

# RQ KEY PERFORMANCE INDICATORS - Q1 FY20

## COMMERCIAL



### TOTAL REVENUE

**YTD ACTUAL**  
**\$68.2m** ✓  
**+7.4% YoY**

### QLD PRODUCT REVENUE

**YTD ACTUAL**  
**\$28.1m** ✓  
**+23% YoY**

### CARNIVAL TURNOVER\*

**SUMMER GROW BY**  
**+4.6% YoY** +  
**WINTER GROW BY**  
**+3.3% YoY** +

## INDUSTRY SUSTAINABILITY



### STARTERS

**YTD ACTUAL**  
**28,114** ✓  
**+5.9% YoY**

### RETURNS TO PARTICIPANTS

**YTD ACTUALS**  
**\$52.7m** ✓  
**+26.8% YoY**

### ATTENDANCES & PARTICIPATION

**YTD ACTUALS**  
**113,767** ✓  
**In line YoY**



### INFRASTRUCTURE

  
**Deliver on**  
**time & budget.**

**DEVELOPMENT & CONSTRUCTION**



### PEOPLE & PERFORMANCE

GROW EMPLOYEE  
 ENGAGEMENT TO

**70%+**

**ORGANISATIONAL** (+10%, FY18 64%)



**COMMUNITY**

### ECONOMIC IMPACT

GROW ECONOMIC IMPACT OF  
 RACING TO QLD ECONOMY TO

**\$1.5b** ✓  
 (\$1.2B FY16)

**YTD ACTUAL \$1.5b**

- ✓ - YTD Actual at/or above Budget/Target or KPI achieved
- ✗ - YTD Actual below Budget/Target or KPI not achieved
- +
- Work in progress, measurement of KPI not currently possible

\*Summer Carnival 9 Meetings (Mooloolaba Cup to MM);  
 Winter Carnival 10 Meetings (QLD Guineas to Caloundra Cup)