

Club Managers Group 2026 Training and Development Forum

Entain/TAB Update
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Operational & Compliance focuses

- AML remediation completed Q1:
1000 contractors, companies, Club board members vetted
- Legislative Training: Safer Betting & AML
1450 venue operators – 99% completion (14 x outstanding)
- Venue Gallery Sign in:
Legislative requirement, minimum access once a month, Venues are tracked
- Retail Contracts:
Currently being sent out, please sign via docu-sign once reviewed
- TAB settlement:
Settlement day, direct debit dishonour, late settlement
- AM call cycles:
Venue site audits completed throughout the year. Bronze x2, Silver & Gold x4

TAB Retail Update – H1

(Jan-26 to Jun-26)

- Retail turnover YTD (+22%)
- Total bet count 17.7m (+5%)
- Physical sales: 93% vs digital 7%
- Terminal sales: 82% self service vs 18% OTC
- H1 weekly t/o avg \$11.1m

Racing \$8.8m vs Sport \$2.3m

- Racing turnover YTD (+11%)
TB +13%, Harness +7%, Greyhounds +7%
- Clubs: \$21m vs \$18.8m YTD (+13%)



TAB Retail Update – H1

- Sport turnover YTD +100%
- Sport now 20% of total retail sales
- Prior to terminal rollout 5%
- Top 5 sports YTD
 - *Basketball* (+119%)
 - *Football* (+109%)
 - *League* (+73%)
 - *Cricket* (+270%)
 - *Tennis* (+21%)
- FWC Update
 - *Forecast total NZ* - \$60m
 - *Forecast retail* - \$4m

