



**BETR SW QUARTERLY
REPORT**

February 2024





REVENUE

Revenue

MONTH	MA SW TAXES COLLECTED	HANDLE	TOTAL SW REVENUE
OCTOBER	\$3,708.75	\$324,173.45	\$18,543.74
NOVEMBER	\$4,779.69	\$194,589.38	\$23,898.47
DECEMBER	\$7,598.06	\$498,897.01	\$37,990.30
TOTAL	\$16,086.50	\$1,017,659.84	\$80,432.51



WORKFORCE/WORKFORCE DIVERSITY

Workforce / Workforce Diversity

Total Employees: 115 Full Time Employees

Mass Employees: 0

Women: 19

# OF EMPLOYEES IN EACH CATEGORY	MINORITY	WOMEN	VETERAN	MA RESIDENT	TOTAL EMPLOYEES
EXECUTIVE	2 40%	0 0%	0 0%	0 0%	5
MANAGER, SUPERVISOR	5 2.6%	3 15.8%	0 0%	0 0%	19
ENTRY LEVEL, NON-MANAGER	45 73.7%	16 26.2%	0 0%	0 0%	61
TOTALS	52 45.2%	19 16.5%	0 0%	0 0%	115

Employment Diversity Efforts:

In Q4 of 2023, we have made efforts in increasing our recruiting pipeline with a diverse candidate pool including women, minorities and veterans which resulted in 6 additional females joining the organization, on our Engineering, Finance, & Operations teams.

We will still continue to engage with various communities to increase our DEI efforts.

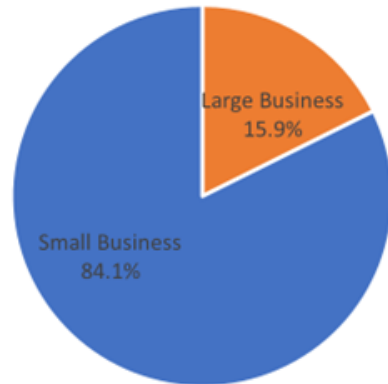


VENDOR/SUPPLIER SPEND/ SUPPLIER DIVERSITY

Supplier / Vendor Overview: Small Businesses

Supplier / Vendor Ecosystem

Supplier/Vendor DEI Insights



84.1% of our partners self identify as a small business.

Small Business Partners:

- Simplebet Inc
- Pitch Tech SRL
- Hiltzik Strategies
- FansUnite Entertainment Inc.
- SOLUTIONS SJM LLC
- Design of All Trade
- Hot Paper Lantern LLC
- Sphere Global LLC

Breakdown of Small Business Spend

Small Business	YTD SPEND
Simplebet Inc	\$3,438,514.11
Pitch Tech SRL	\$1,427,012.99
Other	\$415,685.68
Hiltzik...	\$158,613.00
FansUnite...	\$151,549.15
SOLUTIONS...	\$102,061.31
Design of All...	\$83,225.00
Hot Paper...	\$58,360.35
Sphere Global,...	\$57,700.00
Grecia Quintero	\$56,510.00

Supplier / Vendor Overview: Ownership Diversity

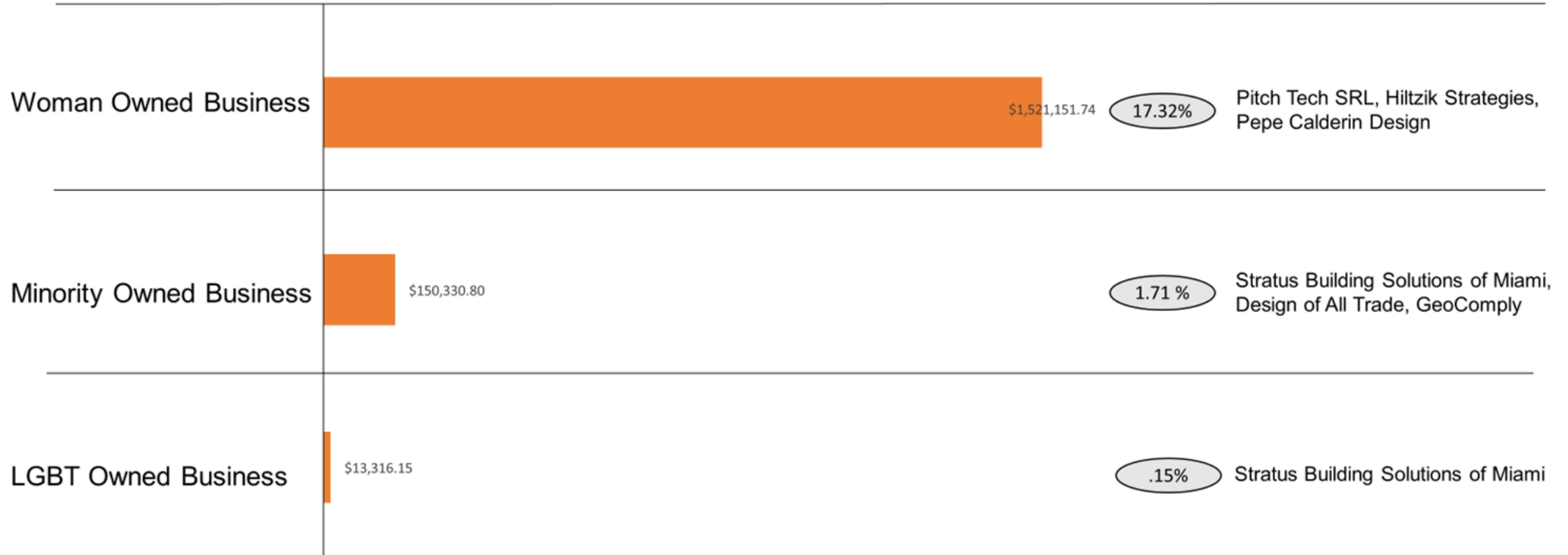
2023 Spend

x

% of total YTD Spend among respondents

Diversity Category – Enterprise Ownership






Partners



NOTE: The figures shown above include only those vendors that have filled out Betr's Vendor/Supplier Diversity Questionnaire

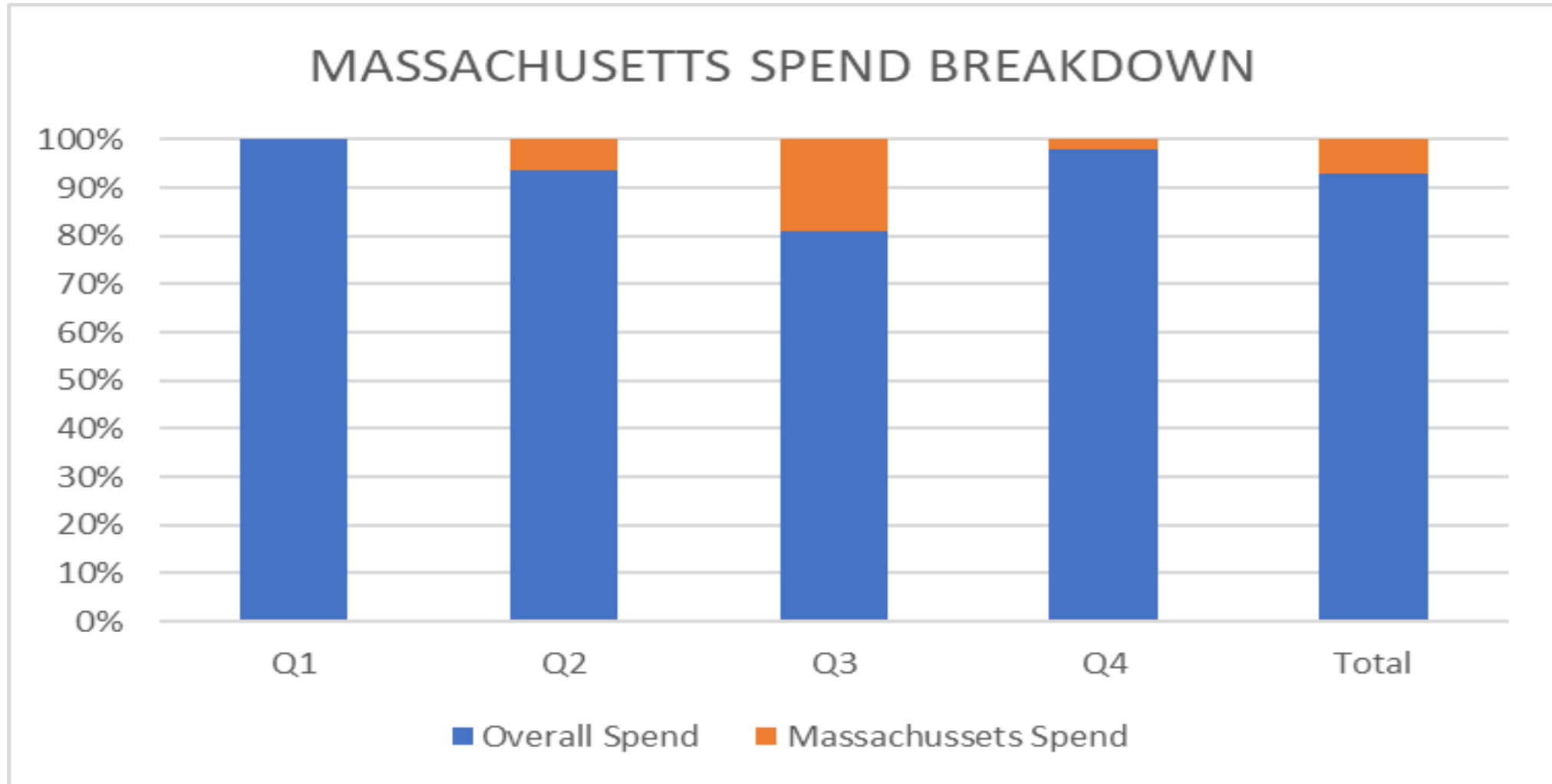
Supplier / Vendor Overview: Affiliation Diversity

x % of total YTD Spend among respondents

Diversity Category – Enterprise Affiliation	YTD Spend 2023		Partners
Native American	 \$1,150,827.93	14.65%	Pitch Tech SRL, Pepe Calderin Design, SOLUTIONS SJM, Stratus Building Solutions, Brose, Gaming Labs
Hispanic American	 \$1,719,249.42	19.91%	Pitch Tech SRL, FansUnite, GeoComply, Saiber, Hiltzik Strategies, Gaming Labs
Asian Pacific American	 \$1,885,166.60	18.46%	Pitch Tech SRL, FansUnite, GeoComply, Saiber, Hiltzik Strategies, Gaming Labs
Alaska Native Corporation/ Indian Tribes	 \$1,146,827.93	14.60%	Pitch Tech SRL, Gaming Labs
African American	 \$1,645,074.58	19.87%	Pitch Tech SRL, Gaming Labs

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Supplier / Vendor Overview: Spend Breakdown

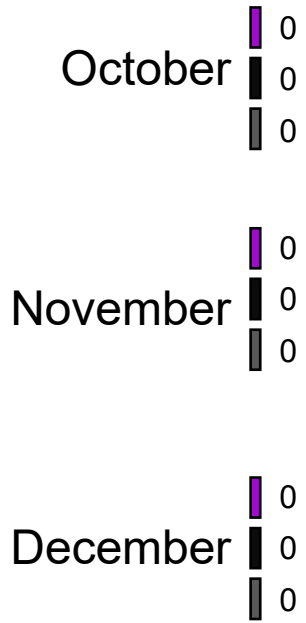




COMPLIANCE

Minors/Underage Access

There were no cases of minors/underaged access to our platform during the reporting period. Betr did report a case of suspected account takeover to the MGC.



Account Suspended Due To Underage Activity



Turned Over To Proper Law Enforcement by SW Operator



Found Sports Wagering Or Attempting To Sports Wager on a Sports Wagering Platform





RESPONSIBLE GAMING

Responsible Gaming User Limits Data

Limit Type	Limit Duration	Q4 –New Users with a Limit	Q1-Q4 Total Users With a Limit	Q4% New Limits/Actives	Q1-Q4% Limits/Actives
Deposit	Day	35	89	1.8%	1.5%
	Month	554	2199	28.2%	36.4%
	Week	28	72	1.4%	1.2%
Deposit Total		617	2360	31.4%	39.0%
Single Wager		11	17	0.6%	0.3%
Single Wager Total		11	17	0.6%	0.3%
Wager	Day	7	26	0.4%	0.4%
	Month	5	18	0.3%	0.3%
	Week	4	20	0.2%	0.3%
Wager Total		16	64	0.8%	1.1%
Grand Total		644	2441	32.8%	40.4%

Q1-Q4 Active Base	6040
Q4 Active Base	1966

Responsible Gaming User Limits Data (Continued)

Active Base	Number of Actives
Q1-Q4 Active Base	6040
Q4 Active Base	1966

# Of Timeouts for Q4		
Timeout	# of Timeouts	% of Active Base with Timeout
New Timeout	8	0.4%
On-Going Timeout	15	0.8%
Total	23	1.2%

Timeout Duration for Q4				
Average	# Enrolled for 72 hrs.	# Enrolled for 73 hrs. - 1 month	# Enrolled for 1 -6 months	# Enrolled for over 6 months
208 Days	0	4	3	16

VSE Enrollment

0

Betr had zero VSE enrollees this quarter



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