



**Jumbo Interactive Ltd**

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## Launch of Managed Services business in Australia

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Jumbo Interactive Limited (**ASX:JIN**) is pleased to announce the launch of a Managed Services business in Australia with the signing of agreements with two foundation partners - Paralympics Australia and St John Ambulance Australia (VIC) Inc.

The operating segment – Managed Services - provides a complete lottery management service to not-for-profit organisations including prize procurement, game design, campaign marketing, customer relationship and draw management. This segment compliments Jumbo’s existing lottery SaaS and Lottery Retail ([OzLotteries.com](http://OzLotteries.com)) solutions.

“We are excited to launch the Managed Services business in Australia with our foundation partners Paralympics Australia and St John Ambulance Australia (VIC)”, said Mr Mike Veverka, CEO of Jumbo. “The addition of managed services in Australia is aligned with our vision of “making lotteries easier” and will assist many not-for-profits meet the challenges of COVID-19 and continue their fundraising efforts via a digital lottery program”, he added.

Under the terms of the agreements, Jumbo will:

- Launch and operate new lottery games for each charity; and
- Earn a fee for the provision of lottery management services; calculated as a percentage of Total Transaction Value (**TTV**) in addition to a share of profits.



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Collectively, the lottery games launched for each of Paralympics Australia and St John Ambulance Australia (VIC) are forecast to achieve annual TTV of ~\$6.5m once established and fully operational. The Paralympics Australia agreement also encompasses Jumbo Interactive becoming an official “partner” of the Paralympics Australia team. Both agreements are for a term of 4 years (2 years initial term + 2 years option to renew).

The Managed Services business in Australia is a natural progression of the Gatherwell UK business that was acquired in November 2019. Gatherwell has successfully refined the full lottery management business model over the past 5 years in the UK to a point where it can now be offered in Australia.

The Total Addressable Market (**TAM**) in Australia for Jumbo’s Managed Services business is donations and bequests of ~\$10.5 billion<sup>1</sup>.

#### **About Paralympics Australia:**

Paralympics Australia helps Australians with disabilities to participate in sport and is responsible for preparing the Australian Paralympic Summer and Winter Teams for the Paralympic Games through partnerships with governments, business, sporting bodies and the community.

#### **About St John Ambulance Australia (VIC):**

St John Ambulance Victoria is a trusted and reassuring presence in the Victorian community for more than 136 years and exists to help those who are in sickness, distress, suffering or danger.

**- Ends -**

Authorised for release by the Jumbo Interactive Limited Board.

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<sup>1</sup> ACNC (Australian Charities and Not-for-profits Commission) Australian Charities Report 2018



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## About Jumbo Interactive

Jumbo is Australia's leading digital lottery company, making lotteries easier by offering its SaaS lottery platform to operators in Australia and globally, its lottery management services to charities and community groups in the UK and Australia, and by retailing lottery tickets in Australia and the South Pacific via [ozlotteries.com](http://ozlotteries.com).

Jumbo was founded in Brisbane in 1995, listed on the ASX in 1999, and has over 150 employees creating engaging and entertaining lottery experiences for its global partners and customer base.

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