



Sports Wagering Report

3rd Quarter 2025

Presented to:
Massachusetts Gaming Commission

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Revenue

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Revenue (Online)

| Month | Revenue | Taxes Collected | Handle |
|-----------|----------------------|---------------------|-------------|
| April | \$ 3,931,035 | \$ 786,207 | 1.4% |
| May | \$ 4,901,527 | \$ 980,305 | 2.0% |
| June | \$ 5,161,059 | \$ 1,032,212 | 2.3% |
| Q2 | \$ 13,993,622 | \$ 2,798,724 | 1.9% |
| July | \$ 4,416,085 | \$ 883,217 | 2.3% |
| August | \$ 4,670,599 | \$ 934,120 | 2.0% |
| September | \$ 4,117,263 | \$ 823,453 | 1.6% |
| Q3 | \$ 13,203,946 | \$ 2,640,789 | 2.0% |



Vendor Utility

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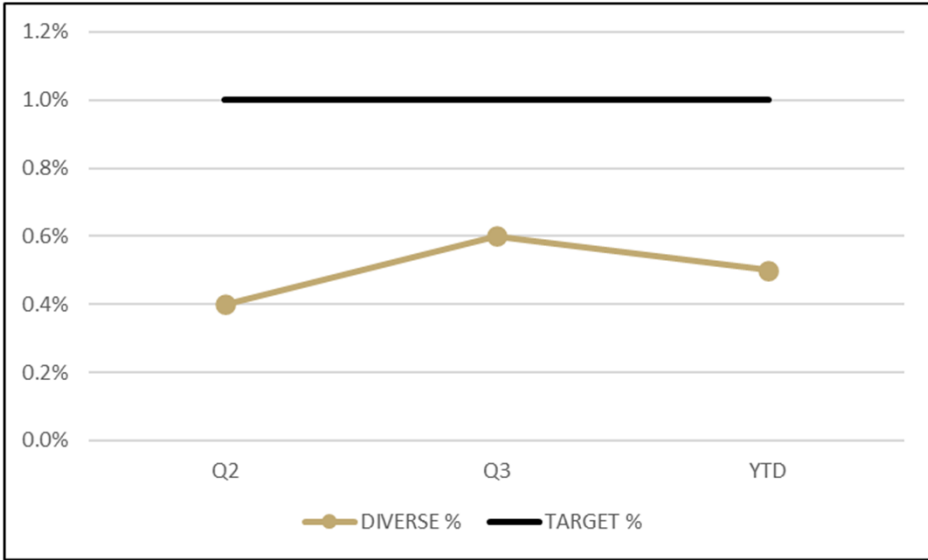
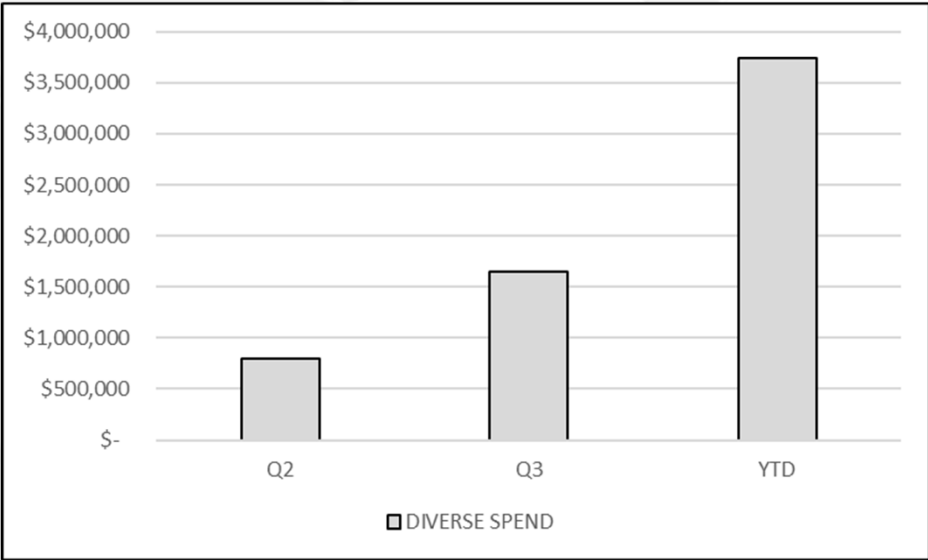
Vendor Spend Update

| Spend Type | Q2 | | Q3 | | YTD | |
|------------------------------|-----------------------|---------------|-----------------------|---------------|-----------------------|---------------|
| | Dollars | % * | Dollars | % * | Dollars | % * |
| Total Vendor Spend | \$ 194,545,121 | 100.0% | \$ 254,347,322 | 100.0% | \$ 712,937,734 | 100.0% |
| Diverse Vendor Spend | \$ 802,579 | 0.4% | \$ 1,652,100 | 0.6% | \$ 3,736,320 | 0.5% |
| Diversity Type | Dollars | % ** | Dollars | % ** | Dollars | % ** |
| Diverse & Small | \$ 151,443 | 18.9% | \$ 170,899 | 10.3% | \$ 829,876 | 22.2% |
| Small Only | \$ 395,612 | 49.3% | \$ 572,000 | 34.6% | \$ 1,226,362 | 32.8% |
| Diverse Only | \$ 255,525 | 31.8% | \$ 909,202 | 55.0% | \$ 1,681,832 | 45.0% |
| Minority Business Enterprise | \$ 51,753 | 6.4% | \$ 39,596 | 2.4% | \$ 335,356 | 9.0% |
| Veteran Business Enterprise | \$ 18,410 | 2.3% | \$ 30,016 | 1.8% | \$ 76,270 | 2.0% |
| Women Business Enterprise | \$ 268,725 | 33.5% | \$ 699,729 | 42.4% | \$ 1,581,459 | 42.3% |

* Of Total Vendor Spend

** Of Diverse Vendor Spend

Diverse Vendor Spend





Human Resources

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Resource Diversity

Q2

| Employee Level | All | | Minority | | Veteran | | Woman* | | MA Residents | |
|--------------------|--------------|--|------------|------------|-----------|-----------|------------|------------|--------------|-----------|
| | Count | | Count | % | Count | % | Count | % | Count | % |
| Executive | 23 | | 4 | 17% | 1 | 4% | 4 | 17% | 0 | 0% |
| Supervisor/Manager | 305 | | 87 | 29% | 5 | 2% | 114 | 37% | 2 | 1% |
| Non-Manager | 1,131 | | 555 | 49% | 4 | 0% | 419 | 37% | 10 | 1% |
| Total | 1,459 | | 646 | 44% | 10 | 1% | 537 | 37% | 12 | 1% |

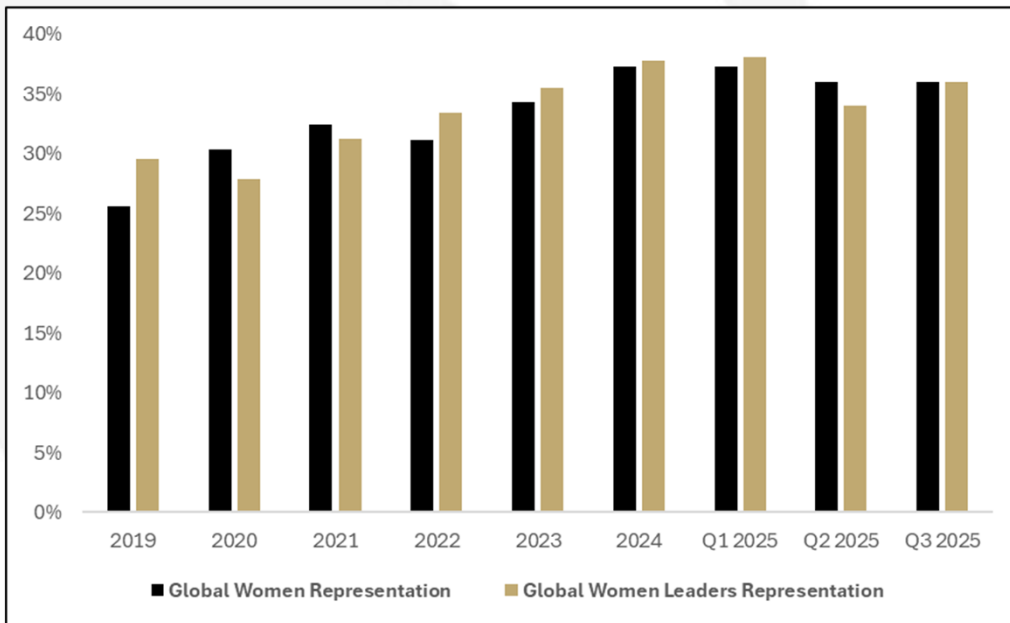
Q3

| Employee Level | All | | Minority | | Veteran | | Woman* | | MA Residents | |
|--------------------|--------------|--|------------|------------|-----------|-----------|------------|------------|--------------|-----------|
| | Count | | Count | % | Count | % | Count | % | Count | % |
| Executive | 22 | | 3 | 14% | 1 | 0.045 | 4 | 18% | 0 | 0 |
| Supervisor/Manager | 311 | | 89 | 29% | 5 | 2% | 116 | 37% | 2 | 1% |
| Non-Manager | 1,098 | | 534 | 49% | 4 | 0% | 399 | 36% | 11 | 1% |
| Total | 1,431 | | 626 | 44% | 10 | 1% | 519 | 36% | 13 | 1% |

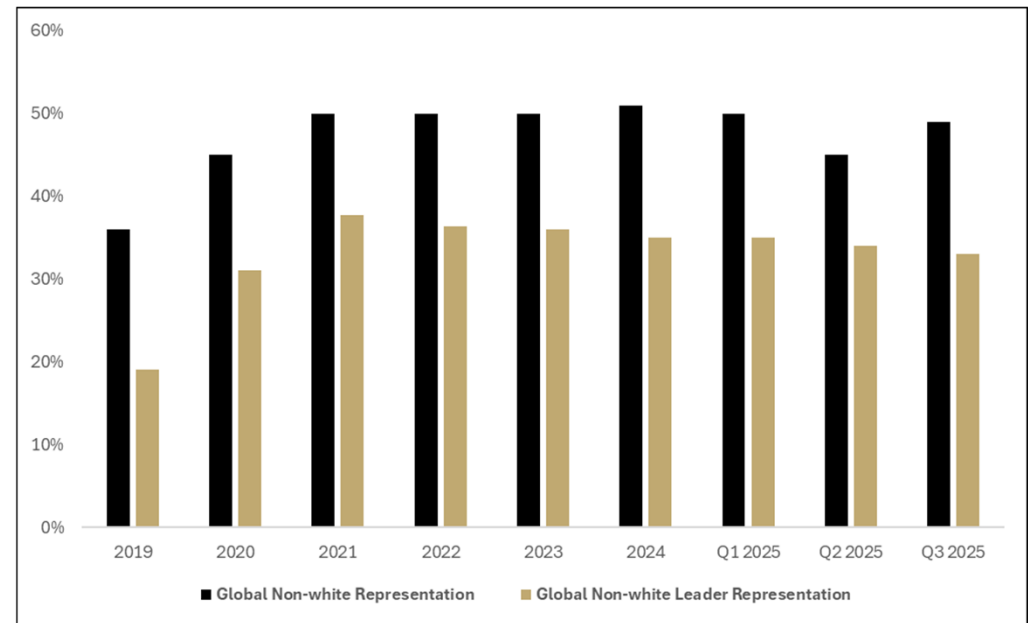
* Non-Binary included in this total
NOTE: % figures are of "Total Employees"

Resource Diversity

Representation of Women Employees



Representation of Non-white Employees



NOTES:

- Non-Binary included in “women” total
- Leaders are defined as Managers – CEO
- % figures exclude “Decline to Identify”

Strategy Update

- Launched the rebranded Culture & Belonging team (formerly known as the DEI team) to the organization, communicating who we are, how to partner with us, an overview of our programs, how we support the business and employees, and a library of resources and best practices.
- Concluded our Take the Lead summer learning series for people leaders, developed in partnership with FranklinCovey, a leadership coaching company. Workshop topics included *Leading with Empathy*, *Inclusive Leadership*, and *Unleash Your Team's Potential Through Coaching and Feedback*. This year 44 people leaders attended the series, and the overall rating from attendees was 4.5/5. In total, 89% of people leaders have attended the learning series.
- Held a quarterly engagement event in Ontario with employees focused on mental health and wellbeing. The objective of the engagement moment was to reinforce self-care ahead of NFL season, a peak period for many employees
- Began partnering with the Talent Management Team to update and enhance our performance management process ahead of year-end, including providing clarity around behavior competencies, increasing guidance on how to use the Situation-Behavior-Impact framework during performance evaluations, and increasing activity and scenario-based learning activities in the performance management training provided to people leaders
- Partnered with Talent Acquisition team to integrate inclusive behaviors and practices into the Hiring Essentials Workshop and Guide, a training and resource for hiring managers and interviewers on how to identify role needs, develop job descriptions that attract top talent, and conduct fair and consistent interviews
- Finalized the development of the executive leadership competencies for VP+ employees, in partnership with the Talent Program Design Manager, ensuring all employees across all levels have the clarity they need to be successful, thrive, and grow in their careers at BetMGM



Compliance

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Prohibited Patrons ('25 Q3)

| Month | Attempted Underage Registration | Suspected Underage Use of Account | Confirmed Underage Use of Account |
|--------------|--------------------------------------------|----------------------------------------------|----------------------------------------------|
| April | 1 | 1 | 0 |
| May | 0 | 1 | 0 |
| June | 1 | 1 | 1 |
| Q2 | 2 | 3 | 1 |
| July | 0 | 0 | 0 |
| August | 0 | 0 | 0 |
| September | 2 | 2 | 0 |
| Q3 | 2 | 2 | 0 |

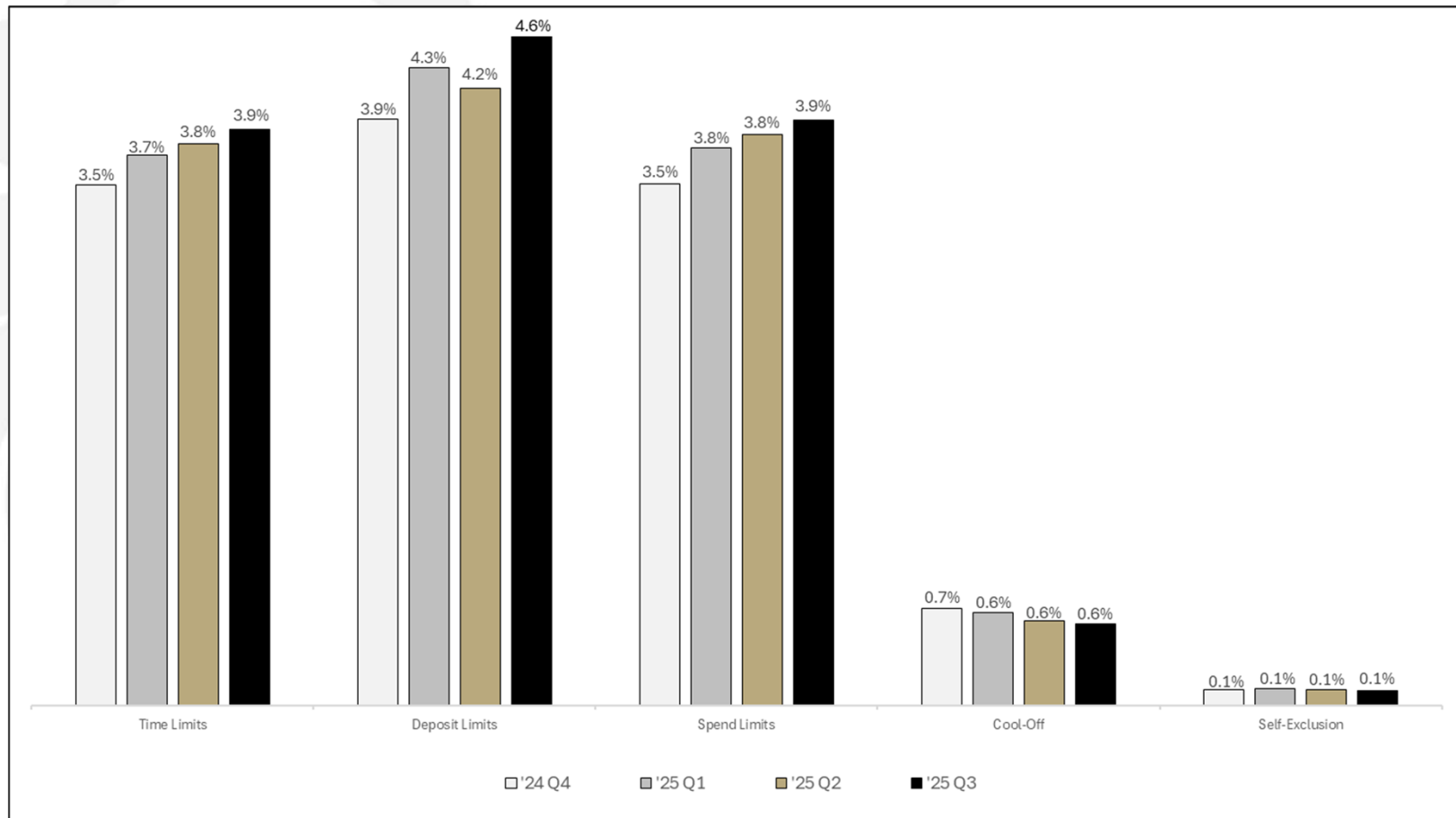
NOTE: BetMGM MA digital product only. MGM Springfield oversees the retail sportsbook as the licensed Category 1 Sports Wagering Operator.



Responsible Gambling

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Tool Usage (MA Only)



Cool-Off Data

| Timeframe | Total Days | Average |
|------------------|-------------------|----------------|
| '24 Q4 | 332,586 | 137 |
| '25 Q1 | 305,130 | 123 |
| '25 Q2 | 270,233 | 112 |
| '25 Q3 | 256,349 | 92 |

RGEM 2025 Overview

Responsible Gaming Education Month ("RGEM") is the American Gaming Association's (AGA's) nationwide campaign dedicated to raising public awareness about responsible play.

The 2025 theme is *Play Smart from the Start*.

This year, BetMGM is taking a unique approach, focusing on education, empowerment, and engagement to inspire responsible play. BetMGM will also launch its first-ever RGEM giveaway to help spur engagement.

Campaign Initiatives

- Press Release
- LinkedIn quotes from CEO, CCO and Director of RG
- CRM emails and push notifications featuring GameSense and AGA resources
- Play Smart from the Start giveaway promoting RG engagement (GameSense video, RG survey)
- In-App and Website Banners across all BetMGM operated labels
- Weekly social media posts and paid campaigns
- EPIC Global Solutions employee education sessions



Industry Engagement

BetMGM's Responsible Gambling Engagement

- BetMGM RG Director attended the National Council on Problem Gambling's Annual National Conference on Gambling Addiction and Responsible Gaming from July 16-18
- BetMGM RG Director attended the Alberta Gaming Liquor and Cannabis Problem Gambling Symposium on September 16, 2025
- BetMGM RG team members attended the Annual Council on Compulsive Gambling of New Jersey Conference on Disordered Gambling on September 19, 2025



**National Conference
on Gambling Addiction &
Responsible Gambling 2025**

Employee Engagement

BetMGM's VIP Responsible Gambling Training Refresher

- The BetMGM RG team conducted an RG Training Refresher session with VIP teams, attended by 179 VIP employees
- The trainings covered the following topics:
 - An overview of the current responsible gambling and problem gambling landscape
 - Practical tips and tools for promoting responsible gambling.
 - Guidance on available problem gambling resources and how to direct customers to them.
 - Techniques for identifying potentially concerning language and appropriate response protocols.
 - Real-life case demonstrations and role-play exercises reinforce best practices and ensure VIP agents are equipped to handle sensitive situations effectively.

EPIC Global Solution Sessions

- The BetMGM RG team organized two EPIC Global Solution Sessions to highlight the real-life effects of problem gambling on individuals and their families
- The sessions were attended by 1,556 employees.



Community, Outreach & Charitable Impacts

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ERG Strategic Pillars



- Internal community building
- Education for the business and employees



- Allyship and amplification of other ERGs
- Neurodiversity awareness
- Disability awareness



- Veteran recruitment to the business
- Engagement with local communities
- Support for military spouses



- Community engagement
- Professional development for Latinx employees



- Upskilling women in the business
- Internal community building



- Providing networking and development opportunities
- Internal community building



- LGBTQ+ education and advocacy
- Internal community building
- External community development

Initiatives and Community Engagement

- The Pride @ BetMGM ERG held a paint and sip event in Jersey City before attending the Jersey City Pride Parade
- In partnership with Global Gaming Women, BetMGM hosted a networking mixer at the Jersey City office for employees and others within the industry
- For Hispanic Heritage Month, the Unidos ERG held an in-office event, attended the Broadway show Buena Vista Social Club and held a Q&A with the show's actors
- In remembrance of 9/11, BetMGM partnered with the Philadelphia Eagles to pack care packages for military members and first responders



*Hispanic Heritage
Month Event
2025*





BETMGM
BELIEVE IN YOUR GAME