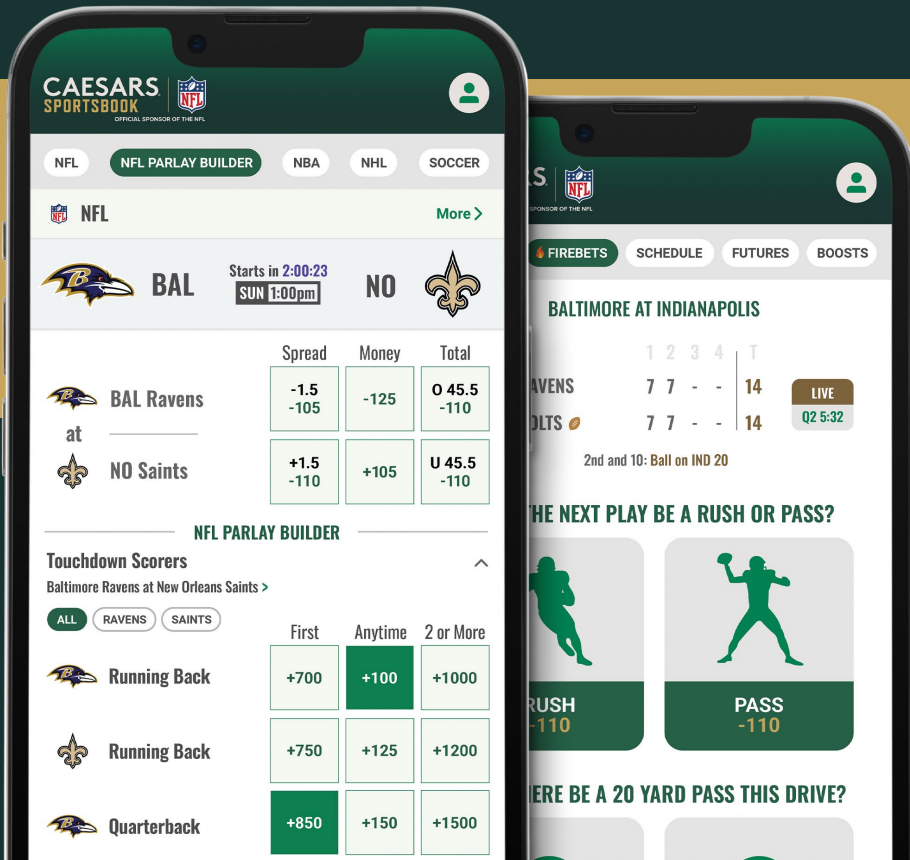




CAESARS  
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SPORTSBOOK



# Massachusetts Gaming Commission Q2 2025 Meeting Sports Wagering Quarterly Report

# Q2 2025 Sports Wagering Quarterly Report



## REVENUE

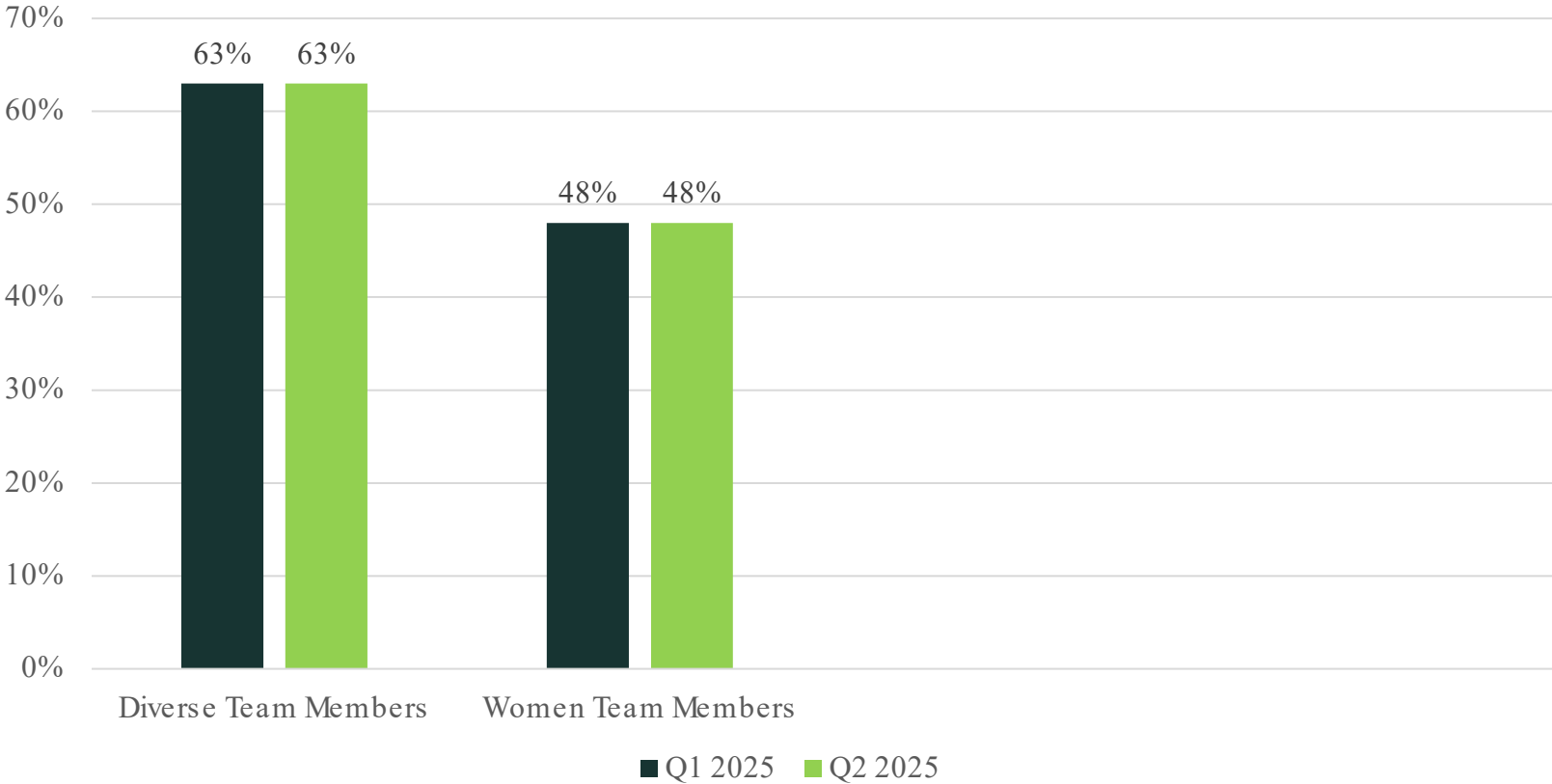
Q1 2025			
Month	Total SW Revenue	MASW Taxes Collected	Handle
January	1,277,556.61	244,060.32	6%
February	639,848.51	117,530.90	3%
March	1,766,526.14	340,259.43	7%
TOTALS	3,683,931.26	701,850.65	5%

Q2 2025			
Month	Total SW Revenue	MASW Taxes Collected	Handle
April	752,304.53	139,918.31	4%
May	1,755,610.18	340,831.44	9%
June	1,251,710.83	241,569.17	7%
TOTALS	3,759,625.54	722,318.91	6%

## WORKFORCE/WORKFORCE DIVERSITY – CAESARS DIGITAL

# of Team Member in Each Category	Minority #	Minority %	Women #	Women %	Veteran #	Veteran %	MA resident #	MA Resident %	Total Team Members
Senior Leadership (Director+)	75	22%	39	11%	5	1%	4	1%	347
Manager & Supervisor	244	36%	170	25%	14	2%	0	0%	675
Entry Level	169	45%	132	35%	6	2%	0	0%	372
Totals	488	35%	341	24%	25	2%	4	0%	1,394

# WORKFORCE DIVERSITY REPRESENTATION – Q2 2025



\*HR Data represents all Caesars Entertainment US Direct Team Members and Global Team Members supporting US operations. Q1 2025 provided as a benchmark.

## PEOPLE PLANET PLAY



## Commitment to the Wellbeing of Our Team Members

Caesars is committed to providing Team Members with the tools needed to create their best self; mentally, emotionally, physically, interpersonally, and financially.

Team Members can enjoy best-of-class perks & benefits including a robust personal wellness program, 24/7 Employee Assistance Program, health & wellness app, and mental health resources through benefits providers.



## AUGUST IS NATIONAL WELLNESS MONTH

Let's take time to focus on our mental, physical and emotional wellbeing. Small steps, like movement and mindfulness can make a big impact.

### YOUR WELLBEING MATTERS RESOURCES AVAILABLE TO YOU

- 24/7 access to wellbeing and mental health resources for all Team Members
- Medical plans with wellness resources
- Wellhub app to support health and wellbeing for Team Members on the Caesars Medical Plan

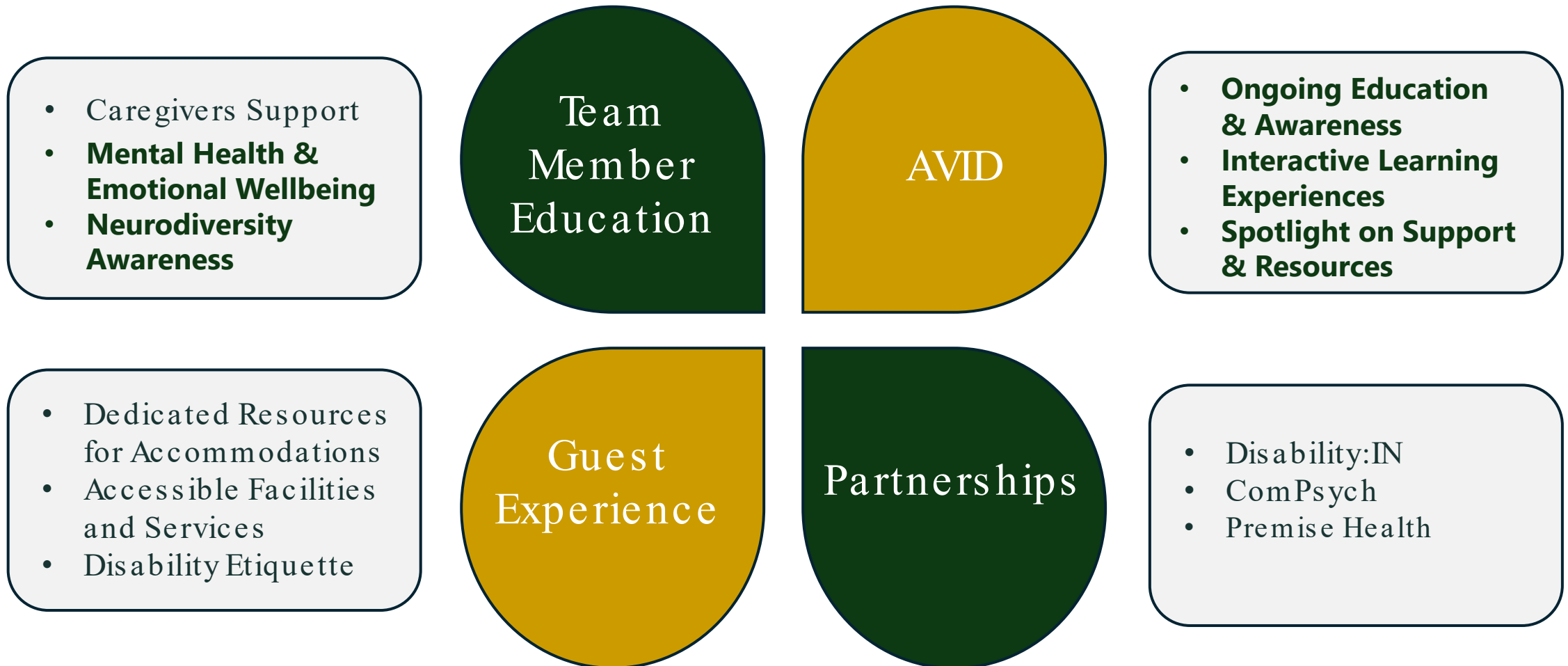
Scan the QR code below to learn more on Empire Wire!



Wanda Ortiz,  
Harrah's Pompano Beach



## Creating Inclusive Environments for Guests and Team Members



## Business Impact Group Spotlight: AVID



Promotes inclusion for individuals with disabilities. Open to all Team Members, AVID fosters a welcoming, accessible workplace through networking, community service and a virtual forum for collaboration among Team Members and caregivers.

Community for Sharing

Education and Awareness

Caregiver Support & Resources

Empowering Team Members





### A summary of your current progress towards achieving those goals and benchmarks

#### Q2 2025 Overview of Total Spend, Including any MA Spend/Impacts

The below statistics are anticipated company-wide vendor spend statistics for Q2 2025, which are not yet validated. The prior three quarters have been validated and updated accordingly. Please notice that Q1 2025 Engagement Spend increased from 9.19% to 9.91%, after going through the auditing process. The Total Spend data is reflective of the company's total spend at all properties, while the subsequent Supplier Engagement spend and percentages are based on total addressable spend dollars.

Quarter	Total Spend*	Engagement Spend	Engagement %
24Q3	\$1,077,855,251	\$34,834,467	11.68%
24Q4	\$1,085,369,613	\$28,307,862	10.23%
25Q1	\$1,063,806,899	\$28,682,442	9.91%
25Q2	\$1,064,584,752	\$28,385,049	10.81%

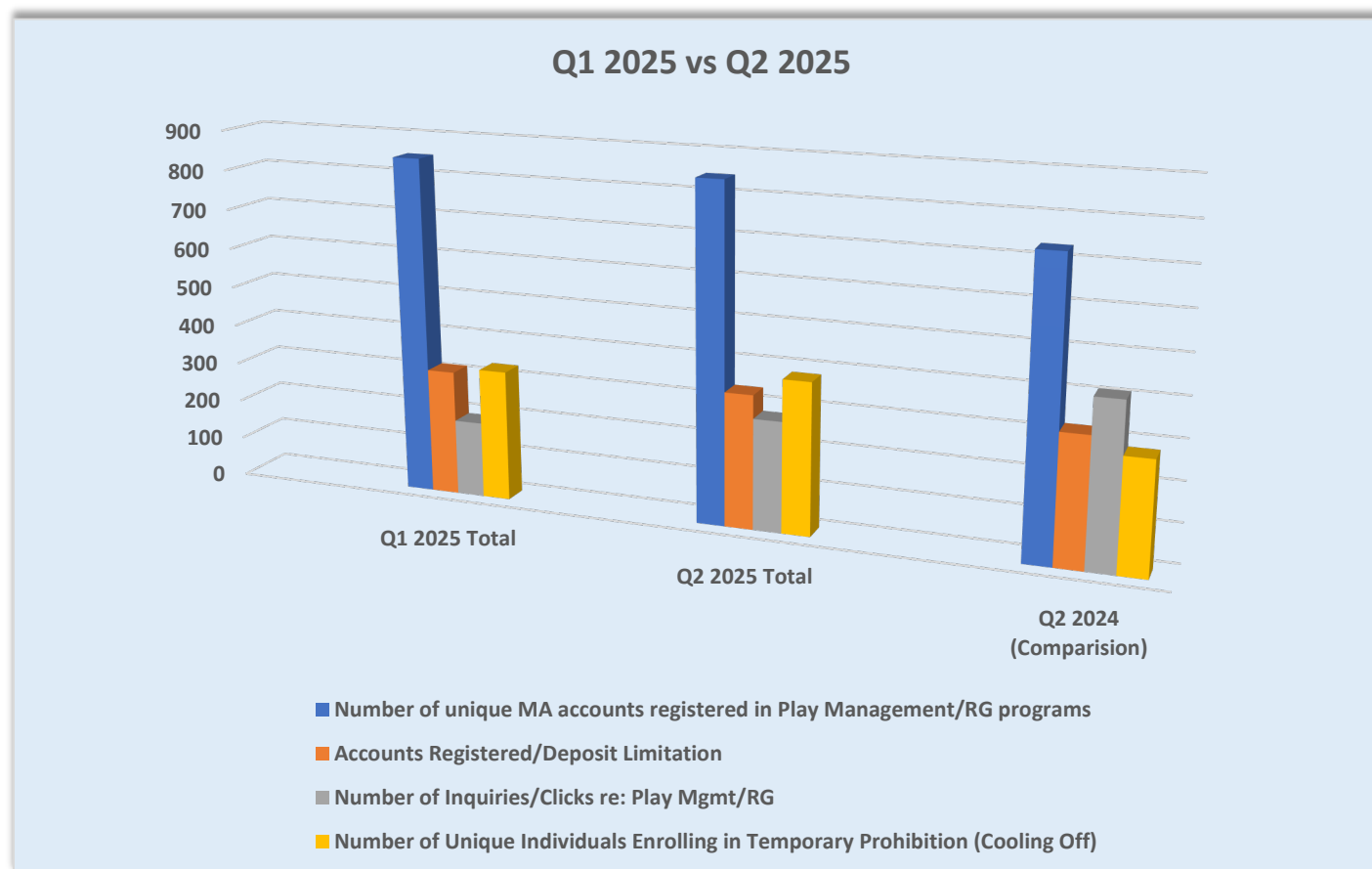
Our Supplier Engagement percentage increased nearly one percentage point compared to the prior quarter. The 2nd QTR results also outperformed the previous two (2) quarters reported in Engagement percentage. The team continues to focus on improving our supplier inclusion in our non-regulated states, in an effort to boost our Supplier Engagement requirements in our regulated states. Las Vegas and Reno are examples of areas of opportunity.

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



## COMPLIANCE

### Play Management Responsible Gaming Reporting



COMPLIANCE

Prohibited Player (Underage Monitoring) – Q2 2025

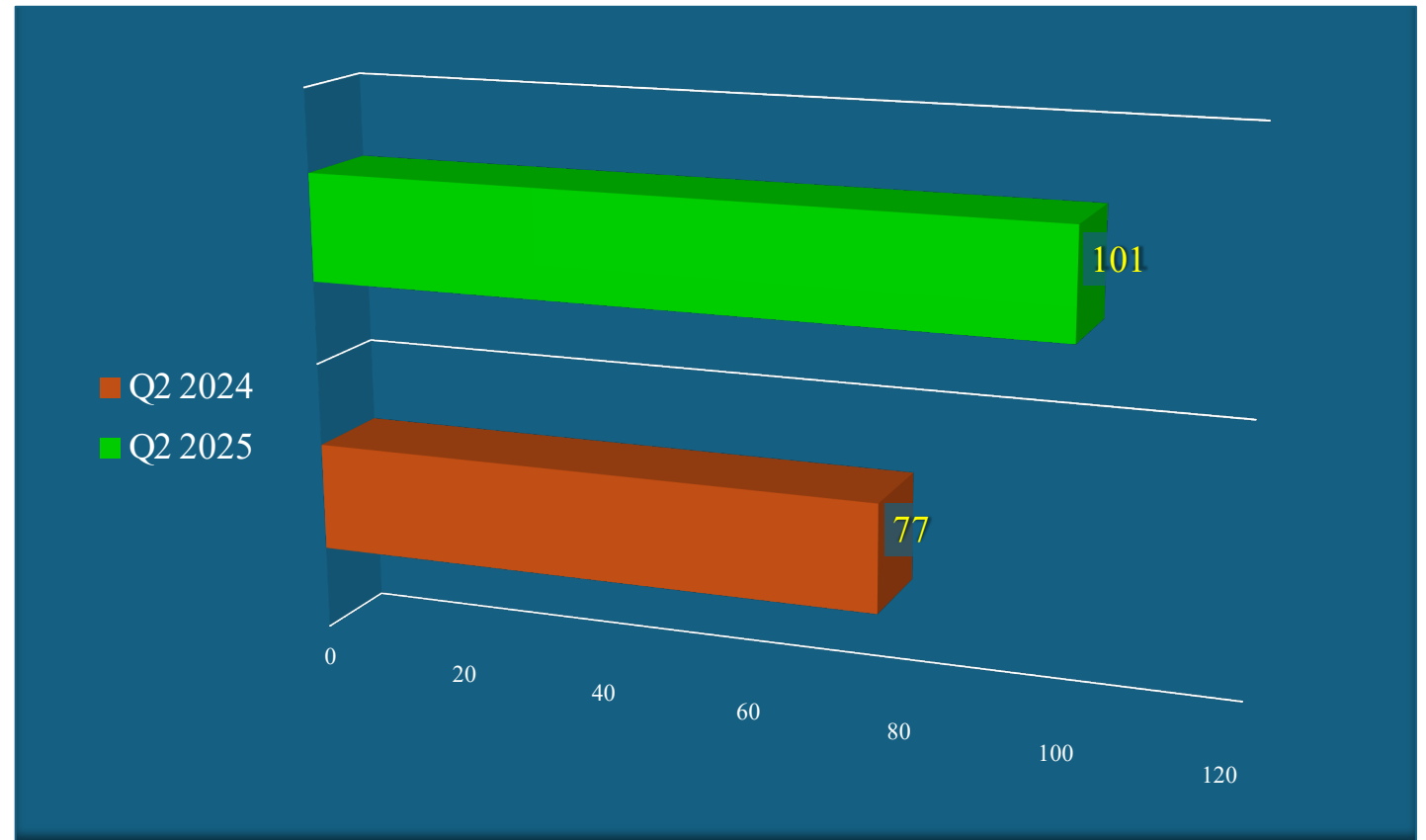
	April	May	June	Q2 2025 Total
Underage Registration Attempts	0	0	0	0
Suspected Underage Use of Account	1	1	4	6
Confirmed Underage Use of Account	0	0	0	0

## Responsible Gaming

Massachusetts VEPs suppressed (B/M and online gambling products) and entered into the RG application:

- ❑ Q2 2024: 77
- ❑ Q2 2025: 101
- ❑ 31% increase YoY

## MA VEPs Q2 2024 – 2025 YoY



## Responsible Gaming

### -Responsible Gaming Ambassadors:

Team members who receive advance RG training to facilitate conversations with customers regarding a Responsible Gaming incident or inquiry.

-2,016 as of March 31, 2025

-2,033 as of June 30, 2025

### -RG Conference Sponsorships and Participation

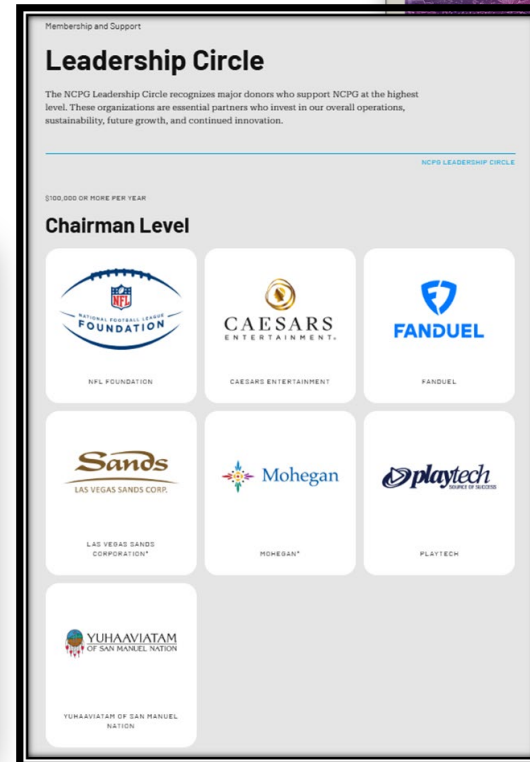
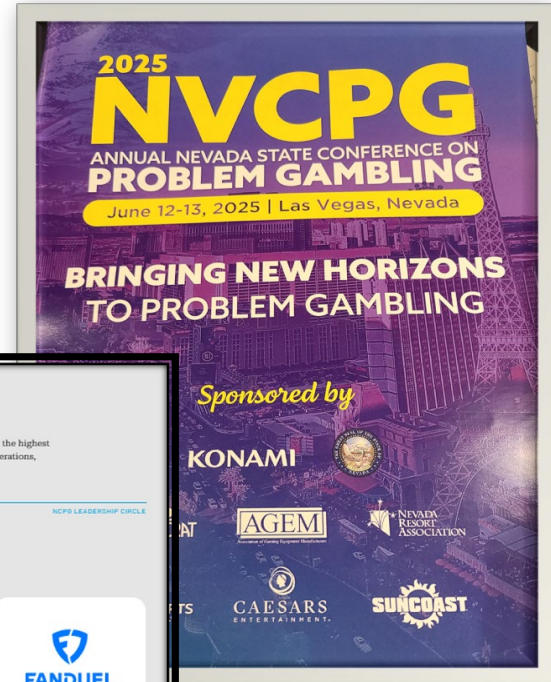
-18th Annual Nevada State Conference on Problem Gambling, June 12-13, 2025

### -Recommitment to Memberships

-Leadership Circle Member, NCPG

-Platinum Member, Virginia Council on  
Problem Gambling

-Kentucky Council on Problem Gambling



# Q2 2025 Sports Wagering Quarterly Report



## Responsible Gaming (Follow Up to Commissioner O'Brien's Inquiry)

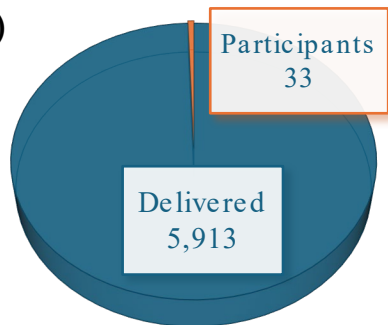
### 2024 RGEM (Sept) Survey Participation

Collaboration with MA Gaming Commission

Survey Questions:

- 1) When wagering on a football game, what does it mean to bet on the Money Line?
- 2) When Wagering on parlays in sports betting, I must win every "leg" of my parlay for my bet to win.
- 3) If I've been gambling for hours and haven't won, odds say if I bet longer, I should get most of my money back.

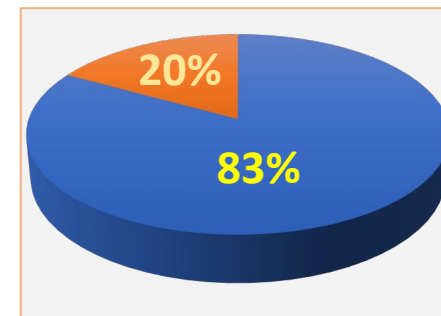
-Survey delivered to 5,913 active accounts (last 30 days)  
-1% participation rate (33 participants (2 started/not completed; 31 completed))



### 2025 PGAM (March) Participation and Engagement

Co-branded PGAM email communication sent to active online customers in Massachusetts:

- Collaborative campaign with MA Gaming Commission and MA Council on Gaming and Health
  - Purpose was to inform customers of PGAM, GameSense Advisor contact information, and advise of Gambling Disorder Screening Day (March 11)
- Email delivered to over 10,000 active accounts (last 90 days)  
- Approx 20% emails opened



■ Delivered ■ Opened

**Delivered: 10,021**  
**Opened: 2,048**

## LOTTERY ENGAGEMENT



Caesars partnered with the Massachusetts Lottery in Q2 2025 to promote two instant ticket promotions:

The Giant Winnings Promotion ran through April 2025.

**\$25,000,000 MEGA MONEY** instant ticket Promotion launched in May 2025.

Caesars continues to look forward to working with the Massachusetts Lottery on additional marketing strategies and promotional opportunities for Q3 2025.



## QUESTIONS & COMMENTS – CAESARS TEAM

Questions and comments can be sent to:

- Kiersten Flint, SVP of Corporate Social Responsibility and Internal Communications, [kflint@caesars.com](mailto:kflint@caesars.com)
- Jeffrey Hendricks, SVP & Assistant General Counsel, Regulatory Compliance
- Lisa Rankin, VP of Compliance & Licensing, [lrarkin@caesars.com](mailto:lrarkin@caesars.com)
- David Schulte, VP of Procurement, [dschulte@caesars.com](mailto:dschulte@caesars.com)
- Carolene Layugan, Responsible Gaming Program Director, [CLAYUGAN@Caesars.com](mailto:CLAYUGAN@Caesars.com)
- Greg Shinbur-Copley, Dir of Diversity, Equity and Inclusion, [GEShinbur@caesars.com](mailto:GEShinbur@caesars.com)
- Curtis Lane Jr., Digital Compliance Manager, [curtis.lane@caesars.com](mailto:curtis.lane@caesars.com)