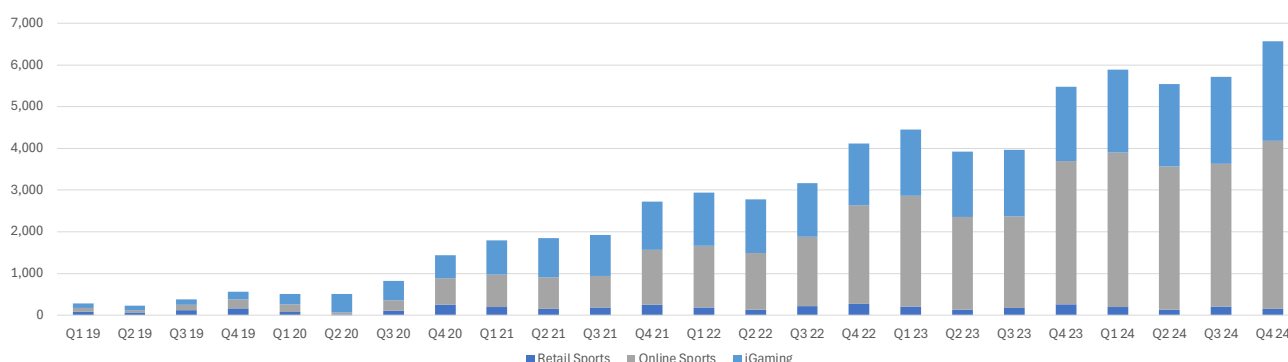


- In this quarter's US Sports / iGaming report, H2GC includes its estimates for the Florida market, as in the Q3 report. Previously, only commercial sports betting data has been included in H2's monthly data. In terms of the quarterly sports wagering performance, Q4 has been a strong quarter for the online sports betting market despite the challenges faced in regards to a difficult NFL regular season. Q4 saw improvements to handle growth and lower promotional activity (as a percentage of gross win) with new state launches also boosting the year-on-year growth. However, as a result of extremely customer-friendly results in the NFL across Q4, hold margin declined 38-basis points in the quarter. H2 extrapolates reported promotional activity to estimate net win for each state, and a decrease in promotional activity has led to headline net win (operator reported revenue) growth of 38% year on year to \$2.6bn. However, the headline figure of 38% online sports net win growth includes the launch of Florida – which is closed to commercial operators. Excluding that, the total year on year net win growth for commercial operators is 22%, which should be the comparable number to use when comparing operator performance.
- As mentioned, the 2024 NFL regular season saw historically high customer-friendly results throughout, particularly in Q4. The quarter was already against tough comps with Q4 2023 including an extra round of games due to scheduling and lapping the launch of Kentucky. Despite this, handle growth was 23% but gross win only increased 18% as hold rates decreased as a result of the customer-friendly NFL results.
- iGaming gross win of \$2.38bn in Q4 is a new record high, up 14.6% compared to the previous record high recorded in the previous quarter. This is up 33.3% year on year, and with the exception of a \$9.7m contribution from Rhode Island, is all organic growth (32.7% year on year organic growth). This has led to full year gross win to \$8.4bn – up 28.7% year on year, with every single month of 2024 returning gross win growth above 20% year on year.

MONTHLY SPORTSBETTING & IGAMING GROSS WIN (\$BN)



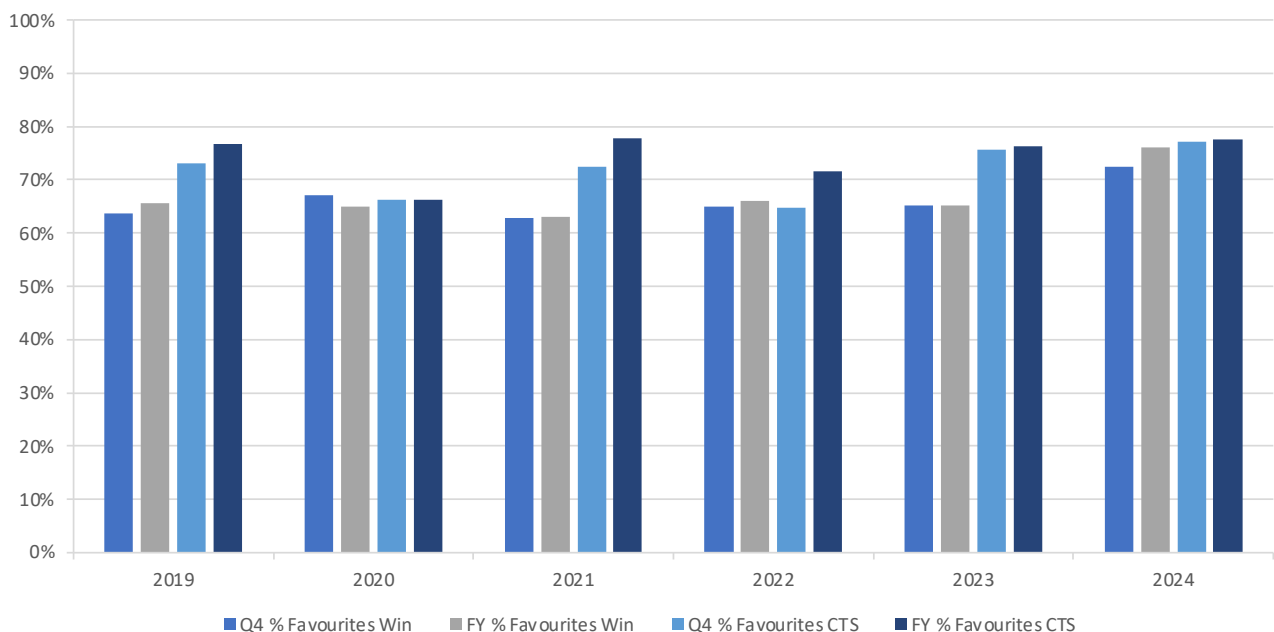
Source: Regulator Data, H2 Gambling Capital Research, March 2025

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NFL Season Performance – Customer-Friendly Results Affecting Hold Rates

- The 2024 NFL regular season was historically good for bettors, with US OSB operators calling out NFL hold rates as the main reason behind the lower-than-expected gross win for Q4 and FY 2024. Flutter, for example, suggested FanDuel FY revenue was \$370m lower than the previously guided midpoint due to customer friendly outcomes, with other operators telling similar stories.
- Whilst there is no direct correlation between hold rates and the percentage of favourites winning or covering the spread, it is usually a good indication. This regular season saw a 72.4% favourite win rate, considerably above the previous 5-year average of 66.0%. This, coupled with the percentage of favourites covering the spread also beating the previous 5-year average at 77.2% for the season was likely the driving factors behind the abnormally low hold rate.
- Whilst the NFL regular season starts in September and finishes in January, Q4 performance was particularly impacted. There was a number of reasons for this, Q4 handle was affected by there being one less round of games than the prior year period and the lapping of the launch of Kentucky. Additionally, the favourites win rate and percent of favourites covering the spread in the quarter were both higher than the season average at 76.0% and 77.6% respectively. As previously mentioned, this does not directly impact hold rates but levels this high are sure to have a significant impact on results.
- In current trading, the NFL play offs saw a more normalised run of results for the favourites, suggesting a more favourable hold rate for operators in January. Q1 25 performance was further improved by Super Bowl LIX. Although only one game, it remains the most bet on event in the US each year and operator performance is typically driven by the results of single game parlays, which certainly went in the operator's favour. Nevada and New Jersey posted a combined 14.8% hold rate – as Super Bowl LIX shattered previous gross win records. Eagles' running back, Saquon Barkley was by far the most popular player when it came to the prop bets following a historic season however, despite his team scoring 40 points, he was not able to find the endzone. This was vital for bookmakers with Caesars even suggesting ahead of kick off that their Super Bowl performance was solely reliant on Barkley's performance. This hold rate will claw some performance back for the bookmakers who come off the back of a historically bad NFL season.

NFL REGULAR SEASON - Q4/ FY - % FAVOURITES WIN & % FAVOURITES COVERING THE SPREAD

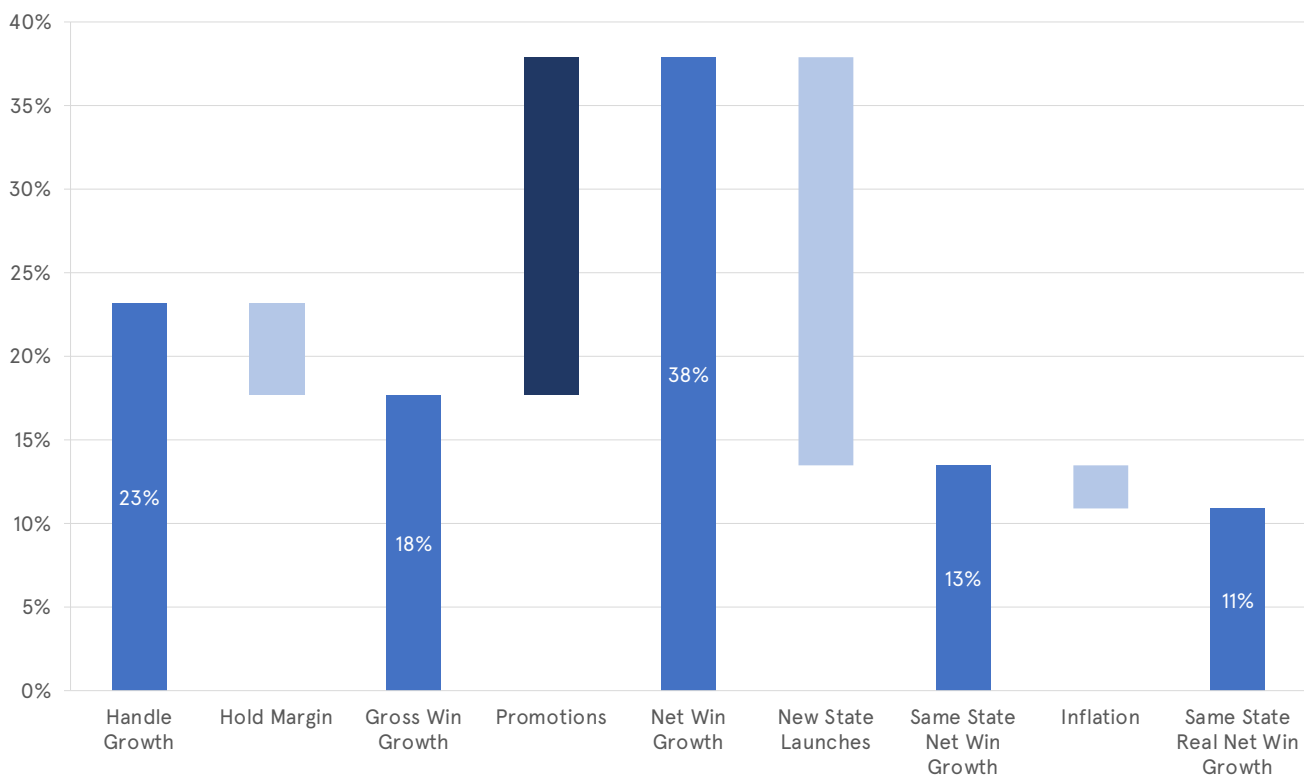


Source: H2 Gambling Capital Research, March 2025

Sports Betting Performance

- Despite the impact from the customer friendly results during the NFL regular season throughout the quarter, Q4 still saw YoY handle growth and lower promotional activity (as a percentage of gross win) with new state launches also boosting the year-on-year growth. We note that our figures now include Florida – although we acknowledge that it is not a commercial market, we have included it given the scale of the market, upon request from subscribers to our data. Headline turnover growth was 23%, including new market launches and Florida (launched in December 2023), with headline GGR growth of just 18%, affected by the previously mentioned customer-friendly NFL results, leading to a 38-basis point decline to hold margin in Q4. This generated online sports GGR of \$4.0bn for the quarter. H2 extrapolates reported promotional activity to estimate net win for each state, and a decrease in promotional activity has led to headline net win (operator reported revenue) growth of 38% year on year to \$2.6bn.
- The headline figure of 38% online sports net win growth however includes the launch of Florida – which is closed to commercial operators. Excluding that, the total year on year net win growth for commercial operators is 22%, which should be the comparable number to use when comparing operator performance, not the headline growth of 38%. We also note that in Q4 2023, ESPNBet’s high levels of promotional activity had a distorting impact on the market, and rationalisation of their promotional spend has inflated the overall market same state net win growth. When adjusting for all new market launches since Q4 2023, underlying same state net win growth came in at 13%, or 11% on an inflation adjusted basis.
- In terms of full year performance, 2024 saw handle growth and lower promotional activity (as a percentage of gross win) as in Q4, but also saw hold improvement of 19-basis points. This meant handle growth of 36% in 2024 lead to gross win improvement of 39% to \$14.6bn. Online Net Win improved 52% to \$9.6bn following the decrease of free bets as a percent of grow win. When excluding new state launches Net Win growth was 33%.

Q4 ONLINE SPORTS WAGERING YEAR ON YEAR GROWTH (%)

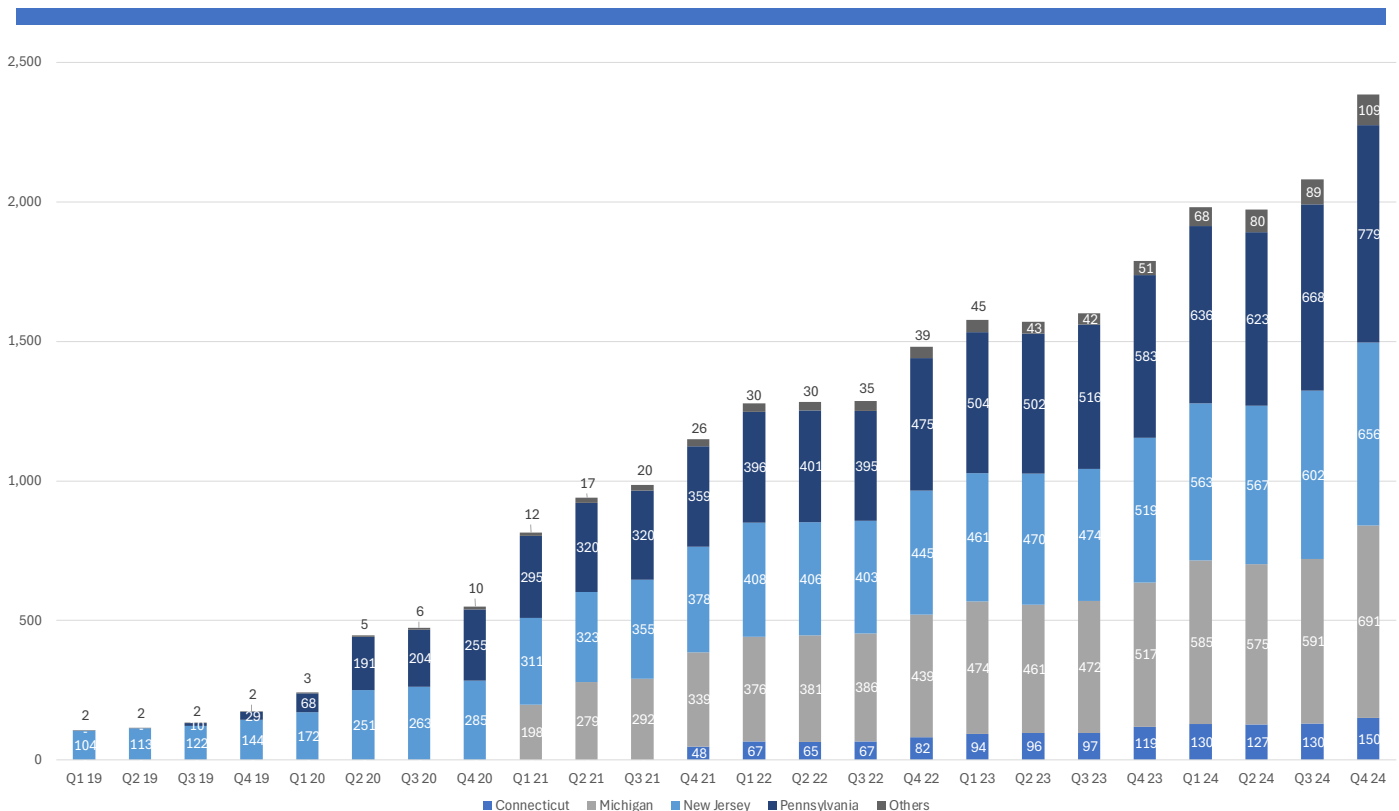


Source: Regulator Data, H2 Gambling Capital Research, 2025

iGaming Performance

- iGaming gross win of \$2.38bn in Q4 is a new record high, up 14.6% compared to the previous record high recorded in the previous quarter. This is up 33.3% year on year, and with the exception of a \$9.7m contribution from Rhode Island, is all organic growth (32.7% year on year organic growth).
- This takes gross win for the full year to \$8.42bn – up 28.7% year on year, with every single month of 2024 returning gross win growth above 20% year on year – demonstrating the strong, continued growth in the market. Due to seasonality, it is expected that there is a decline from Q1 to Q2 & Q3 before recovering for Q4, however, the strong underlying growth in the market has led to just a slight decrease of 0.5% from Q1 to Q2 before an increase of 5.5% in Q3, overtaking Q1 in 2024. Growth in Q4 was expected but not at this scale, again demonstrating the strength of the market when coupled with seasonality gains.
- Q4 saw Pennsylvania and Michigan enjoy strong growth of 33.5% and 33.6% on the prior year period, respectively. New Jersey growth was slightly lower at 26.4% and after posting higher Q3 gross win than Michigan, this lower growth rate has seen Michigan record \$45m more gross win in Q4. Pennsylvania remains the largest iGaming market, with full year GGR of \$2.71bn, but this is closely followed by Michigan at \$2.44bn and New Jersey at \$2.39bn.
- In Q4, iGaming maintained the record high annualised gross win per adult (in states where it is legal) of \$298 per adult – or a new record high of \$263 per adult on a rolling 12-month basis. However, this includes Nevada and Delaware (as well as the addition of Rhode Island). If we were to focus on the states that have a full offering (New Jersey, Michigan, Pennsylvania, Connecticut and West Virginia) this would lead to an annualised iGaming gross win per adult of \$337 in Q4 2024 – or \$298 on a rolling 12-month basis. This compares to average sports wagering per adult of \$110 on an annualised Q4 basis / \$100 on a rolling 12-month basis – only about 33% of that of iGaming.

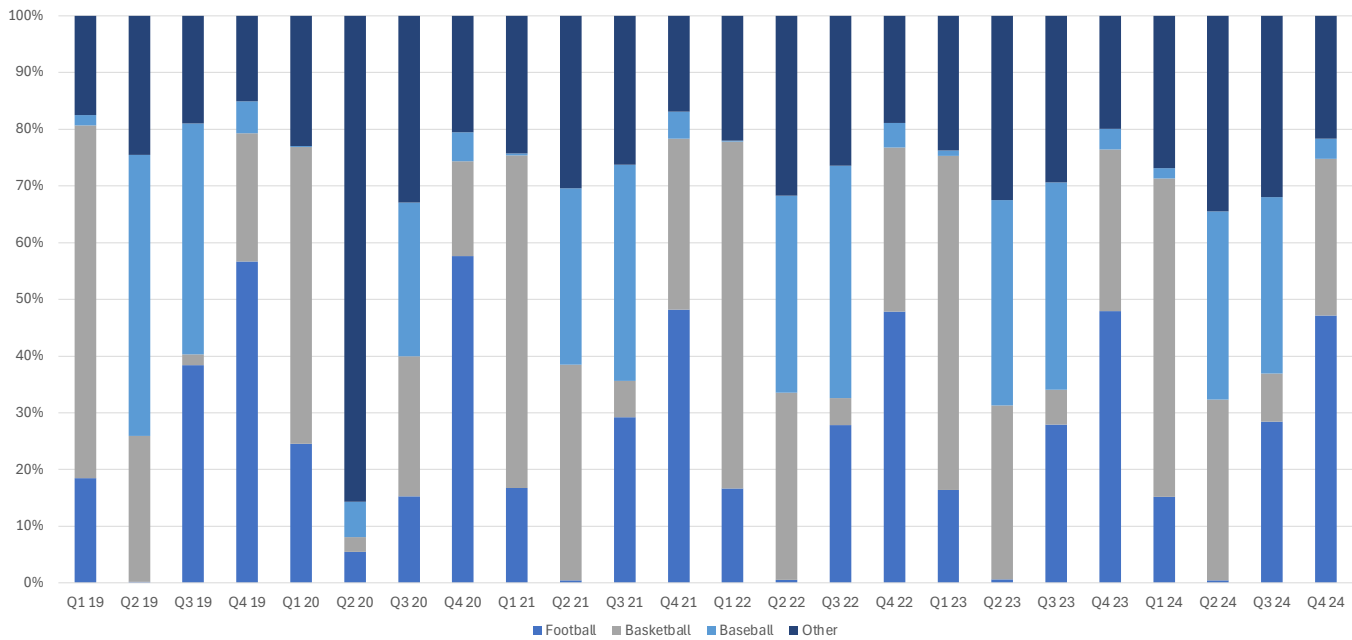
QUATERLY IGAMING GROSS WIN (\$M)



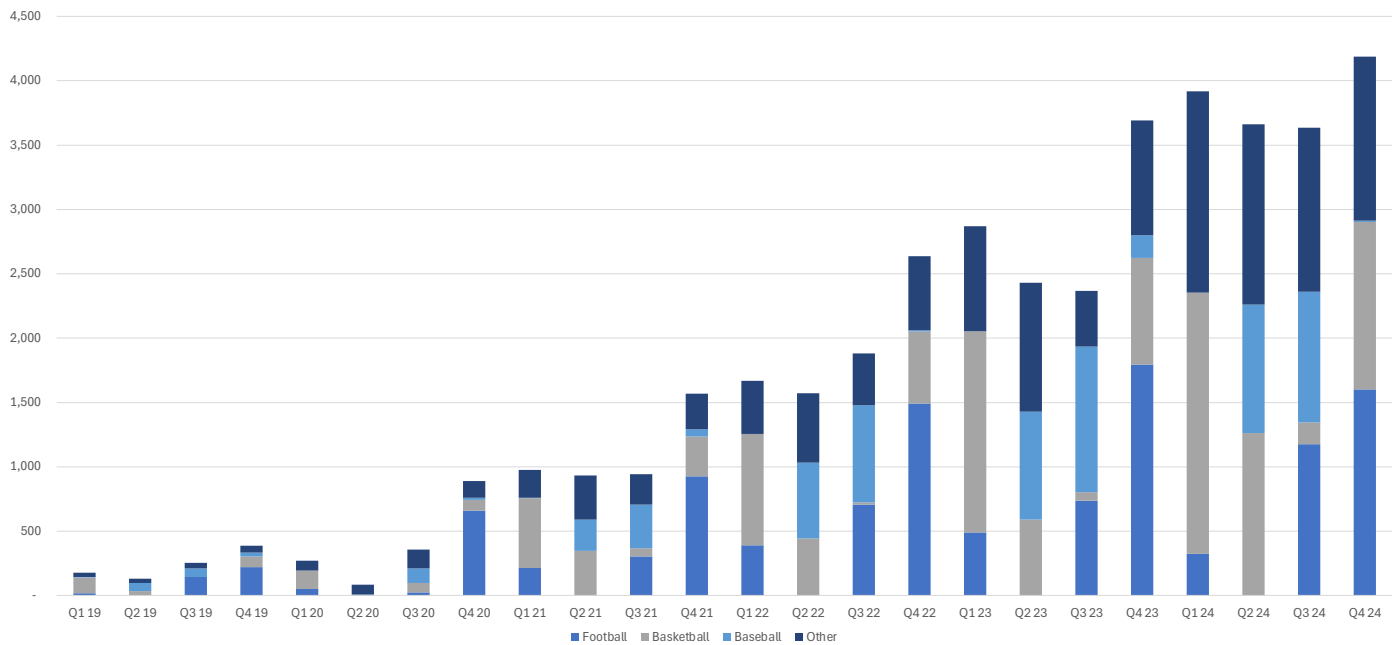
Source: Regulator Data, H2 Gambling Capital Research, March 2025

US SPORTSBETTING QUATERLY ANALYSIS

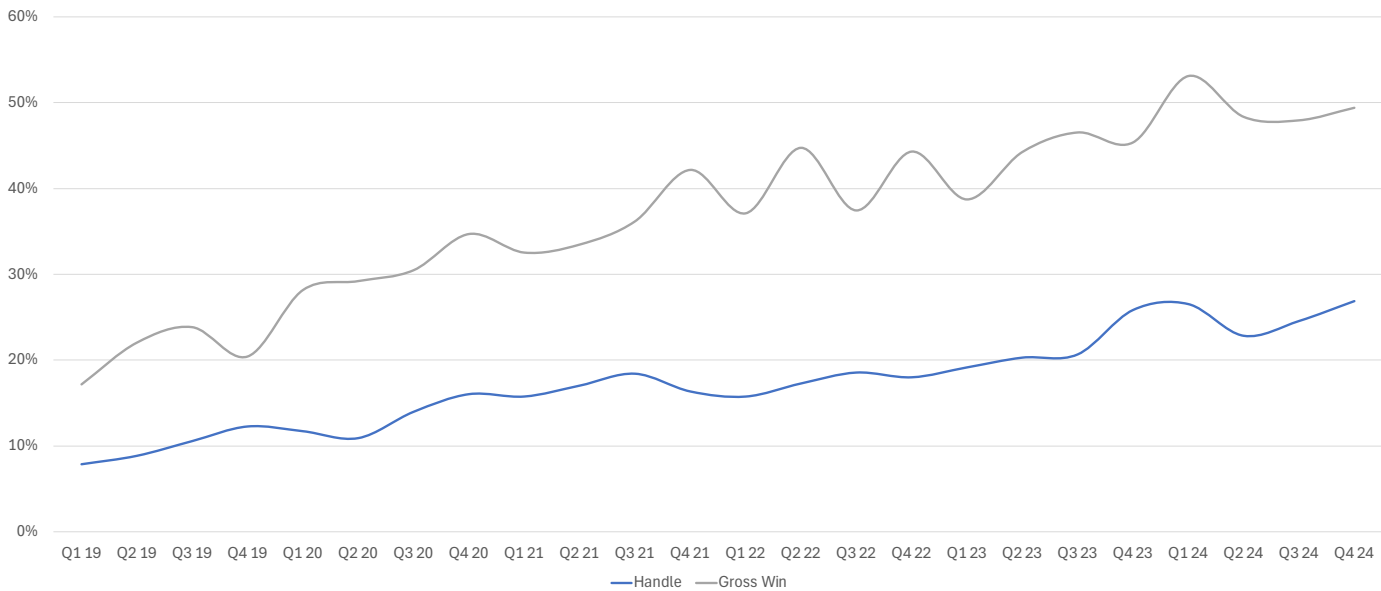
Share of Handle by Sport



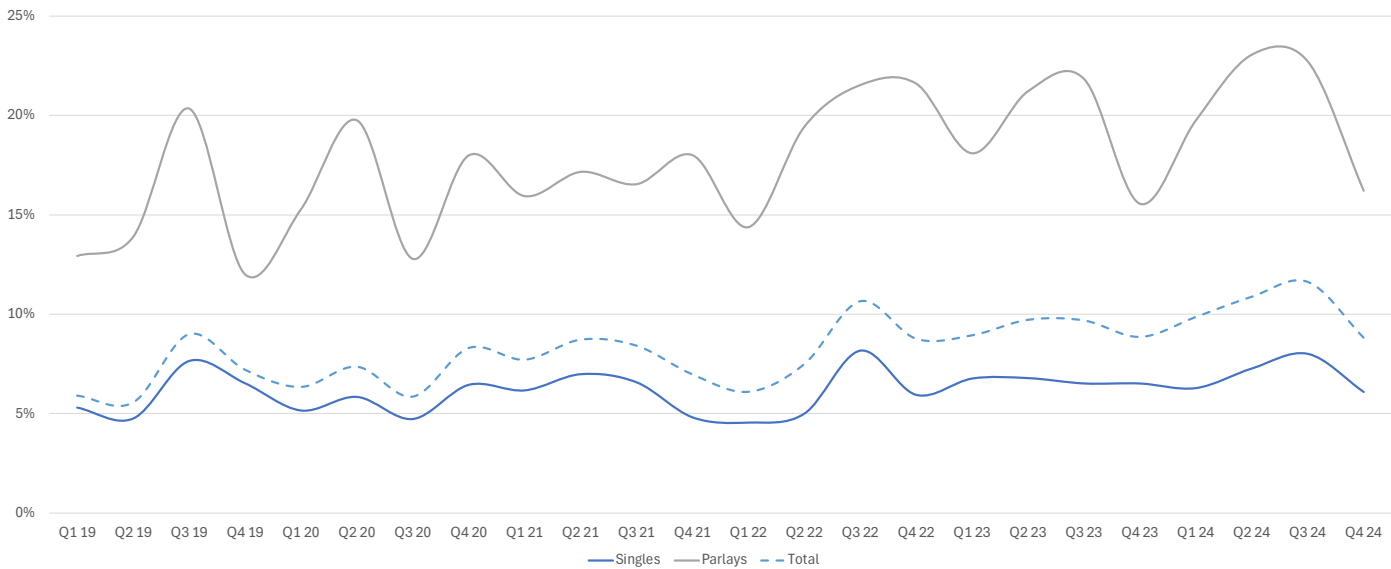
Quarterly Gross Win by Sport (US\$m)



Parlays: Share of Handle & Gross Win

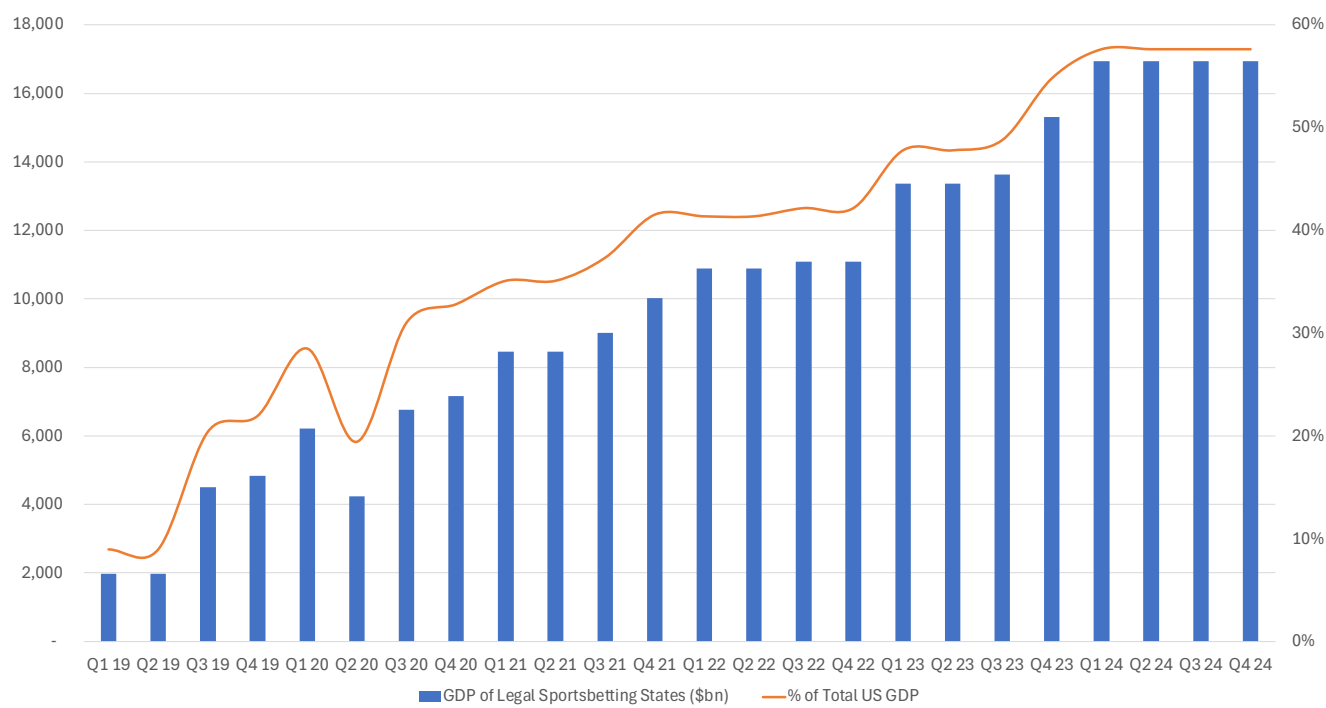


Hold Margin of Parlay vs Single Bets

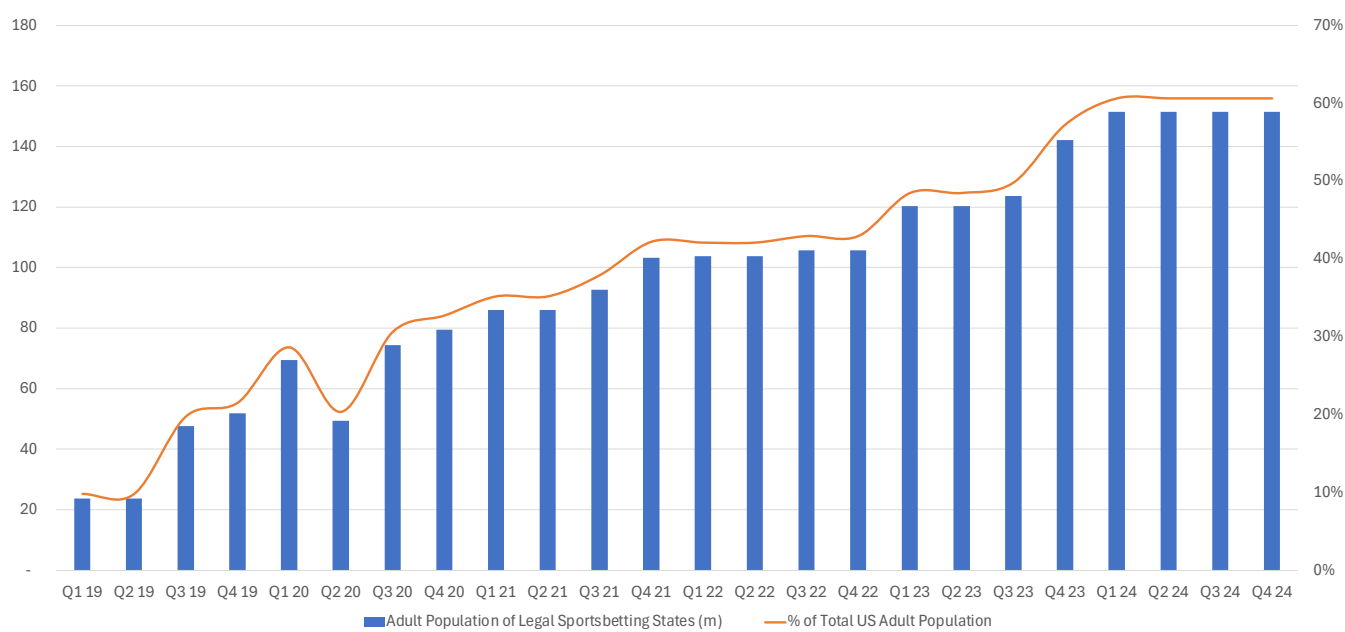


US SPORTSBETTING QUATERLY ANALYSIS

GDP Of Legal US Sportsbetting States (\$bn)

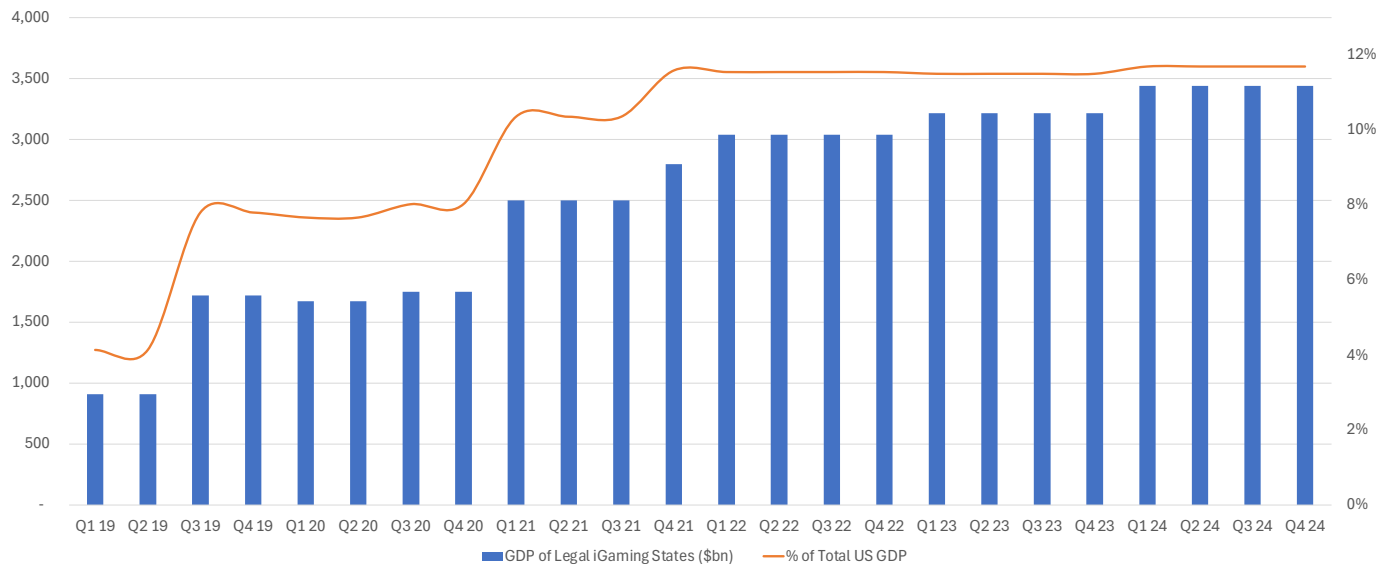


Adult Population Of Legal US Sportsbetting States (millions)

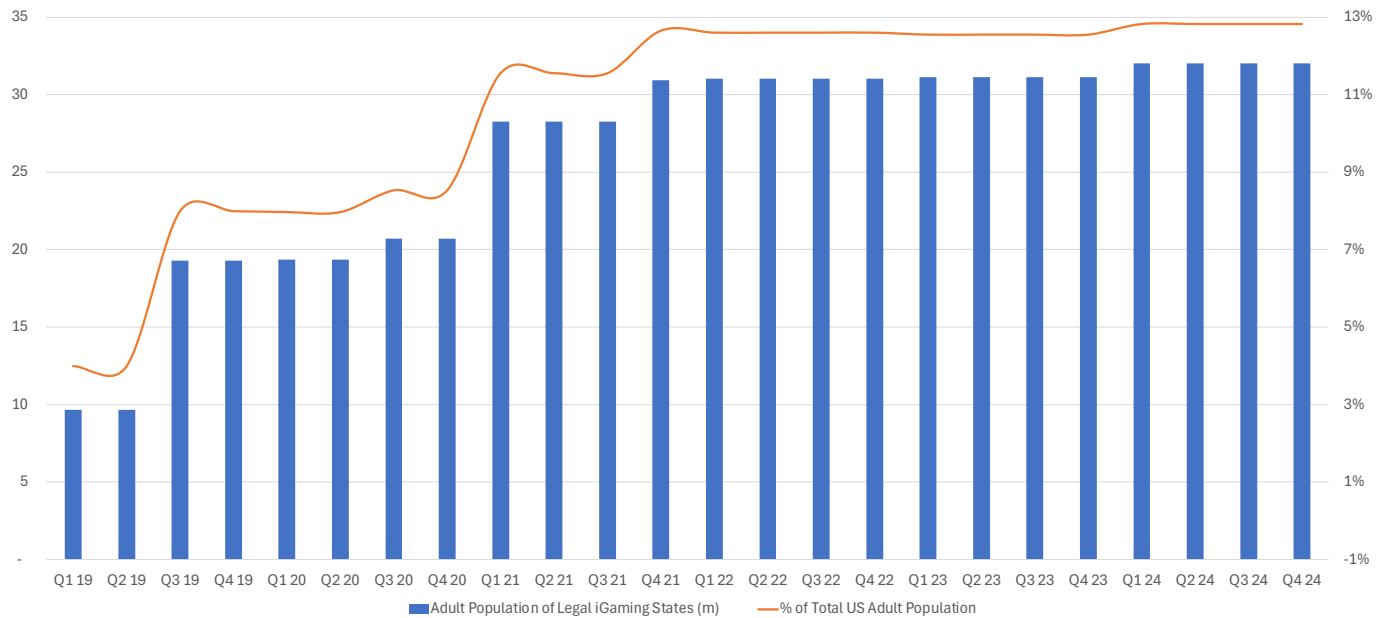


US IGAMING QUATERLY ANALYSIS

GDP Of Legal US iGaming States (\$bn)



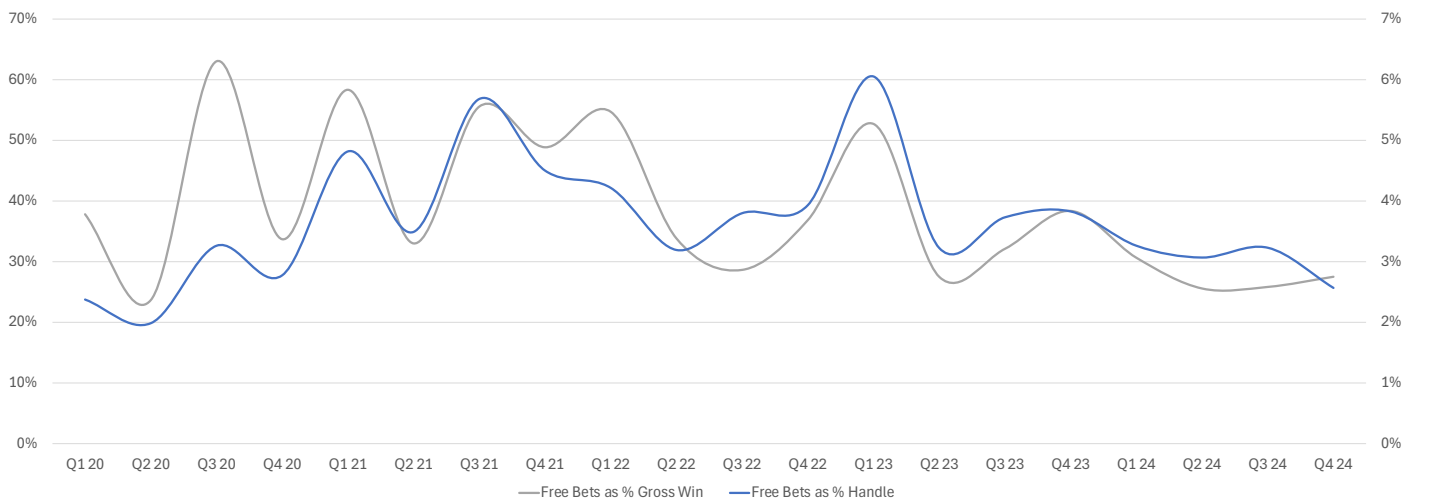
Adult Population Of Legal US iGaming States (millions)



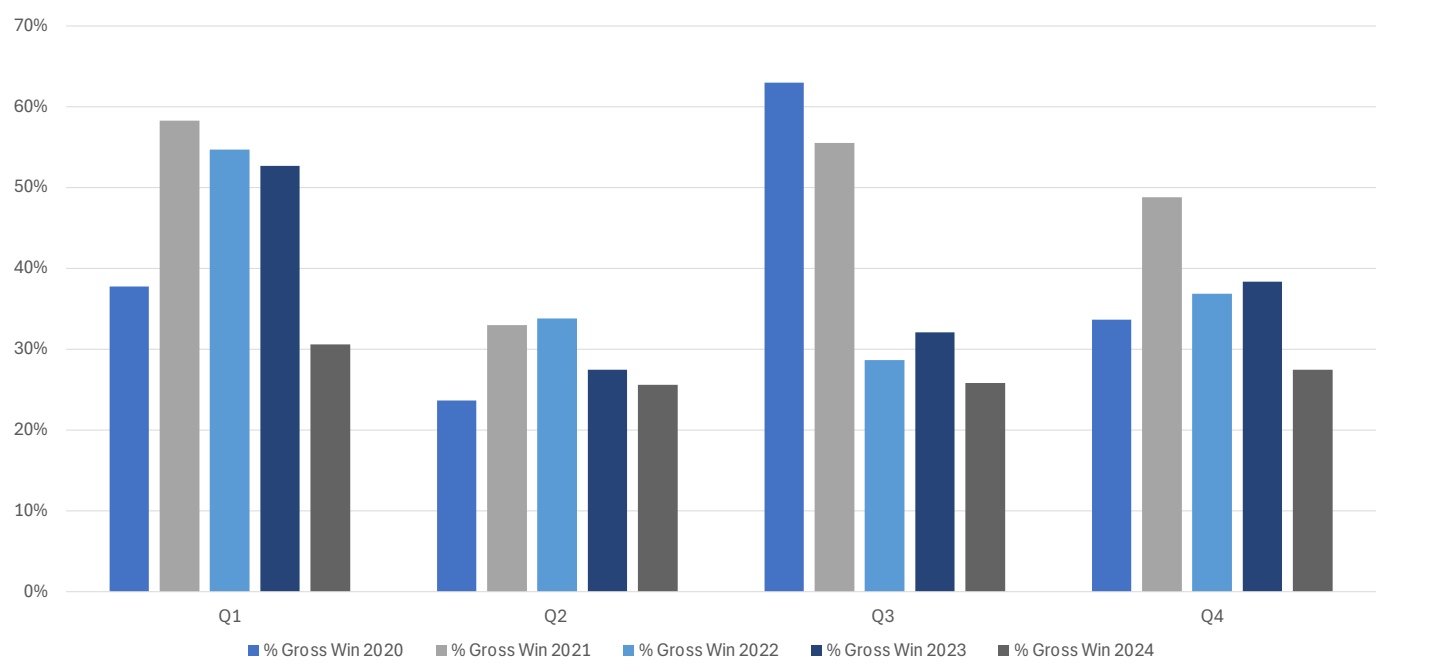
REPORTED MARKETS ONLINE SPORTSBETTING FREE BETS

Note - Data is a Weighted Average from Arizona, Colorado, Connecticut, Kansas, Louisiana, Maryland, Michigan, Ohio, Pennsylvania and Virginia - this is not the total market estimate

Free Bets as % of Handle (LHS) and Gross Win (RHS)



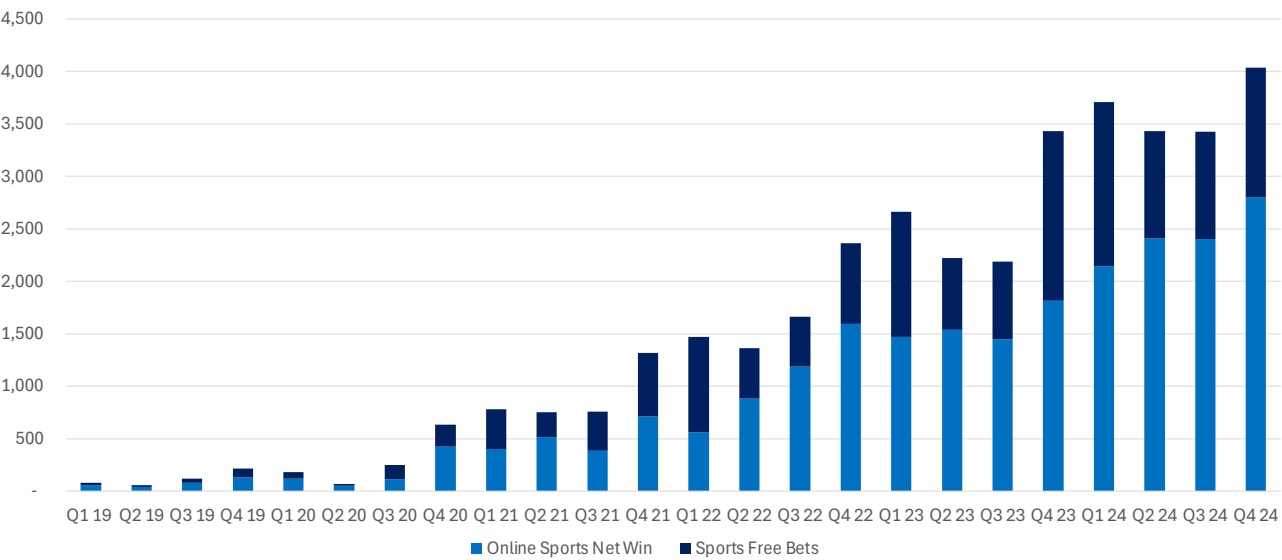
Free Bets as % Gross Win – 2020 – 2024 to Date



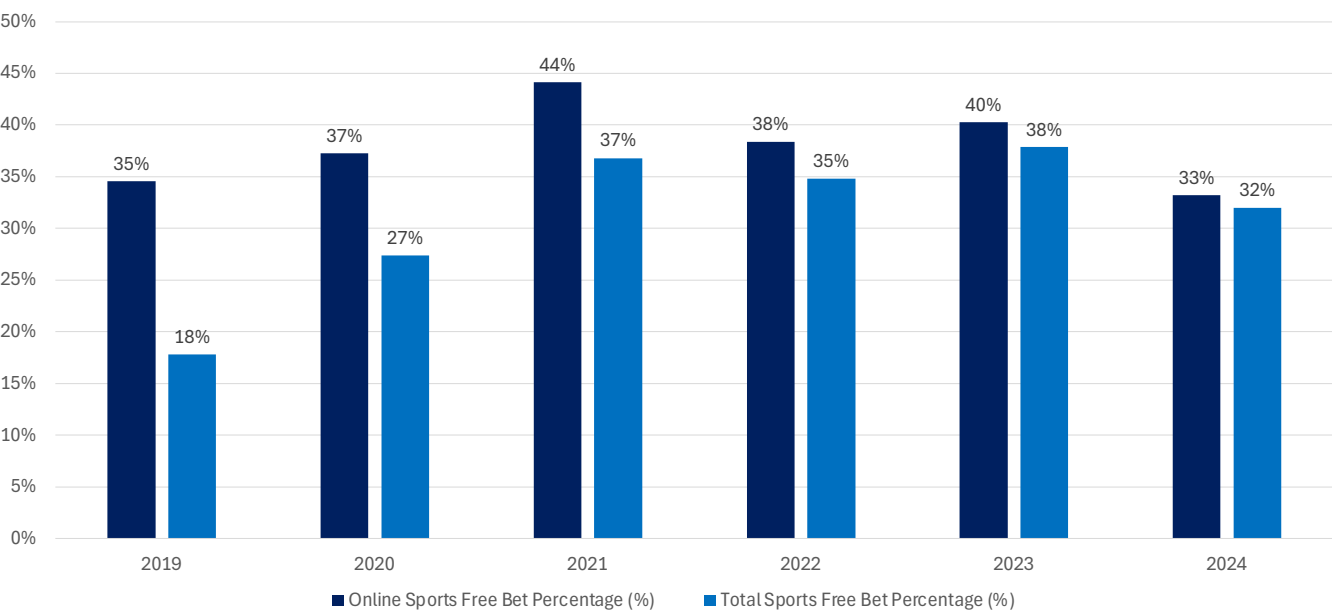
TOTAL MARKET ESTIMATES – ONLINE SPORTSBETTING FREE BETS

Note – Total Market Estimates as opposed to sample reported states

Online Sportsbetting Net Win vs Free Bets (\$m)



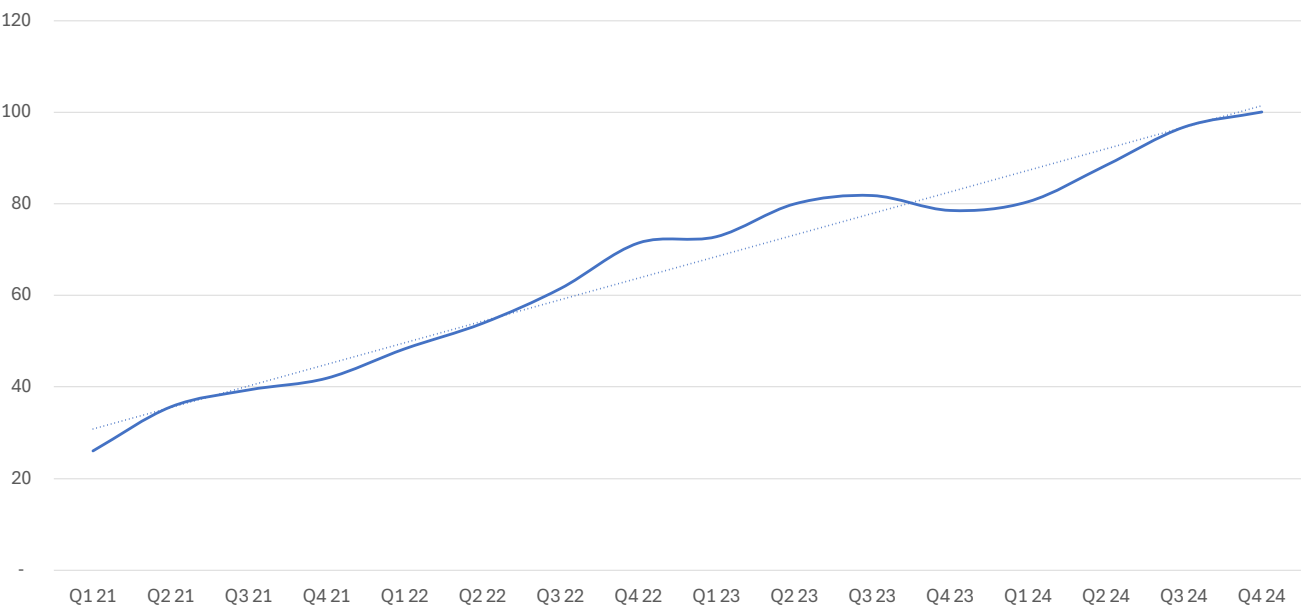
Sportsbetting Free Bet %



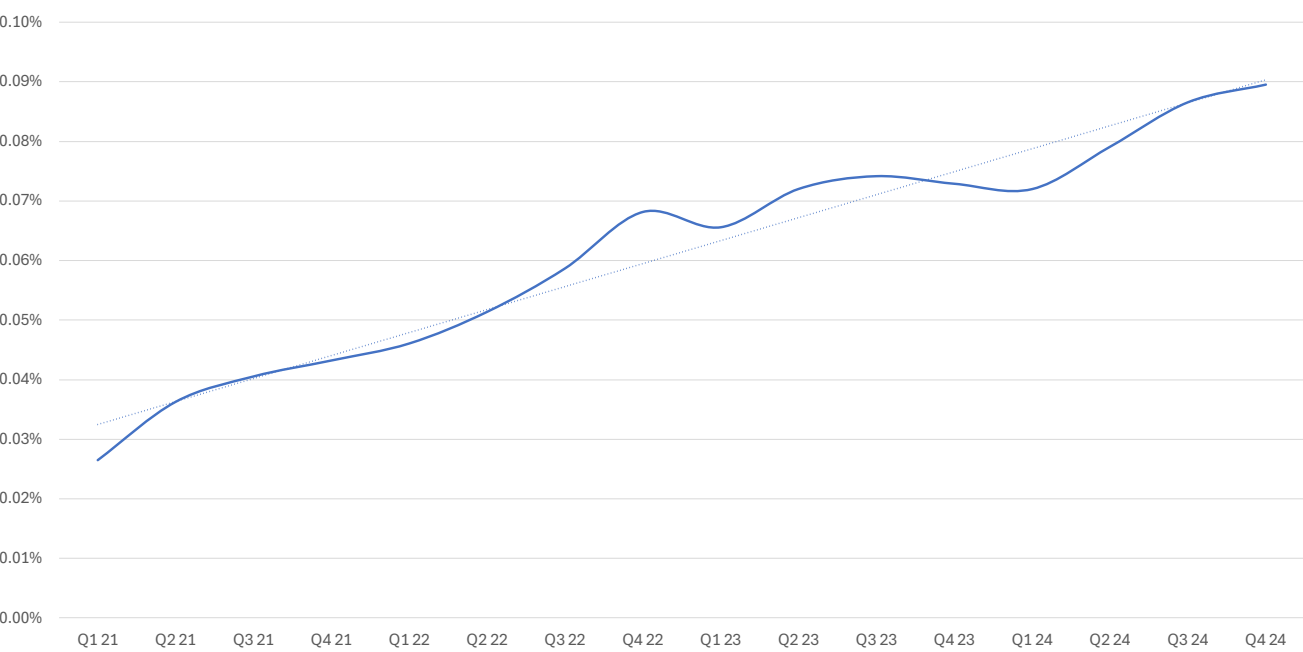
SPORTS BETTING GROSS WIN PER ADULT / AS % GDP

Below we show the quarterly sports betting gross win – Rolling 12 months – divided by the number of adults in those states with legal sportsbetting / as a percentage of the GDP in those states.

Rolling 12 Months Quarterly Gross Win Per Adult (in States with Legal Sports Betting)



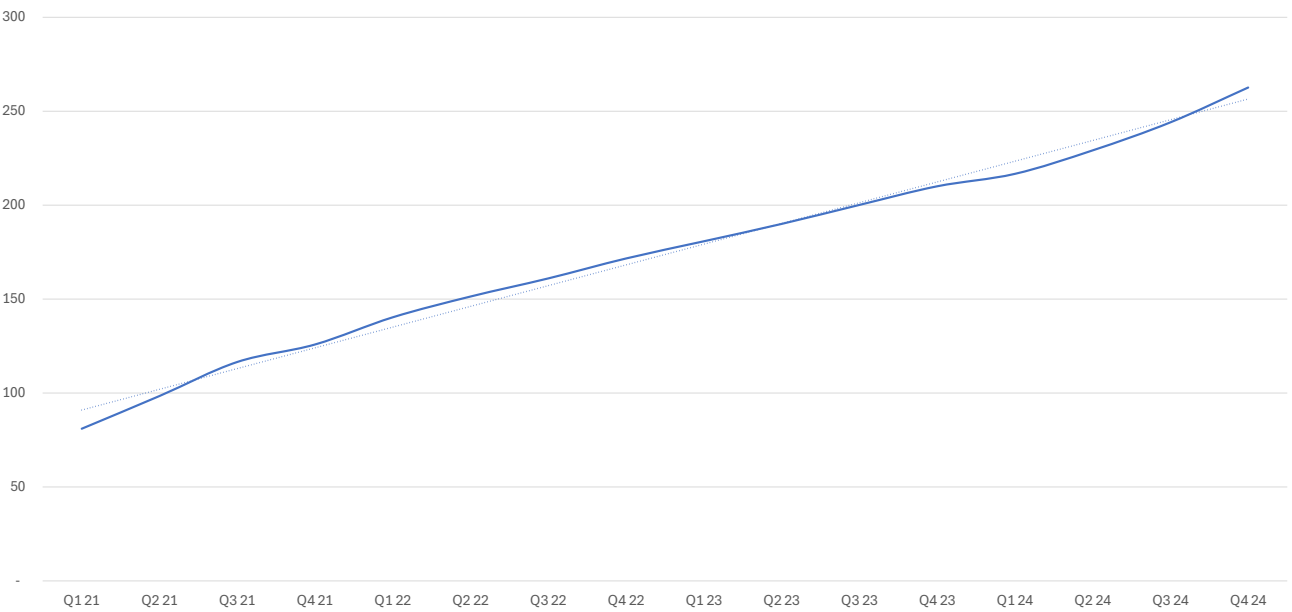
Rolling 12 Months Quarterly Gross Win as % GDP (in States with Legal Sports Betting)



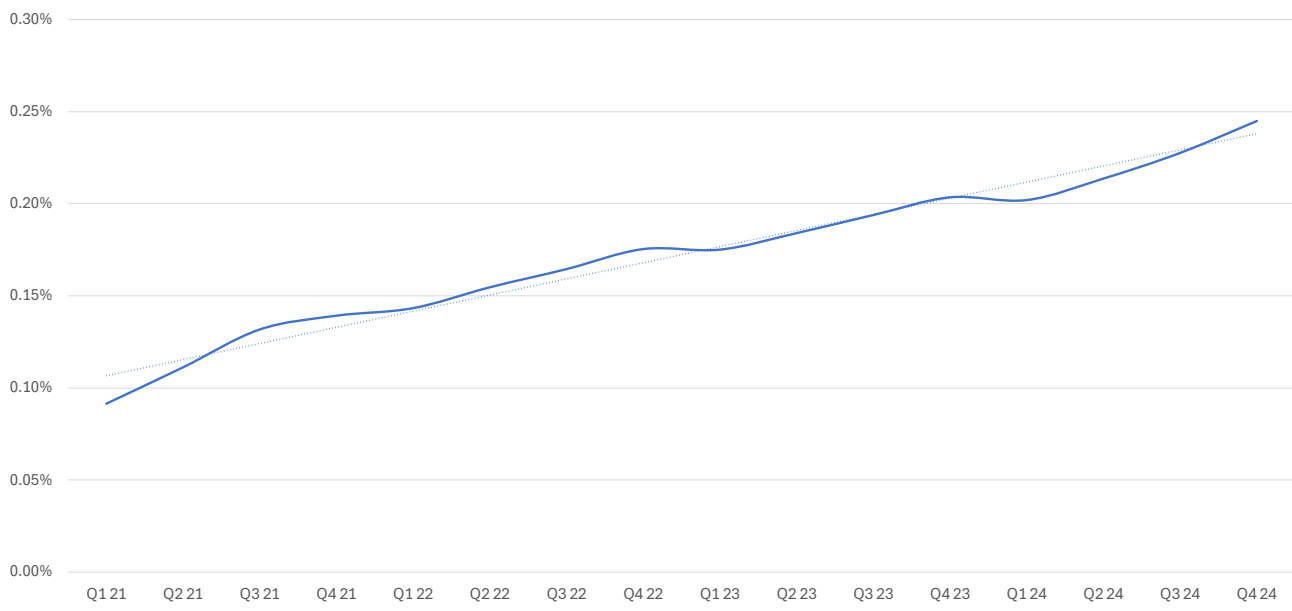
IGAMING GROSS WIN PER ADULT / AS % GDP

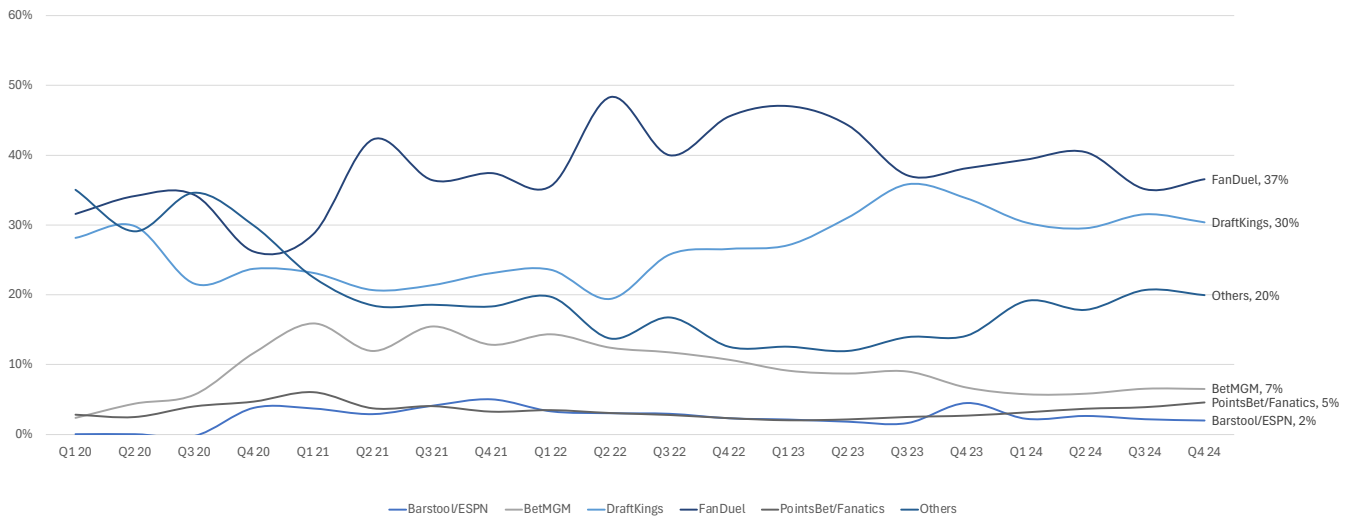
Below we show the quarterly iGaming gross win – Rolling 12 months – divided by the number of adults in those states with legal iGaming / as a percentage of the GDP in those states.

Rolling 12 months Quarterly Gross Win Per Adult (in States with Legal iGaming)

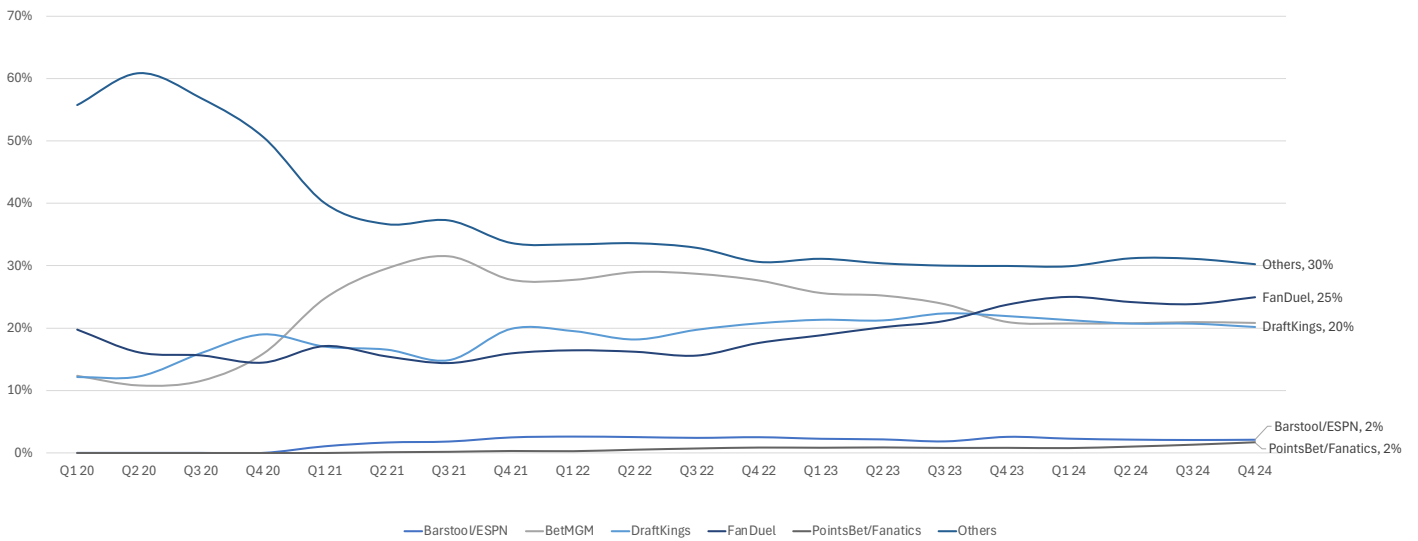


Rolling 12 months Quarterly Gross Win as % GDP (in States with Legal iGaming)

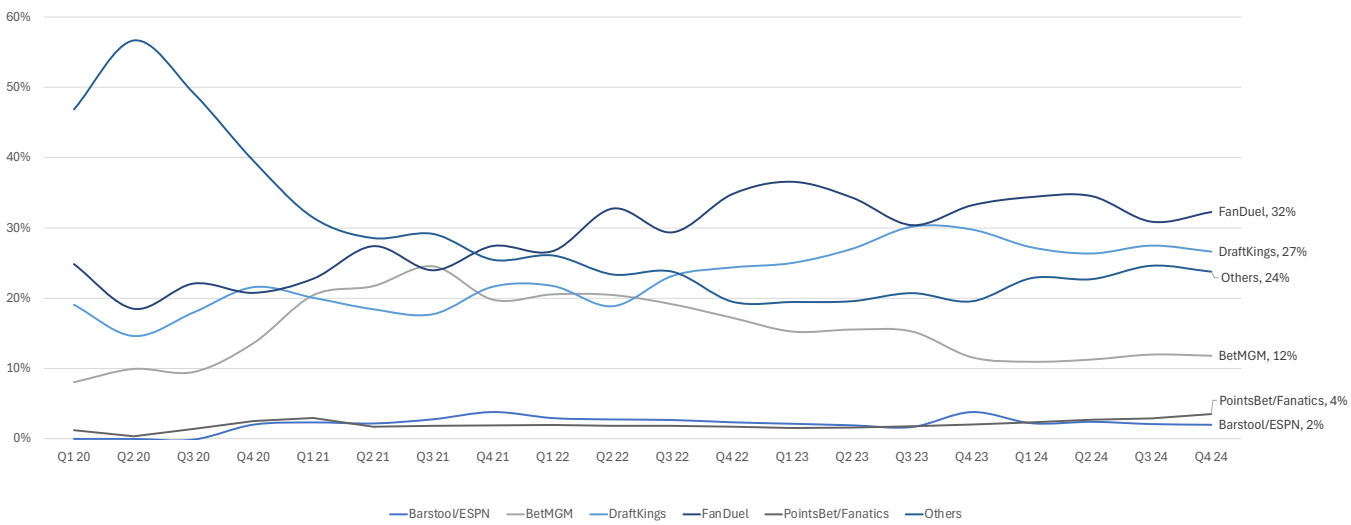




10. *Journal of the American Medical Association*, 2000; 284: 2689-2694.



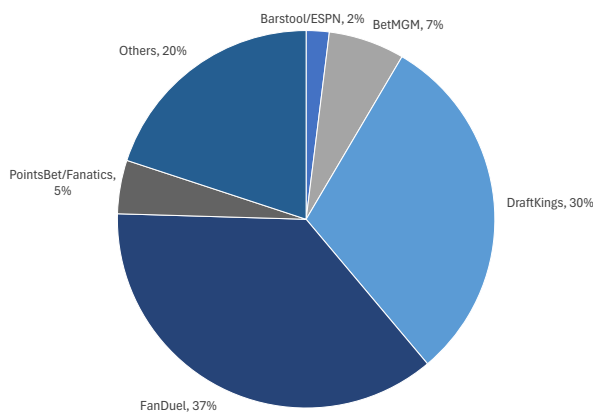
TOTAL ONLINE SPORTSBETTING & IGAMING MARKET SHARE



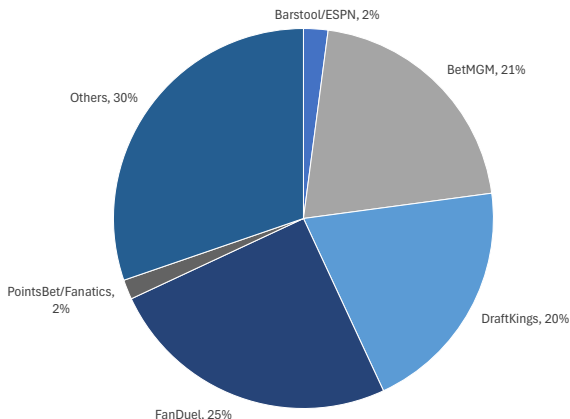
MONTHLY MARKET SHARE

- While we believe that a rolling 3-month market share is a better measure of market share, given short term monthly fluctuations due to certain promotional activity / sporting results, below we show the latest monthly market share for online sportsbetting and iGaming across the US.

Online Sportsbetting – Q4 2024



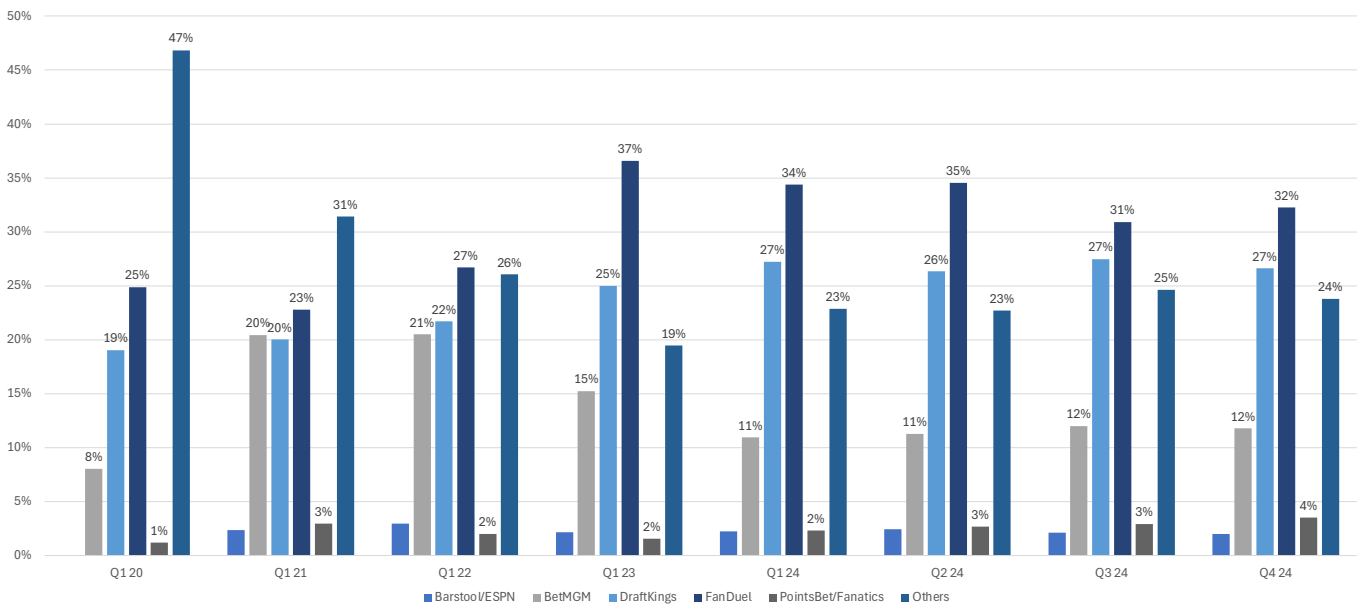
iGaming – Q4 2024



Source: Company Data, H2 Gambling Capital Research, 2025

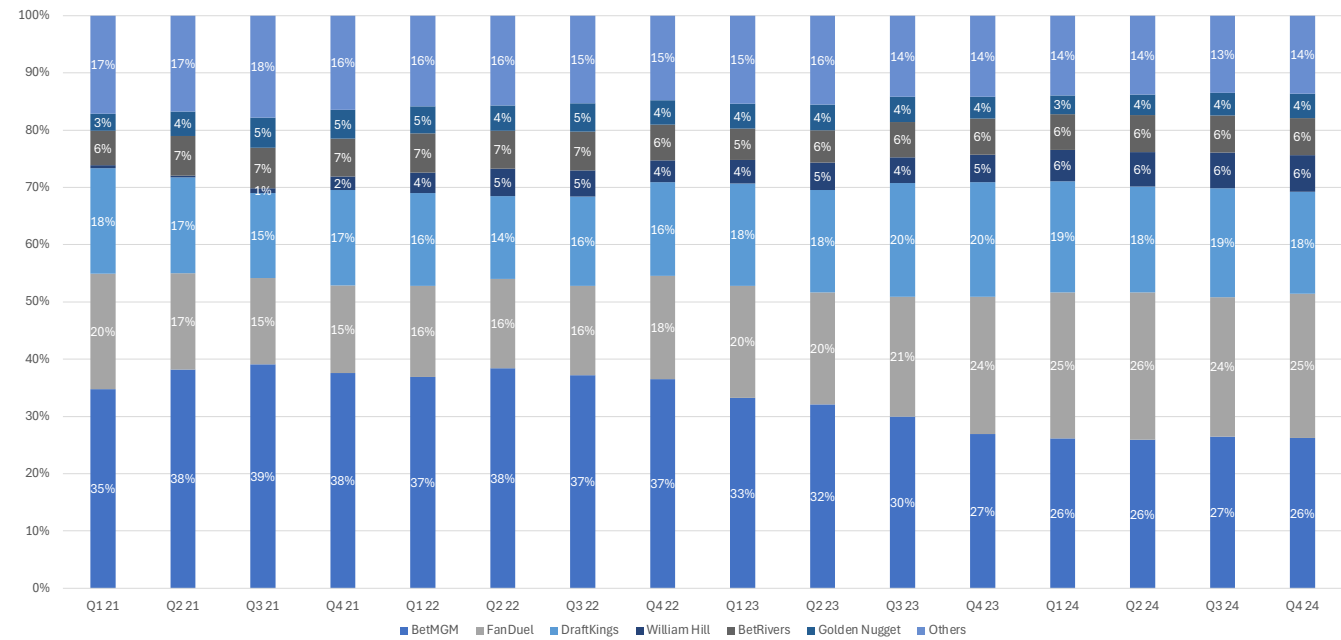
YEAR ON YEAR PERFORMANCE

Qtrly Combined iGaming and Sportsbetting performance over the last 4 years



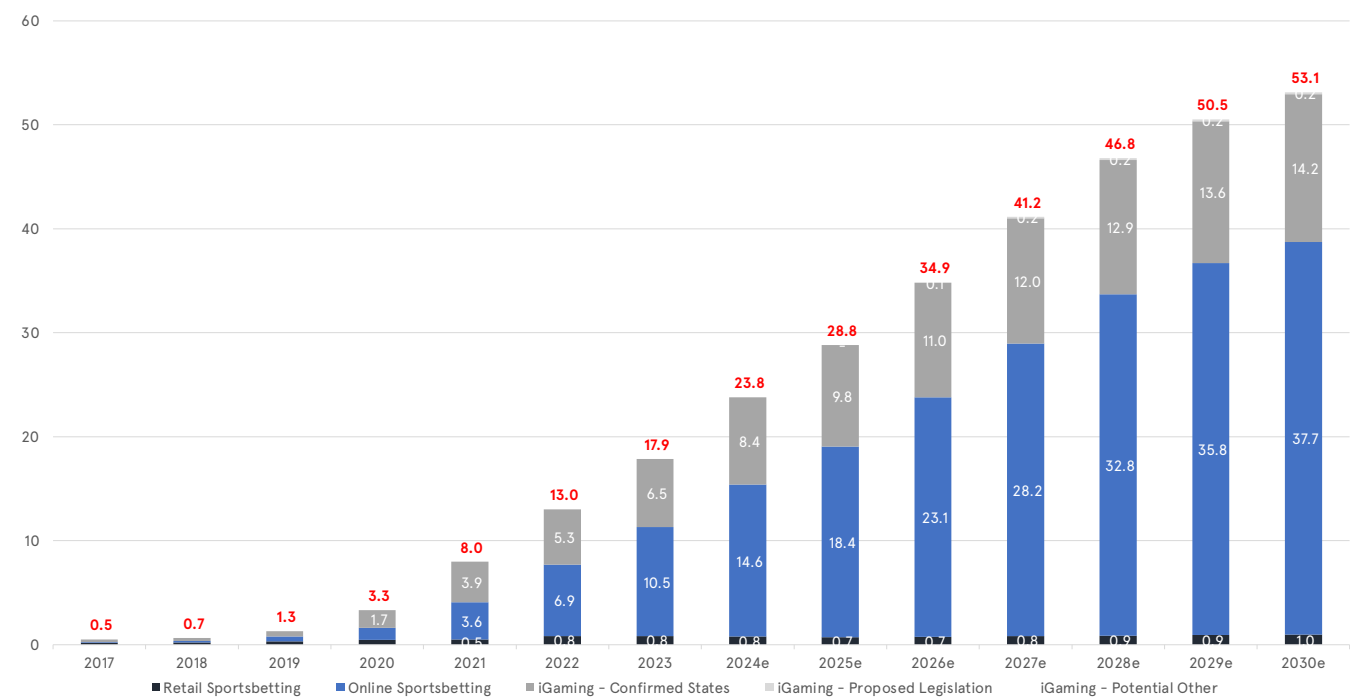
SOURCE: COMPANY DATA, H2 GAMBLING CAPITAL RESEARCH, 2025

IGAMING MARKET SHARE STATE IN FOCUS – MICHIGAN

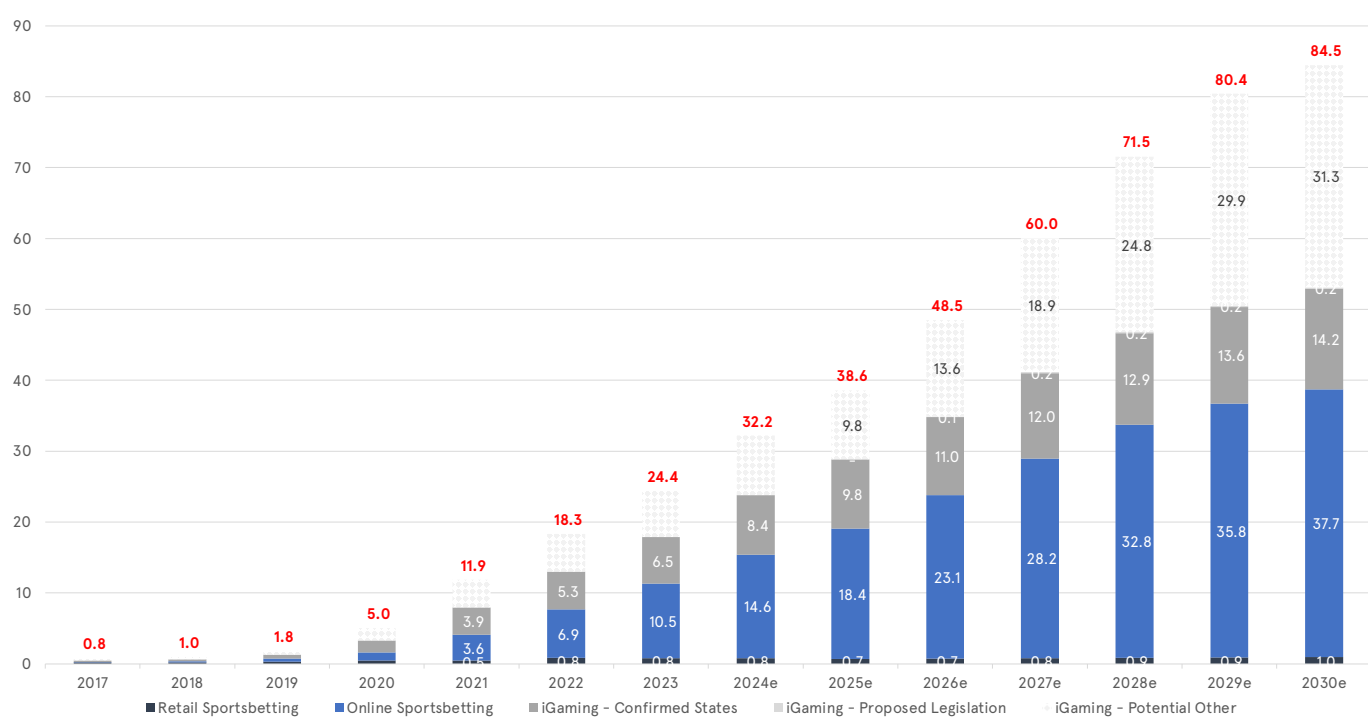


FUTURE FORECASTS

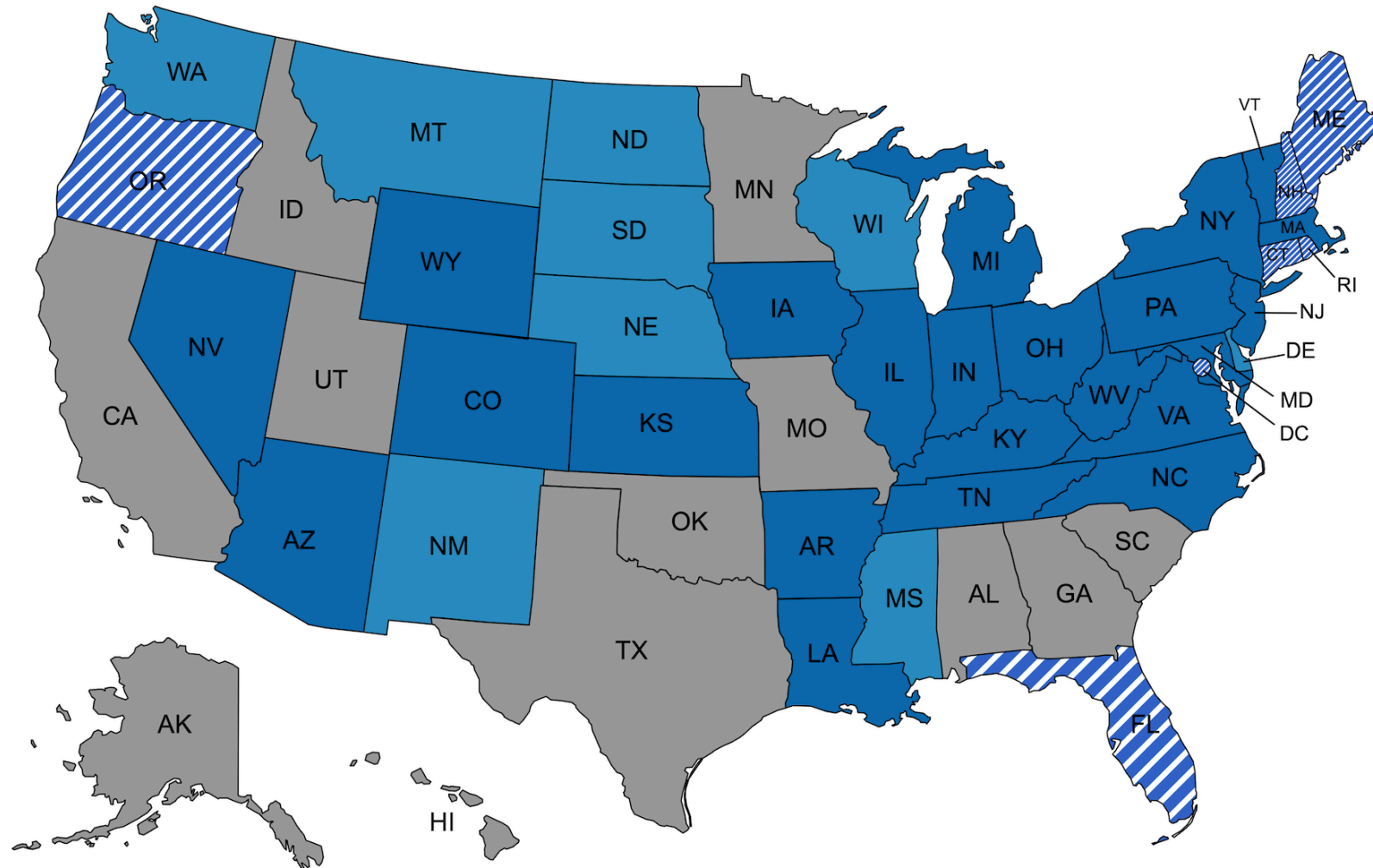
Sportsbetting / iGaming With Proposed Legislation (US\$bn)

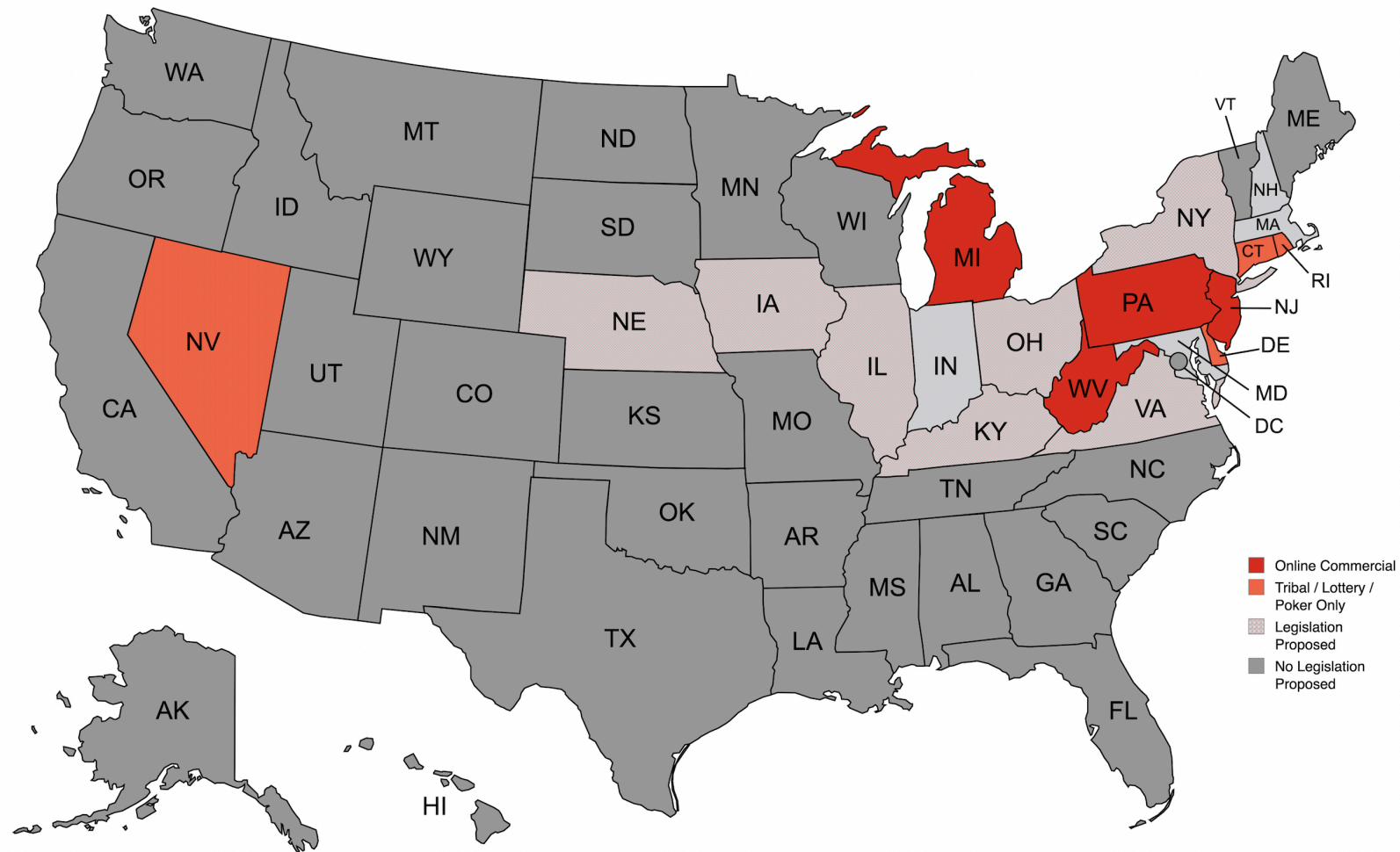


Including Other Possible iGaming Launches (Bull Case) (US\$bn)



US SPORTSBETTING REGULATORY OVERVIEW





US SPORTSBETTING REGULATORY OVERVIEW

	State	Current Legislative Position	Launch Date / Expected Launch Date		Supply Structure	Market Channels		Number of Sites	In-Play Betting	In-Person Registration	Betting on College Sports		Taxation	
			Retail	Online		Retail	Online				In-State Teams	Out of State Teams	Retail	Online
1	Arizona	Enacted - April 2021	09 September 2021	09 September 2021	Tribal Casinos / Major League Sports Organisations	Yes	Yes	2	Yes	No	Yes	Yes	8% Gross Win	10% Gross Win
2	Arkansas	Enacted	01 July 2019	05 March 2022	4 Casinos	Yes	Yes	2	Yes	No	Yes	Yes	13% on the first \$150m of gross win, 20% above \$150m	13% on the first \$150m of gross win, 20% above \$150m
3	Colorado	Enacted - November 2019	17 June 2020	01 May 2020	33 Landbased Casinos	Yes	Yes	1	Yes	No	Yes	Yes	10% Gross Win	10% Gross Win
4	Connecticut	Enacted - May 2021	30 September 2021	12 October 2021	2 Tribal Casinos / Lottery	Yes	Yes	1	Yes	No	No	Yes	13.75% Gross Win	13.75% Gross Win
5	Delaware	Enacted	04 June 2018 (Expansion)	N/A	3 Racetracks	Yes	No	N/A	N/A	N/A	No	Yes	Revenue Sharing - System Provider (Scientific Games) receives 12.5% of Gross Win. From the remainder, State 50%, Casinos 40%, and Horseracing Purses 10%.	N/A
6	District of Columbia	Enacted - May 2019	31 July 2020	Monopoly Launch - 28 May 2020 Commercial Launch 15 July 2024	Initially - Online Lottery Monopoly with Retail Providers Permitted to Offer Ringfenced Online Platforms / Commercial Online Launched 15 July 2024	Yes	Yes	2	Yes	No	Yes	Yes	10% Gross Win	20% Gross Win
7	Florida	Enacted - May 2021	07 December 2023	Initial Launch - 01 November 2021 Limited Relaunch - 01 November 2023 Full Relaunch - 06 December 2023	Tribal / Pari-Mutuel Betting Facilities	Yes	Yes	1	Yes	No	Yes	Yes	Tribal Revenue Sharing Agreement	Tribal Revenue Sharing Agreement
8	Illinois	Enacted - June 2019	09 March 2020	18 June 2020	Casinos / Racetracks / Sports Venues	Yes	Yes	1	Yes	No (ended 05-03-22)	No	Yes	15% Gross Win	15% Gross Win
9	Indiana	Enacted	01 September 2019	03 October 2019	11 Riverboats / 2 Racetracks / Off-Track Betting Facilities	Yes	Yes	3	Yes	No	Yes (excluding prop-bets)	Yes	9.5% Gross Win	9.5% Gross Win
10	Iowa	Enacted	16 August 2019	16 August 2019	19 Casinos / 2 Racetracks	Yes	Yes	2	Yes	No (ended 01-01-21)	Yes (excluding prop-bets)	Yes	6.75% Gross Win	6.75% Gross Win
11	Kansas	Enacted - May 2022	01 September 2022	01 September 2022	4 Casinos	Yes	Yes	3	Yes	No			10% Gross Win	10% Gross Win
12	Kentucky	Enacted - April 2023	07 September 2023	28 September 2023	9 Racetracks	Yes	Yes	3	Yes	No	Yes	Yes	9.75% Gross Win	14.25% Gross Win
13	Louisiana	Approved by State-Wide Referendum - 2020 Enacted - June 2021	31 October 2021	28 January 2022	Casinos / Racetracks / Lottery	Yes	Yes	2	Yes	No	Yes (excluding prop-bets from 01 August 2024)	Yes (excluding prop-bets from 01 August 2024)	10% Gross Win	15% Gross Win
14	Maine	Enacted - May 2022	03 November 2023	03 November 2023	Tribes (Online) / Casinos and Racetracks (Retail)	Yes	Yes	Not Defined	Yes	No	No	Yes	10% Net Win	10% Net Win
15	Maryland	Enacted - May 2021	09 December 2021	23 November 2022	30 Retail Licenses / 60 Online Licenses	Yes	Yes	1	Yes	No	Yes (excluding prop-bets)	Yes (excluding prop-bets)	15% Gross Win	15% Gross Win (+2.5% on revenue above \$6m per annum)
16	Massachusetts	Enacted - August 2022	31 January 2023	10 March 2023	Racetracks / Casinos / 7 Commercial Online Operators	Yes	Yes	2	Yes	No	No	Yes	15% Gross Win	20% Gross Win
17	Michigan	Enacted - December 2019	11 March 2020	22 January 2021	3 Commercial Casinos / 23 Tribal Casinos	Yes	Yes	1	Yes	No	Yes	Yes	8.4% Gross Win + 3.25% for Commercial Casinos	8.4% Gross Win + 3.25% for Commercial Casinos
18	Mississippi	Enacted / Commercial Expansion Proposed	01 August 2018	01 August 2018	31 Casinos (Online Expansion Proposed in 2025)	Yes	Yes (Geo-Fenced Within Casinos Only (Expansion Proposed))	1	N/A	No	Yes	Yes	12% Gross Win	Not Defined
19	Montana	Previously Enacted Prior to PASPA - Expansion Enacted May 2019	12 March 2020	12 March 2020	Lottery / Mobile on Premises Only	Yes	Yes	N/A	Yes	N/A	Yes	Yes	N/A	N/A
20	Nebraska	Enacted - May 2021	22 June 2023	N/A (Commercial Expansion Proposed 2025)	6 Racetracks	Yes	No	N/A	Yes	N/A	No	Yes	20% Gross Win	N/A
21	Nevada	Enacted	Pre Dates PASPA	Pre Dates PASPA	280 Casinos	Yes	Yes	Unclear	Yes	Yes	Yes	Yes	6.75% Gross Win	6.75% Gross Win
22	New Hampshire	Enacted - July 2019	12 August 2020	30 December 2019	1 Lottery Led Operator (DraftKings)	Yes	Yes	5	Yes	No	No	Yes	Revenue Sharing - Operator 50% / Lottery 50%	Revenue Sharing - Operator 50% / Lottery 50%
23	New Jersey	Enacted	12 June 2018	02 August 2018	8 Atlantic City Casinos / 3 Racetracks	Yes	Yes	3	Yes	No	No	Yes	8.5% Gross Win	13% Gross Win for Casinos - 14.25% for Racetracks
24	New Mexico	Permissible Regulation Under State / Tribal Gaming Compacts	16 October 2018	N/A	15 Tribal Casinos (Online and Retail Expansion at Racetracks Proposed 2021)	Yes	Expansion Proposed	N/A	N/A	N/A	No	Yes	Determined by Tribal / State Compacts	Not Defined
25	New York	Previously Enacted Prior to PASPA - Interactive Expansion Enacted April 2021	16 July 2019	08 January 2022	4 Commercial Casinos / 3 Tribal Casinos / 9 Commercial Online Operators	Yes	Yes	1	Yes	No	No	Yes	10% Gross Win	51% Gross Win
26	North Carolina	Enacted - June 2023	H2 Expectation - March 2025	11 March 2024	8 Retail Operators at Pro Sports Stadiums / 12 Online Operators	Yes	Yes	1	Yes	No	Yes	Yes	18% Gross Win	18% Gross Win
27	North Dakota	Enacted - Dec 2021	17 March 2022	N/A	4 Tribal Casinos (Commercial Expansion Proposed)	Yes	No	N/A	N/A	N/A	Yes	Yes	Determined by Tribal / State Compacts	N/A
28	Ohio	Enacted - December 2021	01 January 2023	01 January 2023	25 Retail / Online Licenses / Lottery	Yes	Yes	1 (licensees can apply for a 2nd at the discretion of gaming board)	Yes	No	Yes (excluding prop-bets)	Yes (excluding prop-bets)	20% Gross Win	20% Gross Win
29	Oregon	Previously Enacted Prior to PASPA - Interactive Expansion Enacted	Expanded 28 August 2019	16 October 2019	Lottery / Tribal Casinos (Commercial Online Expansion Proposed 2021)	Yes	Yes	1	Yes	No	Lottery - No Tribal - Yes	Yes	N/A	N/A
30	Pennsylvania	Enacted	17 November 2018	28 May 2019	6 Casinos / 6 Racetracks	Yes	Yes	1	Yes	No	Yes	Yes	36% Net Win	36% Net Win

31	Rhode Island	Enacted / Interactive Expansion Proposed	4 Tribal Casinos	04 September 2019	Lottery Led via 2 Casinos	Yes	Yes	1	Yes	No	No	Yes	Revenue Sharing - State: 51%, System Provider IIGT / William Hill 32%, Casino 17%	51% Gross Win
32	South Dakota	Approved by State-Wide Referendum - 2020 Enacted - March 2021	09 September 2021	09 September 2021	Commercial Casinos (Deadwood) / Tribal Casinos (Commercial Online Expansion Proposed 2025)	Yes	Yes Geo-Fenced Within Casinos Only	1	Not Defined	Yes	No	Yes	9% Gross Win	9% Gross Win
33	Tennessee	Enacted - May 2019	N/A	01 November 2020	Online Only	No	Yes	Not Defined	Yes (excluding college sports)	N/A	Yes	Yes	N/A	1.85% on Handle from 01 July 2023 (20% Gross Win previously)
34	Vermont	Enacted - June 2023	N/A	11 January 2024	2-6 Commercial Online Operators	No	Yes	1	Yes	N/A	Yes (excluding prop-bets)	Yes (excluding prop-bets)	N/A	Revenue Sharing Agreement - Min 20% Gross Win
35	Virginia	Enacted - April 2020	Online Only Initial Roll Out	21 January 2021	17 Online Operator / 5 Casinos / 1 NFL Stadium	Yes	Yes	1	Yes	No	No	Yes	15% Net Win	15% Net Win
36	Washington	Enacted - March 2020	09 September 2021	09 September 2021	34 Tribal Casinos	Yes	Yes Geo-Fenced Within Casinos Only	1	Yes	N/A	No	Yes	Determined by Tribal / State Compacts	Determined by Tribal / State Compacts
37	West Virginia	Enacted	30 August 2018	27 December 2018	4 Racetracks / 1 Casino	Yes	Yes	3	Yes	No	Yes	Yes	10% Gross Win	10% Gross Win
38	Wisconsin	Enacted - July 2021	30 November 2021	N/A	Tribal Only	Yes	No	N/A	Yes	N/A	No	Yes	Determined by Tribal / State Compacts	N/A
39	Wyoming	Enacted - April 2021	N/A	01 September 2021	Online Only	No	Yes	1	Yes	No	Yes	Yes	N/A	10% Gross Win
1	Missouri	Enacted - November 2024	H2 Expectation - July 2025	H2 Expectation - July 2025	13 Riverboat Casinos / 6 Professional Sports Teams / 2 Online-Only Licenses	Yes	Yes						10% Net Win	10% Net Win
1	Georgia	Proposed - 2025 - Active Legislation			Not Defined	Yes	Yes						20% Gross Win	20% Gross Win
2	Hawaii	Proposed - 2025 - Active Legislation			Not Defined	Yes	Yes						Not Defined	Not Defined
3	Minnesota	Proposed - 2025 - Active Legislation			11 Tribal Casinos	Yes	Yes						20% Gross Win	20% Gross Win
4	Oklahoma	Proposed - 2025 - Active Legislation			Tribal Casinos	Yes	Yes						Not Defined	Not Defined
5	South Carolina	Proposed - 2025 - Active Legislation			Commercial Online Operators	No	Yes						N/A	12.5% Net Win
6	Texas	Proposed - 2025 - Active Legislation			Commercial Operators Partnered with 13 Pro Sports Teams / 2 Racetracks	Yes	Not Defined						Not Defined	Not Defined
1	Alabama	Proposed - 2024 - No Active Legislation			Not Defined	Yes	Yes						17% Gross Win	17% Gross Win
2	Alaska	Proposed - 2022 - No Active Legislation			3 Commercial Online Operators	No	Yes						N/A	12% Gross Win
3	California	Proposed - 2021 - No Active Legislation			Tribal Casinos / Racetracks	Yes	Yes						10% Gross Win	Not Defined
1	Idaho	No Legislation Proposed												
2	Utah	No Legislation Proposed												

Key
39 Launched
1 Legislation Passed Awaiting Launch
6 Legislation Proposed - Live Legislation
3 Legislation Proposed - No Active Legislation
2 No Legislation Proposed
51 Total Number of States Included in the Table Above
4 Launched pre-PASPA
4 Launched in 2018
4 Launched in 2019
6 Launched in 2020
9 Launched in 2021
1 Launched in 2022
5 Expected to Launch in 2023
2 Expected to Launch in 2024

US IGAMING REGULATORY OVERVIEW

	State	Products Permitted	Current Legislative Position	Launch Date / Expected Launch Date	Supply Structure	Number of Skins per Licensee	Taxation
1	Connecticut	Poker and Casino Games	Enacted	12 October 2021	2 Tribal Casinos	1	18% of Gross Win (Increasing to 20% After 5-years)
2	Delaware	Poker and Casino Games	Enacted	31 October 2013	Lottery via 3 Racetracks	1	Revenue Sharing - System Provider (Scientific Games) receives 12.5% of Gross Win. From the remainder, State 50%, Casinos 40%, and Horseracing Purses 10%.
3	Michigan	Poker and Casino Games	Enacted	22 January 2020	3 Commercial Casinos / 23 Tribal Casinos	2	Tiered System Starting at 20% of Gross Win Under \$4m up to 28% Over \$12m + 3.25% City Tax for Commercial Casinos
4	Nevada	Poker (Casino Games Proposed 2021)	Enacted	30 April 2013	Commercial Interactive Operators	1	6.75% of Gross Win
5	New Jersey	Poker and Casino Games	Enacted	21 November 2013	7 Atlantic City Casinos	5	15% of Gross Win
6	Pennsylvania	Poker and Casino Games	Enacted	15 July 2019	11 Casino Licensees - 7 Remaining Individual Game Licenses Awarded to Commercial Interactive Operators	Unlimited	Slots - 54% of Net Win / Table Games - 16% of Net Win,
7	Rhode Island	Poker and Casino Games	Enacted	05 March 2024	2 Commercial Casinos (operated by Bally's)	Not Defined	Slots - 61% of Gross Win / Tables - 15.5% of Gross Win
8	West Virginia	Poker and Casino Games	Enacted	15 July 2020	5 Casinos	1 per product	15% of Gross Win
1	New York	Poker	Proposed 2025 - Active Legislation		Commercial / Tribal Casinos / Existing Sportsbetting Operators	Not Defined	30.5% of Gross Win
2	Hawaii	Poker and Casino Games	Proposed 2025 - Active Legislation		Not Defined	Not Defined	Not Defined
3	Illinois	Poker and Casino Games	Proposed 2025 - Active Legislation		Commercial Interactive Operators	Not Defined	25% of Gross Win
4	Maryland	Poker and Casino Games	Proposed 2025 - Active Legislation		Commercial Interactive Operators	Not Defined	Not Defined
5	Massachusetts	Not Defined	Proposed 2025 - Active Legislation		Not Defined	Not Defined	20% Net Win
6	New Hampshire	Poker and Casino Games	Proposed 2025 - Active Legislation		Not Defined	Not Defined	45% Gross Win
7	Wyoming	Poker and Casino Games	Proposed 2025 - Active Legislation		Tribal Casinos - Geo Fenced on Tribal Lands Only	Not Defined	Not Defined
1	Indiana	Poker and Casino Games	Proposed 2025 - No Active Legislation		Casinos	3	20% of Gross Win
2	Iowa	Poker and Casino Games	Proposed 2022 - No Active Legislation		Casinos / Racetracks	3	Not Defined
3	Kentucky	Poker	Proposed 2023 - No Active Legislation		Commercial Interactive Operators	1	6.75% of Gross Win
4	Missouri	Poker and Casino Games	Proposed 2021 - No Active Legislation		13 Riverside Casinos	3	12% of Gross Win
5	Nebraska	Poker	Proposed 2020 - No Active Legislation		Commercial Interactive Operators	Not Defined	25% of Gross Win
6	Ohio	Poker and Casino Games	Proposed 2024 - No Active Legislation		Casinos	1	Not Defined
7	Virginia	Poker and Casino Games	Proposed 2025 - No Active Legislation		Landbased Casino	Not Defined	Not Defined

8	Launched
0	Legislation Passed Awaiting Launch
7	Legislation Proposed - Live Legislation
7	Legislation Proposed - No Active Legislation
0	No Legislation Proposed

Connecticut

January 2025

- Rep. Tony Scott introduced multiple pieces of legislation to update the initial sports betting act. The proposed amendments included provisions to impose a maximum hold rate, require two-way markets for all bets and allow customers to opt-out of viewing specific sports or bets.

Georgia

February 2025

- Senate Resolution 131 proposed a state-wide referendum, which could introduce constitutional amendments allowing casino gaming and sports betting. If passed, the state would form the Georgia Gaming Commission and apply a 20% tax on gross gaming revenues.
- Sen. Billy Hickman introduced Senate Bill 208 which, if passed, would expand the state lottery's powers and allow it to offer sports betting.

March 2025

- HB686 was introduced to legalise sports betting under the Georgia Sports Betting Act and would set tax at 20% of adjusted gross revenue.
- HR 450 was introduced to amend the constitution to legalise digital sports betting. If passed it would give the Georgia Lottery Corporation a regulatory role together with a digital betting platform.

Hawaii

January 2025

- Four separate pieces of legislation proposed to legalise online casino, sports betting, lottery and fantasy sports.

Illinois

February 2025

- SB 1963 and HB 3080 were introduced to legalize online casino. Together they would create the Internet Gaming Act and set the tax rate at 25% of adjusted gross revenue. Only companies that have not reduced their workforce by 25% or more after 28 February 2020, or since first receiving a casino license would be eligible.

Indiana

January 2025

- House Bill 1432 introduced to legalise both online casino and online lottery. If passed, a tax rate of 26% would apply to online casino adjusted gross revenue for the first year, with a tiered structure operating in following years. Indiana Lottery Commission would regulate the online lottery expansion including the sale of draw and instant games. The bill also included provision to regulate and license lottery couriers.

February 2025

- Legislation to legalise online casino and lottery (HB 1432) was dropped from the current legislative session.

Maryland

January 2025

- Sen. Ron Watson introduced Senate Bill 340 to legalise online casino. If passed, licensing and regulation would be under the control of the Maryland Lottery and Gaming Control Commission.

February 2025

- Vanessa Atterbeary introduced House Bill 17 to legalize online gaming should it be approved in the statewide referendum.
- Sen Joanne Benson introduced Senate Bill 1033 to repeal online sports betting.

Massachusetts

January 2025

- If approved, SD1657 would eliminate in-play bets, introduce affordability checks, introduce more stringent advertising rules and raise the digital tax rate from 20% to 51%.
- Two bills were introduced to allow Massachusetts Gaming Commission to regulate and license online casinos in the state. If passed, tax would be set at 20% on net revenue (gross revenue minus promotional credits).

Minnesota

January 2025

- Sen. Jeremy Miller introduced legislation to authorise retail and online sportsbetting through the state's 11 tribes, The bill proposed a tax rate of 20% on revenue.

February 2025

- Senate File 757 (proposed by Sen John Klein) and Senate File 978 (proposed by Sen John Marty) were introduced regarding the legalization of online sports betting through the state's tribes.

Mississippi

January 2025

- House Bill 682 was introduced to legalise online betting by Rep. Cedric Burnett. The bill would maintain the current sports betting tax imposed on the retail market of 6 to 8% across to the online sector.

February 2025

- If passed by the House of Representatives, Senate Bill 2510 would outlaw online sweepstakes casinos that currently operate in a legal grey area.

Nebraska

January 2025

- Two separate pieces of legislation were proposed to legalise online sportsbetting.

New Hampshire

January 2025

- Sen. Timothy Lang introduced SB168 to legalise online casino. The bill proposed a tax rate of 45% of gross win and would direct the Lottery Commission to create an online gaming division to oversee the regulation and licensing of the market. If passed, the bill would take effect from 01 January 2026.

New Jersey

January 2025

- Bill A5196 introduced to regulate sweepstakes casinos using the same laws and regulations that apply to real-money online casinos and sportsbooks.

February 2025

- As part of the FY26 budget, Gov. Phil Murphy proposed increasing online gaming and sports betting tax to 25%.

New York

January 2025

- Senator Joe Addabbo proposed legislation to legalise iGaming and online lottery. The bill would permit the state's existing casinos, gaming facilities, tribes and online sportsbetting operators to apply to be licenced. If approved, gross gaming revenue would be taxed at 30.5%.

February 2025

- If passed, SB2616 would legalize additional types of prop bets and wagers on future award winners.

March 2025

- A6013 was introduced to increase the number of licensed sports betting operators to 16 and reduce the tax rate from 51% to as little as 25% based on the number of operators.

Ohio

February 2025

- Gov Mike DeWine proposed increasing the tax on Sports Betting to 40% as part of his final budget proposal.

Oklahoma

January 2025

- Senate Bill 125 was introduced to give tribes the option to amend their gaming compacts to allow sports betting. At least four tribes would need to agree to these amendments before the state could authorise sports betting.

South Carolina

December 2024

- Legislation to permit online sportsbetting was pre-filed in the state House and immediately referred to the Committee on Ways and Means. The bill, HB3625, would allow up to eight (8) sportsbetting licenses and set the state tax rate at 12.5% of adjusted sports betting gaming revenues.

February 2025

- If approved, bipartisan bill Senate Resolution 507 would give voters their say on statewide online sports betting in November 2026.

Texas

January 2025

- Sen. Carol Alvarado introduced SJR 16 to legalise sports betting and authorise casino gaming at seven destination resorts. If passed, a new regulator, Texas Gaming Commission, would license operators and impose a 15% tax on casino gross win.

February 2025

- House Joint Resolution 134 was introduced to legalize sports betting within a regulated framework, but only specific sports organisations would be able to obtain a licence. If passed, a referendum would be held in November.
- If passed, House Joint Resolution 137 would introduce a state-regulated framework to legalise casino gaming and sports betting with tax set at 15% of revenue. It includes commitment to negotiate with federally recognized Indian tribes, allowing them to offer Class III gaming on their lands. Casino locations would be strictly controlled with up to ten licensed venues across the state with each license valid for 40 years.

Vermont

February 2025

- Bill H.133 was introduced to repeal legislation legalising the lottery and sports betting.

Virginia

January 2025

- Senate Bill 827 was introduced to the state senate to authorise the four currently licensed casinos to add an online casino. If passed, 5-year online licenses would be charged at \$1m with gross win taxed at 15%.
- Legislation (SB827) to permit online casinos in the state was put on hold until 2026 citing the need for additional study.

Washington

January 2025

- House Bill HB 162 introduced to authorise iGaming on tribal land via a state gaming compact. If passed, the Wyoming Gaming Commission is required to issue at least five operator permits.

COMPANY RESULTS

BETMGM FY 2024 BUSINESS UPDATE

Financial Performance:

- 2024 Net Revenue of \$2.1 billion, grew +7% YoY, with growth and player engagement metrics accelerating through the year.
 - Record iGaming Net Revenue of \$1.5 billion, up +13% YoY.
 - Online Sports Net Revenue up +4% with strengthened product and enhanced engagement.
 - FY 2024 adjusted Net Revenue was up +13% YoY and Online Sports +17% YoY.
 - Average Monthly Actives up 14% YoY reflecting strategic investment in player acquisition.
- 2024 EBITDA of (\$244) million, consistent with 2024 as a year of investment and includes approximately \$50 million negative impact from December's highly customer favourable sports results.
 - iGaming achieved significant Contribution of \$424 million in FY 2024.
 - On a normalized basis, 4Q EBITDA trended towards breakeven demonstrating marketing optimization and growing operational leverage.

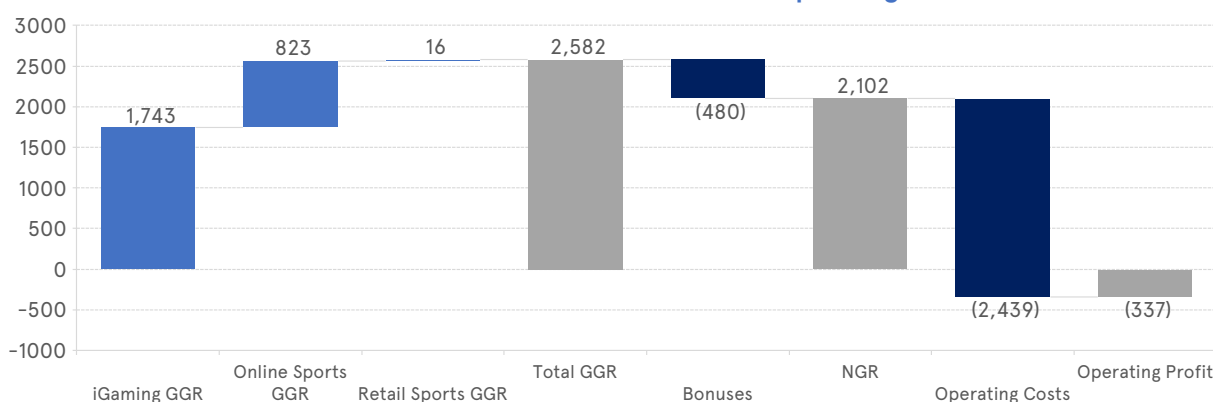
Operational highlights

- Market share stabilization at 14% GGR share in active markets with iGaming (22%) and Online Sports (8%), and 15% NGR share, cementing BetMGM's podium position in the market.
 - Launched sportsbook in North Carolina and district wide in Washington, D.C. in 2024.
- Market leading iGaming offering.
 - Record Average Monthly Actives (4Q +55% YoY) reflect our leading iGaming content supported by focused marketing investment.
- Strengthened Online Sports product with enhanced player engagement approach.
 - Greater market availability with richer pricing and unique features improving parlay betting and engagement.
 - 41% increase in MLB Same Game Parlay ("SGP") bets per active
 - 2.2ppt growth in NFL SGP bet mix.

Outlook:

- Acceleration achieved during 2024 with encouraging exit rate momentum carrying into 2025.
- BetMGM expects FY 2025 to be EBITDA positive, an increase of approximately \$250 million YoY, with Net Revenue guidance of \$2.4 billion to \$2.5 billion.
 - 2025 iGaming Contribution is expected to exceed 2024 and Online Sports to be Contribution positive for the full year 2025.

BetMGM FY 2024 Revenue Estimates and Operating Loss



Source: NGR is company data, all other data is H2 estimates

*Operating Profit estimated until released with Entain's FY 24 results (Expected early March)

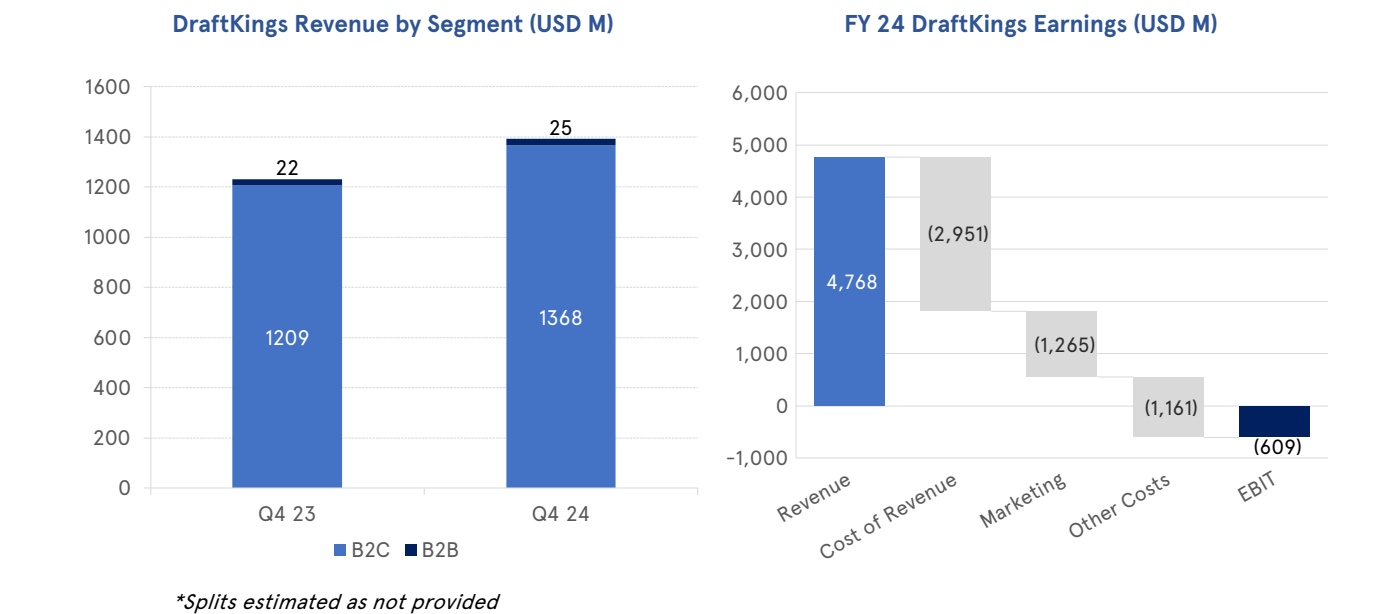
Q4 Results – October – December 2024

- For the three months ended December 31, 2024, DraftKings reported revenue of \$1,393 million, an increase of \$162 million, or 13%, compared to \$1,231 million during the same period in 2023. The increase in the Company’s fourth quarter 2024 revenue was driven primarily by continued healthy customer engagement, efficient acquisition of new customers, the expansion of the Company’s Sportsbook product offering into new jurisdictions, higher structural sportsbook hold percentage, and the impact of the acquisition of Jackpocket, which closed on May 22, 2024, partially offset by customer-friendly outcomes throughout the NFL season.
- Monthly Unique Payers (“MUPs”) increased to 4.8 million average monthly unique paying customers in the fourth quarter of 2024, representing an increase of 36% compared to the fourth quarter of 2023.
- Average Revenue per MUP (“ARPMUP”) was \$97 in the fourth quarter of 2024, representing a 16% decrease compared to the same period in 2023.

FY 25 Revenue & Adjusted EBITDA Guidance

- DraftKings is raising the midpoint of its fiscal year 2025 revenue guidance and now expects revenue in the range of \$6.3 billion to \$6.6 billion, compared to its previous guidance of \$6.2 billion to \$6.6 billion announced on November 7, 2024. Our fiscal year 2025 revenue guidance equates to approximately 35% year-over-year growth based on the Company’s fiscal year 2024 revenue and the midpoint of the Company’s fiscal year 2025 revenue guidance range.
- DraftKings is reaffirming its fiscal year 2025 Adjusted EBITDA guidance of \$900 million to \$1.0 billion, which the Company previously announced on November 7, 2024.
- The Company’s guidance for fiscal year 2025 does not include the benefit of year-to-date sport outcomes.
- The Company’s guidance for fiscal year 2025 includes all of its existing jurisdictions and does not include the impact of mobile sports betting launching in Missouri.

Q4 Key Charts



Jason Robins, DraftKings’ co-founder, CEO and Chairman of the Board commented:

“We continued to efficiently acquire and engage customers, expand structural sportsbook hold percentage and optimize promotional reinvestment in fiscal year 2024, while we simultaneously experienced customer-friendly sport outcomes. Looking ahead to 2025 and beyond, I am excited to further enhance our customer economics through new initiatives such as extending our lead in live betting and advancing cross sell efforts to and from new verticals. Our focus remains on driving sustainable growth in revenue and profitability.”

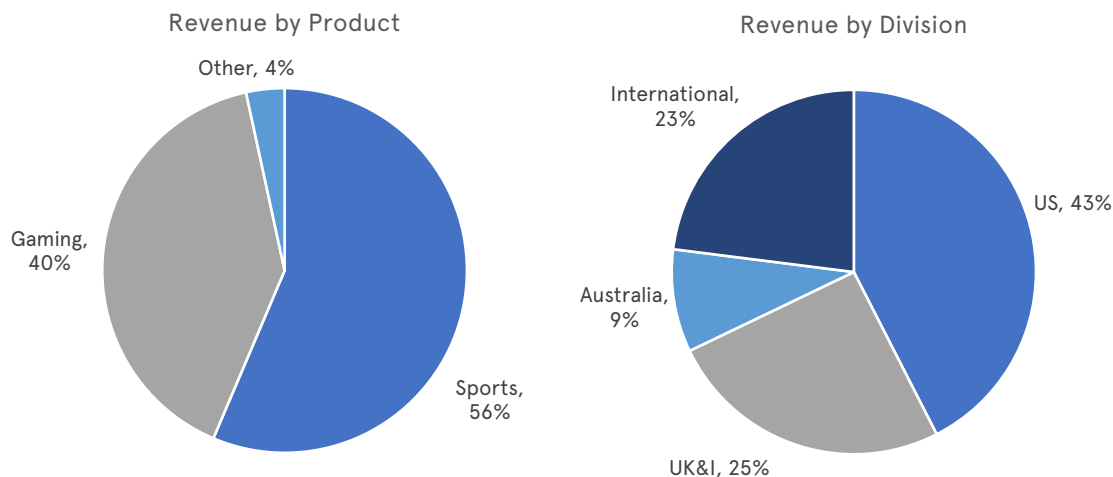
FY 24 Results – January – December 2024

- Strong full year 2024 performance; AMPs +13% and revenue +19%.
- FanDuel leadership extended; now number one operator for both sportsbook and iGaming.
- Ex-US portfolio expanded; MaxBet added, substantial growth from local heroes in UK and Italy.
- Significant earnings transformation; net income +113%, Adjusted EBITDA +26% as US rapidly scales.
- Excellent cash conversion: net cash provided by operating activities +\$0.7bn year-over-year.
- Balance sheet further strengthened; leverage ratio 2.2x, reduced from 3.1x at December 31, 2023.
- Share repurchase program commenced; \$121m returned in Q4 with up to \$1bn expected in 2025.
- Strong momentum carried into 2025.

2025 Guidance:

- Full year Group guidance introduced below represents year-over-year growth of 13% revenue and 34% Adjusted EBITDA at the midpoint and reflects the following expectations:
- US:
 - Existing states:
 - Revenue and Adjusted EBITDA mid-points of \$7.72bn and \$1.4bn, representing year-over-year growth of 33% and 176% respectively.
 - From a phasing perspective – expect 24-25% of 2025 revenue and 20% of 2025 Adjusted EBITDA to arise in Q1 with 60% of 2025 Adjusted EBITDA in H2 and Q4 remaining our largest quarter.
 - New states / territories:
 - New launches are expected to result in negative revenue of \$40m and an Adjusted EBITDA cost of \$90m, based on a Q4 launch for Missouri and an early 2026 launch now expected for Alberta, Canada.
- Group ex-US:
 - Revenue and Adjusted EBITDA mid-points of \$8.25bn and \$1.85bn are in line with 2024 and represent growth of 6% and 10% respectively.

Q4 24 Key Charts



Peter Jackson, Chief Executive, commented:

"FanDuel remains America's number one sportsbook with its leading product maintaining a clear structural revenue margin advantage over competitors. At the same time, excellent execution secured a new number one spot for FanDuel Casino in iGaming. Outside of the US, our commitment to first-to-market product innovation led to market share gains in key markets including the UK and Italy, while in Australia, we saw encouraging trends in our player base."

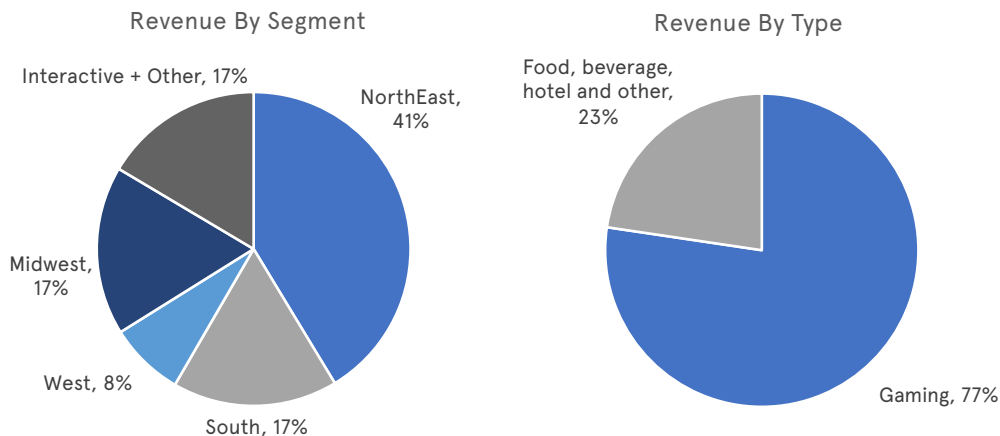
Q4 24 Results – October – December 2024

- Revenues of \$1.7 billion, an increase of 19.6% YoY
- Net income for the quarter was a loss of \$133.8 million.
- Adjusted EBITDAR of \$320.7 million, up 185% YoY.
- Adjusted EBITDAR margins of 19.2%.
- Adjusted EBITDA was \$165.2 million, a significant increase from a loss of \$39.6m in the prior year period.

FY 24 Results – January – December 2024

- Revenues of \$6.6 billion, an increase of 3.4% YoY
- Net income for the year was a loss of \$313.3 million.
- Adjusted EBITDAR of \$1.3 billion, down 14.6% YoY.
- Adjusted EBITDAR margins of 19.6%.
- Adjusted EBITDA was \$672.2 million, a decrease from \$921.5 million in the prior year.

Q4 Key Charts



Jay Snowden, President and Chief Executive Officer, commented:

"PENN's fourth quarter property-level operating results reflect solid performance, as properties not impacted by new supply generated nearly 3% year-over-year revenue growth. Despite well-known, customer friendly sports betting outcomes during the quarter, our Interactive segment delivered significant year-over-year improvements in revenue and Adjusted EBITDA driven by our disciplined promotional strategies and accelerated growth in our online Casino business. The success in our iCasino business is bolstered by the continued strong momentum from the recent launches of our standalone Hollywood Casino app in Pennsylvania and Michigan. We are excited by the opportunities that lie in front of us in 2025 and into 2026 in all aspects of our business and are announcing this morning our intent to repurchase at least \$350 million of shares this year."

RUSH STREET INTERACTIVE Q4 2024 RESULTS

Q4 Results – October – December 2024

- Q4 24 Revenue was \$254.2 million, up 31%, compared to \$193.9 million during the Q4 23.
- Net Income was \$6.5 million during the quarter, compared to a net loss of \$5.5 million.
- Adjusted EBITDA was \$30.6 million during the Q4 24, compared to \$11.5 million during the prior year period, an improvement of \$19.1 million.
- Monthly Active Users ("MAU") in the United States and Canada were approximately 205,000, up 28% year over year. MAUs in Latin America were approximately 348,000, up 71% year-over-year.
- Average Revenue per Monthly Active User ("ARPMU") in the US and Canada was \$346 during Q4 24, compared to \$345 in the prior year. ARPMU in Latin America was \$39, compared to \$42 in Q4 23.

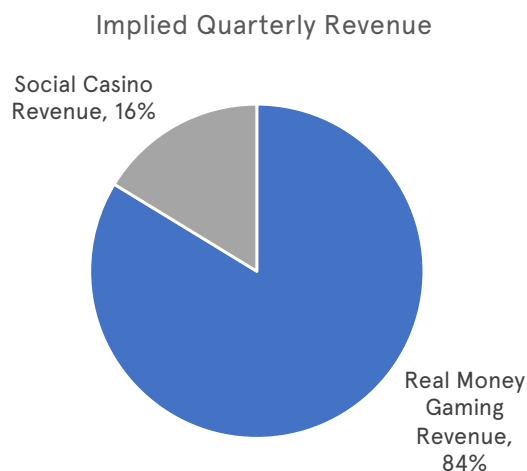
FY Results – January – December 2024

- FY 24 Revenue was \$924.1 million, up 34%, compared to \$691.2 million during FY 23.
- Net Income was \$7.2 million during the year, compared to a net loss of \$60.1 million.
- Adjusted EBITDA was \$92.5 million during FY24, compared to \$8.2 million during the prior year, an improvement of \$84.3 million.
- As of December 31, 2024, unrestricted cash and cash equivalents were \$229 million, up \$61 million for the full year 2024.

FY 25 Guidance

- FY 25 guidance of revenue to be between \$1,010 and \$1,080 million. At the midpoint of the range, revenue of \$1,045 million represents 13% year-over-year growth when compared to \$924 million of revenues for 2024.
- Adjusted EBITDA expected to be between \$115 million and \$135 million. At the midpoint of this range, Adjusted EBITDA of \$125 million represents 35% year-over-year growth when compared to \$92.5 million of Adjusted EBITDA for 2024.

Q4 Key Chart



Richard Schwartz, Chief Executive Officer of RSI, said:

"We are excited to report another quarter of record performance, including for both revenue and adjusted EBITDA. Our fourth quarter revenue grew by 31% year-over-year, and adjusted EBITDA increased over two and a half times from the same period last year. We experienced broad-based growth and success across all our geographies and products. We continued to accelerate player growth, acquiring more players efficiently while maintaining industry leading player values. Our commitment to focusing on player needs and leveraging cutting-edge technology to deliver a world-class user experience continues to drive significant growth and profitability."

DRAFTKINGS FY & Q4 2024 RESULTS CALL

Current business highlights

1

FY 2024 was a strong year with revenue +30% YoY to \$4.8B, Adj. EBITDA⁽¹⁾ +\$332M YoY to \$181M, and positive Free Cash Flow⁽¹⁾ for the first time in our history

2

We acquired 3.5M new customers at record low CACs⁽²⁾ in FY 2024 while handle, actual sportsbook hold percentage, and promotional reinvestment rate all improved

3

We are positioned to benefit in 2025 and beyond from our differentiated technology platform, strong brand, and loyal customer base

4

Due to enhancements in our live betting offering, we are raising our FY 2025 revenue guidance⁽³⁾ midpoint to \$6.45B from \$6.4B, implying YoY growth of 35%

5

We are reaffirming our FY 2025 Adj. EBITDA guidance⁽³⁾ of \$900M to \$1.0B and continue to expect Free Cash Flow of approximately \$850M

Financials

- **FY 24:**
 - **Revenue:** Increased by 30% year-over-year to \$4.8 billion.
 - **Adjusted EBITDA:** Improved by \$332 million year-over-year to \$181 million.
 - **Free Cash Flow:** Positive for the first time in company history.
 - **Operating Leverage:** Revenue growth of 30% with only a 5% increase in adjusted operating expenses when normalized for acquisition costs.
- **Q4 24:**
 - **Revenue:** \$1.4 billion, representing 13% year-over-year growth.
 - **Adjusted EBITDA:** \$89 million.
 - **Customer Engagement:** Strong retention and engagement metrics.
 - **Structural Sportsbook Hold Percentage:** Improved by 80 basis points year-over-year to 11.2%.

Business Highlights

- **Future Growth Opportunities**
 - **Sportsbook Hold Percentage:** Increasing structural hold percentage with potential for higher long-term ceilings.
 - **Online Gaming Legalization:** Anticipated expansion in the U.S. market.
 - **Emerging Verticals:** Focus on digital lottery courier services, with JackPocket app gaining traction.
 - **Live Betting:** Plans to enhance live betting capabilities through acquisitions (SimpleBet, Force IQ Analytics, Muster Golf).
- **Customer Acquisition**
 - **FY 24:** 3.5 million new customers acquired at record low costs, increasing total customer base by 42% to 10.1 million.
 - **Q4:** Continued growth in sportsbook and iGaming customers, aided by the Mega Millions jackpot.

FY 25 Outlook

- **FY 25 Guidance:**
 - **Revenue Expectations:** Raised guidance to \$6.3 billion to \$6.6 billion, reflecting a year-over-year growth of 32% to 38%.
 - **Adjusted EBITDA Guidance:** Reaffirmed range of \$900 million to \$1 billion.
 - **Structural Sportsbook Hold Percentage:** Expected to remain around 11%.
 - **Adjusted Gross Margin:** Anticipated to be between 46% and 47%.
 - **Free Cash Flow Projection:** Expected to generate approximately \$850 million in fiscal year 2025.
- **Q1 25 Insights:**
 - **Positive start to the year:** Revenue and adjusted EBITDA exceeding expectations.
 - **Super Bowl Performance:** Record customer acquisition and engagement, with the DraftKings Sportsbook app ranking highly in app stores.

Q&A Session:

- **Handle Growth and Market Trends**
 - Concerns regarding the slowdown in handle growth in Q4, attributing it to factors like one less NFL game and distractions from the election – confident in a rebound in 2025 due to a recent acceleration in handle growth post-election.
- **Strategic Initiatives**
 - Prediction markets in early stage of developments – DraftKings is monitoring these trends closely and expects more clarity following an upcoming CFTC ruling.
- **Promotional Intensity**
 - Reduction in promotional intensity for 2025 as the industry matures, with a focus on improving promotional efficiency.
- **In-Play Betting**
 - Enhancing in-play betting experiences remains important – improving product uptime and collaborating with broadcasters for low-latency streams to enhance user experience.
- **Financial Guidance and Market Performance**
 - Decision to maintain guidance despite strong early-year performance – remain cautious due to market fluctuations.
- **Customer Acquisition and Market Penetration**
 - Older states like New Jersey have high penetration rates and continue to grow, with younger generations showing increased participation in online betting.
- **iGaming and Promotional Environment**
 - Decline in promotional intensity for iGaming, attributing it to the lack of new state legislation – expects this trend to continue into 2025.
- **Illinois Tax Impact**
 - Reduce promotional spending in the state – helping mitigate some of the tax impact.
- **Future Investments and Market Expansion**

Timing of the Missouri launch is uncertain – will provide investment details once a launch date is confirmed.

FLUTTER FY 24 RESULTS

Key financial highlights:

	Three months ended December 31			Fiscal year ended December 31		
<i>In \$ millions except where stated otherwise</i>	2024	2023	YOY	2024	2023	YOY
Average monthly players (AMPs) ('000s) ¹	14,605	13,588	+7%	13,898	12,325	+13%
Revenue	3,792	3,313	+14%	14,048	11,790	+19%
Net income (loss)	156	(902)	+117%	162	(1,211)	+113%
Net income (loss) margin	4.1%	(27.2)%	+3,130bps	1.2%	(10.3)%	+1,150bps
Adjusted EBITDA ^{2,3}	655	632	+4%	2,357	1,875	+26%
Adjusted EBITDA Margin ²	17.3%	19.1%	(180)bps	16.8%	15.9%	+90bps
Earnings (loss) per share (\$)	0.45	(5.14)	+109%	0.24	(6.89)	+103%
Adjusted earnings per share (\$) ²	2.94	1.76	+67%	7.27	4.42	+64%
Net cash provided by operating activities	652	391	+67%	1,602	937	+71%
Free Cash Flow ²	473	172	+175%	941	335	+181%
Leverage ratio ²				2.2x	3.1x	(0.9)x

Operational Progress

- **Market Leadership:** Flutter strengthened its leadership in the U.S. market, achieving a sportsbook market share of 43% and an iGaming market share of 26%.
- **Product Innovations:** Successful launches included FanDuel in North Carolina and Vermont, and the introduction of Flutter Studios to enhance game development.
- **Revenue Growth:** Flutter reported a 19% revenue growth and a 26% increase in adjusted EBITDA, totalling \$482 million for 2024.
- **Q4 Performance:** Despite adverse sports results, Flutter maintained strong performance metrics.
- **Sports Results:** The quarter was impacted by customer-friendly NFL results, costing an estimated \$550 million in revenue and \$360 million in adjusted EBITDA.
- **Share Repurchase Program:** Up to \$1 billion in share repurchases expected in 2025.

Future Guidance for 2025

- **U.S. Expectations:** Projected revenue midpoint of \$7.72 billion and adjusted EBITDA of \$1.4 billion, reflecting a significant year-over-year growth.
- **International Segment:** Expected revenue midpoint of \$8.25 billion and adjusted EBITDA of \$1.85 billion, with growth anticipated from ongoing momentum in international markets.
- **Cost Efficiency Programs:** Flutter aims to achieve over \$300 million in annualized cost savings by 2027.

Q&A

U.S. Guidance

- Investment Losses: Discussion centred around \$90 million in investment losses related to new state launches, specifically Missouri and Alberta.
- Missouri: Expected launch in Q4, with approximately \$80 million in upfront investment costs.
- Alberta: Anticipated launch in Q1 2026, with around \$10 million in pre-live investment.
- Customer Acquisition: Positive trends in customer acquisition were noted, with expectations for continued growth.

Prediction Markets

- Market Potential: Recognition of the opportunity in prediction markets, although products are considered less robust compared to traditional sportsbooks.

Italian Lottery Opportunity

- Bidding Strategy: Interest in bidding for a second lottery contract in Italy was discussed, with ongoing assessments of potential financial returns.
- Market Performance: The existing Super Enel Lotto product has performed well, providing a strong customer base.

Product Updates

- YourWay Product: Early engagement metrics from the Super Bowl indicated strong customer interaction, with significant customization options leading to increased betting activity.

Tax Rates and Competitive Environment

- Illinois Tax Impact: A projected \$50 million impact due to tax changes in Illinois was discussed, with mitigation strategies expected to offset some of the effects.
- Competitive Landscape: No significant changes noted in the competitive environment due to higher tax rates.

iGaming Legalization and Market Expansion

- State Momentum: Anticipation of new iGaming state launches, particularly in Missouri, with confidence in achieving growth targets.

Handle Growth

- Handle Trends: Acknowledgment of slowing handle growth in the U.S., with factors such as state launches and NFL game phasing affecting performance.

General Market Observations

- Consumer Behaviour: No signs of consumer weakness were reported in established U.S. markets.

PENN ENTERTAINMENT – Q4 24 UPDATE

Management Comments:

- **Digital Strategy:**
 - Omni-Channel Strategy: Pursued to attract a younger audience and enhance cross-selling opportunities between digital and retail.
 - Database Growth: Significant increase in digital database, with 4 million new members, 34% of whom live near Penn properties.
 - Profitability Goals: Aiming for breakeven in digital by 2025, with a projected year-over-year EBITDA improvement of \$350 million.
 - iCasino Launches: Successful launches in Pennsylvania and Michigan, with plans for New Jersey pending approvals. Significant improvements in app rankings noted.
- **Financial Performance:**
 - Q4 2024 retail revenue: \$1.4 billion; adjusted EBITDAR: \$461 million.
 - Interactive segment revenues: \$142 million; adjusted EBITDA loss: \$109.8 million.
 - Super Bowl Performance: Record engagement and growth in customer activity noted, with significant increases in parlay betting.
 - Total CapEx for Q4 was \$221 million, with \$122 million for development projects.
 - Total liquidity at \$1.7 billion.
 - Successfully reduced leverage by 1.3 turns, with plans to continue this trend in 2025.
- **2025 Guidance:**
 - Retail revenue guidance: \$5.6 billion to \$5.75 billion.
 - Interactive revenue guidance: \$1.25 billion to \$1.75 billion, with an expected EBITDA loss of \$200 million to \$100 million.
 - Anticipated positive cash flow in 2025 and beyond.
- **Growth Projects:**
 - Hollywood Joliet: Expected to open in Q4 2025, strategically located to attract significant traffic.
 - Future Developments: Other projects set to open in the first half of 2026, enhancing overall growth potential.

Q&A Session:

- **Illinois Projects Financing**
 - Financing for the two Illinois projects will likely occur close to their opening dates to avoid incurring rent before generating EBITDA.
- **OSB Business Outlook for 2025**
 - Expect market share growth in both sports betting and iCasino, emphasizing the importance of operational levers if targets are not met.
 - The partnership with ESPN was highlighted, with a focus on improving market share and product enhancements leading into 2025 and 2026.
- **Gaming Tax Increases**
 - Concerns around potential gaming tax increases, advocating for engagement with states to find alternative solutions rather than imposing higher taxes.
- **Market Share and iGaming Performance**
 - The company is seeing early progress in iGaming, with market share gains in Pennsylvania and Michigan.
 - Expectations for market share growth in sports betting and iCasino were outlined, with a focus on the importance of product enhancements and marketing strategies.
- **ESPN Partnership**
 - Successful linking of ESPN and ESPN Bet accounts – resulted in significant user growth.
- **Retail Business Trends**
 - The impact of weather on retail performance was noted, with expectations for improved results as weather conditions stabilize.
- **Repurchase Program**
 - The company announced a \$350 million repurchase program, which is seen as a substantial commitment and will be approached opportunistically rather than programmatically.
- **iGaming Customer Profile**
 - Insights into the iGaming customer demographic were shared, noting a shift towards a younger audience and strong retention rates.
 - The company is optimistic about the growth potential in the iGaming sector, with plans for increased marketing efforts.
- **Future Outlook**
 - The company remains focused on executing its strategies for 2025 and 2026, with a strong emphasis on product development, marketing, and enhancing the user experience across platforms.

RUSH STREET INTERACTIVE – Q4 24 RESULTS

Management Comments:

"We are excited to report another quarter of record performance, including for both revenue and adjusted EBITDA. Our fourth quarter revenue grew by 31% year-over-year, and adjusted EBITDA increased over two and a half times from the same period last year. We experienced broad-based growth and success across all our geographies and products. We continued to accelerate player growth, acquiring more players efficiently while maintaining industry leading player values. Our commitment to focusing on player needs and leveraging cutting-edge technology to deliver a world-class user experience continues to drive significant growth and profitability.

"As we enter 2025, we are excited about the opportunities ahead. Our investments in technology, strategic partnerships, and providing an exceptional customer experience have set a solid foundation for sustained growth and profitability. We remain dedicated to delivering long-term value to our customers and shareholders, and we are confident in our ability to maintain this momentum."

Guidance:

- FY 24 guidance of revenue to be between \$1,010 and \$1,080 million. At the midpoint of the range, revenue of \$1,045 million represents 13% year-over-year growth when compared to \$924 million of revenues for 2024.*
- Adjusted EBITDA expected to be between \$115 million and \$135 million. At the midpoint of this range, Adjusted EBITDA of \$125 million represents 35% year-over-year growth when compared to \$92.5 million of Adjusted EBITDA for 2024.*

Company Highlights

Financial Highlights

- 1 Achieved record revenue of \$254MM in 4Q24, up 31% Y-o-Y.
- 2 Grew Adjusted EBITDA to a record \$31MM in 4Q24, up \$19MM Y-o-Y as flow-through continues to equate to earnings growth outpacing revenue growth.
- 3 Initiated FY25 revenue guidance of \$1.01B - \$1.08B, implying 13% Y-o-Y growth at the midpoint, and FY25 Adjusted EBITDA guidance of \$115MM - \$135MM, implying 35% growth at the midpoint.
- 4 Grew U.S. and Canada Monthly Active Users ("MAUs")¹ 28% Y-o-Y and grew LATAM MAUs² 71% Y-o-Y.
- 5 Recorded record revenue of \$40MM in LATAM², up 54% Y-o-Y.

Business Highlights

- 1 Grew both iCasino and OSB revenue over 27% Y-o-Y.
- 2 In Latin America, and in US and Canadian markets launched since 2021, revenue was up 67% Y-o-Y.
- 3 Grew Delaware GGR annual run rate to over \$125 million during 4Q24 with iCasino revenue reaching over 6.5x what the previous operator achieved in the prior year period.
- 4 Grew revenue from markets outside of Illinois and Pennsylvania to 62% of total revenue in 4Q24, the highest it has been since going public.
- 5 Added gambling icon Phil Hellmuth as brand and content partner bringing exciting and exclusive player experiences and entertainment across RSI's Casino, Sportsbook, and Poker verticals.

Financial Highlights

- Q4 24 Revenue \$254.2 million, up 31% year-over-year.
- FY 24 Revenue \$924.1 million, up 34% year-over-year.
- Adjusted EBITDA for Q4 \$30.6 million, over 2.5 times the prior year.
- FY Adjusted EBITDA \$92.5 million, an increase of more than 11 times compared to the previous year.
- Gross Profit Margin Increased to 36.5% in Q4 and 35% for the full year, reflecting over 200 basis points improvement.
- Q4 marketing spend was \$43.1 million (17% of revenue), down from 17.8% the previous year. Full year spend was \$155.8 million, down from \$158.4 million.
- Ended the year with \$229 million in unrestricted cash and no debt, an increase of approximately \$61 million for the year

Growth Metrics

- Revenue growth was balanced across both iCasino and Sports segments.
- North America Online revenue grew by 29%, while LATAM grew by 54%.
- North American Monthly Active Users (MAUs) reached a record 205,000, up 28% year-over-year.
- Latin America MAUs increased by 71% to 348,000.

Strategic Focus

- Emphasised importance of a customer-centric approach, in-house technology, and operational efficiency.
- Highlighted the effectiveness of targeted marketing strategies that leverage both traditional and digital channels.

Considerations

- Mentioned the potential impact of recent tax changes in Colombia, which could affect revenue and EBITDA guidance.
- Noted ongoing legal challenges regarding the constitutionality of the new tax on online betting deposits.

Q&A Session:

Tax Changes and Legislative Landscape

- **Revenue Guidance:** Rush Street clarified that the revenue and EBITDA guidance includes the impact of the VAT tax in Colombia. The low end of guidance reflects a poor outcome for Colombia, while the high end assumes better circumstances.
- **Competitor Strategies:** Competitors are adopting various strategies regarding the VAT, with some passing costs to consumers and others absorbing them. The company is confident in its technology and platform to manage this situation effectively

Q&A Session Cont...

- Aside from the VAT in Colombia, no other tax changes or new market legislations are included in the current guidance. Future tax changes will be considered if legislated.
- **Industry Perspective:** They emphasized that while tax increases are a setback, they could lead to accelerated opportunities for the industry, particularly in online casino legalization, which can generate significant revenue for states.

Delaware Market Performance

- The company reported strong sequential growth in Delaware, with a GGR run rate exceeding \$125 million in Q4. There are plans to continue investing in this market while also focusing on player monetization.

Sweepstakes and Unregulated Markets

- **Legislative Push:** The existence of unregulated products may accelerate the push for legalizing online casinos, as states seek to tax and regulate these activities.

Sports Betting Product Mix

- **In-Play Betting:** The company has invested in in-play betting, particularly in fast-paced sports like soccer and tennis, which has shown strong results. The focus on unique promotional tools is expected to enhance player loyalty and engagement.

Market Strategy and M&A Opportunities

- **New Jersey Market:** The company is evaluating its marketing strategy in New Jersey in light of potential tax increases but remains confident in its strong brand and customer base.
- **M&A and Buybacks:** Solid cash position and is considering both share buybacks and M&A opportunities. They company highlighted the importance of investing capital to deliver shareholder value.

User Growth and Market Penetration

- **User Growth vs. ARPU:** The company expects a combination of user growth and increased average revenue per user (ARPU) to drive revenue growth. There is significant potential for expanding the iCasino market as more consumers become comfortable with digital gaming.

Future Outlook

- **2025 Guidance:** The midpoint of the 2025 guidance reflects a lower flow-through percentage compared to 2024 due to planned increases in marketing spend. The company aims to leverage marketing while driving revenue growth.

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