

### **Unique Characteristics and Terms**

The following summarises many of the unique services, data and functions available with R2W Axis.

### **Limited Availability**

One of the greatest points of difference with our services is the fact that there are only a limited number of subscriptions available. Our strategy is not to saturate the market, in fact the opposite applies. As part of achieving the objectives associated with our Mission Statement, we provide a select number of high quality clients the most sophisticated thoroughbred racing data and research tools available within the Australian marketplace. Our solution is totally punting centric as we use and rely on Axis every day ourselves. Accordingly we have a vested interest in protecting the edge that we and our valued clients have. Our mutual interests help to drive our software development as we continue to research and develop new racing intelligence aimed at improving punting profitability. Unlike others we do not sell our data to corporate bookmakers and/or betting syndicates; why give the opposition the tools to beat you with?

### **Client Service**

Our client service record is second to none. Our interests are firmly aligned with yours. The service we offer commences even before you become a valued client of R2W. Several points worth mentioning include:

**Education** As part of delivering on our Mission Statement, we provide you with access to numerous educational articles, betting advice and support. Our team is available to answer where practical your questions and assist you to gain a better understanding of our products, services and what it takes to profit from racing on a consistent basis.

**Client Evaluation** We assist you to get the best from the software by working with you to select the subscription that is best suited to your needs and skill level. Our goal is to make sure that you are comfortable with and that you understand the tools you are about to start using.

**Installation** Apart from being able to self install Axis with a step by step manual, our remote one on one Axis software installation means that we can not only install but configure the software for you.

**Online Manual** Our comprehensive online manual explains the software functions in easy to find and well constructed chapters. We also provide access to videos and articles on our website to further educate you in using Axis and in becoming a more successful punter.

**Remote program assistance** We are always available within business hours to assist you should there be an issue. We adopt a hands on approach that ensures a prompt resolution of any issues.

**Assistance in general** We are always happy to discuss and assist with any aspect of using the software and betting education. Our approach is to offer realistic solutions that may at times challenge client beliefs, practices and expectations but stand up to the rigours of betting realities.

**Ongoing Development and client input** Our belief is that we can all benefit from mutual cooperation. Accordingly, we often adopt client's suggestions and advice when further developing the software. We are fortunate to have some of Australia's best form students as our clients and their input when offered is taken seriously. Unlike other providers, we continue to improve Axis and add new functionality on a regular basis. R2W leads the development of racing software innovation. It is no coincidence that many of Australia's leading form analysts use Axis as an integral part of their punting arsenal as our practical approach to software development means that our valued clients continue to share in the best software and data available.

### **Program modules and features**

### R2W Race Day Portal – RDP is the main interface of the program.

The race day portal is the main window, here you will have the ability to see the entire days racing, and have access to many of the functions that pertain to races or individual horses.

## **R2W** Selection Finder - isolate potential bets quickly and easily using your systems, past data and preferences.

The selection finder module allows you quickly isolate potential bets, using past data and systems that are developed by you. It's an efficient means of ensuring that you capture without error all horses that qualify on one or more systems. Test and refine multiple systems and enjoy the benefits that flow from having that winning edge. Discover the power and flexibility that exists when using and testing the consensus panel rating.

**R2W** Selection Analyser - identify pockets of profit that most others miss. A useful companion to the Selection finder, the selection analyser module allows you to intuitively research and analyse key past racing data enabling you to develop systems with a winning edge.

### R2W Betting Analyser - analyse your betting like never before.

A useful companion to the Selection finder, the betting analyser module allows you to analyse your betting whether that be your own bets or systems, and gain insight into actual betting performance. It will display your POT, profit in real dollars and bank risk along with other key data not found in other racing software programs.

### R2W My Assessment modules – exercise your own opinion.

The My Assessment modules allow the client to assess the races according to their own methods and preferences. My Assessment comes in two parts; 'My PRE-RACE Assessment' and 'My POST-RACE Assessment', these are two separate modules. Before the race you can assess the form and create your own ratings and markets; after the race you can adjust the assigned performance ratings (Speed, WQR or your own) of the whole race and/or each horse. This gives you absolute control and delivers a totally unique data set of information with which to assess races and gain a market edge. Most importantly the entire process is simple; all you need is your opinion!

### Preferred SR Track Adjustments- adjust track hierarchy your way.

This innovative function allows form students to adjust Past Speed Ratings and also all BASE ratings in Axis by an adjustment factor that they prefer to apply to specific tracks. Let's face it, we all have our own ideas regarding the strength hierarchy of states, areas and individual tracks. While Axis takes the best global approach, clients may have their own opinion on the relative strength of tracks which vary to the default values. The new

SR Track Adjustments will allow Professional clients to adjust both the SR and BASE of each track/s to a specified percentage of their original value allowing you to micro adjust the track hierarchy. If you feel that for example Warwick Farm needs a small downward adjustment of 1 length compared to other Sydney Metro tracks, this is now possible.

### R2W Exotics Analyser - identify pockets of profit in Exotics that others miss.

Exotics Analyser allows the user to test and experiment with almost an inexhaustible combinations of race exotic betting scenarios to gauge their effectiveness over historical resulted data as well as to create the same selections for today's races using the automatic Daily System mechanism favoured by Axis clients. Further, in yet another Australian racing first, Axis brings you the ability to actually analyse the performance of your race exotics across all the race filters.

## **R2W Personal Horse Flags** - apply the benefits of proven betting practices that will improve the performance of your results.

The personal horse flags module allows you to increase your profits by analysing the bets that you make using an almost unlimited number of flag references.

### R2W Form Comments - enter your own personal video/form comments.

Record you own video/form comments and next time the horse races you will be able to view/print these comments. Pro Functions allow you to input your data into races and trials on race-by-race basis. All users have ability to insert comments on a horse-by-horse basis into races only. Distinguish between meeting, race and horse comments.

## **R2W Comments Plus** - A quantum leap forward in the area of recording video and/or racing comments.

The Comments Plus module offers cutting edge functionality that turns comments into 'multipurpose user data', capable of not just relaying information to its user but also interacting with Axis and its ratings with adjustments and colouring flags. It not only saves time but increases accuracy and consistency. It is well known that nearly all successful punters and syndicates alike devote a substantial amount of time to the post race work process which includes both the recording of comments and the making of adjustments so as to normalise a horse's performance. Axis Professional clients can now access this type of functionality previously only available to the most sophisticated of professional punters.

**R2W Profile Comments** - **enter your own personal profile comments.** Record you own profile comments for horse, jockey, trainer or track. Profiles are able to record general comment that are not race specific. They are a great way to remember track idiosyncrasy or horses overall ability and so on.

**R2W Past 20 Race Data Basic** - past 20 race starts along with verified speed and WQR ratings, including first and last sectionals, R2W true track conditions and trials.

This module allows you to view data for the past 20 race starts along with verified speed ratings, R2W true track conditions and trials. It is a well known fact that official race clubs often report the track condition on race day incorrectly. We have developed a unique algorithm that enables us to verify and/or correct track conditions so they are displayed correctly when viewing them on a historical basis. Displayed data depends on your Axis subscription level.

### **R2W Black Book** - **never miss another winner from your list of horses to follow.** The Black Book (BB) module ensures that you never miss another winner from your list of horses to follow. They are displayed as a list when you open the program each day and they are also flagged within the race fields themselves. You can black book horses, jockeys, trainers and their combinations. Most importantly, our unique Auto Expiry function (a first in our industry) performs the housekeeping of the BB entries automatically, so you don't have to worry about outdated entries, their relevancy or their removal. It's all done for you.

## Key Race/Trial for TAB Meetings - see the value of a race from a unique perspective.

This module allows the user to view a race, and its meeting in order to determine the strength of the races form by allowing you to view a summary of each horses subsequent starts. See how many winners and placed horses have subsequently come out of the race or trial in question at a Metro, Provincial or Country TAB meeting. Trial results can only be viewed across available data. Also allows you to directly compare the race against the entire meeting and all the horses that took part as well as see each horse past and subsequent run.

### R2W Compare and Previous Encounters - view a race like never before.

This module allows the user to view a race, in a manner that is new and unique. It will show you today's race field and replicate each horse's performance for their previous three starts so that direct comparisons can be made. The Previous encounters show you "who beat who" in past runs for all historical head to head contests.

## **R2W Consensus Panel** - create, store and most importantly, back test your own consensus ratings.

This module allows you to create, store and most importantly back test your own ratings using a range of R2W proprietary ratings and other information contained in R2W Axis. We are not aware of any other software that allows you to recalculate and refine your ratings. The ability to recalculate past consensus ratings for the purpose of making improvements is unable to be done if using a Classic subscription. However Classic users can perform recalculations on today's ratings.

## *Early Speed Grid* - the green bars contained in the ESG highlight each horses exposed early speed potential.

The ESG is an intricate part of our pre-race analysis. Whilst similar products are often sold separately, we believe that our premium clients should have access to this key information. The green bars contained in the ESG highlight each horses exposed early speed potential. This allows us and our clients to gauge how a race is likely to be run in the early stages. Knowing this and having knowledge of a races overall early speed profile enables one to determine whether their horse is likely to be suited by the pace shape of the race after taking into consideration its barrier relative to other runners.

## *Track Condition Verify* - verify any discrepancies in the official track condition and asses ratings and win affects in real time.

The purpose of this module is to verify any discrepancies in the official track condition on race day. Simply enter official/verified overall time and/or last sectional times. Axis will then calculate the track speed for each race to determine an accurate track speed. Additionally, the module calculates speed rating variables features a Dynamic Wind Overlay which displays wind speed and direction directly on the track map image. This allows clients to visualise wind patterns across an entire meeting and during individual races providing further insights into race performances.

## Settling Maps – colour coded settling map displaying each horses settling position and wides based on exposed early speed potential.

The Settling Maps are a valuable add-on to the ESG. They use a proprietary formula that interprets the ESG and display the result showing how each horse will settle and how wide it is relative to the rail position. The Settling Maps can be customised and are automatically then recalculated in accordance to any changes that you make.

*Live Updates* - prices, scratchings, time and track condition changes. This function allows you to manage scratchings, jockey and other changes, such as when the race time and track conditions are updated. Axis will automatically recalculate all elements affected by the changes seamlessly without you having to do anything, including all your daily run systems. You can also download up to date TAB prices. All this with just a click of a button!

#### Black Book Automation - never miss a black book horse.

Axis automates the Black Book to seamlessly integrate your Black Booker (Flags) into the program, but before it does that, there is another feature of the program that can automatically manage your flags expiration.

### **Daily Systems Automation** – never miss a system selection.

Axis automates the running of systems that the clients sets up as those that are to be run on the race day, when a day is loaded into Race Day Portal (RDP). Axis allows the user to run any system group or a number of system groups; show the selections in text and in the RDP in the Race and Horse grids. Not only that, it can seamlessly run the systems when new changes are downloaded from Live Updates, display them and notify the user of any selection changes in text and also by 'Saying It' based on the users settings. Once results are known they are also included in the printout. Simply put, you will not miss out on a system selection if you have Axis doing the work!

### Jockey and Trainer Analysis – detailed and dynamic statistics.

Axis can help you uncover more profits by answering unique questions in regard to jockey and trainer statistics in a manner not available in any other racing software. It delivers this information dynamically in real time, calculated from your resulted Axis data. Clients are able to construct customised queries with regard to single jockey or trainer or a list of jockeys and trainers that reveals information that most punters just don't have access to, further extending your punting edge with R2W Axis.

#### External list test - analyse ratings or bets from other sources.

The Axis has a unique function which allows the user to test and analyse an external list of horses. This is useful in determining the performance and perhaps more importantly the shortcomings of the list through full analysis. The list source can be from anywhere; your bets, the ratings or tips that you currently use are two examples. All you need is to have the date the horse ran and the horses' name.

### **Ratings & Data**

**R2W Gear** - unique, in that Axis is the only program that delivers Gear Changes. In another Australian racing first, the R2W Gear Changes are part of the Professional subscription and are shown not only in the Race Day Portal for the changes on the day but also in Past Runs to see historical performance of Gear changes. In a short and abbreviated format. Further Axis is the only software that will allow you to test and analyse Gear Changes as part of a system.

**Rail Position** - unique, in that Axis is the only program that delivers Rail Positions as a single number and indicates cutaway in use at the meeting.

In <u>another Australian racing first</u>, rail position is the meetings predominant position of the running rail as a number; if a cutaway is also in use at the meeting this is also indicated. Simple to digest and effective, this information is not only going to be seen in today's races but also clients are going to be able to see it against horses past starts in all applicable modules and in tests.

## *Stewards Comments* - unique, in that Axis delivers Stewards comments that are concise, abbreviated and functional.

In <u>another Australian racing first</u>, R2W delivers comments like no other. Concise, abbreviated and functional. Our Steward Comment summaries are compiled using a unique and concise language that suitably shortens the comments without detracting from their readability whilst saving space within your form display. We have purposefully avoided cart blanch shortening every word to aid in readability and learning curve.

**R2W WQR Wholistic Quality Ratings** – Australia's best historical quality ratings. Since their original development and formulation of the R2W WFA Speed Ratings, we have continued both research and testing across a range of new intelligence projects that now culminates in the proud release of our Wholistic Quality Ratings "WQR". For the first time (May 2017), these cutting-edge ratings are being made available to Axis Professional clients (annual). They are formulated on a combination of verified Speed measures and are adjusted for our proprietary, modern, world class WFA scale. These are then adjusted for our R2W Race Strength ('race quality') and Track Speed. You can read more about these ratings here

### R2W WFA Speed Rating – cutting edge WFA adjusted ratings.

For several years now our team have successfully relied on a variation of the R2W Speed and Sectional Ratings. They are known as WFA Speed Ratings. They are based on a combination of Speed adjusted for our proprietary, modern, world class WFA scale.

**R2W** Sectional and Split Ratings - covers TAB meetings barrier trials. Yet another Australian first; Ratings2Win Race and Individual Horse Sectionals and Splits. This extra data package covers TAB meetings for Australia, Hong Kong and all barrier trials that have the vision shown on either Sky Racing 1, 2 and/or Sky Thoroughbred Central. Our data is complete, easy to use and delivered with the established reliability of the R2W Verified Files; no additional imports are required! The available back data includes all races and trials (as above) for the past 3 years.

The R2W Race and Individual Horse Sectional and Split ratings as mentioned above are all Performance Benchmark Adjusted (PBA). As such, our Sectional and Split Ratings are comparable across all racing jurisdictions, track distance and race classes without the need for any further adjustment. No other organisation delivers ratings in this manner. All the work required in normalising and adjusting for all variables, such as Track, Distance, Track Condition, Track Speed, Race Class, Age, Sex, etc. has been done for you. Our Sectional and Split Ratings columns are embedded throughout the Axis program and included in all Past Data modules, Previous Encounters, Advanced Compare, Pro Functions and Key Race/Trial. They are colour coded for ease of use and recognition.

**R2W In-Running Margins and Wides data** - covers TAB meetings barrier trials. From March 2020, clients will also receive another industry first namely Individual Horse Wide/Lane data (cover/no cover) and Margins from Leader. This data is provided for ALL points at every 200m incremental point in the race from the 1600m to and including the finish.

## **R2W** Speed Rating - unique, in that we independently verify key racing data that is used in our calculations.

The R2W speed rating is our unique verified speed/time-based rating. Each day the R2W computer literally undertakes millions of calculations in order to deliver final ratings. We independently verify key racing data that is used in our calculations. These factors include but are not limited to overall time, sectional times, track conditions/bias, distance, class/age/sex, margins and starting prices. As a consequence we believe that R2W possess a speed rating that is superior in strike rate to any other time based rating commercially available.

## **R2W Intelligence Rating** - unique, in that we independently verify key racing data that is used in our calculations.

The R2W intelligence rating is our unique flagship rating. Each day the R2W computer literally undertakes millions of calculations in order to deliver final ratings. We independently verify key racing data that is used in our calculations. These factors include but are not limited to overall time, sectional times, track conditions/bias, distance, class/age/sex, margins, starting prices and other specific factors not found in the general race form. It is calculated using a range of detailed algorithms and as a consequence we believe that the R2W intelligence rating is superior in strike rate to any other commercially available rating of its kind. \*See further explanation down he page.

### R2W Best Distance Range - the horse's best distance range. (BDR)

It is common knowledge that most horses have a preferred distance range in which they commonly perform at their best. In calculating the R2W Best distance range data, we ignore all traditional distance statistics and apply a range of detailed algorithms to ascertain each horses best distance range.

**R2W** Relative Value Rating - the horse's chances assessed using relative values. This rating is constructed using various relative value scores of performance markers and form. They are calculated by dividing the number of winners with a certain factor/marker by the number of actual starters with that factor/marker. \*See further explanation down he page.

## **R2W Peak Distance Rating** - This rating can often unearth long priced winners that are largely ignored by the market.

The R2W peak distance rating is the rating figure that represents each horse's best rating at the distance range of today's race after allowing for other factors such as natural improvement. This rating can often unearth long priced winners that are largely ignored by the market.

### **R2W PIR** - derived using early speed ability from up to 20 of each horse's historical runs.

This is the R2W assessment for each horses anticipated position in run. It is derived using early speed ability from up to 20 of each horse's historical runs. We then measure each horse's early speed against other runners in the race.

### **R2W JR and TR** - unique assessment of each jockey and trainer for both shortand longer-term performance.

The R2W JR or TR is a measure of R2W unique assessment of each jockey and trainer for both short- and longer-term performance. It is important to note that we completely ignore traditional jockey/trainer premiership stats in the calculation process. The main reason for this is that not all mounts/runners have a winning chance. Traditional statistics that are often used are skewed because there is no odds cut-off for determining the outcome. Accordingly R2W only take into account genuine chances when deriving these important assessments.

## *Jockey Claim* - unique, in that Axis is the only program that delivers the correct claims for jockeys on race day.

Most days there are at least a few cases where the reported jockey claim is not correct. What happens is that the jockeys can't physically meet the weigh. Consider a jockey with a 4kg claim and riding weight of 54kg. If he is riding a horse which is handicapped at 55kg he can only claim 1kg of his 4kg claim. This is something that is further exasperated by jockey changes on the day and is poorly considered by most form providers.

## *Super Jockey & Trainer - are currently posting high strike rates and levels of profit on turnover up to 30%.*

Essentially jockeys and trainers flagged green are those that deliver a better than average record of performance and POT when their mount is expected to perform. You will be surprised to know that the list often comprises unfashionable jockeys/trainers that the R2W computer identifies. For example from our current list we have in excess of 20 super jockeys and 12 super trainers that are posting high strike rates and levels of profit on turnover (POT) that range up to a positive return of 30% POT.

## **R2W** Indicators - win more than 52% of races often at good odds, ignoring these when playing exotics can be very costly.

Overall the R2W Indicators win more than 52% of races (test period 1/8/2009 to 16/7/2012) so ignoring these horses especially when playing exotics can be very costly. On average we recorded 3.47 horses per race during the test period. Often winners are long shots in betting; in fact the longest price winner identified and backed by us was approximately 500/1 in a Brisbane metropolitan meeting on a Saturday. During the test

period there were no less than 47 other winners => 50/1 and over 3,400 winners => 9/1.

**R2W Last Performance Rank** - Compare the last performances of each runner against competitors in an upcoming race.

A mathematical output ranking derived from a detailed algorithm that compares performances of each runner against its competitors in an upcoming race. (Known as the L from LWD).

## **R2W** Weight Performance Rank - Compare the performances of each runner in terms of their weight carrying ability.

A mathematical output ranking derived from a detailed algorithm that compares each runner in terms of their weight carrying ability when measured against their competitors in an upcoming race. (Known as the W from LWD).

## **R2W Distance Performance Rank** - Compare the distance performances of each runner.

A mathematical output ranking derived from a detailed algorithm that compares each runner in terms of their distance ability when measured against their competitors in an upcoming race. (Known as the D from LWD).

## *Indicators and LWD Performance Ranks - a unique method of viewing the performance of horses.*

The Indicators and LWD expansion pack deserves a special mention, even though we described them individually above. Together these figures have the potential to accelerate your profit. Betting horses that aren't indicators and do not feature in the LWD rankings, can prove costly. Often we come across well fancied horses that are unfavourably positioned in the LWD rankings. Whilst they do win they are not able to match their market expectation over the long term. Often when we see what appear to be surprise results, the answer can be found in the Indicators and LWD.

### R2W Personal Ratings - offers the ability to import your own ratings.

You can expand your Axis ratings by further 5 additional ratings. Whether you create your own or by someone else's ratings Axis will allow you to import them and used as a native Axis rating. This means that you can use these in systems, test them and analyse their performance in the same way as any other Axis rating. This also allows you to create totally unique rating from the consensus panel which also supports these.

# **R2W Trial Rating** - unique, in that we independently verify key trial data that is used in our calculations.

The R2W Trial rating is our unique verified time based rating for trials. Trials are shown with overall and last sectional lengths above or below Par, where available. If a Trial rating is positive it is ABOVE or better/faster than par. If a trial has a negative number then it is BELOW or slower than par. This eliminates the need to manually convert time to a meaningful performance measure.

### **Daily Sectionals** – Axis offers the ability to import and use these.

Daily Sectionals products from Vince Accardi can be imported into Axis for convenient and efficient analysis.

## **R2W Verified vs Official Time Flag** - unique, identify at a glance any race time errors which may present a betting opportunity.

The accuracy of official race times has not improved by much over the last decade. The benefit of verified race and sectional times is clearly shown, however, in certain situations, there exists a further unique opportunity to gain an advantage from the official time errors. When the official race time error is large enough, clients may be able to capitalise on the misinformed betting decisions of the general public.

# \*R2W IR and RV Further Explanation – Explains in more detail the process of calculation of these two ratings in particular

Both our IR and RV ratings are dynamic, evolving through machine learning algorithms that draw on extensive data inputs. These algorithms produce rating versions at various stages of file development. However, not all data inputs are available consistently or well in advance, with some only accessible closer to the race day. Consequently, these ratings should be viewed as a series of versions that aren't necessarily interconnected.

- **Early File Version**: Released on the morning before race day, this version incorporates verified form data across all meetings. Metro Meetings are typically closest to their Final Stage. This is the familiar version we've offered for years.
- Late File Version: This is the new Final Stage of the ratings, released on race day morning. Since the Early File version, we've accounted for changes in track conditions, jockeys, weights, scratchings, and other factors. Additionally, we've drawn on information from our relationships with stables, racing entities, and other experts, while examining the market for any notable discrepancies. Although our ratings are independently formulated, this process allows us to refine the IR and RV ratings for the highest possible strike rate, while consistently delivering a range of longer-priced winners.

### **Dividends**

- R2W ISP Internet starting price
- This dividend offers an alternative to the official on course starting price. It is the median price of several of the Internet corporate bookies. Its advantage is in the more realistic market percentage.
- R2W FP Internet Fixed Price.
- This dividend provides a realistic price for the horse based on the best closing fixed price in the Internet market. In this case we look at the same corporate bookies as for the ISP. Anyone with several bookie accounts can obtain prices similar to this.
- R2W Tote Prices offers all the Tote prices and many combinations
- You can avail yourself of any of the 3 TAB dividends and combinations of thereof available with the corporate bookmakers. Best Tote, middle Tote, best of SP and NSW, best of the best Tote and SP are all available.
- **R2W TF** offers the official Top Fluctuation.
- Betfair BSP includes both win & place Betfair Starting Price
- R2W aSP a synthetic price which provides you with a consistent measure that can be compared universally across all racing areas and jurisdictions.

The R2W aSP (Adjusted SP) is a synthetic price produced by R2W from the official price. Rounding the sum of probabilities to one (1) for each race smooths out the inconsistencies of different overrounds that are influenced by the different racing jurisdictions and varying field size.