



Jumbo Interactive Ltd

ABN 66 009 189 128 (ASX: JIN)

Level One, 601 Coronation Drive
Toowong, Qld, 4066, Australia
PO Box 824
Toowong, Qld, 4066, Australia

Voice: +61 07 3831 3705

Fax: +61 07 3369 7844

www.jumbointeractive.com

23 February 2021

Media Release



First half FY21 Results Announcement

“MAKING LOTTERIES EASIER”

Financial highlights

- TTV up 26% to \$233m
- Revenue up 9% to \$41m
- Underlying EBITDA¹ up 3.7% to \$24.1m
- NPATA² up 0.5% to \$16.3m
- Interim dividend declared, 18.0 cents per share, fully-franked

Jumbo Interactive Limited (“Jumbo”; ASX:JIN) announces its financial results for the half year ended 31 December 2020.

Jumbo delivered Revenue of \$40.9m, up 9.0%, with underlying Earnings Before Interest Tax Depreciation and Amortisation (EBITDA) up 3.7% to \$24.1m.

Mr Mike Veverka, Jumbo Executive Director and CEO, said: *“We are delighted with the Group results which show our new business segments helping to lift results in periods when the Jackpot cycles are low”*.

¹ Underlying EBITDA is defined as statutory EBITDA adjusted for significant non-recurring, non-operating items

² Underlying NPATA is defined as statutory NPAT adjusted for significant non-recurring, non-operation tax-effected items and add back of acquired intangible assets tax-effected amortisation expenses



“For the first time we are reporting our results in three segments, reflecting the evolving strength and diversity of Jumbo, as we continue to leverage our superior lottery management capabilities and technology to reshape our business, making lotteries easier for our partners and customers, and underpinning our continued growth, both domestically and offshore”.

Half Year Financial Summary

Group (\$'000s)	H1FY2021	H1FY2020	Change
TTV	\$232,776	\$185,303	↑ 25.6%
REVENUE	\$40,939	\$37,554	↑ 9.0%
EBITDA – underlying	\$24,135	\$23,283	↑ 3.7%
NPAT – underlying	\$13,953	\$14,806	↓ 5.8%
NPATA – underlying	\$16,345	\$16,270	↑ 0.5%
EBITDA/Rev margin	59.0%	62.0%	↓ 300bps
Interim ordinary dividend	18.0¢	18.5¢	↓0.5¢

Review of operations

In Lotteries Retailing, the random jackpot cycle was not kind to the Australian lottery market with only 15 large jackpots compared with 23 in the previous corresponding period, a decline of 35%. Despite this significant headwind, Jumbo achieved a 25% increase in Group TTV and a 9% increase in Group Revenue, bolstered by our evolving SaaS and Managed Services businesses.



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Underlying EBITDA grew 3.7% to \$24.1 million, slower than TTV and revenue, mainly owing to several one-off factors, including most notably the dampening impact on Lotteries Retailing for this half of the Service Fee Jumbo pays under the new Tabcorp Agreement, in exchange for a 10-year licence to resell its product.

In our SaaS business, a new partnership was entered into with our first government customer, LotteryWest, while in Managed Services, Gatherwell made a material and pleasing contribution to our result. We have also now leveraged the superior Gatherwell model in Australia, announcing just this week two new domestic charity partners for our Managed Services segment.

Dividend

In response to the pleasing result and continued positive cash generation, the Board has declared a fully franked dividend of 18 cents per share. The record date for the dividend is 5 March 2021 and it will be paid on 19 March 2021.

This announcement is authorised for release by the Jumbo Interactive Limited Board.

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.

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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For further information, please visit jumbointeractive.com, or contact:

Mike Veverka

Founder, Executive Director and CEO

+61 7 3831 3705