

COMMERCIAL GAMING REVENUE TRACKER

2020 | Fourth Quarter

Overview

Q4 COMMERCIAL GGR PER VERTICAL, YEAR-OVER-YEAR GROWTH

| Total GGR | Slot GGR* | Table Game GGR* | Sports Betting GGR | iGaming GGR |
|-------------------|-------------------|-------------------|---------------------|---------------------|
| \$9.19B -16.5% | \$5.63B -20.3% | \$1.45B -29.9% | \$860.4M +129.5% | \$484.5M +185.3% |

CY2020 GGR PER VERTICAL, YEAR-OVER-YEAR GROWTH

| Total GGR | Slot GGR* | Table Game GGR* | Sports Betting GGR | iGaming GGR |
|--------------------|--------------------|-------------------|--------------------|--------------------|
| \$29.98B -31.3% | \$18.87B -33.8% | \$5.09B -39.4% | \$1.53B +68.9% | \$1.55B +198.9% |

*Illinois, Michigan, and Louisiana are not included in slot and table game data as these states did not separate revenue for the two verticals in 2020.

COVID-19 Drives 2020 Gaming Revenue to Lowest Level in 17 Years

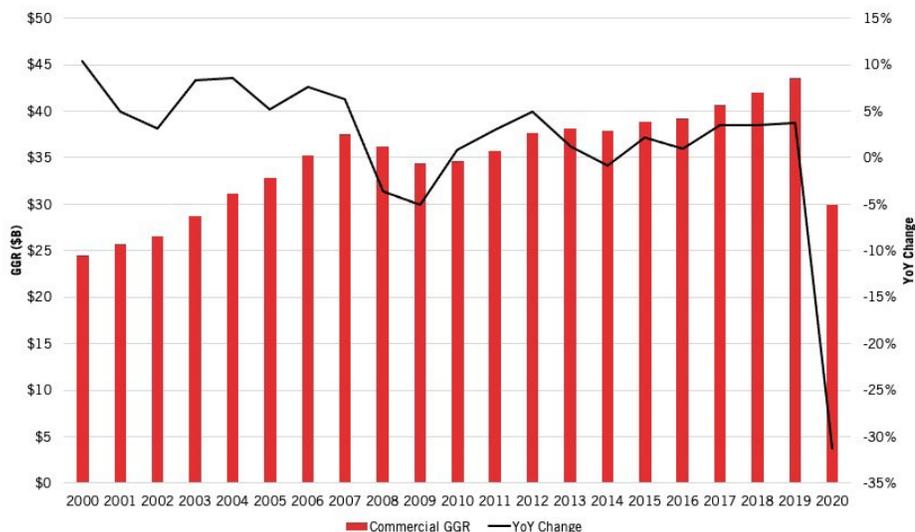
U.S. commercial casino gaming revenue (GGR) totaled nearly \$9.2 billion in the fourth quarter of 2020. This is down 17 percent compared to the same three-month period in 2019, but up slightly (+1.7%) from the third quarter.

For the full year, the U.S. commercial casino industry reported annual gaming revenue of \$30.0 billion, marking the first year-over-year market contraction since 2014. Pandemic-driven declines resulted in the lowest revenue level since 2003 when the commercial industry generated \$28.7 billion from legal gaming in 11 states, compared to nearly three times as many jurisdictions in 2020.

The devastating impact of the COVID-19 pandemic on the gaming industry, with GGR contracting by nearly one-third (31.3%) year-over-year, overshadows previous slumps. During the Great Recession, gaming revenue decreased by a comparatively mild 8.4 percent during the span of two years (2007-2009).

Despite the dramatic overall revenue decline in 2020, prior to the pandemic, the gaming industry was primed for another record year. In January and February, revenue grew 11.4 percent over the same period in 2019.

U.S. ANNUAL COMMERCIAL GAMING REVENUE



In 2020, all 24 commercial gaming states for which full year-over-year comparisons are available saw revenue contract from 2019. The largest annual drops came in New Mexico (-79%), Michigan (-56%), New York (-57%), and Rhode Island (-51%), reflecting later than average reopenings of state casinos (MI and NY), secondary reclosures (RI), and closures that persisted from the initial March-shuttering (NM).

Source: American Gaming Association

COMMERCIAL GAMING REVENUE TRACKER

2020 | Fourth Quarter



Q4 AND CY2020 COMMERCIAL GAMING GGR BY STATE (\$M)

| STATE | Q4 2020 (\$M) | YoY CHANGE | CY 2020 (\$M) | YoY CHANGE |
|-----------------------|-------------------|---------------|-------------------|---------------|
| Arkansas | \$104.9 | -7.7% | \$355.5 | -16.6% |
| Colorado | \$226.5 | 14.4% | \$636.1 | -23.7% |
| Delaware | \$106.9 | -7.8% | \$340.3 | -24.5% |
| District of Columbia* | \$9.9 | - | \$13.5 | - |
| Florida | \$117.7 | -15.2% | \$341.3 | -40.6% |
| Illinois | \$222.9 | -35.7% | \$743.4 | -45.1% |
| Indiana | \$538.4 | -7.1% | \$1,709.5 | -23.9% |
| Iowa | \$371.7 | -2.6% | \$1,167.7 | -21.5% |
| Kansas | \$85.9 | -18.4% | \$299.5 | -28.0% |
| Louisiana | \$465.9 | -22.4% | \$1,658.5 | -32.6% |
| Maine | \$21.6 | -38.0% | \$71.4 | -50.8% |
| Maryland | \$392.4 | -9.5% | \$1,225.9 | -30.2% |
| Massachusetts | \$164.0 | -31.6% | \$551.9 | -23.2% |
| Michigan | \$175.7 | -52.2% | \$638.7 | -56.1% |
| Mississippi | \$534.2 | -2.7% | \$1,795.2 | -20.1% |
| Missouri | \$385.9 | -10.7% | \$1,263.8 | -26.9% |
| Montana* | \$1.6 | - | \$2.2 | - |
| Nevada | \$2,277.6 | -24.5% | \$7,873.3 | -34.6% |
| New Hampshire† | \$13.5 | 30,088.3% | \$23.6 | 5,2713.5% |
| New Jersey | \$939.9 | 5.9% | \$2,881.4 | -16.9% |
| New Mexico | \$0 | -100.0% | \$51.8 | -78.8% |
| New York | \$501.5 | -25.0% | \$1,184.7 | -56.6% |
| Ohio | \$435.1 | -11.0% | \$1,440.3 | -25.8% |
| Oklahoma | \$28.9 | -18.3% | \$101.7 | -27.8% |
| Oregon† | \$9.9 | 239.4% | \$20.1 | 587.0% |
| Pennsylvania | \$792.0 | -9.2% | \$2,695.9 | -20.3% |
| Rhode Island | \$83.2 | -46.9% | \$326.2 | -51.2% |
| South Dakota | \$27.0 | 7.9% | \$105.3 | -4.5% |
| Tennessee* | \$27.1 | - | \$27.1 | - |
| West Virginia | \$126.3 | -18.4% | \$434.2 | -31.1% |
| United States | \$9,188.13 | -16.5% | \$29,981.0 | -31.3% |

*New commercial gaming market in CY2020. No year-over-year comparison available.

†Launched in Q4 2019.

Source: American Gaming Association

Commercial casinos lost 27 percent of normal operating days (45,602 total) throughout 2020 as a result of mandated COVID-19 closures and hurricanes along the Gulf Coast. In a normal 2020 with 366 days, commercial casinos would have been expected to be open for a total of 170,484 business days, compared to 124,882 in actuality. Even after they began to reopen, many, if not all, casinos were still operating at reduced capacity or with limited other amenities available.

COMMERCIAL GAMING REVENUE TRACKER

2020 | Fourth Quarter



CY2020 COMMERCIAL CASINO BUSINESS DAYS BY STATE

| STATE | LOST CASINO BUSINESS DAYS | CASINO BUSINESS DAYS IN NORMAL YEAR | % LOST CASINO BUSINESS DAYS OF NORMAL |
|----------------------|---------------------------|-------------------------------------|---------------------------------------|
| Arkansas | 185 | 1,098 | 16.8% |
| Colorado | 2,993 | 12,078 | 24.8% |
| Delaware | 228 | 1,098 | 20.8% |
| Florida | 926 | 2,928 | 31.6% |
| Illinois | 1,470 | 3,660 | 40.2% |
| Indiana | 1,170 | 4,758 | 24.6% |
| Iowa | 1,474 | 6,954 | 21.2% |
| Kansas | 264 | 1,464 | 18.0% |
| Louisiana | 1,756 | 7,320 | 24.0% |
| Maine | 229 | 732 | 31.3% |
| Maryland | 583 | 2,196 | 26.5% |
| Massachusetts | 351 | 1,098 | 32.0% |
| Michigan | 523 | 1,098 | 47.6% |
| Mississippi | 1,708 | 9,516 | 17.9% |
| Missouri | 1,005 | 4,758 | 21.1% |
| Nevada | 21,538 | 80,219 | 26.8% |
| New Jersey | 987 | 3,294 | 30.0% |
| New Mexico | 1,450 | 1,830 | 79.2% |
| New York | 2,124 | 4,392 | 48.4% |
| Ohio | 1,068 | 4,026 | 26.5% |
| Oklahoma | 142 | 732 | 19.4% |
| Pennsylvania | 1,472 | 4,437 | 33.2% |
| Rhode Island | 210 | 732 | 28.7% |
| South Dakota | 1,356 | 8,236 | 16.5% |
| West Virginia | 390 | 1,830 | 21.3% |
| United States | 45,602 | 170,484 | 26.7% |

Source: American Gaming Association

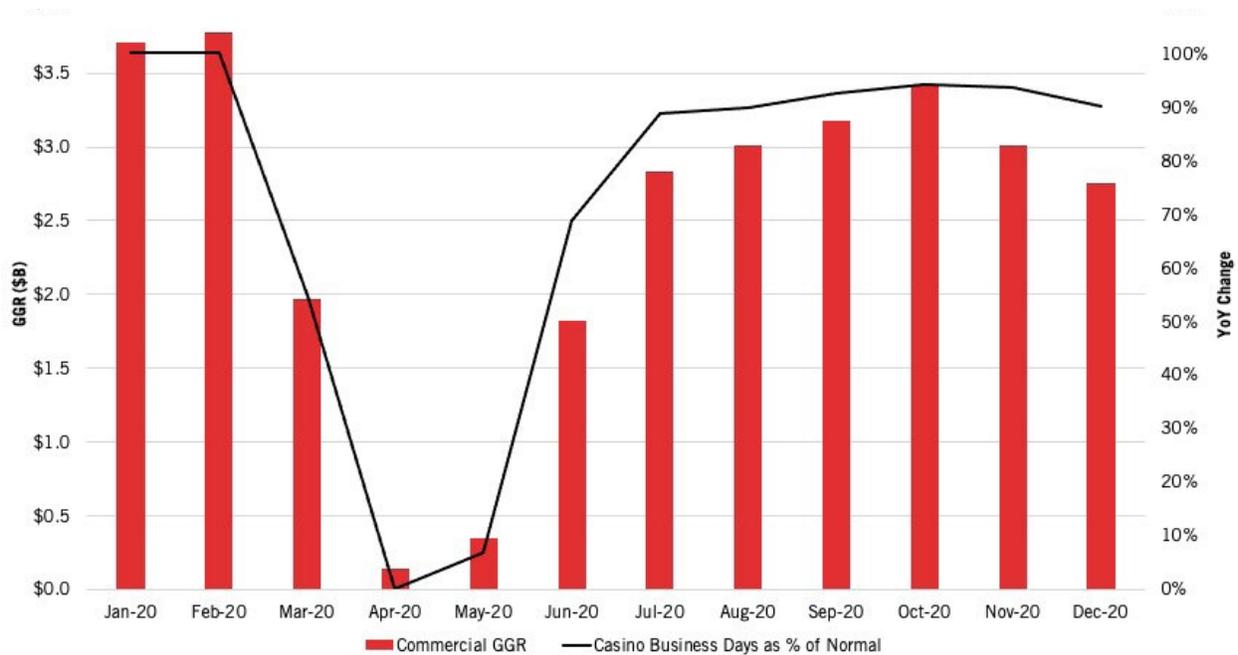
The vast majority of commercial casinos were open in some capacity in the fourth quarter of 2020. Only seven percent of normal operating days were lost in the last quarter of the year, despite a second round of statewide shutdowns in Michigan (Nov. 18), Illinois (Nov. 20), Pennsylvania (Dec. 12), and Rhode Island (Nov. 29). This can be compared to 10 percent of normal operating days that were lost in Q3, 75 percent in Q2, and 15 percent in Q1.

By the end of the year, 37 commercial casinos, or eight percent of the 469 total, remained shuttered in Louisiana, Nevada, New Mexico, and South Dakota.

COMMERCIAL GAMING REVENUE TRACKER

2020 | Fourth Quarter

U.S. MONTHLY COMMERCIAL GAMING REVENUE AND CASINO BUSINESS DAYS AS SHARE OF NORMAL



Source: American Gaming Association

Sports Betting & iGaming Soar

The reclosure of several large casino markets toward the end of 2020 resulted in revenue from legacy gaming (i.e. slot and table games) decreasing in Q4 by more than five percent from the third quarter. For the full year, commercial casino revenue from legacy gaming, dropped by more than a third (36%) compared to 2019.

That overall gaming revenue still improved by 1.7 percent between Q3 and Q4 is again testament to the record-breaking year that sports betting and iGaming experienced in 2020. In the last three months of the year, sports betting generated \$860.4 million in revenue, up 146 percent from the third quarter, while iGaming revenue reached \$484.3 million, an increase of 11 percent from Q3.

Year-over-year gains were similarly impressive, as launches of sports betting across seven jurisdictions and the continuing maturation of existing markets boosted national sports betting by 69 percent year-over-year to more than \$1.5 billion in revenue. New markets and consumer demand also grew the annual U.S. handle by 65 percent to \$21.5 billion despite widespread sportsbook shutdowns and an abbreviated calendar of major sporting events.

COMMERCIAL GAMING REVENUE TRACKER

2020 | Fourth Quarter

CY2020 COMMERCIAL SPORTS BETTING HANDLE & REVENUE BY STATE (\$M)

| | HANDLE (\$M) | YoY CHANGE | GGR (\$M) | YoY CHANGE |
|-----------------------|-------------------|--------------|------------------|--------------|
| Arkansas | \$32.9 | 191.6% | \$4.3 | 222.4% |
| Colorado* | \$1,185.8 | - | \$75.8 | - |
| Delaware | \$57.6 | -43.9% | \$9.6 | -33.0% |
| District of Columbia* | \$80.5 | - | \$13.5 | - |
| Illinois* | \$1,883.0 | - | \$125.5 | - |
| Indiana | \$1,769.3 | 305.8% | \$136.4 | 229.4% |
| Iowa | \$575.2 | 171.1% | \$41.6 | 115.8% |
| Michigan* | \$130.8 | - | \$18.3 | - |
| Mississippi | \$363.8 | -1.5% | \$43.7 | -1.6% |
| Montana* | \$18.5 | - | \$2.4 | - |
| Nevada | \$4,339.4 | -18.4% | \$262.8 | -20.1% |
| New Hampshire* | \$292.6 | - | \$23.6 | - |
| New Jersey | \$6,017.0 | 31.3% | \$398.5 | 33.1% |
| New York | N/A | - | \$10.8 | 38.4% |
| Oregon | \$218.2 | 382.3% | \$20.1 | 587.0% |
| Pennsylvania | \$3,580.9 | 140.3% | \$269.9 | 141.6% |
| Rhode Island | \$221.9 | -9.7% | \$24.1 | 35.2% |
| Tennessee* | \$312.3 | - | \$27.1 | - |
| West Virginia | \$393.5 | 74.1% | \$26.5 | 38.2% |
| United States | \$21,474.1 | 64.7% | \$1,534.6 | 68.9% |

*New sports betting market in CY2020. No year-over-year comparison available.

Source: American Gaming Association

iGaming generated nearly \$1.6 billion in revenue across the four markets that were operational in 2020 (excluding Nevada online poker), or triple (199%) the amount produced in 2019.

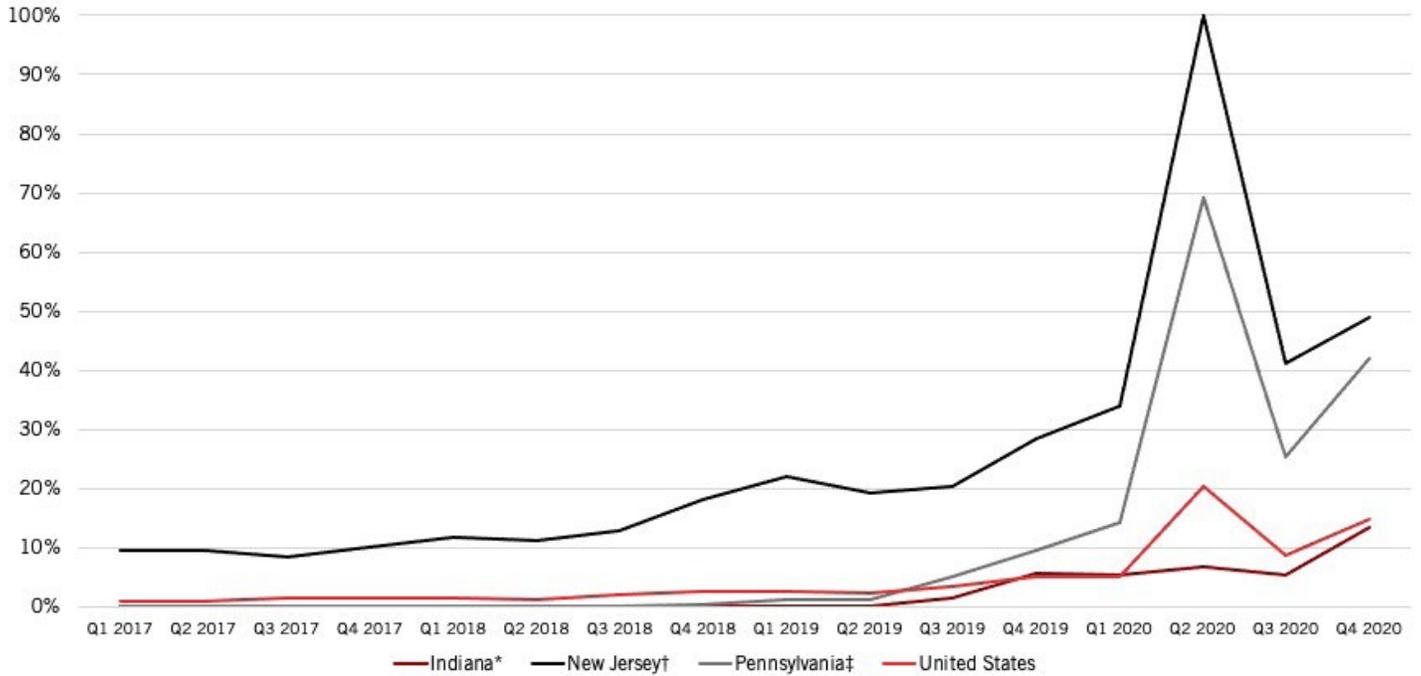
With COVID-19 closures and operating restrictions depressing legacy gaming for the greater part of 2020, sports betting and iGaming accounted for a record share of the industry revenue picture, particularly in some of the nation's largest gaming markets. In 2020, combined revenue from sports betting and iGaming made up more than 10 percent of annual GGR, compared to three percent in 2019.

COMMERCIAL GAMING REVENUE TRACKER

2020 | Fourth Quarter



QUARTERLY COMBINED SPORTS BETTING & iGAMING GGR AS A SHARE OF TOTAL GAMING REVENUE



*Indiana launched sports betting in Q3 2019.
 †New Jersey launched iGaming in Q4 2013, sports betting in Q2 2018
 ‡Pennsylvania launched sports betting in Q4 2018, iGaming in Q3 2019
 Source: American Gaming Association

About the Report

AGA's Commercial Gaming Revenue Tracker provides state-by-state and cumulative insight into the U.S. commercial gaming industry's financial performance based on state revenue reports. This issue highlights fourth quarter results, ending December 31, 2020, and end-of-year comparisons.