



Jumbo Interactive Ltd

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## **POWERED BY JUMBO – 3rd SaaS LICENCE AGREEMENT – DEAF SERVICES LIMITED**



Jumbo Interactive Limited (**ASX: JIN**) (**Jumbo** or **Company**) is pleased to announce that it has entered in to a new SaaS (Software as a Service) 5 year licence agreement with leading Australian charity lottery operator Deaf Services for the use of its Jumbo Lottery Platform. The agreement can be extended to 10 years subject to performance criteria being met.

Under the agreement, which is in addition to the existing product reseller agreement, Deaf Services will utilise a personalised version of the configurable Jumbo Lottery Platform to manage its entire lottery sales.

“The Powered By Jumbo business is going from strength to strength with a third leading charity lottery operator choosing Jumbo and demonstrating the scalability of the business”, said Mr Mike Veverka, Founder and CEO of Jumbo. “This is another step towards our ‘\$1 billion vision’ of \$1 billion of lottery tickets sold over our platform by 2022”, he added.

“We are excited to welcome Deaf Services, joining Mater Foundation and Endeavour Foundation, to take advantage of the benefits that the Jumbo Lottery Platform provides”, he said. “With three leading charities on board it provides greater critical mass and input towards further developing the platform to specifically meet charities platform requirements as we expand the business both domestically and internationally”, said Mr Veverka.

The agreement continues the strong development of Jumbo’s “Powered By Jumbo” initiative and builds on the ongoing investment made by the company in enhancing its technical capabilities. Jumbo appreciates the confidence that Deaf Services has shown and is confident that its platform will be pivotal in assisting Deaf Services increase the funds that it generates to support the vital work it does with the Deaf community.



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## About Jumbo Interactive

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. The Company operates the popular website [www.ozlotteries.com](http://www.ozlotteries.com) in Australia under agreements with Tabcorp (ASX: TAH). At first customers were attracted to the security of never losing a ticket and the convenience of buying online. Over the years Jumbo released a series of industry-firsts and innovations including Autoplay, apps for iPhone and Android, Apple watch, Google voice and recently, Lotto Party which promotes social group play. Jumbo has succeeded in targeting a younger and more mobile demographic with mobile now accounting for 75% of all customer interactions.

Since entering the Lottery SaaS (Software as a Service) market with the signing of its first customer in November 2018, Jumbo has been enhancing its leading position in this market with the signing of three customers to date to use its "Powered by Jumbo" lottery software.

In December 2019 Jumbo entered the UK market with an acquisition of Gatherwell Limited, and has embarked on a "\$1 Billion vision" to reach \$1 Billion in ticket sales on the Jumbo platform by FY2022.

The announcement is authorised by the Jumbo Board of Directors.

### For further information:

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CEO and Executive Director

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