Revenue – increased 54% yoy

Adjusted EBIDTA – increased over $600M for 2023

iGaming – growing fast alongside DKNG sportbook

2024 focus is app & product innovation vs 2023’s market share hunt

2024 3 opportunities:

1. pursue big opportunities in USA market
2. leverage FCF
3. missed 3rd one

robins says confident in management to execute

parlays 10% growth – contributed 38-53M

paid out more than expected in 2023 to users

4.65B-4.9B rev guidance

410M – 510M – adjusted ebitda range guidance

2022 marketing costs contributed to over 90% of revenue growth = huge stock just pumped on that

1-2Q rev = 45% growth

Above 300M in 4th quarter

1.6B cash end of 2024 – before 113M of it goes to jackpot acquisition

JEFFREIES:

Asked about product development & whats next for sports betting?

A: developing new product called “in play” – working with broadcast companies in future, “progressive parlays” – new initiatives, focused on “this is still the super early days of this industry” (blah answer but hes not wrong)

* focus is maximizing shareholder return – stay on strategy – priority A is winning in the USA – FOCUS IS ON USA – they are doing that currently & focusing on overlap analysis; who were 50% higher spenders than on apps like fanduel – shows market share is swinging to DKNG

B.O.A.:

Asked Jason robin to comment on Q4 promotional guidance during superbowl as he noticed they did not push marketing as hard in 2023? Work good or bad?

Answer: reason they missed = they had 2 week stretch with unfavorable outcomes; still in great shape & if that didn’t happen theyd be net positive – blowout quarter from customer acquisitions

2024 will be positive – from Jason robin; “pleasant upside” his exact words

JP MORGAN:

Asked wha was parlay mix & what type of bets are bettors putting in – what is the growth there? Any unique trends we should look for in financials? Months/timing matter? If paray activity wil drive rev what is that growth looking like

Answer: 30% for Q4 23 & expect it to increase when “in game betting” becomes adopted by consumers/broadcast companies – they said IL data looks off to them & that they need to contact gaming commissioners of the state

RANDOM HEDGE FUND:

Asked about jackpot acquisition & longterm outlook:

Answer: FOCUSING ON CROSS SELL – UPSIDE IS HUGE THERE – biring lottery games to their platform & idea is revenue explodes due to bringing different consumers. High hurdle legislation states are out the way – technology stack is ready to bring on rest of the USA; just waiting for licsencing – management believes this jackpot acq. Is a homerun over the next 5 years – goal is turn into a cash flow beast

WELLS FARGO:

Asked structural hold: new customers is not a worry at all

HDGE FUND:

Asked: recent hire of someone from amazon sports & espn for many years on exec team; said live sports are not on their mind but she is helping with negotiations with networks – HUGE

MORGAN STANLEY:  
Jackpot – keep as own brand or combine into dkng?

Answer: keep as own brand but are exploring bringing them as a dkng brand – no new states are included in current estimates & anticipate new lottery states to become legal

How do you see FCF evolving?