



Investor Presentation May 2021



SUGAR HOUSE

PLAYSUGARHOUSE.COM SPORTSBOOK | CASINO

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### **Disclaimer (cont'd)**

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### Industry and Market Data

In this presentation, RSI relies on and refers to information and statistics regarding market participants in the sectors in which RSI competes and other industry data. RSI obtained this information and statistics from third-party sources, including reports by market research firms and company filings.

#### **Financial Information**

The financial information contained in this presentation has been taken from or prepared based on the historical financial statements of RSI for the periods presented, some of which have not been audited or reviewed by RSI's independent auditors.

### **Non-GAAP Financial Matters**

In addition to providing financial measurements based on accounting principles generally accepted in the United States ("GAAP"), this presentation includes certain financial measures that are not prepared in accordance with GAAP, including Adjusted EBITDA, Adjusted Operating Costs and Expenses, Adjusted Net Loss Per Share, Adjusted Net Loss and Adjusted Weighted Average Common Shares Outstanding, each of which is a non-GAAP performance measure that RSI uses to supplement its results presented in accordance with GAAP. These non-GAAP financial measures are not intended to be considered in isolation or as a substitute for any GAAP financial measures and, as calculated, may not be comparable to other similarly titled measures of performance of other companies in other industries or within the same industry. See the footnotes on the slides where these measures are discussed and slides 21 – 24 of the Appendix for a description of these non-GAAP financial measures and reconciliations of such non-GAAP financial measures to the most comparable GAAP amounts.

## Highlights



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## Grew revenue by 218% Y-o-Y to \$112MM in 1Q21

Increased our FY2021 revenue guidance to \$440MM-480MM

MAUs grew 166% in 1Q21 over 1Q20 to 115k<sup>1</sup>

ARPMAUs grew 21% in 1Q21 over 1Q20 to \$302<sup>2</sup>

Launched online casino and sportsbook in Michigan, online sportsbook in Virginia and Iowa, online casino in West Virginia (April), and introduced live dealer offering in Colombia

Improved our iOS app in IL, IA, IN, CO and VA, along with launching an Android App on GooglePlay in permitted markets

Shortlisted for 4 EGR awards including Operator of the Year, Casino Operator, Customer Service Operator, and Social Gaming Operator

Completed redemption of all public warrants leading to an incremental \$132MM in cash and clean cap structure

## The State of Play





## Online Casino - Well-Rounded Demographics and Stronger Economics than Sports Betting...<sup>1</sup>



### **Online Casino Revenue Proving 3x Larger Than Online Sports Betting**

Online casino generated more revenue than online sports betting in MI, NJ and PA during the trailing twelve months

We believe the catalysts for the expansion of online casino in the US include:

States need new tax revenue due to COVID-19

Michigan TTM Composition of Online Revenue<sup>1</sup>

- Online casino is a stronger generator of tax revenue than online sports betting
- Land-based casinos are becoming more amenable politically to online casino



New Jersey TTM Composition of Online Revenue<sup>1</sup>

Pennsylvania TTM Composition of Online Revenue<sup>2</sup>

Source: Michigan Gaming Control Board, New Jersey Division of Gaming Enforcement, Pennsylvania Gaming Control Board 1. GGR 2. NGR 3. Online Casino includes slots and tables games excluding poker





## **Efficient Operating Model**





PLAYSUGARHOUSE.COM SPORTSBOOK | CASINO RSI has consistently grown its user base while simultaneously growing revenue per user

- RSI's focus on constantly improving the quality of the customer experience has resulted in growth in ARPMAU
- MAUs grew 166% in 1Q21 over 1Q20<sup>1</sup>
- ARPMAUs grew 21% in 1Q21 over 1Q20<sup>1</sup>

|        | 1Q21  | 1Q20  |
|--------|-------|-------|
| ARPMAU | \$302 | \$249 |



### Approach to Marketing

- Local, building consumer trust through well-known brands, personalities, and businesses
- **Targeted**, emphasis on the quality of a partner's database, audience and reach factoring in likelihood of customer conversion and retention
- **Multi-channel**, optimizing CAC and diversifying away from reliance on any particular medium (e.g., TV / radio, digital, SEO, social, affiliates, etc.)
- **Flexible,** customized approach for each market based on availability and effectiveness of media assets
- ROI-focused, driving attractive player LTV to CAC ratios



# On average, all U.S. RSI cohorts since Jan-17 have paid back in their 6<sup>th</sup> month



Promotional Credits as a % of Online Slot Machine Gross Revenue

29.3%

Pennsylvania, TTM

Source: RSI Management estimates, all cohorts (a cohort represents all players that signed up in a particular month) since Jan-17 1. Source: Pennsylvania Gaming Control Board and RSI Management estimates

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### **Strategic Social Casino Offering**

- Same platform as RMG platform, offering an authentic online casino experience
- Social casino players are converted to RMG at very low CACs
- Consistent revenue growth with trailing 12 months ARPDAU of \$1.37
- Large potential opportunity to attain a larger share of the \$8.6bn<sup>1</sup> social casino market

### Social Casino Revenue, Jan-18 to Mar-21





### Leading iGaming Product

## Leading iCasino Product

Full suite of game offerings

- Engaging design & unique features drive customer retention
- Proprietary bonusing features drive engagement and higher monetization
- Personalized and data driven approach



**Proprietary RSI Platform** Social Casino **Cross-Sell** Targeted, Localized Marketing **Broad** \*2.5 +115 042 Demographic -2.5 -110 -130 U Appeal \*3.5 +165 0 Strong Return on Marketing Spend

## Leading Online Sportsbook Product

- Premier in-game offering and live event streaming
- Upgraded iOS App and launched Android App on GooglePlay in permitted markets



RSI's proprietary iGaming platform has allowed it to establish a market leading position via its speed to market and proven platform









**Financial Overview** 



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### **Recent Performance**

### RSI Consolidated Revenue, 2Q19 – 1Q21



## Statements of Operations

| Amounts in USD \$000's  | Three months ended March 31, |             |
|---|------------------------------|-------------|
|   | 2021                         | 2020        |
|   | (Unaudited)                  | (Unaudited) |
| Revenue   | \$111,820                    | \$35,177    |
| Costs of revenue  | 79,687                       | 22,380      |
| Advertising and promotions  | 42,216                       | 8,470       |
| General administration and other  | 16,564                       | 16,766      |
| Depreciation and amortization   | 674                          | 459         |
| Total operating costs and expenses  | 139,141                      | 48,075      |
| Loss from operations  | (27,321)                     | (12,898)    |
|   |                              |             |
| Interest expense, net   | (13)                         | (45)        |
| Change in fair value of warrant liabilities                                       | 41,802                       | -           |
| Change in fair value of earnout interests liability                               | (13,740)                     | -           |
| Total other income (expenses)   | (28,049)                     | (45)        |
| Loss before income taxes  | 728                          | (12,943)    |
| Income tax expense  | 804                          | -           |
| Net loss  | (76)                         | (12,943)    |
|   |                              |             |
| Net loss attributable to non-controlling interests                                | (59)                         | -           |
| Net loss attributable to Rush Street Interactive, Inc.                            | (17)                         | (12,943)    |
|   |                              | ,           |
| Net loss per common share attributable to Rush Street Interactive, Inc. – basic   | \$(0.00)                     | N/A         |
| Weighted average common shares outstanding – basic                                | 46,955,262                   | N/A         |
| Net loss per common share attributable to Rush Street Interactive, Inc. – diluted | \$(0.18)                     | N/A         |
| Weighted average common shares outstanding – diluted                              | 53,415,488                   | N/A         |

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| Amounts in USD \$000's   | Three months ended March 31, |             |
|--|------------------------------|-------------|
|  | 2021                         | 2020        |
|  | (Unaudited)                  | (Unaudited) |
| Net loss   | \$(76)                       | \$(12,943)  |
|  |                              |             |
| Other comprehensive income (loss)                                |                              |             |
| Foreign currency translation adjustment                          | (624)                        | (364)       |
| Comprehensive loss   | (700)                        | (13,307)    |
|  |                              |             |
|  |                              |             |
| Comprehensive loss attributable to non-controlling interests     | (540)                        | -           |
| Comprehensive loss attributable to Rush Street Interactive, Inc. | (160)                        | (13,307)    |





Appendix



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### **Rush Street Interactive ("RSI") Management Team**





**GREG CARLIN** 

CEO & Co-Founder

NEIL BLUHM Chairman & Co-Founder

- Co-founder of Rush Street
   Gaming and RSI
- Prominent long track record of developing world-class real estate and casinos
- Co-founded Walton Street Capital and JMB Realty, two real estate firms
- Co-Chairman of successful REIT listed on NYSE (Urban Shopping Centers, Inc.)

- Co-founder of Rush Street
   Gaming and RSI
- 20+ years of casino development and operating experience
- American Gaming Association (AGA) Board and executive committee member
- Former investment banker at Lazard Freres and Bankers Trust



RICHARD SCHWARTZ

President & Co-Founder



KYLE SAUERS CFO



EINAR ROOSILEHT *CIO* 



- **Previous Experience**
- A leader and innovator in the gaming industry for over 15 years
- Started the interactive business for WMS Industries (now Scientific Games) focusing on casino gaming
- Previously, an executive at Telecom Italia Lab US
- Former IP Attorney in Silicon
   Valley

- Responsible for RSI's financial, treasury and investor relations functions
- 25+ years of finance and technology experience
- Former CFO of Echo Global Logistics, a leading provider of technology-enabled logistics and supply chain management services
- Oversees RSI's Product, Engineering, and IT / Communications teams and RSI's European teams
- Former Head Architect at Playtech Estonia, with a particular focus on developing scalable systems
- Co-founder of Oryx Gaming, an iGaming platform provider

- Extensive experience in marketing, sports betting operations, and media content creation for the sports betting vertical
- Former executive at Kindred Group, including Chief Commercial Officer
- Shaped Kindred Group's longterm strategy and oversaw day-to-day Sports Marketing and Operations

This presentation includes certain non-GAAP financial measures, including Adjusted EBITDA, Adjusted Operating Costs and Expenses, Adjusted Net Loss, Adjusted Net Loss Per Share and Adjusted Weighted Average Common Stock Outstanding, each of which is defined below:

Adjusted EBITDA means net income (loss) before interest expense, income taxes, depreciation and amortization, share-based compensation, adjustments for certain one-time or non-recurring items and other adjustments. Adjusted EBITDA excludes certain expenses that are required in accordance with GAAP because certain expenses are either non-cash (for example, depreciation and amortization, and share-based compensation) or are not related to RSI's underlying business performance (for example, interest income or expense).

Adjusted Operating Costs and Expenses means RSI's GAAP operating costs and expenses adjusted to exclude the impacts of share-based compensation, certain one-time or nonrecurring items and other adjustments. Adjusted Operating Costs and Expenses excludes certain expenses that are required in accordance with GAAP because certain expenses are either non-cash (for example, share-based compensation) or are not related to RSI's underlying business performance.

### Adjusted Net Loss Per Share means Adjusted Net Loss divided by Adjusted Weighted Average Common Shares Outstanding.

Adjusted Net Loss means the net loss attributable to Rush Street Interactive, Inc. as used in the diluted net loss per share calculation, adjusted for the reallocation of net loss attributable to noncontrolling interests, share-based compensation, certain one-time or non-recurring items and other adjustments.

Adjusted Weighted Average Common Shares Outstanding means the weighted average number of common shares outstanding as used in the diluted net loss per share calculation, adjusted for the assumed conversion of the noncontrolling interest's Rush Street Interactive, LP Class A units to Class A common stock of RSI on a one-to-one-basis.

RSI includes these non-GAAP financial measures because management uses them to evaluate RSI's core operating performance and trends and to make strategic decisions regarding the allocation of capital and new investments. Management believes that these non-GAAP financial measures provide investors with useful information on RSI's past financial and operating performance, enable comparison of financial results from period-to-period where certain items may vary independent of business performance, and allow for greater transparency with respect to metrics used by RSI's management in operating our business. Management also believes these non-GAAP financial measures are useful in evaluating our operating performance compared to that of other companies in our industry, as these metrics generally eliminate the effects of certain items that may vary from company to company for reasons unrelated to overall operating performance.

|   | Three months ended March 31, |             |
|---|------------------------------|-------------|
| Amounts in USD \$000's                                  | 2021                         | 2020        |
|   | (Unaudited)                  | (Unaudited) |
| Net loss  | \$ (76)                      | \$ (12,943) |
|   |                              |             |
| (+) Depreciation and amortization                       | 674                          | 459         |
| (+) Interest expense, net                               | 13                           | 45          |
| (+) Income tax expense                                  | 804                          | -           |
| (-) Change in fair value of warrant liabilities         | (41,802)                     | -           |
| (+) Change in fair value of earnout interests liability | 13,740                       | -           |
| (+) Share-based compensation                            | 11,576                       | 13,490      |
| Adjusted EBITDA   | \$ (15,071)                  | \$ 1,051    |

## Non-GAAP measures: Adjusted Operating Costs and Expenses

|  | Three months ended March 31, |            |
|--|------------------------------|------------|
| Amounts in USD \$000's                                 | 2021                         | 2020       |
| GAAP Operating Costs and Expenses:                     | · · · · ·                    |            |
| Costs of revenue                                       | \$ 79,687                    | \$ 22,380  |
| Advertising and promotions                             | 42,216                       | 8,470      |
| General administration and other                       | 16,564                       | 16,766     |
| Depreciation and amortization                          | 674                          | 459        |
| Total Operating Costs and Expenses                     | \$139,141                    | \$48,075   |
|  |                              |            |
| Non-GAAP Operating Cost and Expense Adjustments:       |                              |            |
| Costs of revenue <sup>(1)</sup>                        | \$ (915)                     | \$ -       |
| Advertising and promotions                             | (1,698)                      | -          |
| General administration and other <sup>(1)</sup>        | (8,963)                      | (13,490)   |
| Depreciation and amortization                          | -                            | -          |
| Total Non-GAAP Operating Costs and Expense Adjustments | \$ (11,576)                  | \$(13,490) |
|  |                              |            |
| Adjusted Operating Costs and Expenses:                 |                              |            |
| Costs of revenue                                       | \$ 78,772                    | \$ 22,380  |
| Advertising and promotions                             | 40,518                       | 8,470      |
| General administration and other                       | 7,601                        | 3,279      |
| Depreciation and amortization                          | 674                          | 459        |
| Total Adjusted Operating Costs and Expenses            | \$127,565                    | \$34,585   |

(1) Share-based compensation.

# Non-GAAP measures: Adjusted Net Loss; Adjusted Weighted Average Common Shares Outstanding; Adjusted Net Loss Per Share

|  | Three months ended |
|--|--------------------|
| Amounts in USD \$000's (except for shares and per share data)                              | March 31, 2021     |
| Adjusted Net Loss:   |                    |
| Net loss attributable to Rush Street Interactive, Inc. – diluted <sup>(1)</sup>            | \$ (9,586)         |
| Adjustments:   |                    |
| Add: Net loss attributable to non-controlling interests                                    | (59)               |
| Less: Change in fair value of warrant liabilities attributable to noncontrolling interests | (32,171)           |
| Add: Change in fair value of earnout interests liability                                   | 13,740             |
| Add: Share-based compensation expense  | 11,576             |
| Adjusted Net Loss  | \$16,562           |
|  |                    |
| Adjusted Weighted Average Common Shares Outstanding:                                       |                    |
| Weighted average common shares outstanding – diluted <sup>(2)</sup>                        | 53,415,488         |
| Adjustments:   |                    |

| Adjusted Weighted Average Common Shares Outstanding     | 213,415,488 |
|---|-------------|
| Add: Conversion of RSILP units to Class A Common Shares | 160,000,000 |
|   |             |

| Net loss per common share attributable to Rush Street Interactive, Inc. – diluted: | \$ (0.18) |
|--|-----------|
| Adjusted Net Loss per Share  | \$ (0.08) |

(1) Represents the Net loss attributable to Rush Street Interactive, Inc. of \$17 thousand, adjusted for the dilutive effect of Warrants (i.e., the portion of the change in fair value of Warrants attributed to Rush Street Interactive Inc.)

(2) Represents the basic number of weighted average common shares outstanding, adjusted for the dilutive effect of Warrants using the Treasury Stock Method.

| Type of Outstanding Equity as of March 31, 2021 | Fully Diluted Class<br>A Common Stock |
|---|---------------------------------------|
| Class V Common Stock                            | 160,000,000                           |
| Class A Common Stock                            | 59,159,364                            |
| Total Outstanding <sup>(1)</sup>                | 219,159,364                           |

(1) As of March 31, 2021, all of the private placement warrants, working capital warrants and public warrants had either been exercised or redeemed.

This presentation includes certain key metrics and other information, including Average Revenue Per Daily Active User, Average Revenue Per Monthly Active User, Customer Acquisition Costs, First-Time Depositor, Gross Gaming Revenue, Lifetime Value and Monthly Active Users, each of which is defined below.

Average Revenue Per Daily Active User (ARPDAU) means, for the applicable period, social casino average daily deposits divided by the average number of daily active users.

Average Revenue Per Monthly Active User (ARPMAU) means, for the applicable period, the average revenue divided by the average MAUs.

Customer Acquisition Costs (CAC) means the monthly marketing spend.

First Time Depositor (FTD) means a user on RSI's online gaming platform who made his or her first real-money deposit with RSI.

Gross Gaming Revenue (GGR) means the gross dollar value of all bets less player winnings.

Lifetime Value (LTV) means the total NGR generated over a player's lifetime.

Monthly Active Users (MAUs) means the number of unique players per month who have placed at least one real-money bet across one or more of our online casino or online sports betting offerings.

The numbers RSI uses to calculate many of these key metrics and other information are based primarily on internal RSI data. While these numbers are based on what RSI believes to be reasonable judgments and estimates of its customer base and acquisition costs, among other things, for the applicable period of measurement, there are inherent challenges in measuring, among other things, usage and engagement with respect to our online offerings across our customer base. Such challenges and limitations may also affect RSI's understanding of certain details of its business. In addition, RSI's key metrics and related information and estimates, including the definitions and calculations of the same, may differ from those published by third parties or from similarly-titled metrics of its competitors due to differences in operations, offerings, methodology and access to information. RSI regularly reviews, and may adjust its processes for calculating, its internal metrics to improve their accuracy.