



Greenwood Gaming & Entertainment, Inc.
Pennsylvania Gaming Control Board
Valley Forge Turf Club Presentation

March 6, 2019



AGENDA

- Recent Developments
- Recent Success
- Our Plans for Valley Forge Turf Club
- Valley Forge Turf Club Layout
- Our Equipment
- Our Offerings
- Benefits to Commonwealth



Recent Developments

- Pursuant to Act 42 of 2017, the Pennsylvania Gaming Control Board (PGCB), in consultation with the Pennsylvania State Horse Racing Commission, is empowered to authorize Category 1 slot machine licensees to conduct sports wagering at their non-primary locations.
- Since obtaining PGCB and Racing Commission approvals, Parx is now offering sports wagering at two of its locations, Parx Casino and South Philadelphia Turf Club with early success.
- On February 26, 2018, the Pennsylvania State Horse Racing Commission approved the proposed renovations at the Valley Forge Turf Club.
- Parx now seeks PGCB approval of its petition to conduct sports wagering at the Valley Forge Turf Club.



Recent Success – Parx Casino Sportsbook

January 2019 Results

- \$5.38 million in Sports Wagering Handle
- \$1.17 million in Gross Sports Wagering Revenue
- \$421,000 in Total Tax Revenue
- Just 21 Operational Days



Recent Success – South Philadelphia Turf Club

January 2019 Results

- \$858,000 in Sports Wagering Handle
- \$92,000 in Gross Sports Wagering Revenue
- \$33,000 in Total Tax Revenue
- 15% Increase in Racing Handle Since Offering Sports Wagering
- Just 14 Operational Days



Our Plans for Valley Forge Turf Club

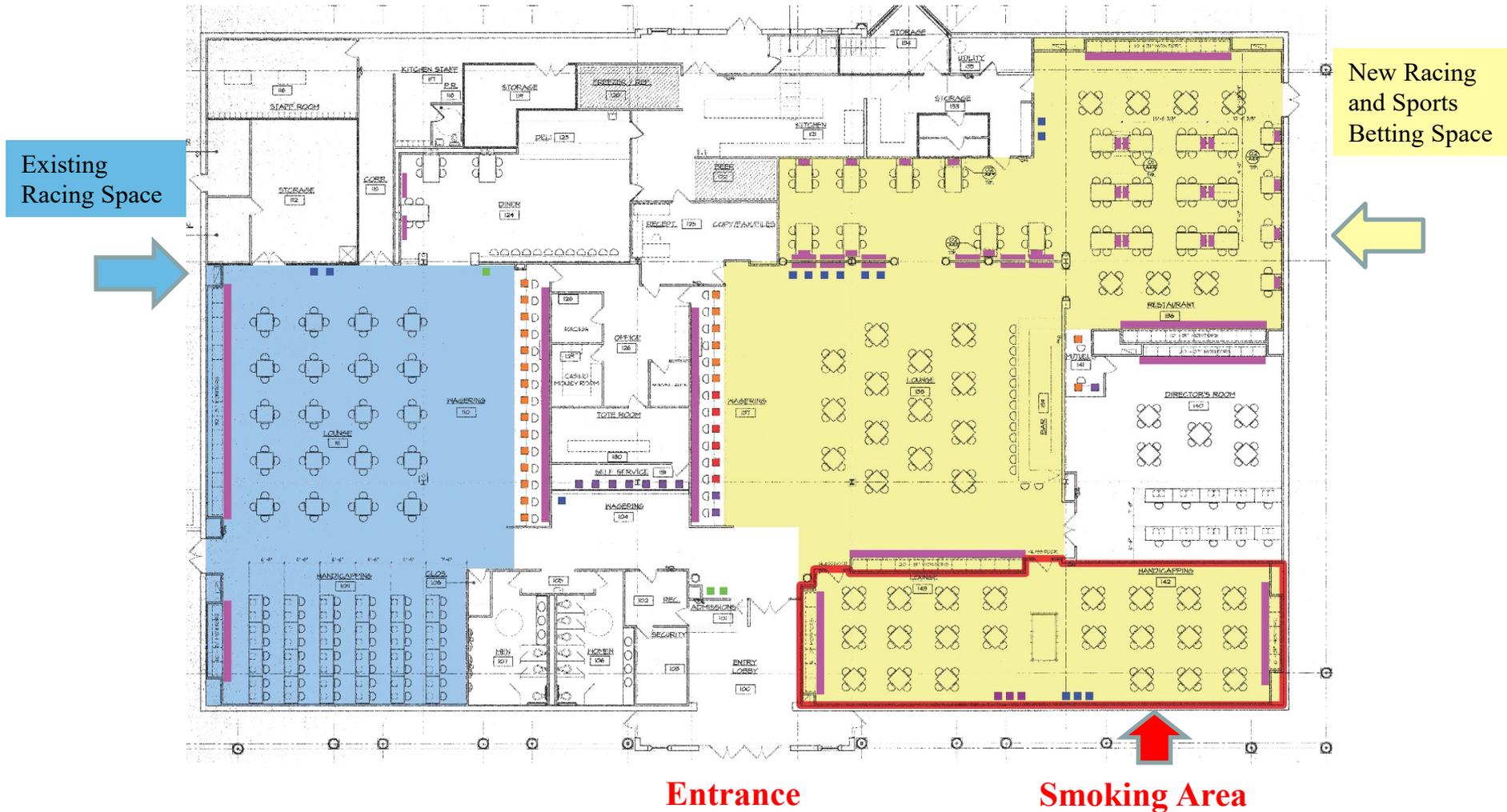
- \$500,000 in Facility Renovations
 - New technology, including multiple high definition televisions and additional surveillance system, updated restaurant equipment and remodeled back of house office space for racing and sports wagering personnel
- Increase security personnel and enhance security measures in coordination with PGCB Casino Compliance
- New Admission Policy for Valley Forge Turf Club
 - 21 years of age or older to enter the Turf Club



Our Plans for Valley Forge Turf Club

- Sports Wagering Staff & Equipment
 - Six (6) sports betting teller positions with OTC terminals
 - Fourteen (14) self-service wagering kiosks
- Pari-Mutuel Staff & Equipment
 - Twenty-three (23) racing teller positions
 - Thirteen (13) tote kiosks

Valley Forge Turf Club Layout





Our Equipment

- Self Service Betting Kiosks
 - Novomatic FV-830
- Novomatic Gaming Industries is a PGCB-licensed manufacturer
- Touchscreen interface, bank note validator, wager receipt ticket printer and barcode scanner
- Great success with kiosks at Parx Casino & South Philadelphia Turf Club





Our Offerings

- Complete slate of **professional and collegiate sports wagering markets** from around the world, with an emphasis on North America
 - NFL, NCAA Football, CFL, NBA, NCAA Basketball, MLB, NHL, Golf, Tennis, NASCAR, Boxing, Mixed Martial Arts, MLS and European soccer leagues
 - This is a **Temporary** list that will continue to evolve and is **NOT all-inclusive**
- **Bet Types**
 - Including, but not limited to singles, parlays and live betting
- **Bet Offers (Markets)**
 - Full range of markets across all sports, including but not limited to, fixed odds, money line, prop bets and most importantly -- “In Play” Betting



Benefits to Commonwealth

- More than twenty (20) direct new jobs generated from sports wagering operations at the Valley Forge Turf Club
- Increase of recurring tax revenue for the Commonwealth
- Parx plans to cross promote horse racing and existing ADW with its new sports wagering operation at Valley Forge Turf Club
 - Promote the Race & Sports Book at the turf clubs to its active gaming database of over 250,000 current gamblers.
 - Cross promote all major racing events (Triple Crown races, Breeders Cup, Pennsylvania Derby & Cotillion) to the entire active gaming and sports wagering database.