



Jumbo Interactive Ltd

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## **REVISED TRADING UPDATE**

## **HALF YEAR DECEMBER 2017**



- FAVOURABLE RUN OF LARGE JACKPOTS IN DECEMBER 2017 HAS PROMPTED AN INCREASE IN PROFIT GUIDANCE
- REVISED FORECAST TTV about \$89.0 million - AN INCREASE OF 28% pcg
- REVISED FORECAST REVENUE about \$19.2 million - AN INCREASE OF 20% pcg
- REVISED FORECAST NPAT about \$5.0 million - AN INCREASE OF 43% pcg
- NUMBER OF LARGE JACKPOTS \$15 million or above of 18 - AN INCREASE OF 20% pcg

Leading internet lottery business, Jumbo Interactive Limited (ASX:JIN), provides this revised trading update for the half year to 31 December 2017 compared to the previous corresponding period.

Off the back of higher than expected large jackpots of \$15 million or above in December 2017, improved engagement with existing customers and continuing new customer acquisitions, the Company expects to exceed the forecasts provided on 6 December 2017.

"Performance is expected to exceed even the December 2015 half year when 24 major jackpots occurred compared to 18 in the recent half", said Mr Mike Veverka, CEO and Founder of Jumbo Interactive.



The following revised guidance is provided for the six months to 31 December 2017 compared to the previous corresponding period 31 December 2016 (**pcp**) - the period to 31 December 2015 is provided for information purposes and easy reference.

<b>Continuing operations</b>	<b>HY Dec 17 Original Guidance</b>	<b>HY Dec 17 Revised Guidance</b>	<b>HY Dec 16 Actual</b>	<b>HY Dec 15 Actual</b>	<b>% Change pcp</b>
Total Transaction Value ("TTV")	\$82.8 mil to \$84.8 mil	About \$89.0 mil	\$69.7 mil	\$80.3 mil	About 28% up
Revenue	\$18.1 mil to \$18.5 mil	About \$19.2 mil	\$16.0 mil	\$17.7 mil	About 20% up
NPBT	\$6.3 mil to \$6.6 mil	About \$7.3 mil	\$5.1 mil	\$4.8 mil	About 43% up
Income tax expense	(\$2.0) mil to (\$2.1) mil	About (\$2.3) mil	(\$1.6) mil	(\$1.5) mil	About 44% up
NPAT continuing operations	\$4.3 mil to \$4.5 mil	About \$5.0 mil	\$3.5 mil	\$3.3 mil	About 43% up
Profit/(loss) discontinued operations	-	-	(\$0.9) mil	(\$1.3) mil	100% down
NPAT attributable to members of JIN	\$4.3 mil to \$4.5 mil	About \$5.0 mil	\$2.6 mil	\$2.0 mil	About 92% up
Number of jackpots <sup>1</sup>	15	18	15	24	20% up

<sup>1</sup> OZ Lotto/ Powerball Division 1 jackpots of \$15 million or above.

"Three extra major jackpots at the end of December 2017 resonated well with our customer engagement efforts helping drive ticket sales beyond the original guidance", said Mr Mike Veverka.



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"It has been a good start to the second half for both the Company and its customers, with large jackpots kicking off the New Year. Two OzLotteries.com customers shared in the \$40 million OzLotto prize on the 2<sup>nd</sup> January 2018", he said.

### About Jumbo Interactive

Jumbo Interactive Limited is listed in Australia (ASX: JIN) as well as the German Frankfurt, Berlin and Stuttgart exchanges (Symbol: WKN A1C82X).

In 2000, Jumbo sold its first lottery ticket on the internet and witnessed a dramatic rise in popularity due to the convenience of buying tickets online. At first customers were attracted to the security of never losing a ticket and the convenience of automatic number checking, prize payments and auto-play. In 2012, Jumbo released a lottery app for the iPhone and a new transition began driven by the convenience of mobile lotteries. A new app for the Apple watch takes the customer experience a step further with prize alerts, winning numbers and ticket management now available on the wrist.

The Company operates the popular website [www.ozlotteries.com](http://www.ozlotteries.com) in Australia under agreements with the Tabcorp Group (ASX: TAH), following the recent merger with the Tatts Group.

Jumbo has proven its ability to open up new lottery markets with its innovative technology and internet marketing initiatives that have brought lotteries to new demographics via the internet. Jumbo has succeeded in targeting a younger and more mobile demographic with mobile now accounting for 75% of all customer interactions.

#### For further information:

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CEO and Executive Director

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