

CHURCHILL DOWNS

InvestKentucky 2011 Equity Conference

Louisville, Kentucky

June 9, 2011

Bill Mudd, EVP & CFO

Forward Looking Statements

In addition to historical facts or statements of current conditions, this document contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that include projections, expectations or beliefs about future events or results, or otherwise are not statements of historical fact. The actual performance of the Company may differ materially from what is projected in such forward-looking statements.

Investors should refer to statements included in reports filed by the Company with the Securities and Exchange Commission for discussion of additional information concerning factors that could cause our actual results of operation to differ materially from the forward-looking statements made in this presentation.

The information being provided today is as of this date only, and Churchill Downs Incorporated expressly disclaims any obligation to release publicly any updates or revisions to these forward-looking statements to reflect any changes in expectations.

CDI expressly does not adopt, endorse or provide comment upon any projections by analysts or projections contained in this presentation.



CDI: Racing, Gaming & Entertainment Delivered Onsite & Online

- Who we are & where we are located
- II. Growing Kentucky Derby "Week"
- III. Growing our Online business
- IV. Growing our Gaming portfolio
- V. Proven financial performance
- VI. Summary
- VII. Q&A



Diversified Racing, Gaming & Entertainment Company

TwinSpires.com

- · Leading Online parimutuel wagering company
- Youbet.com ops integrated

• \$588MM in 2010 handle

Harlow's Resort Hotel & Casino

- Purchased Dec 2010
- 889 Slot Machines, 15 table games + Poker room
- 105 room attached hotel

• 50% ownership with

Magna Entertainment

Access to over 70 tracks

2,600 seat entertainment facility

Arlington Park

- 91 Live Days, \$576MM Handle
- 10 OTB's

• 626 Slot Machines, opened 2008

11 OTB's, 800+ Video Poker

• 79 Live Days, \$365MM Handle

Machines

United Tote

- **Provides pari-mutuel** wagering IT infrastructure
- Processed >\$3B Wagers in 2010
- 80 Unique customers

Churchill Downs Race Track

- Home of the Kentucky **Derby & Oaks**
- **Host of Breeders Cup** Championships in 10 / 11
- 63 Live Days, \$623MM Handle

Bloodstock Research & Information Services

The #1 source for **Thoroughbred information**

Calder Casino & Race Course

- 1,221 Slot Machines, 29 Poker tables, opened 2010
- 151 Live Days, \$600MM Handle





2010 - A Transformational Year





1Q10



 Finalized \$132 million Youbet.com acquisition



 Hosted record 7th Breeders' Cup, set all time attendance & handle records

 New 5 year **Presenting Sponsor** agreement



 New Derby Week event launched

ASTE (@)

2Q10

 Calder 15% gaming tax rate reduction takes effect 7/1

3Q10

4Q10





 Installed permanent lights at CDRT



Record breaking Derby & Oaks

Most watched in 21 years



 New 5 year TV agreement

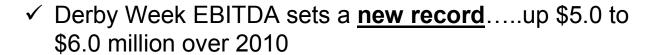


 Acquired Harlow's Casino Resort & Hotel for \$140 million



2011 Kentucky Derby and Oaks by the Numbers





- Derby attendance up 5.8% vs 2010...164,858 attendees (new record breaking the 100th anniversary mark from 1974)
- ✓ Derby Day wagering up 1.5%...\$165.2 million wagered
- ✓ Oaks attendance down 5.1% ...110,122 attendees (thirdhighest in history after 2010's record crowd)
- ✓ Oaks wagering up 4.2%...\$37.5 million wagered (<u>new</u> record)



The Derby has very diversified revenue streams

- Wagering - Sponsorships

- Ticket Sales - T.V.

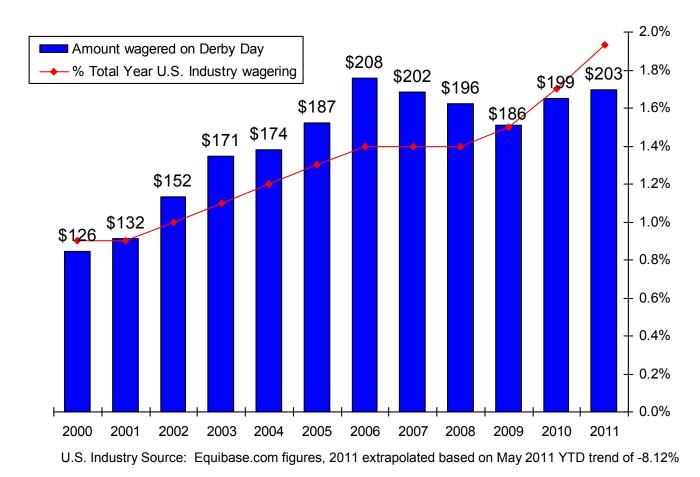
- Parking - Corporate Hospitality

- F&B - Licensing



Kentucky Derby & Oaks Wagering

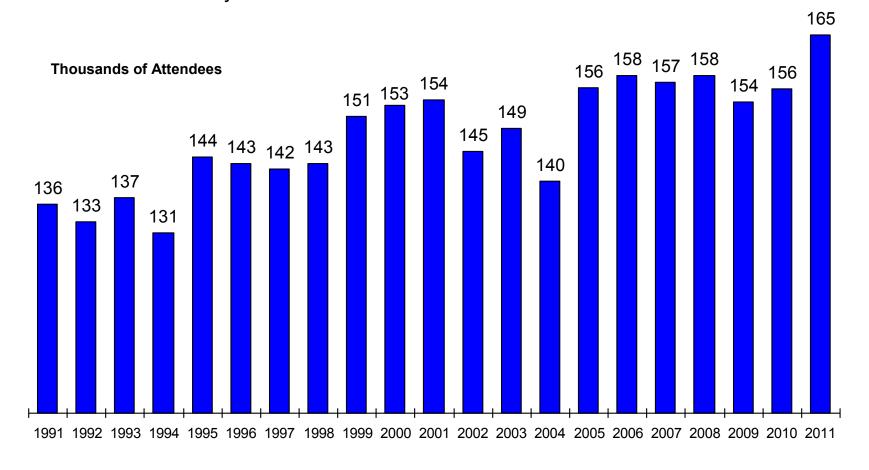
Wagering on Kentucky Derby Weekend continues to grow despite industry trends - Two days, One track ... nearly 2.0% of annual U.S. Thoroughbred Handle





Kentucky Derby Attendance

Attendance at all-time record level in 2011 despite economic realities
- Variability primarily driven by general admission which, in turn, is driven by weather





Growing Kentucky Derby "Week"





- Celebrity chefs serve signature tastes from racing markets with wine pairings
- Event nearly doubling in size from 2010 launch



() KENTUCKY DERBY

- Red Carpet celebrity arrivals
- Expanded live coverage on Versus and NBC Sports
- All-time record crowd of 164.858

April 30

May 5

May 6

May 7

ODENING NIGHT

- First-ever night racing event to kick off Derby Week
- 38,142 largest non-KY Derby, KY Oaks, Breeders Cup attendance
- Celebrities, Red Carpet, live music, fashion, fine dining



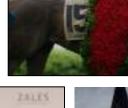






- Third annual PINK OUT
- Partnership with breast cancer charities
- Survivor's Parade
- Third-highest attended KY Oaks with 110,122
- Record wagering in 2011
- Live coverage on Versus
- \$1 million Oaks purse













Online should continue to grow





Source: U.S Industry from Equibase.com; Online handle from Oregon Racing Commission & Youbet.com SEC filings



Five year Industry Online CAGR of 5.9% despite a negative 6.3% total industry CAGR

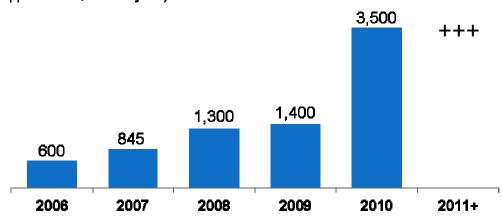
- ➤Only 15.2% of total wagers are via the Online channel
- >~11% of total wagers are On Track
- ➤ Room to grow...consider other industries:
 - USA travel booked online 40%
 - Digitally distributed music 38%
 - Digital home video 25%

CDI well positioned

- √Youbet.com 2011 carryover will increase channel share
- ✓ Continue to drive share growth thru:
 - Best technology team, better innovation
 - Ability to offer integrated data
 - Customized rewards & marketing programs
- Travel industry figures per PhoCusWright, presentation at the ETC e-Business academy. Oct 2010
- Music distribution 2009 per PwC 11th annual edition of Global entertainment and media outlook
- · Home video penetration figures from NPD Group 3/15/2011

Growing Our Onsite Entertainment

Number of Gaming Positions (approximate, end of year)



- ✓ Fair Grounds permanent gaming facility opens October 2008 with 600 machines
- ✓ Calder Casino opens in January 2010 with ~1,200 machines and 29 poker tables
- ✓ Acquired Harlow's Resort & Casino in December, 2010
 - Our first non-racing casino
 - ~900 slots & 15 table games, 105 room hotel
- We will continue to grow in this market thru acquisition and building out owned properties (Arlington, Quad City Downs, Churchill Downs) where permitted



Fair Grounds Race Course & Slots



Calder Casino & Race Course



Harlow's Resort Casino & Hotel

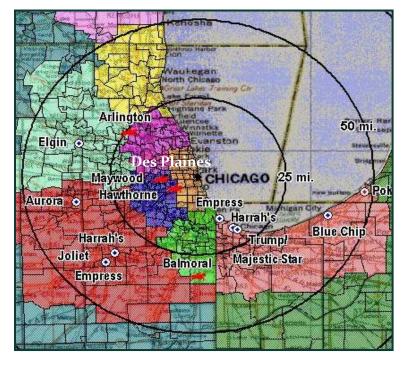
Note: Positions obtained from Form 10-K for periods indicated



Potential Growth Catalyst - Illinois Gaming

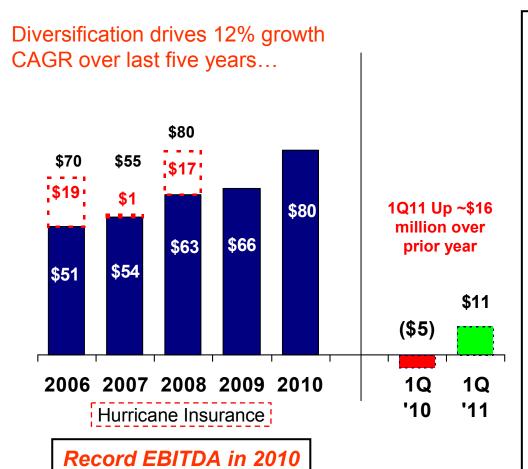
Gaming legislation (SB744) passed the IL legislature during recently ended session...

- •Once released by the Senate President, it will move to Governor Quinn to sign or veto
- •Bill allows for Class III gaming at racetracks including
 - Arlington Park (1,200 machines)
 - Quad City Downs ("QCD") 900 machines
- •Reasonable license, tax & purse structure under the proposed bill:
 - License fee of \$25,000 / machine @ Arlington,
 \$12,500 / machine @ QCD
 - Tax rate graduated starting at 10% with step ups based on volume to 40%
 - Purse structure from 12.75% to 26.50% based on adjusted gross receipts
 - Reconciliation payment after 4 years of operation at 75% of highest year AGR less purses and license fees paid



- ✓ Arlington is in an attractive location
 - Approximately 25 miles from downtown
 - Train station on the property
- ✓ A very competitive market
 - Des Plaines 9 miles away
 - Grand Victoria, Elgin 19 miles

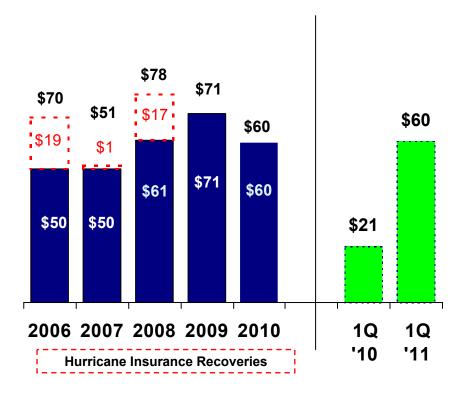




- √ 2011 Derby Week EBITDA up \$5 to \$6 million after record setting 2010
- √ Gaming up 56% in 2010 on Calder Casino opening
 - Calder gaming tax rate reduced 15% on July 1, 2010
 - Harlow's acquired Dec 16, 2010
- ✓ Online up 23% in 2010 on TwinSpires organic growth & Youbet acquisition
 - \$12.4 million synergy savings
 - Anticipate that ADW channel share should continue to grow
- ✓ 1Q 2011
 - Positive EBITDA \$16.2 MM improvement over 1Q '10 EBITDA loss
 - Online up 89% on Youbet acquisition
 - Gaming more than triples to \$17.5 MM on acquisition and growth at Calder



Cash provided by operating activities



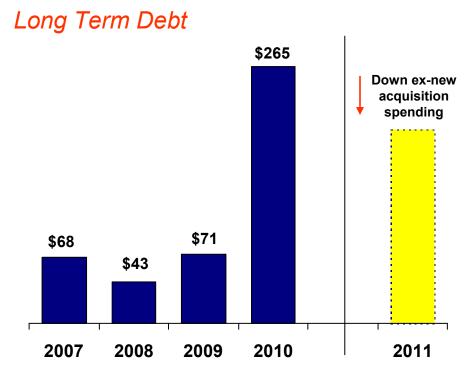
Cash well-positioned for 2011 growth

Very Strong Cash Generation...

- √ 2010 impacted by unusual items
 - Acquisition cost \$(3.9)
 - Youbet integration cost \$(4.4)
 - Equity compensation correction \$(1.4)
 - Tax overpayments of \$(9)
- ✓ 2011 positioned for growth by
 - Potential EBITDA improvements
 - \$11 in tax refunds (includes \$2 of amended return refunds)
 - \$8.5 from Centaur bankruptcy settlement
- √ 1Q '11 cash flow increase driven by improved EBITDA from acquisitions plus working capital improvements and tax refunds
- √ Tax efficient acquisitions
 - Acquired NOLs of ~\$28 with Youbet.com
 - Harlow's asset acquisition structure allows intangible tax deductions ~\$36 over 15 years



Attractive Balance Sheet



	Gaming Industry ^{-a)}	Churchill Downs, Inc.
Total Debt / EBITDA (LTM)	5.3 x	3.3 x -b)
EBITDA / Interest (LTM)	3.3 x	13.0 x

(a – Gaming industry peer group comprised of PENN, BYD, ASCA, ISLE, PNK Source: Company filings, Bloomberg, Factiva, Factset

(b - Does not include pro-forma credit for acquisition EBITDA of Youbet and Harlow's



Very Strong Balance Sheet...

- ✓ Long term debt increased \$194 in 2010 to build Calder Casino, acquire Youbet.com & Harlow's
- ✓ Debt reduction on free cash flow during 2011, reduced \$42 to \$223 in 1Q '11
- ✓ Amended and expanded credit facility in 2010 to \$375 million ... very low interest cost on current debt at L + 2.375% (~3% total)
- ✓ Leverage and coverage ratios still among industry best after 2010 actions
 - Continues to improve on '11 growth + cash generation
 - Ability to do more meaningful acquisitions
- ✓ Cash flow values backstopped with hard assets/real estate
 - 336 acres in Arlington Heights, IL
 - 231 acres in Miami Gardens, FL
 - 147 acres in Louisville, KY
 - 145 acres in New Orleans, LA

Summary

- CDI is a <u>diversified</u> regional operator of racing, gaming and online businesses
- ➤ The Kentucky Derby Franchise as strong as ever
- Online should continue to grow
- Focused on growing our gaming assets
- Proven record of EBITDA growth, strong balance sheet
- > Proven management team with a proven track record



Questions?

