



The Federation of Racecourse Bookmakers Limited



Association of
Racecourse Bookmakers

National Association
of Bookmakers

Rails Bookmakers
Association

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Contracts agreed for on-course bookmakers at Arena Leisure racecourses

We are delighted to inform you that Arena Leisure has begun sending out the commercial contracts for 1st September 2012.

After a year's negotiation, we believe we arrived at a deal with Arena in November 2011 which offers a solid basis for the ongoing partnership between bookmakers and these seven tracks. The FRB is pleased to recommend the deal to members, which includes the following commercial terms:

- Pitches in existing betting rings will be allocated using list positions until 2052, with a rollover clause of ten years
- The betting badge fee for all meetings is 6x the public admission, which includes a member of staff
- An annual season ticket for badge fees giving a 15% discount will be available (further details will be announced by Arena)
- The marketing fee, payable only when you attend in a given calendar year, is 5x standard admission
- Bookmakers will pay 8% to the racecourse as a commission on the sale of a list position, which excludes VAT but which includes administration costs
- Any positions in new betting areas will be offered using list positions according to the agreed picking mechanism
- Bookmakers will be able to refer certain decisions to an independent expert, ie, if there is an increase to bookmaker numbers in existing areas; disadvantageous relocation of the ring or rail; an introduction of certain new and alternative betting outlets or activities; or if charges in new betting areas exceed the level agreed in the contract

If you have any questions please contact your trade association or any one of the negotiating team. We will be pleased to explain the terms in more detail, but as it is your decision whether to sign the contract, we suggest that you read through it carefully and take any independent legal advice you feel you need. All three of the negotiating team will be signing the contract personally.

Keith Johnson, Robin Grossmith and Barry Johnson
FRB negotiating team

March 2012