

FY23 Results Presentation

For the full-year ended 30 June 2023

25 August 2023



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Business update



Mike Veverka
CEO and Founder

FY23 report card

	FY23 Outlook ¹ (Feb 2023)	Updated FY23 Outlook ² (May 2023)	Status (FY23)	Commentary
Lottery Retailing*	<ul style="list-style-type: none"> Marketing costs expected to be in the range of 1.5% to 2.0% of Lottery Retailing TTV (FY22: 1.7%) 	1.3% – 1.5%	 1.3%	<ul style="list-style-type: none"> Marketing spend influenced by unfavourable run of jackpots
Group (excluding impact of acquisitions ³)	<ul style="list-style-type: none"> Underlying operating cost growth excluding Lottery Retailing marketing costs to increase 16% to 18% (FY22: 33.2%) Underlying EBITDA margin expected to be at the upper end of the original range of 48% to 50%⁴ (FY22: 52.9%) 	6% – 8%	 4.7%	<ul style="list-style-type: none"> Disciplined cost management including lower short-term incentives
Capital Management	<ul style="list-style-type: none"> Targeted dividend payout ratio of 65% to 85% of statutory NPAT On-market share buy-back⁵ of up to \$25m 	Unchanged	 85.7%	<ul style="list-style-type: none"> Slightly above top end of targeted range
		Unchanged	 \$2.6m	<ul style="list-style-type: none"> Disciplined approach; impacted by unfavourable run of jackpots

* Jackpots remain a significant driver of Lottery Retailing ticket sales (and revenue) and in any given year there is uncertainty as to the exact number and aggregate value of large jackpots.

1. For further detail on the FY23 Outlook, please refer to the 1H23 Results Investor Presentation released on 24 February 2023.

2. For further detail on the Updated FY23 Outlook, please refer to Jumbo's presentation at the Macquarie Australia Conference on 3 May 2023.

3. Excludes impact of Stride and StarVale.

4. Pursuant to the Reseller Agreements with The Lottery Corporation (TLC) dated 25 August 2020, a 'stepped-up' service fee is payable in the subscription cost of the tickets purchased at 1.5% FY2021, 2.5% FY2022, 3.5% FY2023, and 4.65% FY2024 and thereafter. If the subscriptions exceed \$400,000,000 in any applicable financial year, then a service of 4.65% applies to the excess amount.

5. On-market share buy-back of up to \$25m conducted on an opportunistic basis and commenced in September 2022. The timing and number of shares to be purchased has and continues to depend on the prevailing share price and alternative capital deployment opportunities. Jumbo reserves the right to vary, suspend or terminate the share buy-back program at any time. Since initiating the buy-back, \$2.6m shares had been purchased at an average price of \$12.58.

FY23 key highlights



Lottery Retailing

- Record \$160m Powerball in October 2022; Exceptional platform performance
- Improved revenue margin due to product mix and pricing changes
- Robust underlying player health metrics despite unfavourable run of jackpots



SaaS

- +18%¹ underlying TTV growth driven by Mater
- Extended Mater software licence agreement
- +8% Lotterywest TTV growth underpinned by joint marketing initiative



Managed Services

- Completed acquisition of StarVale
- Stride and StarVale performing in line with expectations
- Gatherwell ticket sales returned to growth in 4Q23



Capability

- Disciplined cost management
- Integration of acquisitions on track
- Globally recognized as a Great Place to Work
- Transitioned from fully remote to hybrid model in July 2023



Balance sheet

- Strong balance sheet and flexibility to support growth
- \$15m debt to fund StarVale acquisition fully repaid by 30 June 2023
- Pace of execution of on-market share buy-back² impacted by unfavourable run of jackpots

1. Excludes impact of Intellitron Pty Ltd in FY22 (sold 30 June 2022).

2. On-market share buy-back of up to \$25m conducted on an opportunistic basis and commenced in September 2022. The timing and number of shares to be purchased has and continues to depend on the prevailing share price and alternative capital deployment opportunities. Jumbo reserves the right to vary, suspend or terminate the share buy-back program at any time. Since initiating the buy-back, \$2.6m shares had been purchased at an average price of \$12.58.

FY23 Group result overview

TTV (\$m)



Revenue (\$m)

Revenue margin



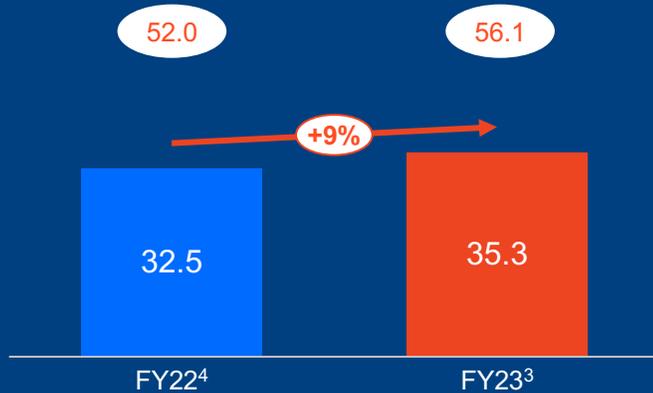
Underlying EBITDA¹ (\$m)

Underlying EBITDA margin



Underlying NPATA^{1,2} (\$m)

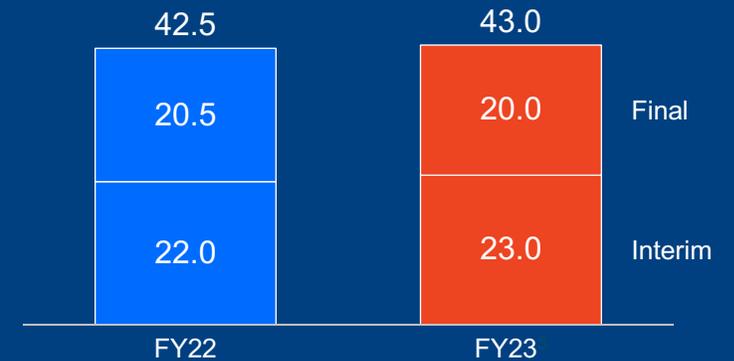
Underlying EPSA² (cps)



Free cash flow⁵ (\$m)



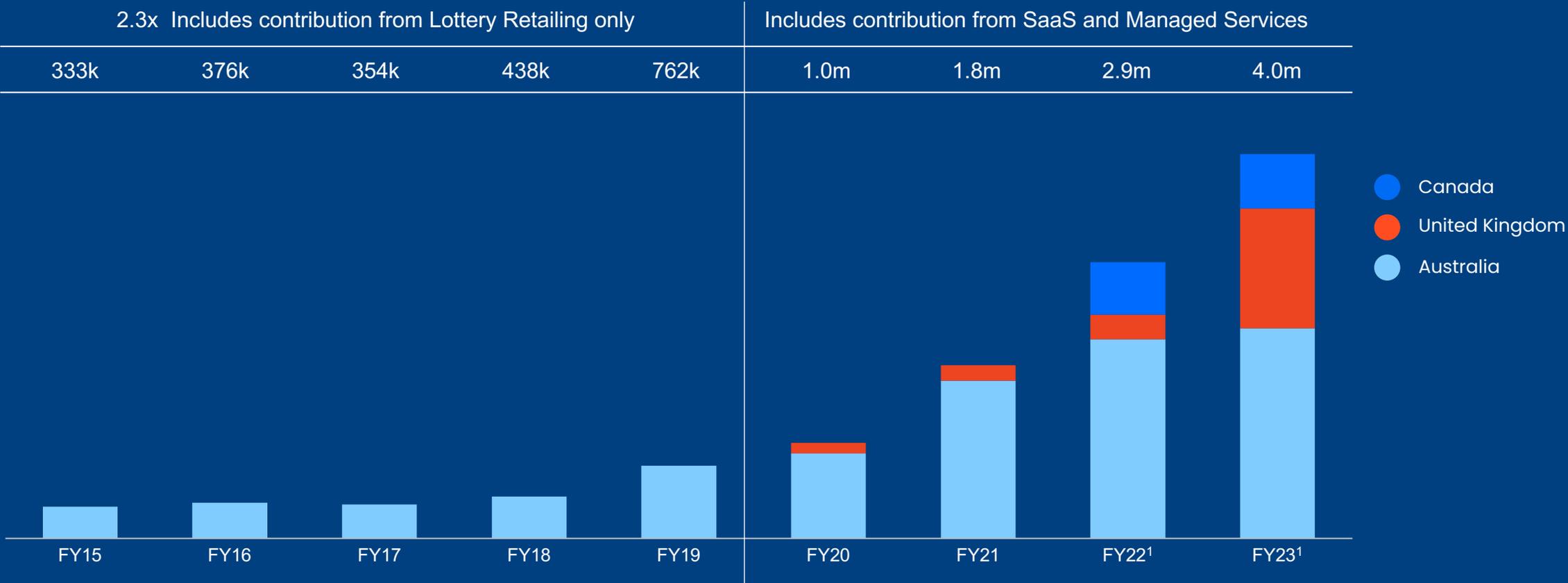
Dividend declared (cps)



1. Reported EBITDA adjusted for one-off costs of \$769k in FY23 (FY22: \$1,052k) and Reported NPATA adjusted for one-off items of \$1,530k in FY23 (FY22: \$1,029k) respectively.
2. Net Profit After Tax / Earnings Per Share before amortisation of acquired intangible assets.
3. FY23 includes a 12-month contribution from Stride (completed 1 June 2022) and 8-month contribution from StarVale (completed 1 November 2022).
4. FY22 includes a one-month contribution from Stride (completed 1 June 2022) (TTV: \$9.1m, Revenue \$0.6m and EBITDA \$0.1m).
5. Operating cashflow less capex (excluding StarVale and Stride consideration).

Active players provide the **foundation for future growth**

Active players who made a purchase in the 12-month period (FY15 – FY23)

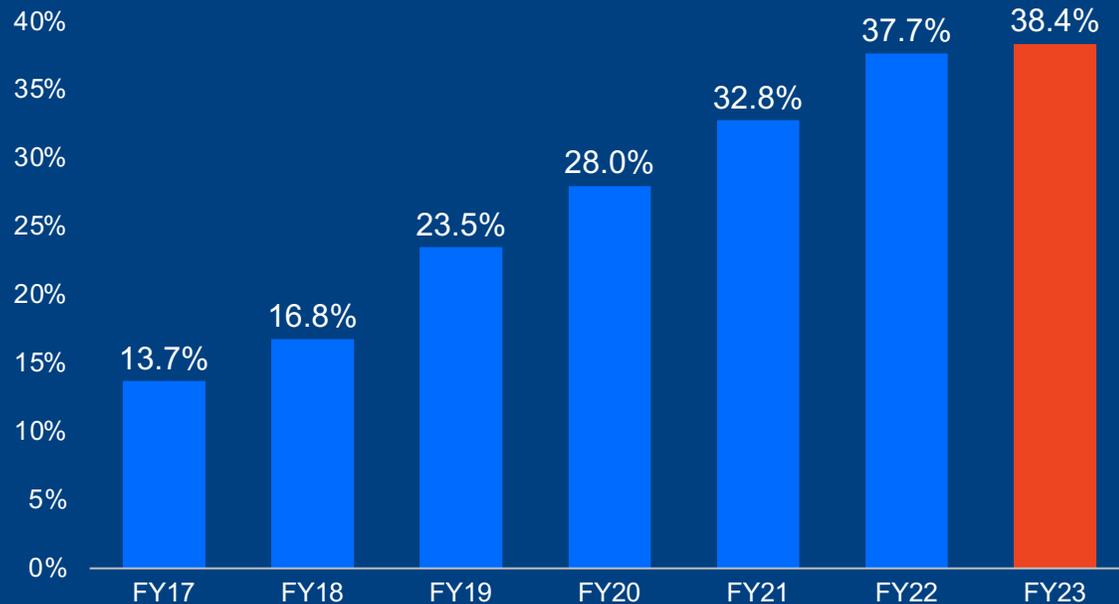


1. Stride active players restated to align with Group methodology (551k in FY22 versus ~750k previously announced at time of acquisition). StarVale active players estimated for FY23 (~975k).

Lottery Retailing

- Australian sales of digital lottery tickets up to 38.4% (1H23: 38.4%)
- 42 large jackpots (Oz Lotto/Powerball \geq \$15m) (1H23: 23 jackpots)
- Average value per large jackpot down 9.3% to \$36.9m (1H23: \$41.7m)

% of AUS lottery sales through the online channel¹



Aggregate Division 1 Jackpots² (\$m)



1. Source: The Lottery Corporation Limited FY23 Results Presentation.
 2. Oz Lotto/Powerball jackpots.

Lottery Retailing

- 300,194 new players for the 12 months ended 30 June 2023, down 24% vs pcp (FY22: 395,916)
- \$17.86 cost per lead for the 12 months ended 30 June 2023, down 2.6% vs pcp (FY22: \$18.33)
- 914,215 active players for the 12-month period ended 30 June 2023, down 0.5% vs pcp (FY22: 918,832)
- \$467.12 average spend per online active player for the 12-month period ended 30 June 2023, down 1.7% (FY22: \$475.13)

Oz Lotteries Moving Annual Total (MAT)¹ TTV – by Fiscal Quarter



1. Excludes contribution from Western Australia customers transitioned to SaaS (effective 21 December 2020).

Software-as-a-Service (SaaS)

“

Our relationship with Jumbo has proved to be a great way to meet the needs of our customers, by combining the respective strengths of Lotterywest and Jumbo. The growth we're seeing in engagement and sales is testament to the excellent teamwork and innovation across our teams.

Ralph Addis
CEO Lotterywest



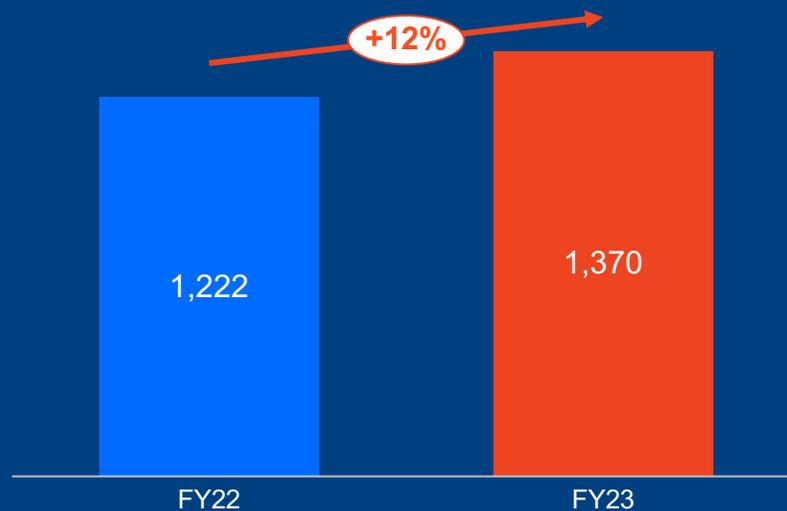
“

The adoption of the PBJ platform along with Jumbo's digital lottery expertise and collaborative approach have helped transform our lottery program. The extension of the agreement provides the foundation for strong and sustainable growth that will raise much needed funds for ground-breaking medical research, investment in world-leading clinical equipment, and developing our healthcare workforce.

Andrew Thomas
CEO, Mater Foundation



Active players ('000)



Underlying TTV (\$m)



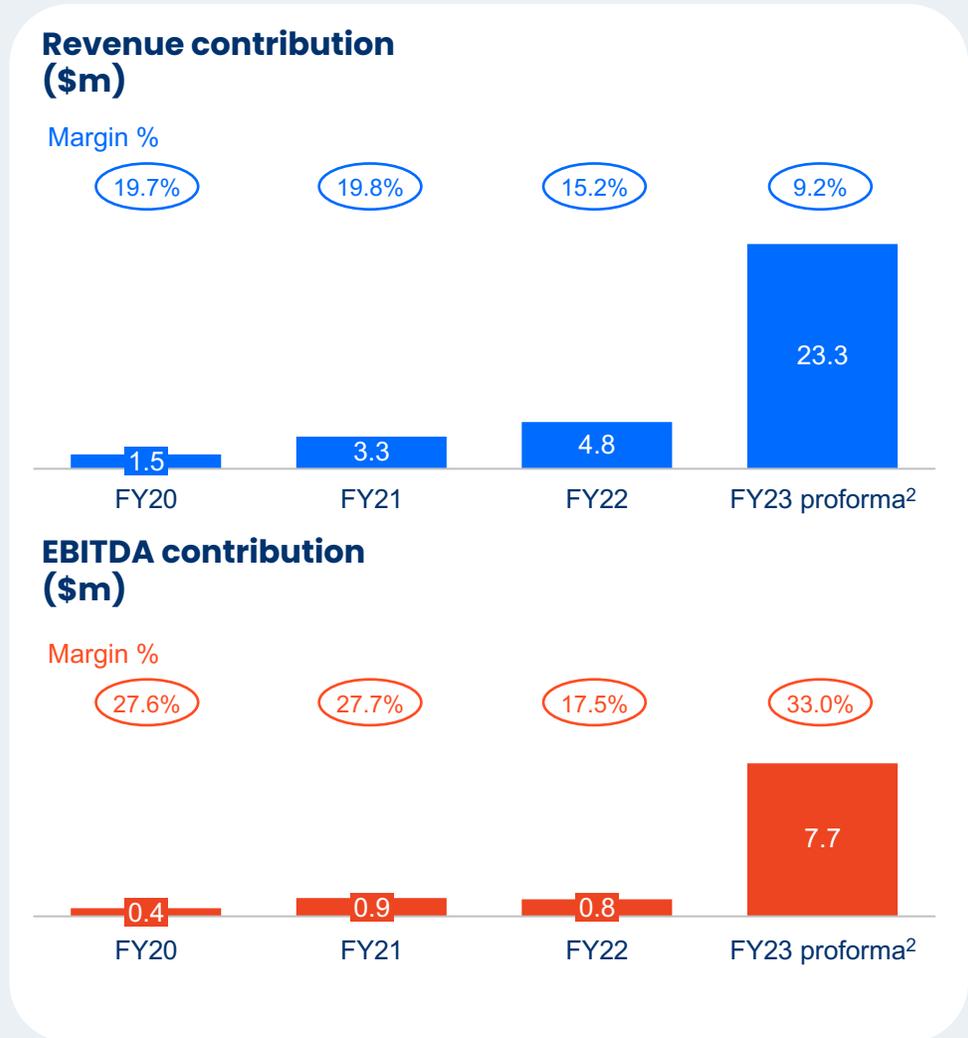
1. FY22 excludes \$767k contribution from Intellitron Pty Ltd (sold 30 June 2022).

2. St Helena Hospice (SHH) did not contribute to FY22 on a full run-rate basis (the program went partly live in November 2021 and was fully operational in May 2022). Excluding SHH, underlying TTV increased 13%.

Current Managed Services propositions

Our current propositions enable access to the full spectrum of lottery management and raffle services across grassroots, mid-market and enterprise not-for-profits.

Overview	Primary objective
 <p>gatherwell A JUMBO COMPANY</p> <p>Acquired Dec 2019</p> <p>Focused on digital lotteries for small to medium sized good causes e.g. schools, local authorities</p>	<p>✓ Market access</p>
 <p>STRIDE A JUMBO COMPANY</p> <p>Acquired Jun 2022</p> <p>Provides a full service offering to organisations seeking to fundraise via charitable lottery or fully managed raffle product</p>	<p>✓ Market access</p>
 <p>StarVale A JUMBO COMPANY</p> <p>Acquired Nov 2022</p> <p>Provides a full range of Society Lottery (weekly lottery and raffle) and prize draw services including payment processing</p>	<p>✓ Capabilities and propositions</p> <p>✓ Operating scale</p>
 <p>JUMBO Fundraising</p> <p>Launched Feb 2021</p> <p>Lottery management solution (software + services) for enterprise not-for-profit organisations</p>	<p>✓ Leverage Powered by Jumbo</p> <p>✓ Expand SAM¹</p>



1. Serviceable Available Market.
2. Assumes 12-month contribution from StarVale which completed on 1 November 2022.

Our blueprint for acquisitions

Our M&A strategy seeks to enhance the existing portfolio by acquiring new businesses that enable access to new markets, complementary capabilities and propositions, and to build operating scale.

Strategic rationale

- 1 Access to new regions, sectors and verticals
- 2 Develop complementary capabilities and revenue generating propositions
- 3 Consolidate position in market and build for operating scale

Business criteria



Established business with proven track record of performance



Significant growth runway by leveraging Jumbo core IP (technology and lottery expertise)



High calibre team and expertise (typically founder-led)



Strong compliance, risk management and governance (including player welfare)

Financial criteria



Operating at scale, generates EBITDA ≥A\$3m per annum



Typically 5 – 7x EBITDA multiple¹



EPS accretion (typically in first year)



Attractive financial profile (EBITDA margin, ROIC²)

1. EBITDA multiple higher than 5 – 7x EBITDA may be considered should the acquisition deliver key strategic or transformational capabilities.
2. Return on invested capital.

Financial results

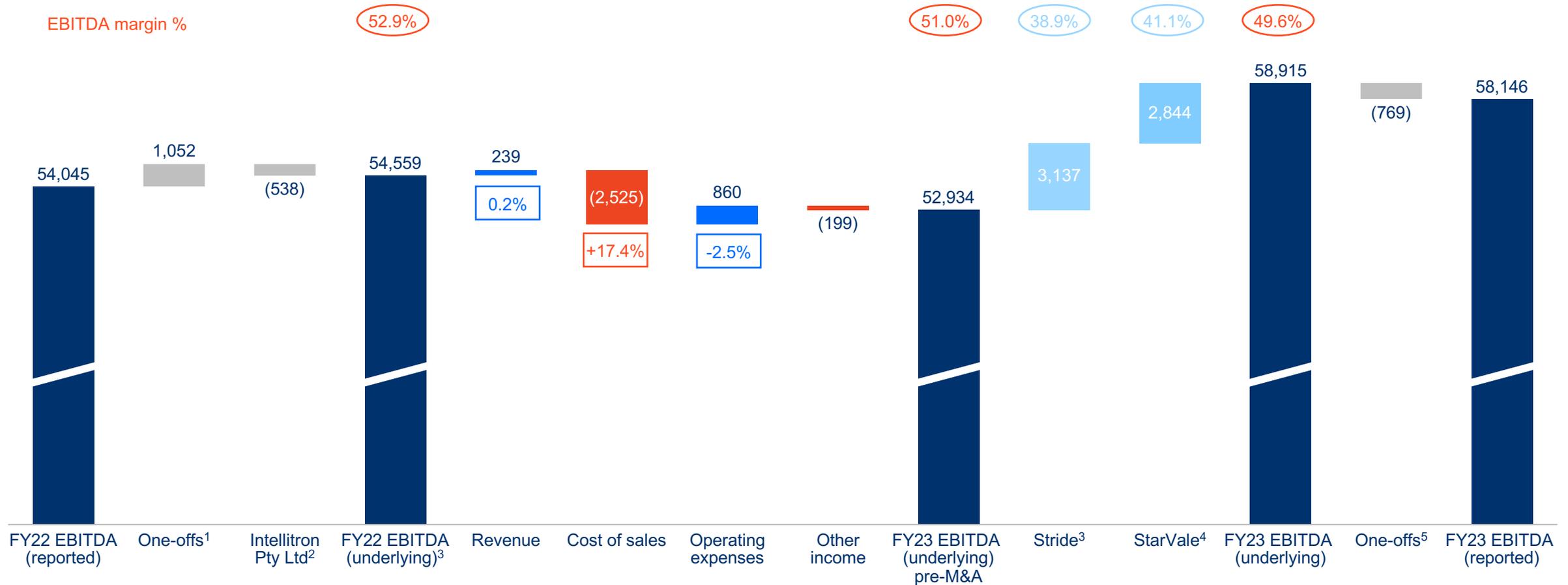


David Todd
CFO



Underlying EBITDA

Underlying EBITDA FY23 vs FY22 (\$'000)



1. Includes \$973k of acquisition expenses, \$604k of one-off expenses relating to prior year chargebacks and \$525k profit on sale of Intellitron Pty Ltd.

2. \$538k EBITDA from Intellitron Pty Ltd sold on 30 June 2022 (Revenue of \$767k and operating expenses of \$229k).

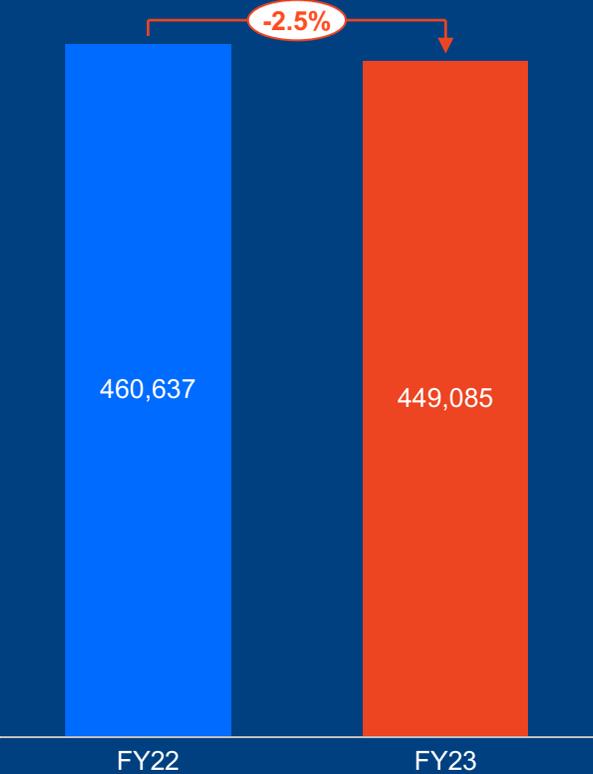
3. Includes 1-month contribution of \$80k from Stride in FY22 (completed 1 June 2022) and a full 12-month contribution in FY23.

4. Includes an 8-month contribution from StarVale (completed 1 November 2022).

5. Includes consulting and legal fees associated with the acquisition of Stride and StarVale (\$115k), fair value movement on financial liabilities related to Stride and StarVale (\$410k) and one-off retention payments to key Stride management (\$244k) following completion on 1 June 2022.

Lottery Retailing

TTV (\$'000)



Revenue (\$'000)

Revenue margin %



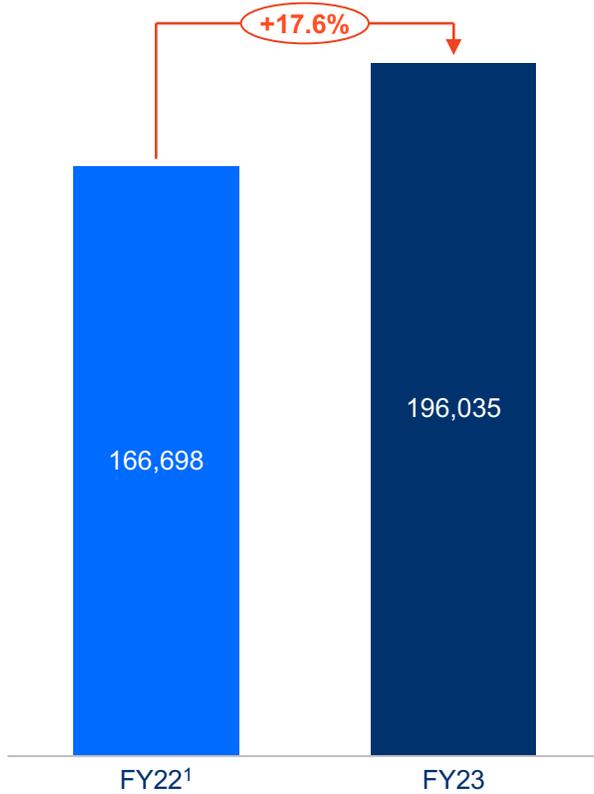
EBITDA (\$'000)

EBITDA margin %



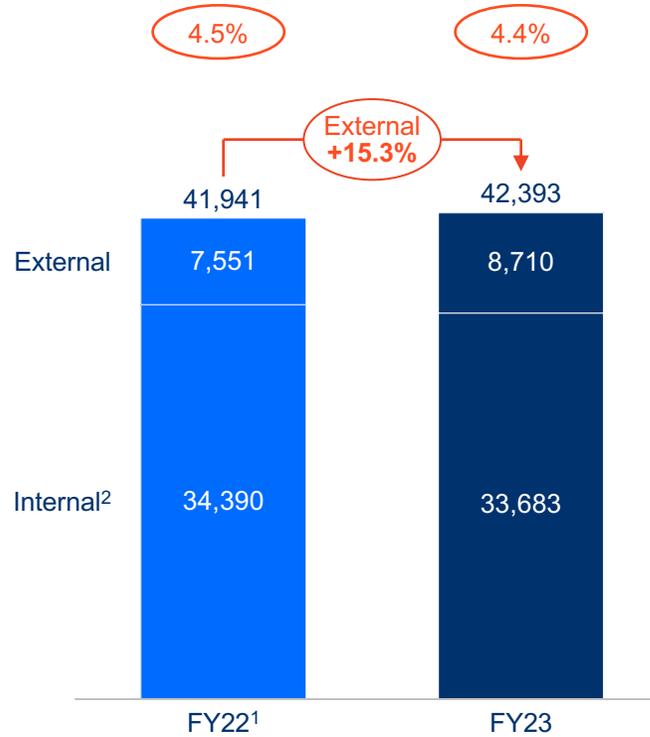
Software-as-a-Service (SaaS)

Underlying TTV (\$'000)



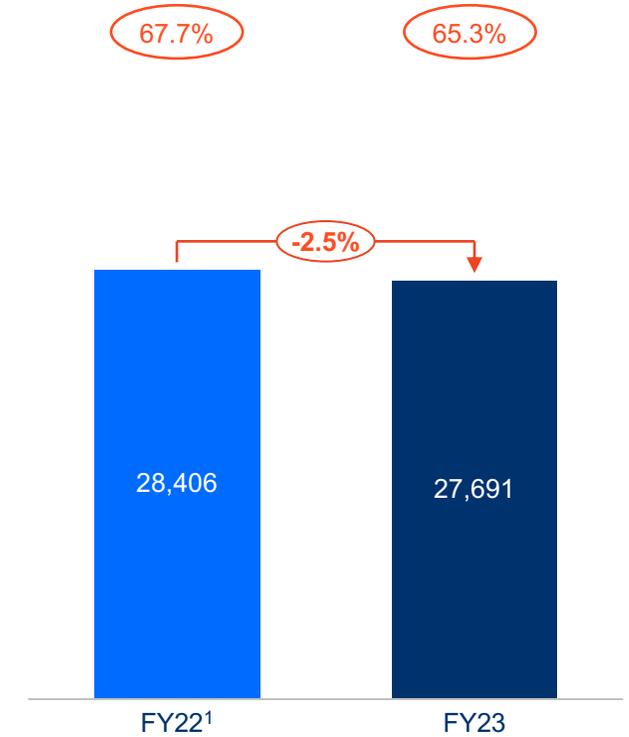
Underlying Revenue (\$'000)

External Revenue margin %



Underlying EBITDA (\$'000)

EBITDA margin %



1. Excludes \$767k TTV/Revenue and \$538k EBITDA impact of Intellitron Pty Ltd (sold on 30 June 2022).

2. Lottery Retailing pays a licence fee (equivalent to 7.5% of relevant Lottery Retailing TTV) to SaaS, recognised in Lottery Retailing cost of sales and SaaS' internal revenue.

Managed Services

AUD ¹	United Kingdom				Canada		Australia		Group	
	Gatherwell		StarVale ¹		Stride ²		Jumbo Fundraising ³		Managed Services	
	FY23 \$'000	FY22 \$'000	FY23 \$'000	FY22 \$'000	FY23 \$'000	FY22 \$'000	FY23 \$'000	FY22 \$'000	FY23 \$'000	FY22 \$'000
TTV	20,591	22,044	83,187	-	102,278	9,068	757	710	206,813	31,822
Revenue	3,626	4,069	6,917	-	8,072	618	100	148	18,715	4,835
Cost of sales	(448)	(449)	-	-	(955)	(87)	(11)	(8)	(1,414)	(544)
Gross profit	3,178	3,620	6,917	-	7,117	531	89	140	17,301	4,291
Operating expenses	(2,617)	(2,464)	(4,073)	-	(4,276)	(451)	(143)	(532)	(11,109)	(3,447)
EBITDA	561	1,156	2,844	-	2,893⁴	80	(54)	(392)	6,244⁴	844
Revenue margin %	17.6%	18.5%	8.3%	n/a	7.9%	6.8%	13.2%	20.8%	9.0%	15.2%
EBITDA margin %	15.5%	28.4%	41.1%	n/a	35.8%	12.9%	-54.0%	n/a	33.4%	17.5%

1. Completed on 1 November 2022 (FY23 contribution of 8 months, nil in pcp).

2. Completed on 1 June 2022 (FY23 contribution of 12 months, 1-month in pcp).

3. FY23 includes contribution from LifeFlight Australia and Paralympics.

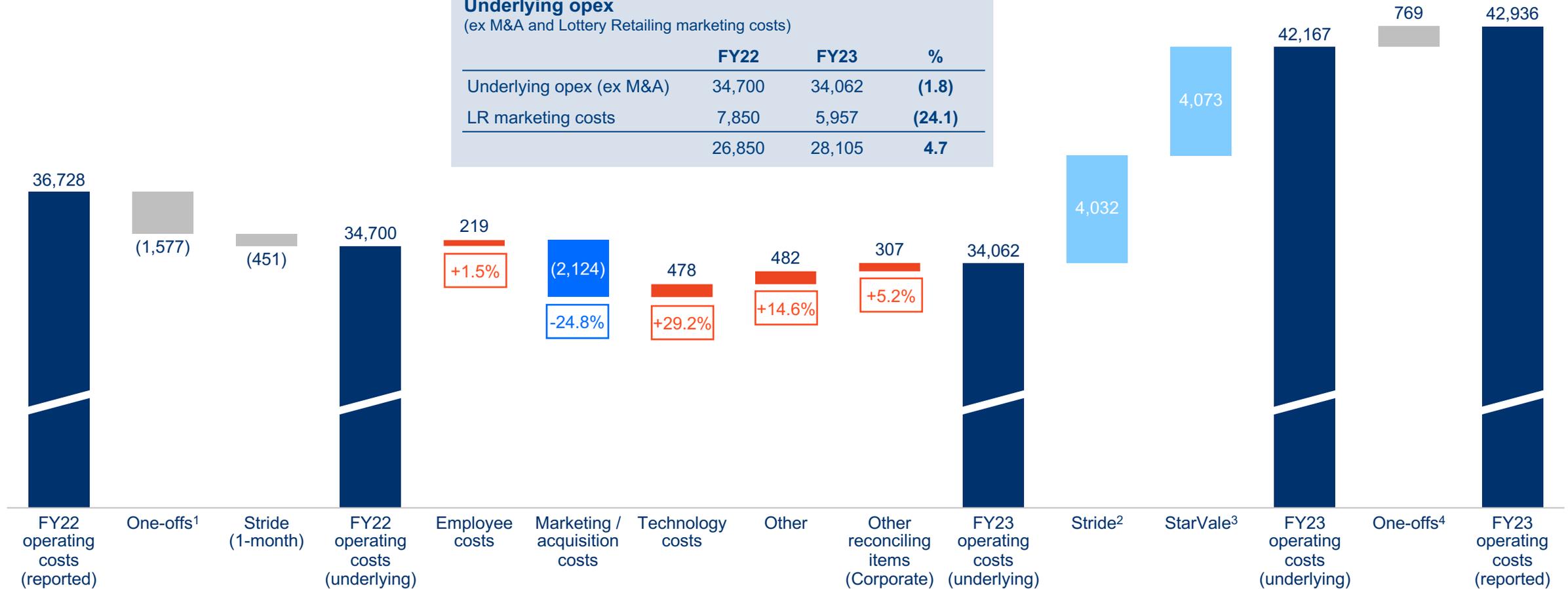
4. Includes \$52k of other income.

Disciplined cost management

Operating expenses FY23 vs FY22 (\$'000)

Underlying opex (ex M&A and Lottery Retailing marketing costs)

	FY22	FY23	%
Underlying opex (ex M&A)	34,700	34,062	(1.8)
LR marketing costs	7,850	5,957	(24.1)
	26,850	28,105	4.7



1. Includes \$973k of acquisition expenses and \$604k of one-off expenses relating to prior year charge backs.

2. Includes a full 12-month contribution from Stride (completed 1 June 2022).

3. Includes an 8-month contribution from StarVale (completed 1 November 2022).

4. Includes consulting and legal fees associated with the acquisition of Stride and StarVale (\$115k), fair value movement on financial liabilities related to Stride and StarVale (\$410k) and one-off retention payments to key Stride management (\$244k) following completion on 1 June 2022.

Balance sheet **strength**

- Strong balance sheet as at 30 June 2023 with a cash balance of \$41.2m¹ (FY22: \$60.0m¹)
- FY23 final ordinary dividend of 20cps reflects a full year payout ratio of 85.7% of statutory NPAT, slightly above the top end of the targeted 65% to 85% dividend payout ratio range
 - Record date: 1 September 2023
 - Payment date: 22 September 2023
- The Board continuously reviews and assesses Jumbo's capital management framework
- \$15m debt drawn to fund acquisition of StarVale fully repaid by 30 June 2023
- \$31.1m increase in intangibles attributed to goodwill of acquisitions
- Disciplined approach to execution of on-market share buy-back² (\$2.6m completed as at 30 June 2023) impacted by unfavourable run of jackpots

	30 Jun 2023 \$'000	30 Jun 2022 \$'000
Cash	53,190	68,930
Other current assets	16,486	6,096
Non-current assets	86,146	56,192
Total assets	155,822	131,218
Current liabilities	43,545	28,803
Non-current liabilities	12,288	9,432
Total liabilities	55,833	38,235
Net assets/equity	99,989	92,983

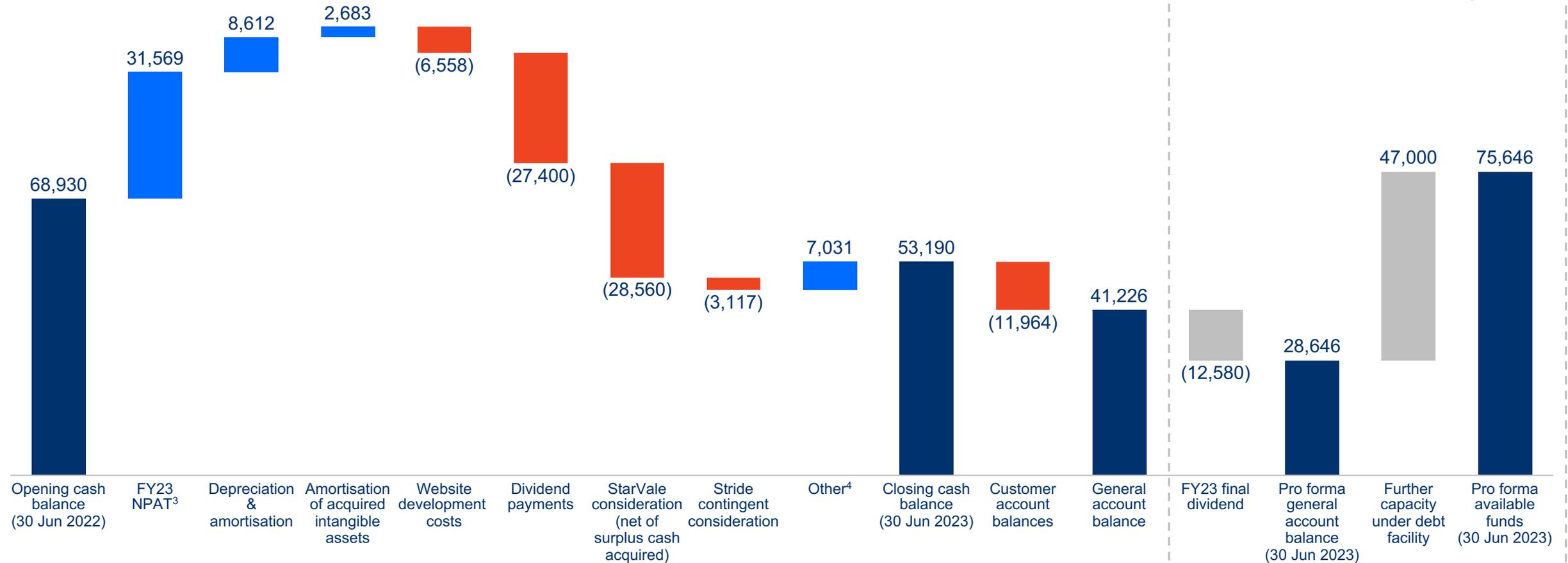
1. Excluding customer account balances of \$12.0m (FY22: \$8.9m).

2. On-market share buy-back of up to \$25m conducted on an opportunistic basis and commenced in September 2022. The timing and number of shares to be purchased has and continues to depend on the prevailing share price and alternative capital deployment opportunities. Jumbo reserves the right to vary, suspend or terminate the share buy-back program at any time. Since initiating the buy-back, \$2.6m shares had been purchased at an average price of \$12.58.

Balance sheet strength underpinned by **cash generation**

- Free cash flow of \$46.2m¹ (FY22: \$38.2m¹)
- Cash conversion ratio of 146.4%² (FY22: 122.4%²)

Cashflow reconciliation (\$'000)



1. Operating cashflow less capex (excluding StarVale and Stride consideration).

2. Free cash flow / NPAT.

3. FY23 NPAT includes a one-off tax charge of \$861k due to a change in the treatment of the capitalised TLC extension fee paid at the time of the renewal of the agreement.

4. Primarily reflects working capital movements and purchase of shares as part of on-market share buy-back.

Conclusion & FY24 Outlook



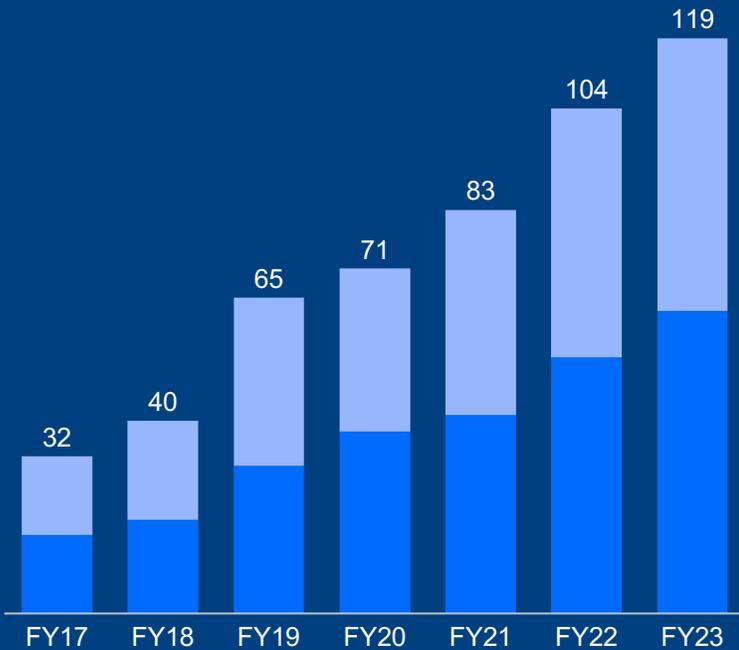
Mike Veverka
CEO and Founder



Successfully growing earnings and cash generation

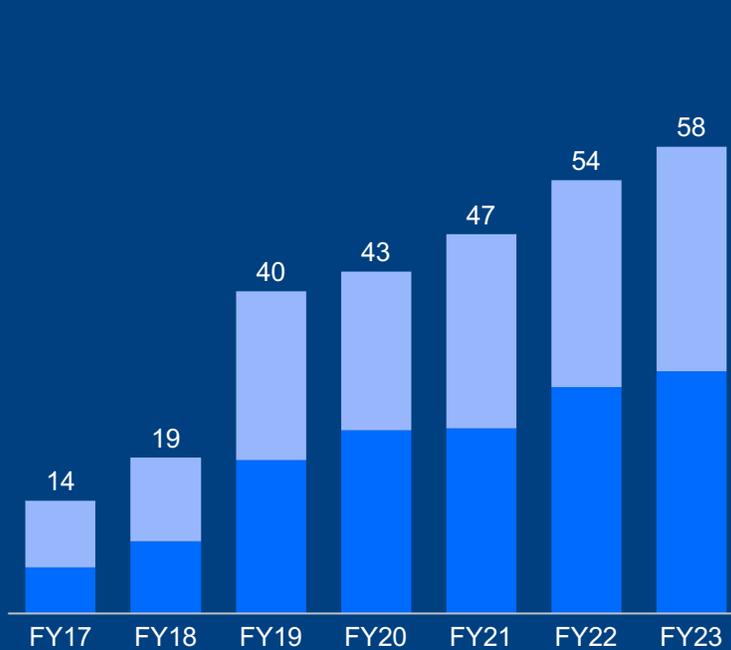
Revenue (\$m)

▲ +24% FY18 – FY23 CAGR



EBITDA (\$m)

▲ +25% FY18 – FY23 CAGR



Operating cashflow (\$m)

▲ +26% FY18 – FY23 CAGR



■ 2H ■ 1H ● Dividend declared (cps)¹

1. FY17, FY18 and FY19 include special dividends.
2. Reflects timing impact where trade and other payables was \$22m (FY18:\$14m), as payments to The Lottery Corporation are a week in arrears.

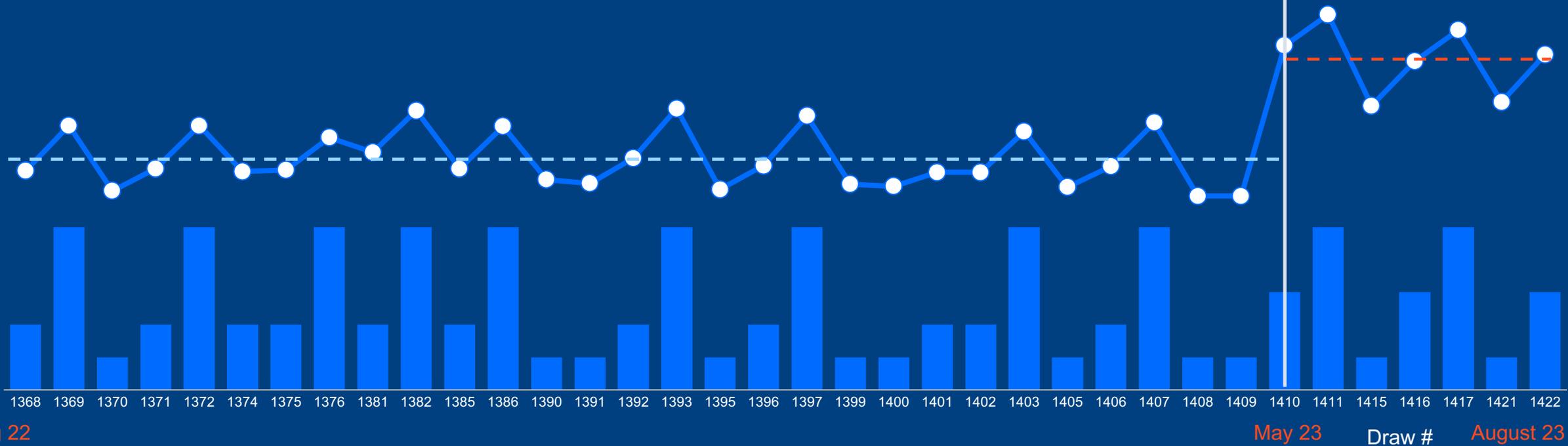
Powerball price change (in line with expectations but still early days)

Powerball RPPU¹ for jackpots ≤ \$20m (\$)

- RPPU
- Draw size
- - - Average RPPU (pre price change)
- - - Average RPPU (post price change)

Powerball price change (May 23)

- + 20 cents price increase (+14.8%)
- + 29% increase in RPPU²
- 0.3% decrease in tickets sold²



1. Revenue per paying user.

2. Percentage change in average RPPU/tickets sold for \$20m Powerball draws (post price change) vs average of equivalent RPPU/tickets sold for ~10 months prior to price change (August 2022 to May 2023).

FY24 Outlook – Primed for margin optimisation

Lottery Retailing*

- Marketing costs expected to be in the range of 1.5% to 2.0% of TTV (FY23: 1.3%), dependent on jackpots
- Final step up in TLC service fee¹ to 4.65% of subscription price of tickets (FY23: 3.5%)
- Improved revenue margin² following portfolio pricing changes announced in May 2023 (FY23: 20.3%)

Acquisitions (Gatherwell + Stride + StarVale)

- Mid-to-high single digit revenue growth
- Modest investment to optimise governance, seed Jumbo culture and drive future growth

Group (excluding impact of incentives³)

- Underlying operating cost growth to grow at a slower pace than revenue on a like-for-like basis⁴
- Underlying EBITDA margin expected to be in a range of 48% to 50%¹ (FY23: 50.1%)

Capital

- Strong free cash flow generation with ~100% cash conversion expected
- Targeted dividend payout ratio of 65% to 85% of statutory NPAT
- Strong M&A pipeline supported by balance sheet strength and debt headroom
- On-market share buy-back⁵ of up to \$25 million expected to continue into FY24; provides capital flexibility

* Jackpots remain a significant driver of Lottery Retailing ticket sales (and revenue) and in any given year there is uncertainty as to the exact number and aggregate value of large jackpots.

1. Pursuant to the Reseller Agreements with TLC dated 25 August 2020, a 'stepped-up' service fee is payable in the subscription cost of the tickets purchased at 1.5% FY2021, 2.5% FY2022, 3.5% FY2023, and 4.65% FY2024 and thereafter. If the subscriptions exceed \$400,000,000 in any applicable financial year, then a service of 4.65% applies to the excess amount.
2. Pro-forma FY23 Lottery Retailing revenue margin following pricing changes estimated to be ~22.8% (based on FY23 jackpot profile and portfolio mix).
3. Excludes the impact of short-term incentives and Share-based Payments (SBP). FY23 benefitted from significantly lower short-term incentive payments due to underlying NPAT growth being below the required hurdle rate.
4. StarVale contributed only 8 months to FY23.
5. On-market share buy-back of up to \$25m conducted on an opportunistic basis and commenced in September 2022. The timing and number of shares to be purchased has and continues to depend on the prevailing share price and alternative capital deployment opportunities. Jumbo reserves the right to vary, suspend or terminate the share buy-back program at any time. Since initiating the buy-back \$2.6m shares had been purchased at an average price of \$12.58.

Harnessing Artificial Intelligence

As a software company, Jumbo has always been an early adopter of new technology and has been conducting experiments with AI for several years

Already in use



Marketing

Deploying Machine Learning (ML) to analyse player behaviour, develop predictive models and product recommendations

Incorporating ML into marketing and data-handling procedures and to improve campaign efficiency

Exploring generative AI for copywriting and image generation



Development

Employing GitHub Copilot (AI-powered software development assistant) to support programmers with auto-complete suggestions during coding sessions



Customer Support

Leveraging AI-driven chatbots for 24/7 customer support, simultaneously managing large quantities of customer queries, reducing wait times and allowing customer support team to focus on complex queries



Operations

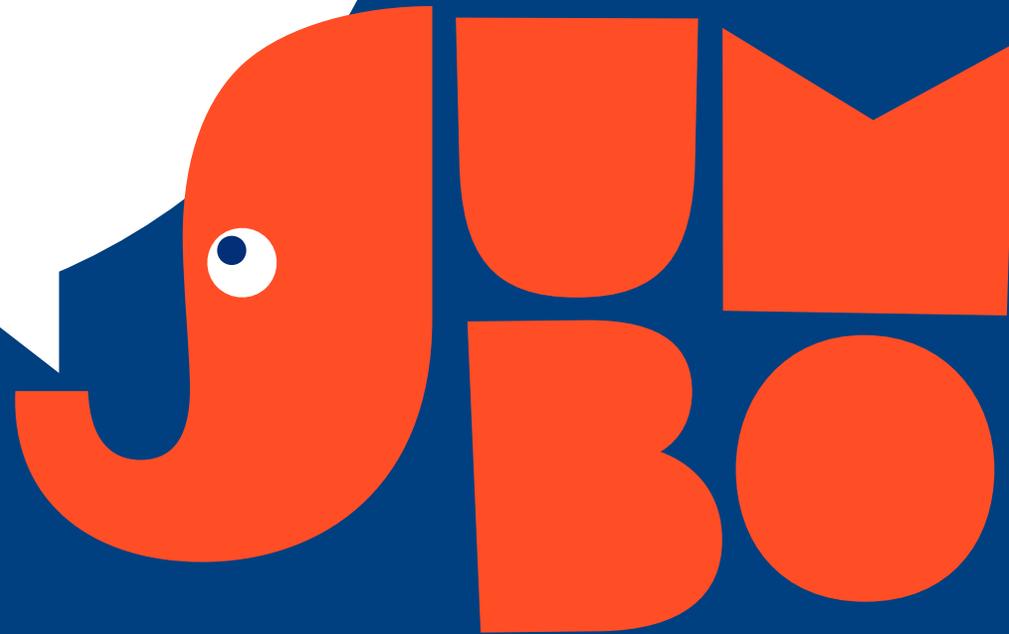
Monitoring transactions in real time, contrasting them with past data and rules to identify potential fraud and suspicious activity

Integrating behavioural analysis to identify unauthorised access and proactively promoting Responsible Play

Governance

Guardrails for the responsible use of AI to ensure the use of these technologies and capabilities is within tolerance of Jumbo's integrity and governance framework and our players' wellbeing continues to be a key consideration

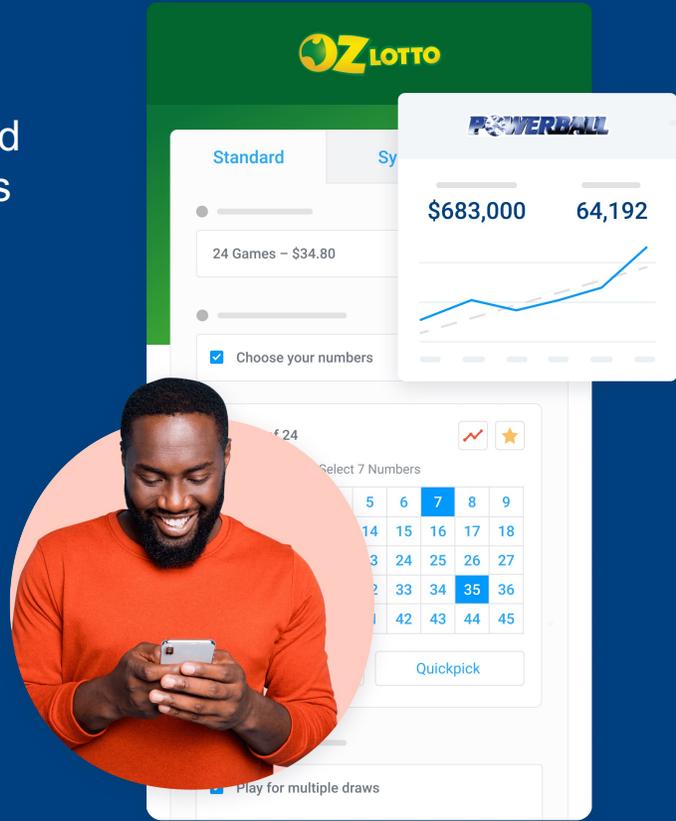
Questions



Supplementary Information

We are a digital lottery specialist

Providing our best in class lottery software platform and lottery management expertise to the charity and government lottery sectors in Australia and globally.



We exist to create positive social impact through making lotteries easier by being the number one choice in digital lottery and services



Founded in 1995, listed on the ASX in 1999



4 million active players



250 employees worldwide



\$235m raised each year for good causes¹

1. Return to cause funds raised by our charity partners, excluding state based lottery taxes from Lotterywest and The Lottery Corporation.

A clear strategy to deliver value for **all our key stakeholders**



1. Total Shareholder Return vs S&P/ASX300 Accumulated.

Our **three** operating segments

Reseller¹

Lottery Retailing

Jumbo is an authorised reseller of Australian digital lottery tickets through Oz Lotteries.



\$2.1bn

Serviceable Available Market²

Software only

Software-as-a-Service (SaaS)

We license our 'Powered by Jumbo' (PBJ) digital lottery platform as a solution to government and charity lottery operators in Australia and globally.



\$3.1bn

Serviceable Available Market²

Software + Services

Managed Services

We provide our lottery platform and lottery management services to charities and worthwhile causes that are looking to establish a lottery program or enhance an existing program.



\$5.2bn

Serviceable Available Market²

1. Jumbo is an authorised reseller of lottery tickets via Reseller Agreements with The Lottery Corporation (TLC). In August 2020, Jumbo extended its long running Reseller Agreements with TLC for a further 10 years to August 2030. The Reseller Agreements do not cover the states of Queensland (due to small business restrictions limiting lottery agencies to businesses that employ less than 50 FTE) and Western Australia (where Jumbo has entered into a SaaS agreement to provide our proprietary lottery software platform and services for up to 10 years). The trademarks are licensed to applicable members of the Jumbo Group under the Reseller Agreements with TLC.
2. Reflects the current portion of the market that can be acquired based on our existing business model, including existing product set and capabilities.

Jumbo investment highlights

Profitable and global growth underpinned by yield and positive sector dynamics



Pure play digital lottery specialist with best-in-class lottery software and digital marketing expertise



Capital light business model, with strong balance sheet



Growth underpinned by structural shift to digital lotteries



Founder-led, with experienced board and executive team with deep technology and lottery experience

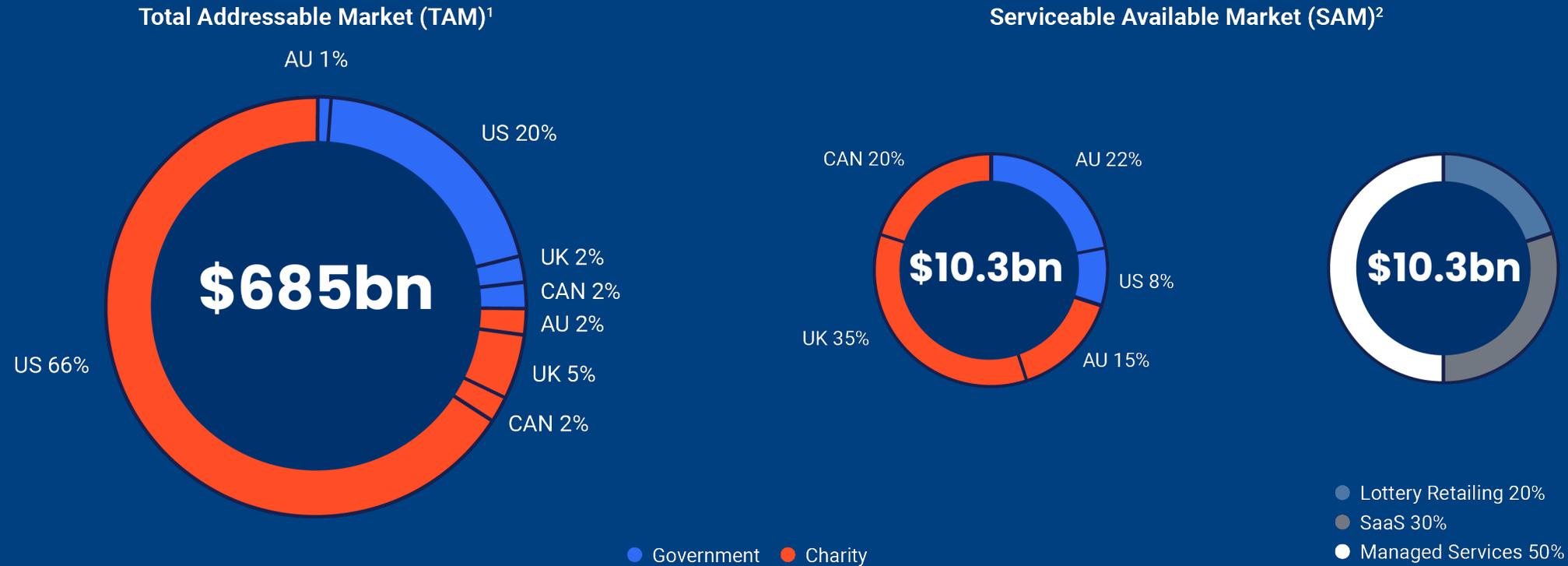


Scalable financial model, attractive unit economics and cash generation



Unique culture, with an unrelenting focus on creating an unrivalled player experience

Large, growing and underpenetrated serviceable available market



1. Reflects total Government lottery market in Australia and the US plus total individual charitable giving in Australia, UK and Canada.

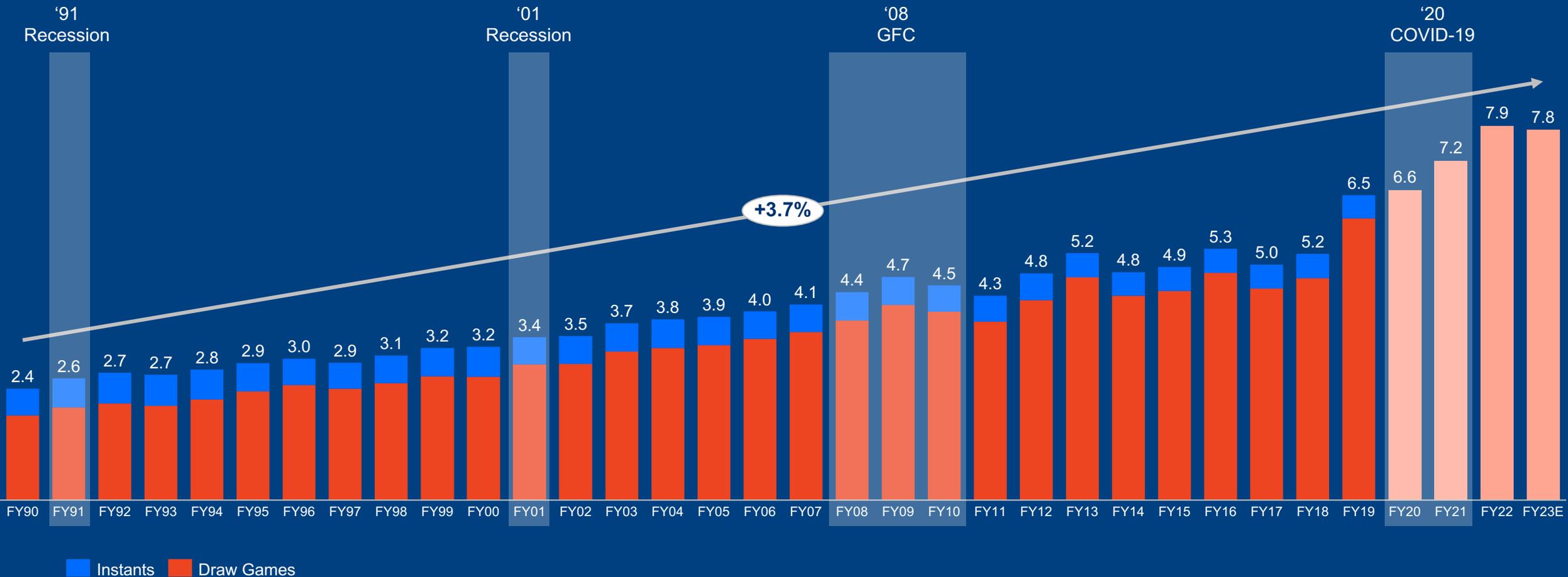
2. Reflects the current portion of the market that can be acquired based on our existing business model, including existing product set and capabilities

Source: Australian Gambling Statistics, TLC financial reports, Lotterywest Annual Report, ACNC (Australian Charities Report – 7th Edition), Charity Commission For England and Wales, The Giving Report 2022 (Canada), La Fleur's 2021, The National Philanthropic Trust (which curates statistics from recent studies and reports on charitable giving in the U.S), North American Gaming Almanac 2020-21

All figures shown in Australian dollars (A\$1.00 = US\$0.71; £0.56 and C\$0.91)

Lotteries have proven to be highly resilient to recessions

Australian lotteries sales over time (\$bn)^{1,2}



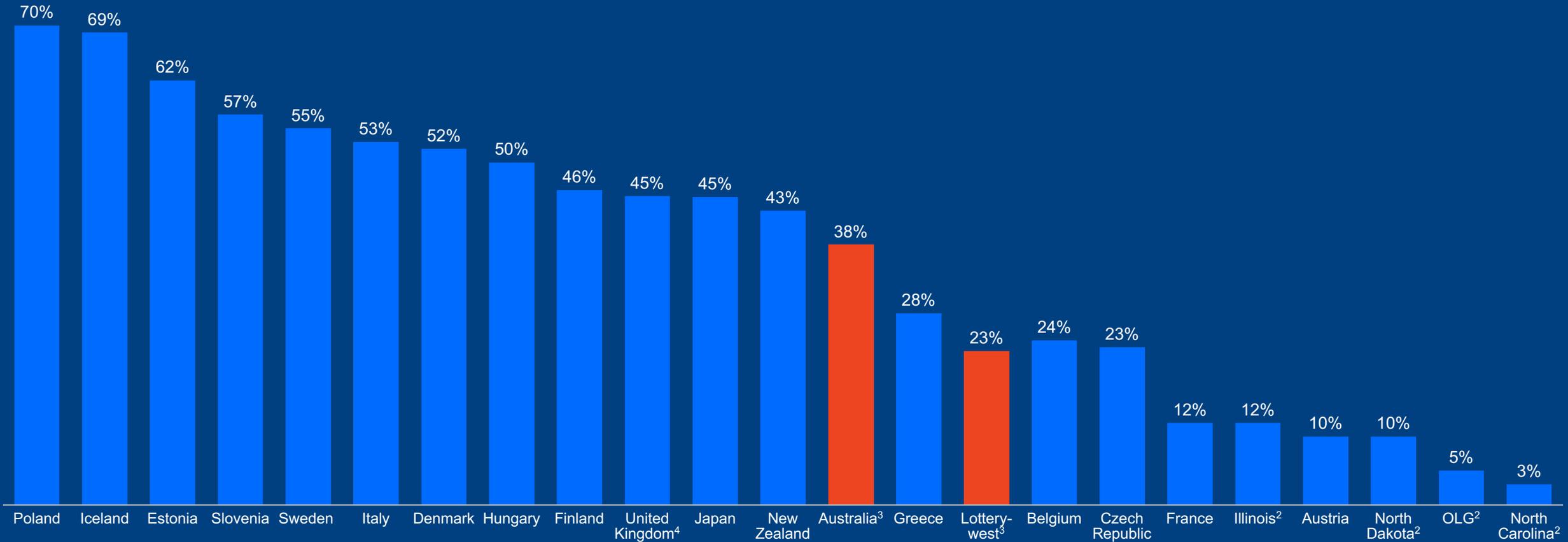
Source: Australian Gambling Statistics, Tabcorp/TLC, Lotterywest financial reports.

1. FY90 – FY19; excludes commission, June year end.

2. FY21E – FY23E: estimated based on Tabcorp/TLC revenue growth.

Significant growth potential from increasing online penetration

2022¹ total internet revenues as a % of total lottery sales



1. Based on calendar year 2022 performance.

2. Solely sells draw games via the internet.

3. Australia online penetration based on FY23 figures from the The Lottery Corporation FY23 Results Presentation; Lotterywest (WA) online penetration based on FY22 figures from Lotterywest's 2022 Annual Report.

4. For the 12 months 1 April 2022 to 31 March 2023.

Source: La Fleur's 2023 Internet Report; Company annual reports/websites.

Integration goals



Uncover and execute growth opportunities

- ✓ British Columbia regulatory approval obtained; Awaiting decision on Ontario application
- ✓ Developing a spectrum of services from grassroots to enterprise level clients
- ✓ New commercial roles reporting into Group Head of Commercial
- ✓ Management actions in Gatherwell gaining traction with weekly ticket sales trending up



Continuous two-way value exchange

- ✓ Refined operating model and ways of working
- ✓ New Head of Operations role to drive standardisation of ways of working, commercial models and business performance
- ✓ In-region client referrals to ensure product and client fit



New teams align with Jumbo Core Values

- ✓ Founders exited in line with earnouts, strong senior management retention, seeding Jumbo culture
- ✓ Great Place to Work certified in all regions
- ✓ Global onboarding program; Integration of engagement and communication tools
- ✓ Enhanced commitment to DEIB and inclusive work practices
- ✓ Launch of Jumbo University (new learning experience platform)



Strong focus on compliance, risk & player welfare standards

- ✓ Successful completion of internal and external audits for all subsidiaries
- ✓ Ongoing cross-functional review of data governance standards and infrastructure
- ✓ Proactive engagement with subsidiaries and clients on Responsible Play best practice
- ✓ Bolstered internal legal resources to include in-country legal support (UK)

Evolution, not revolution



Confidence we're empowering with the best technology

- ✓ All Tech and Product teams reporting into Group (head office)
- ✓ Targeted rollout of best-in-class growth & analytical tools
- ✓ Integrated all subsidiaries (ex-StarVale) into a unified Business Intelligence platform / modern tech culture
- ✓ Evolving global product roadmap – clear propositions for all platforms i.e. add capability rather than overlap

Group FY23 consolidated results

	FY23 \$'000	FY22 \$'000	Variance %	1H23 \$'000	2H23 \$'000	1H22 \$'000	2H22 \$'000
TTV	851,933	659,924	29.1%	417,045	431,032	327,934	331,990
Revenue	118,712	104,251	13.9%	62,389	54,608	52,841	51,410
Cost of sales	(17,953)	(14,473)	24.0%	(9,853)	(8,187)	(7,252)	(7,221)
Gross profit	100,759	89,778	12.2%	52,536	46,421	45,589	44,189
Other revenue	323	995	>100%	173	137	228	767
Expenses (excl. share-based payments)	(41,800)	(35,389)	18.1%	(21,670)	(20,824)	(16,954)	(18,435)
EBITDA (excl. share-based payments)	59,282	55,384	7.0%	31,039	25,734	28,863	26,521
Share-based payments	(1,136)	(1,339)	-15.2%	(874)	(451)	(641)	(698)
EBITDA	58,146	54,045	7.6%	30,165	25,283	28,222	25,823
Depreciation and amortisation	(8,612)	(8,366)	2.9%	(4,317)	(4,459)	(3,998)	(4,368)
EBITA	49,534	45,679	8.4%	25,848	20,824	24,224	21,455
Amortisation of acquired intangible assets	(2,683)	(376)	>100%	(944)	(1,556)	(300)	(76)
EBIT	46,851	45,303	3.4%	24,904	19,268	23,924	21,379
Net interest revenue	(212)	(66)	>100%	23	51	(37)	(29)
NPBT	46,639	45,237	3.1%	24,927	19,319	23,887	21,350
Income tax expense ²	(15,070)	(14,061)	7.2%	(7,741)	(5,975)	(7,479)	(6,582)
NPAT	31,569	31,176	1.3%	17,186	13,344	16,408	14,768
Amortisation of acquired intangible assets after tax	2,174	305	>100%	746	-	300	4.56
NPATA¹	33,743	31,481	7.2%	17,932	12,098	16,708	14,773

1. Net profit after tax and before amortisation of acquired intangible assets.

2. FY23 includes one-off retrospective tax charge of \$0.86 million in FY23 due to a change in the accounting and tax treatment of the capitalised \$15 million extension fee paid under the Reseller Agreements with The Lottery Corporation in August 2020.

Reconciliation to FY23 reported earnings

		FY23 \$'000	FY22 \$'000	Variance %
Reported	EBITDA	58,146	54,045	7.6%
	EBIT	46,851	45,303	3.4%
	NPAT	31,569	31,176	1.3%
	NPATA ¹	33,743	31,481	7.2%
	EPS (cps)	50.2	49.9	0.6%
	EPSA ¹ (cps)	53.6	50.3	6.5%
Add/(deduct) significant items	- Profit on disposal of subsidiary ²	-	(525)	
	- Acquisition costs ³	115	973	
	- Chargebacks ⁴		604	
	- Retention payments ⁵	244		
	- Fair value movement on financial liabilities ⁶	410		
	- Tax effect on TLC extension fee ⁷	861		
	- Tax benefit	(100)	(23)	
Underlying	EBITDA - underlying	58,915	55,097	6.9%
	EBIT - underlying	47,620	46,355	2.7%
	NPAT - underlying	33,099	32,205	2.8%
	NPATA ¹ - underlying	35,273	32,510	8.5%
	EPS - underlying	52.6	51.5	2.1%
	EPSA ¹ - underlying (cps)	56.1	52.0	7.8%

1. Net profit after tax / Earnings Per Share before amortisation of acquired intangible assets.

2. FY22 reflects profit on disposal of subsidiary (Intellitron Pty Ltd) on 30 June 2022.

3. Acquisition costs relate to the acquisition of Stride in Canada (completed 1 June 2022) and StarVale Group in the United Kingdom (completed 1 November 2022).

4. During a regular internal review of processes and procedures, disputed transactions totalling \$604,000 relating to periods prior to FY2022 were identified as having been found in favour of the cardholder but had not yet been expensed appropriately, resulting in a one-off expense recognised in FY22.

5. One-off retention payments to key Stride management following completion on 1 June 2022.

6. Fair value movement on financial liabilities relating to Stride and StarVale earnouts for the 12-month period ended 30 June 2023.

7. FY23 includes one-off retrospective tax charge of \$0.86 million in FY23 due to a change in the accounting and tax treatment of the capitalised \$15 million extension fee paid under the Reseller Agreements with The Lottery Corporation in August 2020.

FY23 Group result overview – like for like performance & impact of acquisitions

	Group Reported FY22 ⁴ \$'000	1-month Stride ² FY22 \$'000	Group (excl. Stride) FY22 ⁴ \$'000	Group Reported FY23 \$'000	Stride ² FY23 \$'000	StarVale ³ FY23 \$'000	Group (excl. Stride & StarVale) FY23 \$'000	Reported Variance %	Variance (excluding Stride & StarVale) %
TTV	659,924	9,068	650,856	851,933	102,278	83,187	666,468	29.1%	2.4%
Revenue	104,251	618	103,633	118,712	8,072	6,917	103,723	13.9%	0.1%
Revenue margin	15.8%	6.8%	15.9%	13.9%	7.9%	8.3%	15.6%	-1.9%	-0.4%
Underlying operating costs ¹	(35,151)	(451)	(34,700)	(42,167)	(4,032)	(4,073)	(34,062)	20.0%	-1.8%
Underlying EBITDA ¹	55,097	80	55,017	58,915	3,137	2,844	52,934	6.9%	-3.8%
Underlying EBITDA margin ¹	52.9%	12.9%	53.1%	49.6%	38.9%	41.1%	51.0%	-3.2%	-2.1%

1. Underlying operating costs and EBITDA adjusted for one-off costs – see previous slide for details.

2. Stride completed on 1 June 2022 (FY23 contribution of 12 months, 1-month in pcp).

3. StarVale completed on 1 November 2022 (FY23 contribution of 8 months, nil in pcp).

4. Includes \$538k EBITDA contribution from Intellitron (Pty Ltd) (sold 30 June 2022).

FY23 result – segmental information

	Lottery Retailing \$'000	SaaS \$'000	Managed Services \$'000	Intersegment eliminations \$'000	Total \$'000
TTV	449,085	196,035	206,813	-	851,933
- Group	449,085	-	-	-	449,085
- Third-party	-	196,035	206,813	-	402,848
Total segment sales revenue from external customers	91,287	8,710	18,715	-	118,712
Intersegment sales revenue	-	33,683	-	(33,683)	-
Total segment sales revenue	91,287	42,393	18,715	(33,683)	118,712
Cost of sales	(49,791)	(431)	(1,414)	33,683	(17,953)
Gross profit	41,496	41,962	17,301	-	100,759
Employee benefits expense	(3,003)	(9,894)	(6,879)	-	(19,776)
Marketing expenses	(5,957)	(180)	(381)	-	(6,518)
Technology expenses	(189)	(1,796)	(738)	-	(2,723)
Other expenses ¹	(1,813)	(2,401)	(3,111)	-	(7,325)
Operating expenses	(10,962)	(14,271)	(11,109)	-	(36,342)
Total segment EBITDA	30,534	27,691	6,192	-	64,417
Other reconciling items (Corporate) ²					(6,594)
Other revenue					323
Consolidated EBITDA					58,146

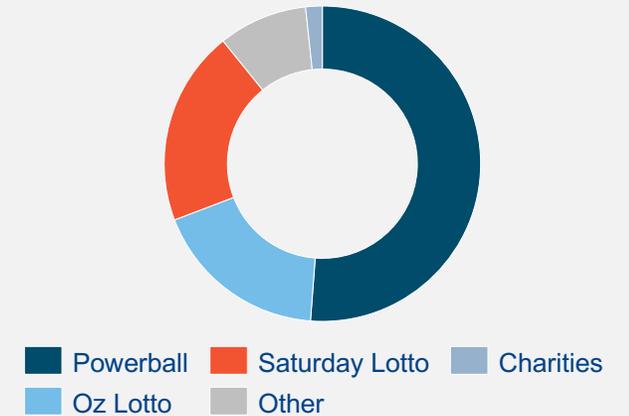
1. Includes finance, consulting and legal, office and other costs.

2. Includes sovereign costs e.g. Directors' fees, CEO/CFO employee costs, share-based payments, insurance etc.

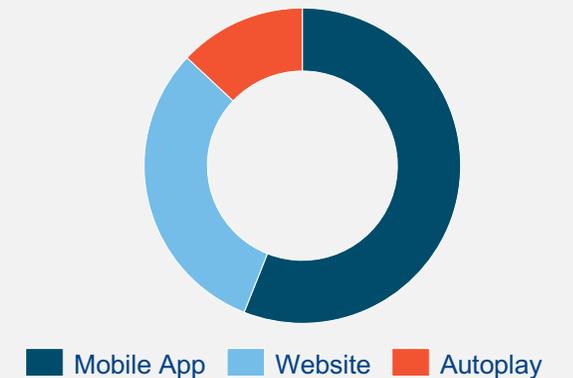
Lottery Retailing

	FY23	FY22	Variance %
TTV (\$'000)	449,085	460,637	-2.5%
Revenue (\$'000)	91,287	91,098	0.2%
Revenue margin (%)	20.3%	19.8%	0.6%
Cost of sales ¹ (\$'000)	(49,791)	(48,002)	3.7%
Operating expenses (\$'000)	(10,962)	(12,984)	-15.6%
- Marketing	(5,957)	(7,850)	-24.1%
- Other	(5,005)	(5,134)	-2.5%
EBITDA (\$'000)	30,534	30,112	1.4%
Number of jackpots ≥ \$15m	42	43	-2.3%
Average Division 1 jackpots of ≥ \$15m (\$m)	36.9	40.7	-9.3%
Peak Division 1 jackpot during the half year period (\$m)	160	120	n/a
Aggregate Division 1 jackpots on offer during the half year period (\$m)	1,550	1,750	-11.4%
Number of new online accounts for the half-year period	300,194	395,916	-24.2%
Cost per lead (\$)	17.86	18.33	-2.6%
Number of active players for the previous 12-month period	914,215	918,832	-0.5%
Average spend per active online player (\$)	467.12	475.13	-1.7%
Marketing costs as a % of TTV	-1.3%	-1.7%	0.4%

TTV by product (%)



TTV by platform (%)



1. Pursuant to the Reseller Agreements with TLC dated 25 August 2020, a 'stepped-up' service fee is payable in the subscription cost of the tickets purchased at 1.5% FY2021, 2.5% FY2022, 3.5% FY2023, and 4.65% FY2024 and thereafter. If the subscriptions exceed \$400,000,000 in any applicable financial year, then a service of 4.65% applies to the excess amount.

Managed Services (constant currency basis)

Constant currency	Gatherwell (GBP)			StarVale ¹ (GBP)			Stride ² (CAD)		
	FY23 £'000	FY22 £'000	Variance %	FY23 £'000	FY22 £'000	Variance %	FY23 \$'000	FY22 \$'000	Variance %
TTV	11,733	12,175	-3.6%	46,677	-	n/a	94,446	8,331	n/a
Revenue	2,083	2,288	-9.0%	3,895	-	n/a	7,417	568	n/a
Cost of sales	(256)	(243)	5.3%	-	-	n/a	(878)	(84)	n/a
Gross profit	1,827	2,045	-10.7%	3,895	-	n/a	6,539	484	n/a
Operating expenses	(1,476)	(1,363)	8.3%	(2,297)	-	n/a	(3,889)	(411)	n/a
EBITDA	351	682	-48.5%	1,598	-	n/a	2,697 ³	73	n/a
Revenue margin %	17.8%	18.8%	-1.0%	8.3%	-	n/a	7.9%	6.8%	n/a
EBITDA margin %	16.9%	29.8%	-12.9%	41.0%	-	n/a	36.4%	12.9%	n/a

1. Completed on 1 November 2022 (FY23 contribution of 8 months, nil in pcp).

2. Completed on 1 June 2022 (FY23 contribution of 12 months, 1-month in pcp).

3. Includes \$47k of other income.

Financial framework and P&L drivers

	Lottery Retailing	Software-as-a-Service	Managed Services	Corporate
A Revenue	% of TTV	<ul style="list-style-type: none"> % of third party TTV Intersegment fee: % of relevant Lottery Retailing TTV² 	% of TTV / Fee for service ⁴	
B COS	<ul style="list-style-type: none"> TLC service fee - % of subscription ticket costs¹ Intersegment fee – % license fee of relevant Lottery Retailing TTV² Merchant fees - % of TTV Other includes scratch ticket production costs for Fiji 	Merchant fees - % of TTV ³	Merchant fees - % of TTV	
C Opex	<ul style="list-style-type: none"> Marketing costs Employee costs Other expenses include general & administrative costs 	<ul style="list-style-type: none"> Technology costs Employee costs Other expenses include general & administrative costs 	<ul style="list-style-type: none"> Employee costs Other expenses include general & administrative costs 	<ul style="list-style-type: none"> Sovereign costs e.g. Directors' fees, CEO/CF0 costs, share-based payments, consulting & legal costs, insurance etc
EBITDA	A – B – C			

Underlying EBITDA

EBITDA excluding significant one-off items (non-operating/non-recurring expenses)

- Pursuant to the Reseller Agreements with TLC dated 25 August 2020, a 'stepped-up' service fee is payable in the subscription cost of the tickets purchased at 1.5% FY2021, 2.5% FY2022, 3.5% FY2023, and 4.65% FY2024 and thereafter. If the subscriptions exceed \$400,000,000 in any applicable financial year, then a service of 4.65% applies to the excess amount.
- Lottery Retailing pays a licence fee (equivalent to 7.5% of relevant Lottery Retailing TTV) to SaaS, recognised in Lottery Retailing cost of sales and SaaS' internal revenue. This is netted off through an intersegment elimination on consolidation.
- Merchant fees incurred for Lotterywest only, equivalent to ~0.95% of Lotterywest TTV.
- Managed Services principally comprises Gatherwell (UK), StarVale (UK) and Stride (Canada). Revenue generated from these businesses reflects a combination of the contractual arrangements in place for services provided and a % of TTV revenue model.