



MEDIA RELEASE

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TAB NSW Reveals Betting Exchange Agenda

The real TAB agenda for wagering competition in Australia has been exposed with the TAB's registration of two trademarks by which it can offer online betting exchange facilities - the same facility offered by Betfair. The move from TAB comes at the same time as they continue to malign Betfair's service through the media. It is also launched in parallel with their on-going programme of lobbying government to prevent Betfair from being licensed in Australia.

The Australian Official Journal of Trade Marks in its 12 February 2004 edition gazettes the registration by TAB Limited of **'TABFAIR'** and **"TABEXCHANGE."**

Both are described by the registrants as:

"Betting services; including a method of betting associated with the provision of public totalisator betting facilities upon any event or contingency to be held on any racecourse including betting services available through computer and telecommunications networks such as telephone and the internet."

Betfair, the trading name of the Sporting Exchange Limited, is the world's first licensed and regulated on-line betting exchange. It seeks to participate in the Australian wagering market as an on-shore player, paying the appropriate taxes. As such, it has applied for and continues to work towards securing the appropriate licences in every state.

TAB has consistently sought to prevent it gaining a licence through lobbying channels. TAB has argued that an exchange platform undermines integrity of racing and costs both racing and the taxman money.

In opposing those arguments, Betfair has contended that TAB is only interested in maintaining its current effective monopoly. Betfair has argued that it offers consumer choice, value, and control – giving the punter a fairer go while maintaining the funding and integrity of sport. Betfair has warned against State authorities denying themselves an opportunity to expand State revenue from Betfair's on-line bookmaking service by accepting self-serving arguments made by its commercial competitors against authorising betting exchanges.

It is in this context that TAB has applied for trademarks over two names which directly relate to and are associated with a betting exchange business.

Speaking in Sydney ahead of putting the case for betting exchanges at a River City conference on Tuesday, Mark Davies, Betfair's Managing Director, said: "We have always maintained that the TABs cannot claim to be profit-making enterprises maximising returns to shareholders and then and ask governments to protect their monopoly status. This move gives the lie to any suggestion that TAB's lobbying against Betfair is for anything other than their own commercial purposes. They know this is the future – they just want it to be all theirs. But Australia is an important growth market for Betfair, and we will work in partnership with government to bring benefits to them, the country's racing industry, and to its punters.. Australia is a platform for growth in the Asia-Pacific region, introducing substantial new punting dollars from offshore into the Australian market from which Australian racing could derive additional funding."

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