



DRAFTKINGS

Kevin Cochran - Director, Legal and Government Affairs

AGENDA



1. DraftKings Overview



2. Observations



3. Sports Betting Integrity and Responsible Gaming



4. Q&A

Founder-Led Company & Leader in Sports, Entertainment and Gaming

10+
YEARS

3,500+
DRAFTKINGS
EMPLOYEES

2M+
MONTHLY
UNIQUE PLAYERS

18M+
LIFETIME
REGISTRATIONS



Jason Robins
CEO & Co-Founder



Paul Liberman
President &
Co-Founder



Matt Kalish
President &
Co-Founder



DK begins its
DFS operations

2012

March 2019

SBTech selected as
Oregon State Lottery's
sports betting provider



2018 - PASPA Overturned



Oregon Scoreboard
launches across Oregon

October 2019



DK and the Oregon State
Lottery sports betting
offering goes live

January 2022

April 2020

DraftKings and **SBTech**
combine, DK becomes a
public company



DraftKings Has an Extensive Sports Betting Footprint Across The U.S.

ONLINE SPORTSBOOK IN

20 STATES

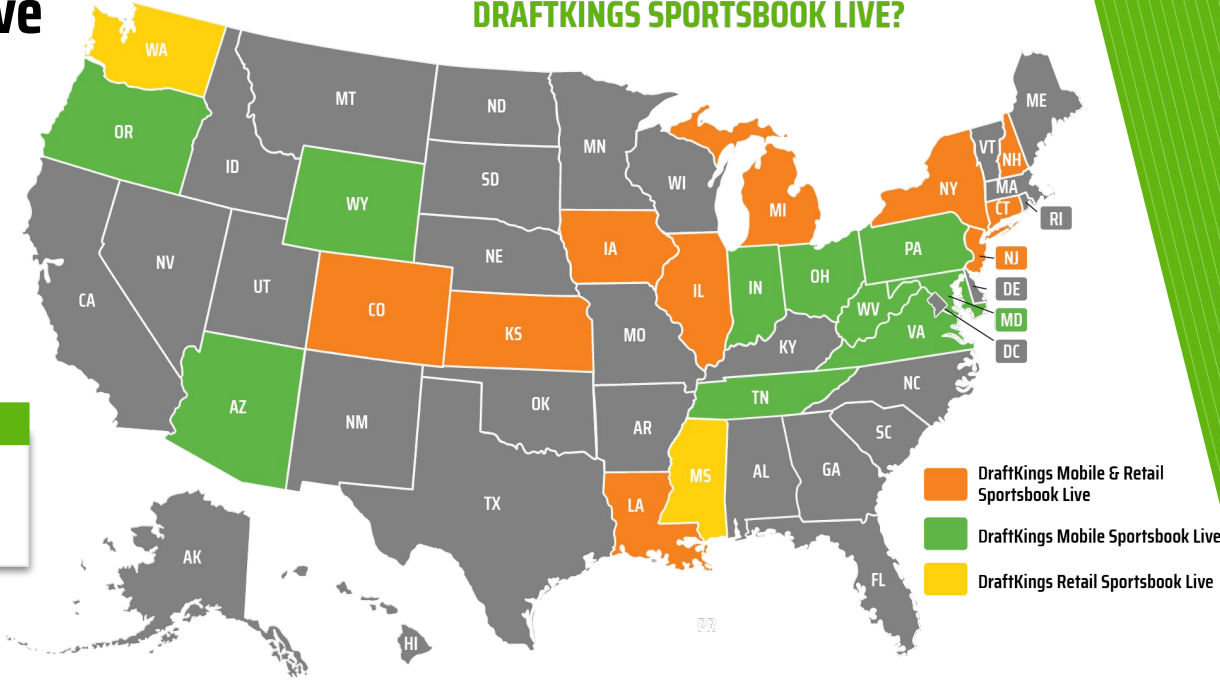
RETAIL SPORTSBOOKS IN

12 STATES

RETAIL SPORTSBOOKS

18 PROPERTIES

WHERE IS
DRAFTKINGS SPORTSBOOK LIVE?



Consistently Rolling Out New Impactful & Innovative Partnerships



Expanding into content space, DraftKings acquires sports betting broadcast company VSIN

CHRIS BUMBACA | USA TODAY | 50 minutes ago

DraftKings continued its venture in the sports gambling content space by announcing Tuesday it acquired the sports betting broadcast company Vegas Sports Information Network (VSIN).

VSIN, founded in 2017 by the Musburger family (following former ESPN announcer Brent Musburger's departure from the company), has operated in Las Vegas and produces roughly 18 hours of



PGA Tour to put sportsbook operated by DraftKings at TPC Scottsdale



The PGA Tour is putting a retail sportsbook at TPC Scottsdale, one of golf's most raucous environments.

The PGA Tour announced Wednesday that DraftKings will operate the first-of-its-kind sportsbook at TPC Scottsdale and become the exclusive sports betting partner of the Waste Management Phoenix Open.

Three locations at TPC Scottsdale are being discussed for the "19th hole" sportsbook, which will be open year-round and include in-person betting windows. The goal is to open the sportsbook by the Summer Bowl in 2022



Foxwoods Partners With DraftKings as Legal Sports Betting Gets Underway in Connecticut

October 1, 2021



Connecticut has become the latest state to greenlight sports betting. Jason Guyot, the president and CEO of Foxwoods Resort, joined Cheddar's "Closing Bell"



News ▼ Headlines

PRESS RELEASE

DraftKings agrees to become sports betting, DFS, iGaming partner of NHL

Company announces agreement to be exclusive sportsbook, daily fantasy sports provider for Turner Sports' coverage of League

by NHL Public Relations @PR_NHL

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DraftKings launches sports betting in Oregon with state lottery

By Charlie Horner - January 13, 2022



Image: Shutterstock

DraftKings has announced it has penned an 'exclusive agreement' with the Oregon Lottery to become the official sportsbook provider in the state of Oregon.

The gaming and sportsbook provider stated it is furthering its strategy to build a 'coast-to-coast presence' in the US sports betting market.

March 2021

April 2021

Oct. 2021

Oct. 2021

Jan. 2022

Observations ... So Far

COLLABORATION Through our partnership with the Oregon State Lottery we are providing a responsible and trusted sports betting experience driven by DraftKings' proven technology and approach bolstered by the leadership and capabilities of the Oregon State Lottery.

INNOVATION In Q3 2022, we saw increased user engagement and a diverse product mix, helped by the introduction of new and innovative betting options and strong growth for Same Game Parlays.

PEOPLE & TECHNOLOGY Our teams coupled with our technology have created a better product and user experience, including a seamless transition of players from the Scoreboard offering to the DraftKings Sportsbook product (ex. funds, deposits, withdrawals).

OFFERINGS Oregon is unique in that it is the only state where DraftKings Sportsbook operates that restricts all wagering on college sporting events.

- This restriction results in a “split wallet” framework for players.

Sports Betting Integrity



BET MONITORING

24/7 monitoring of unusual betting and odds movements by the trading team and event-specific risk management settings



INFORMATION SHARING

Sharing of suspicious betting information with other operators through integrity monitoring associations



KNOW OUR CUSTOMER

Customer-specific behavior monitoring as well as rigorous KYC and tracking of the location of every bet placed



MEDIA SURVEILLANCE

DraftKings monitors news/social media for possible indicators of integrity concerns and our trading team responds in a timely and appropriate manner

DraftKings' Responsible Gaming (RG) Program

We have an obligation to our customers and employees to put RG on the top of our priority list. Our RG mission is to mitigate harm and protect those at greater risk through groundbreaking technology, training, robust resources and supporting evidence-based research.

EDUCATION Educate all employees on RG, this includes internal and external stakeholders

TRAINING Provide regular targeted training to customer-facing employees

MESSAGING Create RG-specific messaging and advertising

OUTREACH Engage with external stakeholders (legislators, regulators, academic organizations, etc.)

RESEARCH Fund evidence-based research

A Safe And Responsible Betting Experience



Real-time platform alerts to investigate abnormal player behavior



Integrations for player verification and self-exclusion



Easy access to transaction history



Pre-determined self-exclusion options (permanent, temporary & "Cool-Off")



Time-out and self-limitation functionalities



Partnership with BetBlocker (free app that blocks >18,000 gambling sites)



Exclusion = No promotions/marketing



Self-Exclusion anywhere = Self-Exclusion everywhere*



Platinum membership: National Council on Problem Gambling



KBA / Scan ID for automated age verification



**Works with self-exclusion done through DraftKings*

DraftKings is an active member of leading gaming associations



**2022
PLATINUM MEMBER**



DraftKings Has Shown Sustained Commitment To The Responsible Gaming Field



DraftKings Responsible Gaming Program Awarded National Council on Problem Gambling's Corporate Social Responsibility Program of the Year

July 2022 -- National organization honors Program plus two individual awards for excellence in Responsible Gaming programming and advocacy



DraftKings and Division on Addiction at Cambridge Health Alliance Pioneer Comprehensive Responsible Gaming Program

Harvard Medical School Affiliate's scope includes staff training, strategic consulting and research



DraftKings Announces \$1.5 Million+ Responsible Gaming Initiative Providing Multi-Year Financial Commitments to State Problem Gambling Councils

Non-discretionary fund provides support to grassroots nonprofit organizations, including Oregon Council on Problem Gambling



DraftKings and Kindbridge Research Institute Advance Veterans-Focused Responsible Gaming Research

50x4Vets program partners spearhead first-of-its-kind solutions-based research on veterans



DraftKings Provides International Center for Responsible Gaming with Financial Support for First-of-its-Kind Sports Wagering Research

Fund supports innovative research in responsible gaming

Q&A



THANK YOU