



Q2 2025 Sports Wagering Report

August 2025

Who you will hear from today

RICH COOPER

Vice President, Regulatory

KEITA YOUNG

Vice President, Community Impact

CAMERON ZUCKERT

Senior Manager, Responsible Gaming

J.J. JELKS

Vice President, Inclusion

AGENDA

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Revenue

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Workforce Diversity

Q2 2025 Revenue

Month	Total SW Revenue	MA SW Taxes Collected	Margin %
April 2025	\$17,921,219.53	\$3,584,243.91	9.88%
May 2025	\$23,051,595.42	\$4,610,319.08	13.65%
June 2025	\$17,443,468.56	\$3,488,693.71	12.80%
TOTALS	\$58,416,283.51	\$11,683,256.70	12.00%

Underage Report Metrics

Metric	April 2025	May 2025	June 2025	Total
Underage Registration Attempts	10	4	12	26
Suspected Underage Use of an Account	41	4	4	49
Confirmed Underage Use of an Account	7	11	9	27

Responsible Gaming: RG tool usage in MA

MSC VSE Q2
91

0.2% of registered MA accounts elected to take a timeout in Q2 '25 with a median length of **28 days**.

Within the FanDuel product we direct customers to the GameSense website to learn more about the VSE program

Responsible Gaming: RG tool usage in MA

Tool Type	Q2 % Active Tool Users
Deposit Limit	3.8%
Max Play Time	0.2%
Wager Limit	0.7%
Max Wager Size	0.7%
Player Activity Statement	19.2%
My Spend	30.6%

Callouts / Definition Footnotes

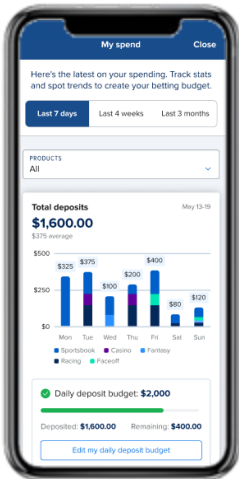
- % of Active Tool Users is defined as quarterly paid actives with recorded tool usage as a percentage of registered MA accounts with paid activity in Q2.
- PAS usage percentage includes unique users across the quarter (# of quarterly paid actives who used the tool in the quarter at least once / # of quarterly paid actives). Average monthly PAS usage in Q2 2025 is closer to ~10% for MA actives.
- My Spend engagement is similarly defined to include unique users across the quarter. Average monthly My Spend usage in Q2 2025 is closer to ~18% for MA actives.

Q2 Responsible Gaming Education and Advocacy



RG Tool Promotion

Promotion of MySpend through Ambassador Sweepstakes



- Launched a MySpend sweepstakes with RG Ambassador Tom Kim, with social media promotion on FanDuel and PGA channels in May
- Developed a post-sweepstakes survey to understand participation drivers, attitudinal shifts
- 350k opt-ins, with 20k+ new MySpend users
- Survey: 72% plan to use MySpend again



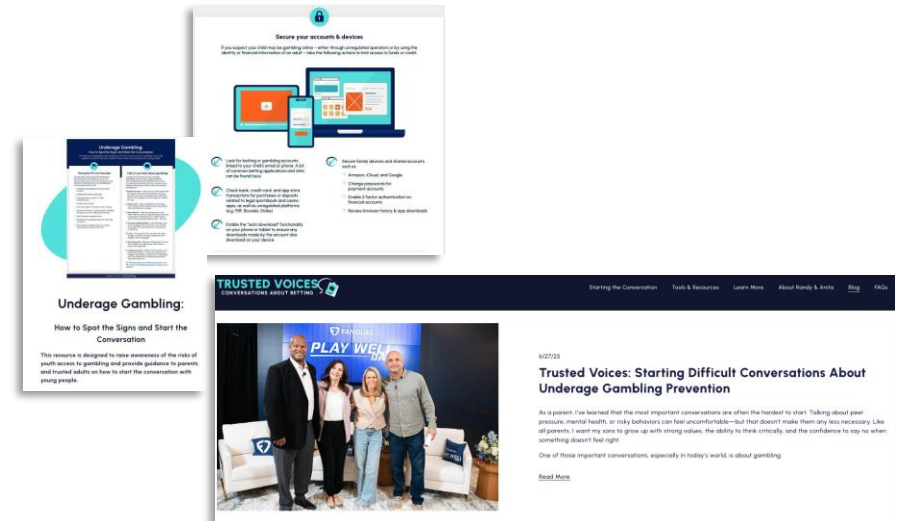
Advocacy & Awareness Efforts

Continued Airings of Problem Gambling Recovery TV Show



- Aired 3 episodes of 'The Comeback with Craig Carton', a show focused on problem gambling recovery, on YouTube and FanDuel TV.
- The 3 episodes totaled over **2.5k views** on YouTube and **15K views** on FanDuel TV.
- The show was promoted across FanDuel social channels, with **150k+ views** across platforms on social.

Parent-Focused Gambling Prevention Campaign



- New resources were added to the Conversations About Betting site including a toolkit around underage gambling prevention.
- Added a blog to the site, with the inaugural post from **FanDuel CEO Amy Howe** on her role as a parent and industry leader.
- Coordinated a **panel at SBC Americas** with Randy and Anita, EPIC, and the MA Council on Gaming and Health called Trusted Voices: Shared Goals.



GOAL

Create meaningful impact in the communities where we operate
&


demonstrate FanDuel's commitment as a responsible corporate entity through philanthropy,
volunteerism, and strategic engagement.

Driving Community Impact through Philanthropy, Volunteerism & Engagement



Financial Literacy

Supporting individuals with financial empowerment

- Empowering individuals with the knowledge and skills needed to make informed decisions to achieve financial independence
 - In 2024 launched the HOPE Inside program in Massachusetts.
 - Funded salaries of 3 dedicated financial coaches (Boston, Fall River/New Bedford, and Springfield)
- 



Sports Access

Supporting Communities through Sports Engagement & Access

- Expanding equitable access to sports & community-based experiences that promote physical wellness, teamwork, social connection, and community pride
 - Partnering with Next 18 & Red White & Blue to assist Veterans and military families with mental health and wellness assistance through sports and physical activity
- 



Local Community Development

Empowering Individuals & Communities

- Improving the economic, social, and environmental well-being of neighborhoods and cities where we operate, live and work
 - Supported disaster relief (St. Louis & Los Angeles) & hunger relief (provided one million meals in North Carolina)
- 
- Together We CAN End Hunger

FanDuel's commitment to community impact through volunteerism and charitable donations



Supplier Relations

At FDG, we are committed to promoting economic inclusion and supporting the growth of local and small businesses in the states where we operate. Our goal is to engage with local and small businesses through the following actions:

- Procurement-Led Sourcing:** Ensuring that suppliers are identified and included in addressable procurement-led opportunities where qualified suppliers are available.
- Community Engagement:** Building partnerships with local chambers of commerce, small business associations, and similar organizations to increase awareness of procurement opportunities and provide training on business development and core operational topics.
- Supplier Development:** Investing in the growth of our current supplier base by offering feedback, fostering opportunities, and supporting capacity-building initiatives.

FDG’s approach is focused on sustained local and small business supplier inclusion and development, driving meaningful economic impact within the communities we serve.

Q2 2025	Spend (\$)
Total Company Small & Diverse Spend	\$34,348,525
Total In State MA Spend	\$2,883,130

*No Q2 2025 MA Small Business Spend or MA Diverse Spend



FanDuel Inclusion Principles in Action



Attract

Sourcing top talent by expanding reach and access

E.g., Collaborating with Talent Acquisition to build partnerships that create pipelines for qualified candidates



Elevate

Empowering homegrown talent through intentional development and sustained career support

E.g., Positioning ERGs as talent pipelines by tracking growth and providing learning opportunities



Retain

Creating a culture where people feel connected and supported

E.g., Hosting culture-building experiences that foster connection, learning, and belonging

Updated Initiatives Q2 2025

Purposeful Partnerships

Employee Development

- Career Coaching (*EZRA*)
- WISE/R Symposium + Multiplier Summit (*Women in Sports & Events*)
- Power Poker – Strategic Thinking (*Power Poker*)

ERG Development

- Foundational reassessment and metrics tooling (*Cockerham & Associates*)
- ERG Leadership Training (*Team RWB*)
- General ERG development (*Aerodei*)

Investing in representation

- People of Color in Tech (*POCIT*)
- Athlete Ally
- BANFF Advisors
- Re-Writing The Code
- RENDER

Impactful Programming

ERG Programming

- *ERG Summit* – ERG Lead training & yearly planning
- *ERG Ambassador Adaptive Communication Training*

Workforce Learning & Development

- *McKinsey Connected Leaders Academies* – Academy for strengthening business acumen, deepening self-awareness, leading teams, and building a powerful network
- Managerial Inclusion Training
- WISE Women's Emerging Leaders Program + Women's Executive Leadership Institute

Culture Building

- Celebration of heritage months & cultural moments (*Lunar New Year, Black History Month, Women's History Month, International Women's Day, AAHNPI*)
- Hosting keynote speakers for employee enrichment (*Elaine Lin Hering, Gina Rippon, Mike Chuthakieo*)
- *People Team Culture Club* – Internal, voluntary group committed to creating meaningful moments and building deeper connections across the People Team

Investing in Our People



Team RWB Leadership Training Series

Who: ERG Leads from all 7 ERGs (BOLD, WIN, SPEAK, HOLA!, THE OUTFIELD, FAME, SHIELD)

What: A 4-part series on intentional leadership, self reflection, relationships, and shaping ERG culture

Where: Virtual

Why: To provide our ERG Leads with a space to connect, plan, collaborate, and prepare for the upcoming year



Fireside Chat with Mike Chuthakio

Who: SPEAK (AANHPI ERG) hosted Mike Chuthakio, CCO of Dick Clark Productions

What: A fireside chat about identity and leadership, at the intersection of media and representation

Where: FanDuel's New York office

Why: Learning from Mike's unique perspective on elevating underrepresented voices & building global cultural impact



McKinsey Leadership Academy Expansion

Who: High-potential professionals at all career stages preparing for greater leadership roles

What: Expanding program offerings to include middle managers for the first time, bringing higher-level professional development to a broader range of employees & re-engaging program alumni

Where: All FanDuel locations

Why: To support growth at every stage and ensure our people have the tools and community they need to thrive

Workforce Diversity: Metrics Q2 2025

# of Employees in each Category	Minority	Women	Veteran	MA Resident	Total Number of employees
Executive VP+	17 18.7%	26 28.6%	1 1.1%	1 1.1%	91
Sr. Director Director Sr. Manager Manager Supervisor	222 26.9%	255 30.9%	5 0.6%	4 0.5%	825
Non-Manager Entry Level	1118 40.9%	910 33.3%	9 0.3%	13 0.5%	2735
Totals	1357 37.2%	1191 32.6%	15 0.4%	18 0.5%	3651

Data Information

- Employees as of 06/30/2025
- US, UK, and CAN employees
- Excludes Temps, Contract, Intern, Secondment