



Jumbo Interactive Ltd

ABN 66 009 189 128 (ASX: JIN)

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ASX RELEASE – Friday, 17 August 2018

FY18 PRELIMINARY FINAL RESULTS



- TTV \$183.1 million – AN INCREASE OF 26%
- REVENUE \$39.8 million – AN INCREASE OF 23%
- NPAT FROM CONTINUING OPERATIONS \$11.8 million – AN INCREASE OF 55%
- NPAT FROM TOTAL OPERATIONS \$12.1 million - AN INCREASE OF 115%
- FULLY FRANKED FINAL DIVIDEND DECLARED 11.0 cents

Leading internet lottery business, Jumbo Interactive (ASX:JIN), today released results that are highlighted by the strong increase in net profit after tax notwithstanding only a nominal increase in the number of large jackpots.

Summary of Preliminary Final Results for FY2018

Continuing operations	FY June 18 Actual	FY June 17 (pcp) Actual	% Change
Total Transaction Value ("TTV")	\$183.146 mil	\$145.322 mil	26.0
Revenue	\$39.775 mil	\$32.429 mil	22.8
NPAT continuing operations	\$11.753 mil	\$7.597 mil	54.7
Profit/(loss) discontinued operations ¹	\$0.374 mil	(\$1.957) mil	>100
NPAT attributable to JIN members	\$12.127 mil	\$5.640 mil	115.0
Number of large jackpots ²	32	31	3.2
Average Division 1 jackpot ²	\$28.4 mil	\$24.2 mil	17.4

¹ Operations ceased in Germany 31 March 2017

² OZ Lotto/ Powerball jackpots of \$15 million or more.



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"It is pleasing to see the strong increase in Revenue and NPAT from continuing operations which can be attributed largely to improved customer activity on the new software platform enabling the team to make the most of available jackpots, and operating leverage", said Mr Mike Veverka, CEO and Founder of Jumbo Interactive.

"The business is well placed for growth in the years ahead and we continue to value the relationship with Tabcorp (ASX: TAH) as a priority", said Mr Veverka.

Customers have been migrated over the past year to the new software platform enabling greater customer engagement and activity. Performance and agility have also been enhanced improving the overall purchase experience and reducing the release time of new products.

"The benefits of the Jumbo Lotto software platform are well and truly being seen in the strong start to FY2019 with ten large jackpots to date and a \$100 million Powerball this week", he said.

Cash Management

Cash levels remain strong with total cash at \$47.9 million and Net assets of \$47.2 million as at 30 June 2018. Players' funds were constant at just under \$8 million and cash net of players' funds available to the Company remains strong at \$40.1 million.

Dividends

With continued good growth prospects and a current healthy cash reserve position, the Dividend Policy remains at 85% of NPAT.

A final ordinary dividend is therefore declared for H2 FY2018 of 11.0c (2017: 5.0c) for a total ordinary dividend for FY2018 18.5c (2017: 8.5c).

- Record date: 31 August 2018
- Payment date: 21 September 2018



Australia

A number of Key Performance Indicators (KPIs) are used to monitor customer activity underpinning ticket sales and revenue through ozlotteries.com

	FY2018	FY2017
Number of new online accounts	215k	161k
Cost per lead	\$17.28	\$17.09
Number of active online customers	438k	354k
Average spend per active online customer	\$371.13	\$348.40

The KPIs were largely affected by marketing initiatives (both for new customers and re-engagement of existing customers) together with the large jackpot activity (3% increase in number and 17% in average value), as well as a positive contribution from additional Charity game sales.

Charity Lotteries

Sales of Charity lotteries have increase by 60% to \$6.1m (2017: \$3.8m) and have increased to 3.3% of TTV (2017: 2.6%). The number of charities during the financial year has been maintained at five and at least one further charity is expected to be added in FY2019, with expected continued good growth.

Jumbo Annual General Meeting

Details of the Company's Annual General Meeting are as follows:

Date:	Thursday, 25 October 2018
Time:	5:00pm
Venue:	Hopgood Ganim Lawyers Level 7 Waterfront Place 1 Eagle Street Brisbane, QLD, 4000



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About Jumbo Interactive

Jumbo Interactive Limited has been listed in Australia (ASX: JIN) since 1999.

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. This was followed by further innovations such as features for the Apple watch, Google Voice and most recently, Lotto Party.

The Company operates the popular website www.ozlotteries.com in Australia under agreements with the Tabcorp Group (ASX: TAH), following the merger with the Tatts Group in December 2017.

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:

Mike Veverka

CEO and Executive Director

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