

REFINITIV

## DELTA REPORT

### 10-Q

RUSH STREET INTERACTIVE,

10-Q - MARCH 31, 2024 COMPARED TO 10-Q - SEPTEMBER 30, 2023

The following comparison report has been automatically generated

TOTAL DELTAS 805

█ CHANGES 221

█ DELETIONS 310

█ ADDITIONS 274

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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**  
**FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended **September 30, 2023** **March 31, 2024**

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number: **001-39232**

**Rush Street Interactive, Inc.**

(Exact name of registrant as specified in its charter)

Delaware

**84-3626708**

(I.R.S. Employer  
Identification No.)

(State or other jurisdiction of incorporation or organization)

**900 N. Michigan Avenue, Suite 950**

**(773) 893-5855**

**Chicago, Illinois 60611**

(Registrant's telephone number, including area code)

(Address of principal executive offices, including zip code)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class

Trading Symbol(s)

Name of each exchange on which registered

Class A common stock, \$0.0001 par value per share

RSI

The New York Stock Exchange

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	..	Accelerated filer	<input checked="" type="checkbox"/>
Non-accelerated filer	..	Smaller reporting company	<input type="checkbox"/>
Emerging growth company	<input checked="" type="checkbox"/>		

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

As of **November 1, 2023** **May 1, 2024**, there were **71,615,525** **79,678,782** shares outstanding of the registrant's Class A common stock, \$0.0001 par value per share, and **150,649,310** **145,384,310** shares outstanding of the registrant's Class V common stock, \$0.0001 par value per share.

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**Cautionary Note Regarding Forward-Looking Statements**

This Quarterly Report on Form 10-Q (this "Report") contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, as amended, that reflect future plans, estimates, beliefs and expected performance. The forward-looking statements depend upon events, risks and uncertainties that may be outside of our control. The words "anticipate," "believe," "continue," "could," "estimate," "expect," "intends," "may," "might," "plan," "possible," "potential," "predict," "project," "should," "would" and similar expressions may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. Any statements contained herein that are not statements of historical fact may be forward-looking statements.

Our projections, including for revenues, market share, expenses and profitability, are subject to significant risks, assumptions, estimates and uncertainties. You are cautioned that our business and operations are subject to a variety of risks and uncertainties, many of which are beyond our control, and, consequently, our actual results may differ materially from those projected.

Factors that could cause or contribute to such differences include, but are not limited to, the following:

- competition in the online casino, online sports betting and retail sports betting (i.e., such as within a bricks-and-mortar casino) industries is intense and, as a result, we may fail to attract and/or retain customers, which may negatively impact our operations, growth prospects and financial condition;
- economic downturns, such as recessions, inflation, and political and market conditions beyond our control, including a reduction in consumer discretionary spending and sports leagues shortening, delaying or cancelling parts of their seasons or certain events due to external factors such as pandemics or international conflicts, could adversely affect our business, financial condition, results of operations and prospects;
- our growth prospects may suffer if we are unable to develop or maintain competitive offerings, if we fail to pursue additional offerings, if we lose any of our executives or other key employees or if we are unable to scale and support our information technology and other systems and platforms to meet the Company's needs;
- our business is subject to a variety of U.S. and foreign laws (including the laws of Colombia, Canada and Mexico, where we have business operations), many of which are unsettled and still developing, and our growth prospects depend on the legal status of real-money gaming in various jurisdictions;
- failure to comply with regulatory requirements or, as necessary or appropriate, successfully obtain a license or permit applied for could adversely impact our ability to comply with licensing and regulatory requirements or to obtain or maintain licenses in other jurisdictions, or could cause financial institutions, online platforms, vendors and distributors to stop providing services to us;
- we rely on information technology and other systems and platforms (including reliance on third-party providers to validate the identity and location of our customers and to process customer deposits and withdrawals), and any breach or disruption of such systems or platforms could compromise our networks and the information stored there could be accessed, disclosed, lost, corrupted or stolen;
- we have a history of losses (calculated in accordance with accounting principles generally accepted in the United States) and may continue to incur losses in the future;
- certain of our officers and directors may allocate their time to other businesses and potentially have conflicts of interest with our business;
- we license certain trademarks and domain names from Rush Street Gaming, LLC ("RSG") and its affiliates, and RSG's and its affiliates' use of such trademarks and domain names, or failure to protect or enforce our intellectual property rights, could harm our business, financial condition, results of operations and prospects;

- we currently, and will likely continue to, rely on licenses and service agreements to use the intellectual property rights and technology of related or third parties that are incorporated into or used in our products and services; and
- other factors described in our Annual Report on Form 10-K for our most recently completed fiscal year, including the "Business", "Risk Factors," "Management's Discussion and Analysis of Financial Condition and Results of Operations," and "Quantitative and Qualitative Disclosures about Market Risk" sections, as

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well as described in our other filings with the SEC, such as this Report, our other Quarterly Reports on Form 10-Q and our Current Reports on Form 8-K.

Due to the uncertain nature of these factors, management cannot assess the impact of each factor on the business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. Any forward-looking statement speaks only as of the date on which such statement is made, and we undertake no obligation to update any of these statements to reflect events or circumstances occurring after the date of this Report, unless required by law. New factors may emerge, and it is not possible to predict all factors that may affect our business and prospects.

#### Limitations of Key Metrics and Other Data

Our The numbers for our key metrics, which include our monthly active users ("MAUs") and average revenue per MAU ("ARPMAU"), are calculated using internal company data based on the activity of user accounts. While this data is these numbers are based on what we believe to be reasonable estimates of our user base and activity levels for the applicable period of measurement, there are inherent challenges in measuring usage of our offerings across large online and mobile populations based in numerous jurisdictions. We In addition, we continuously seek to improve our estimates of our user base and user activity, and such estimates may change due to improvements or changes in our methodology.

We regularly evaluate these metrics to estimate the number of "duplicate" accounts among our MAUs and remove the effects of such duplicate accounts on our key metrics. A duplicate account is one that a user maintains in addition to his or her principal account. Generally, duplicate accounts arise as a result of users signing up to use more than one of our brands (i.e., BetRivers, PlaySugarHouse and RushBet) or to use our offerings in more than one jurisdiction, for instance when a user lives in New Jersey but works in New York. The estimates of duplicate accounts are based on an internal review of a limited sample of accounts, and we apply significant judgment in making this determination. For example, to identify duplicate accounts we use data signals such as similar IP addresses or usernames. Our estimates may change as our methodologies evolve, including through the application of new data signals or technologies, which may allow us to identify previously undetected duplicate accounts and may improve our ability to evaluate a broader population of our users. Duplicate accounts are very difficult to measure, and it is possible that the actual number of duplicate accounts may vary significantly from our estimates.

Our data limitations may affect our understanding of certain details of our business. We regularly review our processes for calculating these metrics, and from time to time we may discover inaccuracies in our metrics or make adjustments to improve their accuracy, including adjustments that may result in the recalculation of our historical metrics. We believe that any such inaccuracies or adjustments are immaterial unless otherwise stated. In addition, our 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 our competitors due to differences in operations, offerings, methodology and access to information.

The data and numbers used to calculate MAUs and ARPMAU discussed in this Report only include U.S. and Canada-based users of our online real-money offerings unless stated otherwise.

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## PART I. FINANCIAL INFORMATION

### Item 1. Financial Statements

**RUSH STREET INTERACTIVE, INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
**(Amounts in thousands except for share and per share data)**

	September 30, 2023	December 31, 2022	
	(Unaudited)	(Unaudited)	
	March 31, 2024	March 31, 2024	December 31, 2023
	(Unaudited)		
<b>ASSETS</b>			
<b>ASSETS</b>			

ASSETS		ASSETS	
Current assets		Current assets	
Current assets			
Cash and cash equivalents			
Cash and cash equivalents			
Cash and cash equivalents	Cash and cash equivalents	\$ 171,235	\$ 179,723
Restricted cash	Restricted cash	4,934	26,358
Players' receivables	Players' receivables	14,996	11,174
Due from affiliates	Due from affiliates	21,794	35,904
Prepaid expenses and other current assets	Prepaid expenses and other current assets	10,419	11,312
Total current assets	Total current assets	223,378	264,471
Intangible assets, net	Intangible assets, net	75,152	69,025
Intangible assets, net	Intangible assets, net		
Property and equipment, net	Property and equipment, net	8,098	9,764
Operating lease assets	Operating lease assets	1,413	1,852
Other assets	Other assets	6,779	5,234
Total assets	Total assets	\$ 314,820	\$ 350,346
LIABILITIES AND STOCKHOLDERS' EQUITY		LIABILITIES AND STOCKHOLDERS' EQUITY	
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities		Current liabilities	
Current liabilities			
Accounts payable			
Accounts payable			
Accounts payable	Accounts payable	\$ 23,147	\$ 29,803
Accrued expenses	Accrued expenses	56,311	64,903
Players' liabilities	Players' liabilities	50,046	42,512
Current deferred royalty liabilities	Current deferred royalty liabilities	1,665	1,526
Current operating lease liabilities	Current operating lease liabilities	692	722
Other current liabilities	Other current liabilities	5,981	4,479
Total current liabilities	Total current liabilities	137,842	143,945
Non-current deferred royalty liabilities	Non-current deferred royalty liabilities	12,829	14,106
Non-current deferred royalty liabilities	Non-current deferred royalty liabilities		

<b>Non-current deferred royalty liabilities</b>			
Non-current operating lease liabilities	Non-current operating lease liabilities	748	1,177
Other non-current liabilities	Other non-current liabilities	1,067	244
<b>Total liabilities</b>	<b>Total liabilities</b>	<b>152,486</b>	<b>159,472</b>
<b>Commitments and contingencies</b>			
<b>Commitments and contingencies</b> (Note 12)			
<b>Commitments and contingencies</b> (Note 12)			
<b>Commitments and contingencies</b> (Note 12)			
<b>Stockholders' equity</b>	<b>Stockholders' equity</b>		
Class A common stock, \$0.0001 par value, 750,000,000 shares authorized as of September 30, 2023 and December 31, 2022; 70,829,206 and 65,111,616 shares issued and outstanding as of September 30, 2023 and December 31, 2022, respectively	7	6	
Class V common stock, \$0.0001 par value, 200,000,000 shares authorized as of September 30, 2023 and December 31, 2022; 151,399,310 and 155,955,584 shares issued and outstanding as of September 30, 2023 and December 31, 2022, respectively	15	16	
<b>Stockholders' equity</b>			
<b>Stockholders' equity</b>			
Class A common stock, \$0.0001 par value, 750,000,000 shares authorized as of March 31, 2024 and December 31, 2023; 79,543,611 and 72,387,409 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively			
Class A common stock, \$0.0001 par value, 750,000,000 shares authorized as of March 31, 2024 and December 31, 2023; 79,543,611 and 72,387,409 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively			
Class A common stock, \$0.0001 par value, 750,000,000 shares authorized as of March 31, 2024 and December 31, 2023; 79,543,611 and 72,387,409 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively			

Class V common stock, \$0.0001 par value, 200,000,000 shares authorized as of March 31, 2024 and December 31, 2023; 145,384,310 and 150,434,310 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively	
Additional paid-in capital	
Additional paid-in capital	
Additional paid-in capital	Additional paid-in capital
	188,754 177,683
Accumulated other comprehensive loss	Accumulated other comprehensive loss
	(679) (1,648)
Accumulated deficit	Accumulated deficit
	(136,590) (120,012)
<b>Total stockholders' equity attributable to Rush Street Interactive, Inc.</b>	<b>Total stockholders' equity attributable to Rush Street Interactive, Inc.</b>
Non-controlling interests	Non-controlling interests
	110,827 134,829
Non-controlling interests	
<b>Total stockholders' equity</b>	<b>Total stockholders' equity</b>
	162,334 190,874
<b>Total liabilities and stockholders' equity</b>	<b>Total liabilities and stockholders' equity</b>
	<b>\$ 314,820 \$ 350,346</b>

See accompanying notes to unaudited condensed consolidated financial statements.

**RUSH STREET INTERACTIVE, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
**(Amounts in thousands except for share and per share data)**

	Three Months Ended		Nine Months Ended			
	September 30,		September 30,			
	2023	2022	2023	2022		
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)		
<b>Revenue</b>	<b>Revenue</b>	\$ 169,887	\$ 148,004	\$ 497,310	\$ 426,678	
	Three Months Ended		Three Months Ended			
	March 31,		March 31,			
	2024		2024			
	(Unaudited)		(Unaudited)			

<b>Operating costs and expenses</b>	<b>Operating costs and expenses</b>				
<b>Operating costs and expenses</b>					
<b>Operating costs and expenses</b>					
Costs of revenue					
Costs of revenue	Costs of revenue	116,159	103,321	333,166	308,061
Advertising and promotions	Advertising and promotions	34,620	45,203	125,525	156,794
General administration and other		22,409	16,040	64,559	48,190
General and administrative					
Depreciation and amortization	Depreciation and amortization	8,401	4,039	22,144	10,066
Total operating costs and expenses		181,589	168,603	545,394	523,111
<b>Loss from operations</b>		<b>(11,702)</b>	<b>(20,599)</b>	<b>(48,084)</b>	<b>(96,433)</b>
<b>Income (loss) from operations</b>					
<b>Other income (expenses)</b>					
Interest income (expense), net		762	(219)	1,430	(664)
<b>Loss before income taxes</b>		<b>(10,940)</b>	<b>(20,818)</b>	<b>(46,654)</b>	<b>(97,097)</b>
<b>Other income</b>					
<b>Other income</b>					
<b>Other income</b>					
Interest income, net					
Interest income, net					
Interest income, net					
<b>Income (loss) before income taxes</b>					
Income tax expense					
Income tax expense					
Income tax expense	Income tax expense	2,426	1,839	7,946	6,176
<b>Net loss</b>	<b>Net loss</b>	<b>\$ (13,366)</b>	<b>\$ (22,657)</b>	<b>\$ (54,600)</b>	<b>\$ (103,273)</b>
Net loss attributable to non-controlling interests	Net loss attributable to non-controlling interests	(9,187)	(16,044)	(38,022)	(73,631)
Net loss attributable to non-controlling interests					
Net loss attributable to non-controlling interests					

Net loss attributable to Rush Street Interactive, Inc.	Net loss attributable to Rush Street Interactive, Inc.	\$ (4,179)	\$ (6,613)	\$ (16,578)	\$ (29,642)
Net loss per common share attributable to Rush Street Interactive, Inc. – basic and diluted	Net loss per common share attributable to Rush Street Interactive, Inc. – basic and diluted	\$ (0.06)	\$ (0.10)	\$ (0.25)	\$ (0.47)
Net loss per common share attributable to Rush Street Interactive, Inc. – basic and diluted					
Net loss per common share attributable to Rush Street Interactive, Inc. – basic and diluted					
Weighted average common shares outstanding – basic and diluted	Weighted average common shares outstanding – basic and diluted	69,698,787	64,058,437	67,465,694	63,283,591

See accompanying notes to unaudited condensed consolidated financial statements.

**RUSH STREET INTERACTIVE, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS**  
(Amounts in thousands)

	Three Months Ended		Nine Months Ended			
	September 30,		September 30,			
	2023	2022	2023	2022		
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)		
Net loss	Net loss	\$ (13,366)	\$ (22,657)	\$ (54,600)	\$ (103,273)	
Other comprehensive loss						
Other comprehensive income						
Other comprehensive income						
Other comprehensive income						
Foreign currency translation adjustment						
Foreign currency translation adjustment						
Foreign currency translation adjustment	Foreign currency translation adjustment	1,495	(1,368)	3,465	(1,777)	

Comprehensive loss	Comprehensive loss	<b>\$ (11,871)</b>	<b>\$ (24,025)</b>	<b>\$ (51,135)</b>	<b>\$ (105,050)</b>
Comprehensive loss attributable to non-controlling interests	Comprehensive loss attributable to non-controlling interests	(8,161)	(17,014)	(35,621)	(74,877)
Comprehensive loss attributable to non-controlling interests	Comprehensive loss attributable to non-controlling interests				
Comprehensive loss attributable to Rush Street Interactive, Inc.	Comprehensive loss attributable to Rush Street Interactive, Inc.	<b>\$ (3,710)</b>	<b>\$ (7,011)</b>	<b>\$ (15,514)</b>	<b>\$ (30,173)</b>

See accompanying notes to unaudited condensed consolidated financial statements.

**RUSH STREET INTERACTIVE, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
**(Amounts in thousands except for share data)**

	Total										
	Class A		Class V		Accumulated		Stockholders'			Total	
	Common Stock	Common Stock	Additional Capital	Other	Equity	Non-Controlling Interests					
	Shares	Amount	Shares	Amount	Paid-in Capital	Comprehensive Income (Loss)	Accumulated Deficit	Attributable To RSI	Controlling Interests	Stockholders' Equity	
<b>Balance at December 31, 2022</b>	<b>65,111,616</b>	<b>\$ 6</b>	<b>155,955,584</b>	<b>\$ 16</b>	<b>\$ 177,683</b>	<b>\$ (1,648)</b>	<b>\$ (120,012)</b>	<b>\$ 56,045</b>	<b>\$ 134,829</b>	<b>\$ 190,874</b>	
<b>Class A</b>			<b>Common Stock</b>								
<b>Common Stock</b>											
<b>Shares</b>											
<b>Balance at December 31, 2023</b>											
<b>Class A</b>			<b>Common Stock</b>								
<b>Common Stock</b>											
<b>Shares</b>											
<b>Balance at December 31, 2023</b>											
<b>Balance at December 31, 2023</b>											
Share-based compensation	Share-based compensation	702,759	—	—	—	2,330	—	—	2,330	5,345	7,675
Foreign currency translation	Foreign currency translation	—	—	—	—	—	101	—	101	243	344
adjustment	adjustment	—	—	—	—	—	—	—	—	—	—
Issuance of Class A Common Stock upon RSILP Unit Exchanges	Issuance of Class A Common Stock upon RSILP Unit Exchanges	1,500,000	1	(1,500,000)	(1)	—	—	—	—	—	—
Net loss	Net loss	—	—	—	—	—	—	(7,260)	(7,260)	(17,240)	(24,500)

Allocation of equity and non-controlling interests upon changes in RSILP ownership	Allocation of equity and non-controlling interests upon changes in RSILP ownership	—	—	—	—	1,565	(47)	—	1,518	(1,518)	—
<b>Balance at March 31, 2023</b>											
(Unaudited)	67,314,375	7	154,455,584	15	181,578	(1,594)	(127,272)	52,734	121,659	174,393	
Share-based compensation	238,765	—	—	—	2,288	—	—	2,288	5,230	7,518	
Foreign currency translation adjustment	—	—	—	—	—	494	—	494	1,132	1,626	
Issuance of Class A Common Stock upon RSILP Unit Exchanges	13,892	—	(13,892)	—	—	—	—	—	—	—	
Net loss	—	—	—	—	—	—	(5,139)	(5,139)	(11,595)	(16,734)	
Allocation of equity and non-controlling interests upon changes in RSILP ownership	—	—	—	—	137	(3)	—	134	(134)	—	
<b>Balance at June 30, 2023</b>											
(Unaudited)	67,567,032	7	154,441,692	15	184,003	(1,103)	(132,411)	50,511	116,292	166,803	
Share-based compensation	219,792	—	—	—	2,359	—	—	2,359	5,043	7,402	
Foreign currency translation adjustment	—	—	—	—	—	469	—	469	1,026	1,495	
Issuance of Class A Common Stock upon RSILP Unit Exchanges	3,042,382	—	(3,042,382)	—	—	—	—	—	—	—	
Net loss	—	—	—	—	—	—	(4,179)	(4,179)	(9,187)	(13,366)	
Allocation of equity and non-controlling interests upon changes in RSILP ownership	—	—	—	—	2,392	(45)	—	2,347	(2,347)	—	
<b>Balance at September 30, 2023 (Unaudited)</b>	<b>70,829,206</b>	<b>\$ 7</b>	<b>151,399,310</b>	<b>\$ 15</b>	<b>\$ 188,754</b>	<b>\$ (679)</b>	<b>\$ (136,590)</b>	<b>\$ 51,507</b>	<b>\$ 110,827</b>	<b>\$ 162,334</b>	
<b>Balance at March 31, 2024 (Unaudited)</b>											

**RUSH STREET INTERACTIVE, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
(Amounts in thousands except for share data)

	Total										Stockholders' Equity	
	Class A		Class V		Accumulated		Stockholders'					
	Common Stock		Common Stock		Paid-in Capital	Other Comprehensive Income (Loss)	Accumulated Deficit	Attributable To RSI	Non-Controlling Interests	Total Stockholders' Equity		
	Shares	Amount	Shares	Amount								
<b>Balance at December 31, 2021</b>	<b>61,118,406</b>	<b>\$ 6</b>	<b>158,702,329</b>	<b>\$ 16</b>	<b>\$ 167,270</b>	<b>\$ (475)</b>	<b>\$ (81,381)</b>	<b>\$ 85,436</b>	<b>\$ 222,265</b>	<b>\$ 307,701</b>		
<b>Class A</b>			<b>Class V</b>									
<b>Common Stock</b>			<b>Common Stock</b>		<b>Additional Paid-in Capital</b>		<b>Accumulated Other Comprehensive Loss</b>		<b>Attributable To RSI</b>		<b>Total Stockholders' Equity</b>	
<b>Shares</b>			<b>Shares</b>		<b>Capital</b>		<b>Deficit</b>		<b>Stockholders' Equity</b>			
<b>Balance at December 31, 2022</b>												
<b>Balance at December 31, 2022</b>												
<b>Balance at December 31, 2022</b>												

Share-based compensation	Share-based compensation	—	—	—	—	1,145	—	—	1,145	2,792	3,937
Foreign currency translation adjustment	Foreign currency translation adjustment	—	—	—	—	—	426	—	426	1,088	1,514
Issuance of Class A Common Stock upon RSILP Unit Exchanges	Issuance of Class A Common Stock upon RSILP Unit Exchanges	2,808,745	—	(2,808,745)	—	—	—	—	—	—	—
Net loss	Net loss	—	—	—	—	—	—	(14,697)	(14,697)	(37,573)	(52,270)
Allocation of equity and non-controlling interests upon changes in RSILP ownership	Allocation of equity and non-controlling interests upon changes in RSILP ownership	—	—	—	—	3,458	(8)	—	3,450	(3,450)	—
<b>Balance at March 31, 2022</b>											
(Unaudited)	63,927,151	6	155,893,584	16	171,873	(57)	(96,078)	75,760	185,122	260,882	
Share-based compensation	69,652	—	—	—	1,128	—	—	1,128	2,752	3,880	
Foreign currency translation adjustment	—	—	—	—	—	(559)	—	(559)	(1,364)	(1,923)	
Acquisition of trademark intangible asset	60,000	—	480,000	—	786	—	—	786	1,914	2,700	
Net loss	—	—	—	—	—	—	(8,332)	(8,332)	(20,014)	(28,346)	
Allocation of equity and non-controlling interests upon changes in RSILP ownership	—	—	—	—	(64)	—	—	(64)	64	—	
<b>Balance at June 30, 2022</b>											
(Unaudited)	64,056,803	6	156,373,584	16	173,723	(616)	(104,410)	68,719	168,474	237,193	
Share-based compensation	37,592	—	—	—	1,187	—	—	1,187	2,897	4,084	
Foreign currency translation adjustment	—	—	—	—	—	(398)	—	(398)	(970)	(1,368)	
Net loss	—	—	—	—	—	—	(6,613)	(6,613)	(16,044)	(22,657)	
Allocation of equity and non-controlling interests upon changes in RSILP ownership	—	—	—	—	27	—	—	27	(27)	—	
<b>Balance at September 30, 2022 (Unaudited)</b>											
	64,094,395	\$ 6	156,373,584	\$ 16	\$ 174,937	\$ (1,014)	\$ (111,023)	\$ 62,922	\$ 154,330	\$ 217,252	
Balance at March 31, 2023 (Unaudited)	—	—	—	—	—	—	—	—	—	—	—

See accompanying notes to unaudited condensed consolidated financial statements.

**RUSH STREET INTERACTIVE, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(Amounts in thousands)

Nine Months Ended	
September 30,	
2023	2022
(Unaudited)	(Unaudited)

Three Months Ended March 31,		Three Months Ended March 31,	
2024		2023	
(Unaudited)		(Unaudited)	
<b>Cash flows</b>	<b>Cash flows</b>		
from	from		
<b>operating</b>	<b>operating</b>		
<b>activities</b>	<b>activities</b>		
Net loss	Net loss	\$ (54,600)	\$ (103,273)
<b>Adjustments to reconcile</b>			
net loss to net cash used in			
operating activities			
Net loss			
Net loss			
Adjustments			
to reconcile			
net loss to			
net cash			
provided by			
(used in)			
operating			
activities			
Share-based compensation			
expense			
Share-based compensation			
expense			
Share-based compensation	Share-based compensation		
compensation	compensation		
expense	expense	22,595	11,901
Depreciation	Depreciation		
and	and		
amortization	amortization		
expense	expense	22,144	10,066
Deferred	Deferred		
income taxes	income taxes	42	40
Noncash	Noncash		
lease expense	lease expense	507	404
Long-lived	Long-lived		
assets write	assets write		
off	off	683	—
<b>Changes in</b>			
operating			
assets and			
liabilities:			
Players' receivables			
Players' receivables			
Players'	Players'		
receivables	receivables	(3,822)	(1,171)
Due from	Due from		
affiliates	affiliates	14,110	7,953
Prepaid	Prepaid		
expenses	expenses		
and other	and other		
current	current		
assets	assets	893	(3,476)
Other	Other		
assets	assets	(1,117)	283
Accounts	Accounts		
payable	payable	(6,746)	2,216

Accrued expenses and other current liabilities	Accrued expenses and other current liabilities	(7,310)	13,235
Players' liabilities	Players' liabilities	7,534	10,690
Deferred royalty liabilities	Deferred royalty liabilities	(1,138)	(1,043)
Operating lease liabilities	Operating lease liabilities	(534)	(448)
<b>Net cash used in operating activities</b>		<b>(6,759)</b>	<b>(52,623)</b>
<b>Net cash provided by (used in) operating activities</b>			
<b>Cash flows from investing activities</b>	<b>Cash flows from investing activities</b>		
Purchases of property and equipment	Purchases of property and equipment		
Purchases of property and equipment	Purchases of property and equipment		
Purchases of property and equipment	Purchases of property and equipment	(1,010)	(2,771)
Acquisition of gaming licenses	Acquisition of gaming licenses	(6,796)	(3,091)
Internally developed software costs	Internally developed software costs	(17,170)	(11,989)
Media content production costs	Media content production costs	(608)	—
Investment in equity	Investment in equity	(470)	—
Investment in long-term time deposits	Investment in long-term time deposits	—	(689)
Acquisition of trademark intangible asset, net of cash acquired	Acquisition of trademark intangible asset, net of cash acquired	—	(1,540)
<b>Short-term investments</b>			
<b>Net cash used in investing activities</b>	<b>Net cash used in investing activities</b>	<b>(26,054)</b>	<b>(20,080)</b>

<b>Cash flows</b>	<b>Cash flows</b>
from	from
financing	financing
activities	activities
<b>Cash flows from financing</b>	
activities	
<b>Cash flows from financing</b>	
activities	
Principal payments of finance	
lease liabilities	
Principal payments of finance	
lease liabilities	
Principal	Principal
payments of	payments of
finance lease	finance lease
liabilities	liabilities
	(375)
	(478)
<b>Net cash</b>	<b>Net cash</b>
<b>used in</b>	<b>used in</b>
<b>financing</b>	<b>financing</b>
<b>activities</b>	<b>activities</b>
	(375)
	(478)
Effect of	Effect of
exchange rate	exchange rate
changes on	changes on
cash, cash	cash, cash
equivalents	equivalents
and restricted	and restricted
cash	cash
	3,276
	(1,807)
Effect of exchange rate	
changes on cash, cash	
equivalents and restricted	
cash	
Effect of exchange rate	
changes on cash, cash	
equivalents and restricted	
cash	
Net change in cash, cash	
equivalents and restricted	
cash	
Net change in cash, cash	
equivalents and restricted	
cash	
Net change in	Net change in
cash, cash	cash, cash
equivalents	equivalents
and restricted	and restricted
cash	cash
	(29,912)
	(74,988)
Cash, cash	Cash, cash
equivalents	equivalents
and restricted	and restricted
cash, at the	cash, at the
beginning of	beginning of
the period <sup>(1)</sup>	the period <sup>(1)</sup>
	206,081
	300,329

Cash, cash equivalents and restricted cash, at the end of the period <sup>(1)</sup>	Cash, cash equivalents and restricted cash, at the end of the period <sup>(1)</sup>	\$ 176,169	\$ 225,341
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		Nine Months Ended September 30,			
		2023	2022		
		(Unaudited)		(Unaudited)	
Three Months Ended March 31,		Three Months Ended March 31,		2023	
2024		(Unaudited)		(Unaudited)	
Supplemental disclosure of noncash investing and financing activities:	Supplemental disclosure of noncash investing and financing activities:				
Operating lease assets obtained in exchange for new or modified operating lease liabilities		\$ 210	\$ 743		
Finance lease assets obtained in exchange for new or modified finance lease liabilities		\$ 1,445	\$ 410		
Right-of-use assets obtained in exchange for new or modified finance lease liabilities					
Right-of-use assets obtained in exchange for new or modified finance lease liabilities					
Right-of-use assets obtained in exchange for new or modified finance lease liabilities					
Allocation of equity and non-controlling interests upon changes in RSILP ownership	Allocation of equity and non-controlling interests upon changes in RSILP ownership	\$ 3,999	\$ 3,413		
Property and equipment purchases in Accounts Payable and Accrued Expenses	Property and equipment purchases in Accounts Payable and Accrued Expenses	\$ 169	\$ 134		

License fee purchases in				
Accounts Payable and				
Accrued Expenses	\$ 123	\$ —		
Class V Common stock				
issued to acquire trademark				
intangible asset	\$ —	\$ 2,400		
Class A Common stock				
issued to acquire trademark				
intangible asset	\$ —	\$ 300		
Capitalized intangible assets in				
Accounts Payable and				
Accrued Expenses				
<b>Supplemental disclosure of cash flow information:</b>				
<b>Supplemental disclosure of cash flow information:</b>				
<b>Supplemental disclosure of cash flow information:</b>				
Cash paid for income taxes				
Cash paid for income taxes				
Cash paid for income taxes				
income taxes	\$ 7,248	\$ 5,310		
Cash paid for interest	\$ 697	\$ 709		

(1) Cash and cash equivalents and Restricted cash are each presented separately on the condensed consolidated balance sheets.

*See accompanying notes to unaudited condensed consolidated financial statements.*

**RUSH STREET INTERACTIVE, INC.**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
**(Unaudited)**

## 1. Description of Business

Rush Street Interactive, Inc. is a holding company organized under the laws of the State of Delaware and through its main operating subsidiary, Rush Street Interactive, LP and its subsidiaries (collectively, "RSILP"), is a leading online gaming company that provides online casino and sports betting in the U.S., Canadian and Latin American markets. Rush Street Interactive, Inc. and its subsidiaries (including RSILP) are collectively referred to as "RSI" or the "Company." The Company is headquartered in Chicago, IL.

## 2. Summary of Significant Accounting Policies and Recent Accounting Pronouncements

### *Basis of Presentation and Principles of Consolidation*

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States ("U.S. GAAP") and the applicable regulations of the U.S. Securities and Exchange Commission ("SEC") regarding interim financial reporting. Certain information and note disclosures normally included in annual **consolidated** financial statements prepared in accordance with U.S. GAAP have been condensed or omitted. Therefore, these unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and the related notes thereto as of and for the year ended **December 31, 2022** **December 31, 2023** included in the Company's Annual Report on Form 10-K, as filed with the SEC on **March 2, 2023** **March 7, 2024**.

These unaudited condensed consolidated financial statements include the accounts of the Company, its directly and indirectly wholly owned subsidiaries, and all entities in which the Company has a controlling interest. RSI is deemed to have a controlling interest of RSILP through its wholly owned subsidiary RSI GP, LLC ("RSI GP"), which is the sole general partner of RSILP. For consolidated entities that are less than wholly owned, third-party holdings of equity interests are presented as non-controlling interests in the Company's condensed consolidated balance sheets and condensed consolidated statements of changes in equity. The portion of net loss attributable to the non-controlling interests is presented as net loss attributable to non-controlling interests in the Company's condensed consolidated statements of operations, while the portion of comprehensive loss

attributable to non-controlling interests is reported as comprehensive loss attributable to non-controlling interests in the Company's condensed consolidated statements of comprehensive loss. All intercompany accounts and transactions have been eliminated upon consolidation.

The Company is organized as an umbrella partnership-C corporation, or UP-C, structure, as a result of the transactions contemplated in the Business Combination Agreement, dated as of July 27, 2020, among RSILP, the sellers set forth on the signature pages thereto (collectively, the "Sellers" and each, a "Seller"), dMY Sponsor, LLC (the "Sponsor") and Rush Street Interactive GP, LLC (as amended and/or restated from time to time, the "Business Combination Agreement" and the transactions contemplated thereby, the "Business Combination"). As an UP-C, substantially all of the combined company's assets are held by RSILP and the Company's primary assets are its equity interests in RSILP (which are held indirectly through wholly owned subsidiaries of the Company – RSI ASLP, Inc. (the "Special Limited Partner") and RSI GP). The non-controlling interest represents the Class A Common Units of RSILP ("RSILP Units") held by holders other than the Company. As of **September 30, 2023** **March 31, 2024**, the Company owned **31.87%** **35.36%** of the RSILP Units and the holders of the non-controlling interest owned **68.13%** **64.64%** of the RSILP Units.

#### **Reclassifications**

Certain prior year amounts have been reclassified to conform to the current year presentation. Such reclassifications had no impact on the Company's reported total revenues, expenses, net loss, current assets, total assets, current liabilities, total liabilities, stockholders' equity, non-controlling interests or cash flows. No reclassifications of prior period balances were material to the unaudited condensed consolidated financial statements.

#### **Interim Unaudited Condensed Consolidated Financial Statements**

The accompanying condensed consolidated balance sheet as of **September 30, 2023**, **March 31, 2024** and the condensed consolidated statements of operations, comprehensive loss, and changes in equity for the three and nine months ended **September 30, 2023** and **2022**, and cash flows for the **nine** three months ended **September 30, 2023** **March 31, 2024** and **2022** **2023** are unaudited. The condensed consolidated balance sheet as of **December 31, 2022** **December 31, 2023** was derived from audited consolidated financial statements, but may omit certain disclosures required by U.S. GAAP previously disclosed in the most recent annual consolidated financial statements. The interim unaudited condensed consolidated financial statements have been prepared on a basis consistent with the annual consolidated financial statements and, in the opinion of

**RUSH STREET INTERACTIVE, INC.**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
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consolidated financial statements and, in the opinion of management, reflect all adjustments, which include only normal recurring adjustments, necessary to state fairly the Company's financial condition, its operations and cash flows for the periods presented. The historical results are not necessarily indicative of future results, and the results of operations for the three and nine months ended **September 30, 2023** **March 31, 2024** are not necessarily indicative of the results to be expected for the full year or any future period.

#### **Use of Estimates**

The preparation of condensed consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the unaudited condensed consolidated financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates. Significant estimates and assumptions reflected in the condensed consolidated financial statements relate to and include, but are not limited to: the valuation of share-based awards; internally developed software; long-lived assets and investments in equity; the estimated useful lives of property and equipment and intangible assets; redemption rate assumptions associated with the Company's player loyalty program and other discretionary player bonuses; deferred revenue; accrued expenses; determination of the incremental borrowing rate to calculate operating lease liabilities and finance lease liabilities; and deferred taxes and amounts associated with the tax receivable agreement (the "Tax Receivable Agreement" or "TRA") entered into in connection with the closing of the transactions contemplated in the Business Combination Agreement on December 29, 2020 (the "Closing").

#### **Cash and Cash Equivalents and Restricted Cash**

Cash and cash equivalents consist of highly liquid, unrestricted savings, checking, instant access internet banking accounts, money market funds and certificates of deposits with original maturities of 90 days or less at acquisition.

Restricted cash includes any cash and cash equivalents held by the Company that are legally restricted as to withdrawals or usage. This consists of certain deposits that are restricted under regulatory requirements. Regardless of whether customer deposits are legally restricted, the Company maintains separate bank accounts to segregate cash that resides in customers' accounts from operational funds.

#### **Players' Liabilities Prepaid Expenses and Other Current Assets**

Prepaid expenses and other current assets consist primarily of prepaid expenses and short-term investments. Prepaid expenses consist of various advance payments for goods or services to be received in the future. These costs include insurance, subscriptions, marketing, other contracted services and deposits paid in advance. As of March 31, 2024 and December 31, 2023, the Company had prepaid expenses of \$9.1 million and \$7.5 million, respectively.

Short-term investments consist of certificates of deposit with an original maturity greater than three months but less than one year. As of March 31, 2024 and December 31, 2023, the Company had short-term investments of \$3.2 million and \$3.1 million, respectively.

#### **Surety Bonds**

The Company records liabilities for customer cash account balances, the incremental progressive jackpot reserve and the expected future payout relating to customers' unredeemed bonus store points and unused discretionary bonus incentives. Customer cash account balances consist of customer deposits, cash winnings, and pending cash wagers, less customer cash losses, withdrawals and tax withholdings. The Company's restricted cash balance, players receivables balance, and the value of surety bonds held for the benefit of customers will equal or exceed the customer cash account balances.

#### **Surety Bond**

As of September 30, 2023, the Company has had been issued \$30.0 million and \$28.0 million in surety bonds as of March 31, 2024 and December 31, 2023, respectively, that are used to satisfy regulatory requirements related to securing cash held by for the Company on behalf benefit of customers.

The Company had been issued \$4.6 million in surety bonds as of March 31, 2024 and December 31, 2023 to satisfy regulatory requirements necessary to operate in certain jurisdictions.

There have been no claims against such any of our surety bonds and the likelihood of future claims is expected to be remote. The Company did not have similar surety bonds outstanding as of December 31, 2022.

#### **Intangible Assets, Net**

##### **Media content production costs**

The Company capitalizes costs associated with the development and production of media content in accordance with Accounting Standards Codification ("ASC") 350 *Intangibles - Goodwill and Other*. The asset is recognized in Intangible Assets, net in the Company's unaudited condensed consolidated balance sheet as of September 30, 2023 and is amortized over the estimated useful life of two years.

#### **Foreign Currency Gains and Losses**

The financial statements of foreign subsidiaries are translated into U.S. dollars in accordance with ASC 830, *Foreign Currency Matters*, using period-end exchange rates for assets and liabilities, and average exchange rates for the period for

**RUSH STREET INTERACTIVE, INC.**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
**(Unaudited)**

revenues, costs and expenses. The U.S. dollar effects that arise from translating the net assets of these subsidiaries at

**RUSH STREET INTERACTIVE, INC.**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
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changing rates are recorded in the foreign currency translation adjustment account, which is included in equity as a component of accumulated other comprehensive loss.

If transactions are recorded in a currency other than the subsidiary's functional currency, remeasurement into the functional currency is required and may result in transaction gains or losses. Transaction gains (losses) losses were \$(1.1) million and \$0.4 million for the three and nine months ended September 30, 2023 March 31, 2024 compared to losses gains of \$1.0 million and \$2.1 \$0.4 million for the same period in 2022 2023. Amounts are recorded in General administration general and other administrative on the Company's unaudited condensed consolidated statements of operations.

#### **Recently Adopted Accounting Pronouncements**

In June 2016, the Financial Accounting Standards Board (the "FASB") issued Accounting Standards Update ("ASU") 2016-13, *Financial Instruments – Credit Losses (Topic 326)*. Together with subsequent amendments, this ASU sets forth a "current expected credit loss" model, which requires the Company to measure all expected credit losses for financial instruments held at the reporting date based on historical experience, current conditions and reasonable supportable forecasts. This ASU replaces the existing "incurred loss" model and is applicable to the measurement of credit losses on financial assets measured at amortized cost, available-for-sale debt securities and applies to certain off-balance sheet credit exposures. This ASU is effective for the Company in calendar year 2023. The Company adopted ASU 2016-13 and the subsequent amendments on January 1, 2023, and the adoption did not have a material impact on its condensed consolidated financial statements and related disclosures.

#### **Recent Accounting Pronouncements Not Yet Adopted**

In August 2020, the FASB issued ASU 2020-6, *Debt—Debt with Conversion and Other Options (Subtopic 470-20) and Derivatives and Hedging—Contracts in Entity's Own Equity (Subtopic 815-40): Accounting for Convertible Instruments and Contracts in an Entity's Own Equity*, which simplifies accounting for convertible instruments by removing major separation models required under current U.S. GAAP. This ASU removes certain settlement conditions that are required for equity contracts to qualify for the derivative scope exception, and it also simplifies the diluted earnings per share calculation in certain areas. This ASU is effective for the Company in calendar year 2024. The Company adopted ASU 2020-6 and the adoption did not have a material impact on its condensed consolidated financial statements and related disclosures.

#### **Recent Accounting Pronouncements Not Yet Adopted**

In November 2023, the FASB issued ASU 2023-07, *Segment Reporting (Topic 280)*. The amendments in this ASU require disclosures, on an annual and interim basis, of significant segment expenses that are regularly provided to the Chief Operating Decision Maker ("CODM"), as well as the aggregate amount of other segment items included in the reported measure of segment profit or loss. This ASU requires that a public entity disclose the title and position of the CODM and an explanation of how the CODM uses the reported measure(s) of segment profit or loss. Public entities will be required to provide all annual disclosures currently required by Topic 280 in interim periods, and entities with a single reportable segment are required to provide all the disclosures required by the amendments in the update and existing segment disclosures in Topic 280. This ASU is effective for fiscal years beginning after December 15, 2023, including and interim periods within those fiscal years. Early adoption is permitted, but no earlier than fiscal years beginning after

December 15, 2021 December 15, 2024, and requires retrospective adoption. Early adoption must be as is permitted. The Company will adopt this standard beginning with our fiscal year ending December 31, 2024. The Company is currently evaluating these new disclosure requirements and does not expect the adoption to have a material impact.

In December 2023, the FASB issued ASU 2023-09, *Income Taxes (Topic 740): Improvements to Income Tax Disclosures*, which is intended to enhance the transparency, decision usefulness and effectiveness of income tax disclosures. The amendments in this ASU require a public entity to disclose a tabular tax rate reconciliation, using both percentages and currency, with specific categories. A public entity is also required to provide a qualitative description of the beginning states and local jurisdictions that make up the majority of the Company's effect of the state and local income tax category and the net amount of income taxes paid, disaggregated by federal, state and foreign taxes and also disaggregated by individual jurisdictions. The amendments also remove certain disclosures that are no longer considered cost beneficial. The amendments are effective prospectively for annual fiscal year periods beginning after December 15, 2024, and early adoption and retrospective application are permitted. The Company is currently evaluating the impact of this ASU these new disclosure requirements on its condensed consolidated financial statements and related disclosures, statements.

### 3. Revenue Recognition

The Company's revenue from contracts with customers is derived from online casino, and online sports betting, retail sports betting and social gaming.

#### Online casino and online sports betting

Online casino offerings typically include the full suite of games available in land-based casinos, such as such as table games (i.e., blackjack and roulette) and slot machines. The Company generates revenue from these offerings through hold, or gross winnings, as customers play against the house. Online casino revenue is generated based on total customer bets less amounts paid to customers for winning bets, less other incentives awarded to customers, plus or minus the change in unsettled bets and the progressive jackpot liability.

**RUSH STREET INTERACTIVE, INC.**  
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Online sports betting involves a user placing a bet on the outcome of a sporting event, sports-related activity or a series of the same, with the chance to win a pre-determined amount, often referred to as fixed odds. Online sports betting revenue is generated by setting odds such that there is a built-in theoretical margin in each bet offered to customers. Online sports betting revenue is generated based on total customer bets less amounts paid to customers for winning bets, less other incentives awarded to customers, plus or minus the change in unsettled bets.

#### Retail sports betting

The Company provides retail sports services to land-based partners in exchange for a monthly commission based on that partner's retail sportsbook revenue. Services generally include ongoing management and oversight of the retail

**RUSH STREET INTERACTIVE, INC.**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
(Unaudited)

sportsbook, technical support for the partner's customers, risk management, advertising and promotion, and support for third-party vendors' sports betting equipment. The Company has a single performance obligation to provide retail sports services and records the revenue as services are performed and when the commission amounts are no longer constrained (i.e., the amount is known).

Certain relationships with business partners provide the Company the ability to operate the retail sportsbook. In this scenario, revenue is generated based on total customer bets less amounts paid to customers for winning bets, less other incentives awarded to customers, plus or minus the change in unsettled retail sports bets and unclaimed retail tickets for settled retail bets.

#### Social gaming

The Company provides a social gaming platform for users to enjoy free-to-play games that use virtual credits. While virtual credits are issued to users for free, some users may choose to purchase additional virtual credits through the Company's virtual cashier. The Company has a single performance obligation associated with social gaming services, to provide social gaming services to users upon the redemption of virtual credits. Deferred revenue is recorded when users purchase virtual credits and revenue is recognized when the virtual credits are redeemed and the Company's performance obligation has been fulfilled.

Disaggregation of revenue for the three and nine months ended September 30, 2023 March 31, 2024 and 2022, 2023, was as follows:

	Three Months Ended September 30,	Nine Months Ended September 30,			
	Three Months Ended March 31,			Three Months Ended March 31,	
(\$ in thousands)	(\$ in thousands)	2023	2022	2023	(\$ in thousands)

Online casino and online sports betting	Online casino and online sports betting	\$165,306	\$143,670	\$483,724	\$416,502
Retail sports betting	Retail sports betting	3,505	3,265	10,440	7,274
Social gaming	Social gaming	1,076	1,069	3,146	2,902
<b>Total revenue</b>	<b>Total revenue</b>	<b>\$169,887</b>	<b>\$148,004</b>	<b>\$497,310</b>	<b>\$426,678</b>

Revenue by geographic region for the three and nine months ended **September 30, 2023** **March 31, 2024** and **2022**, was as follows:

		Three Months Ended		Nine Months Ended				
		September 30,		September 30,				
		Three Months Ended				March 31,		
		(\$ in thousands)	(\$ in thousands)	2023	2022	(\$ in thousands)		
United States and Canada	United States and Canada	\$150,887	\$135,916	\$444,194	\$388,996			
Latin America, including Mexico	Latin America, including Mexico	19,000	12,088	53,116	37,682			
<b>Total revenue</b>	<b>Total revenue</b>	<b>\$169,887</b>	<b>\$148,004</b>	<b>\$497,310</b>	<b>\$426,678</b>	2024	2023	

**RUSH STREET INTERACTIVE, INC.**  
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Deferred revenue associated with online casino and online sports betting revenue and retail sports betting revenue includes unsettled customer bets and unredeemed customer incentives, and is included within Players' liabilities in the condensed consolidated balance sheets. Deferred revenue associated with social gaming revenue includes unredeemed social gaming virtual credits and is included within Other current liabilities in the condensed consolidated balance sheets.

The deferred revenue balances as of **September 30, 2023** **March 31, 2024** and **September 30, 2022** **March 31, 2023** were as follows:

		Nine Months Ended					
		September 30,					
		Three Months Ended	March 31,				
		(\$ in thousands)	(\$ in thousands)	2024	2023		
Deferred revenue, beginning of period	Deferred revenue, beginning of period	\$7,840	\$4,637				
Deferred revenue, end of period	Deferred revenue, end of period	\$9,406	\$7,719				

Revenue	Revenue
recognized	recognized
during the	during the
period	period
from	from
amounts	amounts
included in	included in
deferred	deferred
revenue at	revenue at
the	the
beginning	beginning
of the	of the
period	period
	\$7,840
	\$4,637

**RUSH STREET INTERACTIVE, INC.**  
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**(Unaudited)**

#### 4. Intangible Assets, Net

The Company had the following intangible assets, net as of **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**:

(\$ in thousands)	Weighted Average Remaining Amortization Period (years)	Gross Carrying Amount	Accumulated Amortization	Net
<b>License Fees</b>				
September 30, 2023	7.70	\$ 60,416	\$ (22,483)	\$ 37,933
December 31, 2022	8.44	\$ 54,334	\$ (12,363)	\$ 41,971
<b>Internally Developed Software</b>				
September 30, 2023	2.42	\$ 38,017	\$ (9,682)	\$ 28,335
December 31, 2022	2.51	\$ 20,860	\$ (3,490)	\$ 17,370
<b>Developed Technology</b>				
September 30, 2023	6.25	\$ 5,931	\$ (1,297)	\$ 4,634
December 31, 2022	7.00	\$ 5,931	\$ (741)	\$ 5,190
<b>Trademark Asset</b>				
September 30, 2023	3.67	\$ 5,088	\$ (1,357)	\$ 3,731
December 31, 2022	4.42	\$ 5,088	\$ (594)	\$ 4,494
<b>Media Content</b>				
September 30, 2023	1.72	\$ 607	\$ (88)	\$ 519
December 31, 2022	N/A	\$ —	\$ —	\$ —

(\$ in thousands)	Weighted Average Remaining Amortization Period (years)	Gross Carrying Amount	Accumulated Amortization	Net
<b>License Fees</b>				
March 31, 2024	7.19	\$ 51,960	\$ (16,281)	\$ 35,679
December 31, 2023	7.75	\$ 61,015	\$ (25,946)	\$ 35,069

Internally Developed Software					
March 31, 2024	2.33	\$ 49,970	\$ (16,005)	\$ 33,965	
December 31, 2023	2.37	\$ 43,868	\$ (12,601)	\$ 31,267	
Developed Technology					
March 31, 2024	5.75	\$ 5,931	\$ (1,668)	\$ 4,263	
December 31, 2023	6.00	\$ 5,931	\$ (1,483)	\$ 4,448	
Trademark Asset					
March 31, 2024	3.17	\$ 5,088	\$ (1,866)	\$ 3,222	
December 31, 2023	3.42	\$ 5,088	\$ (1,611)	\$ 3,477	
Media Content					
March 31, 2024	1.55	\$ 1,057	\$ (280)	\$ 777	
December 31, 2023	1.60	\$ 785	\$ (172)	\$ 613	

Amortization expense was \$6.4 million and \$17.9 million for the three and nine months ended September 30, 2023, respectively, March 31, 2024 compared to amortization expense of \$3.1 million and \$8.1 million for the same respective periods in 2022, 2023.

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**5. Property and Equipment, net**

The Company had the following property and equipment, net as of September 30, 2023, March 31, 2024 and December 31, 2022, December 31, 2023:

(\$ in thousands)	(\$ in thousands)	September		(\$ in thousands)	March 31, 2024	December 31, 2023
		30, 2023	December 31, 2022			
Computers, software and related equipment	Computers, software and related equipment	\$ 5,266	\$ 4,050			
Operating equipment and servers	Operating equipment and servers	4,709	4,610			
Furniture	Furniture	634	600			
Leasehold improvements	Leasehold improvements	649	640			
Property and equipment not yet placed into service	Property and equipment not yet placed into service	494	816			
Total property and equipment	Total property and equipment	11,752	10,716			
Less: accumulated depreciation	Less: accumulated depreciation	(7,004)	(3,818)			
		<b>4,748</b>	<b>6,898</b>			
		<b>4,153</b>				
Finance lease right-of-use assets	Finance lease right-of-use assets	4,557	3,112			

Finance lease right-of-use assets		
Finance lease right-of-use assets		
Less: accumulated amortization	Less: accumulated amortization	
(1,207)	(246)	
<u>3,350</u>	<u>2,866</u>	
<b>4,060</b>		
Property and equipment, net	Property and equipment, net	
	\$ 8,098	\$ 9,764
Property and equipment, net		
Property and equipment, net		

The Company recorded depreciation expense on property and equipment of \$1.5 million \$0.6 million and \$3.2 million \$0.9 million for the three and nine months ended September 30, 2023, respectively, compared to depreciation expense of \$0.7 million March 31, 2024 and \$1.5 million for the same respective periods in 2022, 2023, respectively. The Company recorded amortization expense on finance lease right-of-use assets of \$0.5 million \$0.4 million and \$1.0 million \$0.2 million for the three and nine months ended September 30, 2023, respectively, March 31, 2024 and \$0.2 million and \$0.5 million for the same respective periods in 2022, 2023, respectively.

## 6. Accrued Expenses and Other Current Liabilities

The Company has the following accrued expenses as of September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023:

	September 30, 2023	December 31, 2022		March 31, 2024	December 31, 2023
(\$ in thousands)	(\$ in thousands)	(\$ in thousands)			
Accrued compensation and related expenses	\$ 9,779	\$10,077			
Accrued operating expenses	25,822	24,256			
Accrued marketing expenses	16,415	27,315			
Accrued professional fees	3,541	1,622			
Due to affiliates	324	649			
Accrued compensation and related expenses					
Accrued administrative expenses					
Other	Other	430	984		
<b>Total accrued expenses</b>	<b>Total accrued expenses</b>	<b>\$56,311</b>	<b>\$64,903</b>		

Other current liabilities includes income tax payable totaling \$12.4 million and \$8.1 million as of March 31, 2024 and December 31, 2023, respectively. Other current liabilities also includes license fees payable of \$2.4 million and nil as of March 31, 2024 and December 31, 2023, respectively.

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## 7. Stockholders' Equity

### Non-Controlling Interests

Non-controlling interests represents the RSILP Units held by holders other than the Company.

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Non-controlling interests owned **68.13%** **64.64%** and **70.55%** **67.51%** of the RSILP Units outstanding as of **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**, respectively. The table below illustrates a rollforward of the non-controlling interests' ownership during the **nine** **three** months ended **September 30, 2023** **March 31, 2024**:

	Non-Controlling Interest %
Non-controlling interests ownership % as of <b>December 31, 2022</b> <b>December 31, 2023</b> :	<b>70.55</b> <b>67.51</b> %
Issuance of Class A Common Stock upon RSILP Unit Exchanges	(2.05) (2.26)%
Issuance of Class A Common Stock in connection with the vesting of certain share-based equity grants	(0.37) (0.61)%
<b>Non-controlling interests ownership % as of <b>September 30, 2023</b>: <b>March 31, 2024</b>:</b>	<b>68.13</b> <b>64.64</b> %

Non-controlling interests owned **70.93%** **69.65%** and **72.20%** **70.55%** of the RSILP Units outstanding, as of **September 30, 2022** **March 31, 2023** and **December 31, 2021** **December 31, 2022**, respectively. The table below illustrates a rollforward of the non-controlling interests' ownership during the **nine** **three** months ended **September 30, 2022** **March 31, 2023**:

	Non-Controlling Interest %
Non-controlling interests ownership % as of <b>December 31, 2021</b> <b>December 31, 2022</b> :	<b>72.20</b> <b>70.55</b> %
Issuance of Class A Common Stock upon RSILP Unit Exchanges	(1.28)%
Issuance of Class A Common Stock to acquire trademark intangible asset	(0.02)%
Issuance of Class V Common Stock to acquire trademark intangible assets	0.06 (0.68)%
Issuance of Class A Common Stock in connection with the vesting of certain share-based equity grants	(0.03) (0.22)%
<b>Non-controlling interests ownership % as of <b>September 30, 2022</b>: <b>March 31, 2023</b>:</b>	<b>70.93</b> <b>69.65</b> %

## 8. Share-Based Compensation

The Company adopted the Rush Street Interactive, Inc. 2020 Omnibus Equity Incentive Plan, as amended from time to time (the "2020 Plan"), to attract, retain and incentivize employees, certain consultants and directors who will contribute to the success of the Company. Awards that may be granted under the 2020 Plan include incentive stock options, non-qualified stock options, stock appreciation rights, restricted awards, performance share awards, cash awards and other equity-based awards.

During the **nine** months ended **September 30, 2023**, **In 2023**, the Compensation Committee of the Board and the full Board each approved an amendment to the 2020 Plan to increase the number of shares of Class A Common Stock reserved under the 2020 Plan by 22.4 million shares, with the Company's stockholders approving such amendment at the Company's 2023 annual meeting of stockholders on June 1, 2023. There are approximately 35.8 million shares of Class A Common Stock reserved under the 2020 Plan. The 2020 Plan will terminate on December 29, 2030.

### Restricted Stock Units ("RSUs") and Options

The Company granted **2,532,732** **1,813,694** and **3,913,998** **2,479,719** RSUs with service conditions, during the **nine** **three** months ended **September 30, 2023** **March 31, 2024** and **2022** **2023**, respectively. RSUs with service conditions generally vest over a three to four year period, with each tranche vesting annually. The grant date fair value of RSUs with service conditions is determined based on the quoted market price.

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The Company granted **1,495,303** **1,152,122** and **1,620,303** **1,463,602** RSUs with market-based conditions (e.g., share price targets, total shareholder return) during the **nine** **three** months ended **September 30, 2023** **March 31, 2024** and **2022**, **2023**, respectively. RSUs with market-based conditions generally vest over a three-year period and fair value was determined using a Monte Carlo Simulation using the following assumptions during the **nine** **three** months ended **September 30**: **March 31**:

2023	2022	2024	2023
2024		2024	

Volatility rate	Volatility rate	69.78 %	71.00 %	Volatility rate	68.48 %	69.78 %
Risk-free interest rate	Risk-free interest rate			Risk-free interest rate		
rate	rate	3.85 %	4.39 %		4.55 %	3.85 %
Average life (in years)	Average life (in years)	2.8	3.0	Average expected life (in years)		2.8
Dividend yield	Dividend yield	None	None	Dividend yield	None	None
Stock price at grant date	Stock price at grant date	\$3.28	\$3.95			

The Company granted 1,084,445 630,897 and 790,339 1,061,454 stock options during the **nine** three months ended **September 30, 2023** **March 31, 2024** and **2022, 2023**, respectively. The estimated grant date fair value of stock options was determined using a Black-Scholes valuation model using the following weighted-average assumptions during the **nine** three months ended **September 30, 2023** **March 31, 2024**:

	2023	2022	2024	2024	2023
Volatility rate	70.00 %	58.98 %	Volatility rate	68.00 %	70.00 %
Risk-free interest rate	3.80 %	3.68 %	Risk-free interest rate	4.30 %	3.80 %
Average life (in years)	6.0	5.6	Average expected life (in years)	6.0	6.0
Dividend yield	None	None	Dividend yield	None	None
Stock price at grant date	\$ 3.28	\$ 4.07	Stock price at grant date	\$ 5.79	\$ 3.28
Exercise price	\$ 3.28	\$ 4.07	Exercise price	\$ 5.79	\$ 3.28

RSU and stock option activity for the **nine** three months ended **September 30, 2023** **March 31, 2024** and **2022, 2023** was as follows:

	Number of units		Number of units		Weighted-average grant price
	RSUs	Options	Weighted-average	Weighted-average	
	Number of units	grant price	Number of options	exercise price	
Unvested balance at December 31, 2023					
Granted					
Vested <sup>(1)</sup>					
Forfeited					
Unvested balance at March 31, 2024					

Unvested balance at December 31, 2022					
Unvested balance at December 31, 2022					
Unvested balance at December 31, 2022					
31, 2022	31, 2022	7,492,613	\$ 7.48	854,888	\$ 4.93
Granted	Granted	4,028,035	4.12	1,084,445	3.28
Vested <sup>(1)</sup>	Vested <sup>(1)</sup>	(1,378,660)	4.30	(295,724)	5.31
Forfeited	Forfeited	(78,664)	9.62	—	—
Unvested balance at September 30, 2023		<u>10,063,324</u>	<u>\$ 6.56</u>	<u>1,643,609</u>	<u>\$ 3.77</u>
Unvested balance at March 31, 2023					

(1) Includes 217,345 279,061 and 200,000 of RSUs that vested during the period three months ended March 31, 2024 and 2023, respectively, but the resulting shares of Class A Common Stock have not yet been issued. There were 854,262 530,780 and 836,917 RSUs that vested but for which the resulting shares of Class A Common Stock were not issued as of September 30, 2023, March 31, 2024 and 2023, respectively.

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	RSUs		Options	
	Number of units	Weighted average grant price	Number of options	Weighted-average exercise price
Unvested balance at December 31, 2021	3,076,158	\$ 16.08	96,827	\$ 15.40
Granted	5,534,301	4.17	790,339	4.07
Vested <sup>(1)</sup>	(170,493)	8.80	(32,278)	15.40
Forfeited	(67,169)	15.69	—	—
<b>Unvested balance at September 30, 2022</b>	<b>8,372,797</b>	<b>\$ 8.36</b>	<b>854,888</b>	<b>\$ 4.93</b>

Stock option activity for the three months ended March 31, 2024 and 2023 was as follows:

(1) Includes 3,247 of RSUs that vested during the period but the resulting shares of Class A Common Stock have not yet been issued. There were 386,377 RSUs that vested but the resulting shares of Class A Common Stock were not issued as of September 30, 2022.

	Weighted-average	
	Number of options	exercise price
Outstanding balance at December 31, 2023	1,971,611	\$ 4.16
Granted	630,897	5.79
Exercised	—	—
Forfeited	—	—
<b>Outstanding balance at March 31, 2024</b>	<b>2,602,508</b>	<b>\$ 4.56</b>
<b>Exercisable balance at March 31, 2024</b>	<b>689,487</b>	<b>\$ 4.69</b>
Outstanding balance at December 31, 2022	887,166	\$ 5.24
Granted	1,061,454	3.28
Exercised	—	—
Forfeited	—	—
<b>Outstanding balance at March 31, 2023</b>	<b>1,948,620</b>	<b>\$ 4.21</b>

The aggregate fair value of the RSUs granted during the three and nine months ended September 30, 2023, March 31, 2024 and 2023, was \$0.1 approximately \$20.9 million and approximately \$16.6 \$16.3 million, respectively, compared to the respectively. The aggregate fair value of the RSUs granted of \$21.7 million and \$23.1 million for the same respective periods in 2022. The weighted average grant date fair value of RSUs vested during the three and nine months ended September 30, 2023 March 31, 2024 and 2023 was approximately \$0.9 \$6.0 million and \$5.9 \$3.6 million, respectively, compared to \$0.2 million respectively.

The weighted-average grant-date fair values of options granted during the three months ended March 31, 2024 and \$1.5 million for the same respective periods in 2022.

2023 was \$3.74 and \$2.14, respectively. The aggregate fair value of stock options granted during the three and nine months ended September 30, 2023 March 31, 2024 and 2023 was nil approximately \$2.4 million and approximately \$2.3 million, respectively, compared to respectively. The outstanding stock options and exercisable stock options as of March 31, 2024 had an intrinsic value of \$5.9 million and \$1.8 million, for both respective periods in 2022. The stock options outstanding as of September 30, 2023 had an aggregate \$1.9 million intrinsic value. The weighted-average grant-date fair values of options granted during the three and nine months ended September 30, 2023 was nil and \$2.14, respectively, compared to \$2.26 for the same periods in 2022. respectively.

As of September 30, 2023 March 31, 2024, the Company had unrecognized share-based compensation expense related to RSUs of \$44.9 million, which is expected to be recognized over the \$50.7 million. The outstanding RSUs had a remaining weighted-average vesting period of 0.99 years, 1.10 years as of March 31, 2024.

As of September 30, 2023 March 31, 2024, the Company had unrecognized share-based compensation expense related to stock options of \$3.2 million, which is expected to be recognized over the \$4.7 million. The outstanding options had a remaining weighted-average vesting period of 1.15 years, 1.22 years as of March 31, 2024.

Share-based compensation expense for the three and nine months ended September 30, 2023 March 31, 2024 and 2022 2023 was as follows:

		Three Months		Nine Months Ended			
		Ended September	30,	September 30,		2024	2023
		Three Months				Three Months Ended March 31,	
(\$ in thousands)	(\$ in thousands)	2023	2022	2023	2022	(\$ in thousands)	
Costs of revenue	Costs of revenue	\$ 269	\$ 249	\$ 795	\$ 739		
Advertising and promotions	Advertising and promotions	565	516	1,660	1,532		
General administration and other		6,568	3,319	20,140	9,630		
General and administrative							
<b>Total share-based compensation expense</b>	<b>Total share-based compensation expense</b>	<b>\$7,402</b>	<b>\$4,084</b>	<b>\$22,595</b>	<b>\$11,901</b>		

## 9. Income Taxes

The income tax provision for the three and nine months ended September 30, 2023 March 31, 2024 and 2022 2023 was as follows:

		Three Months		Nine Months			
		Ended September	30,	Ended September	30,	2024	2023
		Three Months				Three Months Ended March 31,	
(\$ in thousands)	(\$ in thousands)	2023	2022	2023	2022	(\$ in thousands)	
Income tax provision	Income tax provision	\$2,426	\$1,839	\$7,946	\$6,176		

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The Company recognized federal, state and foreign income tax expense of **\$2.4 million** **\$5.3 million** and **\$7.9 million** **\$2.8 million** during the three and nine months ended September 30, 2023, respectively, compared to **\$1.8 million** March 31, 2024 and **\$6.2 million** during the same periods in 2022, 2023, respectively. The effective tax rates for the three and nine months ended September 30, 2023 March 31, 2024 and 2023 were **(22.2)%** **171.5%** and **(17.0)** **(13.3)%**, respectively, and were **(8.8)%** and **(6.4)%** during the same periods in 2022, respectively. The difference between the Company's effective tax rate and the U.S. statutory tax rate of 21% was primarily due to a full valuation allowance recorded on the Company's net U.S. deferred tax assets, valuation allowances recorded on deferred tax assets in foreign

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**jurisdictions where the Company recently began operating, non-taxable income / (loss) attributable to non-controlling interest and income tax rate differences related to the Company's Colombia operations for which both current and deferred taxes were recorded. The Company evaluates the realizability of the deferred tax assets on a quarterly basis and establishes a valuation allowance when it is more likely than not that all or a portion of a deferred tax asset may not be realized.**

**In August 2022, the U.S. Inflation Reduction Act of 2022 and the CHIPS and Science Act of 2022 were signed into law. These acts include, among other provisions, a corporate alternative minimum tax of 15%, an excise tax on the repurchase of corporate stock, various climate and energy provisions and incentives for investment in semiconductor manufacturing. These provisions are not expected to have a material impact on the Company's results of operations or financial position.**

**In** connection with the Business Combination, the Special Limited Partner entered into the **Tax Receivable Agreement, TRA**, which generally provides that it pay 85% of certain net tax benefits, if any, that the Company (including the Special Limited Partner) realizes (or in certain cases is deemed to realize) as a result of an increase in tax basis and tax benefits related to the transactions contemplated under the Business Combination Agreement and the exchange of Retained RSILP Units (as defined in the Business Combination Agreement) for Class A Common Stock (or cash at the Company's option) pursuant to RSILP's amended and restated limited partnership agreement and tax benefits related to entering into the **Tax Receivable Agreement, TRA**, including tax benefits attributable to payments under the **Tax Receivable Agreement, TRA**. These payments are the obligation of the Special Limited Partner and not of RSILP. The actual increase in the Special Limited Partner's allocable share of RSILP's tax basis in its assets, as well as the amount and timing of any payments under the **Tax Receivable Agreement, TRA**, will vary depending upon a number of factors, including the timing of exchanges, the market price of the Class A Common Stock at the time of the exchange and the amount and timing of the recognition of RSI and its consolidated subsidiaries' (including the Special Limited Partner's) income.

Based primarily on historical losses of RSILP, management has determined it is more-likely-than-not that the Company will be unable to utilize its deferred tax assets subject to the **Tax Receivable Agreement, TRA**; therefore, management applies a full valuation allowance to deferred tax asset or a corresponding liability under the **Tax Receivable Agreement, TRA** related to the tax savings the Company may realize from the utilization of tax deductions related to basis adjustments created by the transactions in the Business Combination Agreement. The unrecognized **Tax Receivable Agreement, TRA** liability as of **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023** was **\$65.2 million** **\$73.6 million** and **\$58.7 million** **\$63.7 million**, respectively. The increase in the liability is primarily due to the issuance of Class A Common Stock upon RSILP Unit exchanges. Due to the fact that the Company's deferred tax assets and corresponding **Tax Receivable Agreement, TRA** liability are unrecognized, this increase had no impact on the condensed consolidated statements of operations and condensed consolidated statements of comprehensive loss.

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#### 10. Net loss Per Share

The basic and diluted net loss per share for the three and nine months ended **September 30, 2023** **March 31, 2024** and **2022** **2023** were as follows (amounts in thousands, except for share and per share amounts):

	Three Months Ended		Nine Months Ended			
	September 30,		September 30,			
	2023	2022	2023	2022		
			Three Months			
			Ended			
			March 31,			
			2024			
Numerator:	Numerator:					
Net loss						
Net loss						
Net loss	Net loss	\$ (13,366)	\$ (22,657)	\$ (54,600)	\$ (103,273)	
Less: Net	Less: Net					
loss	loss					
attributable	attributable					
to non-	to non-					
controlling	controlling					
interests	interests	(9,187)	(16,044)	(38,022)	(73,631)	

Net loss attributable to Rush Street Interactive, Inc. – basic and diluted	Net loss attributable to Rush Street Interactive, Inc. – basic and diluted	\$ (4,179)	\$ (6,613)	\$ (16,578)	\$ (29,642)
Denominator: Denominator:					
Denominator:					
Denominator:					
Weighted average common shares outstanding – basic and diluted					
Weighted average common shares outstanding – basic and diluted					
Weighted average common shares outstanding – basic and diluted	Weighted average common shares outstanding – basic and diluted	69,698,787	64,058,437	67,465,694	63,283,591
Net loss per Class A common share – basic and diluted	Net loss per Class A common share – basic and diluted	\$ (0.06)	\$ (0.10)	\$ (0.25)	\$ (0.47)
Net loss per Class A common share – basic and diluted					
Net loss per Class A common share – basic and diluted					

The Class V Common Stock does not participate in the Company's earnings or losses and is therefore not a participating security. As such, separate presentation of basic and diluted earnings per share of Class V Common Stock under the two-class method has not been presented.

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The Company excluded the following securities from its computation of diluted shares outstanding as their effect would have been anti-dilutive:

	Nine Months Ended September 30,	
	2023	2022
RSILP Units <sup>(1)</sup>	151,399,310	156,373,584
Unvested RSUs	10,063,324	8,372,797
Vested RSUs <sup>(2)</sup>	854,262	386,377
Unvested Stock Options	1,643,609	854,888
Vested Stock Options	328,002	32,278

Three Months Ended March 31,	
2024	2023

RSILP Units <sup>(1)</sup>	145,384,310	154,455,584
Unvested RSUs	10,648,341	10,528,959
Vested RSUs (Class A Common Stock not yet issued)	530,780	836,917
Outstanding Stock Options	2,602,508	1,948,620

(1) RSILP Units that are held by non-controlling interest holders and may be exchanged, subject to certain restrictions, for Class A Common Stock. Upon exchange of an RSILP Unit, a share of Class V Common Stock is cancelled.

(2) RSUs that vested but the resulting shares of Class A Common Stock have not yet been issued.

## 11. Related Parties

### Affiliated Land-Based Casinos

Neil Bluhm and his adult children (including Ms. Leslie Bluhm), through their individual capacities, entities or trusts that they have created for the benefit of themselves or their family members, and Greg Carlin, through his individual capacity, entities or trusts that he has created for the benefit of himself or his family members, are direct or indirect owners, directors and/or officers of certain land-based casinos. The Company has entered into certain agreements with these affiliated land-based casinos that create strategic partnerships aimed to capture the online gaming, online sports betting and retail sports services markets in the various states and municipalities where the land-based casinos operate.

Generally, the Company pays a royalty fee to the land-based casino (calculated as a percentage of the Company's revenue less reimbursable costs or other consideration received as defined in the applicable agreement) in exchange for the

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right to operate real-money online casino and/or online sports betting under the gaming license of the land-based casinos or for marketing gaming offerings under the land-based casinos' brand. Royalties related to arrangements with affiliated casinos were ~~\$11.2~~ ~~\$15.6~~ million and ~~\$32.5~~ ~~\$7.7~~ million for the three and nine months ended **September 30, 2023** compared to **\$12.4 million** **March 31, 2024** and **\$35.8 million** for the same periods in **2022, 2023**, respectively, which were net of any consideration received from the affiliated casino for reimbursable costs, as well as costs that are paid directly by the affiliate casino on the Company's behalf. Net royalties paid are recorded as **Costs** of revenue in the accompanying condensed consolidated statements of operations.

In certain cases, the affiliate casino maintains the bank account that processes cash deposits and withdrawals for the Company's customers. Accordingly, at any point in time, the Company will record a receivable from the affiliate, representing the Company's total gaming revenue (with customers) that was collected by the affiliate, less consideration payable to the affiliate for use of its license, which is offset by any consideration owed to the Company from the affiliate based on the terms of the applicable agreement. Receivables due from affiliated land-based casinos were ~~\$21.8~~ ~~\$20.6~~ million and ~~\$35.9~~ ~~\$33.5~~ million at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**, respectively.

In addition, the Company provides retail sports services to certain affiliated land-based casinos in exchange for a monthly commission based on the casino's retail sportsbook revenue. Services generally include ongoing management and oversight of the retail sportsbook, technical support for the casino's customers, risk management, advertising and promotion, and support for third-party vendors' sports betting equipment. Revenue recognized relating to retail sports services provided to affiliated land-based casinos for the three and nine months ended **September 30, 2023** **March 31, 2024** and **2022** **2023** were not material to the condensed consolidated financial statements.

Any payables due to the affiliated land-based casinos are netted against receivables to the extent a right of offset exists and were not material to the condensed consolidated financial statements at **September 30, 2023** or **December 31, 2022**. exists.

## 12. Commitments and Contingencies

### Legal Matters

The Company is not a party to any material legal proceedings and is not aware of any material pending or threatened claims. From time to time however, the Company may be subject to various legal proceedings and claims that arise in the ordinary course of its business activities.

**RUSH STREET INTERACTIVE, INC.**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
**(Unaudited)**

### Other Contractual Obligations

The Company is a party to several non-cancelable contracts with vendors and licensors for marketing and other strategic partnership-related agreements where the Company is obligated to make future minimum payments under the non-cancelable terms of these contracts as follows (\$ in thousands):

Remainder of 2023	\$ 8,673	13,554
Year ending December 31, 2024		12,008
Year ending December 31, 2025		9,065 7,003
Year ending December 31, 2026		5,965 4,992
Year ending December 31, 2027		6,142
Year ending December 31, 2028	\$ 4,568	4,777
Thereafter		32,471 23,843
<b>Total<sup>(1)</sup></b>	<b>\$ 69,715</b>	<b>63,346</b>

(1) Includes operating lease and finance lease obligations under license and market access commitments totaling \$49.1 million \$43.7 million, obligations under non-cancelable contracts with marketing vendors totaling \$17.5 million \$13.0 million and non-cancelable lease contracts totaling \$3.1 million \$6.6 million. Certain market access arrangements require the Company to make additional payments at a contractual milestone date if the market access fees paid through that milestone date do not meet a minimum contractual threshold. In these instances, the Company calculates the future minimum payment as the total milestone payment less any amounts already paid to the partner and includes such payments in the period in which the milestone date occurs.

## Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with, and is qualified in its entirety by, our Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023 (our "Annual Report"), and our unaudited condensed consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q (this "Report"). In addition to historical financial information, the following discussion and analysis contains forward-looking statements that involve risks, uncertainties and assumptions. Our actual results and timing of selected events may differ materially from those anticipated in these forward-looking statements as a result of many factors, including those discussed under the sections of this Report captioned "Cautionary Note Regarding Forward-Looking Statements" and "Risk Factors." For a discussion of limitations in measuring certain of our key metrics, see the section of this Report captioned "Limitations of Key Metrics and Other Data."

This Management's Discussion and Analysis of Financial Condition and Results of Operations contains certain financial measures, in particular the presentation of Adjusted EBITDA, which are not presented in accordance with generally accepted accounting principles of the United States ("GAAP"). We present these non-GAAP financial measures because they provide us and readers of this Report with additional insight into our operational performance relative to earlier periods and relative to our competitors. These non-GAAP financial measures are not a substitute for any GAAP financial information. Readers of this Report should use these non-GAAP financial measures only in conjunction with the comparable GAAP financial measures. Reconciliations of Adjusted EBITDA to Net Loss, the most comparable GAAP measure, are provided in this Report.

Unless the context requires otherwise, all references in this Report to the "Company," "we," "us," or "our" refer to Rush Street Interactive, Inc. and its subsidiaries.

### Our Business

We are a leading online gaming and entertainment company that focuses primarily on online casino and online sports betting in the U.S., Canadian and Latin American markets. Our mission is to engage and delight players by delivering friendly, fun and fair betting experiences. In furtherance of this mission, we strive to create an online community for our customers where we are transparent and honest, treat them our customers fairly, show them that we value their time and loyalty, and listen to feedback. We also endeavor to implement industry leading responsible gaming practices and provide our customers with a cutting-edge online gaming platform and exciting, personalized offerings that will enhance their user experience.

We provide our customers with an array of leading gaming offerings such as real-money online casino, online sports betting and retail sports betting (i.e., sports betting services provided at bricks-and-mortar locations), as well as social gaming, which involves free-to-play games using virtual credits that users can earn or purchase. We launched our first social gaming website in 2015 and began accepting real-money bets in the United States in 2016. Currently, we offer real-money online casino, online sports betting and/or retail sports betting in 15 U.S. states and the three international markets as outlined in the table below.

Jurisdictions	Online Casino	Online Sports Betting	Retail Sports Betting
<b>Domestic:</b>			
Arizona		ü	
Colorado		ü	
Connecticut*Delaware		ü	ü
Illinois		ü	ü
Indiana		ü	ü
Iowa		ü	
Louisiana		ü	
Maryland		ü	ü
Michigan	ü	ü	ü
New Jersey	ü	ü	
New York		ü	ü
Ohio		ü	
Pennsylvania	ü	ü	ü
Virginia		ü	ü
West Virginia	ü	ü	
<b>International:</b>			
Colombia		ü	ü
Ontario (Canada)		ü	ü
Mexico	ü	ü	

\*Previously announced that the Company and its partner in Connecticut intend to wind down their online and retail sports betting partnership in Connecticut, which the Company currently believes is likely to occur during the fourth quarter of 2023 or shortly thereafter.

Our real-money online casino and online sports betting offerings are currently provided under our BetRivers and PlaySugarHouse brands in the United States and Canada and under our RushBet brand in Latin America (which includes Mexico). We operate and/or support retail sports betting for our bricks-and-mortar partners, partners under our brands or our partners' respective brands depending on the terms of our arrangement. Many of our social gaming offerings are marketed under our partners' own brands, although we also offer social gaming under our own partners' brands as well. Our decision about what brand or brands to use is market and/or partner specific, and is based on brand awareness, market research, marketing efficiency, contractual obligations and applicable gaming rules and regulations.

#### Trends in Key Metrics

##### Monthly Active Users

MAUs is the number of unique users per month who have placed at least one real-money bet across one or more of our online casino or online sports betting offerings. We average the MAUs for the months in the relevant period. We exclude users who have made a deposit but have not yet placed a real-money bet on at least one of our online offerings. We also exclude users who have placed a real-money bet but only with promotional incentives. The numbers of unique users included in calculating MAUs only include U.S. and Canada-based users of our online real-money offerings.

MAUs is a key indicator of the scale of our user base and awareness of our brands. We believe that year-over-year MAUs may be also generally be indicative of the long-term revenue growth potential of our business, although MAUs in individual periods may be less indicative of our longer-term expectations. We expect the number of MAUs to grow as we attract, retain and re-engage users in new and existing jurisdictions and expand our offerings to appeal to a wider audience.

The chart below presents our average MAUs in the United States and Canada for the nine months ended September 30, 2023, March 31, 2024 and 2022; 2023:



The decrease in MAUs in the United States and Canada was mainly due to our continued growth and strong customer retention rates in existing markets and expansion into new markets such as Delaware, which was partially offset by our exit from the Connecticut market. Additionally, we continue to achieve a positive response from our strategic reduction in advertising and marketing efforts.

The chart below presents our average MAUs in Latin America (including Mexico) for the three months ended March 31, 2024 and 2023:



The increase in MAUs in Latin America was mainly due to our continued growth and strong customer retention rates in Colombia and Mexico. Additionally, we continue to achieve a positive response from our strategic advertising and marketing and bonusing efforts in certain markets, primarily consisting of online sportsbook-only markets.

#### Average Revenue Per Monthly Active User

ARPMAU for an applicable period is average monthly revenue for the relevant markets divided by average MAUs in those markets. This key metric represents our ability to drive usage and monetization of our online offerings.

The chart below presents our ARPMAU in the United States and Canada for the nine months ended September 30, 2023, March 31, 2024 and 2022.



The year-over-year increase in ARPMAU in the United States and Canada was mainly due to our continued operations in markets that launched during 2022, 2023 where we offer online casino in addition to online sports betting, the impact of our strategic advertising and marketing efforts in other markets where offer online casino and our focus on retaining quality players.

The chart below presents our ARPMAU in Latin America (including Mexico) for the three months ended March 31, 2024 and 2023.



The year-over-year increase in ARPMAU was mainly due to favorable foreign exchange rates and continued growth lead by Mexico where we have been operating for less than two years.

#### Non-GAAP Information

This Report includes Adjusted EBITDA, which is a non-GAAP performance measure that we use to supplement our results presented in accordance with GAAP. We believe Adjusted EBITDA provides useful information to investors regarding our results of operations and operating performance, as it is similar to measures reported by our public competitors and is regularly used by securities analysts, institutional investors and other interested parties in analyzing operating performance and prospects. 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.

We define Adjusted EBITDA as net income (loss) before interest income or 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 (i.e., depreciation and amortization, share-based compensation) or are not related to our underlying business performance (i.e., interest income or expense).

We include Adjusted EBITDA because management uses it to evaluate our core operating performance and trends and to make strategic decisions regarding the distribution of capital and new investments. Management believes that Adjusted EBITDA provides investors with useful information on our past financial and operating performance, enables comparison of financial results from period-to-period where certain items may vary independent of business performance, and allows for greater transparency with respect to metrics used by our management in operating our business. Management also believes that Adjusted EBITDA is useful in evaluating our operating performance compared to that of other companies in our industry, as this metric generally eliminates the effects of certain items that may vary from company to company for reasons unrelated to overall operating performance.

The table below presents our Adjusted EBITDA reconciled from our Net loss, the most directly comparable GAAP measure, for the periods indicated:

Three Months Ended		Nine Months Ended			
		September 30,		September 30,	
		Three Months			
		Ended			
		March 31,		March 31,	
(\$ in thousands)	(\$ in thousands)	2023	2022	2023	2022
Net loss	Net loss	\$(13,366)	\$(22,657)	\$(54,600)	\$(103,273)
Interest (income) expense, net		(762)	219	(1,430)	664
Interest income, net					

Interest income, net	Interest income, net				
Income tax expense	Income tax expense	2,426	1,839	7,946	6,176
Depreciation and amortization	Depreciation and amortization	8,401	4,039	22,144	10,066
Share-based compensation expense	Share-based compensation expense	7,402	4,084	22,595	11,901
<b>Adjusted EBITDA</b>	<b>Adjusted EBITDA</b>	<b>\$ 4,101</b>	<b>\$(12,476)</b>	<b>\$ (3,345)</b>	<b>\$ (74,466)</b>

#### Key Components of Revenue and Expenses

##### Revenue

We currently offer real-money online casino, online sports betting and/or retail sports betting in 15 U.S. states, Colombia, Ontario, Canada and Mexico. We also provide social gaming (where permitted), where users can earn or purchase virtual credits to enjoy free-to-play games.

Our revenue is predominantly generated from our U.S. and Canada operations, with the remaining revenue being generated from our Latin America (including Mexico) operations. We generate revenue primarily through the following offerings:

##### Online Casino

Online casino offerings typically include the full suite of games available in bricks-and-mortar casinos, such as table games (i.e., blackjack and roulette) and slot machines. For these offerings, similar to bricks-and-mortar casinos, we generate revenue through hold, or gross winnings, as customers play against the house. Like bricks-and-mortar casinos, there is volatility with online casino, but as the number of bets placed increases, the net revenue retained from bets placed becomes easier to predict. Our experience has been that online casino revenue is less volatile than sports betting revenue.

Our online casino offering consists of a combination of licensed content from leading industry suppliers, customized third-party games and a small number of proprietary games that we were developed in-house, exclusively for us. Third-party content is usually subject to standard revenue-sharing agreements specific to each supplier, where the supplier generally receives a percentage of the net gaming revenue generated from its casino games played on our platform. In exchange, we receive a limited license to offer the games on our platform to customers in permitted jurisdictions. We generally pay much lower fees on revenue generated through our in-house developed proprietary casino games such as our multi-bet blackjack (with side bets: 21+3, Lucky Ladies, Lucky Lucky) and single-deck blackjack, which primarily relate to hosting/remote gaming server fees and certain intellectual property license fees.

Online casino revenue is generated based on total customer bets less amounts paid to customers for winning bets, less incentives awarded to customers, plus or minus the change in unsettled bets and the progressive jackpot reserve.

##### Online Sports Betting

Online sports betting involves a user placing a bet on the outcome of a sporting event, a sports-related activity or a series of the same, with the chance to win a pre-determined amount, often referred to as fixed odds. Online sports betting revenue is generated by setting odds such that there is a built-in theoretical margin in each sports bet offered to customers. While sporting event outcomes may result in revenue volatility, we believe that we can achieve a positive long-term betting win margin.

In addition to traditional fixed-odds betting, we also offer other fixed-odd sports betting products including in-game betting and multi-sport and same-game parlay betting. We have also incorporated live streaming of certain sporting events into our online sports betting offering.

Integrated into our online sports betting platform is a third-party risk and trading platform currently provided by certain subsidiaries of Kambi Group plc and its subsidiaries.

Online sports revenue is generated based on total customer bets less amounts paid to customers for winning bets, less incentives awarded to customers, plus or minus the change in unsettled sports bets.

##### Retail Sports Betting

We provide retail sports betting services to certain land-based partners in exchange for a monthly commission that is calculated based on the land-based retail sportsbook revenue. Services generally include ongoing management and oversight of the retail sportsbook (i.e., within a bricks-and-mortar location), technical support for such partner's customers, risk management, advertising and promotion, and support for third-party sports betting equipment.

In addition, certain relationships with our partners provide us the ability to operate the retail sportsbook at the land-based partner's facility. In this scenario, revenue is generated based on total customer bets less amounts paid to customers for winning bets, less other incentives awarded to customers, plus or minus the ~~change~~changes in unsettled retail sports bets and unclaimed retail tickets for settled retail bets.

#### *Social Gaming*

We provide social gaming (where permitted) where users ~~are given~~can earn or purchase virtual credits to enjoy free-to-play games. Users who exhaust their credits can either purchase additional virtual credits from the virtual cashier or wait until their virtual credits are replenished for free. Virtual credits have no monetary value and can only be used within our social gaming platform.

Our social gaming business has three main goals: build online databases in key markets ahead of and post-legalization and regulation; generate revenues; and increase engagement and visitation to our bricks-and-mortar partner properties. Our social gaming products are a marketing tool that keeps the applicable brands present in the minds of our users and engages with users through another channel while providing the entertainment value that users seek. We also leverage our social gaming products to cross-sell to our real-money offerings in jurisdictions where real-money gaming is authorized.

We recognize deferred revenue when users purchase virtual credits and revenue when ~~the virtual~~those credits are redeemed. We pay a percentage of the social gaming revenue derived from the sale and redemption of the virtual credits to content suppliers as well as to our land-based partners.

#### *Costs and Expenses*

*Costs of Revenue.* Costs of revenue consist primarily of (i) revenue share and market access fees, (ii) platform and content fees, (iii) gaming taxes, (iv) payment processing fees and chargebacks and (v) salaries, bonuses, benefits and share-based compensation for dedicated personnel. These costs are primarily variable in nature and should typically correlate with the change in revenue. Revenue share and market access fees consist primarily of amounts paid to local partners that hold the applicable gaming license, providing us the ability to offer our real-money online offerings in the respective jurisdictions. Our platform and content fees are primarily driven by costs associated with third-party casino content, data and streaming, sports betting trading services and certain elements of our platform technology, such as geolocation and know-your-customer. Gaming taxes ~~primarily~~ relate to state taxes and ~~that are determined on a jurisdiction-by-jurisdiction basis~~, basis, or federal excise taxes that are determined based on a percentage of the total online sports and retail sports bets placed. We incur payment processing costs on customer deposits, withdrawals and occasionally chargebacks (i.e., when a payment processor contractually disallows customer deposits in the normal course of business).

*Advertising and Promotions Costs.* Advertising and ~~promotion~~promotions costs consist primarily of costs associated with marketing our offerings via different channels, promotional activities and related customer acquisition costs. These costs also include salaries, bonuses, benefits and share-based compensation for dedicated personnel and are expensed as incurred.

Our ability to effectively market is critical to ~~operational~~our success. Using experience, dynamic learnings and analytics, we leverage marketing to acquire, convert, retain and re-engage customers. We use a variety of earned media and paid marketing channels, in combination with compelling offers, brand ambassadors, proprietary content, and unique game and site features, to attract and engage customers. ~~Furthermore, Further,~~ we continuously optimize our marketing spend using data collected from our operations. Our marketing spend is based on a return-on-investment model that considers a variety of factors, including the product offerings in the jurisdiction, local advertising rules, the performance of different marketing channels, predicted lifetime value, marginal costs and expenses and behavior of customers across various product offerings.

With respect to paid marketing, we use a broad array of advertising channels, including television, radio, social media platforms, sponsorships, affiliates and paid search, and other digital channels. We also use other forms of marketing and outreach, such as our social media channels, first-party websites, media interviews and other media spots and organic searches. These efforts are primarily concentrated within the specific jurisdictions where we operate or intend to operate. We believe there is significant benefit to having a flexible approach to advertising ~~spend~~spending as we can quickly redirect our advertising ~~spend~~spending based on dynamic testing of our advertising methods and channels.

*General Administration and Other Administrative.* General ~~administration~~ and other administrative expenses consist primarily of administrative personnel costs, including salaries, bonuses and benefits, ~~and~~ share-based compensation expense for dedicated personnel, professional fees related to legal, compliance, audit and consulting services, rent and insurance costs.

*Depreciation and Amortization.* Depreciation and amortization expense consists of depreciation ~~of our~~on property and equipment and amortization of intangible assets (including market access licenses, gaming jurisdictional licenses, internally developed software, ~~trademark~~trademarks, developed technology and ~~developed technology~~media content) and finance lease right-of-use assets over their useful lives.

#### *Results of Operations*

The following tables set forth a summary of our consolidated results of operations for the interim periods indicated and the changes between periods. We have derived this data from our unaudited condensed consolidated financial statements included elsewhere in this Report. The results of historical periods are not necessarily indicative of the results of operations for any future period.

#### *Comparison of the Three Months Ended September 30, 2023 March 31, 2024 and 2022 2023*

Three Months Ended		
September 30,		Change

Three Months Ended							Three Months Ended													
March 31,							March 31,													
(\$ in thousands)		2023			2022		\$	%	(\$ in thousands)		2024			2023		\$	%	Change		
		Revenue	\$169,887	\$148,004	Revenue	\$21,883	15 %	Revenue			\$217,428	\$	\$162,361	\$	\$55,067	\$	34	34 %		
Revenue	Revenue	116,159	103,321	12,838	12 %	Costs of revenue	144,523	107,154	107,154	37,369	37,369	35	35 %							
Costs of revenue	Costs of revenue	34,620	45,203	(10,583)	(23)%	Advertising and promotions	38,404	49,940	49,940	(11,536)	(11,536)	(23)	(23)%							
Advertising and promotions	Advertising and promotions	22,409	16,040	6,369	40 %	General and administrative	25,868	21,592	21,592	4,276	4,276	20	20 %							
General administration and other	General administration and other	Depreciation and amortization	8,401	4,039	4,362	108 %	Depreciation and amortization	7,101	5,755	5,755	1,346	1,346	23	23 %						
Depreciation and amortization	Depreciation and amortization	Loss from operations	(11,702)	(20,599)	8,897	(43)%	Interest income (expense), net	762	(219)	981	(448)%	Interest income, net	1,532	(22,080)	23,612	(107) %				
Interest income, net	Interest income, net	Loss before income taxes	(10,940)	(20,818)	9,878	(47)%	Loss before income taxes	3,091	(21,700)	(21,700)	24,791	24,791	(114)	(114)%						
Loss before income taxes	Loss before income taxes	Income tax expense	2,426	1,839	587	32 %	Income tax expense	5,300	2,800	2,800	2,500	2,500	89	89 %						
Income tax expense	Income tax expense	Net loss	\$ (13,366)	\$ (22,657)	\$ 9,291	(41)%	Net loss	\$ (2,209)	\$ (24,500)	\$ (24,500)	\$ 22,291	\$ (91)	\$ (91)	\$ (91) %						

**Revenue.** Revenue increased by **\$21.9 million** **\$55.1 million**, or **15% 34%**, to **\$169.9 million** **\$217.4 million** for the three months ended **September 30, 2023** **March 31, 2024** as compared to **\$148.0 million** **\$162.4 million** for the same period in **2022** **2023**. The increase was mainly due to and directly correlated with our continued growth across existing markets and expansion into the new markets that market of Delaware, which launched after **September 2022** **March 2023**. The increase reflects higher period-over-period online casino and sports betting revenue of **\$21.6 million** **\$58.0 million** and social gaming revenue of **\$0.1 million**. These increases in revenue were partly offset by a decrease in retail sports betting revenue of **\$0.3 million** **\$3.0 million**, which was attributable to the Company's exit from the Connecticut market.

**Costs of Revenue.** Costs of revenue increased by **\$12.8 million** **\$37.4 million**, or **12% 35%**, to **\$116.2 million** **\$144.5 million** for the three months ended **September 30, 2023** **March 31, 2024** as compared to **\$103.3 million** **\$107.2 million** for the same period in **2022** **2023**. The increase was mainly due to and directly correlated with our expansion and continued growth as noted above. **Gaming Market access costs, gaming taxes, operating expenses, and payment processing costs contributed \$15.4 million, \$11.6 million, \$6.1 million and market access costs contributed \$8.0 million, \$2.2 million, \$1.6 million, and \$0.5 million** **\$3.6 million**, respectively, to the period-over-period increase in costs of revenue. Personnel costs contributed to the remainder of the period-over-period increase. Costs of revenue as a percentage of revenue decreased to **68%** was **66%** for the three months ended **September 30, 2023** as compared to **70%** for the same period in **2022**, **March 31, 2024** and **2023**.

**Advertising and Promotions.** Advertising and promotions expense decreased by **\$10.6 million** **\$11.5 million**, or **23%**, to **\$34.6 million** **\$38.4 million** for the three months ended **September 30, 2023** **March 31, 2024** as compared to **\$45.2 million** **\$49.9 million** for the same period in **2022** **2023**. The decrease was mainly due to management's continued strategy of rationalizing marketing spend as the North American and Latin American online gaming industries markets continue to mature. Advertising and promotions expense as a percentage of revenue decreased to **20% 18%** for the three months ended **September 30, 2023** **March 31, 2024** as compared to **31%** for the same period in **2022**, **2023**.

**General Administration and Other.** General administration and other administrative expense increased by **\$6.4 million** **\$4.3 million**, or **40% 20%**, to **\$22.4 million** **\$25.9 million** for the three months ended **September 30, 2023** **March 31, 2024** as compared to **\$16.0 million** **\$21.6 million** for the same period in **2022** **2023**. The increase was primarily due to higher personnel and other administrative costs, which is consistent with the ongoing growth of our business. General administration and other administrative expense as a percentage of revenue was **13% 12%** for the three months ended **September 30, 2023** **March 31, 2024** as compared to **11% 13%** for the same period in **2022** **2023**.

**Depreciation and Amortization.** Depreciation and amortization expense increased by **\$4.4** **\$1.3** million, or 23%, to **\$8.4** **\$7.1** million for the three months ended **September 30, 2023** **March 31, 2024** as compared to **\$4.0** **\$5.8** million for the same period in **2022, 2023**. The increase was mainly due to additional costs to acquire property and equipment and other definite-lived intangible assets such as gaming licenses and internally developed software. Depreciation and amortization expense as a percentage of revenue increased/decreased to **5%** **3%** for the three months ended **September 30, 2023** **March 31, 2024** as compared to **3%** **4%** for the same period in **2022, 2023**.

**Interest Income, (Expense), Net.** Interest income net was **\$0.8** increased by **\$1.2** million, or 310%, to **\$1.6** million for the three months ended **September 30, 2023** **March 31, 2024** as compared to **Interest expense, net of \$0.2** **\$0.4** million for the same period in **2022, 2023**. The increase in interest income was mainly attributed to higher interest rates on cash and cash equivalents accounts as compared to the same period in **2022, 2023**.

**Income Tax Expense.** Income tax expense increased by **\$0.6** **\$2.5** million, or 32% **89%**, to **\$2.4** **\$5.3** million for the three months ended **September 30, 2023** **March 31, 2024** as compared to **\$1.8** **\$2.8** million for the same period in **2022, 2023**. Income tax expense for the three months ended **September 30, 2023** related to profitability of our foreign operations for which both current and deferred

taxes are recorded. Income tax expense as a percentage of revenue remained flat at 1% for the three months ended **September 30, 2023** and **2022**.

#### Comparison of the Nine Months Ended September 30, 2023 and 2022

(\$ in thousands)	Nine Months Ended		\$	%
	2023	2022		
Revenue	\$ 497,310	\$ 426,678	\$ 70,632	17 %
Costs of revenue	333,166	308,061	25,105	8 %
Advertising and promotions	125,525	156,794	(31,269)	(20)%
General administration and other	64,559	48,190	16,369	34 %
Depreciation and amortization	22,144	10,066	12,078	120 %
<b>Loss from operations</b>	<b>(48,084)</b>	<b>(96,433)</b>	<b>48,349</b>	<b>(50)%</b>
Interest income (expense), net	1,430	(664)	2,094	(315)%
<b>Loss before income taxes</b>	<b>(46,654)</b>	<b>(97,097)</b>	<b>50,443</b>	<b>(52)%</b>
Income tax expense	7,946	6,176	1,770	29 %
<b>Net loss</b>	<b>\$ (54,600)</b>	<b>\$ (103,273)</b>	<b>\$ 48,673</b>	<b>(47)%</b>

**Revenue.** Revenue increased by **\$70.7** million, or 17%, to **\$497.3** million for the nine months ended **September 30, 2023** as compared to **\$426.6** million for the same period in **2022**. The increase was mainly due to and directly correlated with our continued growth across existing markets and expansion into new markets that launched during **2022**. The increase reflects higher period-over-period online casino and sports betting revenue of **\$67.2** million, retail sports betting revenue of **\$3.2** million and social gaming revenue of **\$0.3** million.

**Costs of Revenue.** Costs of revenue increased by **\$25.1** million, or 8%, to **\$333.2** million for the nine months ended **September 30, 2023** as compared to **\$308.1** million for the same period in **2022**. The increase was mainly due to and directly correlated with, our expansion and continued growth in existing and new markets as noted above. Gaming taxes, payment processing costs, personnel costs and operating costs contributed **\$19.0** million, **\$5.4** million, **\$2.4** million and **\$1.8** million, respectively, which were partially offset by a decrease in market access costs of **\$3.5** million. Costs of revenue as a percentage of revenue decreased to 67% for the nine months ended **September 30, 2023** as compared to 72% for the same period in **2022**.

**Advertising and Promotions.** Advertising and promotions expense decreased by **\$31.3** million, or 20%, to **\$125.5** million for the nine months ended **September 30, 2023** as compared to **\$156.8** million for the same period in **2022**. The decrease was mainly due to management's strategy of rationalizing marketing spend as the North American and Latin American online gaming industries continue to mature. Advertising and promotions expense as a percentage of revenue decreased to 25% for the nine months ended **September 30, 2023** as compared to 37% for the same period in **2022**.

**General Administration and Other.** General administration and other expense increased by **\$16.4** million, or 34%, to **\$64.6** million for the nine months ended **September 30, 2023** as compared to **\$48.2** million for the same period in **2022**. The increase was primarily due to higher personnel and other administrative costs, which **March 31, 2024** is consistent with the ongoing growth of our business. General administration and other expense as a percentage of revenue increased to 13% for the nine months ended **September 30, 2023** as compared to 11% for the same period in **2022**.

**Depreciation and Amortization.** Depreciation and amortization expense increased by **\$12.1** million, or 120%, to **\$22.1** million for the nine months ended **September 30, 2023** as compared to **\$10.1** million for the same period in **2022**. The increase was mainly due to additional costs to acquire property and equipment and other definite-lived intangible assets such as gaming licenses and internally developed software. Depreciation and amortization expense as a percentage of revenue was 4% for the nine months ended **September 30, 2023** as compared to 2% for the same period in **2022**.

**Interest Income (Expense), Net.** Interest income, net was **\$1.4** million for the nine months ended **September 30, 2023** as compared to **Interest expense, net of \$0.7** million for the same period in **2022**. The increase in interest income was mainly attributed to higher interest rates on cash and cash equivalents as compared to the same period in **2022**.

**Income Tax Expense.** Income tax expense increased by \$1.8 million, or 29%, to \$7.9 million for the nine months ended September 30, 2023 as compared to \$6.2 million for the same period in 2022. Income tax expense for the nine months

ended September 30, 2023 and 2022 related attributable to the profitability of our foreign operations for which both current and deferred taxes are recorded. Income tax expense as a percentage of revenue was 2% for the **nine three** months ended **September 30, 2023 as compared to 1% for the same period in 2022, March 31, 2024 and 2023.**

#### **Seasonality and Other Trends Impacting Our Business**

Our results of operations **can, may, and generally do**, fluctuate due to seasonal trends and other factors such as level of customer engagement, online casino and sports betting results **foreign currency exchange rates** and other factors that are outside of our control or that we cannot reasonably predict. Our quarterly financial performance depends on our ability to attract and retain customers. Customer engagement in our online offerings may vary due to, among other things, customer satisfaction with our platform, **and customer support services**, the number, timing and type of sporting events, the length of professional sports seasons, our offerings and marketing efforts and those of our competitors (including those not just in the online gaming industry but also in the entertainment industry **more broadly**), **climate and weather conditions**, public sentiment, an economic downturn or other economic factors such as inflation, economic uncertainty or macroeconomic conditions. As customer engagement varies, so may our quarterly financial performance.

Our quarterly financial results may also be impacted by the number and amount of betting **wins and losses** and jackpot payouts we experience. Although our losses are limited per **stake wager** to a maximum payout, **in our online casino offering**, when looking at bets across a period of time, these losses can be significant. **As part** **We offer progressive jackpot games in certain** of our online casino **offering**, **we offer progressive jackpot games** **offerings**. Each time a customer plays a progressive jackpot game, we contribute a portion of the amount bet to the jackpot for that game or group of games. When a progressive jackpot is won, **the jackpot** **it** **is paid out and is** **reset to a predetermined base amount**. Winning the jackpot is determined by a random **mechanism**. **We** **mechanism**; **we** **cannot foresee** when a jackpot will be won, and we do not insure against jackpot payouts. Paying the progressive jackpot decreases our cash position.

Our online sports betting and retail sports betting operations experience seasonality based on the relative popularity and frequency of certain sporting events. Although sporting events occur throughout the year, our online sports betting customers are most active during the **American football season as well as during the** **NFL**, **NBA**, and **NCAA** **college football and basketball seasons**. With respect to our online sports betting and retail sports betting operations, customer activity tends to increase, and we may experience increased volatility, in connection with major sporting events such as the NFL super bowl, the NBA finals and NCAA basketball March Madness.

From a legislative perspective, **we are continuing** **continue** to see **strong** momentum to legalize and regulate online sports betting in new jurisdictions in the Americas. As expected, **in many cases** of these new jurisdictions are first trying to legalize and regulate online sports betting before considering whether to legalize and regulate online casino. However, given the tax generation success of online casino in markets where it has been legalized, **we are also continuing** **continue** to see **strong** momentum for online casino in several jurisdictions in the Americas that are looking for additional revenue sources to fund expanding budgets.

We operate within the global gaming and entertainment industry, which is comprised of diverse products and offerings that compete for consumers' time and disposable income. We face and expect to continue to face significant competition from other industry players both within existing and new markets including from competitors with access to more resources, existing assets such as brands or databases, or experience. Customer demands for new and innovative offerings and features require us to continue to invest in new technologies, features and content to improve the customer experience.

Many jurisdictions in which we operate or intend to operate in the future have unique regulatory and/or technological requirements, which require us to have robust, scalable networks and infrastructure, and agile engineering and software development capabilities. The global gaming and entertainment industry has seen significant consolidation, regulatory change and technological development over the last few years, and we expect this trend to continue into the foreseeable future, which may create opportunities for us but may also create competitive and margin pressures. We are starting to see some other online gaming operators rationalize their marketing spend in North American jurisdictions, although their marketing spend may vary by quarter depending on, among other things, sports calendars, new market launches and prior commitments.

#### **Liquidity and Capital Resources**

We measure liquidity in terms of our ability to fund the cash requirements of our business operations, including working capital and capital expenditure needs, contractual obligations and other commitments, with cash flows from operations. Our current working capital needs relate mainly to supporting our existing businesses, the growth of these businesses in their existing markets and their expansion into other geographic regions, as well as our personnel's compensation and benefits.

We had **\$171.2 million** **\$191.2 million** in cash and cash equivalents as of **September 30, 2023** **March 31, 2024** (excluding legally restricted customer cash deposits, which we segregate from our operating cash **balances on behalf of our real-money customers for all jurisdictions and products** **balances**). We intend for the foreseeable future to continue to finance our operations without third-party debt and entirely from operating cash flows, **flows and cash on our balance sheet**.

In connection with the **business combination** that we completed on December 29, 2020 (the "Business Combination"), **Business Combination**, we executed a **Tax Receivable Agreement**, dated as of December 29, 2020 (the "TRA"), by and among RSI ASLP, Inc. (the "Special Limited Partner"), Rush Street Interactive, LP ("RSILP"), the sellers in the **Business Combination** (the "Sellers") and the Sellers' representative, **TRA**, which generally provides that the Special Limited Partner pay **an amount equal to 85%** of certain net tax benefits, if any, that the Company and its consolidated subsidiaries, including the Special Limited Partner, realize (or in certain cases is deemed to realize) as a result of the increases in tax basis and tax benefits related to the transactions contemplated under the **agreement governing the** **Business Combination** **Agreement** and the exchange of certain

common units in RSILP retained by the Sellers for Class A Common Stock (or cash) and tax benefits related to entering into the TRA, including tax benefits attributable to payments under the TRA. Although the actual timing and amount of any payments made under the TRA will vary, such payments may be significant. Any payments made under the TRA will generally reduce the amount of overall cash flow that might have otherwise been available to us and, to the extent that payments required under the TRA are unable to be made for any reason, the unpaid amounts generally will be deferred and will accrue interest until paid. To date, no material payments under the TRA have been made, and no material payments or accrued payments thereunder are expected in the near future as payments under the TRA are not owed until the tax benefits generated thereunder are more-likely-than-not to be realized.

We expect our existing cash and cash equivalents and cash flows from operations to be sufficient to fund our operating activities and capital expenditure requirements for at least the next 12 months and thereafter for the foreseeable future. It is possible that we may need additional cash resources due to changed business conditions or other developments, including unanticipated regulatory developments, significant acquisitions, partnerships or marketing initiatives, expansions in new or existing markets, deteriorating macroeconomic conditions and competitive pressures. We expect our capital expenditures and working capital requirements to continue to increase in the immediate future to support our growth as we seek to expand our offerings across more of North America, Latin America and worldwide, which will require significant investment in our online gaming platform and our personnel, in particular in product development, engineering and operations roles. We also expect certain costs such as marketing, market access and license fees to increase as we continue to explore pursue expansion opportunities into in new and existing jurisdictions. In particular, we are party to several non-cancelable contracts with vendors and licensors for marketing and other strategic partnerships, pursuant to which we are obligated to make future minimum payments under the non-cancelable terms of these contracts. To the extent that our current resources are insufficient to satisfy our cash requirements, we may need to seek additional equity or debt financing. If the needed financing is not available, or if the terms of financing are less desirable than we expect, we may be forced to decrease our level of investment in new product, service or service market launches and related marketing initiatives or to scale back our existing operations, which could have an adverse impact on our business and financial prospects.

We expect our material cash requirements during the upcoming 12-month period to include \$13.6 million \$11.1 million of non-cancellable purchase obligations with marketing vendors, \$3.1 million \$3.7 million of license and market access fees, and \$1.4 million \$2.4 million of lease payments. In addition, we will continue to strategically pursue expansion into new markets, which is expected to require significant capital investments. We have \$51.6 \$46.1 million of additional non-cancellable purchase obligations including obligations arrangements with marketing vendors, obligations for license and market access fees, and for lease payments subsequent to the upcoming 12-month period. See note Note 12 to our unaudited condensed consolidated financial statements included elsewhere in this Report. Management believes our current cash holdings and, if necessary or desirable, various avenues available to pursue funding in the capital markets will suffice to fund these obligations.

## Surety Bonds

As of September 30, 2023, we have We had been issued \$30.0 million and \$28.0 million in surety bonds as of March 31, 2024 and December 31, 2023, respectively, that are used to satisfy regulatory requirements related to securing cash held on behalf for the benefit of customers and customers.

We had been issued \$4.6 million in surety bonds to satisfy regulatory requirements necessary to operate in certain jurisdictions.

As as of December 31, 2022, we have been issued \$3.6 million in surety bonds March 31, 2024 and December 31, 2023 to satisfy regulatory requirements necessary to operate in certain jurisdictions.

There have been no claims against any of our surety bonds and the likelihood of future claims is expected to be remote.

## Debt

As of September 30, 2023 March 31, 2024 and December 31, 2023, we had no debt outstanding. We have outstanding debt.

As of March 31, 2024 and December 31, 2023, we had an outstanding letter of credit for \$2.0 million \$3.2 million and \$3.1 million, respectively, in connection with our operations in Colombia, for which no amounts have had been drawn as of September 30, 2023, drawn.

We do not maintain any other off-balance sheet arrangements, transactions and obligations that would be expected to have a material current or future effect on our consolidated financial statements.

## Cash Flows

The following table shows our cash flows from operating activities, investing activities and financing activities for the nine three months ended September 30, 2023 March 31, 2024 and 2022: 2023:

Nine Months Ended		Three Months Ended		Three Months Ended	
September 30,		March 31,		March 31,	
(\$ in thousands)	(\$ in thousands)	2023	2022	(\$ in thousands)	2024
Net cash used in operating activities	\$ (6,759) \$(52,623)				2023

Net cash provided by (used in) operating activities	
Net cash used in investing activities	Net cash used in investing activities (26,054) (20,080)
Net cash used in financing activities	Net cash used in financing activities (375) (478)
Effect of exchange rate changes on cash, cash equivalents and restricted cash	Effect of exchange rate changes on cash, cash equivalents and restricted cash 3,276 (1,807)
<b>Net change in cash, cash equivalents and restricted cash</b>	<b>Net change in cash, cash equivalents and restricted cash \$(29,912) \$(74,988)</b>

**Operating activities.** Net cash provided by operating activities was \$30.9 million for the three months ended March 31, 2024 as compared to \$24.3 million used in operating activities for the nine months ended September 30, 2023 decreased by \$45.9 million to \$6.8 million, as compared to \$52.6 million during the same period in 2022. The decrease increased provision of cash reflects a lower period-over-period net loss totaling \$48.7 million and \$22.3 million, increased non-cash expenses of \$23.6 million, which was partially offset by an increase in \$0.8 million and working capital totaling \$24.8 million of \$32.6 million. The increase in non-cash expenses was driven primarily by additional depreciation and amortization totaling \$12.1 million, \$1.3 million and share-based compensation expense totaling \$10.7 million \$0.8 million, which was partially offset by deferred income taxes of \$0.7 million and write-offs of long-lived assets totaling \$0.7 million of \$0.6 million.

**Investing activities.** Net cash used in investing activities for the nine three months ended September 30, 2023 March 31, 2024 increased by \$6.0 million \$0.9 million to \$26.1 million \$7.4 million, as compared to \$20.1 million \$6.5 million during the same period in 2022. The increase reflects higher period-over-period cash paid for internally developed software costs totaling \$5.2 million \$0.5 million, an increase in cash paid for the acquisition of gaming licenses totaling \$3.7 million \$0.3 million, an increase in cash paid for the development of media content totaling \$0.6 million \$0.1 million and an increase in short-term investment in equity of \$0.5 million \$0.1 million, which was partially offset by a reduction of property and equipment purchases totaling \$1.8 million, cash paid for assets acquisitions totaling \$1.5 million and investment in long-term deposits totaling \$0.7 million \$0.2 million.

**Financing activities.** Net cash used in financing activities for the nine three months ended September 30, 2023 decreased March 31, 2024 increased by \$0.1 million \$0.2 million to \$0.4 million \$0.2 million, as compared to \$0.5 million less than \$0.1 million during the same period in 2022. The period-over-period difference reflects lower higher principal payments of finance lease liabilities.

**Effect of exchange rate changes on cash, cash equivalents and restricted cash.** The net effect of exchange rate changes on cash, cash equivalents and restricted cash, when expressed in U.S. Dollar terms, was an increase of \$3.3 million for the nine three months ended September 30, 2023 March 31, 2024 decreased by \$0.3 million to less than \$0.1 million, as compared to a decrease of \$1.8 million \$0.3 million for same period in 2022. These changes were due to fluctuations in foreign currency exchange rates from period to period.

#### Critical Accounting Policies and Estimates

We have prepared our unaudited condensed consolidated financial statements in accordance with GAAP. In doing so, management is required to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expenses during the reporting period. Management bases estimates on historical experience and other assumptions it believes to be reasonable under the circumstances and evaluates these estimates on an on-going basis. Actual results may differ from these estimates. Management has discussed the development, selection and disclosure of these estimates and assumptions with the Audit Committee of the Board.

There were no material changes during the quarter ended September 30, 2023 March 31, 2024, to the critical accounting policies and estimates discussed in our Annual Report. For a more complete discussion of our critical accounting policies and estimates, refer to our Annual Report.

## Emerging Growth Company Accounting Election

Section 102(b)(1) of the Jumpstart Our Business Startups Act of 2012 ("JOBS Act") exempts emerging growth companies from being required to comply with new or revised financial accounting standards until private companies are required to comply with the new or revised financial accounting standards. The JOBS Act provides that a company can choose not to take advantage of the extended transition period and comply with the requirements that apply to non-emerging growth companies, and any such election to not take advantage of the extended transition period is irrevocable. We are an "emerging growth company" as defined in Section 2(a) of the Securities Act of 1933, as amended, and have elected to take advantage of the benefits of this extended transition period. This may make it difficult or impossible to compare our financial results with the financial results of another public company that is either not an emerging growth company or is an emerging growth company that has chosen not to take advantage of the extended transition period exemptions for emerging growth companies because of the potential differences in accounting standards used.

## Item 3. Quantitative and Qualitative Disclosures about Market Risk

We operate primarily in the United States, Canada and Latin America. As such, we have been exposed in the past and may in the future be exposed to certain market risks, including interest rate, foreign currency exchange and inflation risks, in the ordinary course of our business. Currently, these risks are not material to our financial condition or results of operations, but they may be in the future.

### Interest Rate Risk

As of September 30, 2023 March 31, 2024, we had cash, cash equivalents and restricted cash of \$176.2 \$194.3 million, which consisted primarily of bank deposits, certificates of deposit and money market funds. Such interest-earning instruments carry a degree of interest rate risk; however, due to the relatively short-term nature of these instruments, historical fluctuations of interest income have not been significant. The primary objective of our investment activities is to preserve principal and provide liquidity without significantly increasing risk. A 10% increase or decrease in the interest rates of these interest-earning instruments would not have a material effect on our unaudited condensed consolidated financial statements for the nine three months ended September 30, 2023 March 31, 2024.

### Foreign Currency Exchange Rate Risk

We have been exposed to foreign currency exchange risk related to our transactions in currencies other than the U.S. Dollar, which is our reporting and functional currency for a majority of our operations. We seek to naturally hedge our foreign exchange transaction exposure by matching the transaction currencies for our cash inflows and outflows. Currently, we do not otherwise hedge our foreign exchange exposure but may consider doing so in the future. Our foreign currency exposure is primarily with respect to the Colombian Peso, the Canadian Dollar and the Mexican Peso. Markets with a functional currency other than the U.S. Dollar accounted for less than 20% and 10% of our revenue for the nine three months ended September 30, 2023 March 31, 2024 and 2022, 2023, respectively. A 10% increase or decrease in the value of these currencies compared to the U.S. Dollar would not have a material effect on our unaudited condensed consolidated financial statements for the nine three months ended September 30, 2023 March 31, 2024.

### Inflation Risk

We do not believe that inflation has had a material effect on our business, financial condition or results of operations as of and for the nine three months ended September 30, 2023 March 31, 2024. If our costs become subject to significant inflationary pressures, we may not be able to fully offset such higher costs through price increases. Our inability or failure to do so could harm our business, financial condition and operating results. In addition, our customers may experience inflationary pressures and rising costs. This could result in our customers having less disposable income, and thus they may reduce their spending on discretionary entertainment activities such as our products and services. Such a reduction in spending by our customers could harm our business, financial condition, revenues and operating results.

## Item 4. Controls and Procedures.

### Management's Evaluation of Disclosure Controls and Procedures

As required by Rule 13a-15(b) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), under the supervision and with the participation of management, including our Chief Executive Officer and our Chief Financial Officer, we have carried out an evaluation of the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Exchange Act) as of the end of the period covered by this Report. Our

disclosure controls and procedures are designed to provide reasonable assurance that information we are required to disclose in reports that are filed or submitted under the Exchange Act is accumulated and communicated to our management, including our Chief Executive Officer and our Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure and is recorded, processed, summarized and reported within the time periods specified by the SEC. Our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective as of September 30, 2023 March 31, 2024.

### Changes in Internal Control Over Financial Reporting

There has been no change in the Company's internal control over financial reporting during the quarter ended September 30, 2023 March 31, 2024 that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

### Limitations on Effectiveness of Controls and Procedures

Our disclosure controls and procedures are designed to provide reasonable assurance of achieving their objectives, as specified above. Our management recognizes that any control system, no matter how well designed and operated, is based upon certain judgments and assumptions and cannot provide absolute assurance that its objectives will be met.

## PART II. OTHER INFORMATION

### Item 1. Legal Proceedings.

From time to time we become involved in legal proceedings concerning matters arising in connection with the conduct of our business activities. These proceedings may be at varying stages, and many of these proceedings may seek an indeterminate amount of damages. We regularly evaluate the status of the legal proceedings in which we are involved to assess whether a loss is probable or there is a reasonable possibility that a loss or an additional loss may have been incurred and to determine if accruals are appropriate. If accruals are not appropriate, we further evaluate each legal proceeding to assess whether an estimate of the possible loss or range of possible loss can be made.

In our opinion, the amount of ultimate liability with respect to any of these actions is unlikely to materially affect our financial condition, results of operations or liquidity, though the outcomes could be material to our operating results for any particular period, depending, in part, upon the operating results for such period.

### Item 1A. Risk Factors

There have been no material changes to the risk factors disclosed under the heading "Risk Factors" in our Annual Report.

### Item 5. Other Information

#### Securities Trading Plans of Directors and Executive Officers

During the three months ended September 30, 2023 March 31, 2024, none of our directors or executive officers adopted or terminated any contract, instruction or written plan for the purchase or sale of the Company's securities that was intended to satisfy the affirmative defense conditions of Rule 10b5-1(c) or any "non-Rule 10b5-1 trading arrangement."

### Item 6. Exhibits.

The following exhibits are being filed or furnished, as applicable, herewith:

Exhibit Number	Description
2.1	<u>Amended and Restated Business Combination Agreement, dated as of October 9, 2020, by and among the Company, RSILP, Sellers, Sponsor and Rush Street Interactive GP, LLC (incorporated by reference to Exhibit 2.1 of the Company's Current Report on Form 8-K filed with the SEC on October 13, 2020).</u>
2.2	<u>Amendment to Amended and Restated Business Combination Agreement, dated as of December 4, 2020, by and among the Company, RSILP, Sellers, Sponsor and Rush Street Interactive GP, LLC (incorporated by reference to Annex A-2 to Company's Preliminary Proxy Statement filed with the SEC on December 4, 2020).</u>
31.1*	<u>Certifications of Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</u>
31.2*	<u>Certifications of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</u>
32.1**	<u>Certifications of Chief Executive Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</u>
32.2**	<u>Certifications of Chief Financial Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</u>
101.INS*	Inline XBRL Instance Document—the instance document does not appear in the Interactive Data File as its XBRL tags are embedded within the Inline XBRL document.
101.SCH*	Inline XBRL Taxonomy Extension Schema.
101.CAL*	Inline XBRL Taxonomy Extension Calculation Linkbase.
101.DEF*	Inline XBRL Taxonomy Extension Definition Linkbase.
101.LAB*	Inline XBRL Taxonomy Extension Label Linkbase.
101.PRE*	Inline XBRL Taxonomy Extension Presentation Linkbase.
104	Cover Page Interactive Data File (Embedded within the Inline XBRL document and included in Exhibit).

\* Filed herewith.

\*\* This exhibit is furnished herewith and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, or otherwise subject to the liability of that section, and shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933 or the Securities Exchange Act of 1934.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

RUSH STREET INTERACTIVE, INC.

November 2, 2023

By: /s/ Kyle Sauers

Kyle Sauers

Chief Financial Officer

(Principal Financial Officer and Principal Accounting Officer)

3534

Exhibit 31.1

**Certification of Principal Executive Officer Pursuant to Exchange Act Rule 13a-14(a)/15d-14(a)  
as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002**

I, Richard Schwartz, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Rush Street Interactive, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 2, 2023

/s/ Richard Schwartz

Richard Schwartz

Chief Executive Officer and Director

(Principal Executive Officer)

**Certification of Principal Financial Officer Pursuant to Exchange Act Rule 13a-14(a)/15d-14(a)  
as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002**

I, Kyle Sauers, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Rush Street Interactive, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 2, 2023 May 2, 2024

/s/ Kyle Sauers

Kyle Sauers  
Chief Financial Officer  
(Principal Financial Officer)

**Certification of Principal Executive Officer Pursuant to 18 U.S.C. Section 1350 as Adopted  
Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002**

Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, I, Richard Schwartz, Chief Executive Officer and Director of Rush Street Interactive, Inc. (the "Company"), hereby certify, that, to my knowledge:

1. The Quarterly Report on Form 10-Q for the period ended September 30, 2023 March 31, 2024 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: November 2, 2023 May 2, 2024

/s/ Richard Schwartz

Richard Schwartz  
Chief Executive Officer and Director  
(Principal Executive Officer)

**Certification of Principal Financial Officer Pursuant to 18 U.S.C. Section 1350 as Adopted  
Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002**

Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, I, Kyle Sauers, Chief Financial Officer of Rush Street Interactive, Inc. (the "Company"), hereby certify, that, to my knowledge:

1. The Quarterly Report on Form 10-Q for the period ended **September 30, 2023** **March 31, 2024** as filed with the Securities and Exchange Commission on the date hereof (the "Report"), fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: **November 2, 2023** **May 2, 2024**

/s/ Kyle Sauers

\_\_\_\_\_  
Kyle Sauers  
Chief Financial Officer  
(Principal Financial Officer)

#### DISCLAIMER

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