



# INTERNET LOTTERIES

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CEO and Founder

# Internet Lotteries

## Perfect for the Internet

Convenient

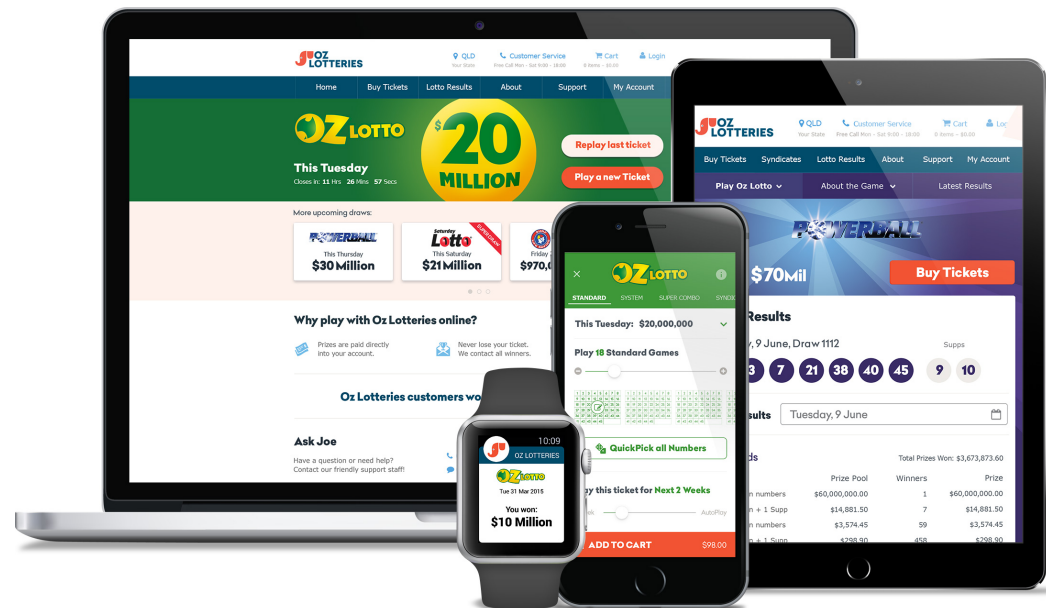
Quick

Repetitive

## Growing Market

13% Australian lotto tickets sold on the Internet.

Other countries over 30%



# Jumbo Growth

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
TTV \$mil	101	110	107	130	156
Revenue \$mil	24.1	25.9	24.8	29.2	34.3

## FY 2016 - Highlights

TTV	\$156 mil	up 20%
Revenue	\$34.3 mil	up 18%
NPAT	\$4.67 mil	up 604%
FY Dividend	7.0c	up from 3.0c

# Balance Sheet

Strong cash and asset position

Company Cash \$18.3m

Players Funds \$ 7.0m

**TOTAL CASH \$25.3m**

	30 Jun 2016 A\$ mil
Current Assets	25.9
Non-current Assets	12.3
<b>TOTAL ASSETS</b>	<b>38.2</b>
Current Liabilities	13.2
Non-cur Liabilities	0.3
<b>TOTAL LIABILITIES</b>	<b>13.5</b>
<b>NET ASSETS</b>	<b>24.7</b>

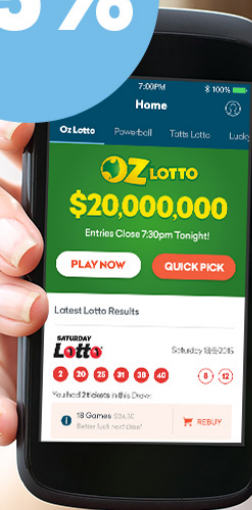
# Key Performance Indicators – KPI's

	FY16	FY15
New Online Accounts	206,900	197,700
CPL – Cost per Lead	\$15.13	\$16.35
Active Online Customers	375,988	333,475
Average Spend per Online Customer	\$335.27	\$315.59

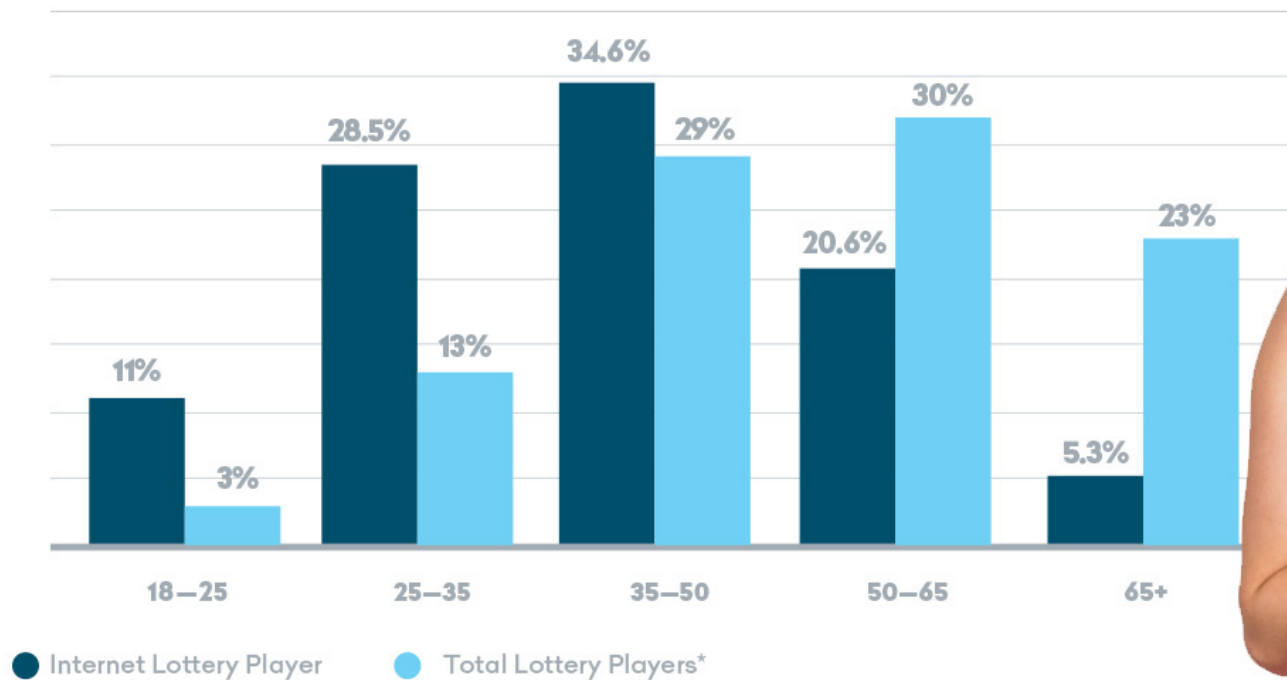
# Trend to Mobile

- Full native purchasing
- Results notifications
- Apple watch support
- 2 years ago 39%
- 1 year ago 50%
- Now 75%

75%



# Trend to younger demographics





# Charity Lotteries

- Expanded from 3 to 4 new lotteries.
- Complimentary to the National games.
- Encouraging early signs leads to further efforts in the year ahead.

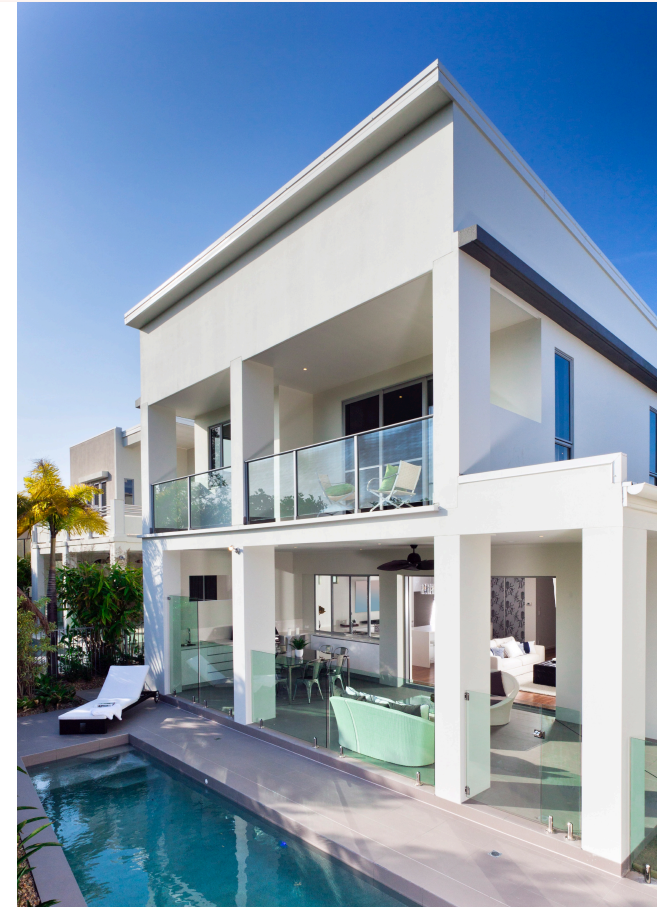


SURF LIFE SAVING  
**LOTTERIES**

**ENDEAVOUR**  
FOUNDATION  
Opportunities for people with a disability



 **PRINCE OF WALES**  
HOSPITAL FOUNDATION



# GERMANY

- Operates [www.jumbolotto.de](http://www.jumbolotto.de)
- Sells Eurojackpot, and 6aus49 games
- Ticket sales up 56% to \$2.4m
- Revenue up 72% to \$300k
- NPAT loss reduced from \$3.6m to \$2.6m



# Jumbo Contact

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# THANK YOU!

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