

# Revenue Estimating Conference

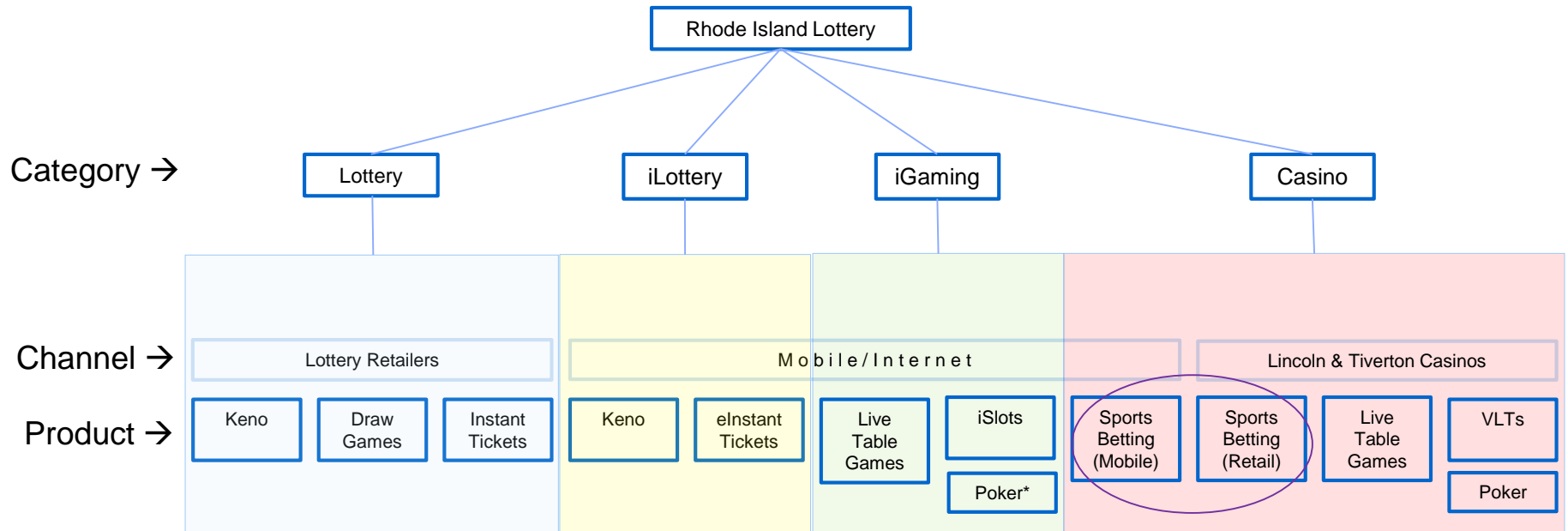
Wednesday, November 1, 2023

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# RI Gaming Overview



\* iGaming poker will be implemented post go-live.

- Bally's will supply the iGaming platform system utilizing:
  - Bally's Interactive, a UK based subsidiary of Bally's, to manage the iGaming platform.
  - White Hat Studios, based in Malta, will supply the player account management system (subcontractor to Bally's Interactive).
  - Stakelogic, based in the Netherlands, will supply the live table component (subcontractor to Bally's Interactive).
- Lottery leadership and senior staff has been/is almost entirely focused on iGaming implementation.
- The plan is to start with iGaming slots and a minimum of three table games, increasing to a minimum of six.
- Poker will be implemented later.

## iGaming (continued)

- Construction has commenced on a 4,780 square foot space related to the iGaming table game studio.
- The space will contain two studios, a control room, and a training room.
- Suffolk Construction is being utilized.
- Bally's reports that all the necessary components have been ordered and should be delivered when needed.
- The Gaming Enforcement Unit has been extremely diligent organizing the background investigations necessary for licensing.
- Staffing plans are progressing.

## Updates

### Casinos

- The expansion at the Lincoln facility has been open since April with 355 VLTs, 57 tables and 27 stadium games in the new space.
- There are 23 poker tables operating, up from 4 to 6 when we met in May.
- Foxwood's NTI exceeded Lincoln's in September '23; Lincoln's NTI exceed Foxwood's for the previous 18 months.
- Promotional points: Bally's had \$97.7M allotted for FY 23 and \$107.9M were allotted for FY '24 (\$25.2M used through 9/30/23).
- Last year the Lottery needed to remit \$923K to the Town of Tiverton for FY '23, toward the \$3M minimum payment.
- The Hotel in Tiverton remains closed.

## Sports Betting

- Massachusetts introduced sports betting at retail sports books commencing on 1/31/23 and mobile products commencing on 3/10/23.
- Sportsbook RI Handle was down 1.5% for FY '23 and is down 14.8% YTD thru 10/29/23.
- The SBRI Hold is performing consistent with other sports books at 9.2% YTD\*.
- YTD 77.7% of bets originated from mobile devices versus 63.3% last year at this time\*.
- Wagers, in dollars, originating from mobile devices are up 4.5% YTD\*.
- Wagers, in dollars, originating from the retail books are down 48.2% YTD\*.

\*Performance thru October 29, 2023

## Sports Betting (continued)

- The Lottery and its partners:
  - Have made material improvements to the mobile product and will continue to do so.
  - Have begun running promotions to stimulate new customer acquisitions and to reward our loyal customers.
- Sportsbook RI's total marketing spend was \$272K for FY '23 (\$139K RI's share) and s/b approximately \$450K for FY '24 (\$229.5K RI's share).
- The sports book in Raynham, MA, which was scheduled to open last June, has not opened due to issues with the MA regulatory approval process.