



OZ LOTTERIES

September 2018

Mike Veverka
CEO and Founder

Internet Lotteries – A Growing Market

18% of Australian lotto tickets sold on the Internet

- Up from 14.5% FY2017
- The UK is 22% (2016: 20.9%)¹
- Finland is 48% up 17% in 2016²



SOURCE:

¹Camelot UK Lotteries Ltd, Company Annual Report and financial statements for the year ended 31 March 2017

²Public Gaming Research Institute 17 February 2017

Industry Leaders

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

- Long term contracts until 2022
- Tabcorp invested \$15.6 mil
- Tabcorp market cap \$9.7 bil



Trend to Mobile – 5-Star App

- Full native purchasing
- Results notifications
- Apple watch support
- 75% of interactions
- 5-Star App



Developments

Charities



- Complimentary to the National games
- High Growth
- 60% increase in sales

Powered by Jumbo

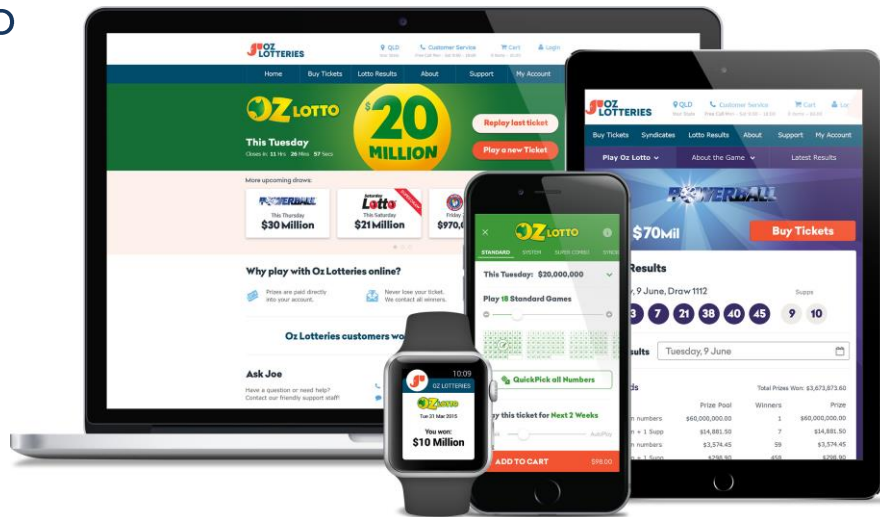
Jumbo is now able to offer other lottery operators around the world an industry-leading software system to power their ticket sales and deliver the scale of growth that Jumbo is accustomed to.

Powered by
JUMBO



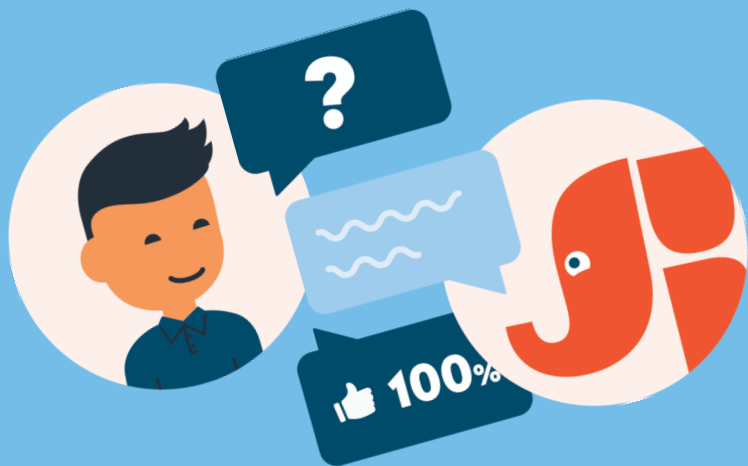
New Software Platform

- 3 year project to rewrite the Jumbo Lottery Software Platform
- Improved performance
- Faster response times
- Sleeker user interface
- Immediate impact



Customer Engagement

User Testing, Customer Support, Smarter Messaging



"Probably the best service I have had in the past 10 years dealing with all sorts of services. In fact, it was so good I was little stunned. Thank you."

"Very impressed with the manner I have been receiving. Congratulations on great staff. This is what makes good service."

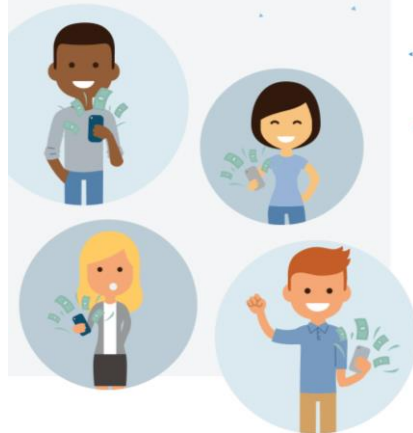
Innovations

Oz Lotteries Voice App

What were the results for last weeks Powerball?

Powerball draw 1159 was drawn on Thursday 2nd August. The main numbers were 32, 34, 1, 9, 17, 22, 3 and the Powerball was 19.

Getting the Lotto Party started!



Key Performance Indicators 2018



2017

Avg Spend per Customer - \$348.40
Active Online Customers - 354k
New Online Accounts - 161k
CPL - Cost Per Lead - \$17.09

Record Full Year Results

	FY Jun 18	FY Jun 17	% Ch pcp
TTV – Ticket Sales	\$183.1M	\$145.3M	26% up
Revenue	\$39.8M	\$32.4M	23% up
NPAT – Cont’ Ops	\$11.8M	\$7.6M	55% up
NPAT – Group	\$12.1M	\$5.6M	115% up
EBIT	\$16.2M	\$10.5M	55% up
Large Jackpots	32	31	3.2% up

Balance Sheet

Strong cash and asset position

May 2017

Tatts invests \$15.6 mil

FY2018

Fully Franked Dividends Declared

Ordinary – 18.5c (2017: 8.5c)

Special – 8.0c (2017: 15.0c)

TOTAL – 26.5c (2017: 23.5c)

	30 Jun 2018 A\$ mil
Current Assets	\$ 48.5
Non-current Assets	\$ 14.4
TOTAL ASSETS	\$ 62.9
Current Liabilities	\$ 15.2
Non-current Liabilities	\$ 0.5
TOTAL LIABILITIES	\$ 15.7
NET ASSETS	\$ 47.2

Future Outlook

20/20 Vision

22% Online players by 2020

Innovations

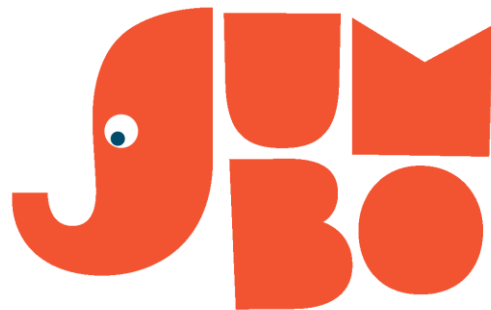
Voice and Lotto Party

Powered by Jumbo

Software platform service

Continued growth

Growing customer database and increased mobile purchases



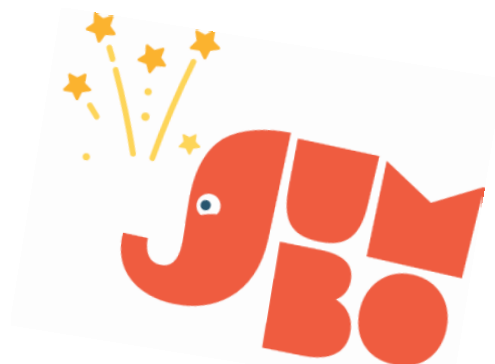
JUMBO

Always thinking big

Good Start to the Year



\$50m, \$70m



\$50m, \$80m, \$100m

FY2019 OUTLOOK

TTV GROWTH

20 - 25%

REVENUE MARGIN

20 - 21%

EBIT MARGIN

44 - 46%

The Jumbo Team



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