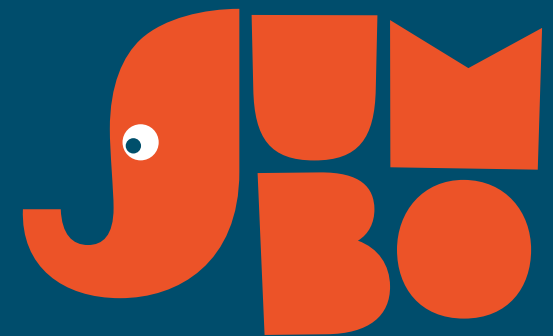


JUMBO INTERACTIVE LIMITED RESULTS PRESENTATION

For the financial year ended 30 June 2019 ¹



ABN 66 009 189 128

¹ The accounts are in the process of being audited.

JUMBO

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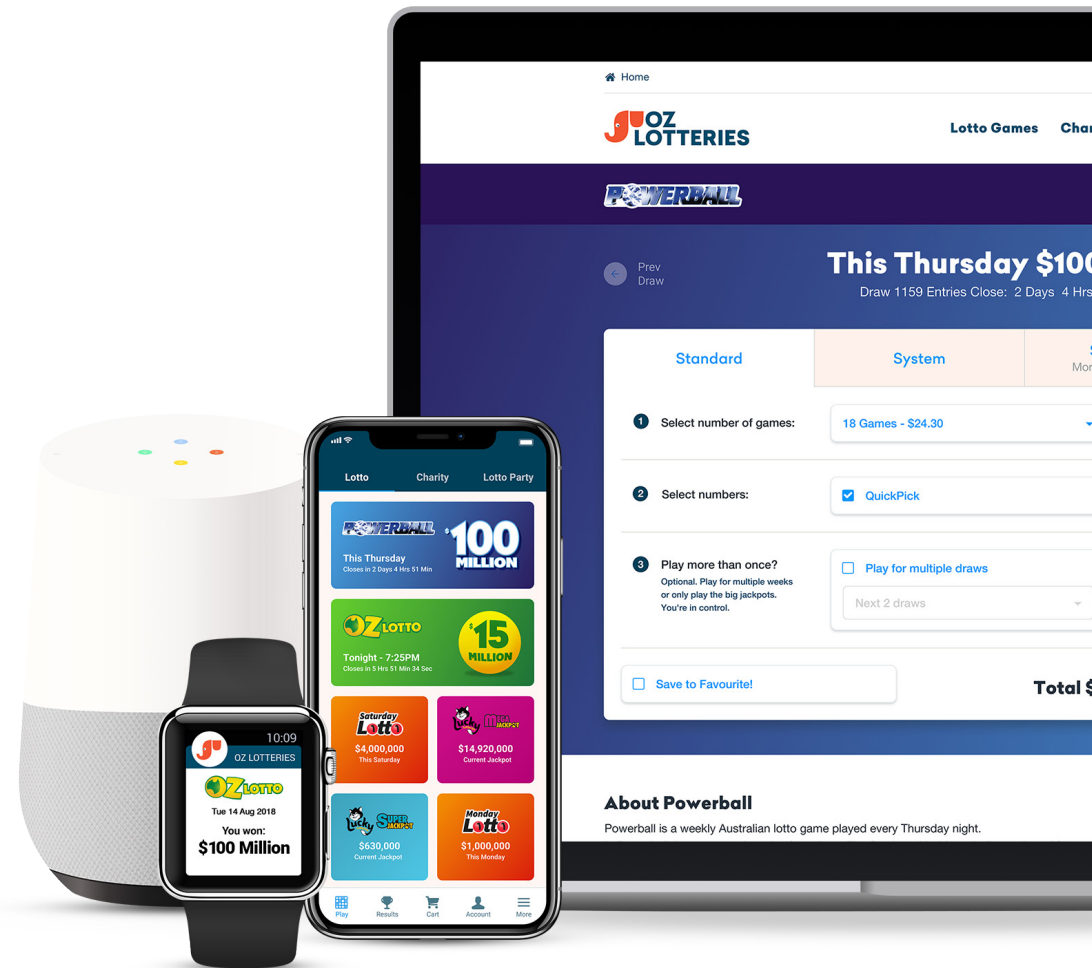
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RESULTS HIGHLIGHTS



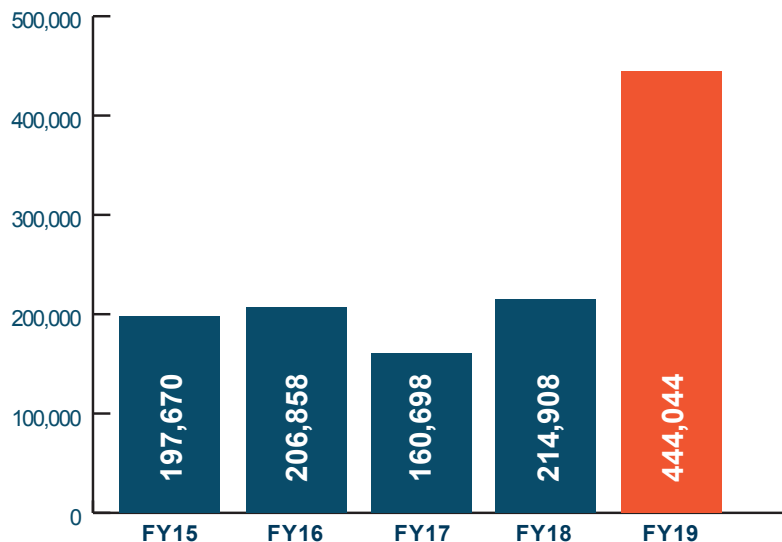
NEW SOFTWARE PLATFORM UNDERPINNING A SURGE IN CUSTOMER ENGAGEMENT

- 444,044 new accounts (106.6% increase on pcg 214,908)
- 761,863 active customers (74.1% increase on pcg 437,540)
- \$13.81 cost per lead (down 20.1% on pcg \$17.28)
- \$385.44 average customer spend (3.9% increase on pcg \$371.13)

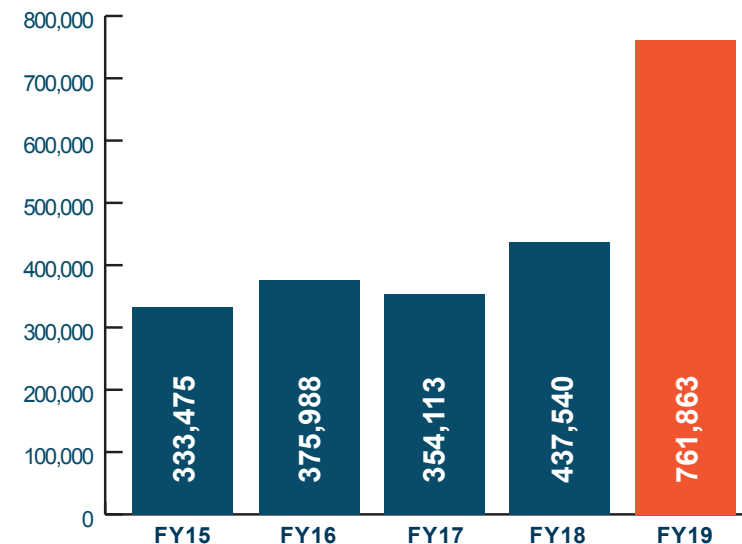
MAKING THE MOST FROM A GOOD RUN OF JACKPOTS

- Powerball reached \$100 million in August 2018 and January 2019
- Increased capacity allowing more effective marketing, especially during peak jackpot periods
- Enhanced user experience driving customer engagement
- An active customer is defined as someone who has made a purchase in the preceding 12 months

NEW CUSTOMER ACCOUNTS:



ACTIVE CUSTOMER ACCOUNTS:

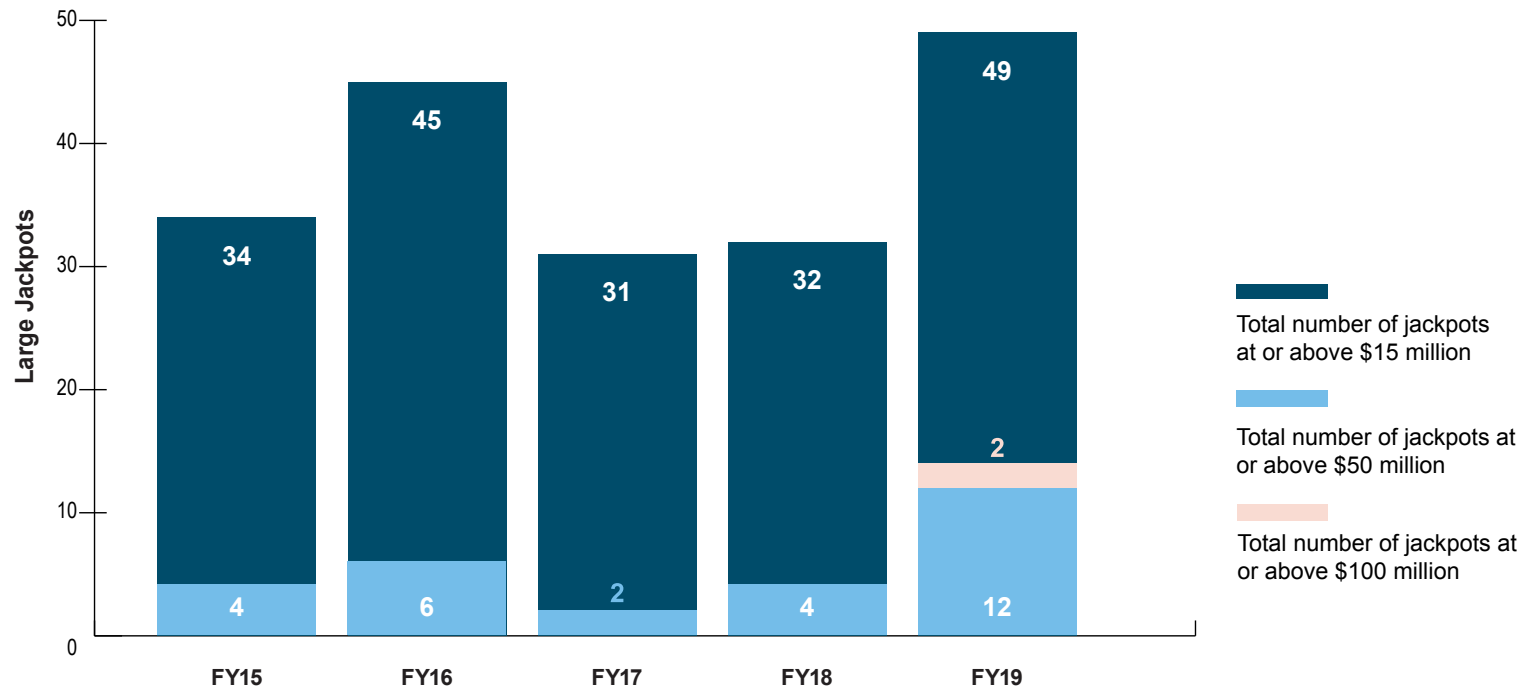


RESULTS HIGHLIGHTS (CONTINUED)



NEW POWERBALL DELIVERING MORE LARGE JACKPOTS

- **New Powerball format a success**
- **\$100 million Powerball jackpot in August 2018 & January 2019**
- **49 large jackpots (Oz Lotto/Powerball at or above \$15 million) vs. 32 in FY18:**
 - Aggregate value of large jackpots - \$1,880 million vs. \$910 million
 - Average value per large jackpot - \$38.4 million vs. \$28.4 million
- **12 Jackpots at or above \$50 million vs. 4 in FY18:**
 - Two \$100 million Powerball jackpots in the period
 - Game change to Powerball has delivered increased jackpots and higher TTV

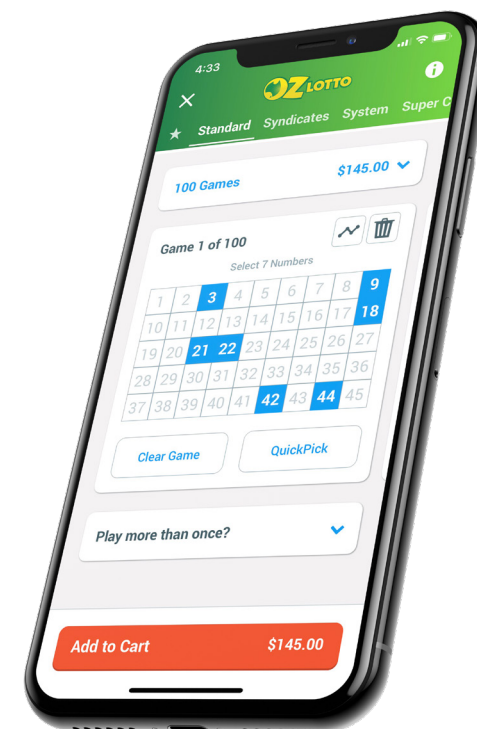


RESULTS HIGHLIGHTS (CONTINUED)



SIGNIFICANT GROWTH ACHIEVED IN THE FULL YEAR¹

- **Customer Engagement and more Jackpots driving TTV up 75.1% to \$320.7 million (pcp \$183.1 million)**
 - 23.5% of all lottery sales in Australia are now sold online² - Jumbo continues to participate in this significant growth
- **Revenue up 64.0% to \$65.2 million (pcp \$39.8 million)**
 - Revenue margin achieved 20.3% (pcp 21.7%)
 - 140bps reduction mainly from a change in product mix driven by large jackpot activity
- **Net Profit before Tax (NPBT) up 123.5% to \$38.2 million (pcp \$17.1 million):**
 - NPBT margin achieved - 58.6% (pcp 43.0%)
 - EBITDA margin up to a record 61.6% (pcp 48.8%)
 - Increased margin due to effective cost control management
 - Highlights the significant profit leverage Jumbo can generate from increased TTV and Revenue
- **EPS - 43.9 cents per share up 93.4% from 22.7 cents per share in FY18**
- **DPS (Ordinary) - 36.5 cents per share up 97.3% from 18.5 cents per share in FY18**
- **Impressive cash flow generated in the year:**
 - Operating cash flow of \$39.1 million
 - Free cash flow of \$13.3 million (operating cash flow net of capex and dividends paid)



¹ Results presented on a Continuing Operations basis

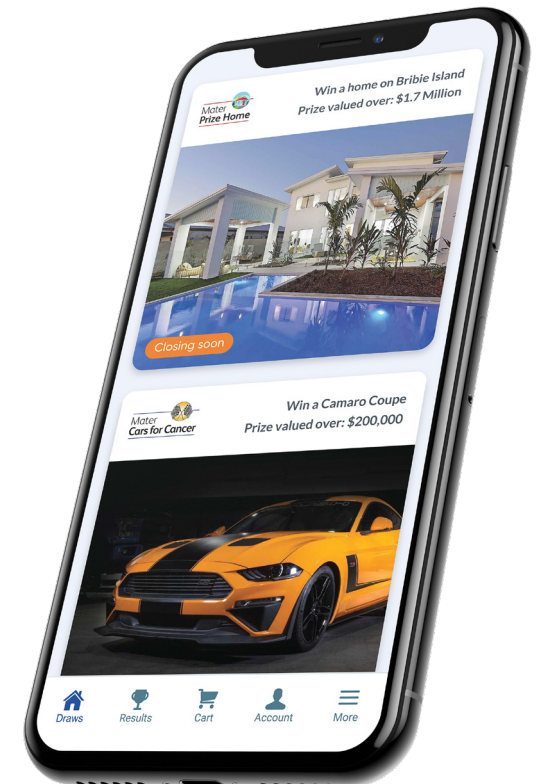
² Source: Tabcorp Limited Investor Presentation dated 14 August 2019

RESULTS HIGHLIGHTS (CONTINUED)



REVENUE DIVERSIFICATION ON TRACK

- **Software as a Service (SaaS) - “Powered by Jumbo”**
 - Lottery operators worldwide are searching for proven software platforms to drive growth
 - Smaller charity lotteries in particular are in need of digital solutions
 - Mater Lottery agreement signed on 13 November 2018 (5+5 year SaaS agreement)
 - Endeavour Lottery signed on 16 August 2019 (5+5 year SaaS agreement)
 - New agreements are expected going forward
- **Charitable lottery reseller TTV up 27.5% to \$7.8 million**
 - Jumbo acts as a ticket reseller of popular charity lottery games
 - 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”

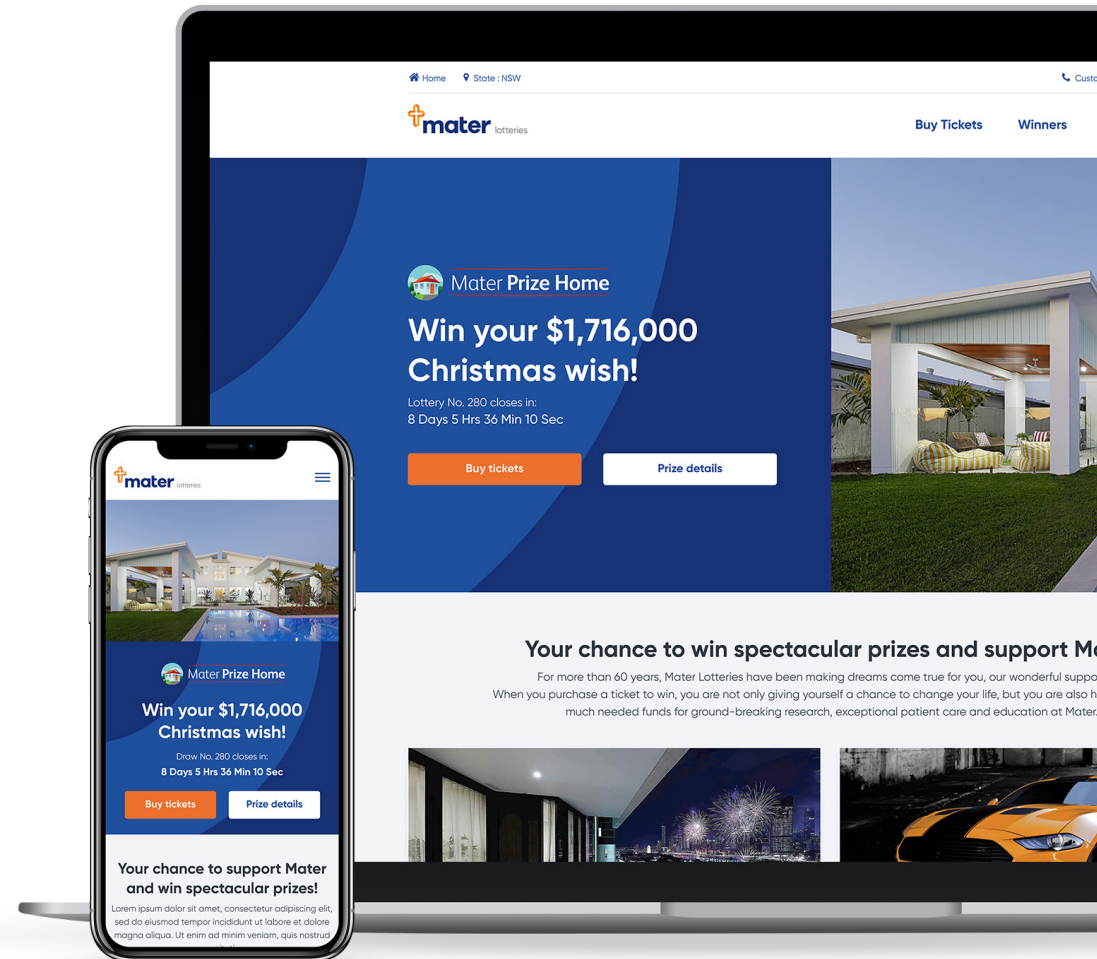
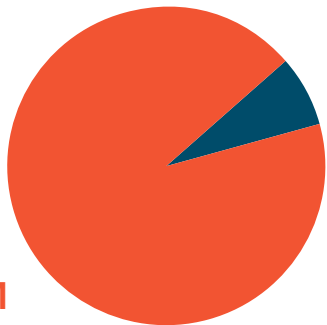


- **Large Global TAM**
 - US\$303 billion Total Addressable Market ¹
 - Only 7% is online
 - “Powered by Jumbo” is a complete solution for lotteries seeking to move online
- **Initial target - Charity lotteries**
 - Smaller charity lotteries looking to improve their online offering
 - A\$3.5 billion initial TAM in Australia, UK & Canada ²
- **Mater Lotteries**
 - Agreement signed November 2018, live in June 2019
 - Complete rollout scheduled for December 2019
- **Endeavour Foundation**
 - Agreement signed August 2019

93%
Seeking to
move online

7%
Already
online

GLOBAL TAM



¹ Sources: The WLA Global Lottery Data Compendium 2018; Jumbo Research;

² Sources: Jumbo Research; lotteriescouncil.org.uk; charityintelligence.ca

VISION & STRATEGY



THE \$1 BILLION VISION

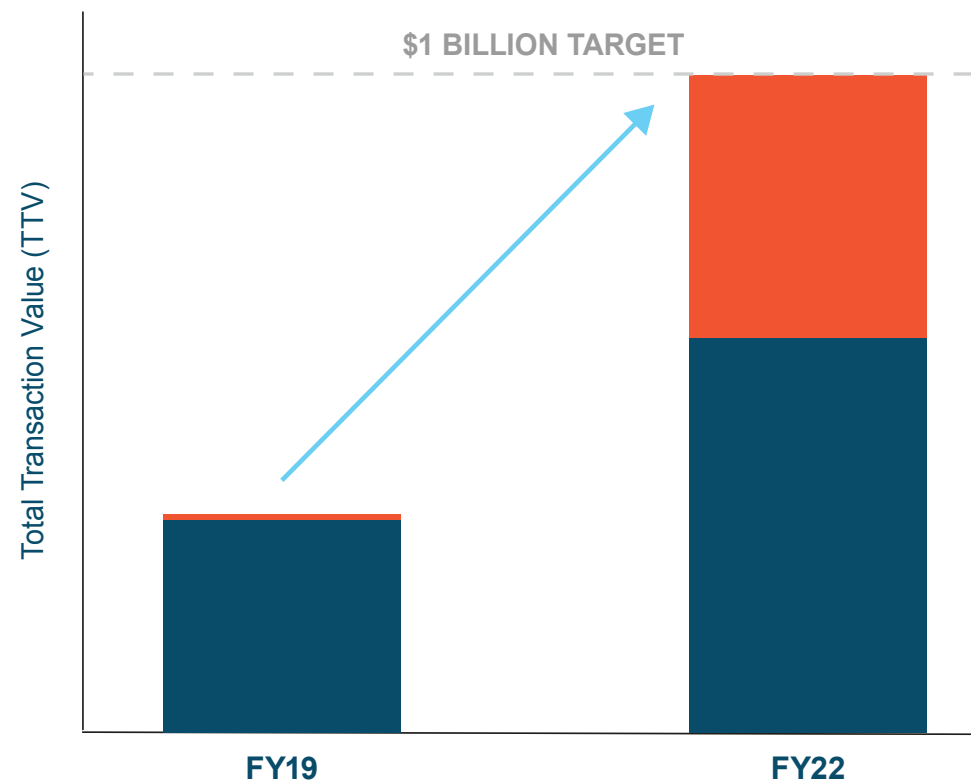
‘\$1 Billion in ticket sales on the Jumbo platform by FY22’

- Includes both the ticket reseller business and the SaaS business
- \$320 million achieved in FY19

CAN WE GET TO \$1 BILLION IN TICKET SALES?

- Ticket reseller business up 75% to \$320 million TTV as Australia internet lottery penetration rises from 16.8% to 23.5% in FY19
- 2 SaaS agreements signed bringing potential SaaS ticket sales in the order of \$100 million p.a.
- Aiming for at least two new SaaS deals each year
- UK market potential
- US online lottery market opening up

— SaaS business
— Reseller business



VISION & STRATEGY (CONTINUED)



NUTS AND BOLTS

HOW WILL WE GET TO \$1 BILLION IN TICKET SALES?

- **Best of breed Software Platform**
 - Jumbo's own metrics prove the platform's effectiveness
 - Ongoing software development
 - Continue to improve customer engagement KPI's
 - Continue to maintain 'Powered by Jumbo' SaaS competitiveness
- **OzLotteries.com**
 - Continue building success
 - Room for growth - 23.5% of lottery tickets in Australia sold online ¹
 - Growing customer database underpinning future growth
 - Strong relationships - continue to build a strong relationship with Tabcorp and with the major charitable lottery operators in Australia



¹ Sources: Tabcorp Limited investor presentation dated 14 August 2019

VISION & STRATEGY (CONTINUED)



STRATEGY - FIRST TO MARKET WITH ONLINE INNOVATIONS

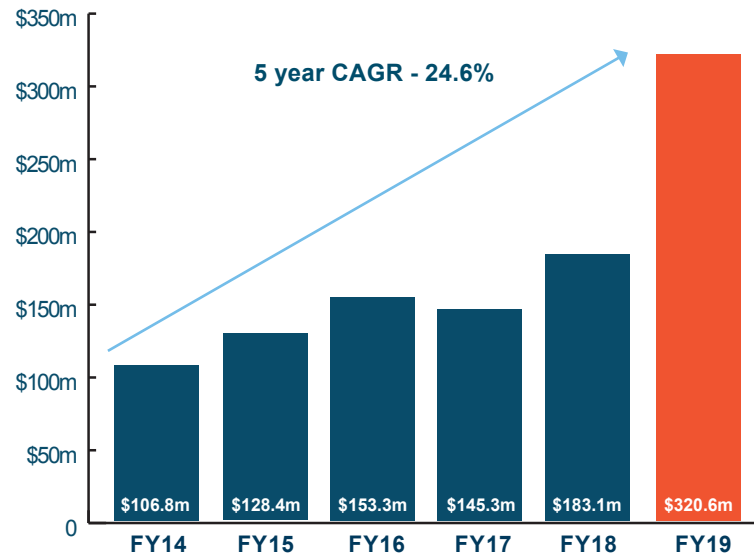
- **Lotto Party - Online lottery syndication:**
 - First online lottery operator to offer syndication in Australia
 - Group play as a percentage of total TTV has increased to 10%
 - Combats jackpot fatigue
 - Drives growth through “Refer a friend”
 - Attracts a younger demographic
- **Class leading mobile 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



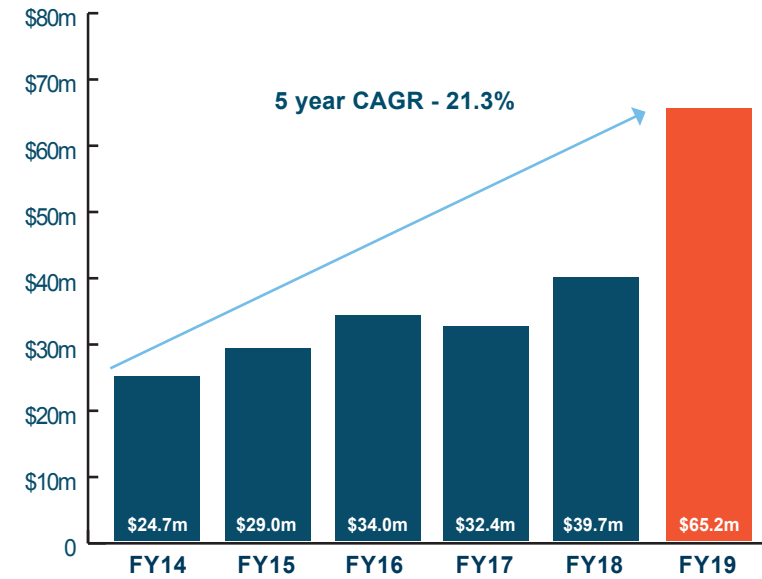
DEMONSTRATED LONG TERM GROWTH



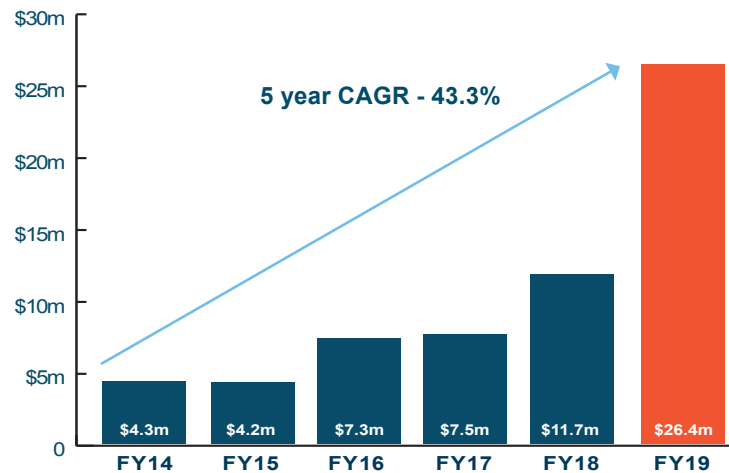
TOTAL TRANSACTION VALUE (TTV)



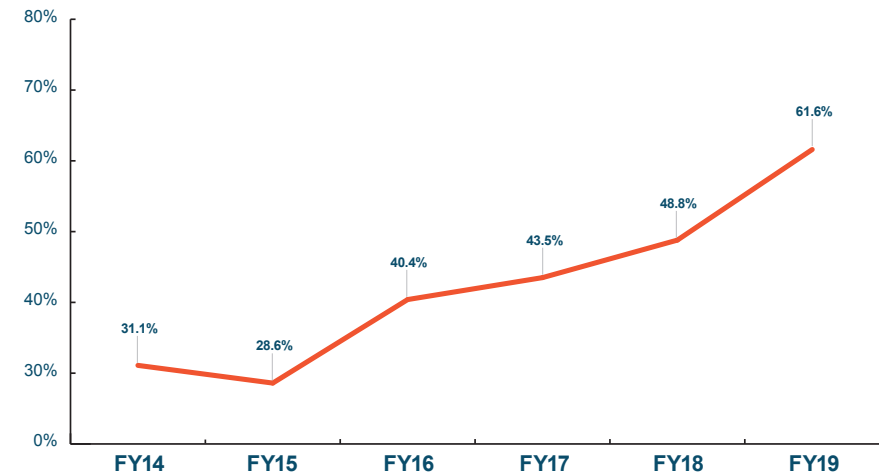
REVENUE



NET PROFIT AFTER TAX - CONTINUING OPERATIONS



EBITDA MARGIN - CONTINUING OPERATIONS

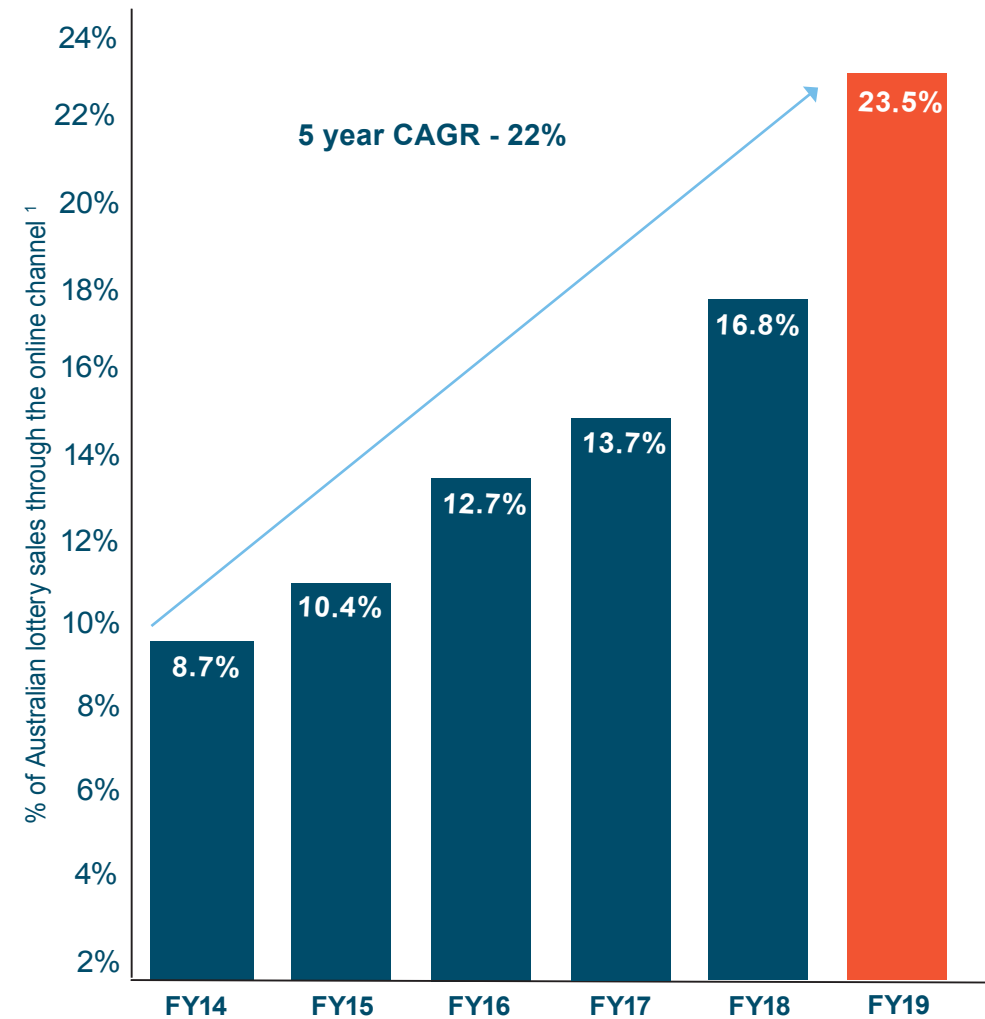


DEMONSTRATED LONG TERM GROWTH (CONTINUED)



ONLINE LOTTERIES - A GROWING MARKET

- **23.5% of Australian lottery tickets now sold online¹**
 - 5 year CAGR 22%
 - 5 year CAGR 29.6% for Jumbo flagship website ozlotteries.com (lottery and charity games)
- **The only pure digital play listed lottery company in Australia.**



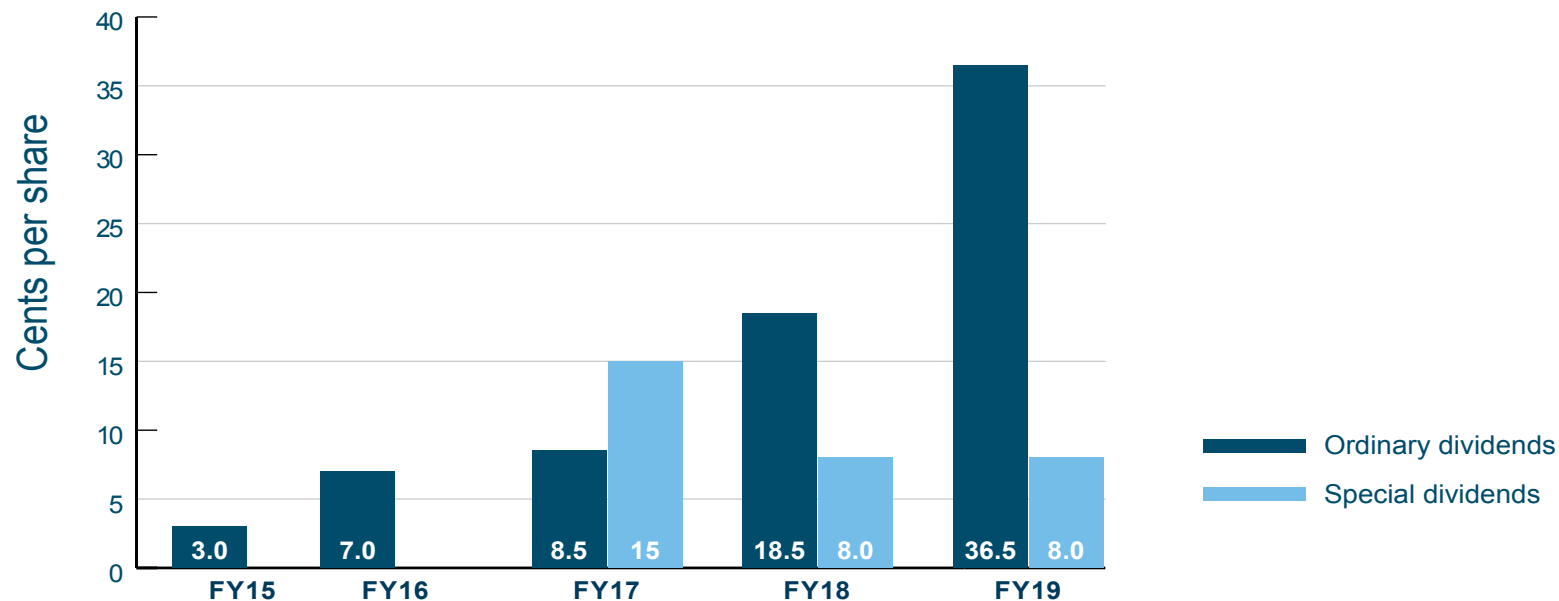
¹ Source: Tabcorp Holdings Limited / Tatts Group Limited public filings

DIVIDEND OVERVIEW



EXCEPTIONAL SHAREHOLDER RETURN FROM A GROWTH COMPANY

- Strong cash generative nature of operations supports dividend policy
- Final fully franked dividend:
 - 21.5 cents per share
 - Record date 30 August 2019
 - Payment date 20 September 2019
 - Dividend Re-investment Plan (DRP) cancelled
- 85.7% payout ratio - Targeted dividend policy of 85% of NPAT for the full year is retained
- \$11.5 million franking credit balance



FINANCIAL PERFORMANCE



	FY19 \$'000	FY18 \$'000	Change %
Total Transaction Value	320,659	183,146	75.1%
Revenue from continuing operations	65,212	39,775	64.0%
Cost of goods sold	(2,079)	(2,038)	(2.0%)
Gross Profit	63,133	37,737	67.3%
Other income	1,936	1,203	60.9%
Distribution expenses	(28)	(28)	0.0%
Marketing expenses	(6,956)	(4,637)	50.0%
Occupancy expenses	(742)	(887)	(16.3%)
Administrative expenses	(19,117)	(16,280)	17.4%
Finance costs	(7)	(7)	0.0%
Total expenses	(26,850)	(21,839)	22.9%
Net Profit before Tax	38,219	17,101	123.5%
Income tax expense	(11,799)	(5,348)	120.6%
Net Profit after Tax	26,420	11,753	124.8%
<i>Basic earnings per share (cents)</i>	<i>43.9</i>	<i>22.7</i>	<i>93.4%</i>
<i>Diluted earnings per share (cents)</i>	<i>42.5</i>	<i>21.9</i>	<i>94.1%</i>

KEY ITEMS:

- TTV up 75.1%
- Revenue up 64.0%
- Total expenses up by 22.9% mainly associated directly with increased TTV and revenue
- EBITDA margin 61.6% (FY18: 48.8%)
- NPBT up 123.5%
- NPAT up 124.8%
- Effective Tax rate - 30.9% (FY18: 31.3%)
- EPS up 93.4%

FINANCIAL POSITION



	at 30 Jun 2019 \$'000	at 30 Jun 2018 \$'000	Change %
ASSETS	101,662	62,924	61.6%
Current Assets	85,536	48,485	76.4%
Intangible Assets	14,683	13,113	12.0%
Property, Plant & Equipment	451	280	61.1%
Other Non-Current Assets	992	1,046	(5.2%)
LIABILITIES	24,284	15,713	54.6%
Current Liabilities	23,666	15,249	55.2%
Non-Current Liabilities	618	464	33.2%
TOTAL EQUITY	77,378	47,211	63.9%

KEY ITEMS:

CASH

- **Strong cash position of \$84.6 million (up from \$47.9 million at 30 Jun 2018)**
 - General funds up 84.0% to \$73.8 million
 - Customer funds up 37.5% to \$10.8 million
- **Highlights the strong cash generative nature of the business**
- **Growth delivered without the requirement for debt in the business**

CAPITAL

- **Capex of \$5.2 million (FY18 \$4.6 million)**
 - Total depreciation and amortisation - \$3.4 million (FY18: \$3.2 million)
 - FY20 capex estimated at \$6.5 million to \$7.0 million due to expanding SaaS business

EQUITY

- **Contributed equity up 41.8%**
 - Exercise of 3,474,492 options by Tatts Online Pty Ltd (\$8.2 million)
 - Exercise of 4,275,000 options by KMP/staff (\$15.2 million)

CASH FLOW



	at 30 Jun 2019 \$'000	at 30 Jun 2018 \$'000	Change %
CASH FLOWS FROM OPERATING ACTIVITIES			
Receipts from customers	71,556	43,666	63.9%
Payments to suppliers & employees	(22,800)	(22,200)	(2.7%)
Net income tax paid	(11,076)	(5,070)	118.5%
Net interest received	1,456	853	70.7%
Net cash provided by operating activities	39,136	17,249	126.9%
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for Property, Plant & Equipment	(353)	(95)	268.4%
Payments for intangible assets	(4,824)	(4,571)	5.5%
Proceeds from sale of Plant & Equipment	3	-	100.0%
Loan repaid from related party	-	100	(100.0%)
Net cash used in investing activities	(5,174)	(4,566)	13.3%
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from issue of shares	23,385	10,425	124.3%
Dividends paid	(20,681)	(18,508)	(11.2%)
Net cash provided by/(used in) financing activities	2,704	(8,083)	(133.5%)
Net increase/(decrease) in cash & cash equivalents	36,666	(4,600)	697.1%
Net foreign exchange differences	(2)	(1)	-
Cash at beginning of period	47,919	43,320	10.6%
Cash and cash equivalents at end of period	84,583	47,919	76.5%

KEY ITEMS:

- Strong cash position of \$84.6 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 4,275,000 options by KMP (\$15.2 million)

FY2020 OUTLOOK:

- **Strong start to July 2019 trading:**
 - TTV up 60.7% on the prior corresponding period (pcp)¹
 - Record \$110.0 million Powerball jackpot event occurred on 18 July 2019
 - 5 large jackpots and avg value \$58 million at or above \$15 million vs. 7 and avg value \$32.1 million in this pcp
 - 3 jackpots at or above \$50 million vs. 1 in the pcp
- **Set For Life launched 15 August 2019 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:**
 - Licensing agreement signed with Endeavour Charity 16 August 2019

¹ Large jackpot activity continues to be an important driver of TTV, so the level of this jackpot activity over the remaining period of FY20 may affect expected TTV growth accordingly. 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.

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