



Jumbo Interactive Ltd

ABN 66 009 189 128 (ASX: JIN)

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www.jumbointeractive.com

ASX RELEASE – Monday, 4 June 2018

TRADING UPDATE

FINANCIAL YEAR JUNE 2018



- FORECAST TTV ABOUT \$182.0 million - AN INCREASE OF ABOUT 25%
- FORECAST REVENUE ABOUT \$37.3 million - AN INCREASE OF ABOUT 15%
- FORECAST NPAT ABOUT \$11.0 million – AN INCREASE OF ABOUT 45%
- FORECAST NPAT ATTRIBUTABLE TO MEMBERS ABOUT \$11.3 million – AN INCREASE OF ABOUT 102%
- FORECAST NUMBER OF LARGE JACKPOTS \$15 million or more – 32 (an increase of 1)
- 8.0c SPECIAL DIVIDEND

Leading internet lottery business, Jumbo Interactive Limited (ASX:JIN), provides this trading update for the financial year to 30 June 2018 compared to the previous corresponding period.

TTV is expected to be up about 25%, with strong underlying growth from increasing active customers despite little expected change in the number of large jackpots for the financial year period. This expected growth is due to the successful re-engagement of existing customers as well as continuing new customer acquisitions.

The TTV growth is expected to increase Net Profit After Tax of Continuing Operations by about 45%.



“The strong performance expected in the financial year is driven by continual improvements in marketing that have engaged existing customers as well as acquiring new customers”, said Mr Mike Veverka, CEO and Founder of Jumbo Interactive.

The expected 32 large jackpots (Oz Lotto/Powerball Division 1 of \$15 million or above) for FY18 are based on the current 30 for YTD May 2018 and an expected further 2 in June 2018 (18 in 1H and 14 in 2H). Although the frequency of large jackpots is expected to be much the same as the previous comparable period (31 in FY17), the average large jackpot value is expected to be higher.

The following guidance is provided for the 12 months to 30 June 2018:

Continuing operations	FY Jun 18 Guidance	FY Jun 17 Actual	% Change
Total Transaction Value (“TTV”)	About \$182.0 mil	\$145.3 mil	About 25% up
Revenue	About \$37.3 mil	\$32.4 mil	About 15% up
NPBT	About \$16.2 mil	\$11.1 mil	About 46% up
Income tax expense	About (\$5.2) mil	(\$3.5) mil	About 49% up
NPAT Continuing ops	About \$11.0 mil	\$7.6 mil	About 45% up
Discontinued operations	About \$0.3 mil	(\$2.0) mil	
NPAT attributable to members of JIN	About \$11.3 mil	\$5.6 mil	About 102% up
Number of jackpots ¹	32	31	1 up

¹ OZ Lotto/ Powerball Division 1 jackpots of \$15 million or above.

Special Dividend

The Company today announced that a fully franked special dividend of 8.0c per ordinary share has been declared as part of the Company’s ongoing capital management strategy. This is the second special dividend paid in FY2018.



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Record date: 15 June 2018

Payment date: 29 June 2018

The Dividend Reinvestment Plan will be suspended for the fully franked special dividend.

This still leaves the Company in a sound position in terms of cash and franking credits for ongoing capital management considerations, including but not limited to, potential acquisitions, expansion opportunities and/or a further special dividend in the future.

Ordinary Dividends

There is no change to the current Company Dividend Policy being 85% of NPAT payout ratio.

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 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 in Australia under agreements with the Tabcorp Group (ASX: TAH), following the merger with the Tatts Group in December 2017.

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.



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Jumbo has succeeded in targeting a younger and more mobile demographic with mobile now accounting for 75% of all customer interactions.

For further information:

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