

## **Investor Presentation**

- October 2025







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# Investment Highlights

- A **leading digital operator** driven by an online casino-centric strategy, innovative online gaming user experience and seasoned management team
- Rank in the **top 4** operators for net revenue in online casino in the United States
- **Extensive market access** to future online casino markets across the Americas, with proven ability to launch and scale efficiently in new markets
- Invested **12+ years** developing our proprietary PAM & vertically integrated tech stack to support our differentiated product suite, multi-brand capabilities and automated functionality to provide frictionless customer experiences
- Among the industry's leading online casino platforms with **unique player features** such as UX personalization, community features, site-wide gamifications tools, and RSI's flagship promotional engine
- Strategic positioning in high-growth, high-margin regulated international markets—including Colombia, Mexico, Ontario, and Peru—with the expertise and infrastructure to expand into newly regulated LATAM and other global markets
- Sustained focus and prioritization on player retention and ROI has resulted in **industry leading** unit economics and achievement of significantly increasing Adjusted EBITDA profitability

## **Company Highlights**

## Financial Highlights

- Achieved record quarterly revenue of \$278MM in 3Q25, up 20% Y-o-Y.
- Grew Adjusted EBITDA to \$36MM in 3Q25, up 54% Y-o-Y demonstrating strong flow-through from revenue to grow the bottom line.
- Raising FY25 revenue guidance to \$1.10B -\$1.12B, implying 20% Y-o-Y growth at the midpoint, and FY25 Adjusted EBITDA guidance to \$147MM \$153MM, implying 62% growth at the midpoint.
- Improved U.S. and Canada Monthly Active Users ("MAUs")<sup>1</sup> 34% Y-o-Y and grew LATAM MAUs<sup>2</sup> 30% Y-o-Y.
- Ended the quarter with \$273 MM in unrestricted cash, up \$32 MM from the end of Q2, and no debt.

## **Business Highlights**

- 1 Grew Online Casino revenue 34% Y-o-Y.
- US and Canadian markets launched since 2021 saw revenue growth of 41% Y-o-Y.
- Increased Delaware GGR annual run rate to over \$160MM during 3Q25, with iCasino revenue reaching over 9x what the previous operator achieved in their best quarter.
- North American MAUs in online casino markets grew 46% Y-o-Y with monthly Y-o-Y growth accelerating in every month from March to September.
- During the third quarter, Online Casino revenue grew 74%, 48% and 37% Y-o-Y in DE, MI and NJ, respectively.









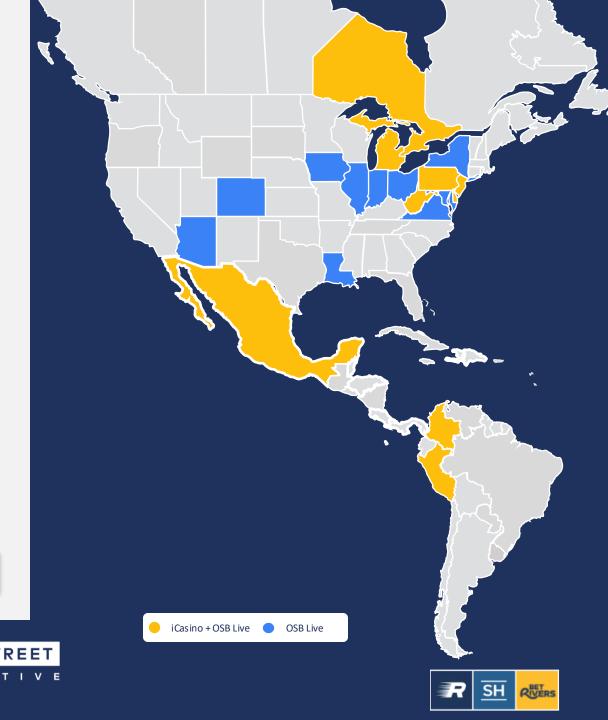
# RSI's Market Access Creates Growth Opportunity and Paves the Way for iCasino

### **Market Access Partner of Choice**

RSI benefits from a larger potential TAM than most competitors due to international operations in both Latin America and Canada, broad market access in key states, and mutually beneficial partnerships with Tribes and Lotteries

## **Total Addressable Market at Maturity**





## Key Positioning in iCasino Markets

RSI is a top tier operator in all visible iCasino markets, operating in as many states as any other operator in the U.S.





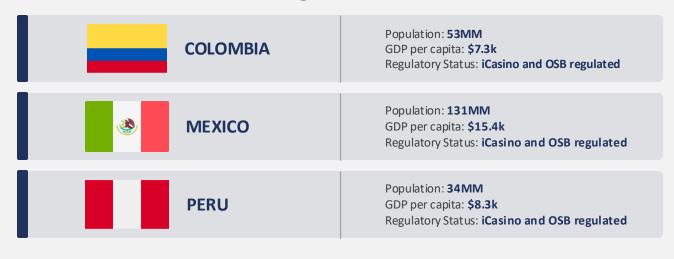




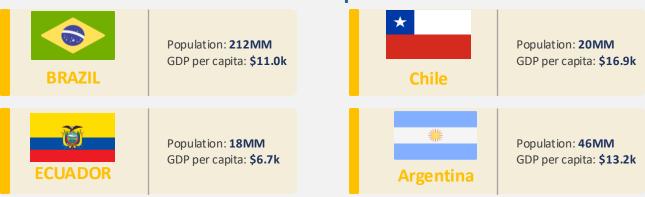


## Beachhead to Grow New Markets in LATAM

## **Existing Core Markets**



## **Potential Expansion**











# Scalable Platform Proven to Increase Retention and Player Values





#### **ROBUST, SCALABLE ARCHITECTURE**

- Modern end-to-end technology stack with modular architecture & components
- Single code base updated bi-weekly (RMG & social)
- Flexible deployments (physical, cloud-based and hybrid)
- Operationalized technology continuously improved to deliver efficient conversion and retention results



# REGULATORY COMPLIANCE & RESPONSIBLE GAMING ("RG")

- Best-in-class RG gaming tools including non-cancellable withdraw and refund processes, in-game messaging, limits and self-exclusion
- First U.S.-based operator to implement a real-time RG monitoring system to analyze player behavior
- First U.S. operator to receive the respected Responsible Gaming Counsel accreditation
- Full automated reporting for customers



#### **BONUSING, CRM & LOYALTY**

- Real-time engine to deliver personalized bonuses
- Unique-to-industry gamified reinvestment programs
- Complete suite of marketing tools, including bonusing, CRM and loyalty
- Proprietary bonus bank wallet and bonus store allows players to self-manage bonuses & redeem loyalty points for real-world & fun digital prizes



# MULTI-BRAND, MULTI-VERTICAL & MULTI-JDX

- Demonstrated success operating multi-brands in the same markets (i.e., bonus abuse protections)
- Platform supports iCasino, sports, social and poker
- Multi-language, multi-currency offering allows for swift expansion to new markets
- Platform licensed in 19 jurisdictions



#### INTEGRATION-FRIENDLY

- Deep integration experience & ability to connect efficiently with 3<sup>rd</sup> party systems / databases
- Library of >5,000 games from 70+ game studios
- Operational integrations include payments, KYC, geolocation, B.I./analytics, AdTech, push messaging, landbased Casino management & cashier systems, sports data/stats/streaming



#### WALLET, FRAUD & RISK MANAGEMENT

- Heavy investment in automation delivers enhanced verification and conversion rates & speed to deal efficiently with the most stringent jurisdictions
- Enhanced KYC functionalities & features to enable selfverifications
- Sophisticated fraud tools; industry leading chargeback rates

## Proprietary Promotional Games with Leading Third-party Content

## **Breadth and Quality of Content**

Offering market leading quality and selection



- Frequently first to market with new game studios and hit games; 5,000+ games from 70+ game studios
- Bespoke features built on top of game library drive differentiation
- Optimized for a consistent user experience

## **Promotional Free-to-play Bingo Platform**

Increase retention by rewarding brand loyalty



- Seamless integration into the casino vertical
- Increased retention by offering players fun and unexpected chances to win
- Reward player loyalty by awarding prizes based on loyalty status





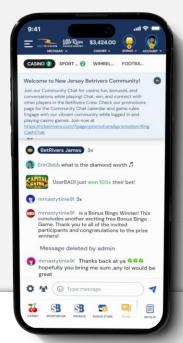




# RSI's iCasino Product Improves Player Experience through Community Engagement

## **P2P Community Moderator Chat**

Increased engagement through connectivity



- Accessible chatrooms available 24/7 foster connections between players and brand moderators
- Integrated seamlessly into a big win newsfeed with player profiles, emojis and avatars extra context for increased engagement

## **Multi-player Online Casino Tournaments**

Increase engagement through competitions



- Free-to-play tournament system supports a broad range of casino game types
- Proprietary, synchronous or asynchronous platform with a fully integrated registration and awards system
- Tournament scheduler and real-time leaderboards









# iCasino Delivering Exceptional Growth in **Delaware**

Since exclusive state operator takeover in late Dec '23, RSI has demonstrated aggressive growth with strategic mix of proprietary product features, land-based partnerships, and bespoke advertising approach.

# Highlights:

\$117MM iCasino Gross Gaming Revenue in last 12 months

Compared to \$15.1MM GGR for previous operator in its last 12 months.

#### 76% YoY iCasino GGR Growth in Q3

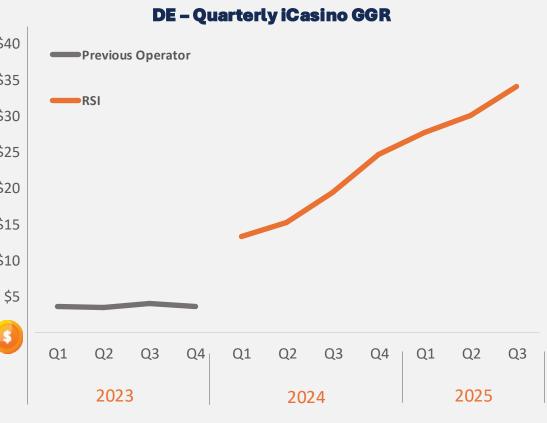
Including monthly growth of at least 630% for every month in 2025 compared to what the previous operator achieved in 2023.

Proprietary Features Drive Session Length + Retention

Online Sportsbook Success Including Cross-Sell Across Verticals

OSB GGR in 3Q25 is up 9% YoY despite more player friendly outcomes than the prior year.









# **Sportsbook Promotional Features**

BetRivers has upped the stakes for sports bettors with exciting gamified betting features on qualifying same game parlay bets.

BetRivers offers players *Squares* on qualifying football and basketball bets, and for the NBA and MLB, our new *PropPacks* promotion – both games offer players a chance to win a jackpot of up to \$25,000 in bonus credits!



#### How the Promotions Work:

#### Earning Bonuses on Qualifying SGP Bets

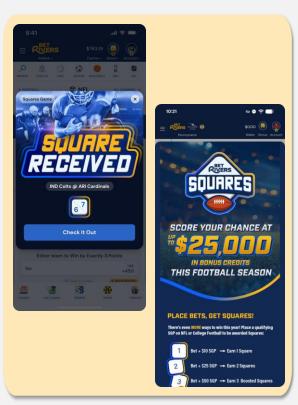
Earning a square for Football matchups or up to 3 player prop cards on NBA matchups.

#### Tiered Prizing Structure for Bigger Payouts

Higher threshold wagers will unlock greater prizes including the top prize of \$10,000 in bonus credits.

#### A Proven Tie-Breaker for Sports Bettors

These gamified experiences provide incremental value to the sports bettor, separating BetRivers from the competitive landscape.











## BetRivers Poker Launches Multi-State

A truly unique player-first proprietary poker platform designed by poker players for poker players, with an emphasis on fairness, excitement, and generous rewards for all skill levels. BetRivers Poker offers a comprehensive suite of game formats, including cash games, Sit & Go tournaments, and Multi-Table Tournaments (MTTs).

#### Highlights:

#### **HOME OF THE VIPs**

Powered by Phil Galfond and Phil Hellmuth, combining trusted design with unmatched star power to drive credibility, visibility, and engagement.

#### **CROSS-SELL INTEGRATION**

Play mini-casino games from the poker table. One wallet and loyalty program powers seamless rewarded play across poker, casino, and sports.

#### **MULTI-STATE LIQUIDITY**

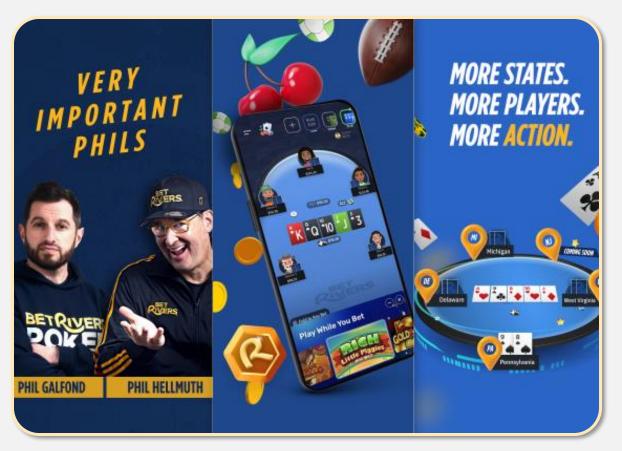
Live in PA, MI, DE, and WV — with shared liquidity across all four states.

#### **RAKEBACK REVOLUTION**

A loyalty program that delivers real, consistent rewards based on player activity — built to reward play and incentivize cross-vertical exploration.

#### PLAYER-FRIENDLY UI

Simplified layout and controls that prioritize ease of use and real-time flow.











## ...And Casino Led Strategy with Attractive Demographics & Unit Economics

#### **Broader Demographics**

- Large cohort of female slot players generates diversification across men and women, increasing TAM
- Brand and user experience targets **female players** as well as more mature and engaged players

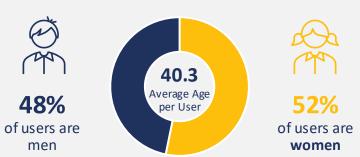
#### **Better Monetization**

- Users of iCasino have a **GGR that is over 7x higher** than an OSB-only user
- Users of both iCasino and OSB have a GGR that is nearly 20x higher than an OSB-only user

### **Larger Market**

- iCasino TAM is nearly 4x the size of online sports betting in mature markets
- Users of iCasino have higher engagement and spend more per year compared to OSB

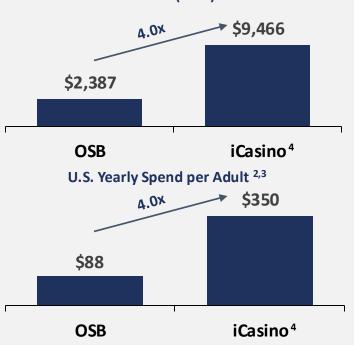
#### iCasino Demographic Split <sup>1</sup>







#### U.S. GGR (TTM)<sup>2</sup>



#### Online Sports Betting Demographic Split <sup>1</sup>











## The BetRivers Network Enhances User & Brand Engagement

RSI's in-house media outlet produces YouTube-focused content, including must-watch poker, iGaming companion entertainment, expert previews for key betting sports, and local sports shows for fans & bettors alike.

## **Commentary**

- BetRivers Network media personalities, such as sports broadcasting icon Mike Francesa and poker legend Phil Hellmuth, connect with their fans online, in their home fan bases and beyond.
  - Approximately 70% of Francesa's audience comes from jurisdictions in which RSI operates.
  - The Mike Francesa Podcast YouTube watch time increased 37% Y-o-Y in Q3 2025.
  - Hellmuth's Home Game, RSI's poker content collaboration with Phil Hellmuth, was watched more than 57 million minutes on YouTube alone during Q3, with additional viewership on CBS Sports Network, select regional sports networks, Twitch and OTT platforms.
- Watch time on the BetRivers casino streaming channel, BetRivers Players Club, saw a 356% increase compared to Q3 2024 with an all-time high in minutes watched.
- All RSI poker programming on YouTube experienced a 57% increase in watch time in Q3 2025 compared to Q3 2024, culminating in the most-watched-quarter ever.
- Subscribers to RSI's first-party YouTube channels have increased 36% from Q3 2024, passing the 250,000 subscriber level.















## Strong Player Value & Retention

- Increasing player value over time approximately \$5,000 per player in 5 years<sup>1</sup>
- Strong retention and new markets expected to drive continued revenue growth

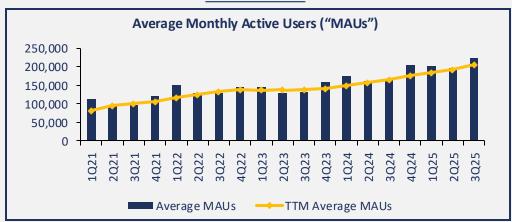


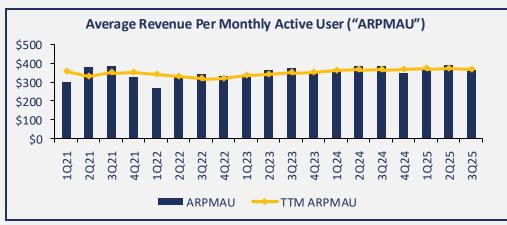


## Strong Growth Across Regions

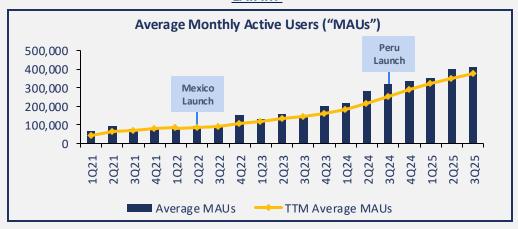
Demonstrated history of growing revenues across regions over the long-term from an expanding user base while maintaining strong revenue per user metrics

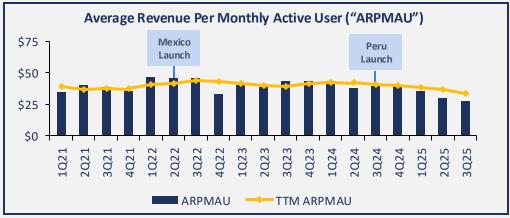
U.S. & Canada<sup>1</sup>





#### LATAM<sup>2</sup>







## **Award-Winning Customer Service**

# Continuous Platform & Self-Service Enhancements Drive Faster Response Times and Elevated Customer Satisfaction

Improved Net Promoter Score, First Contract Resolution, and Customer Satisfaction<sup>1</sup> Y-o-Y for the full year 2024.

Net Promoter Score increased 6.4 points full year 2024 over 2023 First Contact Resolution increased 5.3% full year 2024 over 2023 Customer Satisfaction Score increased 4.7% full year 2024 over 2023

#### 2020

Customer Contacts 650k

North American Markets Live <sup>2</sup>

North American Annual Revenue <sup>2</sup> \$263MM

#### 2021

Customer Contacts 775k

North American Markets Live <sup>2</sup>

11

North American
Annual Revenue <sup>2</sup>
\$453MM

#### 2022

Customer Contacts

1 million

North American Markets Live <sup>2</sup>

North American Annual Revenue <sup>2</sup> \$540MM

#### 2023

Customer Contacts

1 million

North American Markets Live <sup>2</sup>

North American Annual Revenue <sup>2</sup> \$612MM

#### 2024

Customer Contacts

954k

North American Markets Live <sup>2</sup>

North American
Annual Revenue <sup>2</sup>
\$785MM

RSI has won EGR "Customer Service Operator of the Year"

5 years straight — every year since the award's inception



















## Over 140 Years of Collective C-Suite Gaming Industry Experience



RICHARD SCHWARTZ Chief Executive Officer



SAUERS

President &
Chief Financial Officer

KYLE



STETZ

Chief Operating
Officer

**MATTIAS** 



TYAGI
Chief Technology
Officer

**SHUBHAM** 



LAURA MCALLISTER

COX

Chief Compliance
Officer



PAUL
WIERBICKI
Chief Legal
Officer

10



PICARD

Chief Strategy

Officer

ROB



MICHELLE ARMER Chief People Officer



BRIAN SAPP Chief Marketing Officer

#### **Years of Gaming Experience**

23

5

21

5

39

22

3

14

#### **Previous Experience**

- Leader and innovator in the gaming industry for over 20 years
- Strong grasp of player psychology and user experience
- Started the interactive business for WMS Industries (now Light & Wonder)
- Previously, an executive at Telecom Italia Lab US

- Promoted to President in October 2025
- Chief Financial Officer since 2020
- Prior to joining RSI, held senior finance roles throughout the tech and healthcare industries including CFO at Echo Global Logistics
- in Chief Operating Officer since 2016
  - Extensive experience in marketing, sports betting operations and media content creation for sports betting Previously CCO at Unibet Group where he spent a
  - content creation for sports betting Previously CCO at Unibet Group where he spent a decade shaping Unibet's long-term strategy and oversaw day-to-day sports marketing and operations
- Chief Technology Officer since 2025
- Oversees RSI Product, Engineering and IT / Communications teams and RSI's European teams Former Chief Technology Officer for Warner Bros, Discovery – Sports
- Chief Compliance Offer and experienced gaming attorney
  - Previously Vice President
    of Regulatory Compliance
    and Legal Counsel of
    Rush Street Gaming, LLC
    and Executive Vice
    President and General
    Counsel for Gaming
    Partners International
- Chief Legal Officer and member of RSI's Board of Directors and Nominating and Governance
- Committee General Counsel of LAMB Capital Advisors since 2015
- Previously Senior
  Counsel, Business and
  Legal at AbbVie Inc. and •
  Partner at Kirkland & Ellis
- Senior Administrative, Commercial Sales & Business Development Executive 20+ years in Global
- iGaming, Technology, & •
  Capital Markets
   Co-founder of two online
  - gaming businesses with successful exits Former Commercial Director at Xanadu Consultancy, Thomson Reuters and SunTrust Robinson Humphrey
- Chief People Officer and industry specialist with extensive knowledge of workplace culture and infrastructure Previously, served as Chief People officer at

CareerBuilder

- Chief Marketing Officer and mobile marketing veteran
- Previously served in executive and marketing leadership roles at Rec Room, Jam City, and WB Games









# Financial Overview









# Historical MAU & ARPMAU

		20	22		2023				20	24	2025				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Monthly Average Users (MAU)	238,083	225,166	218,465	298,365	274,450	289,676	278,586	357,197	394,011	446,578	487,243	538,705	556,355	599,774	639,683
North America	149,584	129,382	130,048	146,582	144,958	130,575	131,201	157,672	173,917	162,421	168,170	203,552	202,666	196,832	224,968
LATAM	88,498	95,785	88,417	151,782	129,492	159,100	147,385	199,525	220,094	284,157	319,073	335,153	353,689	402,942	414,716
Average Revenue per Monthly Average User (ARPMAU)	\$184	\$210	\$222	\$181	\$191	\$185	\$199	\$178	\$182	\$164	\$159	\$156	\$156	\$149	\$146
North America	\$267	\$331	\$343	\$330	\$327	\$364	\$373	\$347	\$358	\$384	\$384	\$347	\$368	\$391	\$365
LATAM	\$47	\$46	\$46	\$33	\$40	\$39	\$43	\$43	\$44	\$38	\$39	\$40	\$36	\$30	\$27







# **Statements of Operations**

Amounts in USD \$000's (except for shares and per share data)	Three Months September :		Nine Months Ended September 30,			
	2025	2024		2025	2024	
	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
Revenue	\$ 277,911 \$	232,109	\$	809,535 \$	669,916	
Operating costs and expenses	102.166	454.444		520.406	440.444	
Costs of revenue	183,466	151,414		528,496	440,414	
Sales and marketing	39,043	39,252		118,314	114,600	
General and administrative	25,746	26,508		74,505	79,582	
Depreciation and amortization	10,188	8,471		29,506	23,127	
Total operating costs and expenses	258,443	225,645		750,821	657,723	
Income from operations	19,468	6,464		58,714	12,193	
Other income (expense)						
Interest income, net	2,555	2,049		6,435	5,525	
Tax receivable agreement expense	-	_		(113,037)	_	
Total other income (expense)	2,555	2,049		(106,602)	5,525	
Income (Loss) before income taxes	22,023	8,513		(47,888)	17,718	
Income tax expense (benefit)	7,177	5,274		(102,775)	16,970	
Net income	14,846	3,239		54,887	748	
Net income attributable to non-controlling interests	8,791	2,049		26,825	385	
Net income attributable to Rush Street Interactive, Inc.	\$ 6,055 \$	1,190	\$	28,062 \$	363	
Earnings per common share attributable to Rush Street Interactive, Inc. – basic	\$ 0.06 \$	0.01	\$	0.30 \$	0.00	
Weighted average common shares outstanding – basic	96,223,133	82,847,325		95,051,128	79,652,992	
Earnings per common share attributable to Rush Street Interactive, Inc. – diluted	\$ 0.06 \$	0.01	\$	0.23 \$	0.00	
Weighted average common shares outstanding – diluted	236,373,831	233,118,670		234,958,924	230,235,179	









# Statements of Comprehensive Income (Loss)

Amounts in USD \$000's	Three Mont Septemb				nths Ended mber 30,	
	2025 2024		2025		2024	
	(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	
Net income	\$ 14,846	\$ 3,239	\$ 54,887		87 \$ 748	
Other comprehensive income (loss)						
For eign currency translation adjustment, net of tax	3,683	(148)		9,759	(3,781)	
Comprehensive income (loss)	18,529	3,091		64,646	(3,033)	
Comprehensive income (loss) attributable to non-controlling interests	11,185	1,956		33,214	(2,049)	
Comprehensive income (loss) attributable to Rush Street Interactive, Inc.	\$ 7,344	\$ 1,135	\$	31,432	\$ (984)	









## Non-GAAP Financial Measures

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

Adjusted EBITDA means net income (loss) before interest, 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 or are not related to RSI's underlying business performance.

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 non-recurring 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 or are not related to RSI's underlying business performance.

Adjusted Net Income means net income attributable to Rush Street Interactive, Inc. as used in the diluted earnings (loss) per share calculations, adjusted for the reallocation of net loss attributable to non-controlling 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 earnings (loss) per share calculation, and in periods of Adjusted Net Income, adjusted for the assumed conversion of the non-controlling interest's Rush Street Interactive, LP Class A units to Class A common stock of RSI on a one-to-one-basis and incremental shares from assumed conversion of stock options and restricted stock units not otherwise included in the diluted earnings (loss) per share calculation.

Adjusted Earnings Per Share means Adjusted Net Income divided by Adjusted Weighted Average Common Shares Outstanding.

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 its business. Management also believes these non-GAAP financial measures are useful in evaluating RSI's operating performance compared to that of other companies in its 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.

By providing full year 2025 Adjusted EBITDA guidance, RSI provided its expectation of a forward-looking non-GAAP financial measure. Information reconciling full year 2025 Adjusted EBITDA to its most directly comparable GAAP financial measure, net income (loss), is unavailable to RSI without unreasonable effort due to, among other things, the inherent difficulty in forecasting and quantifying the comparable GAAP measure and the applicable adjustments and other amounts that would be necessary for such a reconciliation, and certain of these amounts are outside of RSI's control and may be subject to high variability or complexity. Preparation of such reconciliations would also require a forward-looking balance sheet, statement of income and statement of cash flow, prepared in accordance with GAAP, and such forward-looking financial statements are unavailable to RSI without unreasonable effort. RSI provides a range for its Adjusted EBITDA forecast that it believes will be achieved; however, RSI cannot provide any assurance that it can predict all of the components of the Adjusted EBITDA calculation. RSI provides a forecast for Adjusted EBITDA because it believes that Adjusted EBITDA, when viewed with RSI's results calculated in accordance with GAAP, provides useful information for the reasons noted herein. However, Adjusted EBITDA is not a measure of financial perfor mance or liquidity under GAAP and, accordingly, should not be considered as an alternative to net income (loss) or cash flow from operating activities or as an indicator of operating performance or liquidity.





# Non-GAAP Measures: Adjusted EBITDA

Amounts in USD \$000's	Three Mon Septem		Nine Montl Septemb	
	2025	2024	2025	2024
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Net income	\$ 14,846	\$ 3,239	\$ 54,887 \$	748
(-) Interest income, net	(2,555)	(2,049)	(6,435)	(5,525)
(+/-) Income tax expense (benefit)	7,177	5,274	(102,775)	16,970
(+) Depreciation and amortization	10,188	8,471	29,506	23,127
(+) Share-based compensation expense	6,379	8,458	21,290	26,574
(+) Tax receivable agreement expense	_	_	113,037	_
Adjusted EBITDA	\$ 36,035	\$ 23,393	\$ 109,510 \$	61,894









# Non-GAAP Measures: Adjusted Operating Costs and Expenses

Amounts in USD \$000's		Three Months Ended September 30,			Nine Months Ended September 30,		
		2025	2024		2025	2024	
	(	Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
GAAP operating costs and expenses:							
Costs of revenue	\$	183,466	151,414	\$	528 <i>,</i> 496	\$ 440,414	
Sales and marketing		39,043	39,252		118,314	114,600	
General and administrative		25,746	26,508		74,505	79,582	
Depreciation and amortization		10,188	8,471		29,506	23,127	
Total GAAP operating costs and expenses	\$	258,443	225,645	\$	750,821	\$ 657,723	
Non-GAAP operating cost and expense adjustments:							
Costs of revenue (1)	\$	(81) \$	(295)	\$	(223)	\$ (860)	
Sales and marketing <sup>(1)</sup>		(969)	(606)		(5,248)	(1,866)	
General and administrative (1)		(5,329)	(7,557)		(15,819)	(23,848)	
Depreciation and amortization		_	_		_	_	
Total non-GAAP operating cost and expense adjustments	\$	(6,379)	(8,458)	\$	(21,290)	\$ (26,574)	
Adjusted operating costs and expenses:							
Costs of revenue	\$	183,385	151,119	\$	528,273	\$ 439,554	
Sales and marketing		38,074	38,646		113,066	112,734	
General and administrative		20,417	18,951		58,686	55,734	
Depreciation and amortization		10,188	8,471		29,506	23,127	
Total adjusted operating costs and expenses	\$	252,064	217,187	\$	729,531	\$ 631,149	







# Non-GAAP Measures: Adjusted Net Income; Adjusted Weighted Average Common Shares Outstanding; Adjusted Earnings Per Share

Amounts in USD \$000's (except for shares and per share data)	Three Months September		Nine Months Septembe	
	2025	2024	2025	2024
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Adjusted net income:				
Net income attributable to Rush Street Interactive, Inc. – basic	\$ 6,055 \$	1,190	\$ 28,062 \$	363
Effect of diluted securities:				
Increase to net income attributable to non-controlling interests	8,791	2,049	26,825	385
Net income attributable to Rush Street Interactive, Inc. – diluted	14,846	3,239	54,887	748
Adjustments:				
Share-based compensation expense	6,379	8,458	21,290	26,574
Tax receivable agreement expense	_		113,037	_
Deferred tax benefit associated with initial recognition of deferred tax asset	_	_	(121,107)	_
Adjusted net income	\$ 21,225 \$	11,697	\$ 68,107 \$	27,322
Adjusted weighted-average common shares outstanding:				
Weighted-average common shares outstanding – basic	96,223,133	82,847,325	95,051,128	79,652,992
Adjustments:				
Incremental shares from assumed conversion of stock options and restricted stock units	7,869,982	7,583,799	6,700,806	5,641,608
Assumed conversion of weighted-average RSILP units to Class A Common Shares	132,280,716	142,687,546	133,206,990	144,940,579
Weighted-average common shares outstanding – diluted/ Adjusted weighted-average common shares outstanding	236,373,831	233,118,670	234,958,924	230,235,179
Adjusted earnings per share:				
Earnings per common share attributable to Rush Street Interactive, Inc. – basic	\$ 0.06 \$	0.01	\$ 0.30 \$	0.00
Earnings per common share attributable to Rush Street Interactive, Inc. – diluted	\$ 0.06 \$	0.01	\$ 0.23 \$	0.00
Adjusted earnings per share	\$ 0.09 \$	0.05	\$ 0.29 \$	0.12









# **Capitalization - Detailed Share Count**

Type of Outstanding Equity as of September 30, 2025	Common Stock Outstanding	Weighted Average Exercise Price
Class V Common Stock	131,570,831	_
Class A Common Stock	97,062,436	_
Total Common Shares Outstanding	228,633,267	-
Restricted Stock Units (Unvested)	6,828,972	_
Restricted Stock Units (Deferred) <sup>(1)</sup>	999,686	_
Stock Options (Outstanding)	2,926,462	\$5.29
Diluted Shares Outstanding <sup>(2)</sup>	239,388,387	-







## **Key Metrics and Other Information**

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

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

First Time Depositor (FTD) means a user on RSI's online gaming platform who made their 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 net revenue generated over a player's lifetime.

Monthly Active Users (MAUs) means the number of unique users per month who have placed at least one real-money bet across one or more of our online casino, poker, 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 its 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.



