



THE CROWN
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DRAFTKINGS

SPORTS WAGERING QUARTERLY
REPORT Q3 2025



AGENDA

 Revenue

 Workforce & Workforce Diversity

 Vendor/Supplier Spend & Supplier
Diversity

 Compliance

 Responsible Gaming

 Community, Outreach & Charitable
Impacts





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REVENUE

Q3 2025



REVENUE

Q3 2025

| MONTH | TOTAL SW REVENUE | MA SW TAXES COLLECTED | HOLD % |
|-----------|------------------|-----------------------|--------|
| July | \$24,894,572 | \$4,863,910 | 10.6% |
| August | \$29,360,073 | \$5,737,922 | 10.6% |
| September | \$27,073,593 | \$5,216,686 | 6.6% |
| TOTALS | \$81,328,238 | \$15,818,518 | 8.8% |

Q2 2025

| MONTH | TOTAL SW REVENUE | MA SW TAXES COLLECTED | HOLD % |
|--------|------------------|-----------------------|--------|
| April | \$38,608,177 | \$7,557,288 | 11.3% |
| May | \$42,425,523 | \$8,324,475 | 12.8% |
| June | \$32,062,557 | \$6,284,733 | 12.0% |
| TOTALS | \$113,096,257 | \$22,166,496 | 12.0% |



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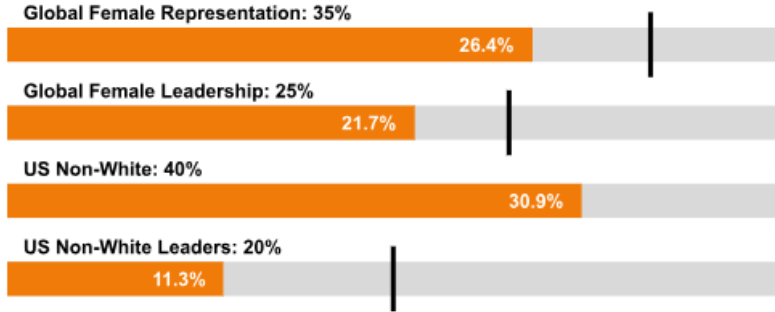
WORKFORCE & WORKFORCE DIVERSITY

Q3 2025



WORKFORCE DIVERSITY - Q3 2025

2025 REPRESENTATION GOALS



GLOBAL

| | NON-WHITE* | WOMEN | VETERAN |
|---------------|--------------|--------------|-------------|
| SR. LEADERS | 9.8% | 21.7% | 4.9% |
| MANAGERS | 14.4% | 27.0% | 1.0% |
| PROFESSIONALS | 24.3% | 26.5% | 1.2% |
| TOTAL | 21.6% | 26.4% | 1.3% |

*Global percentage of non-White employees reflects U.S. employees only

US

| | NON-WHITE | WOMEN | VETERAN |
|---------------|--------------|--------------|-------------|
| SR. LEADERS | 11.3% | 23.8% | 3.8% |
| MANAGERS | 19.8% | 30.6% | 1.0% |
| PROFESSIONALS | 35.6% | 28.4% | 1.1% |
| TOTAL | 30.9% | 28.7% | 1.2% |

MA

| | NON-WHITE | WOMEN | VETERAN |
|---------------|--------------|--------------|-------------|
| SR. LEADERS | 4.7% | 24.4% | 4.7% |
| MANAGERS | 18.0% | 34.9% | 0.9% |
| PROFESSIONALS | 21.3% | 28.6% | 0.4% |
| TOTAL | 19.3% | 30.0% | 0.8% |

*Data updated as of 10/01/2025

WORKFORCE CONNECTIONS

NY TRI STATE SUMMER SOIREE

DraftKings hosted its second annual NY Summer Soiree to bring together employees from across the NY Tristate area. The day started with roundtable discussions and culminated at the Watermark in NYC.



DK CIRCLES

DK Circles' mission is to build a vibrant community where networking and professional development empower DraftKings employees in their personal and professional growth. Recent sessions brought together employees who joined through mergers and acquisitions to share their integration experiences and strengthen connections.



WORKFORCE CONNECTIONS & DEVELOPMENT

DraftKings hosted its first Global Women's Summit on August 11-12, bringing together influential voices in sports, leadership, and belonging for two days of inspiration, connection, and action. The event featured empowering discussions from leaders like Cynthia Frelund, Gretchen Sheirr, Colie Edison, Taylor Rooks, and Shelley Zalis on authenticity, breaking barriers, and redefining success, along with sessions on allyship, mentorship, and advancing women's sports. The summit concluded with senior DraftKings leaders continuing conversations on empowerment and inclusive leadership, marking a powerful step forward in fostering equity and community across the organization.

DRAFTKINGS GLOBAL WOMEN'S SUMMIT



BELONGING & RG IN THE COMMUNITY

In celebration of the first-ever HBCU Classic held in Boston, DraftKings' Belonging and Responsible Gaming teams sponsored the inaugural Welcome Reception at the View Boston Rooftop, bringing together 400 guests for an evening of connection and purpose. Set against panoramic city views, the event featured top Boston DJs, hors d'oeuvres, and engaging Responsible Gaming forums. The evening represented DraftKings' commitment to community engagement and Responsible Gaming education, with remarks from Lori Kalani (DraftKings Chief Responsible Gaming Officer) and the Presidents of Morehouse College and Johnson C. Smith University.





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VENDOR/SUPPLIER SPEND & SUPPLIER DIVERSITY

Q3 2025



SUPPLIER DIVERSITY

Supplier Diversity efforts have focused on the tracking, reporting and identification of key areas of opportunities for the business to drive impact. DraftKings continues to focus efforts on local recurring spending such as F&B, Industry Associations focused on diversity efforts, and partner organizations for cultural events & speakers.

| | US - GOAL: 5% | | MA | |
|------------------------|---------------------------|----------------------------|------------------------|------------------------|
| | Q3 2025 | YTD 2025 | Q3 2025 | YTD 2025 |
| TOTAL SPEND | \$2,673,126,649 | \$4,653,526,679 | \$31,376,026 | \$120,734,111 |
| MBE | \$3,410,856 | \$10,754,018 | \$0 | \$75,000 |
| WBE | \$4,543,362 | \$17,735,602 | \$3,270 | \$10,830 |
| VBE | \$250,000 | \$250,000 | \$0 | \$0 |
| DIVERSITY SPEND | \$8,204,497 (0.3%) | \$28,739,619 (0.6%) | \$3,270 (0.01%) | \$85,830 (0.1%) |

Data through September 30, 2025



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COMPLIANCE

Q2 2025



UNDERAGE/MINOR ACCESS

Q3 2025

| METRIC | July | August | September | Total |
|---|------|--------|-----------|-------|
| Underage Registration Attempts (Did Not Pass KYC) | 317 | 403 | 808 | 1528 |
| Suspected Underage Use of Account | 23 | 12 | 14 | 49 |
| Confirmed Underage Use | 0 | 1 | 1 | 2 |



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RESPONSIBLE GAMING

Q3 2025



SELF-EXCLUSIONS, LIMITS & COOL-OFF UTILIZATION - MA ACTIVE USERS

LIMITS BY TYPE

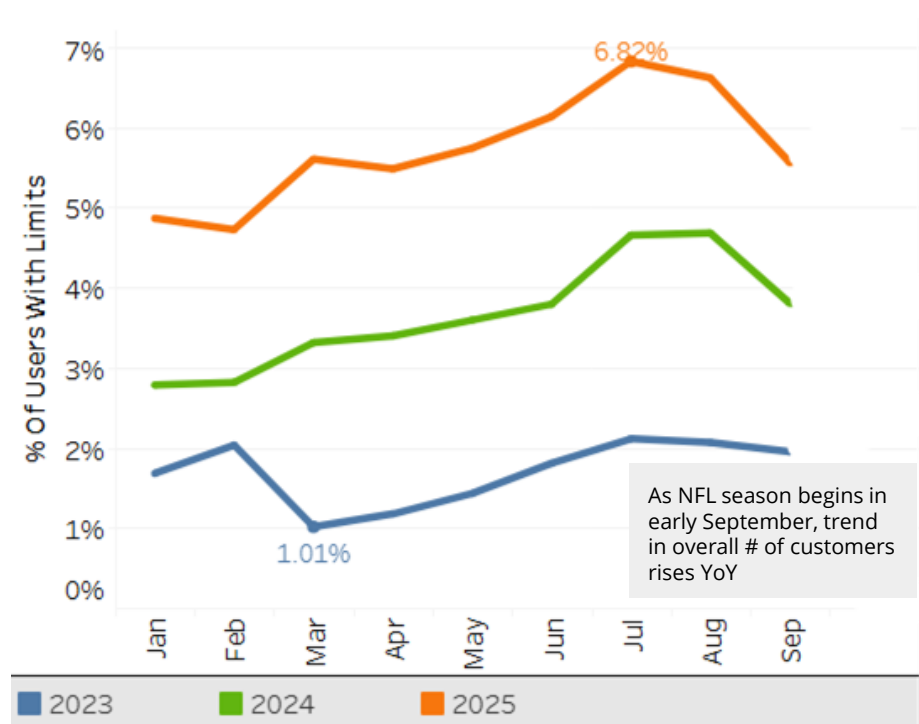
MGC VSE App Exclusions Q3 2025

720

All DraftKings players are routed from our platform Self-Exclusion page to Massachusetts state self-exclusion resources.

| Limit Type | % of MA Players (Average, Q3 2025) |
|------------------------|------------------------------------|
| Time Limit | 0.39% |
| Deposit Limit | 4.22% |
| Loss Limit | 0.15% |
| Spend Limit | 0.63% |
| Max Single Wager Limit | 0.87% |
| TOTAL | 5.56% |

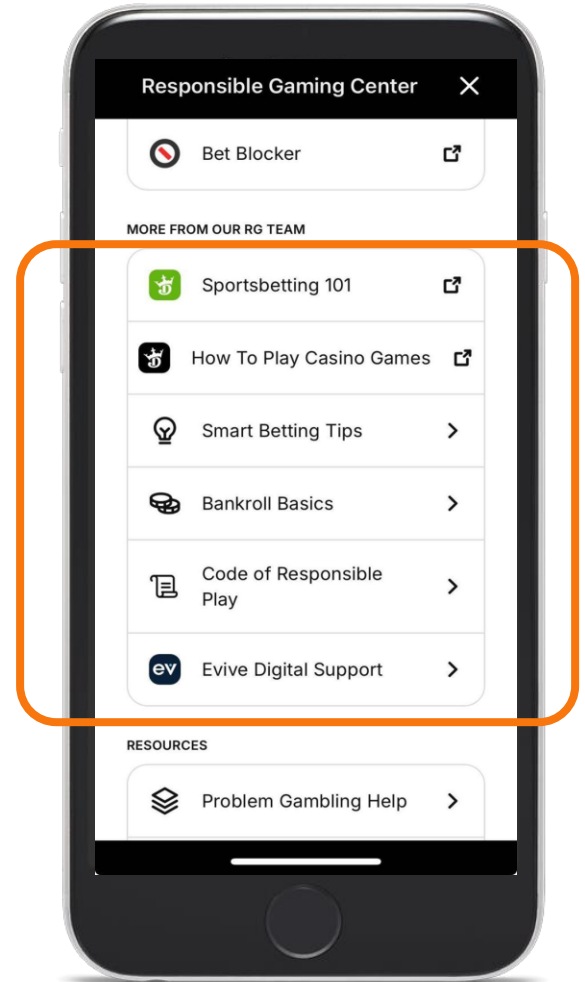
ACTIVE LIMIT USAGE TREND YoY % - MASSACHUSETTS



Limits includes active players (those who had the limit set for a value > 0 at any point during the period and also had a paid action on OSB/CAS/DFS during that period).

NET NEW PRODUCT RESOURCES

- Promoting informed choice with education on how to play, smart betting tips and bankroll management
- Setting expectations with the Code of Responsible Play
- Providing additional support through Evive Digital Support, a free self-help app



DRAFTKINGS' RGEM INITIATIVES

- Media interviews
- 15.9M unique email sends over 5 weeks
- Tool incentivization with NFL ticket giveaway
- Talent and influencer messaging
- Sports partnerships messaging (UFC / NASCAR)
- Added TV buys for “The Gambler” ad

Internal:

- Global All-Hands RG segment
- Multiple messages each week on DK employee channels
- In-office education signage
- In-office RG Center visits
- Fireside Chat with Larry Fitzgerald



**RESPONSIBLE
GAMING** 2025
EDUCATION MONTH

RGEM HIGHLIGHT: RG INCENTIVIZATION

THE PROMOTION:

For each week of RGEM, we gave away two NFL tickets for players who set alerts/limits or visit an RG resource

GOAL:

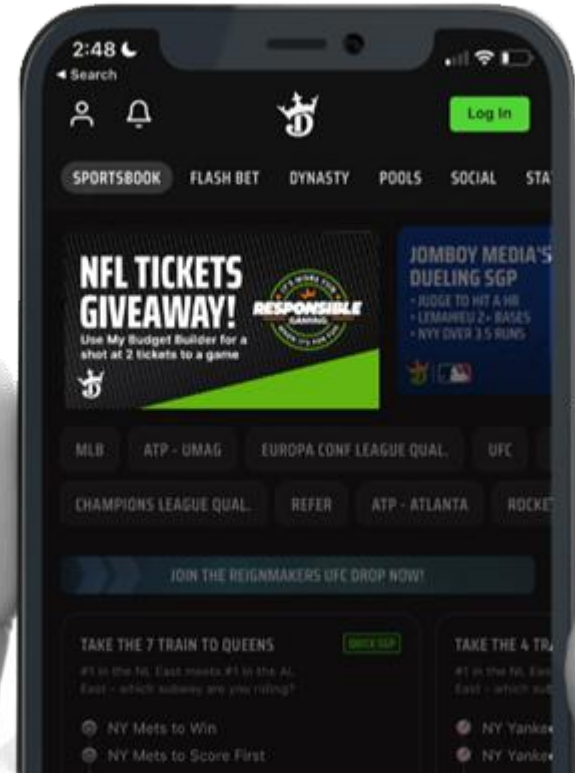
Incentivize a variety of RG actions in order to drive awareness and usage of the tools.

PRIZES:

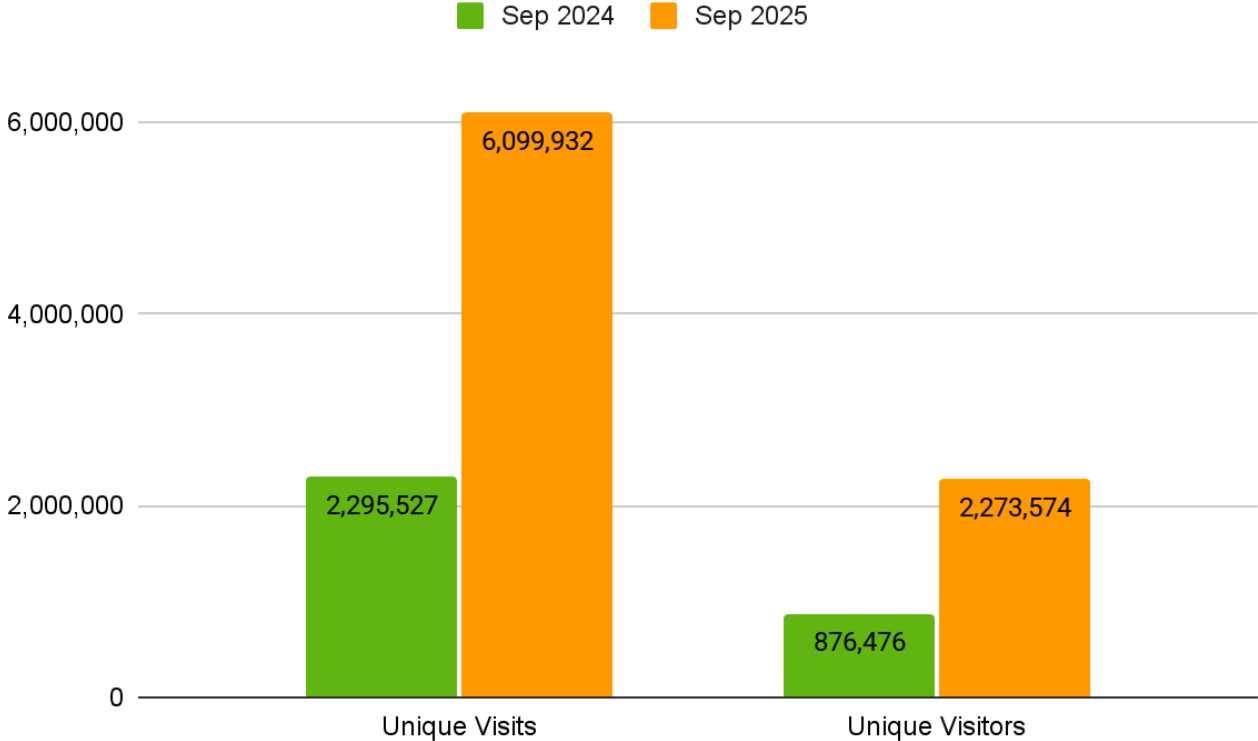
- Weeks 1-3: Two tickets to any NFL regular-season game
- Week 4: Two Super Bowl LX tickets plus accommodations

ENTRY MECHANISMS:

- Week 1 - Use My Budget Builder to set a customized budget
- Week 2 - Set a deposit alert in the RG Center
- Week 3 - Visit Smart Betting Tips in the RG Center
- Week 4 - View your stats in My Stat Sheet



RGEM INCENTIVIZATION PERFORMANCE



RGEM NEW CHANNEL NOTIFICATIONS

Tested new channels this year for RGEM with rich “push” and “bell” notifications as additional touchpoints for players on mobile.

Push engagement was high, with over 10K unique opens, and close to 2.9M bell notification sends.





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COMMUNITY, OUTREACH & CHARITABLE IMPACTS

Q3 2025



Dana Farber Cancer Institute - Jimmy Fund Day Presented by DraftKings

- Jimmy Fund Day at Fenway presented by DraftKings helped give patients at Dana-Farber Cancer Institute the experience of a lifetime at Fenway Park on September 20, 2025.
- Dozens of DraftKings employees volunteered throughout the day to help create a once-in-a-lifetime opportunity for participants, including Dana-Farber Cancer Institute patients, to bat and field at Boston's beloved Fenway Park.
- The event benefits the Jimmy Fund, which directly supports patient care and cancer research at Dana-Farber.



9/11 Day of Service



- On September 11, 2025, DraftKings employees came together to support 9/11 Day and its mission to honor a tragic day through service and hope.
- As part of the 9/11 National Day of Service and Remembrance, DraftKings employee volunteers supported local food banks by packing over 14,000 meals to fight food insecurity across the country.
- 9/11 National Day of Service and Remembrance was created shortly after the September 11th attacks in an effort to have something positive come from the loss of so many lives in the 9/11 tragedy, turning the anniversary of 9/11 into a day of doing good.



Veterans Mentoring Program with ACP

- DraftKings launched a new veterans mentoring program in partnership with American Corporate Partners (ACP) to connect veterans, active-duty spouses, and eligible military spouses with DraftKings employees for customized mentorships and help transitioning to civilian life.
- DraftKings and ACP have matched 25 DraftKings employee mentors with military veterans seeking career advice, résumé review, interview prep, networking, career coaching and professional development.



OPERATION GRATITUDE

ONBOARDING VOLUNTEER EVENT FOR ALL U.S. NEW HIRES

- DraftKings is proud to support Operation Gratitude by creating paracord lanyards and personalized letters for service members and first responders at DK Immersion, our monthly onboarding program for all U.S. new hires.
- These critical paracord tools and letters are sent to active service members and first responders, demonstrating DraftKings' support and appreciation for those serving our country.
- Operation Gratitude is a nonprofit organization founded in 2003, to honor the service of military and first responders by providing opportunities to express gratitude. To date, Operation Gratitude has delivered over 4 million care packages to military and first responders.



DRAFTKINGS CONTINUES TRAINING VETERANS

DRAFTKINGS TECH FOR HEROES

- In Q3 DraftKings continued its Tech for Heroes initiative in collaboration with VetsinTech to train veterans and their spouses in high-demand tech skills, from cybersecurity to web development and more.
- In August, DraftKings supported VetsinTech by attending their Quarterly Employer Meet-Up and sharing career advice and job search support for veterans and military spouses.
- Since the inception of the Tech for Heroes program in 2018, DraftKings has donated over \$3M to empower veterans and their spouses in education and entrepreneurship, focusing on today's ever-changing technology spaces.





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THANK YOU

