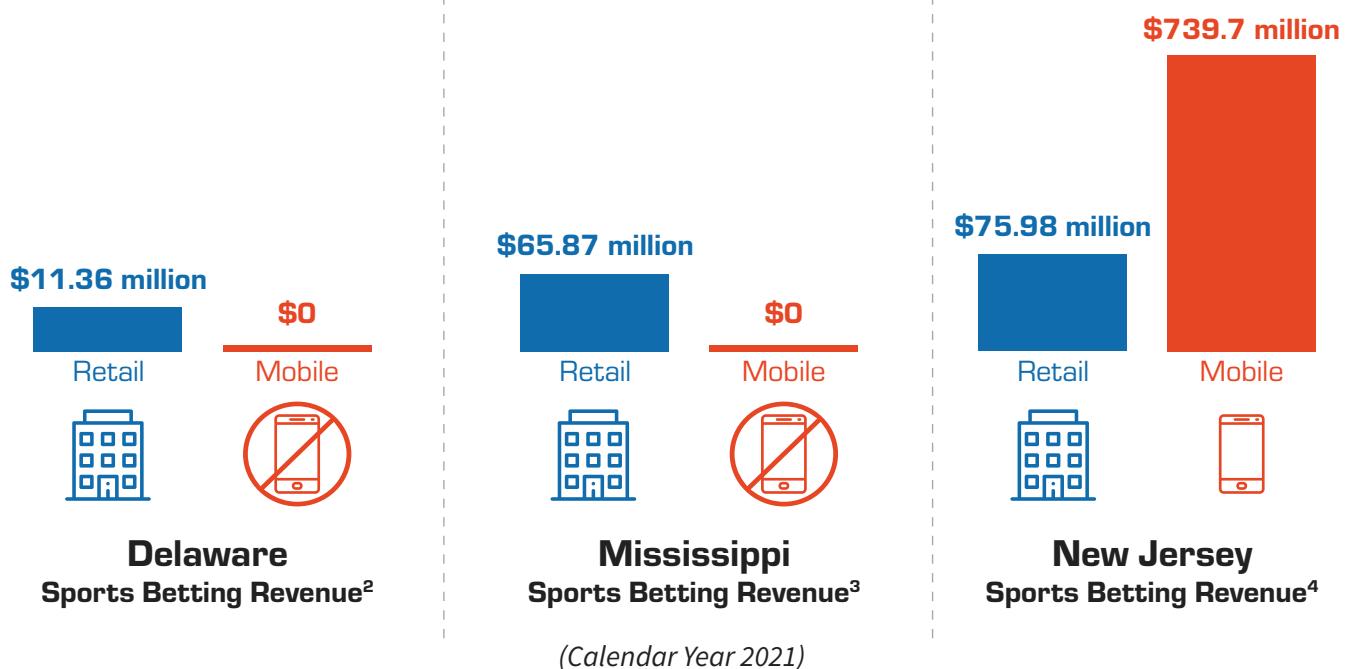


The Present and Future of Sports Betting is MOBILE

Mobile is how Today's Customer Engages

- ▶ We do everything on our phones today – banking, doctors appointments, shopping
- ▶ Consumers demand convenience , and having to drive to a casino to place a bet just doesn't make sense in today's world
- ▶ Over 70% of survey participants said they would continue to use illegal online sportsbooks if their only legal option required them to drive to a casino¹
- ▶ Mobile betting allows advanced betting types not available in brick and mortar; In-play betting on events happening in real time is already the predominant bet type
- ▶ Mobile betting is safe and provides more consumer protections than in-person betting

New Jersey Sports Betting Revenue Leaves Non-Mobile States in the Dust



Mobile sports betting is the key to real revenue growth - **in New Jersey, over 90% of sports bets took place online, and created over \$96 million in taxes for the state in 2021.**

The facts are indisputable – any state that wants to maximize revenue, protect consumers and defeat the illegal offshore market must allow mobile betting. Anything less will simply undermine the legal market and allow taxable revenue to escape to illegal offshore websites.



1. Eilers and Krejcik Gaming – Legal Sports Betting: Defining the U.S. Opportunity 2. <https://www.delottery.com/Sports-Lottery/Sportsbooks/Monthly-Distribution/2021> 3. https://www.msgamingcommission.com/reports/monthly_reports 4. <https://www.nj.gov/oag/ge/docs/Financials/PressRelease2021/December2021.pdf>