



Fanatics Betting & Gaming

Q4 2023 Massachusetts Sports Wagering Quarterly Report

February 22, 2024



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, HR Director
- Anthony D'Angelo, Responsible Gaming Senior Manager



MA Revenue Since Launch

FANATICS Betting & Gaming

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Month	Total MA SW Revenue	Monthly Hold %	MA SW Taxes Collected
April 2023	\$0	0%	\$0
May 2023	\$41,868.52	34.01%	\$8,354.00
June 2023	\$224,685.99	11.84%	\$44,321.61
July 2023	\$226,230.10	9.61%	\$44,295.74
August 2023	\$553,718.97	12.58%	\$109,064.00
September 2023	\$577,200.52	6.49%	\$113,001.05
October 2023	\$1,289,854.14	8.68%	\$250,675.95
November 2023	\$729,658.63	4.61%	\$138,059.69
December 2023	\$947,951.96	6.94%	\$182,918.79
Total	\$4,591,168.83	N/A	\$890,691.28



Level	Minority		Women		Veteran		MA Resident		Total Number of Employees
Executive	2	25%	2	25%	0	0%	0	0%	8
Manager, Supervisor	90	47%	62	32%	3	2%	6	3%	191
Entry Level, Non-Manager	226	54%	99	24%	2	1%	9	2%	420
Total	318	51%	163	26%	5	1%	15	2%	619

MA Residents	Level	Minority	Women
	Executive	0	0
	Manager, Supervisor	3	2
	Entry Level, Non-Manager	5	2
	Total	8 (53% of population)	4 (27% of population)



- A core global impact pillar: “Our All-Star Team: Culture and Talent”
- FBG participates in the Fanatics IDEA (Inclusion, Diversity, Equity, Advocacy) Program



- IDEA Program has created 6 FANs (Fanatics Alliance Networks) in an effort to cultivate an environment for IDEA focused learning and development
 - *Family First, Global Black Alliance, Multicultural, Pride, Women’s Initiative Network, Veterans*
 - 20% of our global workforce currently participates in FAN networks



Fanatics Family First



Fanatics Global Black Alliance



Fanatics Multicultural



Fanatics Pride



Fanatics Veterans



Fanatics WIN



- Our continued recruitment efforts help ensure we are attracting a diverse range of candidates. We continue to focus on sourcing strategies to deliver more diverse slates for each open position. These strategies include:
 - participating in recruiting events at Historically Black Colleges and Universities (HBCU)
 - engaging with diverse-owned professional development organizations focused on placing diverse talent in the sports industry
 - developing our global recruitment team to expand consideration of diverse backgrounds and experiences to reach new audiences
- This past quarter, Fanatics Betting and Gaming introduced a process within their Tech TA efforts by initiating a skills-based screening prior to submission of candidates to interview rounds. The intent is to reduce unconscious bias within the interview process
- A few of our Engineers attended and presented at the 2023 Grace Hopper Celebration of Women in computing
- The company allocated funds across each Operating Company to budget for Seekout



Q4 Total Vendor Spend Overall: \$99,397,593

Q4 Total Diverse Vendor Spend %: 1.76%

Q4 Massachusetts Vendor Spend: \$393,630.59

Q4 Massachusetts Vendor Spend %: 0.40%

Diversity Certification	Q1 \$	Q1 %	Q2 \$	Q2 %	Q3 \$	Q3 %	Q4 \$	Q4 %
MBE	\$0	0%	\$0	0%	\$0	0%	\$426,450.01	0.43%
WBE	\$0	0%	\$0	0%	\$0	0%	\$140,153.88	0.14%
MWBE	\$674,850.26	1.51%	\$170,967.50	0.38%	\$269,794.25	0.33%	\$1,184,090.06	1.19%
VBE	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Total Diversity Spend	\$674,850.26	1.51%	\$170,967.50	0.38%	\$269,794.25	0.33%	\$1,750,693.95	1.76%



Month	Found Sports Wagering or Attempting to SW on a SW Platform	Turned Over to Proper Law Enforcement Authority by The SW Operator	Account Suspended Due to Underage Activity
April 2023	n/a	n/a	n/a
May 2023	0	0	0
June 2023	2	0	0
July 2023	2	0	0
August 2023	7	0	0
September 2023	14	0	0
October 2023	9	0	0
November 2023	6	0	0
December 2023	7	0	0
Total	22*	0	0

*Per MGC request, FBG has updated the underage reporting to include failed attempts at account creation due to potential underage reason codes



Month	VSE Enrollees
April 2023	n/a
May 2023	0
June 2023	2
July 2023	0
August 2023	2
September 2023	0
October 2023	0
November 2023	4
December 2023	1
Total	9



As of December 31, FBG had **45,322 active** Massachusetts sports wagering accounts

Tool Type	ME Total Usage (as of 12/31/23)	% Total Enrollment MA Users (as of 12/31/23)
Time Limit	475	1%
Deposit Limit	1120	2.5%
Overall Spend Limit	1069	2.4%
Single Wager (Max Stake) Limit	604	1.3%
Cooldown Period (Timeout)	51	.11%

Cooldown Periods	
72 hours	10%
73 hours to 1 month	35%
1 month to 6 months	12%
> 6 months	43%



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- FBG and Mass Lottery had additional discussions on partnership opportunities.



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.