

# Fourth Quarter 2024 Earnings

March 4, 2025



# Disclaimer

## Forward-Looking Statements

This presentation contains forward-looking statements as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that involve significant risks and uncertainties. All statements other than statements of historical facts are forward-looking statements. These forward-looking statements include information about our possible or assumed future results of operations or our performance. Words such as “expects,” “intends,” “plans,” “believes,” “anticipates,” “estimates,” and variations of such words and similar expressions are intended to identify such forward looking statements. Although we believe that the forward-looking statements contained in this presentation are based on reasonable assumptions, you should be aware that many factors could affect our actual financial results or results of operations and could cause actual results to differ materially from those in such forward-looking statements, including but not limited to: risks related to our reliance on relationships with sports organizations and the potential loss of such relationships or failure to renew or expand existing relationships; fraud, corruption or negligence related to sports events, or by our employees or contracted statisticians; risks related to changes in domestic and foreign laws and regulations or their interpretation; compliance with applicable data protection and privacy laws; pending litigation and investigations; the failure to protect or enforce our proprietary and intellectual property rights; claims for intellectual property infringement; our reliance on information technology; elevated interest rates and inflationary pressures, including fluctuating foreign currency and exchange rates; risks related to domestic and international political and macroeconomic uncertainty; and other factors included under the heading “Risk Factors” in our Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission (the “SEC”) on March 15, 2024 (“2023 Annual Report”). Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Although we believe that the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. These statements involve known and unknown risks and are based upon a number of assumptions and estimates which are inherently subject to significant uncertainties and contingencies, many of which are beyond our control. Actual results may differ materially from those expressed or implied by such forward-looking statements. We undertake no obligation to publicly update or revise any forward-looking statements contained in this presentation, or the documents to which we refer readers in this presentation, to reflect any change in our expectations with respect to such statements or any change in events, conditions or circumstances upon which any statement is based.

## Use of Projections

This presentation contains projections, including revenue and Adjusted EBITDA. Our independent auditors have not audited, reviewed, compiled, or performed any procedures with respect to the projections for the purpose of their inclusion in this presentation and, accordingly, have not expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this presentation. These projections are for illustrative purposes only and should not be relied upon as being indicative of future results. The assumptions and estimates underlying the projected information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the projected information. Even if our assumptions and estimates are correct, projections are inherently uncertain due to a number of factors outside our control. Accordingly, there can be no assurance that the projected results are indicative of our future performance or that actual results will not differ materially from those presented in the projected information. Inclusion of the projected information in this presentation should not be regarded as a representation by any person that the results contained in the projected information will be achieved.

## Non-GAAP Financial Measures

This presentation includes non-GAAP financial measures not presented in accordance with U.S. GAAP. A reconciliation of the most comparable GAAP measure to its non-GAAP measure is included in the appendix.

## Adjusted EBITDA

We present Group adjusted EBITDA and Group adjusted EBITDA margin, non-GAAP performance measures, to supplement our results presented in accordance with U.S. GAAP. Group adjusted EBITDA is defined as earnings before interest, income tax, depreciation and amortization and other items that are unusual or not related to Genius’ revenue-generating operations, including stock-based compensation expense (including related employer payroll taxes), litigation and related costs, transaction expenses and gain or loss on foreign currency.

Group adjusted EBITDA is used by management to evaluate Genius’ core operating performance on a comparable basis and to make strategic decisions. Genius believes Group adjusted EBITDA is useful to investors for the same reasons as well as in evaluating Genius’ operating performance against competitors, which commonly disclose similar performance measures. However, Genius’ calculation of Group adjusted EBITDA may not be comparable to other similarly titled performance measures of other companies. Group adjusted EBITDA and Group adjusted EBITDA margin are not intended to be a substitute for any US GAAP financial measure.

We do not provide a reconciliation of Group adjusted EBITDA to consolidated net income/(loss) on a forward-looking basis because we are unable to forecast certain items required to develop meaningful comparable GAAP financial measures without unreasonable efforts. These items are difficult to predict and estimate and are primarily dependent on future events. The impact of these items could be significant to our projections.

## Trademarks and Trade Names

We own or have rights to various trademarks, service marks and trade names that we use in connection with the operation of our businesses. This presentation also contains trademarks, service marks and trade names of third parties, which are the property of their respective owners. The use or display of third parties’ trademarks, service marks, trade names or products in this presentation is not intended to, and does not imply, a relationship with us or an endorsement or sponsorship by us. Solely for convenience, the trademarks, service marks and trade names referred to in this presentation may appear without the ®, TM or SM symbols, but such references are not intended to indicate, in any way, that we will not assert, to the fullest extent under applicable law, their rights or the right of the applicable licensor to these trademarks, service marks and trade names.

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# Business Updates

# Consistent Execution in 2024 Creates Momentum Into 2025

## Demonstrated Growth and Profitability

- Group Revenue **increased 38%** year-on-year in Q4 and **24%** in the full-year 2024
- Group Adj. EBITDA<sup>1</sup> **increased 171%** year-on-year in Q4 and **61%** in the full-year 2024
- Group Adj. EBITDA margin<sup>1</sup> **expanded 900bps** year-on-year to **18.4% in Q4**
- FY 2024 Group Adj. EBITDA margin<sup>1</sup> of **16.8%**, representing **390bps of margin expansion** year-on-year

## Cash Flow Inflection and Strengthening Balance Sheet

- Reported year-end 2024 cash, cash equivalents and restricted cash of **\$135m**, a **\$9m increase** vs. year-end 2023
- Generated **\$82m of cash from operating activities** in the full-year 2024 vs. \$15m in the full-year 2023
- Raised an additional **\$144m** of net proceeds in a public offering in January 2025 after the reporting period

## Successful Commercial Execution

- Renewals of key sportsbook contracts supported dollar based net revenue retention of **146%** among top 25 global sportsbook customers
- Net revenue retention of top 10 US sportsbook customers was **163%**, outpacing the growth of US GGR by over **3x**
- Positioned to benefit from continued growth of In-Play handle, which represented **30%** of total NFL handle in Q4

## 2025 Guidance: Continued Growth and Profitability

- **2025 Group Revenue** guidance of **\$620M**, implying **year-on-year growth of 21%**
- **2025 Group Adj. EBITDA** guidance of **\$125M**, implying **46% year-on-year growth** and **340 basis points** of Group Adj. EBITDA margin expansion to **20%**
- Expecting **increased cash flow in the full year 2025**

<sup>1</sup> Group Adj. EBITDA and Group Adj. EBITDA margin, non-GAAP performance measures, are used to supplement our results presented in accordance with U.S. GAAP. A reconciliation of the most comparable GAAP measure to its non-GAAP measure is included in the appendix of this presentation.

# Capital Allocation Strategy to Generate Shareholder Value

Balance Sheet Strength and Cash Flow Inflection Enables Genius to Solidify its Position at the Heart of the Sports Technology Ecosystem



## **Capital Allocation Framework**

- ✓ Continued reinvestment in technology development and distribution to strengthen competitive advantages
- ✓ Opportunistic M&A to further strengthen competitive advantages and accelerate path to long-term financial targets

## **Key Objectives**

- ✓ Develop and distribute differentiated products that are sticky and difficult to replicate
- ✓ Expand monetization opportunities across the sports ecosystem
- ✓ Disciplined, opportunistic M&A focused on scalable businesses poised to benefit from our significant commercial operation and global footprint, with clear path to margin and cash flow accretion

# Outperformance Driven by Multiple Growth Levers

Genius Sports Demonstrated its Diversified & Resilient Business Model,  
Despite Industry Headwinds in Q4

## US Sports Betting Trends in Q4

**+20%**

YoY US GGR Growth<sup>1</sup>

**+28%**

YoY NFL In-Play  
Handle Growth<sup>2</sup>

**30%**

NFL In-Play  
Handle as % of Total<sup>2</sup>

Combined with additional value from  
renewed sportsbook contracts...

**+48%**

YoY Growth in Genius Sports  
Q4 Global Betting Revenue

**+51%**

YoY Growth in Genius Sports  
Q4 U.S. Revenue

<sup>1</sup> Source: H2 Gambling Capital as of February 28, 2025

<sup>2</sup> Source: Genius Sports consolidated sportsbook customer data

# Genius Sports Positioned to Grow Alongside its Sportsbook Customers

## Multiple Growth Levers Benefitting Genius and its Sportsbook Partners

- ■ ■ Growth of Online Sports Betting Market
- ■ ■ Increased In-Play Gaming Revenue
- ■ ■ Additional Value-Enhancing Betting and Media Products
- ■ ■ Increased Utilization of Content
- ■ ■ Pricing Uplift

Dollar Based Net Revenue Retention <sup>1</sup>	2023	2024
Top 25 Customers	128%	146%
Top 10 U.S. Customers	124%	163%
All Customers	122%	127%

<sup>1</sup>Dollar Based Net Revenue Retention calculated by dividing the aggregate revenue earned from a cohort of sportsbook customers in the current year (2024) by the aggregate revenue earned from the same cohort of sportsbook customers in prior years. The Dollar Based Net Revenue Retention includes growth in fixed revenue, revenue sharing, and cross-selling of additional products and services, including advertising services.

# BetVision Driving Fan Engagement and Expanding Globally

76%

Of total handle from streamers was in-play<sup>1</sup>

>2x

Increase in weekly average # of unique game streams vs. prior season

13

Different countries accessed BetVision

90%

Market share of US GGR offering BetVision<sup>2</sup>

**Expansion to global sports expected in 2025**

Football Q2 | Basketball Q3

From first half to second half of 2024 NFL season...

+33%

Increase in weekly average # of unique game streams

+19%

Increase in weekly average # of unique devices

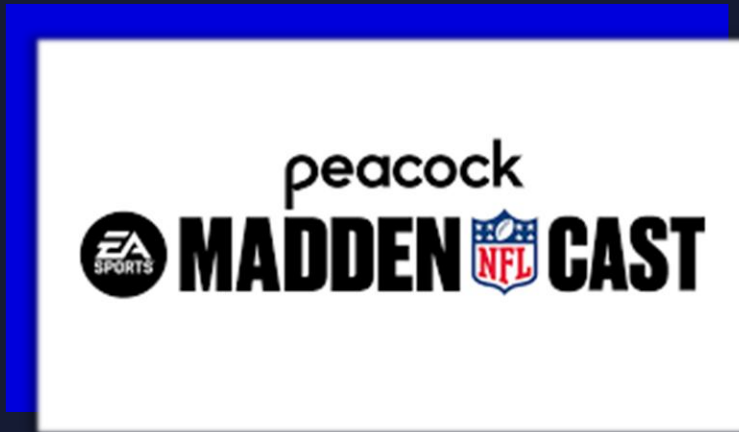


<sup>1</sup> Data represents betting activity from one sportsbook partner

<sup>2</sup> Combined market share of US GGR in FY2024 among BetVision partners – FanDuel, DraftKings, bet365, Caesars, Fanatics, Rush Street Interactive, Bally and Parx (Source: State Revenue Reports)

# GeniusIQ Empowers Leagues & Transforms the Fan Experience

## Wide Range of Executions and Technology Distribution in Q4



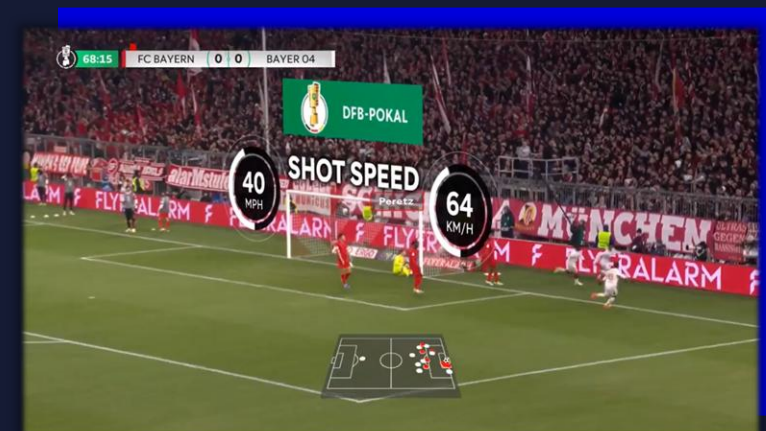
EA Sports NFL Madden Cast on Peacock



NBA 2K25 DataCast alternative telecast on truTV & Max



New innovative features for Premier League Data Zone



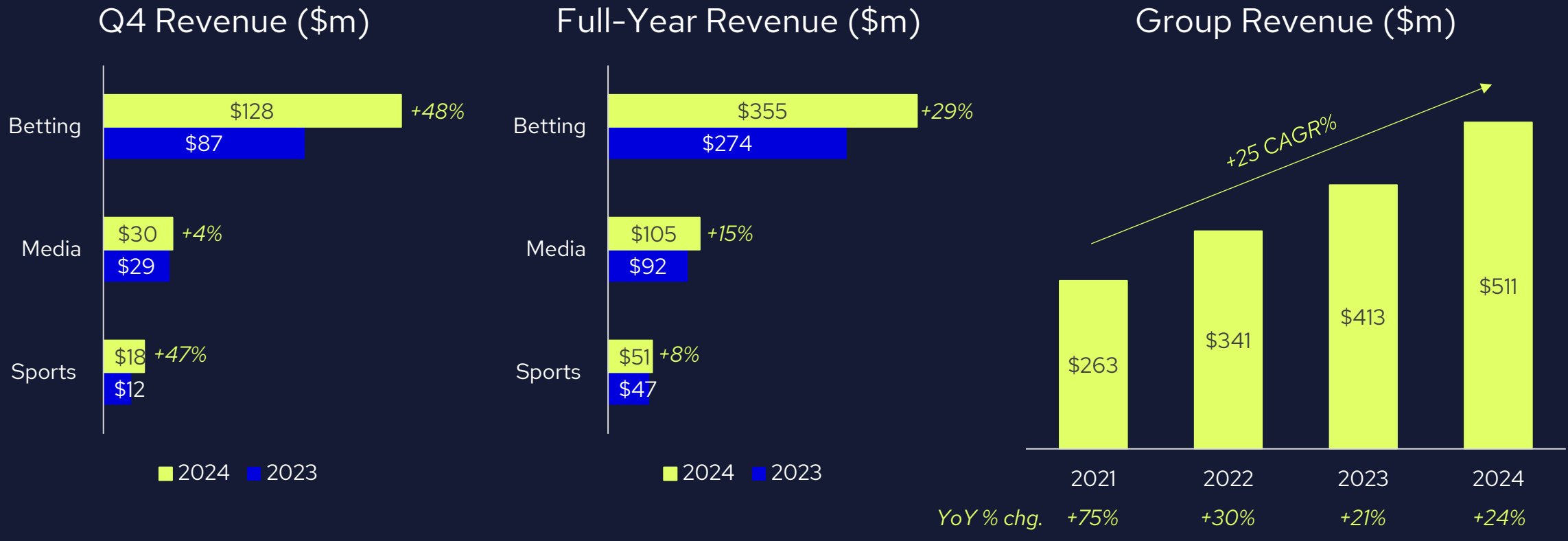
First augmented data feed in German sports with DFB and Sky Deutschland GmbH for a DFB-Pokal match



# Financial Results & Outlook

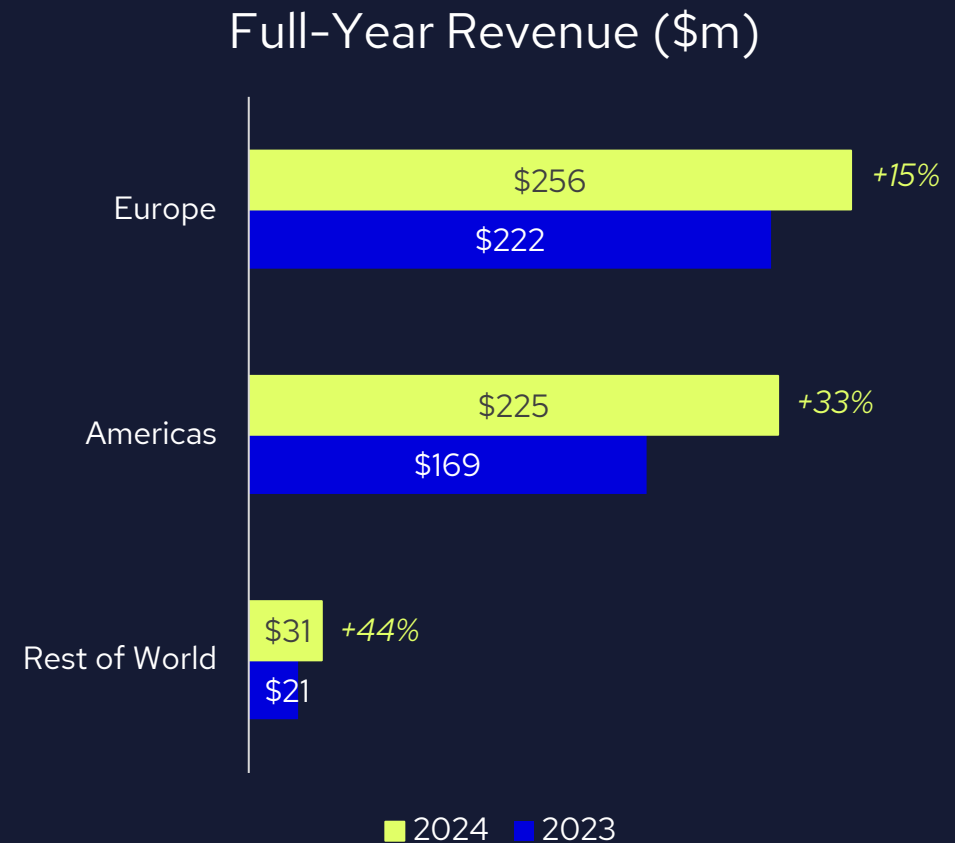
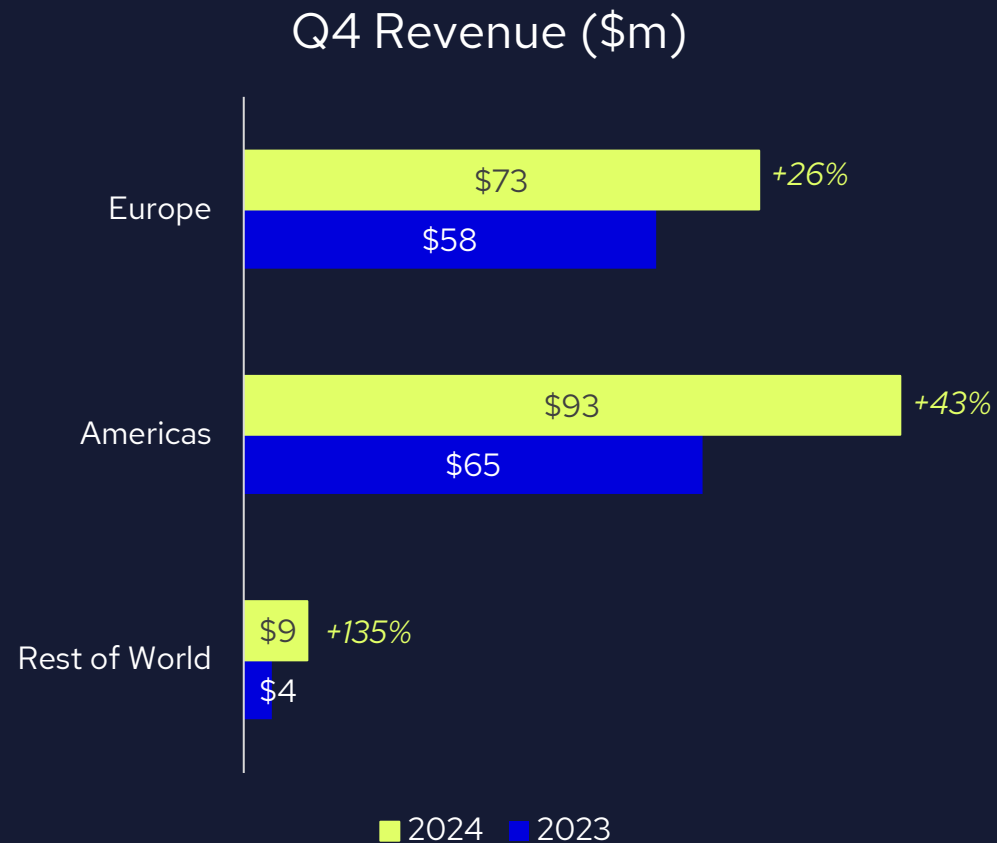
# Revenue Growth Across All Three Products

>20% Group Revenue Growth in Each Year as a Public Company



Note: numbers may not total due to rounding

# Revenue Growth in Each Geographic Market Across the Globe

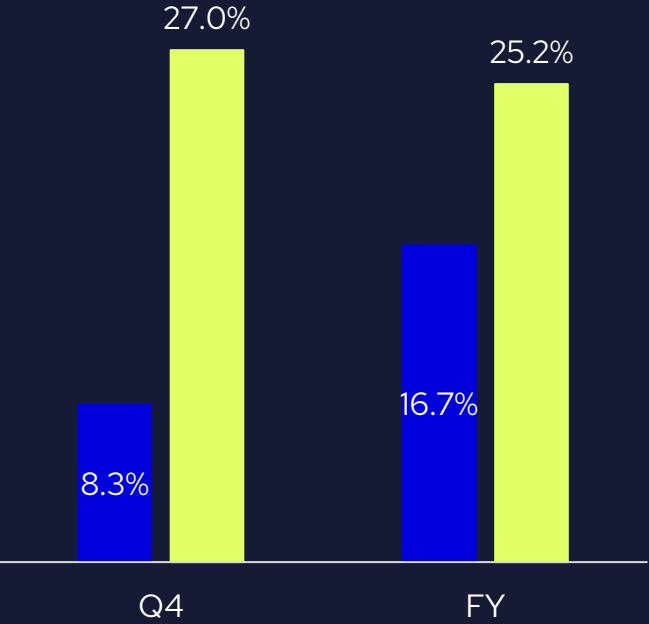


Note: numbers may not total due to rounding

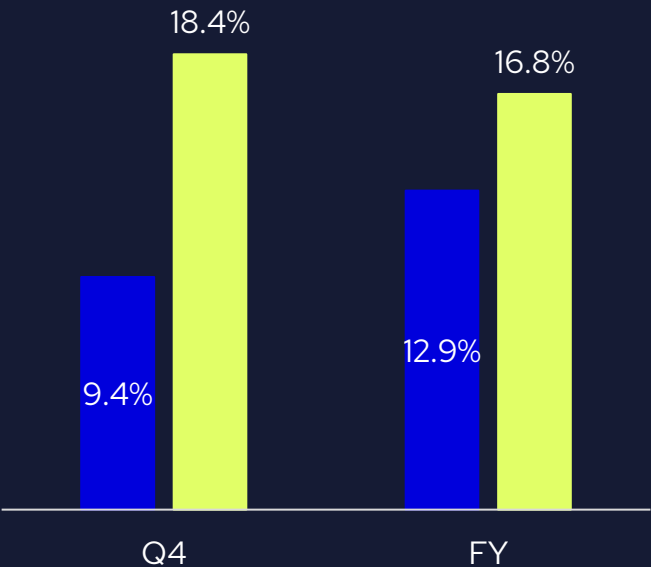
# Demonstrated Operating Leverage and Cash Generation

2023 2024

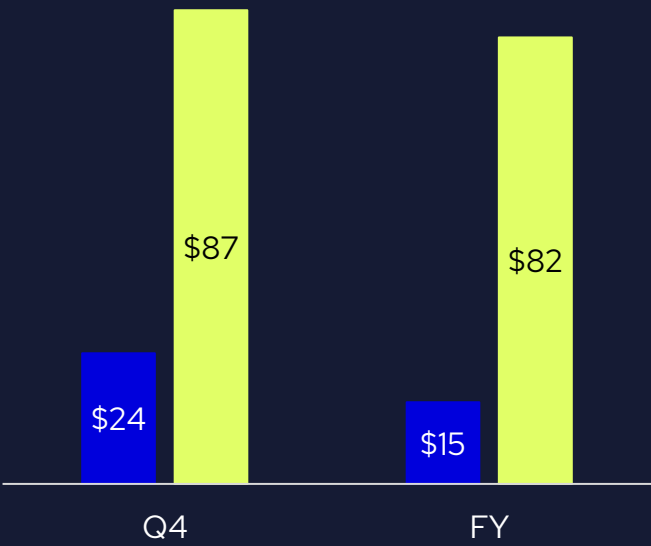
Gross Profit Margin<sup>1</sup>



Group Adj. EBITDA Margin<sup>2</sup>



Cash Provided by Operating Activities (\$m)



<sup>1</sup> Gross Profit Margin (US GAAP) is defined as Gross Profit as a percentage of Group Revenue, as reported under US GAAP (see slides 17 and 18 in this presentation for underlying financial results)

<sup>2</sup> Group Adj. EBITDA margin is a non-GAAP performance measure used to supplement our results presented in accordance with US GAAP. A reconciliation of the most comparable GAAP measure to this non-GAAP measure is included in the appendix of this presentation.

# Expecting Continued Momentum in 2025

Another Year of >20% Group Revenue Growth,  
Adj. EBITDA Margin Expansion and Positive Cash Flow

**\$620m**  
FY25 Group  
Revenue

**\$125m**  
FY25 Group  
Adj. EBITDA

**21%**

FY 2025E Group  
Revenue Growth

**46%**

FY 2025E Group Adj.  
EBITDA Growth

**20%**

FY 2025E Group Adj.  
EBITDA Margin

**~340bps**

FY 2025E Group Adj.  
EBITDA Margin Expansion  
vs. FY 2024



Q&A



# Appendix

# Genius Sports Q4 P&L & Group Adjusted EBITDA Reconciliation

Condensed Consolidated Statements of Operations  
(Unaudited, amounts in thousands,  
except share and per share data)

	Three Months Ended December 31,	
	2024	2023
Revenue	\$ 175,531	\$ 127,172
Cost of revenue	128,081	116,656
Gross profit	47,450	10,516
Operating expenses:		
Sales and marketing	9,880	9,625
Research and development	4,893	7,874
General and administrative	40,156	27,076
Transaction expenses	(278)	338
Total operating expense	54,651	44,913
Loss from operations	(7,201)	(34,397)
Interest (expense) income, net	(80)	580
Loss on disposal of assets	(129)	(259)
Gain (loss) on fair value remeasurement of contingent consideration	1,024	(110)
Loss on abandonment of assets	-	(11,226)
(Loss) gain on foreign currency	(26,709)	5,788
Total other expense	(25,894)	(5,227)
Loss before income taxes	(33,095)	(39,624)
Income tax benefit	3,895	423
Gain from equity method investment	988	749
<b>Net loss</b>	<b>\$ (28,212)</b>	<b>\$ (38,452)</b>
Loss per share attributable to common stockholders:		
Basic and diluted	\$ (0.12)	\$ (0.17)
Weighted average common stock outstanding:		
Basic and diluted	229,654,827	227,480,271

Reconciliation of U.S. GAAP Net loss to Group  
Adjusted EBITDA  
(Unaudited, amounts in thousands)

	Three Months Ended December 31,	
	2024	2023
Consolidated net loss	\$ (28,212)	\$ (38,452)
Adjusted for:		
Net, interest expense (income)	80	(580)
Income tax benefit	(3,895)	(423)
Amortization of acquired intangibles <sup>(1)</sup>	2,183	10,305
Other depreciation and amortization <sup>(2)</sup>	13,522	14,244
Stock-based compensation <sup>(3)</sup>	21,098	16,070
Transaction expenses	(278)	338
Litigation and related costs <sup>(4)</sup>	1,932	876
(Gain) loss on fair value remeasurement of contingent consideration	(1,024)	110
Loss on abandonment of assets	-	11,226
Loss (gain) on foreign currency	26,709	(5,788)
Other <sup>(5)</sup>	258	4,032
<b>Group Adjusted EBITDA</b>	<b>\$ 32,373</b>	<b>\$ 11,958</b>

- (1) Includes amortization of intangible assets generated through business acquisitions (inclusive of amortization for marketing products, acquired technology, and historical data rights related to the acquisition of a majority interest in Genius in 2018).
- (2) Includes depreciation of Genius' property and equipment, amortization of contract costs, and amortization of internally developed software and other intangible assets. Excludes amortization of intangible assets generated through business acquisitions.
- (3) Includes restricted shares, stock options, equity-settled restricted share units, cash-settled restricted share units and equity-settled performance-based restricted share units granted to employees and directors (including related employer payroll taxes) and equity-classified non-employee awards issued to suppliers.
- (4) Includes litigation and related costs incurred by the Company relating to discrete and non-routine legal proceedings that are not part of the normal operations of the Company's business. For the three and twelve months ended December 31, 2024 and 2023, legal proceedings included Sportscastr litigation and dMY litigation (see Note 16 to the condensed consolidated financial statements in the Company's Form 6-K furnished with the U.S. Securities and Exchange Commission (the "SEC") on November 12, 2024), and Spirable litigation (see Item 3.D in the Company's Form 20-F filed with the SEC on March 15, 2024). All other legal proceedings are expensed as part of our on-going operations and included in general and administrative expenses.
- (5) Includes professional fees for finance transformation project, expenses incurred related to earn-out payments on historical acquisitions, gain/loss on disposal of assets, severance costs and non-recurring compensation payments.

# Genius Sports FY P&L & Group Adjusted EBITDA Reconciliation

Condensed Consolidated Statements of Operations  
(Unaudited, amounts in thousands,  
except share and per share data)

	Year Ended December 31,	
	2024	2023
Revenue	\$ 510,894	\$ 412,977
Cost of revenue	382,187	343,972
Gross profit	128,707	69,005
Operating expenses:		
Sales and marketing	37,411	29,432
Research and development	24,576	26,070
General and administrative	123,011	85,167
Transaction expenses	2,246	2,494
Total operating expense	187,244	143,163
Loss from operations	(58,537)	(74,158)
Interest income, net	921	1,953
Loss on disposal of assets	(147)	(291)
Gain (loss) on fair value remeasurement of contingent consideration	1,024	(2,919)
Change in fair value of derivative warrant liabilities	-	(534)
Loss on abandonment of assets	-	(11,226)
(Loss) gain on foreign currency	(9,519)	3,875
Total other expense	(7,721)	(9,142)
Loss before income taxes	(66,258)	(83,300)
Income tax expense	(509)	(5,340)
Gain from equity method investment	3,727	3,106
<b>Net loss</b>	<b>\$ (63,040)</b>	<b>\$ (85,534)</b>
Loss per share attributable to common stockholders:		
Basic and diluted	\$ (0.27)	\$ (0.38)
Weighted average common stock outstanding:		
Basic and diluted	229,509,169	225,882,254

Reconciliation of U.S. GAAP Net loss to Group  
Adjusted EBITDA  
(Unaudited, amounts in thousands)

	Year Ended December 31,	
	2024	2023
Consolidated net loss	\$ (63,040)	\$ (85,534)
Adjusted for:		
Net, interest income	(921)	(1,953)
Income tax expense	509	5,340
Amortization of acquired intangibles <sup>(1)</sup>	24,136	40,476
Other depreciation and amortization <sup>(2)</sup>	49,716	37,841
Stock-based compensation <sup>(3)</sup>	55,657	35,462
Transaction expenses	2,246	2,494
Litigation and related costs <sup>(4)</sup>	7,575	2,289
Change in fair value of derivative warrant liabilities	-	534
(Gain) loss on fair value remeasurement of contingent consideration	(1,024)	2,919
Loss on abandonment of assets	-	11,226
Loss (gain) on foreign currency	9,519	(3,875)
Other <sup>(5)</sup>	1,366	6,126
<b>Group Adjusted EBITDA</b>	<b>\$ 85,739</b>	<b>\$ 53,345</b>

- (1) Includes amortization of intangible assets generated through business acquisitions (inclusive of amortization for marketing products, acquired technology, and historical data rights related to the acquisition of a majority interest in Genius in 2018).
- (2) Includes depreciation of Genius' property and equipment, amortization of contract costs, and amortization of internally developed software and other intangible assets. Excludes amortization of intangible assets generated through business acquisitions.
- (3) Includes restricted shares, stock options, equity-settled restricted share units, cash-settled restricted share units and equity-settled performance-based restricted share units granted to employees and directors (including related employer payroll taxes) and equity-classified non-employee awards issued to suppliers.
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- (5) Includes professional fees for finance transformation project, expenses incurred related to earn-out payments on historical acquisitions, gain/loss on disposal of assets, severance costs and non-recurring compensation payments.

# Reconciliation of GAAP Operating Expenses to non-GAAP Operating Expenses

	Three Months Ended									Year Ended		
	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023		December 31, 2024	December 31, 2023	December 31, 2022
<b>GAAP Operating Expenses</b>												
Cost of revenue	\$ 128,081	\$ 80,116	\$ 67,079	\$ 106,911	\$ 116,656	\$ 77,446	\$ 62,173	\$ 87,697		\$ 382,187	\$ 343,972	\$ 338,166
Sales and marketing	9,880	9,455	9,661	8,415	9,625	5,827	6,589	7,391		37,411	29,432	31,344
Research and development	4,893	5,848	7,214	6,621	7,874	6,115	5,812	6,269		24,576	26,070	29,894
General and administrative	40,156	30,403	30,867	21,585	27,076	20,399	19,618	18,074		123,011	85,167	122,829
Transaction expenses	(278)	432	1,628	464	338	832	496	828		2,246	2,494	1,668
Total Operating Expenses	\$ 182,732	\$ 126,254	\$ 116,449	\$ 143,996	\$ 161,569	\$ 110,619	\$ 94,688	\$ 120,259		\$ 569,431	\$ 487,135	\$ 523,901
<b>Non-GAAP Operating Expense Adjustments</b>												
Cost of revenue (a)	(2,183)	(2,725)	(9,024)	(10,204)	(10,305)	(10,321)	(10,117)	(9,733)		(24,136)	(40,476)	(40,089)
(b)	(12,651)	(12,040)	(11,059)	(10,385)	(12,955)	(7,040)	(6,890)	(6,944)		(46,135)	(33,829)	(25,414)
(c)	(124)	(144)	(176)	(174)	(195)	(56)	(112)	(5,979)		(618)	(6,342)	(40,639)
(f)	(69)	(8)	32	(32)	(58)	-	(15)	(37)		(77)	(110)	(225)
Sales and marketing (b)	(417)	(404)	(379)	(376)	(329)	(325)	(315)	(269)		(1,576)	(1,238)	(1,083)
(c)	(1,037)	(997)	(1,589)	(756)	(1,999)	(248)	(245)	(568)		(4,379)	(3,060)	(2,896)
(f)	545	(1)	4	(3)	(3)	(3)	198	(178)		545	14	(4,012)
Research and development (b)	(327)	(377)	(377)	(405)	(478)	(511)	(529)	(481)		(1,486)	(1,999)	(2,351)
(c)	(1,707)	(1,390)	(2,031)	(1,119)	(2,431)	(369)	(389)	(441)		(6,247)	(3,630)	(1,980)
(f)	(225)	(4)	(52)	(9)	(1,860)	(901)	(395)	(718)		(290)	(3,874)	(4,290)
General and administrative (b)	(127)	(125)	(207)	(60)	(482)	(66)	(120)	(107)		(519)	(775)	(454)
(c)	(18,230)	(6,791)	(13,772)	(5,620)	(11,445)	(4,390)	(2,878)	(3,717)		(44,413)	(22,430)	(44,428)
(e)	(1,932)	(3,295)	(1,149)	(1,199)	(876)	(21)	(608)	(784)		(7,575)	(2,289)	(24,624)
(f)	(380)	(922)	(10)	(85)	(1,852)	(2)	8	(19)		(1,397)	(1,865)	(1,149)
Transaction expenses (d)	278	(432)	(1,628)	(464)	(338)	(832)	(496)	(828)		(2,246)	(2,494)	(1,668)
Total Operating Expenses	\$ (38,586)	\$ (29,655)	\$ (41,417)	\$ (30,891)	\$ (45,606)	\$ (25,085)	\$ (22,903)	\$ (30,803)		\$ (140,549)	\$ (124,397)	\$ (195,302)
<b>Non-GAAP Operating Expenses</b>												
Cost of revenue	113,054	65,199	46,852	86,116	93,143	60,029	45,039	65,004		311,221	263,215	231,799
Sales and marketing	8,971	8,053	7,697	7,280	7,294	5,251	6,227	6,376		32,001	25,148	23,353
Research and development	2,634	4,077	4,754	5,088	3,105	4,334	4,499	4,629		16,553	16,567	21,273
General and administrative	19,487	19,270	15,729	14,621	12,421	15,920	16,020	13,447		69,107	57,808	52,174
Transaction expenses	-	-	-	-	-	-	-	-		-	-	-
Total Operating Expenses	\$ 144,146	\$ 96,599	\$ 75,032	\$ 113,105	\$ 115,963	\$ 85,534	\$ 71,785	\$ 89,456		\$ 428,882	\$ 362,738	\$ 328,599

(a) Amortization of acquired intangibles; (b) Other depreciation & amortization; (c) Stock-based compensation (including related employer payroll taxes);  
(d) Transaction expenses; (e) Litigation and related costs; (f) Other

# GENI Share Count Build

Total Capitalization (shares in millions)		As of December 31, 2024
Ordinary shares outstanding		211.2
Additional Securities		
Management restricted shares and options		1.5
NFL Enterprises LLC vested Warrants <sup>1</sup>		18.5
Unvested equity-settled RSUs and PSUs <sup>2</sup>		19.3
Total Additional Securities		39.3
Fully Diluted Ordinary Shares Outstanding		250.5

<sup>1</sup> Pursuant to the License Agreement, the Company, agreed to issue the NFL an aggregate of up to 18,500,000, which were fully vested as of April 1, 2023.

<sup>2</sup> Includes 1) Equity-settled Restricted Share Units ("RSUs"), 2) Cash-settled Restricted Share Units ("Cash-settled RSUs") and 3) Equity-settled Performance-Based Restricted Share Units ("PSUs") as part of the 2022, 2023, and 2024 Employee Incentive Plans, granted on April 5, 2022, December 7, 2023, and April 3, 2024, respectively. The RSUs and Cash-settled RSUs are subject to a service condition with graded vesting over the three years following the Grant Dates. PSUs vest after three years, subject to a service condition, a market condition related to volume weighted average trading price performance of the Company's common stock (2022 Employee Incentive Plan only), and performance conditions related to the Company's cumulative revenue and cumulative adjusted EBITDA.