



Jumbo Interactive Ltd

ABN 66 009 189 128 (ASX: JIN)

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## ASX RELEASE – Friday, 21 August 2015

### FY15 PRELIMINARY FINAL RESULTS



Leading internet lottery business, Jumbo Interactive (ASX:JIN) today released record Revenue and TTV (Total Transaction Value) figures due to strong growth in the Australian lottery business despite slightly lower jackpot levels. The result assisted growth in the new German lottery business which is repositioning Jumbo as a multi-jurisdictional company. Recent restructuring of the German business reduced expenses and improved marketing efforts preparing the business for an improved result in the year ahead.

#### Summary of Preliminary Final Results for FY 2015

	FY 2015 Actual	FY 2014 Actual restated	% Change
TTV	\$130m	\$107.0m	21% increase
Revenue	\$29.2m	\$24.8m	18% increase
NPAT	\$0.66m	\$3.25m	80% decrease
Dividend (Full Year)	3.0c	3.0c	steady
Aggregate Jackpots <sup>1</sup>	\$860m	\$925m	7% decrease
Customer Account Database	1.92m	1.72m	11% increase

<sup>1</sup>Aggregate Division 1 OZ Lotto and Powerball jackpots of \$15 million or more

“Our customer account database grew a further 11% to 1.92 million accounts which was the main driver of the 21% increase in sales and 18% increase in revenue”, said Mr Mike Veverka, CEO of Jumbo Interactive Limited.



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"The larger database in combination with a strong run of Jackpots has given Jumbo an excellent start to the 2016 financial year", he added.

"The first year of operations in the German business weighed on Group profitability, however recent changes have reduced expenses and improved marketing, setting up the business for an improved result in the year ahead", he said.

There has been a revenue and GST adjustment recognised in previous years (restated) which has improved the overall finances of the Company.

## Cash and Balance Sheet

Cash levels remain strong with total cash at \$23.8 million and Net assets of \$21.7 million. Players funds increased 22% from \$5.8 million to \$7.1 million due to the increased level of activity. Cash net of players' funds available to the Company remains strong at \$16.7 million.

"With \$16.7 million in net cash and minimal debt, Jumbo remains comfortably placed to grow its international business and steer it into profitability", said Mr Mike Veverka.

## Growth in Germany

The first full year of operations in Germany saw the commencement of marketing activities to introduce [www.JumboLotto.de](http://www.JumboLotto.de) to the lottery market. The site was upgraded throughout the year and now provides a competitive range of lottery games including group play options. The division completed the year with revenue of \$172,000 and a net loss before tax of \$3,591,431.

The German operation was recently restructured to reduce expenses and improve marketing efforts to prepare it for improved results in the year ahead.



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"The German Internet lottery market is expected to grow substantially over the next 5 years to €6 billion providing Jumbo with considerable scope for growth", said Mr Veverka.

## Jumbo Annual General Meeting

Details of the Company's Annual General Meeting are as follows:

Date: Thursday, 29 October 2015  
Time: 5:00pm  
Venue: Lady Thiess Room  
Customs House  
399 Queen Street Brisbane, QLD, 4000

## Dividend

A 1.5c fully franked dividend has been declared for the 2nd half of the 2015 FY, which brings the full year total to a 3.0c fully franked dividend per share.

The Board intends maintaining a stable dividend at this level for the next few years while the Company works towards achieving profitability in the overseas markets it has successfully entered.

## About Jumbo Interactive

Jumbo Interactive Limited is listed in Australia (ASX: JIN) as well as the German Frankfurt, Berlin and Stuttgart exchanges (Symbol: WKN A1C82X).

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. At first customers were attracted to the security of never losing a ticket and the convenience of automatic number checking, prize



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payments and auto-play. In 2012, Jumbo released a lottery app for the iPhone and a new transition began driven by the convenience of mobile lotteries. A new app for the Apple watch takes the customer experience a step further with prize alerts, winning numbers and ticket management now available on the wrist.

The Company operates the popular website [www.ozlotteries.com](http://www.ozlotteries.com) in Australia under agreement with the Tatts Group (ASX: TTS) and [www.jumbolotto.de](http://www.jumbolotto.de) in Germany under federal licence and agreement with all 16 Länder (states). In the USA, Jumbo is in a partnership to develop [www.lotteryrewards.com](http://www.lotteryrewards.com) and is working towards being able to sell US lotteries on the Internet.

Jumbo has proven its ability to open up new lottery markets with its innovative technology and internet marketing initiatives that have brought lotteries to new demographics via the internet. Jumbo has succeeded in targeting a younger and more mobile demographic with mobile now accounting for 39% of all online sales.

For further information:

Mike Veverka

CEO and Executive Director

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