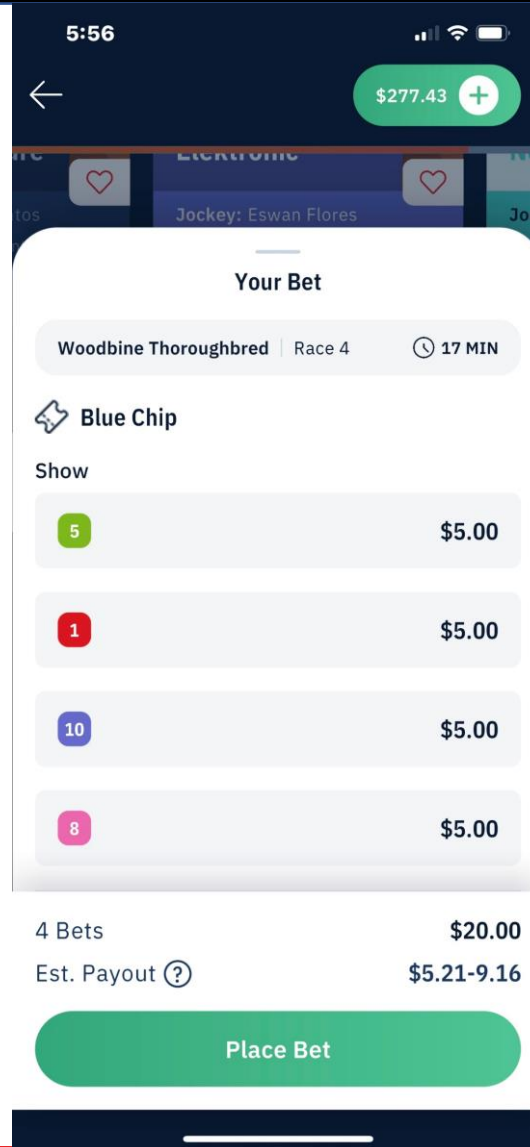


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Blue Chip Quick Pick

In this specific instance the algorithm choose to evenly split the wager across all chosen horses with even dollar values.



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The Dutch Quick Pick

The Dutch bet utilizes live odds on the horses to split the wager across four different bet types with varying dollar values.

5:57 \$257.43 +

Woodbine Thoroughbred | Race 4 16 MIN

The Dutch

Win	Amount
8	\$6.60
5	\$9.40

Exacta

5 8	\$1.00
1 5	\$1.00

14 Bets \$20.00
Est. Payout ? \$32.73-58.18

Place Bet

5:57 \$257.43 +

Woodbine Thoroughbred | Race 4 16 MIN

Irrecta

5 8 1	\$0.20
5 8 10	\$0.20
5 10 8	\$0.20
8 5 10	\$0.20
8 10 5	\$0.20

14 Bets \$20.00
Est. Payout ? \$32.73-58.18

Place Bet

5:57 \$257.43 +

Woodbine Thoroughbred | Race 4 16 MIN

Superfecta

5 8 1 10	\$0.20
5 8 10 1	\$0.20
5 10 8 1	\$0.20
8 5 10 1	\$0.20
8 5 1 10	\$0.20

14 Bets \$20.00
Est. Payout ? \$32.73-58.18

Place Bet

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Silver and Gold Quick Pick

The Silver and Gold, similar to the name, is placing bets only into the Exactor pool. All wagers are designed to provide at least a \$20 return, the amount of the initial bet.

5:59 \$237.43 +

Woodbine Thoroughbred | Race 4 ⌚ 14 MIN

👉 Silver and Gold

Exacta

1 5	\$4.80
8 5	\$4.40
5 8	\$4.40
1 10	\$4.20

5 Bets \$20.00
Est. Payout ⓘ \$47.73-48.84

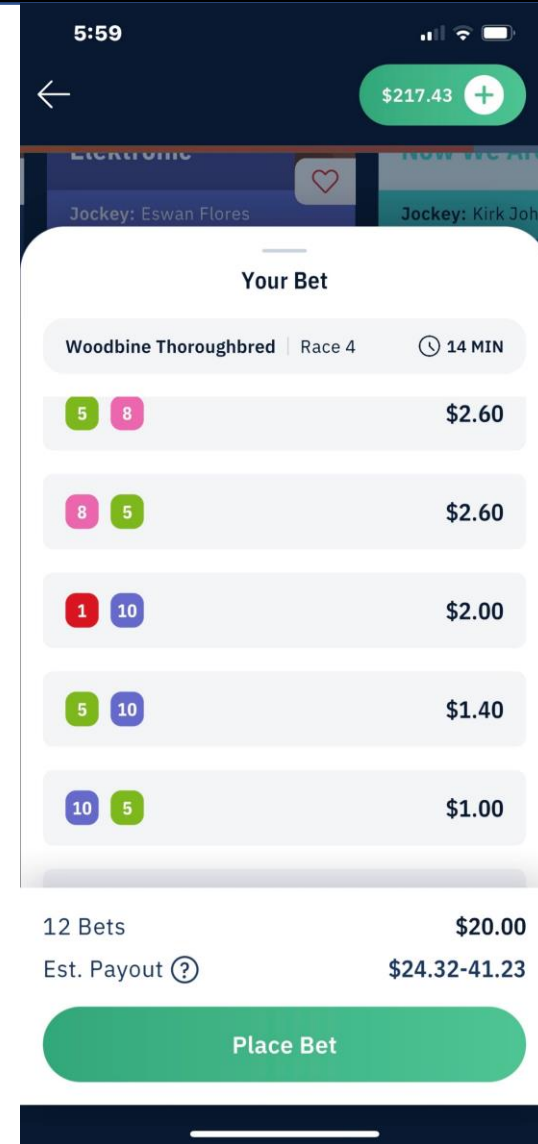
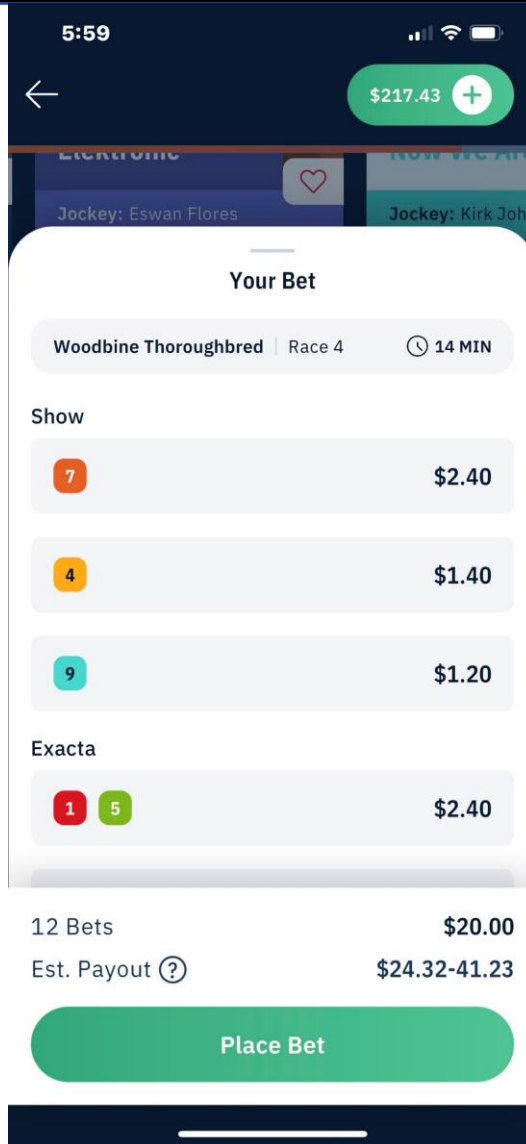
Place Bet

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Big Short Quick Pick

The Big short is designed to place varying dollar value show bets against longer shot horse. The bet is augmented against safer chosen horses in the Exactor pool balancing the opportunity.



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Blue Chip - Outcome

6:28

✕ You Won \$17.25




Woodbine Thoroughbred | Race 4 **RESULTS**


\$20.00

Payout	Bet Type
\$17.25	Blue Chip


Your Bet	Booster	Total Bet
\$20.00	\$0.00	\$20.00




1st
5



2nd
10



3rd
2




4th
7


My picks

6:28


✕ You Won \$17.25




Brass Compass 5



Abbaa 8



Ladies Signature 1



Elektronic 10

Bet Details (4) ^

Show

5	Bet Amount \$5.00	Payout \$6.50	★
1	Bet Amount \$5.00	Payout \$0.00	
10	Bet Amount \$5.00	Payout \$10.75	★
8	Bet Amount \$5.00	Payout \$0.00	

Transaction Number 912529500

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The Dutch - Outcome

6:29

× You Won \$25.85







Woodbine Thoroughbred | Race 4 **RESULTS**

\$20.00

Payout	Bet Type
\$25.85	The Dutch

Your Bet	Booster	Total Bet
\$20.00	\$0.00	\$20.00



My picks

6:29

× You Won \$25.85

Bet Details (14)

Win

8	Bet Amount \$6.60	Payout \$0.00
5	Bet Amount \$9.40	Payout \$25.85

Exacta

5 8	Bet Amount \$1.00	Payout \$0.00
1 5	Bet Amount \$1.00	Payout \$0.00

Trifecta

5 8 1	Bet Amount \$0.20	Payout \$0.00
5 8 10	Bet Amount \$0.20	Payout \$0.00
5 10 8	Bet Amount \$0.20	Payout \$0.00
8 5 10	Bet Amount \$0.20	Payout \$0.00
8 10 5	Bet Amount \$0.20	Payout \$0.00

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Silver and Gold - Outcome

6:29

× You Won \$36.85




Woodbine Thoroughbred | Race 4 **RESULTS**

\$20.00

Payout	Bet Type
\$36.85	Silver and Gold

Your Bet	Booster	Total Bet
\$20.00	\$0.00	\$20.00







My picks

6:29

× You Won \$36.85

My picks

-  Brass Compass **5**
-  Abbaa **8**
-  Ladies Signature **1**
-  Elektronic **10**

Bet Details (5) ^

Exacta

1 5	Bet Amount	Payout
	\$4.80	\$0.00
8 5	Bet Amount	Payout
	\$4.40	\$0.00
5 8	Bet Amount	Payout
	\$4.40	\$0.00
1 10	Bet Amount	Payout
	\$4.20	\$0.00
5 10	Bet Amount	Payout
	\$2.20	\$36.85 ★

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Big Short- Outcome

6:27

× You Won \$23.45




Woodbine Thoroughbred | Race 4 **RESULTS**


\$20.00

Payout	Bet Type
\$23.45	Big Short


Your Bet	Booster	Total Bet
\$20.00	\$0.00	\$20.00




1st
5



2nd
10



3rd
2



4th
7

My picks

6:28

× You Won \$23.45

Bet Details (12) ^

Show

	Bet Amount	Payout
7	\$2.40	\$0.00
4	\$1.40	\$0.00
9	\$1.20	\$0.00

Exacta

1 5	Bet Amount	Payout
	\$2.40	\$0.00
5 8	Bet Amount	Payout
	\$2.60	\$0.00
8 5	Bet Amount	Payout
	\$2.60	\$0.00
1 10	Bet Amount	Payout
	\$2.00	\$0.00
5 10	Bet Amount	Payout
	\$1.40	\$23.45
10 5	Bet Amount	Payout
	\$1.00	\$0.00
8 10	Bet Amount	Payout
	\$1.00	\$0.00

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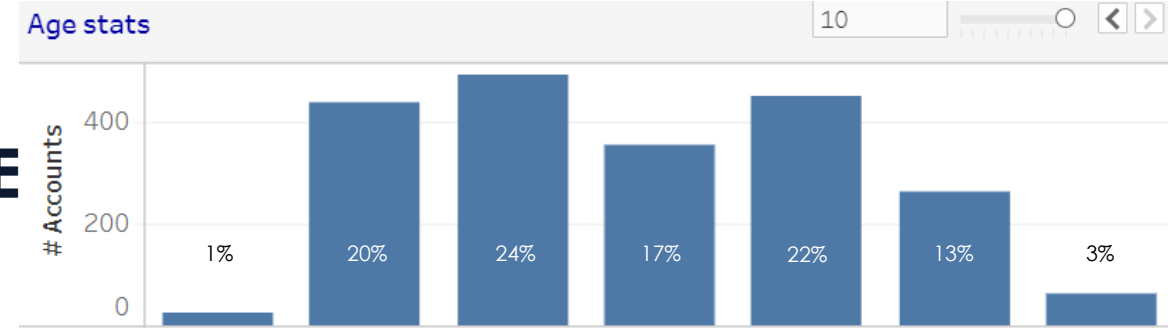


Wagering User Metrics – Real Money

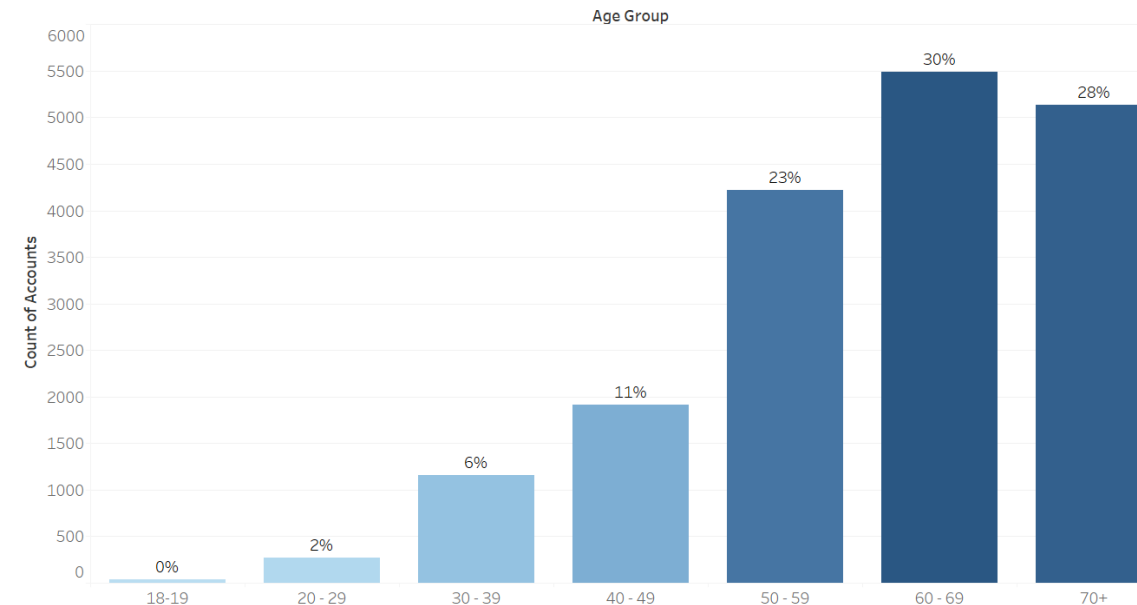
Demographic Highlights

45% of players on DHB are under 40 vs. 8% of HPIbet

- **21% < 30 years**
 - Last month: 21%
 - HPIbet: 2%
- **24%: 30 - 39 years**
 - Last month: 22%
 - HPIbet: 6%



Overall Age Breakdown



*Removed a small number of very high wagering outliers (all 80+ yrs) which skewed the data

**HPIbet full access accounts in Ontario who wagered \geq \$3 in FY2020 and enrolled prior to March 30, 2018