



Caesars Sportsbook
Q2/24 Meeting – Massachusetts Gaming
Commission

*Q2 2024 Sports Wagering Quarterly
Report*



Caesars Sportsbook Sports Wagering Quarterly Report – Q2 2024

➤ Revenue:

Q1 2024*				Q2 2024			
Month	Total SW Revenue	MA SW Taxes Collected	Handle	Month	Total SW Revenue	MA SW Taxes Collected	Handle
January	1,088,507.79	206,569.16	5%	April	712,756.06	132,734,.21	4%
February	688,719.09	118,014.06	4%	May	1,582,168.08	306,536.02	8%
March	1,352,696.41	258,073.28	5%	June	32,050.20	0	0%
TOTALS	3,129,923.29	582,656.50	5%	TOTALS	2,326,974.34	435,952.67	4%

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*Q1 2024 has been updated and reflected in Q2 2024 presentation.



Caesars Sportsbook Sports Wagering Quarterly Report – Q2 2024

➤ **Workforce / Workforce Diversity**

- We embrace diversity and aim to create a diverse workforce of Team Members in which all are celebrated as individuals and supported by equitable policies and a culture of inclusion. Our policies and processes throughout the organization are designed to encourage the broadest possible diverse representation in our Company and ensure each has the opportunity to succeed.
- We've set goals to achieve full gender and racial parity across our organization in accordance with the following commitments by 2025:
 - Women: 50% of leadership roles* held by women within both the mid-level and senior leadership populations.
 - Racial/Ethnic: 50% of leadership roles* held by people of color. We also commit to increasing the representation of people of color in senior leadership by 50%.
- Our commitment to these goals remains solid; as we grow our organization going forward, we will ensure our recruitment and Team Member development processes are aligned behind our stated goals. We plan to achieve our DEI goals through a range of actions that include reinforcing our DEI culture across all communications and training channels, ensuring equitable access to development programs for Team Members and ensuring our hiring practices continue to create opportunities for Team Members of all identities and backgrounds.

**Leadership roles include supervisors and above. Mid-level leadership roles include supervisors and managers. Senior leadership roles include Directors, Vice Presidents, Senior Vice Presidents and C-Suite Targets cover direct employees in the U.S.*





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➤ Workforce / Workforce Diversity

# of Team Members in each Category	Minority		Women		Veteran*		MA Resident		Total Team Members
	#	%	#	%	#	%	#	%	
Executive	90	25%	37	10%	6	2%	7	2%	357
Manager & Supervisor	140	33%	102	24%	7	2%	0	0%	419
Entry Level	308	41%	200	27%	10	1%	0	0%	747
Totals	538	35%	339	22%	23	2%	7	0%	1523

*Team Members are not required to disclose Veteran Status

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**Reporting process has been updated and reflected in Q2 2024 data.*



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➤ Vendor / Supplier Spend / Supplier Diversity

Q2 2024 Overview of Total Spend, including any MA Spend/Impacts

- The below statistics are anticipated company-wide vendor spend statistics for Q2 2024, which are not yet validated. Q3, Q4 of 2023 and Q1, 2024 statistics have been validated and updated accordingly. This data is reflective of the company's total spend at all properties. The subsequent Diversity spend percentages are based on total addressable spend dollars.

2023	Total Spend	Diverse Spend	Diversity %
23Q3	\$1,010,632,247	\$22,752,105	7.68%
23Q4	\$1,063,725,692	\$23,048,799	7.53%
24Q1	\$1,020,933,524	\$22,747,294	8.10%
24Q2	\$986,256,676	\$27,759,327	11.51%

- As you see above, we have had a dip in Total Spend as a company, but have been able to increase our Diversity spend during the same period from 8.10% in Q1 2024 to 11.51% in Q2 2024. The team continues to focus on improving our diversity inclusion in our non-regulated states, which has helped boost our overall companywide percentage.

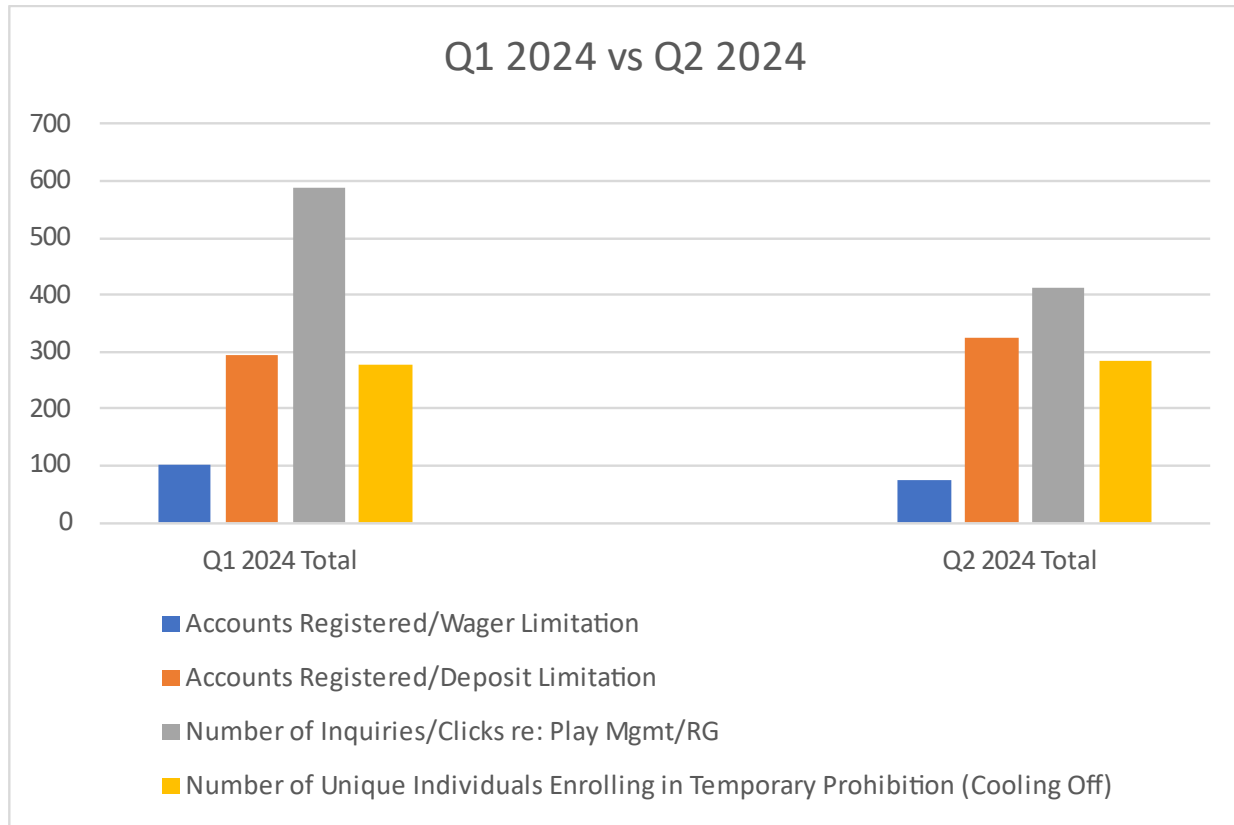
*Addressable spend does not include taxes, utilities and some highly regulated gaming trade sectors defined as addressable.





➤ Compliance

Play Management Responsible Gaming Reporting





Caesars Sportsbook Sports Wagering Quarterly Report – Q2 2024

➤ Responsible Gaming

Q2 2024

MA VSE Enrollments		
Q1	Q2	% Change
100	103	3%

➤ Caesars participated in the following problem gaming activities in Q2 2024:

- Participation/attendance at the MGC Conference on May 14, 2024 ;
- Renewal of Leadership Circle with the National Council on Problem Gambling. Renewal includes/supports the following:
 - Platinum Membership
 - Awareness Programs: DEI Scholarship Program for National Conference
 - Program Support: National Problem Gambling Helpline
 - Conference sponsorship: Star-Spangled level (non-exclusive)
 - Conference sponsorship: Safer Sports Betting Summit in PreConference Workshops (exclusive)
 - Conference sponsorship: coffee break Thursday morning (non-exclusive)
 - Program Support: Veterans affairs

May 14, 2024 | Worcester, MA
Using Research to Rewrite the Playbook:
Examining the Social Impacts of Sports Betting and the Changing Gambling Landscape

Featured Sessions:
Sports Betting Landscape, Problem Gambling Resources, Impacts on Youth & Families, Responsible Gaming Tools, Treatment & Intervention

Early Bird rates until April 1st is \$50
 Register now! All levels go up \$20 after the Early Bird date expires!

Northeast Collaboration Across Sectors
 Expert Speakers | Interactive Workshops | Specialized Panels
 AC Marriott, 125 Front St., Worcester, MA 01680

Sponsored and paid for by the Massachusetts Gaming Commission. Program details and reservations are facilitated by the Massachusetts Council on Gaming and Health. Supported by the Northeast Consortium on Problem Gambling (NECPG).

Membership and Support

Leadership Circle

The NCPG Leadership Circle recognizes major donors who support NCPG at the highest level. These organizations are essential partners who invest in our overall operations, sustainability, future growth, and continued innovation. Read on to learn more!

\$50,000 OR MORE PER YEAR

Chairman Level

- NFL FOUNDATION
- CAESARS ENTERTAINMENT
- FANDUEL
- SANDS LAS VEGAS SANDS CORP.
- MOHEGAN
- SAN MANUEL BAND OF MISSION INDIANS

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➤ Responsible Gaming Q2 2024

- \$18,000 AGA/AGEM Golf Classic Sponsorship on May 8, 2024 (tournament benefitted the ICRG)

25th Annual AGEM & AGA Golf Classic Presented by JCM Global Raises \$200,000.00 for International Center for Responsible Gaming

More than \$2.8 million raised over event's history

The 25th annual AGEM & AGA Golf Classic Presented by JCM Global was an enormous success, raising \$200,000 for the International Center for Responsible Gaming (ICRG). Over its history, the event has raised more than \$2.8 million to support the ICRG's research into problem gambling.

The Golf Classic marked its silver anniversary on the legendary greens of Shadow Creek Golf Course in North Las Vegas and attracted a sell-out crowd of players representing nearly all facets of the gaming industry, including land-based gaming operators, equipment manufacturers, regulators, online gaming, lottery, and sports betting companies.

ICRG President Art Paikowsky said, "We are so grateful to the many companies who have supported the golf tournament and we are especially grateful to JCM Global for the tremendous leadership that they have given to this event since inception. These funds will support ICRG's research and education efforts that will serve to inform legislators, regulators and the media to assure that they make informed decisions and will enable us to continue to provide opportunities to make sure that information is disseminated broadly. Thanks to support from our donors, 30 studies are currently underway."

Title and presenting sponsors were the Association of Gaming Equipment Manufacturers (AGEM), the American Gaming Association (AGA), and JCM Global.

Other sponsors included Ainsworth, Aristocrat Gaming, Caesars Entertainment, Catapult Global, Everi, FanDuel, Fantalooks, Gaming Laboratories International (GLI), Gary Platt Manufacturing, Gasser Chair, GGB Magazine, ICE Barcelona 2025, IGT, Indian Gaming Trade Show & Convention 2025, James Industries, Kirk Hendrick, Konami, Light & Wonder, MGM Resorts, Novomatic Americas, Patriot Gaming & Electronics, Pavilion Payments, Red Wagon Institute, The US Playing Card Company, and Yaamava' Resort & Casino at San Manuel.

JCM SVP – Sales, Marketing & Operations Dave Kubajak said, "Our heartfelt thanks go to each of our players and sponsors who made this event such a resounding success as they united in support of ICRG and their research into responsible gaming. It is exciting to see companies who are competitors leave all that behind for a day and unite as one industry to support a cause that is important to the future of this industry and to all of us as individuals."

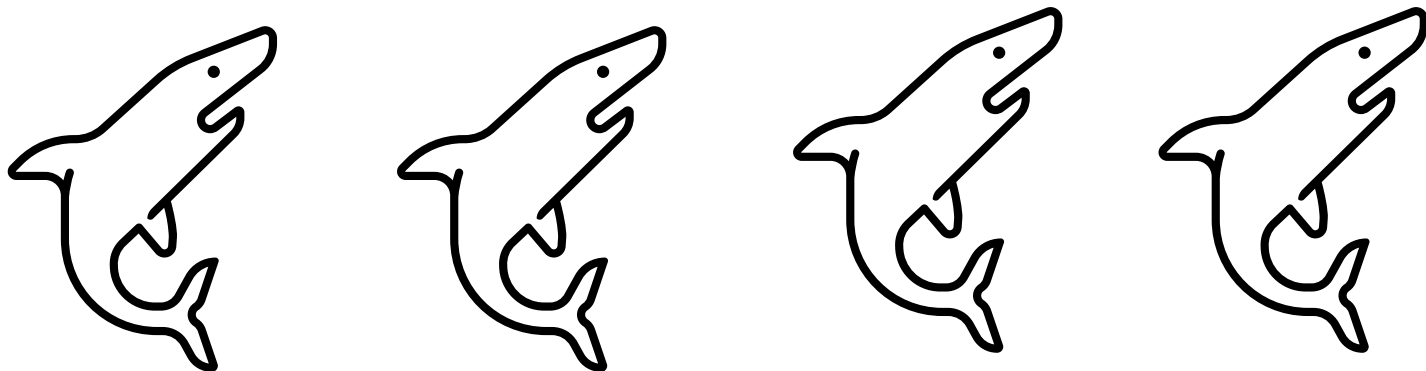
The ICRG encourages individuals to consider including them in their annual charitable giving. For more information, please visit [ICRG.org](https://www.icrg.org).





➤ **Lottery Engagement**

Caesars partnered with the Massachusetts Lottery to Celebrate Shark Week and National Lottery Week by displaying creative assets on our Massachusetts sportsbook application promoting the Lottery’s JAWS instant ticket (\$10) and chance to win up to \$1 million promotions throughout the month of July 2024.





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➤ Community / Outreach / Diverse Suppliers

Caesars Entertainment actively supports and participates in efforts in the advancement and development of small diverse-owned businesses to be business ready for corporate supply chains. Caesars is a strong ally and partner with the national certifying organizations for diverse-owned businesses, representing 507 businesses based in Massachusetts.





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Questions and comments can be sent to:

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