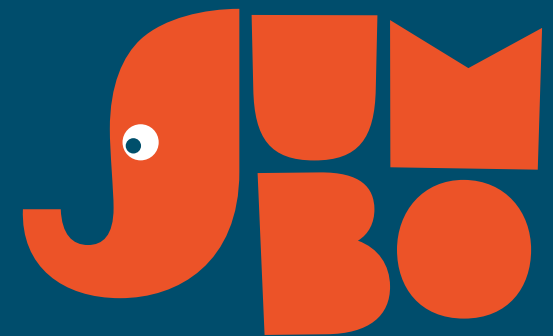


JUMBO INTERACTIVE LIMITED RESULTS PRESENTATION

For the half year ended 31 December 2018

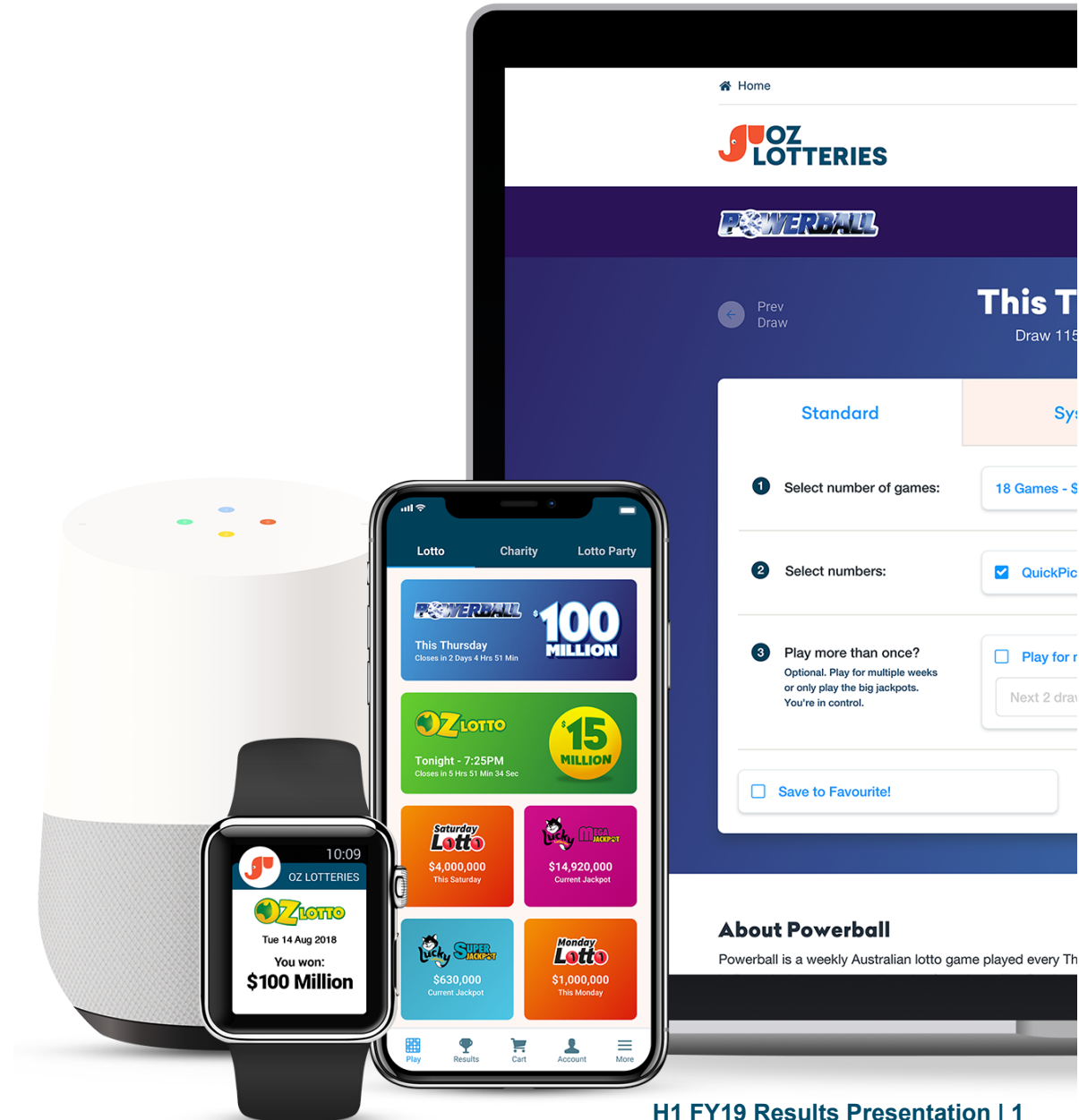


JUMBO

ABN 66 009 189 128

CONTENTS

RESULTS HIGHLIGHTS	2
JUMBO LONG TERM GROWTH PROFILE	6
DIVIDENDS OVERVIEW	8
VISION & STRATEGY	9
FINANCIAL PERFORMANCE	12
FINANCIAL POSITION & CASH FLOW	13
OUTLOOK & GUIDANCE	15



RESULTS HIGHLIGHTS

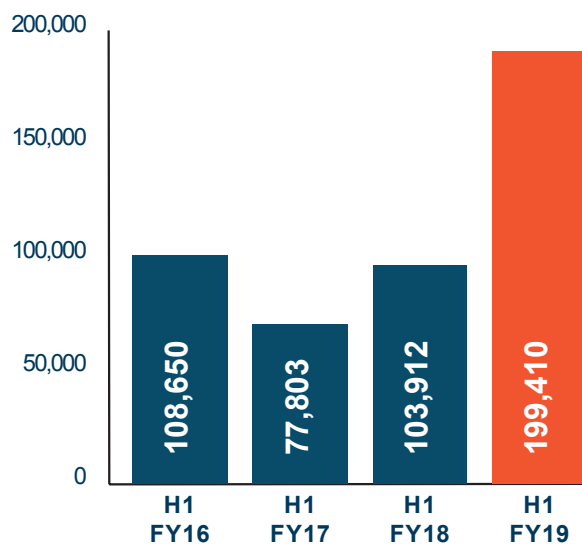
NEW SOFTWARE PLATFORM UNDERPINNING A SURGE IN CUSTOMER ENGAGEMENT

- 199,410 new accounts (91.9% increase on pcp 103,912)
- 576,144 active customers (47.9% increase on pcp 389,510)
- \$12.87 cost per lead (down 31.6% on pcp \$18.81)
- \$419.78 average customer spend (13.8% increase on pcp \$368.91)

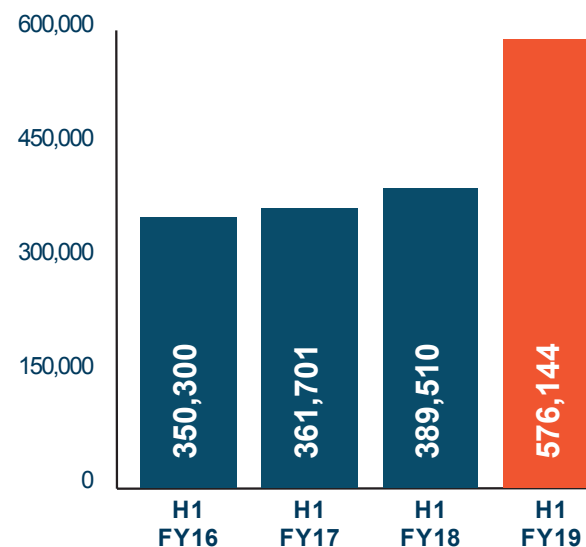
NEW SOFTWARE PLATFORM WENT LIVE IN FY2017

- Gradual migration of customers to the new platform completed early FY 2018
- OzLotto reached \$70 million in July 2018
- Powerball reached \$100 million in August 2018
- Increased capacity allowed more aggressive marketing, especially during peak jackpot periods.
- Enhanced user experience driving customer engagement

NEW CUSTOMER ACCOUNTS:



ACTIVE CUSTOMER ACCOUNTS:

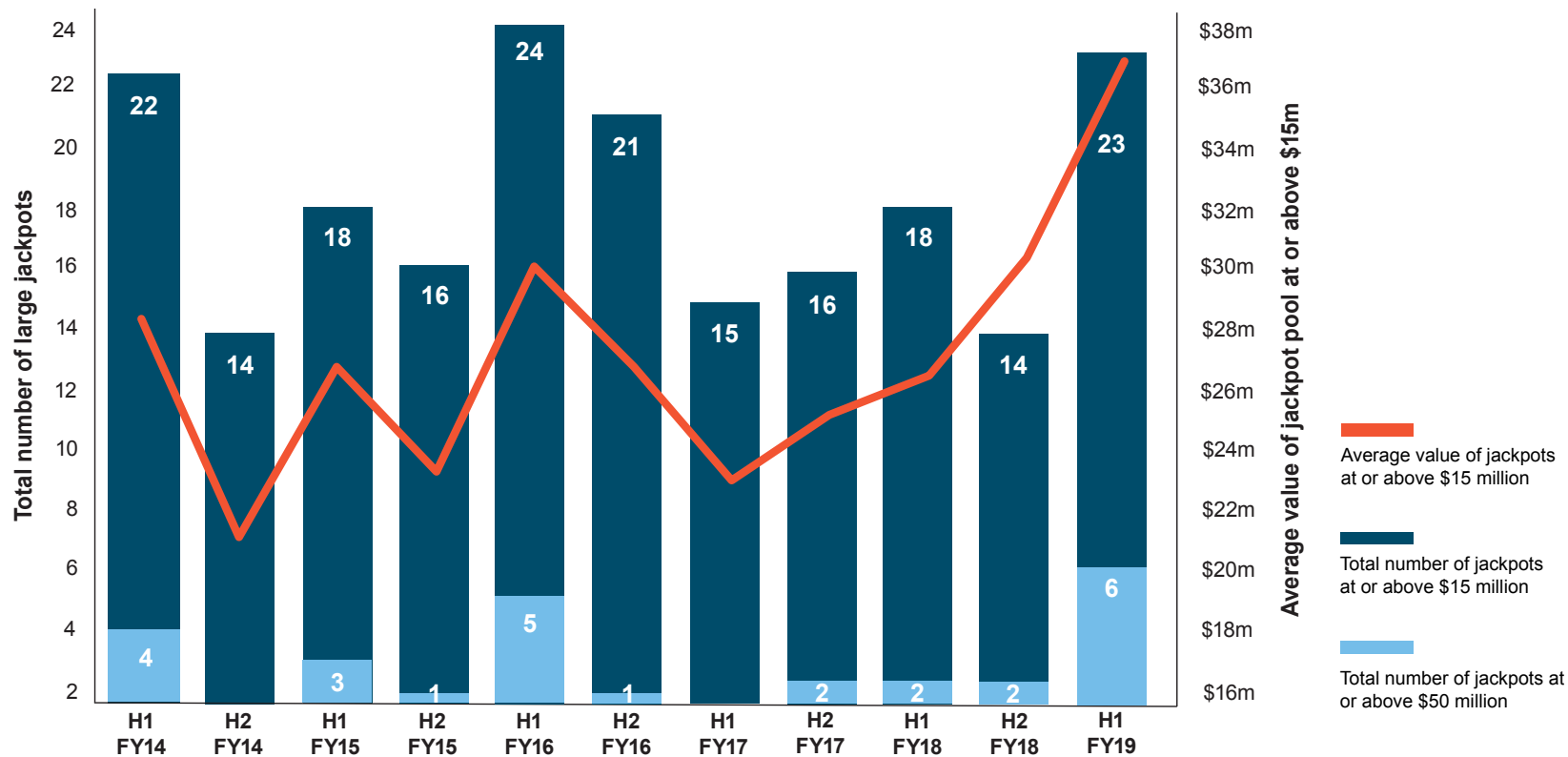


RESULTS HIGHLIGHTS (CONTINUED)



NEW POWERBALL DELIVERING MORE LARGE JACKPOTS

- New Powerball format a success
- \$100 million Powerball jackpot in August 2018
- 23 large jackpots (Oz Lotto/Powerball at or above \$15 million) vs 18 in H1 FY18:
 - Aggregate value of large jackpots - \$860 million vs. \$480 million
 - Average value per large jackpot - \$37.4 million vs. \$26.7 million
- 6 Jackpots at or above \$50 million vs. 2 in H1 FY18:
 - One \$100 million Powerball jackpot in the period
 - Game change to Powerball has delivered increased jackpots and higher TTV

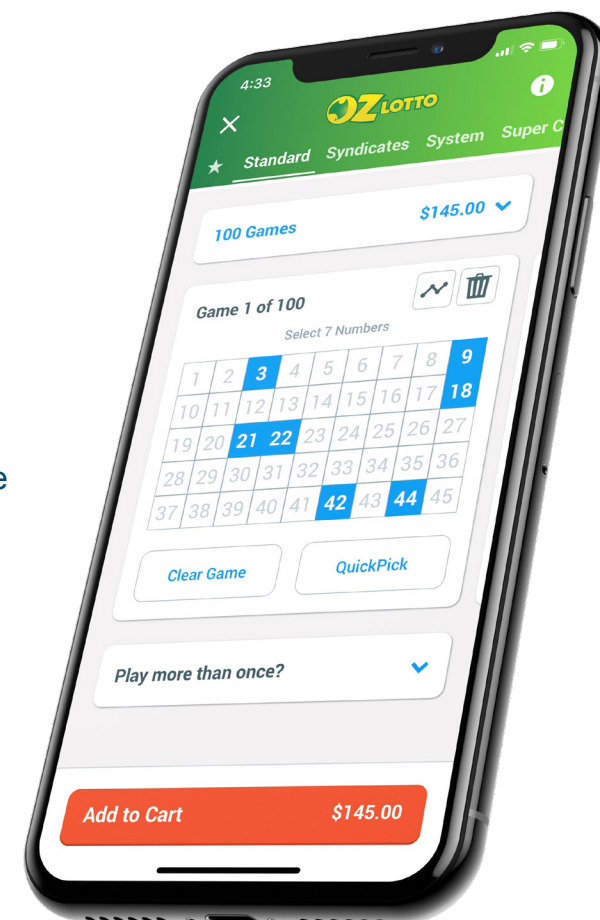


RESULTS HIGHLIGHTS (CONTINUED)



SIGNIFICANT GROWTH ACHIEVED IN THE HALF YEAR¹

- **Customer Engagement and more Jackpots driving TTV up 66.0% to \$147.9 million (pcp \$89.1 million)**
 - 21.5% of all lottery sales in Australia are now sold online² - Jumbo continues to participate in this significant growth
- **Revenue up 57.9% to \$30.5 million (pcp \$19.3 million)**
 - Revenue margin achieved 20.6% (pcp 21.7%)
 - 110bps reduction mainly from a change in product mix mainly from large jackpot activity
- **Net Profit before Tax (NPBT) up 136.2% to \$18.2 million (pcp \$7.7 million):**
 - NPBT margin achieved - 59.7% (pcp 39.9%)
 - EBITDA margin up to a record 62.6% (pcp 46.5%)
 - Increased margin due to effective cost control management
 - Highlights the significant profit leverage Jumbo can generate from increased TTV and Revenue
- **EPS - 21.42 cents per share up 105.8% from 10.41 cents per share in H1 FY18**
- **DPS - 15.0 cents per share up 100.0% from 7.5 cents per share in H1 FY18**
- **Impressive cash flow generated in the half year:**
 - Operating cash flow of \$22.1 million
 - Free cash flow of \$13.1 million (operating cash flow net of capex and dividends paid)



¹ Results presented on a Continuing Operations basis

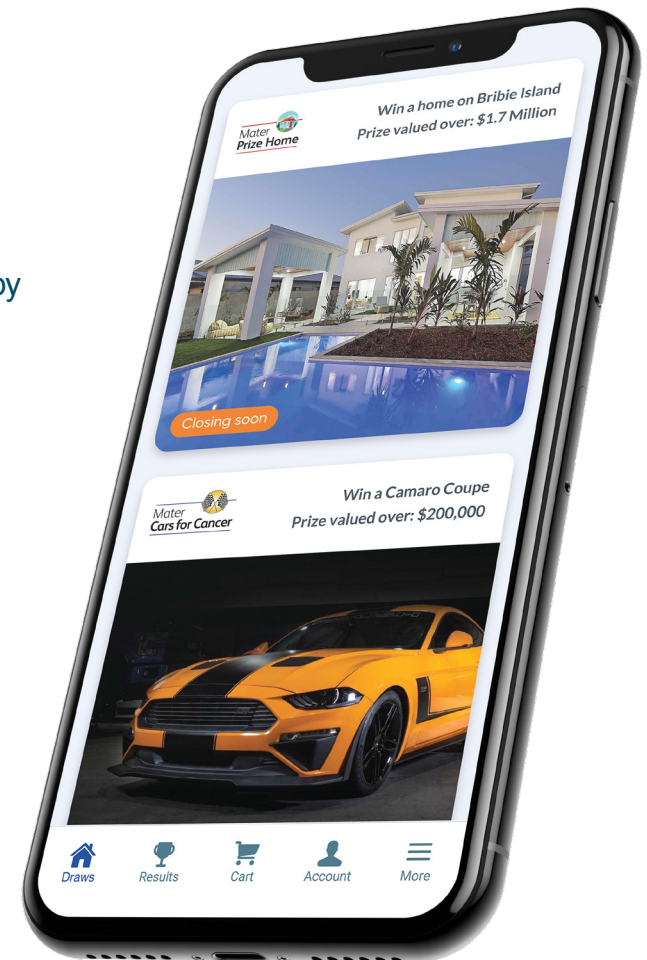
² Source: Tabcorp Limited Investor Presentation dated 13 February 2019

RESULTS HIGHLIGHTS (CONTINUED)



REVENUE DIVERSIFICATION ON TRACK

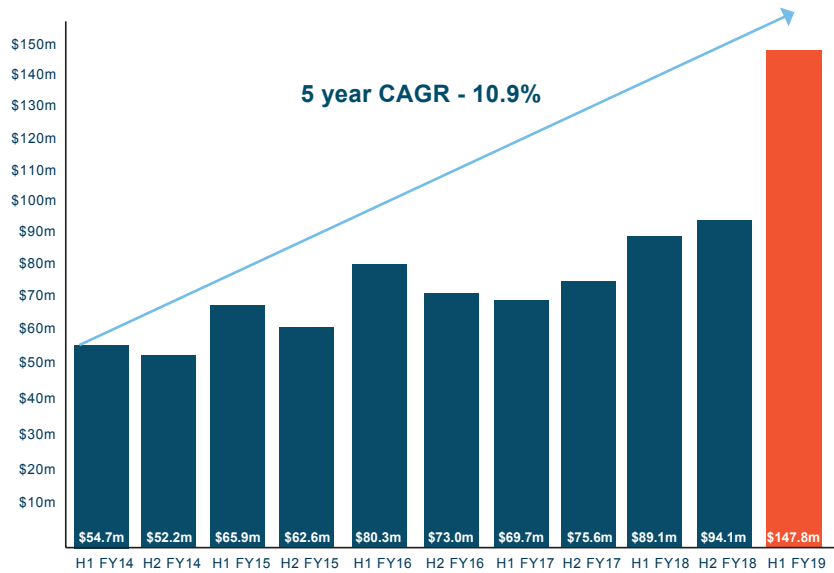
- **Charitable lottery TTV up 23% to \$3.6 million**
 - Complimentary segment to the National Lottery Game segment
 - Australian market size for charitable lotteries estimated at \$1 billion per year
 - 9 products across 6 Charity Lotteries are currently sold on Jumbo online platforms
 - RSPCA added to the portfolio in January 2019
- **Software as a Service (SaaS) - Powered by Jumbo**
 - Charity lotteries are in need of a complete lottery solution - Powered by Jumbo offers this solution
 - State/Provincial based lotteries are also in need of specific software components - Powered by Jumbo offers this solution
 - Mater Lottery agreement signed on 13 November 2018 (5+5 year SaaS agreement)
 - New agreements are expected going forward



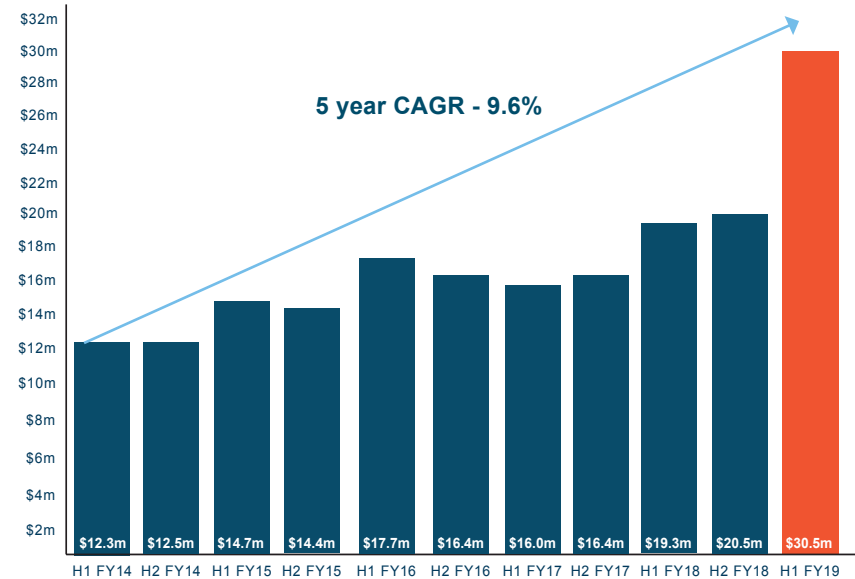
DEMONSTRATED LONG TERM GROWTH



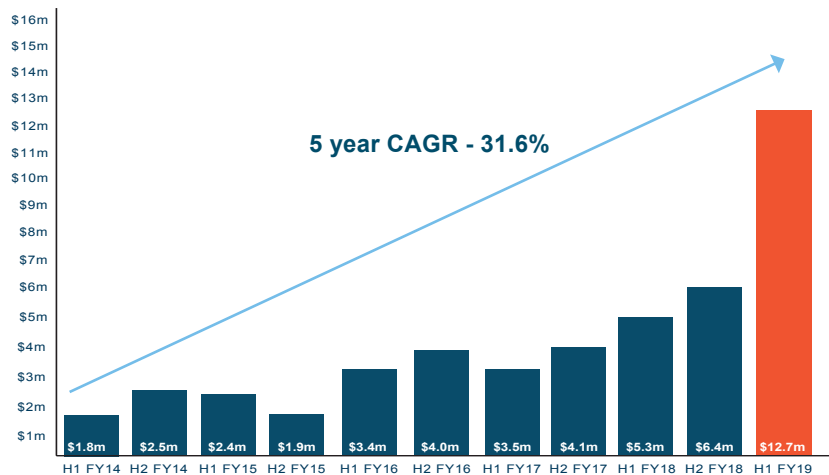
TOTAL TRANSACTION VALUE (TTV)



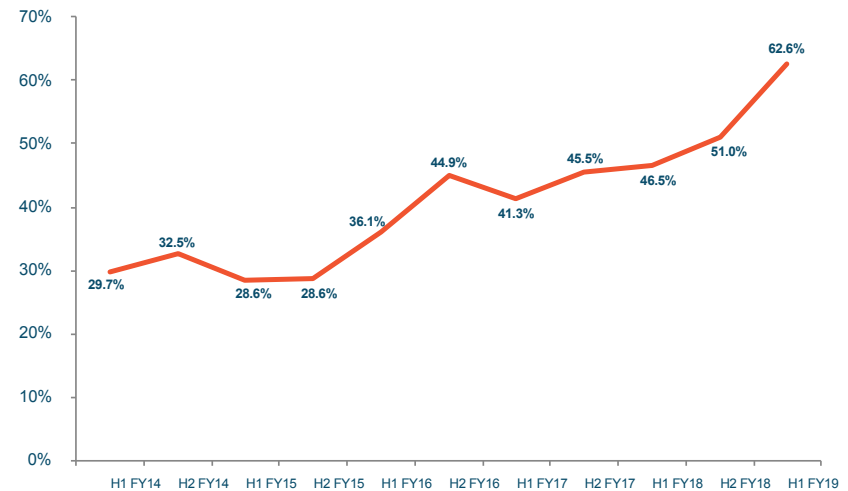
REVENUE



NET PROFIT AFTER TAX - CONTINUING OPERATIONS



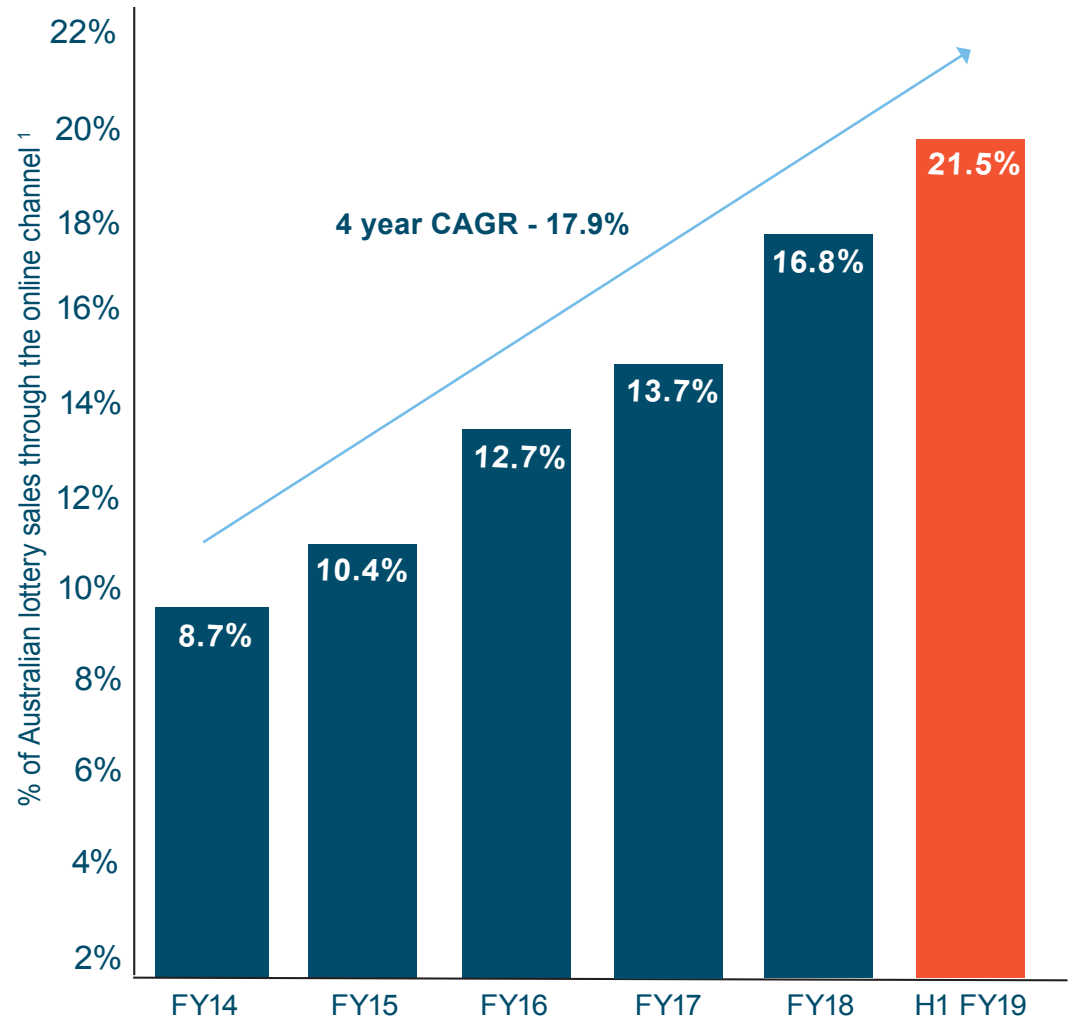
EBITDA MARGIN - CONTINUING OPERATIONS



DEMONSTRATED LONG TERM GROWTH (CONTINUED)

ONLINE LOTTERIES - A GROWING MARKET

- **21.5% of Australian lottery tickets now sold online¹**
 - 4 year CAGR 17.7%
 - 4 year CAGR 19.2% for Jumbo flagship website ozlotteries.com (lottery and charity games)
- **UK² is at 24%**
- **Finland³ (global leader) is at 48%**
- **The only pure digital play listed lottery company in Australia.**



¹ Source: Tabcorp Holdings Limited / Tatts Group Limited public filings

² Source: UK Lotteries Ltd, Company Annual Report and financial statements for the year ended 31 March 2018

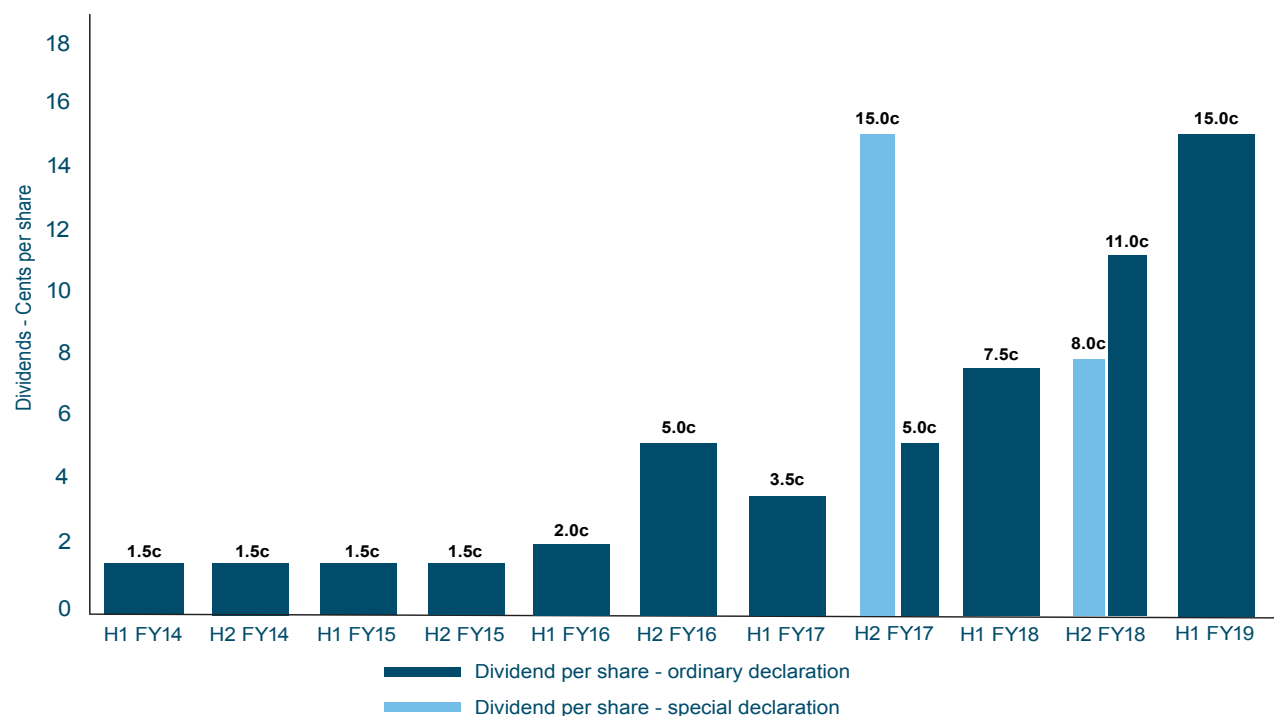
³ Source: Public Gaming Research Institute 17 February 2017

DIVIDEND OVERVIEW



EXCEPTIONAL SHAREHOLDER RETURN FROM A GROWTH COMPANY

- Strong cash generative nature of operations supports dividend policy
- Interim fully franked dividend:
 - 15.0 cents per share
 - Record date 8 March 2019
 - Payment date 22 March 2019
 - Dividend Re-investment Plan (DRP) continues to be suspended
- 71.6% payout ratio - Targeted dividend policy of 85% of NPAT for the full year is retained
- \$12.0 million franking credit balance



VISION & STRATEGY



20/20 VISION

- Developing and Operating the world's best digital lottery experience
- 25% Online lottery players by 2020
- Significant diversification by 2020

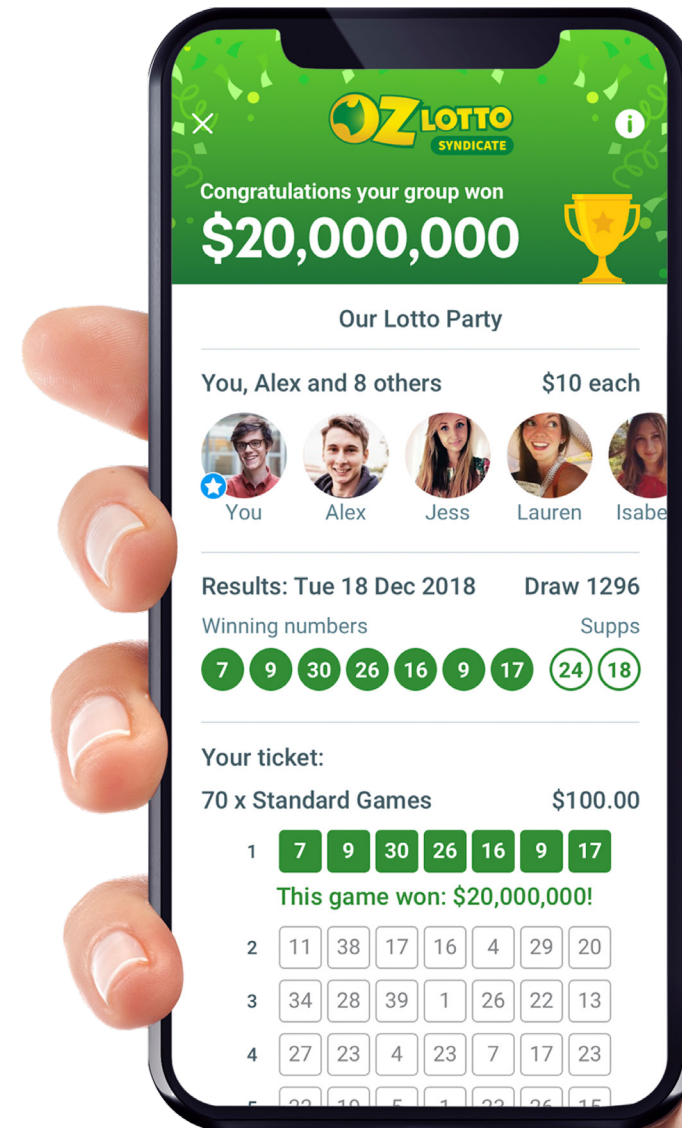
STRATEGY - SOFTWARE PLATFORM

- **Best of breed Software Platform:**
 - Continuing ongoing development
 - Continue to provide momentum to Jumbo's growth profile
 - Continue to improvement to Customer Engagement KPIs
 - Continue to maintain "Powered by Jumbo" product competitiveness



STRATEGY - FIRST TO MARKET ONLINE INNOVATIONS

- **Lotto Party - Online lottery syndication:**
 - First online lottery operator to offer syndication in Australia
 - Group play as a percentage of total TTV has increased to 10%
 - Combats jackpot fatigue
 - Drives growth through “Refer a friend”
 - Attracts a younger demographic
- **Class leading mobile App:**
 - Trend to mobile continues
 - Mobile accounts for about 75% of all customer interactions
 - Jumbo offers a 5-star App to the Australian market
 - Provides automatic results notification ensuring continued customer interaction after a draw
- **Voice interaction:**
 - Oz Lotteries voice app launched on Google Assistant
 - Product is still new in the market but early indications are good
 - Apple Siri to be launched in future periods



STRATEGY - GAME EXPANSION

- **Launch of Set For Life on Jumbo digital assets:**
 - Expect to launch the popular annuity styled game in FY2019
 - Game performed strongly to date in the Australian market
 - Attracting a younger demographic

STRATEGY - REVENUE DIVERSIFICATION

- **Growing revenue from the Australian charitable lottery market:**
 - The charitable lottery market in Australia is estimated to currently be worth \$1 billion p.a.
 - Jumbo currently has an increasing share of this market - TTV growth of 23% on H1 FY18
- **Launch of Software as a Service (SaaS) to lottery operators:**
 - Charity lotteries are in need of a complete lottery solution - Powered by Jumbo offers this solution
 - State/Provincial based lotteries are also in need of specific software components - Powered by Jumbo offers this solution
 - Ability to licence a complete Cloud-enabled lottery system
 - Mater Lottery agreement signed on 13 November 2018 (5+5 year SaaS agreement)
 - New agreements are expected going forward - Targeting Australia, Canada and the UK

FINANCIAL PERFORMANCE



	H1 FY19 \$'000	H1 FY18 \$'000	Change %
Total Transaction Value	147,849	89,085	66.0%
Revenue from continuing operations	30,510	19,324	57.9%
Cost of goods sold	(1,031)	(1,168)	(11.7%)
Gross Profit	29,479	18,156	62.4%
Other income	887	509	74.3%
Distribution expenses	(11)	(11)	0.0%
Marketing expenses	(2,938)	(2,347)	25.2%
Occupancy expenses	(372)	(452)	(17.7%)
Administrative expenses	(8,840)	(8,146)	8.5%
Finance costs	(3)	(3)	0.0%
Total expenses	(12,164)	(10,959)	11.0%
Net Profit before Tax	18,202	7,706	136.2%
Income tax expense	(5,551)	(2,400)	131.3%
Net Profit after Tax	12,651	5,306	138.4%
<i>Basic earnings per share (cents)</i>	<i>21.42</i>	<i>10.41</i>	<i>105.8%</i>
<i>Diluted earnings per share (cents)</i>	<i>20.71</i>	<i>10.15</i>	<i>104.0%</i>

KEY ITEMS:

- TTV up 66.0%
- Revenue up 57.9%
- Total expenses well managed to be up by only 11.0%
- EBITDA margin 62.6% (H1 FY18: 46.5%)
- NPBT up 136.2%
- NPAT up 138.4%
- Effective Tax rate - 30.5% (H1 FY18: 31.1%)
- EPS up 105.8%

FINANCIAL POSITION



	at 31 Dec 2018 \$'000	at 30 Jun 2018 \$'000	Change %
ASSETS	93,056	62,924	47.9%
Current Assets	77,882	48,485	60.6%
Intangible Assets	13,935	13,113	6.3%
Property, Plant & Equipment	405	280	44.6%
Other Non-Current Assets	834	1,046	(20.3%)
LIABILITIES	23,011	15,713	46.4%
Current Liabilities	22,475	15,249	47.4%
Non-Current Liabilities	536	464	15.5%
TOTAL EQUITY	70,045	47,211	48.4%

KEY ITEMS:

CASH

- **Strong cash position of \$77.3 million (up from \$47.9 million at 30 Jun 2018)**
 - General funds up 68.4% to \$67.5 million and includes +/- \$5.0 million 'bump' from timing in payment of lottery ticket purchases
 - Customer funds up 24.6% to \$9.8 million
- **Highlights the strong cash generative nature of the business**
- **Growth delivered without the requirement for debt in the business**

CAPITAL

- **Capex of \$2.5 million**
 - Total depreciation and amortisation - \$1.6 million (H1 FY18: \$1.7 million)
 - FY19 capex estimated at \$5.0 million

EQUITY

- **Contributed equity up 29.1%**
 - Exercise of 3,474,492 options by Tatts Online Pty Ltd (\$8.2 million)
 - Exercise of 2,500,000 options by KMP/staff (\$8.1 million)

CASH FLOW



	at 31 Dec 2018 \$'000	at 31 Dec 2017 \$'000	Change %
CASH FLOWS FROM OPERATING ACTIVITIES			
Receipts from customers	33,363	21,104	58.1%
Payments to suppliers & employees	(6,787)	(7,952)	(14.7%)
Net income tax paid	(5,190)	(2,246)	131.1%
Net interest received	686	393	74.6%
Net cash provided by operating activities	22,072	11,299	95.3%
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for Property, Plant & Equipment	(200)	(69)	189.9%
Payments for intangible assets	(2,344)	(2,215)	5.8%
Loan repaid from related party	-	100	-
Net cash used in investing activities	(2,544)	(2,184)	16.5%
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from issue of shares	16,297	1,138	1,332.1%
Dividends paid	(6,438)	(10,255)	(37.2%)
Net cash provided by/(used in) financing activities	9,859	(9,117)	(208.1%)
Net increase/(decrease) in cash & cash equivalents	29,387	(2)	Above 100%
Net foreign exchange differences	(1)	-	-
Cash at beginning of period	47,919	43,320	10.6%
Cash and cash equivalents at end of period	77,305	43,318	78.5%

KEY ITEMS:

- Strong cash position of \$77.3 million (up from \$47.9 million at 30 Jun 2018)
- Payments for intangibles relate to website developments costs (generated internally)
- Proceeds from issue of shares relate to:
 - Exercise of 3,474,492 options by Tatts Online Pty Ltd (\$8.2 million)
 - Exercise of 2,500,000 options by KMP (\$8.1 million)

OUTLOOK:

- **Strong start to January 2019 trading:**
 - TTV up 152.0% on the prior corresponding period (pcp)
 - Record \$107.6 million Powerball jackpot event occurred on 17 January 2019
 - 5 large jackpots at or above \$15 million vs. 3 in the pcp
 - 3 jackpots at or above \$50 million vs. 1 in the pcp
- **Anticipated launch of Set For Life late in FY19 on Jumbo's digital assets:**
 - Annuity styled game that has performed exceptionally well in Australia
 - Complementary to existing national lotto game product portfolio
 - Attracting a younger player demographic
- **Continued growth in TTV generated from charitable lotteries**
- **Continued growth in revenue generated from SaaS services**

GUIDANCE UPDATE:

- Strong results from H1 FY19 together with the strong start to H2 FY19 is expected to deliver higher TTV, Revenue and Earnings for full year FY19
- Full year FY19 Guidance¹ upgraded as a result:
 - TTV about \$296.4 million - up about 62% (previously about 44%)
 - Revenue about \$60.8 million - up about 53% (previously about 38%)
 - NPBT about \$35.0 million - up about 105% (previously about 77%)
 - NPAT about \$24.2 million - up about 107% (previously about 69%)
 - EBITDA about \$37.0 million - up about 91% (previously about 66%)
 - Number of large jackpots (Oz Lotto/Powerball at or above \$15 million) estimated to be about 40 (previously about 37)

¹ Large jackpot activity continues to be an important drive of TTV, so the level of this activity over the remaining period of FY19 will affect expected TTV growth accordingly. The expected 17 number of large jackpots for H2 FY19 (40 for FY2019) takes into account the random and unpredictable nature of jackpot activity, and potential variance in forward-looking estimates. The large jackpot value is expected to be about \$36.0m for FY19 (FY18: \$28.4m) and about \$34.1m for H2 FY19 (H1 FY19: \$37.4m). The Company continues to invest in its software platform and marketing to place it in the best possible position to take advantage of increased levels of jackpot activity when this occurs.

This presentation contains summary information about the current activities of Jumbo Interactive Limited (Jumbo). It should be read in conjunction with Jumbo's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange (ASX), including the Annual Report and Accounts and associated media release, released today which are available at www.asx.com.au.

No member of Jumbo gives any warranties in relation to the statements or information contained in this presentation. The information contained in this presentation is of a general nature and has been prepared by Jumbo in good faith and with due care, however no representation or warranty, express or implied, is provided in relation to the accuracy or completeness of the information.

This presentation is for information purposes only and is not a prospectus, product disclosure statement or other disclosure or offering document under Australian or any other law. This presentation does not constitute an offer, invitation or recommendation to subscribe for or purchase any security and neither this presentation nor anything contained in it shall form the basis of any contract or commitment.

This presentation is not a recommendation to acquire Jumbo shares. The information provided in this presentation is not financial product advice and has been prepared without taking into account any recipient's investment objectives, financial circumstances or particular needs, and should not be considered to be comprehensive or to comprise all the information which recipients may require in order to make an investment decision regarding Jumbo shares.

All dollar values are in Australian dollars (A\$) unless otherwise stated. Neither Jumbo nor any other person warrants or guarantees the future performance of Jumbo shares or any return on any investment made in Jumbo shares. This presentation may contain certain 'forward-looking statements'. Indications of, and guidance on, financial position and performance are also forward-looking statements. Any forecasts or other forward looking statements contained in this presentation are subject to known and unknown risks and uncertainties and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Jumbo, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. You are cautioned not to place undue reliance on forward-looking statements. Except as required by law or regulation (including the ASX Listing Rules), Jumbo undertakes no obligation to update these forward-looking statements. Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

