



October 2020







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### Disclaimer (cont'd)

#### **Industry and Market Data**

In this presentation, dMY and RSI rely on and refer to information and statistics regarding market participants in the sectors in which RSI competes and other industry data. dMY and RSI obtained this information and statistics from third-party sources, including reports by market research firms and company fillings. Being in receipt of the presentation you agree you may be restricted from dealing in (or encouraging others to deal in) price sensitive securities.

#### 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. An audit of these financial statements is in process and will be incorporated in the proxy statement relating to the Business Combination.

#### Non-GAAP Financial Matters

This presentation includes certain non-GAAP financial measures, including EBITDA and EBITDA Margin. These financial measures are not prepared in accordance with accounting principles generally accepted in the United States ("GAAP") and may be different from non-GAAP financial measures used by other companies. dMY and RSI believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends. These non-GAAP measures with comparable names should not be considered in isolation from, or as an alternative to, financial measures determined in accordance with GAAP. See the footnotes on the slides where these measures are discussed and "Reconciliation of Non-GAAP Measures" on slide 38 of the Appendix for a description of these non-GAAP financial measures are provided, they are presented on a non-GAAP basis without reconciliations of such forward-looking non-GAAP measures due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation.

#### Important Information about the Proposed Business Combination

In connection with the proposed business combination, dMY filed a preliminary proxy statement with the SEC on October 9, 2020 and intends to file a definitive proxy statement with the SEC. dMY's stockholders and other interested persons are advised to read, the preliminary proxy statement and the amendments thereto and the definitive proxy statement and documents incorporated by reference therein filed in connection with the proposed business combination, as these materials will contain important information about RSI, dMY and the proposed business combination. When available, the definitive proxy statement and other relevant materials for the proposed business combination will be mailed to stockholders of dMY as of a record date to be established for voting on the proposed business combination. Stockholders will also be able to obtain copies of the preliminary proxy statement, the definitive proxy statement and other documents filed with the SEC that will be incorporated by reference therein, without charge, once available, at the SEC's web site at www.sec.gov, or by directing a request to: dMY Technology Group, Inc... Attention: Niccolo de Masi. Chief Executive Officer, niccolo@dmytechnology.com.

#### Participants in the Solicitation

dMY and its directors and executive officers may be deemed participants in the solicitation of proxies from dMY's stockholders with respect to the business combination. A list of the names of those directors and executive officers and a description of their interests in dMY is contained in the Registration Statement on Form S-1, which was filed by dMY with the SEC on January 31, 2020 and is available free of charge at the SEC's website at www.sec.gov, or by directing a request to dMY Technology Group, Inc., 1180 North Town Center Drive, Suite 100, Las Vegas, Nevada 89144. Additional information regarding the interests of such participants will be contained in the proxy statement for the proposed business combination when available.

RSI and its directors and executive officers may also be deemed to be participants in the solicitation of proxies from the shareholders of dMY in connection with the business combination. A list of the names of such directors and executive officers and any information regarding their interests in the proposed business combination will be included in the proxy statement for the proposed business combination.

#### **Cautionary Statement Regarding Preliminary Results**

The results for the three months ended September 30, 2020, are preliminary, unaudited and subject to completion, reflect our management's current views and may change as a result of our management's review of our results and other factors, including economic and competitive risks and uncertainties. Such preliminary results for the three months ended September 30, 2020, are subject to the finalization and closing of our accounting books and records (which have yet to be performed), and should not be viewed as a substitute for full quarterly financial statements prepared in accordance with U.S. GAAP. We caution you that these preliminary results for the three months ended September 30, 2020, are not guarantees of future performance or outcomes and that actual results may differ materially from those described above.

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



NEIL BLUHM

Chairman & Co-Founder



GREG CARLIN

CEO & Co-Founder



RICHARD SCHWARTZ

President & Co-Founder



KYLE SAUERS

CFO



EINAR ROOSILEHT



MATTIAS STETZ

coo

#### **Previous Experience**

- 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

- A leader and innovator in the gaming industry for over 15 vears
- 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

### **RSI Company Snapshot**

RSI is a leading online gaming company with number one market share in online casino in the United States<sup>1</sup> and a top online sports betting offering

#### **History and Operations**

- Founded in 2012
- Launched first online casino in NJ in Sep. 2016
- Currently operating in NJ, PA, IN, IL, NY, CO, MI, IA and Colombia
- Developed a proprietary technology stack offering online casino and sports betting
- Current team of 151 employees with a highly experienced management team









#### **RSI's Diverse Brands**



PA

(Sports and Casino)

NY<sup>2</sup>, IN, IL, CO, IA, MI<sup>2</sup>
(Sports)



NJ, PA (Sports & Casino)



Colombia (Sports & Casino)

### **RSI Recent Highlights**

#### **Performance**

- Preliminary Q3 2020 Revenue of between \$75 and \$77 million<sup>1</sup> (compared to \$16.7 million in Q3 2019 and \$64.7 million in Q2 2020)
- Preliminary Q3 2020 Advertising & Promotional expenses of less than \$20.0 million<sup>1</sup>
- Retained its #1 position for online casino revenue in the U.S. as of the three months ending August 2020<sup>2</sup>
- After launching online sports wagering 1st in Illinois in June 2020, RSI generated \$106.3 million of online sports wagering handle, or 86% of the state-wide online amount in August 2020<sup>3</sup>
- #1 in online gaming revenue in Pennsylvania in August 2020<sup>4</sup>

#### **Other Highlights**

- Recently entered into strategic marketing partnerships with the NHL's Pittsburgh Penguins, Entercom, VSIN (the Sports Information Network), and former NFL Great Jerome Bettis
- Launched online sports wagering in Iowa on October 8, 2020 (limited to in-person sign-ups until January 2021)
- Announced Kyle Sauers as RSI's Chief Financial Officer on October 9, 2020
- In August 2020, Louisiana's Coushatta Casino Resort partnered with RSI to launch social gaming using RSI's online gaming platform

### **Transaction Structure**

#### **Transaction Overview**

- dMY Technology Group, Inc. ("DMYT") is a publicly traded special purpose acquisition company with \$230 million in cash held in trust1
- DMYT will combine with RSI in an Up-C structure
- DMYT has obtained commitments for a \$160 million PIPE at \$10.00 per share of common stock to facilitate the combination with RSI
- PIPE led by Fidelity Management and Research Company

#### Sources and Uses (\$m)<sup>2</sup>

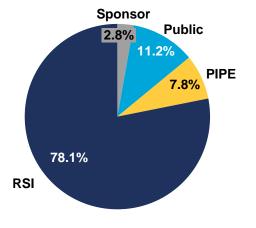
Sources	
Cash Held in Trust Account <sup>1</sup>	\$230
Private Placement Equity Financing <sup>3</sup>	160
Sellers' Equity	1,725
Initial Stockholder Equity <sup>4</sup>	58
Total Courses	<b>\$0.47</b> (
Total Sources	\$2,173

Uses	
Cash Contribution to RSI	\$261
Cash to Acquire Purchased RSI Units from Sellers <sup>5</sup>	99
Sellers' Equity <sup>6</sup>	1,626
RSI ASLP, Inc. Purchased RSI Units from Sellers <sup>7</sup>	99
Initial Stockholder Equity <sup>4</sup>	58
Transaction Costs	30
Total Uses	\$2,173

### Pro Forma Shares Outstanding<sup>2</sup>

Shareholder	Shares (m)
RSI – Class V <sup>8</sup>	160.00
Public – Class A	23.00
PIPE – Class A	16.04
Sponsor – Class A <sup>9</sup>	5.75
Total	204.79

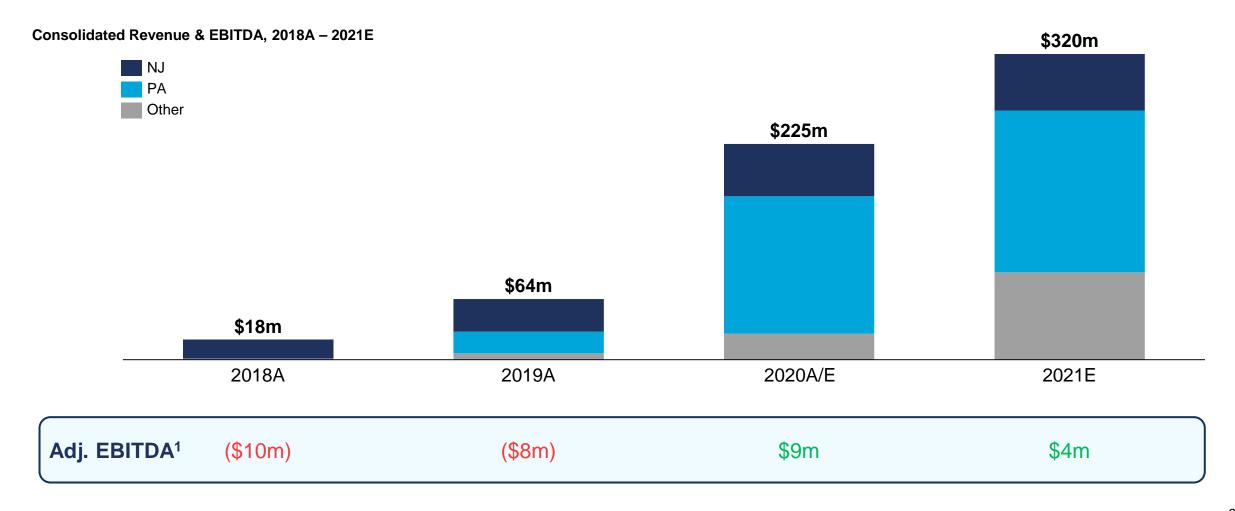
#### Pro Forma Ownership<sup>2,10</sup>



### **RSI Investment Highlights**

- (1) #1 in US online casino market (June August 2020)<sup>1</sup>
  - (2) Accelerated growth profile and what we believe to be a pandemic-resistant business model
    - (3) Strong market access with proven ability to enter large and rapidly expanding markets
      - (4) Proprietary tech platform enables rapid innovation
      - (5) Capital-efficient business with B2C, B2B2C and FTP operating models
    - (6) C-Suite team has significant experience in the online and offline gaming industry
  - Strong growth catalysts: geographic expansion, leverage attractive player-level economics to increase market share, product diversification, and tuck-in acquisitions
- 8) Management believes that RSI possesses sustainable competitive advantages

### **2018A – 2021E Financial Performance**



### **Comparable Company Benchmarking**

	RUSH STREET  at \$10.00 per share	DraftKings	GAN	Golden Nugget Online Gaming
TEV <sup>1</sup> / 2021E Revenue	5.4x <sup>5</sup>	24.1x	10.2x	8.7x
2019A-2024E Revenue CAGR	<b>6</b> 5% <sup>6</sup>	34% <sup>7</sup>	17%8	36%8
Growth-Adjusted TEV / 2021E Revenue <sup>2</sup>	0.08x	0.71x	0.60x	0.24x
2021E Revenue (\$m)	\$320 <sup>6</sup>	\$742 <sup>7</sup>	\$50 <sup>7</sup>	\$122 <sup>8</sup>
Cash Flow <sup>3</sup>	Positive	Negative	Positive	Positive
Total Enterprise Value (\$m)¹	\$1,729 <sup>5</sup>	\$17,868	\$507	\$1,062 <sup>9</sup>
Stock Price Return Since Launch <sup>1,4</sup>	NA	380%	115%	40%

### **Business Model**

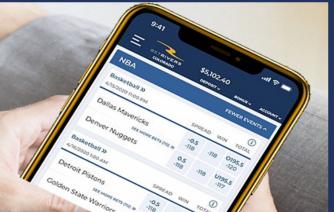
	B2C	B2B2C
Operating Model	<ul> <li>Provide online casino and sports betting using proprietary platform</li> <li>RSI has control over customer retention, marketing and bonusing</li> <li>Pay a % NGR fee to the license holder in exchange for market access (typically a land-based casino)</li> <li>All B2C operations are under RSI brands</li> <li>RSI expects to be a B2C operator in new markets going forward</li> </ul>	<ul> <li>Provide an omni-channel platform and full set of services on behalf of a partner casino</li> <li>RSI typically does not pay upfront operator license fees, which have been as high as \$10 million per license – working capital efficient</li> <li>RSI receives a royalty based off a percentage of revenue<sup>2</sup></li> <li>RSI typically uses a co-brand to leverage land-based brand's local awareness and trust and RSI brand's reputation for quality</li> <li>RSI's proven B2B capabilities are expected to enable it to compete for B2G<sup>3</sup> deals (online lottery RFPs) as well as obtain access to certain markets where B2C may not be desirable or viable</li> </ul>
States / Countries <sup>1</sup>	NJ IA VA NY	PA





### **#1 in US Online Casino Market**

(June-August 2020)

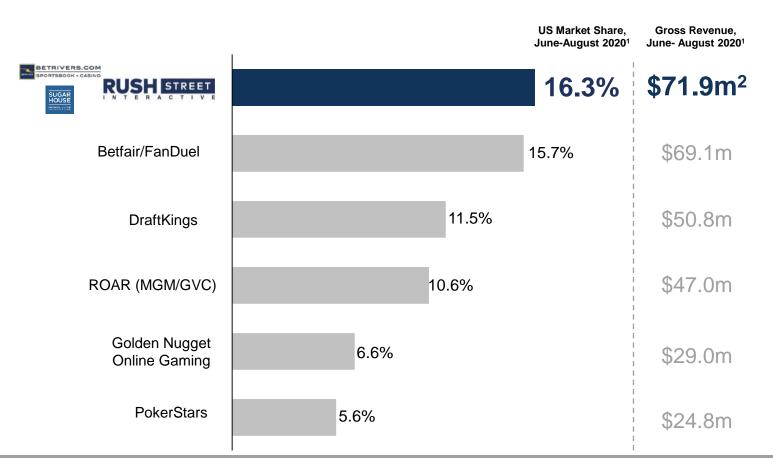






### The #1 Online Casino Company in the US

According to Eilers and Krejcik Gaming, RSI achieved #1 online casino market share in the U.S. from June through August 2020

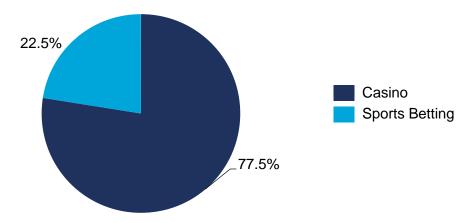


US Online Casino Market is projected to be \$20bn, assuming all US states authorize online casino<sup>3</sup>

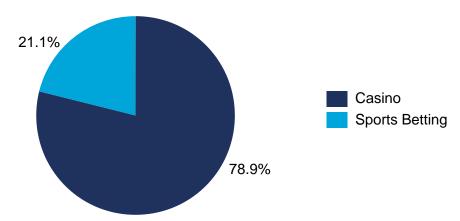
By comparison – US Online Sports Betting Market is projected to be \$15bn, assuming all US states authorize online sports betting<sup>3</sup>

### **Online Casino Outperforms Online Sports Betting**

#### Pennsylvania August 2020 Marketwide Online Revenue Split<sup>1</sup>



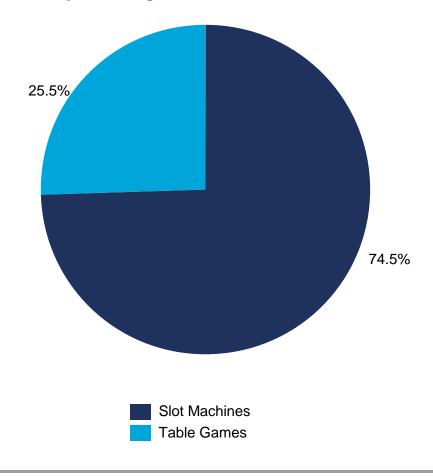
#### New Jersey August 2020 Marketwide Online Revenue Split<sup>1</sup>



- Online casino generated more revenue than online sports betting in PA and NJ in August 2020, even though there was a robust sports calendar
- Catalysts for the expansion of online casino in the US include:
  - States need new tax revenue due to COVID-19
  - Online casino is a stronger generator of tax revenue than online sports betting
  - NJ land-based casino revenue grew from 2018 to 2019, even as online casino revenue grew more than 65% during that same period
  - We believe that land-based casinos are becoming more amenable politically to online casino

### **RSI Outperforms Even More in Online Slot Machine Revenue**

#### Pennsylvania August 2020 Marketwide Online Casino Revenue Split<sup>1</sup>



Online casinos are performing much like the land-based casinos where slot machines typically make up 60%-90% of casino revenue

In August 2020, RSI was #1 in online slot machine revenue in PA

In August 2020, RSI generated 88% more slot revenue in PA than the #2 license holder

### **Clear US iGaming Leader**

# RUSH STREET

### DraftKings

### Golden Nugget Online Gaming

US Online Casino Market Share <sup>1</sup>	16.3%	11.5%	6.6%
Brand Focus	#1 in casino plus strong sports offering <sup>1</sup>	Sports focused with cross-sell to casino	Casino focused
Combined Population of Live Online Gaming Markets	US: 50m people Global: 99m people <sup>2</sup>	US: 57m people	US: 9m people
International Online Gaming	$\checkmark$	✓	*
Owns Casino Tech Platform	✓	✓	*
Social Gaming	✓	*	*
Monthly ARPU <sup>3</sup>	>\$600 <sup>4,8</sup>	\$63 <sup>5</sup>	\$624 <sup>6</sup>
Player LTV <sup>7</sup>	>\$5,0004	N/A	\$5,000 <sup>6</sup>
Q3 Marketing Expense as % of Net Revenue	26% <sup>9</sup>	155% <sup>10</sup>	NA
Demographic Appeal	† †	Ť	<b>†</b> †

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# Large & Rapidly Expanding Addressable Market



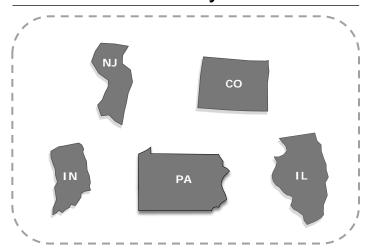




### **Large US Online Opportunity for RSI**

- RSI operates in 97% of target US markets, by population, where online sports and/or online casino is legal<sup>1</sup>
- RSI has market access to the coveted markets of NY, PA and IL

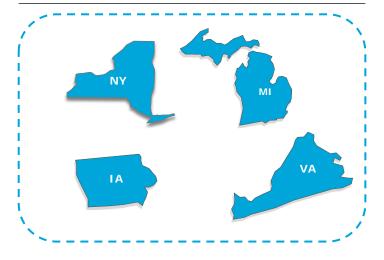
### Today



Combined Market Size<sup>3</sup>

~\$5.0bn

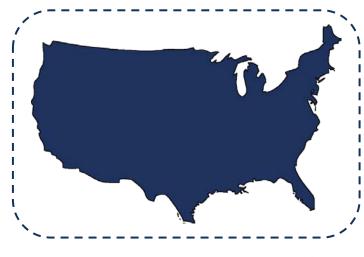
Future Access<sup>2</sup>



Combined Market Size<sup>3</sup>

~\$4.5bn

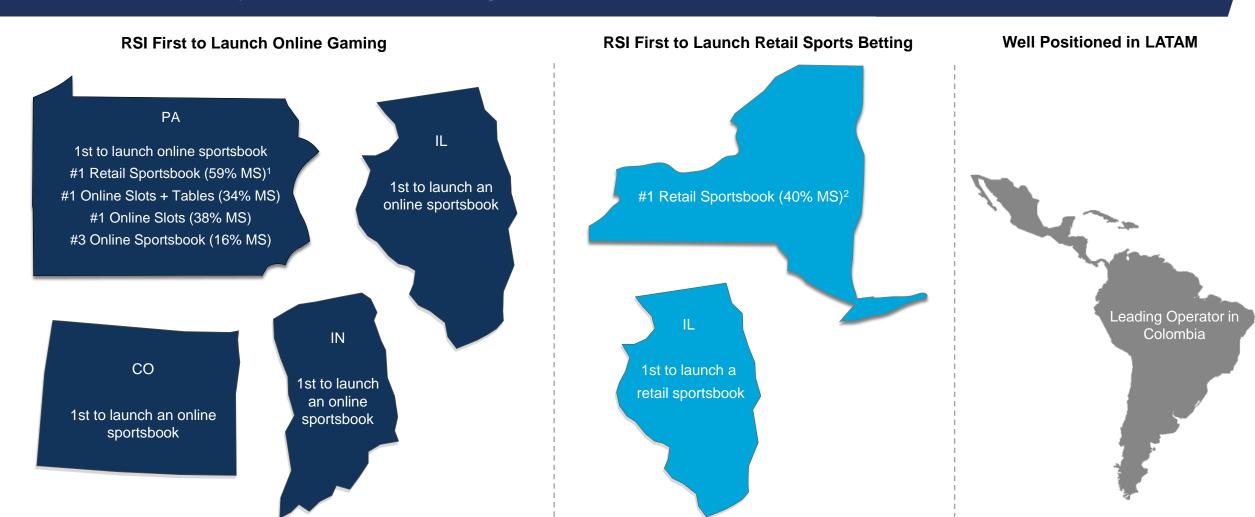
Future Opportunity



Estimated US Market Size<sup>4</sup>

~\$35bn

### A First Mover in Key US & LATAM Gaming Markets







# **Proprietary Tech Platform**

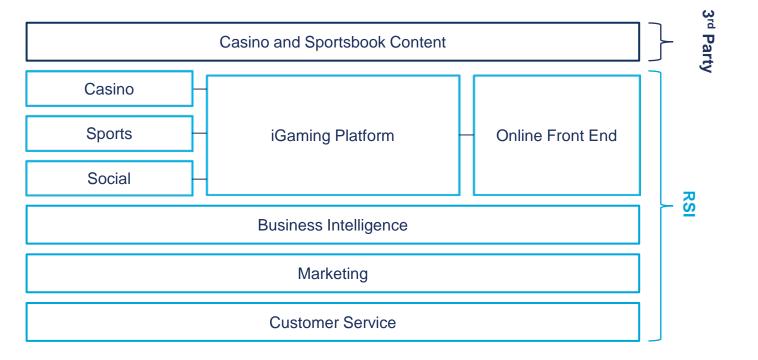






### **Proprietary iGaming Platform**

- Provides flexibility, rapid feature creation / integration
- Offers marketing and promotional tools
- Feature rich User Experience









### **Leading Sportsbook Product**

Premier in-game offering and live event streaming

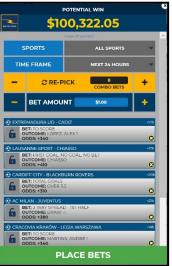
Recently upgraded our sports betting UI / UX

Proprietary jackpot parlay feature

New iOS App being rolled out as of September 2020



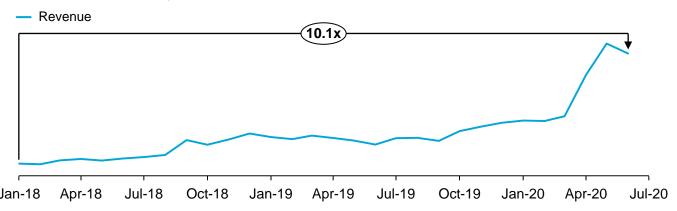


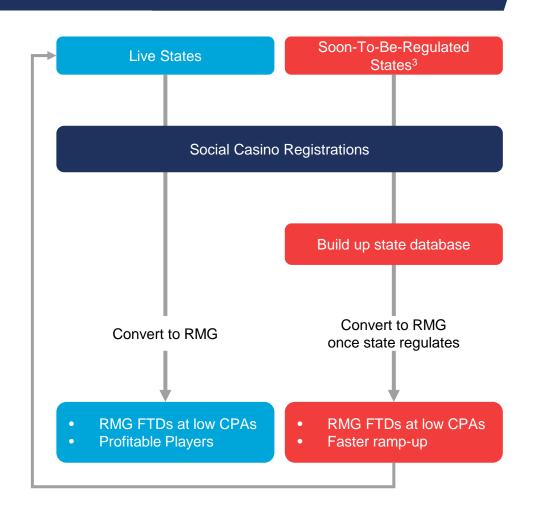


### **Strategic Social Casino Offering**

- Same platform as real money gaming (RMG) platform offering an authentic online casino experience
- Social casino players are converted to RMG at very low CPAs
- Consistent revenue growth with ARPDAU of \$1.02<sup>1</sup>
- Large potential opportunity to attain a larger share of the \$6bn² social casino market

#### Social Casino Revenue, Jan-18 to Jun-20









### **Efficient Business Model**





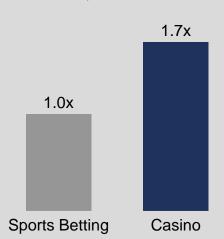


### Online Casino - Well-Rounded Demographics and Stronger Economics than Sports Betting...

#### Average Time Spent

Online casino customers spend **1.7x** more time active each month compared to online sports bettors

# RSI monthly minutes per active user, Q1 2020



#### Demographics

**RSI** gender

Online casino customers are split equally between male and female but are typically older than online sports bettors

On the other hand, online sports betting is almost entirely dominated by male customers

RSI avg. age per active,

OC

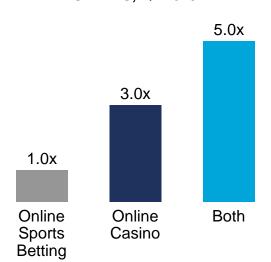
### 



#### **Better Monetization**

The average online casino customer generate 3x more revenue than the average online sports bettor per month.

#### **RSI ARPU, Q1 2020**



### **RSI's Marketing Engine**

RSI's marketing engine employs a local, targeted, and multi-channel approach to drive customer LTV and ROI

#### **RSI's Approach to Marketing**

- **Local**, building consumer trust through well-known brands, personalities, and businesses in local markets
- Targeted, putting an 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 partner (e.g., TV / radio, digital, SEO, social, affiliates, etc.)
- **Flexible**, allowing customization of approach in each market based on availability and effectiveness of media assets
- ROI-focused, driving attractive player LTV to CAC ratios

#### **Select Partnerships in Key Markets**







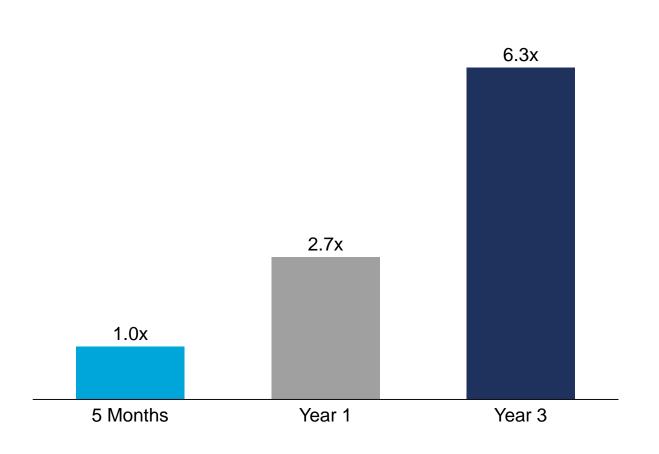






### **Strong Return on Marketing Spend**

#### RSI New Jersey LTV / CAC<sup>1</sup>, by period



On average, all RSI cohorts since Jan-17 have paid back in their 5<sup>th</sup> month

RSI Year 1 LTV/CAC of 2.7x is 23% higher than Golden Nugget Year 1 return on ad spend<sup>2</sup>

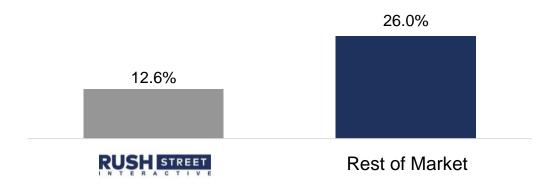
More recent cohorts have been paying back more quickly

### Strong Market Share with Rational Approach to the Use of Incentives

RSI had #1 PA slot taxable revenue market share in August 2020 while bonusing at less than half the rate of the competition

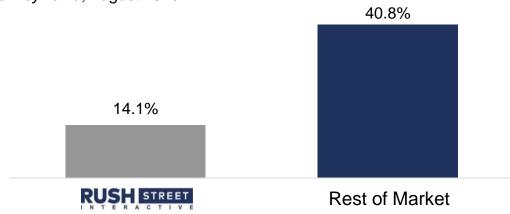
RSI had #2 PA sports betting taxable revenue market share in August 2020 while bonusing at less than 35% the rate of the competition

### Promotional Credits as a % of Online Slot Machine Gross Revenue Pennsylvania, August 2020



#### Promotional Credits as a % of Online Sports Betting Gross Revenue

Pennsylvania, August 2020







# **Financial Highlights**

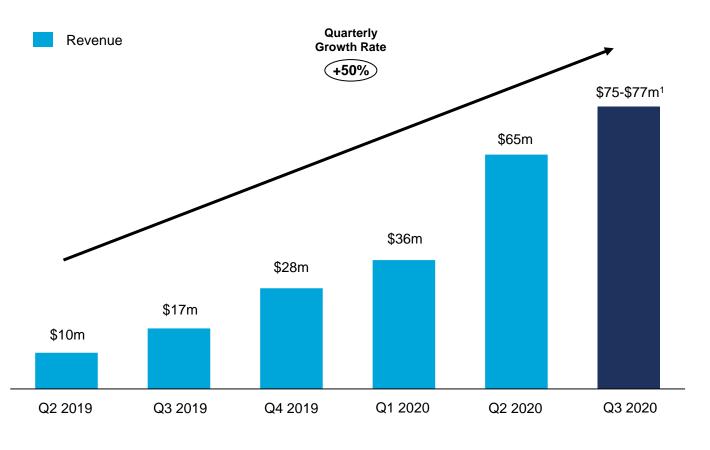






### **Recent Performance**

#### RSI Consolidated Revenue, Q2 2019 – Q3 2020



RSI has generated record levels of revenue during the first 3 quarters of 2020<sup>2</sup>

Online casino has excelled during the first 3 quarters of 2020 and is expected to continue to be a strong performer for the remainder of 2020 and beyond

Revenue expected to grow more than 7x from Q2 2019 to Q3 2020

### **Potential US Online Sports Betting and Online Casino Revenue Opportunity**

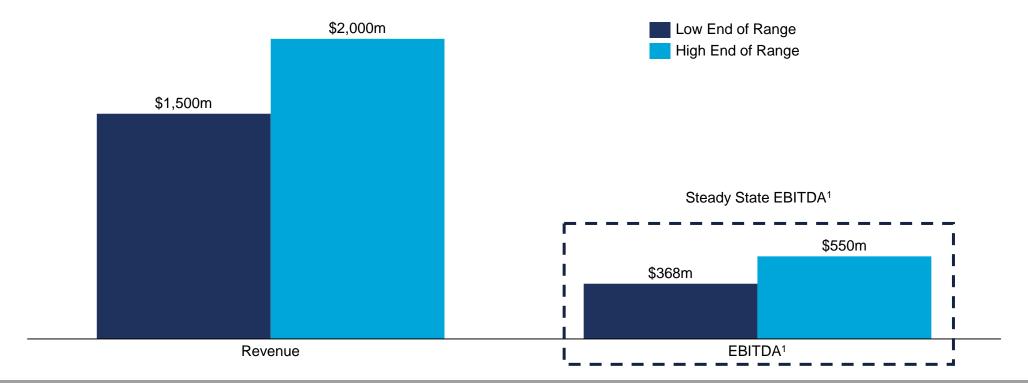
US Online Casino	<del></del>	US Online Sports Betti
\$20bn	US Market Size at full penetration <sup>1</sup>	\$15bn
40%	Potential % Penetration <sup>2</sup>	60%
12% - 18%	RSI Expected Market Share <sup>3</sup>	6% – 10%
\$1,000 - \$1,500m	Potential Online GGR Opportunity for RSI	\$540 – \$900m

\$1.5 - \$2.4bn

### **Long-term Financial Objectives**

Applying a fully stabilized EBITDA margin to our long-term market opportunity represents an attractive return profile

#### **RSI Consolidated Long-term Market Opportunity**



### Going Public Expected to Provide Capital That Can Accelerate RSI's Growth Plan

**RSI Key Growth Drivers Supported by Transaction Proceeds** 

Launch New Markets (Domestic and International)

**Product Development** 

**Scaling Operations and Marketing Budget** 

**Tuck-In Acquisitions** 





# dMY Overview







### dMY Management Team

### Experience



NICCOLO DE MASI

- Mobile pioneer Software & Hardware
- Chairman & Former CEO of Glu Mobile
- Former CEO of Monstermob
- Former CEO of Hands-On Mobile
- Former President of Essential
- Former Director of Resideo
- Former Director of Xura

HARRY YOU

dMY Chairman

- Director of Broadcom
- Former President, CFO and Co-Founder of GTY, largest tech SPAC at time of IPO
- Former EVP, Office of Chairman of EMC
- Former CEO of Bearing Point
- Former CFO of Oracle and Accenture

### Expertise

#### Free-to-Play & Digital Gaming Acceleration

- Retention
- Conversion
- UA
- Social features

- Native app gameplay
- Scaling digital engine
- Bolt-on acquisitions

#### Distribution & Advertising

Amazon Apple T-Mobile Verizon

Walmart

Google Snap AT&T Facebook

#### 21 tribal relationships from GTY

#### Public Markets Experience

#### **Executive Board Member Experience**

2x \$100bn+ market cap. public company CFO experience  \$100bn+ market cap. public company Audit Chair experience

\$600bn of M&A transaction experience

### Complementary Expertise Will Provide Accelerated Growth & Greater Opportunity for RSI

Focus Area	Timeline	Expertise
Unified internal tech platform delivering faster iteration cycles at lower cost	Now	RUSH
Market access advantages over competitors	Now	RUSH
Secure & compliant tech stack – vetted domestically & internationally	Now	RUSH STREET
Social casino best practices provides RSI with top of funnel advantage	Now	dMY Technology
Deep understanding of social mechanics (retention and monetization)	Future Opportunity	dMY Technology
Deep understanding of cohort monetization & marketing with a potential Al opportunity	Future Opportunity	dMY Technology
Scaled digital gaming expertise to deliver millions of active users across the US and internationally	Future Opportunity	dMY Technology
Increase highly profitable and efficient marketing spend to acquire new players and increase market share	Future Opportunity	RUSH
Public company operating systems and requirements	Future Opportunity	dMY Technology
Inorganic expansion as a proven operating model in the public markets	Future Opportunity	dMY Technology





# **Appendix**







### **Reconciliation of Non-GAAP Measures**

Rush Street Interactive, LP (\$'000s)	Actual 12 Months Ended December 2018	Actual 12 Months Ended December 2019
EBITDA Reconciliation		
Comprehensive Loss	\$ (10,867)	\$ (30,984)
(+) Depreciation & Amortization	\$ 898	\$ 1,139
(+) Interest, Net	\$ 42	\$ 123
(+) Deemed Dividend on Preferred Units	-	\$ 8,544
(+) Share-Based Compensation	-	\$ 13,407
Adjusted EBITDA (Unaudited)	\$ (9,927)	\$ (7,771)

## **Glossary of Terms**

Term	Definition
GGR	Gross Gaming Revenue; Gross dollar value of cash bets less payouts
NGR	Net gaming revenue; GGR less promotional bets less gaming taxes and duties
ARPU	Average revenue per user; Monthly GGR / Monthly Active Players
ARPDAU	Average revenue per daily active user; Social casino daily gross revenue / Daily actives
FTD	First Time Depositor
LTV	Lifetime value; Total GGR generated over a player's lifetime
CAC	Customer acquisition cost; Monthly marketing spend / Monthly FTDs