



Fanatics Betting & Gaming

Q2 2025 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

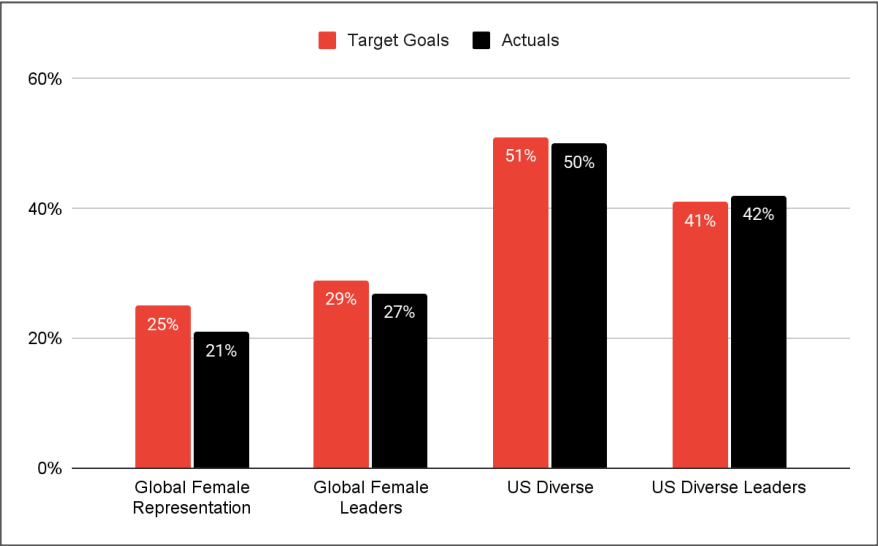
- Michael Levine, Senior Regulatory Counsel
- Stephanie Althouse, Senior Director, People Operations
- Anthony D'Angelo, Responsible Gaming Senior Manager



Month	Total MA SW Revenue	Monthly Hold %	MA SW Taxes Collected
April 2025	\$3,254,693.89	6.60%	\$627,224.24
May 2025	\$5,898,428.36	12.73%	\$1,157,579.95
June 2025	\$4,708,865.30	12.44%	\$923,529.59
Q2 2025 Total	\$13,861,987.55	N/A	\$2,708,333.78



	Global Employees			US Employees			MA Employees			Total Number of Employees
Level	Minority	Women	Veteran	Minority	Women	Veteran	Minority	Women	Veteran	FBG
Executive	8%	23%	0%	9%	27%	0%	0%	0%	0%	13
Manager, Supervisor	19%	28%	1%	22%	30%	1%	0%	29%	0%	243
Entry Level, Non-Manager	36%	19%	0.4%	41%	21%	0.5%	45%	9%	0%	733





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 strengthen Fanatics' commitment to an inclusive culture and engaging talent through:

- Events (cultural, development, speakers, etc.)
- Support our ability to recruit new talent
- Community outreach
- Drive business insights

Open to all global employees, each group sets its own agenda with support from the Global Inclusion team. We value the talent, voices, and perspectives they bring to drive positive change and business improvements.



Fanatics Veterans



Global Black Alliance



Fanatics WIN



Fanatics Family First



Fanatics Multicultural



Fanatics Pride



ACE



LatinX

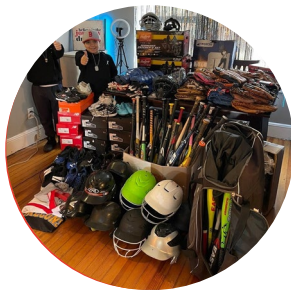




Pride

FAN Talk: Pride, Power & Progress

As part of PRIDE month programming, the PRIDE FAN Group recently hosted a session with New Orleans Saints 2x Superbowl Champion, Khalen Saunders, and NBA Referee, Che Flores.



Spring 2025 Fanatics Community Impact Grants

Each of the ten employee-nominated organizations are chosen based on the strength of their impact, the quality of the nomination, and alignment with Fanatics' four strategic philanthropic pillars. Organizations include Minds Matter Southern California, Special Olympics New Jersey, Team New England Youth Academy



Inclusive Leadership Development Program

The Fanatics IDEA team recently hosted the Inclusive Leadership Development Program (ILDP) in New York City bringing together 33 current and emerging leaders from each of our Fanatics businesses



Q2 Total Vendor Spend Overall: \$83,485,464
Q2 Total Diverse Vendor Spend %: 1.61%

Q2 Massachusetts Vendor Spend: \$515,838
Q2 Massachusetts Vendor Spend %: 0.62%

Diversity Certification	Q2 2025 \$ Amount	Q2 2025 Percent
MBE	\$40,000	0.05%
WBE	\$53,409	0.06%
MWBE	\$1,249,906	1.50%
VBE	\$0	0%
Total Diverse Spend	\$1,343,315	1.61%



Month	Underage Registration Attempts	Suspected Underage Use of Account	Confirmed Underage Use of Account
April 2025	11	7	0
May 2025	8	7	1
June 2025	5	2	0
Q2 Total	24	16	1



Month	VSE Enrollees
July 2024	8
August 2024	34
September 2024	13
October 2024	37
November 2024	13
December 2024	29
January 2025	8
February 2025	13
March 2025	20
April 2025	15
May 2025	8
June 2025	15
Total YTD	213



As of June 30, FBG had **115,033 active** Massachusetts sports wagering accounts

Tool Type	ME Total Usage (as of 6/30/25)	% Total Enrollment MA Users (as of 6/30/25)
Time Limit	1033	.9%
Deposit Limit	4398	3.8%
Overall Spend Limit	3080	2.7%
Single Wager (Max Stake) Limit	2019	1.8%
Cooldown Period (Timeout)	65	.06%

Cooldown Periods	
72 hours	17%
73 hours to 1 month	80%
1 month to 6 months	3%
> 6 months	0%



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.