



# Q2 2023 Sports Wagering Report

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September 2023

# Who you will hear from today

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**CORY FOX**

VP, Product & New Market Compliance

**KEITA YOUNG**

Sr. Director, DE&I

**JILL WATKINS**

Sr. Director, Responsible Gaming Strategy and Operations

# AGENDA

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# Revenue

Month	Total SW Revenue	MA SW Taxes Collected	Handle/Margin %
March 2023	\$ 16,002,999.73	\$ 3,200,599.95	9.02%
April 2023	\$ 21,714,200.64	\$ 4,342,840.14	12.80 %
May 2023	\$ 19,707,906.50	\$ 3,941,581.29	14.80 %
June 2023	\$ 10,984,740.90	\$ 2,196,948.14	11.67 %
<b>TOTALS</b>	<b>\$ 68,407,847.77</b>	<b>\$ 13,681,969.52</b>	<b>11.91 %</b>

# Workforce Diversity

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**Strategic Priority Around DE&I:** Attracting, Hiring, Retaining and Developing our Diverse Workforce

## **Examples of Actions/Initiatives/Programs to Advance DE&I Goals**

- Implementing diverse hiring slates for leadership roles to increase representation
- Expanding our diverse talent outreach to include Historically Black Colleges & Universities & partnering with the UNCF
- Expanding our strategic partnerships/sponsorships to further enhance our diverse pipeline and provide development opportunities for our diverse employees
- Curating specialized leadership and development programs for underrepresented communities
- Expanding our employee groups to include four Employees Resource Groups and four Interest Groups
- Curating DE&I training around inclusive hiring, unconscious/implicit bias, allyship and other DE&I related topics

# Workforce Diversity

# of Employees in each Category	Minority	Women	Veteran	MA Resident	Total Number of employees
Executive VP+	6   7.9%	6   7.9%	Unknown	1   1.3%	76
Manager, Supervisor Manager, Sr. Manager, Director, Sr. Director	329   26%	280   22.5%	Unknown	7   0.6%	1,244
Entry Level, Non-Manager	767   43.23%	599   33.76%	Unknown	12   0.7%	1,774
<b>Totals</b>	1,102   35.6%	897   29%	Unknown	20   0.65%	3,094

## Data Information

- Employees of 7/20/2023
- US, UK, and CAN employees
- Excludes Temps, Contract, Intern, Secondment

Includes Daily on Call – typically for state headcount reporting we include anyone receiving a W2 which includes DOCs

- Exclude FoxBet
- Active Employees (excludes LOA)

# Vendor/Supplier Spend / Supplier Diversity

Total Spend	
Q1	Q2
\$ 573,443,479	\$ 389,775,073

- Spend detail is based on accrual accounting.
- It is driven by marketing costs such as TV, Digital & Radio, as well as card fees, customer verification costs and data feeds.
- It doesn't include promotion free bets, wagering & other taxes, payroll or related costs and similar expenses.



# Compliance

## Minors and Underage Report

FY 23 Month	Found sports wagering or attempting to SW on a SW platform	Found sports wagering or attempting to SW on a SW platform	Account Suspended due to underage activity
March 2023	0	0	0
April 2023	0	0	0
May 2023	0	0	0
June 2023	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>



# Responsible Gaming

## Massachusetts VSE List

Responsible Gaming	#
True VSE Enrollees:	75
*Total FanDuel Closures:	51

\*these closures were initiated on FanDuel's end and were not VSE Enrollees

- Permanent 34
- Temporary 17

## Responsible Gaming Update

- Alison Kutler joins FanDuel as our new Vice President, Sustainability and Responsible Gaming. Alison will assume leadership for our Responsible Gaming team including our policy, product, commercial, operation and advocacy efforts.
- Jill Watkins joins FanDuel as our new Senior Director, Responsible Gaming Strategy and Operations. Jill will manage our operations team and report to and work closely with Alison.

# Community Impact

*FanDuel remains committed to setting the standard for what it means to be a responsible operator and contributing positively to the communities in which we operate.*

## Responsible Gaming



*Funding supports research to further understand gambling among young adults in the U.S., a significant industry research gap.*

*Funding supports the 'agility grant program' to help nonprofit orgs across the country with problem gambling prevention programs*



*FanDuel provides annual funding to support the work of leading RG-focused non-profit organizations.*

## Massachusetts Initiatives



- \$1M donation to support financial literacy services across Massachusetts
- Program launching Q4 2023

*During the first year of a new state launch, FanDuel makes a significant donation to a non-profit org to support programs with local impact.*

## Community Support



**The Sam Thompson Memorial Foundation**

*FanDuel supports a range of local charitable initiatives and continues to build out our team of partners.*

# Lottery

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- FanDuel has been in communication with the MA Lottery to explore potential ventures.