

## Fanatics Betting & Gaming

Q4 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



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	
October 2024	\$2,089,214.71	\$2,089,214.71 5.93%		
November 2024	\$1,789,979.90	4.79%	\$339,824.19	
December 2024	\$2,583,119.81	5.50% \$493,861.10		
2024 Total	\$20,170,633.43	N/A	\$3,878,037.67	

Level	Min	ority	Woı	men	Vete	eran	MA Re	sident	Total Number of Employees
Executive	1	9%	3	27%	0	0%	0	0%	11
Manager, Supervisor	41	18%	65	27%	3	1%	7	3%	241
Entry Level, Non-Manager	250	37%	141	20%	4	1%	11	2%	683
Total	292	31%	209	22%	7	1%	18	2%	935

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Level	Minority	Women
Executive	0	0
Manager, Supervisor	0	2
Entry Level, Non-Manager	5	1
Total	5 (28% of population)	3 (17% of population)

Level	Min	ority	Woı	men	Vete	eran	MA Re	sident	Total Number of Employees
Executive	1	11%	3	33%	0	0%	0	0%	9
Manager, Supervisor	41	20%	59	29%	3	1%	7	3%	203
Entry Level, Non-Manager	246	41%	132	22%	4	1%	11	2%	596
Total	288	36%	194	24%	7	1%	18	2%	808

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Level	Minority	Women
Executive	0	0
Manager, Supervisor	0	2
Entry Level, Non-Manager	5	1
Total	5 (28% of population)	3 (17% 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.





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

**FAN**s 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.

Two new FANs Groups!



Fanatics Veterans



Fanatics Family First



Global Black Alliance



Fanatics Multicultural



Fanatics WIN



Fanatics Pride



ACE



LatinX

Fanatics Betting & Gaming





K9s for Warriors

A nonprofit dedicated to ending veteran suicide by providing highly trained service dogs to veterans with PTSD, traumatic brain injury, or military sexual trauma



Fanatics
Community Impact
Grants

Community Engagement program aimed to help amplify your impact and champion the causes you care about in our global communities.

Winners of this cycle included organization such as Boys & Girls Club of North San Mateo County and Tribe Rehabilitation



Make - A-Wish

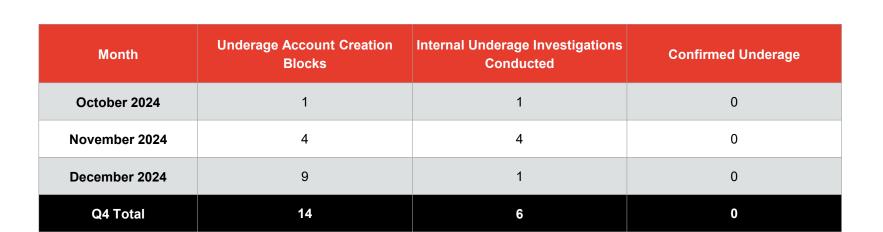
Fanatics, in partnership with the Philadelphia Eagles, created a once-in-a-lifetime wish madness event for four Make-A-Wish kids ahead of the December 8th Carolina Panthers vs. Philadelphia Eagles game

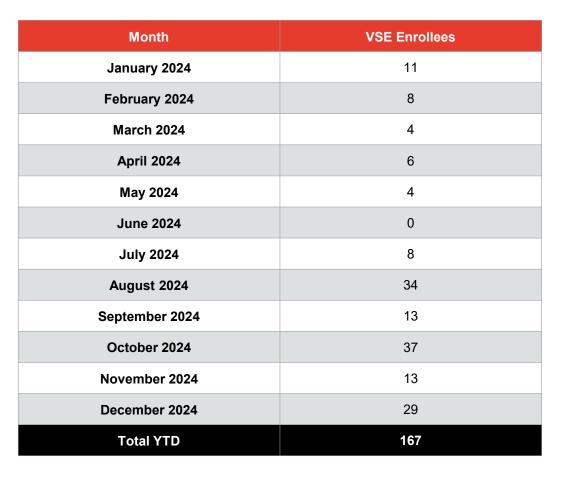


**Q4 Total Vendor Spend Overall:** \$123,514,222 **Q4 Total Diverse Vendor Spend %:** 0.78%

**Q4 Massachusetts Vendor Spend:** \$545,499 **Q4 Massachusetts Vendor Spend %:** 0.44%

Diversity Certification	Q1 2024 \$ Amount	Q1 2024 Percent	Q2 2024 \$ Amount	Q2 2024 Percent	Q3 2024 \$ Amount	Q3 2024 Percent	Q4 2024 \$ Amount	Q4 2024 Percent	2024 Total \$ Amount	2024 Total Percent
MBE	\$131,160	0.18%	\$251,500	0.32%	\$251,500	0.27%	\$474,625	0.38%	\$1,108,785	0.30%
WBE	\$0	0%	\$0	0%	\$48,291	0.05%	\$41,044	0.03%	\$89,335	0.02%
MWBE	\$993,663	1.40%	\$860,535	1.09%	\$714,278	0.78%	\$453,596	0.37%	\$2,161,537	0.59%
VBE	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Total Diverse Spend	\$1,124,823	1.58%	\$1,122,035	1.41%	\$1,014,069	1.10%	\$969,265	0.78%	\$3,359,657	0.92%







## As of December 31, FBG had **93,591 active** Massachusetts sports wagering accounts

Tool Type	ME Total Usage (as of 12/31/24)	% Total Enrollment MA Users (as of 12/31/24)
Time Limit	893	1%
Deposit Limit	3,384	3.6%
Overall Spend Limit	2,451	2.6%
Single Wager (Max Stake) Limit	1,615	1.7%
Cooldown Period (Timeout)	54	.06%

Cooldown Periods	
72 hours	20%
73 hours to 1 month	78%
1 month to 6 months	2%
> 6 months	0%









Fanatics Betting & Gaming



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.