



# FY 2015 RESULTS PRESENTATION

September 2015

Mike Veverka

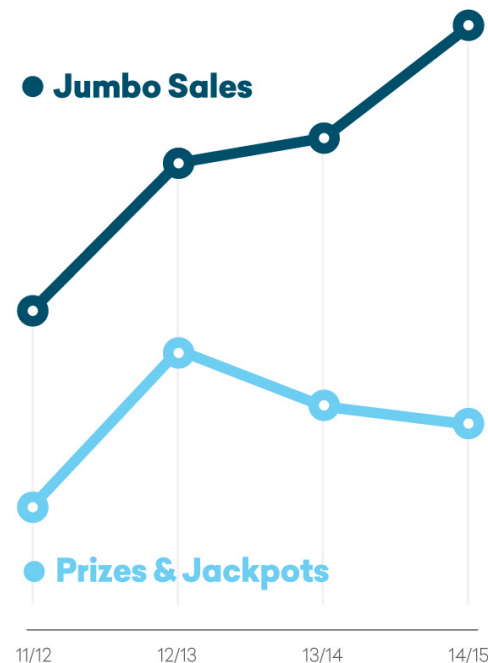
CEO and Founder

## BUSINESS GROWTH WHEN JACKPOTS DOWN

- TTV up 21% to \$130 million
- Major jackpots down 6%

### WHY?

- Customer accounts up 11% to 1.92 million.
- Able to grow using technology, not just the size of the prize.



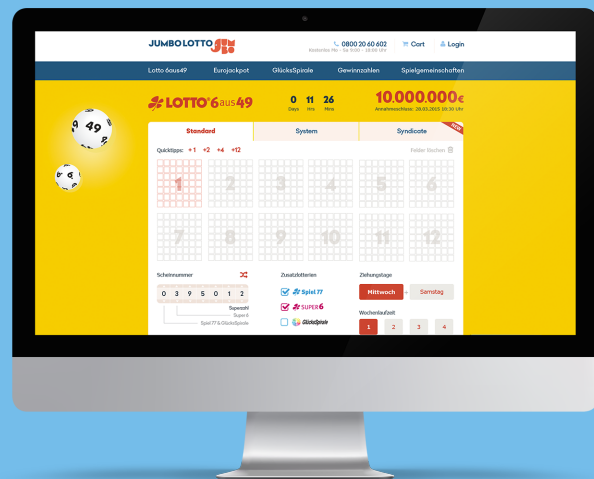
## FY 2015 RESULTS

- TTV up 21% to \$130 million
- Revenue up 18% to \$29.2 million
- Expenses up 40% to \$25.0 million
- EBITDA down 29% to \$4.7 million
- NPAT down 80% to \$663,261
- Income Tax \$1.92 million



# GERMANY

- First and most difficult year is behind us.
- Loss \$3.6 million
- Significant restructure
  1. Move to Hamburg
  2. New Managing Director
  3. Lower cost base going forward
- Healthy lottery market
- Ticket sales on a growth path from €6.5 billion in 2012 to an estimated €12 billion by 2020, driven by internet growth. (Source: Deutscher Lotto & Totoblock (DLTB) lotteries, Deutscher Lottoverband (DLV), Leibniz University Hanover).





## BALANCE SHEET

- Cash at Bank \$23.8 million
- Net Assets \$21.7 million
- Cash available to company \$16.7 million
- Players Funds \$7.1 million

# GST ADJUSTMENT

Increased the cash available to the company by \$2.8 million on an aggregate basis which was an accumulation of small adjustments over the past 8 years.

# SHARE BUYBACK

Announced Friday 18 September

Indefinite on-market buyback

up to 4.39 million shares

Ample cash for buyback and

future expansion.



## DIVIDENDS

3.0c full year fully franked dividend.

Directors maintain the view that dividends should continue during our growth phase.



# MOBILE PENETRATION

Up to 50%, from 39% a year ago.

Continue to attract a younger  
demographics

Good for the future of the lottery  
industry



# CHARITY LOTTERIES

- Additional Revenue
- June 2015 introduced 3 new games from the Surf Lifesaving Lottery, Act for Kids and the Prince of Wales Hospital foundation.



# GOOD START TO FY 2016





\$50 million Powerball in July





\$60 million Oz Lotto in August

# CONTACT

**Keep in touch with us.  
we'd love to hear from you.**

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