

R(O)A

RACEHORSE OWNERSHIP AND THE OWNERS' ROLE

BHA Overview of Racing
Tuesday 21st November 2023

LOUISE NORMAN
HEAD OF OWNERSHIP



TYPES OF OWNERSHIP



- Sole owner - you are the only person involved and you have a 100% share.
- Company - a company can register as an Owner, owning horses 100%.
- Partnership - for two or more people who want to share the ownership of one or more horses, and where all members of the Partnership are registered owners.
- Syndicate - for people who want to share the ownership of one or more horses. It isn't necessary for members of the Syndicate to register as owners.
- Racing Club - for people who want to pay a subscription to experience racehorse ownership and who don't own the horse themselves.

OWNERS CONTRIBUTION TO THE SPORT



TRAINERS

Pay trainers £374M a year in fees, employing 592 trainers

STAFF

Indirectly support employment of 85,000 across the racing industry and supporting industries

JOCKEYS

Pay £13.3M a year in fees, employing 450 jockeys

GOVERNMENT

Support the racing industry's £3.45 billion contribution to the UK economy, including taxes of £275M

BOOKMAKERS

Underpin the £12 billion betting turnover on racing

OWNERS

Keep 23,000 horses in training

RACECOURSES

Provide runners for 10,406 races a year

SALES

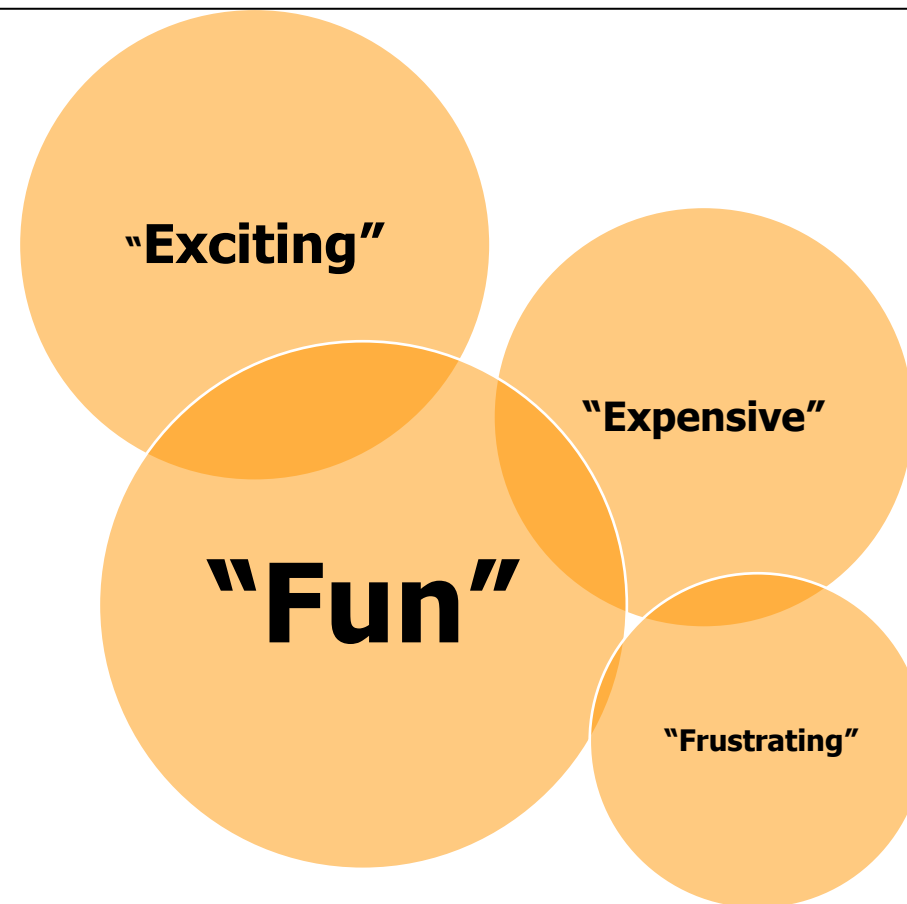
Owners spent £430 million on purchasing horses

WHO ARE OWNERS?

Key figures

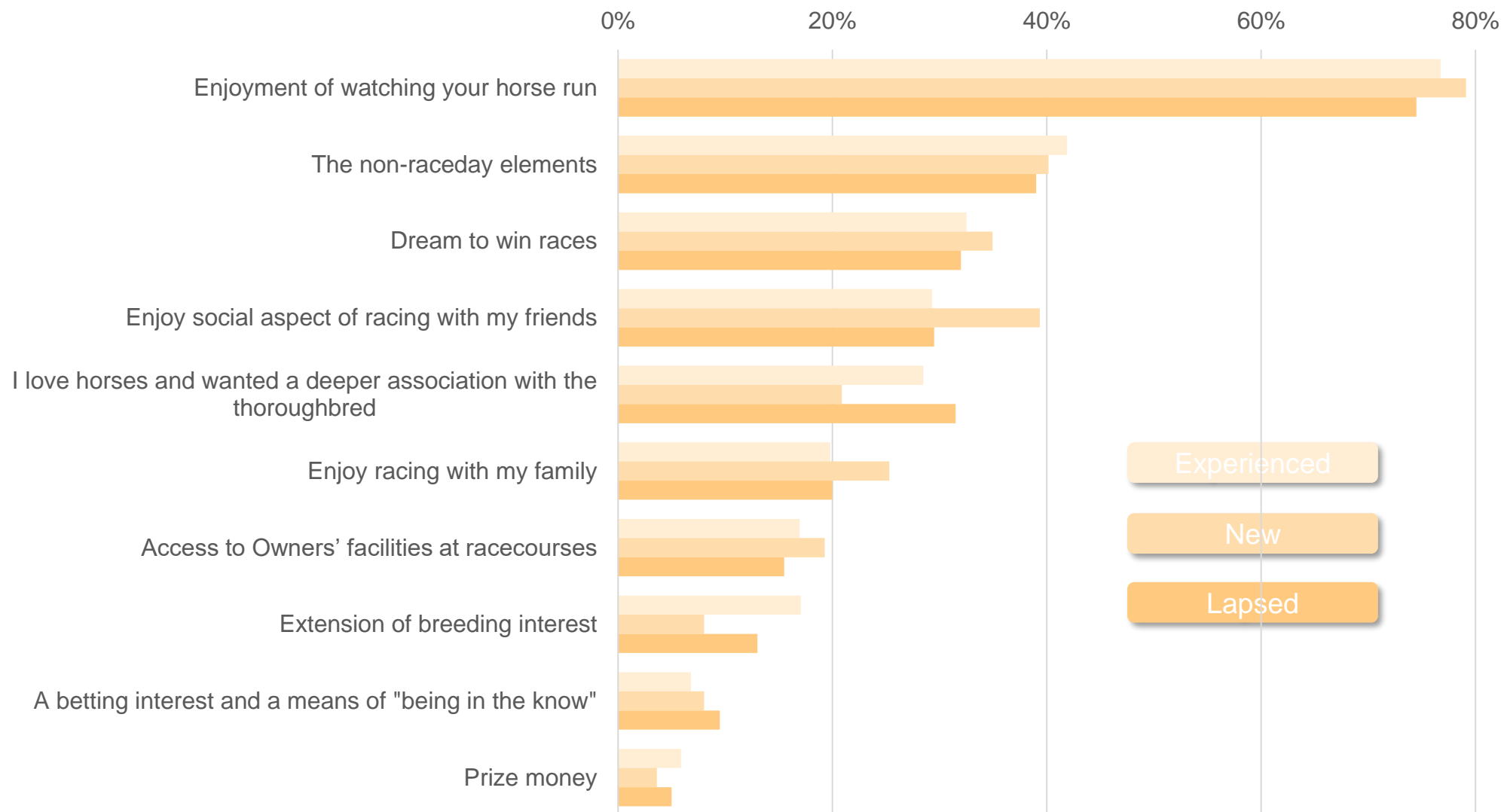
- 52%** Of owners are aged between **55 and 74**
- 83%** Of racehorse owners say that racing is one of their **favourite pastimes**
- 23** Sole ownership has a **lower net promoter score** than all other types of ownership
- £20k+** Average cost per year of having a **horse in training**
- 6** Number of times per year owners go **racing with a runner**

What word best describes ownership?



MOTIVATIONS TO BECOME AN OWNER BY TENURE

New owners are motivated more by the social aspects of racing



THE COST OF OWNERSHIP



| | FLAT | JUMPS |
|---|----------------|----------------|
| "Fixed Costs" inc Training/Average Annual Registration Fees | £20,146 | £15,785 |
| <i>"Variable Costs" per raceday</i> | <i>£559</i> | <i>£611</i> |
| x Average No. of Runs | £3,192 | £2,578 |
| TOTAL per horse | £23,338 | £18,363 |
| Average number of runs being 5.71 on the Flat and 4.22 over Jumps (2018) | | |
| Average number of runs being 4.47 on the Flat and 3.14 over Jumps (2020), averaging 4.10 across codes | | |
| Fixed costs include: Registration (Horse & Owner (average of Owner costs taken), Training fees | | |
| Variable costs include: Entries, Transport, EIDS, RoR | | |
| Data covers cost of ownership in 2018 | | |

OWNERS

Sole owner invests at least £25k per annum in the sport

Goes racing on average 5x per year with a runner

Plus additional visits without a runner: average 15 (ToB Survey)

- 68% Dine
- 18% Take Hospitality Boxes
- 11% Sponsor

86% Owners attend Sales

Unquantifiable value as an advocate

RACEGOERS



Average number of racecourse visits pa: 1.2

Racecourses visited per year:

94% of advance purchasers will visit ONE racecourse per year,
5% will visit TWO per year,
1% THREE OR MORE

Average make up of racing's crowds

7% annual badge holders
7% hospitality
40% advance purchase
46% walk up

Source: RCA/GBR Insight=Growth programme

THE ROA MISSION



To represent and protect the interests of owners through rigorous advocacy of racing and its benefits.

To promote ownership for the good of the sport we love, across the racehorse owning world.

To attract people of all ages and backgrounds to the owner community by making ownership more rewarding and the racing experience more elevated and exciting.

And to ensure that the sport is a stimulating, sustainable part of the UK's social fabric – driving up standards, improving welfare, participating in charitable activities and developing its funding.

THE ROA STRATEGY



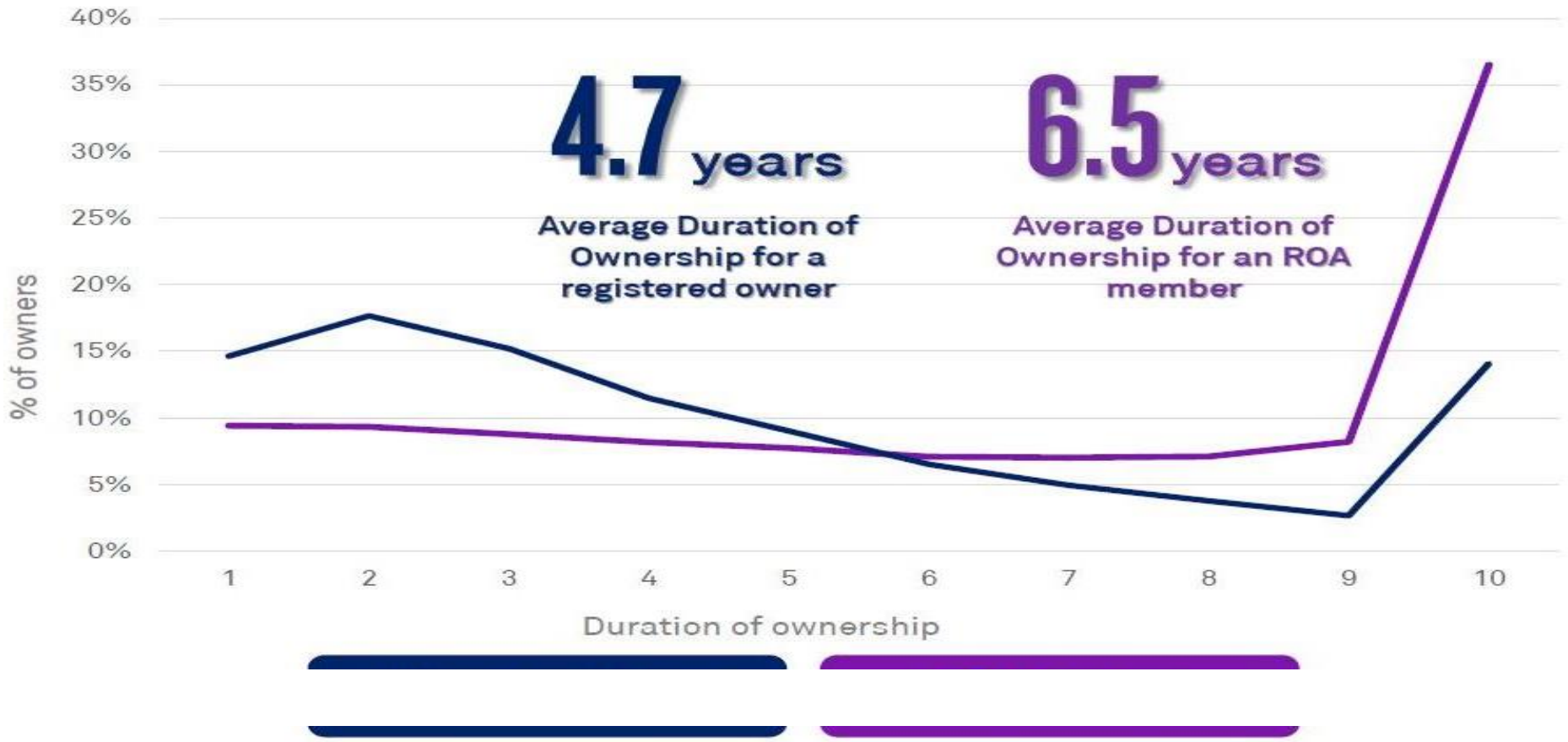
To ensure that ROA Owners get the most out of their ownership experience, we are committed to following strategic objectives:

- Building foundations for growth
- Collaborating across the sport and beyond
- Inspiring ownership
- Elevating the ownership experience
- Protecting racing's future

DURATION OF OWNERSHIP



ROA members are much more likely to remain in ownership for ten years or more, compared to all registered owners.



TOTE OWNER SPONSORSHIP SCHEME

ROA

An opportunity to join the Tote Owners Sponsorship Scheme which enables owners to register for and reclaim circa. £4,700 in VAT on their racing related expenditure, in addition the VAT incurred on the purchase price of the horse, if applicable.

The Tote Sponsorship is available to ROA Owners.



ROA

VAT SOLUTION



The ROA launched a new VAT Solution for owners in 2021.

A dedicated VAT Solution team have over 20 years experience of The Racehorse Owners VAT scheme.

The solution is powered through the market-leading XERO accounting software and is fully compliant with HMRC's

Making Tax Digital requirements now apply for all racehorse owners and came into effect on April 1st 2022.

The service is available for both UK and overseas clients, whether they are ROA Members or non-ROA members.

ROA members receive a 20% discount.

Further details and the fee tariff can be found at roa.co.uk/vat

THIRD PARTY LIABILITY INSURANCE SCHEME



Automatic third-party liability insurance cover (up to £10 million)

Owners are currently vulnerable to claims even when their horse is in someone else's possession.

The law may define a racehorse's owner as any individual who has a financial interest in that horse, so all members of a racing partnership or syndicate should be mindful of their potential exposure to that risk.

Now covers Amateur Breeders, owners of mares, foals, weanlings, yearlings and stores.

COMPLIMENTARY RACEDAY ADMISSION



Members of the ROA who are registered owners can enjoy racecourse admission through the **Racecourse Badge Scheme for Owners (RBSO)**.

The scheme is an additional benefit of ROA membership.

Qualifying criteria for the RBSO:

- Owner must be a valid ROA member
- Owner must be a registered owner with Weatherbys – so a sole owner, in a partnership or a syndicate manager

Qualifying members are automatically activated for the scheme.

Over 400 fixtures participating under the scheme from the restart at the end of July to the end of December. Memberships can view participating fixtures in the [Members Area](#) at roa.co.uk

THANK YOU

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@racehorseowners



RacehorseOwnersUK



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