



Fanatics

Betting & Gaming

Q3 2024 Massachusetts Sports Wagering Quarterly Report



Agenda

- FBG Introductions
- Revenue
- Workforce / Workforce Diversity
- Diverse & Massachusetts Vendor Spend
- Compliance
- Responsible Gaming
- Lottery
- Community / Outreach / Charitable Impacts



FBG Introductions

- Michael Levine, Senior Regulatory Counsel
- Stephanie Althouse, HR Director
- Anthony D'Angelo, Responsible Gaming Senior Manager



MA Revenue Year to Date

Month	Total MA SW Revenue	Monthly Hold %	MA SW Taxes Collected
January 2024	\$1,098,715.59	7.08%	\$212,043.35
February 2024	\$1,097,094.27	7.73%	\$212,596.77
March 2024	\$952,650.52	4.02%	\$178,986.35
April 2024	\$1,229,290.71	5.40%	\$234,726.94
May 2024	\$1,762,959.98	8.89%	\$342,822.54
June 2024	\$1,740,673.03	8.63%	\$338,291.91
July 2024	\$2,284,521.84	10.90%	\$446,618.32
August 2024	\$1,615,665.20	6.25%	\$310,345.66
September 2024	\$1,926,747.87	5.08%	\$367,173.59
Total	\$13,708,319.01	N/A	\$2,643,605.43



Level	Minority		Women		Veteran		MA Resident		Total Number of Employees
Executive	1	9%	3	27%	0	0%	0	0%	11
Manager, Supervisor	54	19%	74	27%	3	1%	7	3%	277
Entry Level, Non-Manager	284	38%	143	19%	4	%	10	1%	753
Total	339	33%	220	21%	7	1%	17	2%	1,041

MA Residents	Level	Minority	Women
	Executive	0	0
	Manager, Supervisor	0	2
	Entry Level, Non-Manager	5	2
	Total	5 (30% of population)	4 (24% of population)



Workforce / Workforce Diversity: Metrics (US Employees Only)

Level	Minority		Women		Veteran		MA Resident		Total Number of Employees
Executive	1	11%	3	33%	0	0%	0	%	9
Manager, Supervisor	54	23%	71	30%	3	1%	7	3%	238
Entry Level, Non-Manager	281	42%	141	21%	4	1%	10	1%	668
Total	336	37%	215	23%	7	1%	17	2%	915

MA Residents	Level	Minority	Women
	Executive	0	0
	Manager, Supervisor	0	2
	Entry Level, Non-Manager	5	2
	Total	5 (30% of population)	4 (24% of population)



At Fanatics, we value diverse sets of experience, viewpoints, socioeconomic status, race, national origin, religion, age, gender identification and expression, sexual orientation, ethnicity, disabilities, veteran status and much more.

- **Inclusion:** Belonging, a welcoming culture that recognizes and accepts all.
- **Diversity:** Representation, what makes each of us unique (identities, perspectives, life experiences and more).
- **Equity:** Ensuring fairness by removing systemic barriers so everyone has a chance to contribute their perspectives and talents.
- **Allyship:** Advocacy in action for others to gain visibility, validity, and credibility for their work and contributions.



INCLUSION
DIVERSITY
EQUITY
ALLYSHIP



People, Culture and Accountability will inform our approach to building a world class employee experience, IDEA framework and pillars to optimize our impact.

FANs are voluntary, employee-led, executive sponsored groups who join together to bring a sense of community to the workplace based on shared interests or life experiences.

They are designed to help build an inclusive workplace, provide leadership in how we celebrate and honor cultural moments, drive business goals forward, and support recruiting efforts. FANs are open and available for any and all Fanatics employees to participate in and help build an inclusive workplace.



Fanatics
Veterans



Global Black
Alliance



Fanatics
WIN



Fanatics
Family First



Fanatics
Multicultural



Fanatics
Pride



Q3 Events:

- Fanatics @ Women in Tech (Manchester)
- Mentorship Program Celebrated National Mentoring Day
- Back to School Drives - Community Events
- Mental Health First Aiders Program





Vendor: Diverse and Massachusetts-Specific Spend

Q3 Total Vendor Spend Overall: \$92,131,171
Q3 Total Diverse Vendor Spend %: 1.10%

Q3 Massachusetts Vendor Spend: \$1,740,290
Q3 Massachusetts Vendor Spend %: 1.89%

Diversity Certification	Q1 2024 \$ Amount	Q1 2024 Percent	Q2 2024 \$ Amount	Q2 2024 Percent	Q3 2024 \$ Amount	Q3 2024 Percent
MBE	\$131,160	0.18%	\$251,500	0.32%	\$251,500	0.27%
WBE	\$0	0%	\$0	0%	\$48,291	0.05%
MWBE	\$993,663	1.40%	\$860,535	1.09%	\$714,278	0.78%
VBE	\$0	0%	\$0	0%	\$0	0%
Total Diverse Spend	\$1,124,823	1.58%	\$1,122,035	1.41%	\$1,014,069	1.10%



Responsible Gaming: Underage Report Metrics

Month	Underage Account Creation Blocks	Internal Underage Investigations Conducted	Confirmed Underage
July 2024	13	0	0
August 2024	16	3	0
September 2024	3	2	0



Month	VSE Enrollees
January 2024	11
February 2024	8
March 2024	4
April 2024	6
May 2024	4
June 2024	0
July 2024	8
August 2024	34
September 2024	13
Total YTD	88



As of September 30, FBG had **77,115 active** Massachusetts sports wagering accounts

Tool Type	ME Total Usage (as of 9/30/24)	% Total Enrollment MA Users (as of 9/30/24)
Time Limit	796	1%
Deposit Limit	2,702	3.5%
Overall Spend Limit	2,031	2.6%
Single Wager (Max Stake) Limit	1,204	1.6%
Cooldown Period (Timeout)	35	.05%

Cooldown Periods	
72 hours	26%
73 hours to 1 month	74%
1 month to 6 months	0%
> 6 months	0%



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Fanatics and Make-A-Wish have joined together to form a first-of-its-kind, game-changing partnership to support sports-related wishes.



Fanatics, a leading global digital sports platform, is now the "Official Sports Partner" for Make-A-Wish. Through the partnership, sports-related wishes in the U.S., will be granted under the co-brand of Fanatics Make-A-Wish.