



# Fanatics Betting & Gaming

Q3 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

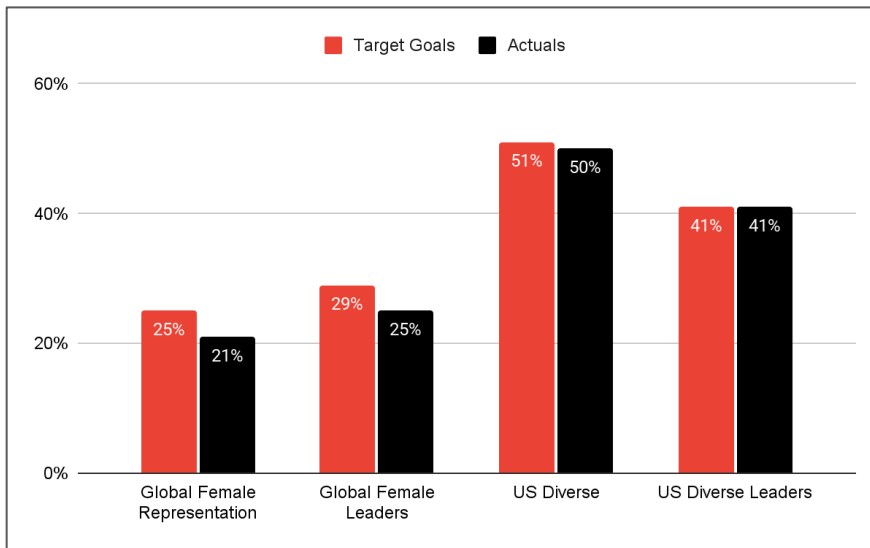
- Michael Levine, Senior Regulatory Counsel
- Stephanie Althouse, Senior Director, People Operations
- Anthony D'Angelo, Responsible Gaming Senior Manager



Month	Total MA SW Revenue	Monthly Hold %	MA SW Taxes Collected
July 2025	\$4,545,656.47	8.22%	\$882,031.99
August 2025	\$5,120,604.78	10.34%	\$1,000,132.59
September 2025	\$3,314,545.23	3.99%	\$622,473.00
<b>Q3 2025 Total</b>	<b>\$12,980,806.48</b>	<b>N/A</b>	<b>\$2,504,637.58</b>



Level	Global Employees			US Employees			MA Employees			Total Number of Employees
	Minority	Women	Veteran	Minority	Women	Veteran	Minority	Women	Veteran	FBG
<b>Executive</b>	7%	21%	0%	9%	27%	0%	0%	0%	0%	14
<b>Manager, Supervisor</b>	19%	25%	0.1%	24%	27%	0.2%	0%	12%	0%	294
<b>Entry Level, Non-Manager</b>	35%	20%	.01%	40%	21%	0.1%	40%	6%	0%	818





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



**INCLUSION  
DIVERSITY  
EQUITY  
ALLYSHIP**



### Mercury13 Partnership

Fanatics Collectibles, in partnership with Mercury13, hosted a two-day experience to celebrate the rise of European Women’s football by bringing together athletes, investors, business leaders and global brands.



### Health Awareness Month

As part of Mental Health Awareness Month, Fanatics hosted FAN Talk: Real Conversations on Service and Sports with Eric Hipple - retired NFL quarterback and mental health advocate, along with Shannon Dilema - Senior Director of Benefits at Fanatics.



### iCR8 Workshop

Fanatics is proud to once again team up with the Washington Wizards, MSE Foundation, Hennessy, and the Marcus Graham Project (MGP) to host the iCR8 workshop. The workshop will give a dynamic group of young professionals (21+) in the DMV area a four-day hands-on experience in sports marketing.



# Vendor: Q3 Diverse and Massachusetts-Specific Spend

**Q3 Total Vendor Spend Overall:** \$87,387,062

**Q3 Total Diverse Vendor Spend %:** 1.61%

**Q3 Massachusetts Vendor Spend:** \$703,508

**Q3 Massachusetts Vendor Spend %:** 0.80%

Diversity Certification	Q3 2025 \$ Amount	Q3 2025 Percent
MBE	\$92,500	0.11%
WBE	\$88,871	0.10%
MWBE	\$1,048,253	1.20%
VBE	\$0	10%
<b>Total Diverse Spend</b>	<b>\$1,229,624</b>	<b>1.4%</b>

Month	Underage Registration Attempts	Suspected Underage Use of Account	Confirmed Underage Use of Account
July 2025	5	3	0
August 2025	6	1	0
September 2025	15	3	0
<b>Q3 Total</b>	<b>26</b>	<b>7</b>	<b>0</b>



Month	VSE Enrollees
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
July 2025	23
August 2025	15
September 2025	19
<b>Total YTD</b>	<b>215</b>



As of September 30, FBG had **130,347 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	1120	.9%
Deposit Limit	5008	3.8%
Overall Spend Limit	3537	2.7%
Single Wager (Max Stake) Limit	2282	1.8%
Cooldown Period (Timeout)	239	.2%

Cooldown Periods	
72 hours	10%
73 hours to 1 month	49%
1 month to 6 months	24%
> 6 months	17%



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.