



August 17th, 2023

Sports Wagering Quarterly Report

Q1 & Q2 2023

DRAFTKINGS INC.

AGENDA

 1. Revenue

 2. Workforce & Workforce Diversity

 3. Vendor/Supplier Spend & Supplier Diversity

 4. Compliance

 5. Responsible Gaming

6. Lottery

7. Community, Outreach & Charitable Impacts

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Revenue

Q1 Revenue

Month	Total SW Revenue	MA SW Taxes Collected	Hold %
January	\$0.00	\$0.00	%
February	\$0.00	\$0.00	%
March	\$16,119,770.77	\$3,111,365.49	6.3%
TOTALS	\$16,119,770.77	\$3,111,365.49	6.3%

Q2 Revenue

Month	Total SW Revenue	MA SW Taxes Collected	Hold %
April	\$28,961,247.87	\$5,656,799.90	10.2%
May	\$30,625,273.26	\$6,018,432.11	13.9%
June	\$15,436,370.44	\$3,008,784.79	9.4%
TOTALS	\$75,032,891.54	\$14,684,016.80	11.2%

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Workforce Diversity

Workforce / Workforce Diversity

As of end of July 1, 2023 we have 4,239 total employees globally. Globally female represent 27% of our employee population, and within the US 32% of our employees identify as an underrepresented race/ethnicity (non-white). We have a priority focus on advancing diversity in leadership positions, as well as increasing female representation globally.

Breakout of Workforce Diversity Data

As of July 1, 2023 for all regular employees

	GLOBAL			US			MA		
	Non-White	Women	Veteran	Non-White	Women	Veteran	Non-White	Women	Veteran
Senior Leaders	8.22%	17.81%	2.05%	9.76%	21.14%	2.44%	4.11%	30.14%	2.74%
Managers	11.46%	23.88%	1.28%	17.15%	26.60%	1.28%	14.07%	28.89%	1.85%
Professionals	25.58%	28.55%	0.76%	37.39%	31.42%	0.69%	22.58%	28.08%	0.00%
TOTAL	21.87%	27.15%	0.92%	31.88%	29.95%	0.89%	19.05%	28.43%	0.68%

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Vendor/Supplier Spend/ Supplier Diversity

Vendor/Supplier Spend/ Supplier Diversity

As a part of DraftKings' commitment to Diversity, Equity and Inclusion, we focus on four Primary Pillars to drive our strategy – diversifying and creating an inclusive Workforce, Workplace, Marketplace and Community. Our Marketplace Pillar focuses specifically on our customers, products and suppliers.

DraftKings believes that diversifying our suppliers promotes innovation through the introduction of new products, solutions and services. Supplier Diversity is a priority strategic initiative for 2023. DraftKings is onboarding a third-party Diversity Supplier tool that will provide accurate reporting against our Diversity Supplier initiatives. The tool will provide prior spending levels as well as identify diversity status of future vendors in real time.

In Q1 2023 with the exclusion of charitable donations, we have identified that 2.1% of our total US vendor billings have been allocated to minority, women or veteran-owned companies. Our goal is to increase our spending to 5% by 2028 with minority, women, veteran and LGBT-owned businesses

Supplier Diversity Targets

In order to reach our Supplier Diversity targets, we will implement the following programs, resources and initiatives at DraftKings:

- i. Enhance our vendor tracking & reporting systems
- ii. Identify high potential areas to immediately start resourcing women, minority & veteran-owned businesses as it pertains to our function areas (Media, Marketing Services, Design Services, Food & Beverage Services, Engineering, etc)
- iii. Amplify our Supplier Diversity initiative internally across our organization to ensure all employees that contract outside vendors have accountability in helping achieve our Diversity Supplier goal
- iv. Supplier Diversity Business Fairs to introduce local and global businesses to DraftKings employees responsible for contracting vendors
- v. Working with local Supplier Diversity Offices, we will ensure an up-to-date list of Minority/Women/Veteran-owned businesses are accessible for all employees
- vi. Based on annual budgets per function, we will develop team goals
- vii. For large contracts, teams will be required to include women, minority & veteran-owned businesses as a part of the bidding process

Total Vendor/Supplier Spend Overall

SPENDING	Q1 '23	Q2 '23
MBE	15.1%	26.3%
VBE	-	-
WBE	-	-

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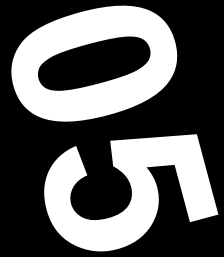
Compliance

Underage/Minor Access

The below statistics are based on DraftKings' Monthly Underage Report as of 7.10.23

Month	User Accounts Suspended due to claims of underage activity*
March	0
April	4*
May	2*
June	0

* These users have made claims that an underage individual, usually a family member, placed a wager on the of-age user's account, or there was some other evidence to support that the account was being operated by an underage individual who was not the account holder.



Responsible Gaming

Voluntary Self Exclusion Enrollees

All DraftKings users are routed to the Massachusetts state exclusion list from

MGC VSE App Exclusions (YTD as of July 1,23)
170

90

Lottery

Massachusetts State Lottery

DraftKings has spoken with the Massachusetts Lottery.

20 Community/Outreach/Charit able Impacts

Major sponsor of The Foundation To Be Named Later “Hot Stove Cool Music” event

April 15th, 2023

Hot Stove Cool Music celebrates music, baseball and giving. Held annually in Boston, it raises funds for programs supported by Foundation to Be Named Later. The Foundation To Be Named Later (FIBNL) was launched in 2005 by social worker, Paul Epstein and his twin brother, former Boston Red Sox EVP & GM and Chicago Cubs President of Baseball Operations, Theo Epstein. Foundation To Be Named Later invests in the next generation of emerging leaders through its Peter Gammons College Scholar program.

Amount donated: \$25,000



Title sponsor of the Dravet Syndrome Foundation "Strike Out Dravet" event

This year's event was hosted by local families in support of the mission of the Dravet Syndrome Foundation (DSF) to fund cutting-edge research into Dravet syndrome and improve the quality of life for patients and families.

Amount donated: \$25,000



Presenting sponsor of the Dana-Farber Cancer Institute “Jimmy Fund Day” at Fenway

June 10th, 2023

Jimmy Fund Day at Fenway presented by DraftKings at Dana-Farber Cancer Institute the experience of a lifetime at Fenway Park on June 10, 2023, while fueling the future of cancer research and care. The Dana-Farber Campaign supports the Institute and its mission to defy cancer by accelerating science, care, and expertise.

Amount donated: \$55,000



PRESENTED BY

#KNCANCER

Participation in JPM Corporate

Challenge

July 22nd, 2023

60 DraftKings employees participated in this 3.5 mile walk in downtown Boston, with just under \$4,000 raised to benefit the Fifty Years Fund powered by The United Way of Massachusetts Bay.

J.P.Morgan

Corporate Challenge®



Sponsor of How to Boston While Black Summit

April 13-14, 2023

The How to Boston While Black Summit brought together more than 750 Black entrepreneurs, business professionals, non-Black allies, and DEI leaders. The Summit hosted more than 60 speakers, daily networking opportunities, keynotes, and had more than 20 speakers sessions focused on culture, community, civic, and corporate life. DraftKings hosted a recruiting booth at the job fair and was the headline sponsor of the Summit After Party.



Responsible Gaming Funding (2023)

**DraftKings' responsible gaming initiatives are funded throughout the year and are ongoing throughout all quarters.*

- **DraftKings State Council Funding Program**

Amount: \$495,000 to multiple state councils, including \$15,000 to the Massachusetts Council on Gaming and Health
DraftKings' State Council Funding Programs dedicates \$15,000 to each state council and is used to fund staff training, conferences, helpline support, or other crucial programing.

- **Kindbridge Research Institute (Beverly, MA) - 50x4 Vets**

Amount: \$150,000

DraftKings donated to the 50x4 Vets program which seeks to provide a permanent, long-term solution to the lack of research on problem gaming on veterans. This includes collaboration with inpatient treatment centers to research the problem and improve the lives of veterans.

- **Kindbridge Research Institute (Beverly, MA) - Military Research Associate Program**

Amount: \$100,000

The Military Research Associate Program (MRAP) assists veterans transitioning from military service to pursue advanced training in public mental health research. This includes academic skill building, such as academic writing, literature search and review, study design and execution, as well as academic and research resume building, which includes publishing peer-reviewed articles.





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- **Bet Blocker**

Amount: \$15,000

In an effort to promote responsible gaming and provide free resources to those who need assistance, DraftKings has donated to BetBlocker for the second consecutive year. This partnership demonstrates DraftKings' commitment to the well-being of its customers and the broader community. Customers that use BetBlocker can set restrictions on their play (such as only playing on weekends) or choose to be blocked entirely from thousands of gaming websites, both legal and not.



- **International Center for Responsible Gaming**

Amount: \$70,000

DraftKings has donated to ICRG's general research fund. Research projects test the effectiveness of responsible gaming and treatment strategies, problem gaming among minority populations, the impact of co-occurring disorders on gaming disorder, and many other aspects of this public health problem.





THANK YOU