



# Sports Wagering Operator & Vendor Scope of Licensing – Initial Survey

Pursuant to 205 CMR 211.01, this survey must be submitted as part of the application for a Category 1, Category 2, or Category 3 Sports Wagering License and must be submitted as a prerequisite to the submission of the additional application forms.\*

| SPORTS WAGERING LICENSE INFORMATION |  |
|-------------------------------------|--|
| <b>Seeking to apply as:</b>         | <input type="checkbox"/> Category 1 Operator <input type="checkbox"/> Category 2 Operator<br><input checked="" type="checkbox"/> Category 3 Operator <input type="checkbox"/> Vendor to Operator |

| APPLICANT INFORMATION & DESCRIPTION  |  |
|--|--|
| <b>Company Name:</b>   | PointsBet Massachusetts LLC  |
| <b>D/B/A or Trade Name(s):</b>   | PointsBet  |
| <b>Corporate HQ Address:</b><br><i>(Also include the address of any operation/s in Massachusetts)</i>    | 1331 17th st., suite 900<br>Denver, CO 80202   |
| <b>Point-of-Contact for Licensing Process:</b><br><i>(Include NAME, POSITION, ADDRESS, PHONE, EMAIL)</i> | <small>Andrew Moreno, Senior Director, AML &amp; Regulatory Operations<br/>1331 17th st., suite 900, Denver, CO, 80202<br/>e Andrew.Moreno@PointsBet.com c +1 (914) 580 1905</small><br><small>David Trueman, Manager of Regulatory Operations<br/>1331 17th st., suite 900, Denver, CO, 80202<br/>e David.Trueman@PointsBet.com c +1 (908) 472 3572</small><br><small>Matthew Ashton, Regulatory Operations Specialist<br/>1331 17th st., suite 900, Denver, CO, 80202<br/>e Matthew.Ashton@PointsBet.com c +1 (494) 894 8522</small>   |
| <b>Description of Business:</b>  | PointsBet is a corporate bookmaker listed on the Australian Stock Exchange with gaming licenses in Australia, the United States, and Canada. PointsBet has developed a scalable cloudbased wagering platform through which it offers its clients innovative sports and racing wagering products, advance deposit wagering on racing (ADW) and iGaming.   |
| <b>Goods/Services you expect to provide in Massachusetts:</b>  | <small>PointsBet has built an award-winning sport wagering platform and brand that has the ability to drive economic benefit to the Commonwealth of Massachusetts. PointsBet and its subsidiaries owns and operates its own in-house technology platform that is well positioned to augment the Massachusetts sports wagering market. The platform has many unique and modern features that allows it to compete on a global scale with localized flexibility. To date, PointsBet has successfully launched operations in Australia, Canada and 10 U.S. states. In those U.S. States, we have been successful in achieving significant market share and driving strong business growth.</small><br><small>Massachusetts represents an exciting opportunity and a State with great potential. Based on all of our internal metrics, we are confident that it will be a compelling option for sports wagering operators now, and into the future, and we hope to play a key role in advancing the economic growth resulting from sustainable and responsible sports wagering operations.</small> |

| APPLICANT ORGANIZATIONAL INFORMATION        |   |
|---|---|
| <b>Applicant Company Type:</b>              | <input type="checkbox"/> Sole Proprietorship <input checked="" type="checkbox"/> LLC <input type="checkbox"/> Cooperative<br><input type="checkbox"/> C-Corporation <input type="checkbox"/> S-Corporation <input type="checkbox"/> Partnership<br><input type="checkbox"/> SEC Registrant <input type="checkbox"/> Other |
| <b>Publicly Traded? :</b>                   | <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes <i>(if "Yes", Stock exchange symbol and exchange)</i><br>Stock Exchange: ASX, Symbol: PBH   |
| <b>Applicant Financial Statements Type:</b> | <input checked="" type="checkbox"/> Audited <input type="checkbox"/> Reviewed <input checked="" type="checkbox"/> Consolidated<br><input type="checkbox"/> Internally Compiled <input type="checkbox"/> Externally Compiled <input type="checkbox"/> Supplemental<br><input type="checkbox"/> Other                       |



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|  |   |
|--|---|
| <b>Applicant Tax Returns:</b>  | <input type="checkbox"/> Stand-Alone <input checked="" type="checkbox"/> Consolidated <i>(with)</i><br><div style="text-align: center;">PointsBet USA Holding, Inc.</div>   |
| <b>Management Structure:</b><br><i>(Do you have any of the following?)</i> | <input type="checkbox"/> Compliance Committee <input type="checkbox"/> Audit Committee<br><input type="checkbox"/> Compliance Plan <input checked="" type="checkbox"/> Other(s) <a href="https://investors.pointsbet.com">https://investors.pointsbet.com</a> |

### ATTACHMENTS

**PLEASE SUBMIT THE FOLLOWING INFORMATION**

- TABLE of ORGANIZATION** including parent companies and subsidiaries (note any companies that are publicly traded and are sports wagering-related).  
*See [Appendix 1](#)*
- TABLE of OWNERSHIP INTERESTS** showing all ownership interests, including parent companies and subsidiaries showing the corporate structure with entity names and ownership percentages.  
*See [Appendix 2](#)*
- FUNCTIONAL TABLE of ORGANIZATION** including the executive team and Board of Directors with individual names and titles, and percentage of ownership interest, if applicable.  
*See [Appendix 3](#)*
- CONTROL** – List (1) individuals and entities who own 10 percent or more of the applicant; (2) individuals and entities who have the ability to control the activities of the applicant; and (3) any executive, employee or agent having the power to exercise significant influence over decisions concerning the applicant’s sports wagering operations in Massachusetts.  
*See [Appendix 4](#)*
- INSTITUTIONAL INVESTORS** – Provide a list of these investors along with their percentage of ownership.  
*See [Appendix 5](#)*
- LICENSING HISTORY** – List the last 3 jurisdictions in which licensed for sports wagering operations, including the type of license that was obtained.  
*See [Appendix 6](#)*
- LICENSEE ASSOCIATION** – List any Gaming Licensee(s), Sports Wagering Operator Licensee(s) or Applicant(s) for a Sports Wagering Operator License with whom you have an agreement to conduct business or are in the process of negotiating an agreement.  
*Not applicable, PointsBet will be seeking an untethered Category 3 License.*
- ON-SITE PERSONNEL (for Vendor only)** – If you expect to have any personnel on-site at a Massachusetts casino, please indicate the approximate number and a brief description of their duties.  
*Not Applicable*

*\*Pursuant to 205 CMR 211.01, this survey must be submitted as part of the application for a Category 1, Category 2, or Category 3 Sports Wagering License and must be submitted as a prerequisite to the submission of the additional application forms, which consist of the following:*

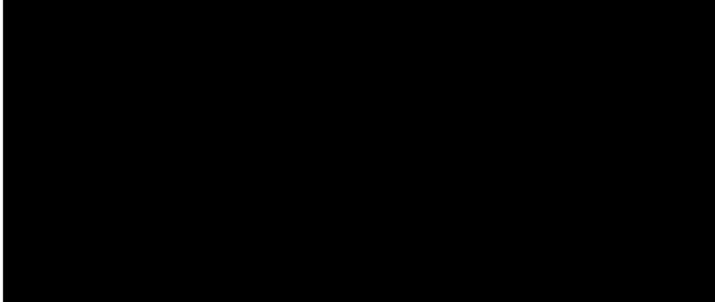
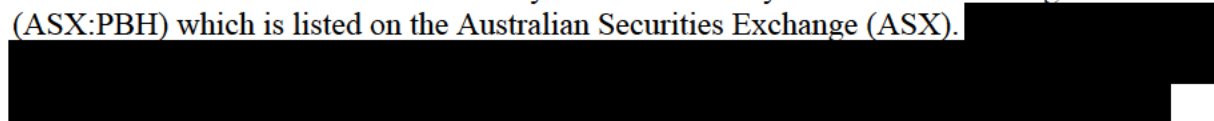
- Application for Category 1, 2, & 3 Sports Wagering Operator License;
- For designated entity qualifiers, Business Entity Disclosure Form;
- For designated individual qualifiers, Multi-jurisdictional Personal History Form; and
- For designated individual qualifiers, Massachusetts Supplemental Form.

*Failure to submit this Survey by October 17, 2022, shall result in the Commission deeming the application incomplete and administratively closed unless the Commission authorizes an extension of time pursuant to 205 CMR 211.01(10).*



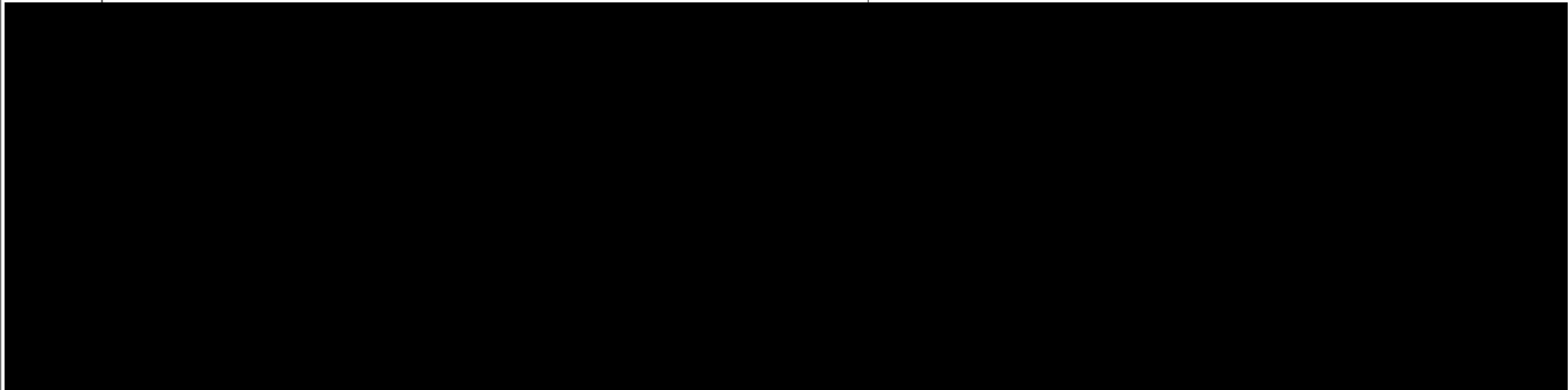
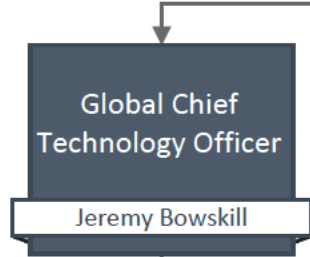
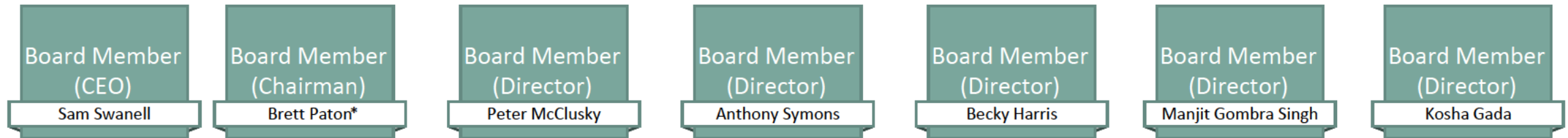
## Appendix 2 - Table of Ownership Interests

PointsBet Massachusetts LLC is a wholly owned subsidiary of PointsBet Holdings Limited (ASX:PBH) which is listed on the Australian Securities Exchange (ASX).





# Appendix 3 - Functional Table of Organization



## Appendix 4 – Control

1. PointsBet Massachusetts LLC is a wholly owned subsidiary of PointsBet Holdings Limited (ASX: PBH) which is listed on the Australian Securities Exchange (ASX). PointsBet Holdings Limited holds a 100% interest, either directly or indirectly, in each of PointsBet USA Holding Inc., PointsBet USA Inc., and PointsBet Massachusetts LLC.

Individuals or entities that own 10% or more of PointsBet Holdings Limited:

- a. SIG Sports Investments Corp. & Susquehanna Pacific LTD [12.68%]

2. Individuals or entities who have the ability to control the activities of the applicant:

- a. Sam Swanell – Board Member, Global CEO
- b. Brett Paton – Board Member, Chairman
- c. Peter McClusky – Board Member, Director
- d. Anthony Symons – Board Member, Director
- e. Becky Harris - Board Member, Director
- f. Manjit Gombra Singh - Board Member, Director
- g. Kosha Gada - Board Member, Director
- h. Edward Hartman – Group Chief Strategy Officer
- i. Jeremy Bowskill – Global Chief Technology Officer

3. Executive, Employee or Agent having the power to exercise significant influence over decisions concerning PointsBet’s operations in Massachusetts:

- a. Johnny Aitken – USA CEO



## **Appendix 5 - Institutional Investors**

See details of 5% or more ownership in the publicly held parent company, PointsBet Holdings Limited.

### **PointsBet Holdings Limited (Listed on Australian Stock Exchange)**

|       |   |
|-------|---|
| 67.00 | Publicly registered shares held by shareholders that each own 5% or less. |
| 12.68 | SIG Sports Investments Corp. & Susquehanna Pacific LTD                    |
| 9.69  | HG Vora   |
| 5.56  | Penn Interactive Ventures LLC   |
| 5.07  | Brett Paton   |

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100.00

## **Appendix 6 – Licensing History**

### **Last 3 Jurisdictions:**

1. Jurisdiction: Louisiana

Date License Received: September 16, 2022

License Type: Sports Wagering Platform Provider License (B016503506)

2. Jurisdiction: Kansas

Date License Received: August 24, 2022

License Type: Sports Wagering Provisional Certification (#5000541)

3. Jurisdiction: Pennsylvania

Date License Received: January 19, 2022

License Type: Sports Wagering Operator License (License No.137463-2)