



INTERNET LOTTERIES

October 2017

Mike Veverka
CEO and Founder

Internet Lotteries

**Perfect
for the Internet**

Quick

Convenient

Digital

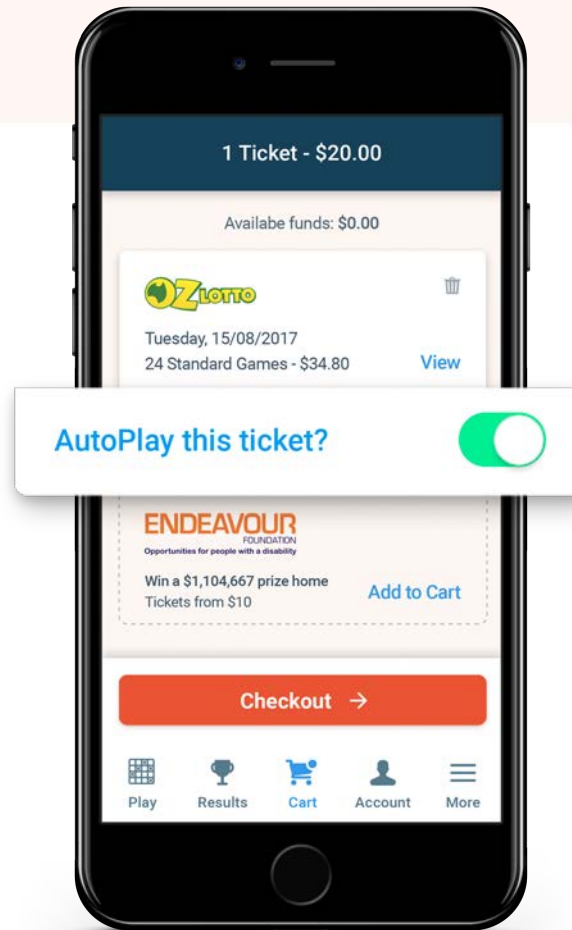
Repetitive

Ozlotteries.com



AutoPlay

Highest
value
customer

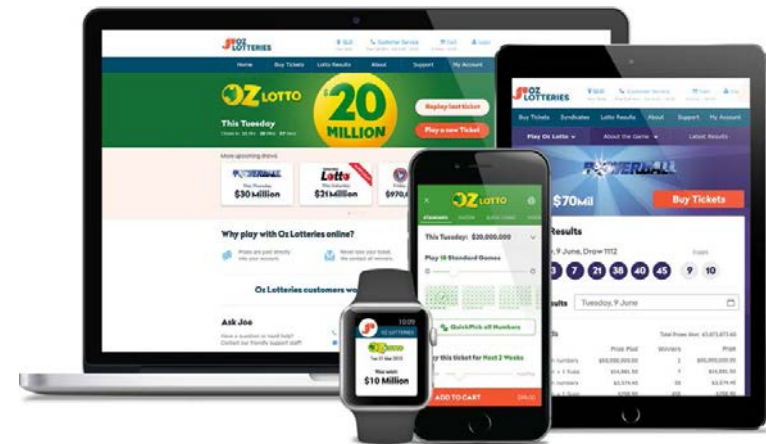


Internet Lotteries – A Growing Market

15% Australian lotto tickets sold on the Internet

The UK is 21% up 13% in 2016*

Finland is 48% up 17% in 2016[^]



SOURCE:

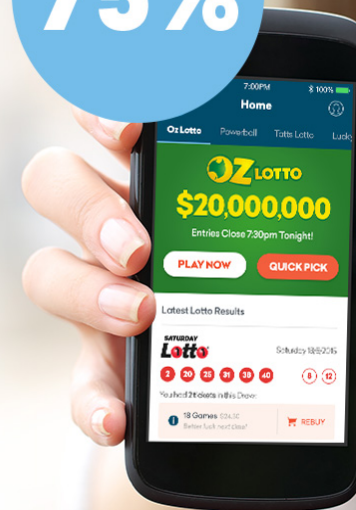
*Camelot UK Lotteries Ltd, Company Annual Report and financial statements for the year ended 31 March 2016

[^]Public Gaming Research Institute 17 February 2017

Trend to Mobile

- Full native purchasing
- Results notifications
- Apple watch support
- 2 years ago 39%
- 1 year ago 50%
- Now 75%
- Over 2 million customer accounts

75%



5-Star App

EXCELLENT
by *Kooba* Jul 28, 2017
LOVE IT! Easy, loads of options,
nothing has been missed.
Everything you need is here



EXCELLENT 28 Jul
★★★★★ by *Kooba*
LOVE IT 😍! Easy, loads of options, nothing has been missed. Everything you need is here

Like the new app 29 Jul
★★★★★ by 1Blueute
Have bought tickets online for a while now like your new format works well for me 👍

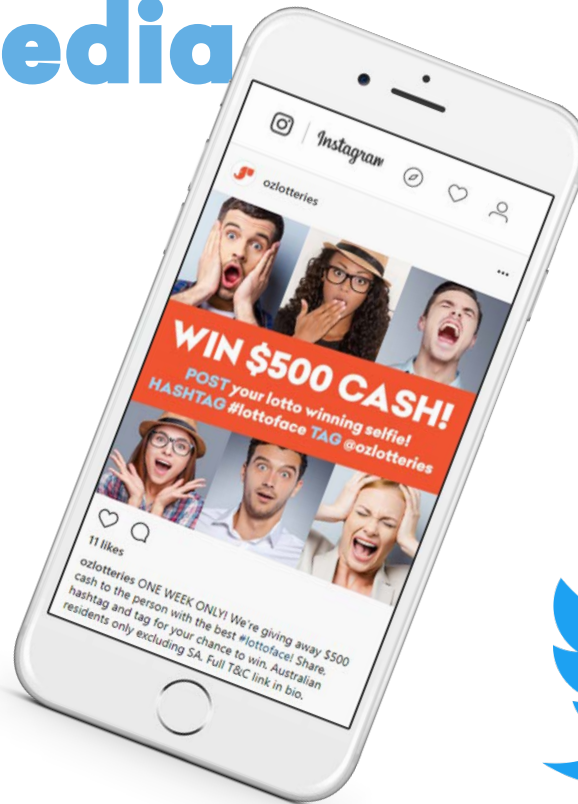
Top App Sun
★★★★★ by Pirate336
Luv this app. Easy to use and does what you want it to do!
All apps should be this easy!

Social Media



Instagram

1,703 Followers



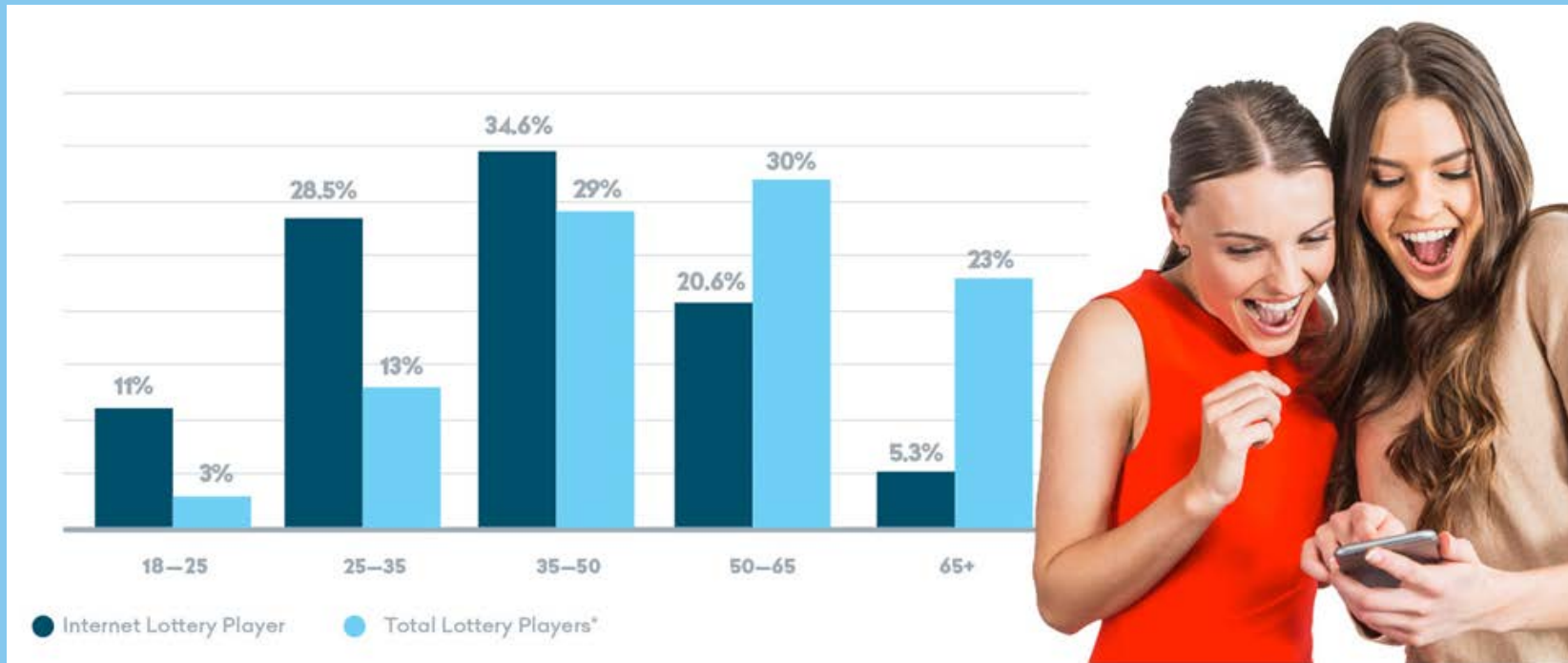
Facebook



Twitter

1,572 Followers

Younger Demographics



Charity Lotteries

- Complimentary to the National games.
- High Growth.

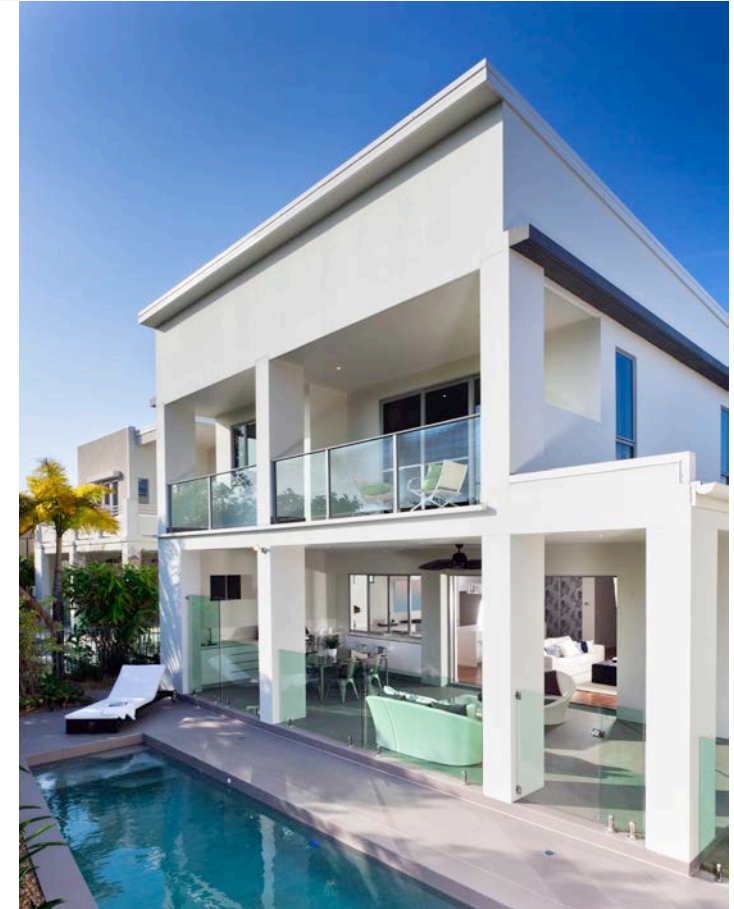
ENDEAVOUR
FOUNDATION
Opportunities for people with a disability



SURF LIFE SAVING
LOTTERIES

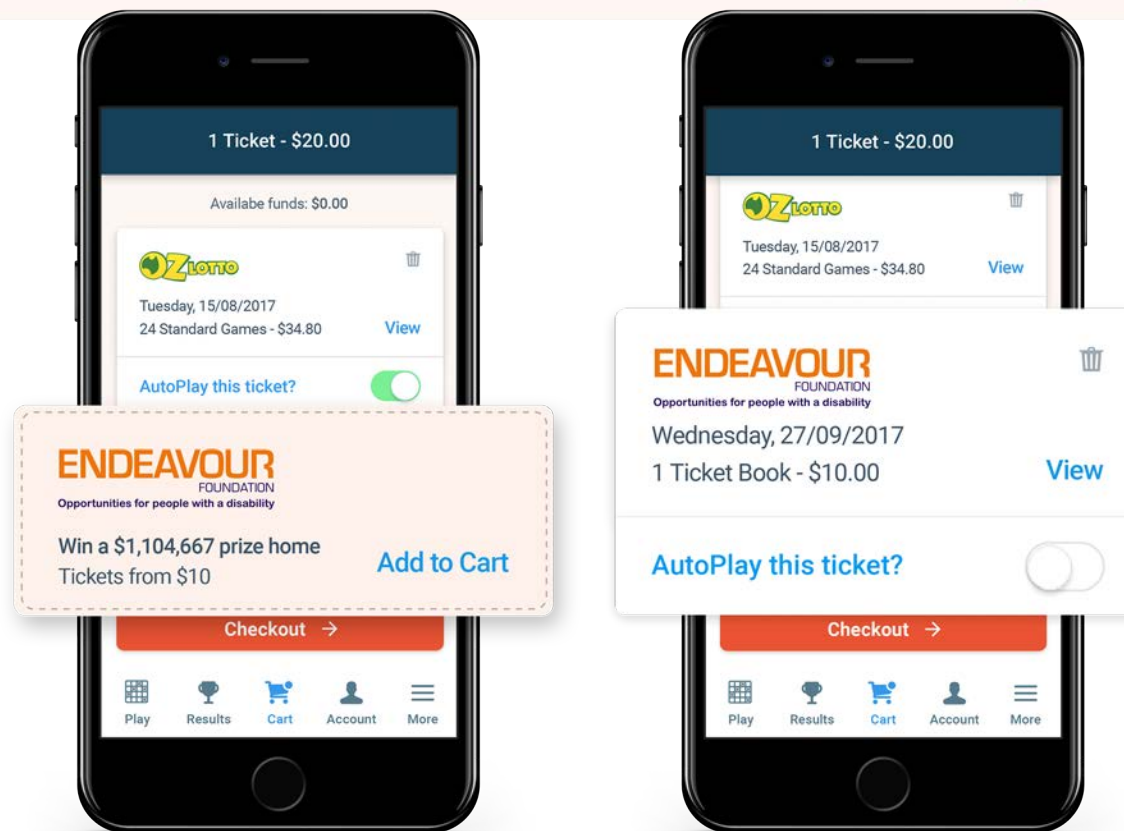
The logo for the Prince of Wales Hospital Foundation, featuring a stylized green and yellow flame-like shape to the left of the text.
PRINCE OF WALES
HOSPITAL FOUNDATION

The logo for Mater Prize Home, featuring a circular emblem with a red roof and a white house.
Mater
Prize Home



Charity Lotteries

- Sold as an “Add-on” to National lotteries
- AutoPlay is popular.



ASX Listed

- ASX:JIN
- Major Shareholders:
 - Founder 19%
 - Tatts Group 13%
- Listed since 1999



Industry Leaders

Jumbo is aligned very closely with the largest and most dominant company in the Australian Gaming Industry.

- Long term contracts until 2022
- Tatts invested \$15.6 mil
- Tatts + Tabcorp \$11 bil merger



FY 2017 – Trading

TTV – Ticket Sales	\$145m
Revenue	\$32.4m
NPAT – Continuing Operations	\$7.6m
NPAT – Group	\$5.64m
Fully Franked Dividend	8.5c

Balance Sheet

Strong cash and asset position

May 2017

Tatts invests **\$15.6 mil**

July 2017

Special Dividend 15.0c

(\$7.7 million)

September 2017

HY2 Dividend 5.0c

(\$2.6 million)

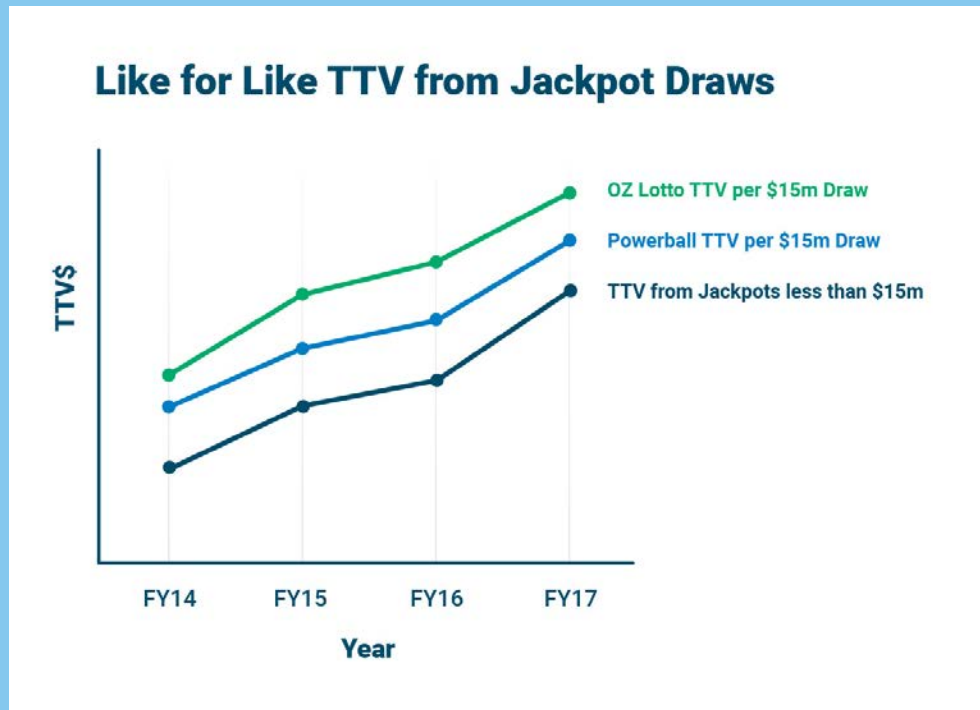
	30 Jun 2017 A\$ mil
Current Assets	43.9
Non-current Assets	12.8
TOTAL ASSETS	56.7
Current Liabilities	13.5
Non-cur Liabilities	0.3
TOTAL LIABILITIES	13.8
NET ASSETS	42.9

Growth 17% CAGR over 7 years

- Major Jackpot prizes (over \$15m) are a key driver of sales.
- 17% compound annual growth rate in the flagship website OzLotteries.com .
- Comparing like-for-like jackpots, sales are growing consistently.

	FY 13	FY 14	FY 15	FY 16	FY 17
TTV \$mil	110	107	129	153	145
Revenue \$mil	25.9	24.8	29.1	34.1	32.4
Major Jackpots	38	36	34	45	31

Jumbo Growth - Like-for-Like Jackpots



Good start to FY18

- **8** Major Jackpots in Q1 FY18 (8 Q1 FY17)
- **\$32m** Average Major Jackpot Q1 FY18 (\$25m Q1 FY17)

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LOTTOLAND'S GOTTA GO!

Lottoland is not a real lottery. It is bad news for Australia's family run newsagencies, real lottery agents and our local communities.

Take Action

RealLotteries.com.au



Synthetic Lotteries

Jumbo supports the campaign against Lottoland

Not a level playing field

Lottoland pays no State or Territory lottery taxes

Payout transparency

Customer confusion

2018 – THE YEAR AHEAD

Build on the strong relationship with the Tatts Group

More games to sell

Tabcorp-Tatts merger could open up new opportunities

Better performance from the OzLotteries App and Website

Improve data analytics for more active customers

Charity lotteries to make a greater contribution

Take social media to the next level

2017 PRESENTATION



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