



Jumbo Interactive Ltd

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## ASX RELEASE – Friday, 7 December 2018

### TRADING UPDATE

### HALF YEAR DECEMBER 2018



- FORECAST TTV ABOUT \$145.8 million - AN INCREASE OF ABOUT 64%
- FORECAST REVENUE ABOUT \$29.9 million - AN INCREASE OF ABOUT 55%
- FORECAST NPAT ABOUT \$11.8 million - AN INCREASE OF ABOUT 123%
- FORECAST NUMBER OF LARGE JACKPOTS \$15 million or more 21 - AN INCREASE OF 17%

Leading internet lottery business, Jumbo Interactive Limited (ASX:JIN), provides this trading update for the half year to 31 December 2018 compared to the previous corresponding period.

TTV is expected to be up by about 64%, with strong underlying growth from increased customer activity on the new software platform that performed well during the strong run of large jackpots in 1H19.

The TTV growth is expected to increase Revenue and Net Profit After Tax by about 55% and 123% respectively.

“The strong performance in the first half is driven by continual improvements in our software platform and online marketing that have engaged existing customers as well as acquired new customers, taking full advantage of the favourable jackpot activity”, said Mr Mike Veverka, CEO and Founder of Jumbo Interactive.



The expected 21 large jackpots (Oz Lotto/Powerball Division 1 of \$15 million or above) for 1H19 is based on the current 20 for YTD November 2018 and the current know 1 in December 2018. Both the frequency of large jackpots (18 in 1H18), and the average large jackpot value (1H19 estimated to be \$38.3 million, outperforming the 1H18 of \$26.7 million) are expected to be higher than the previous comparable period, combining to contribute to the expected increase in TTV for the half year to 31 December 2018.

“Whilst not expected to have a material effect in FY19, the addition of the diversified Software Licencing (SaaS) business segment with the initial Mater Foundation agreement is an exciting development for the future”, he said.

The following guidance is provided for the six months to 31 December 2018:

<b>Continuing operations</b>	HY Dec 18 Guidance	HY Dec 17 Actual	% Change
Total Transaction Value (“TTV”)	About \$145.8 mil	\$89.1 mil	About 64% up
Revenue	About \$29.9 mil	\$19.3 mil	About 55% up
NPBT	About \$17.4 mil	\$7.7 mil	About 126% up
Income tax expense	About (\$5.6) mil	(\$2.4) mil	About 133% up
NPAT	About \$11.8 mil	\$5.3 mil	About 123% up
EBIT	About \$16.7 mil	\$7.3 mil	About 129% up
EBITDA	About \$18.3 mil	\$9.0 mil	About 103% up
Number of large jackpots <sup>1</sup>	21	18	About 17% up

<sup>1</sup> Oz Lotto/ Powerball Division 1 jackpots of \$15 million or above.

## About Jumbo Interactive

Jumbo Interactive Limited has been listed in Australia (ASX: JIN) since 1999.



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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. This was followed by further innovations such as features for the Apple watch, Google Voice and most recently, Lotto Party which is designed to promote social group play of the lottery, appealing to both younger and older demographics.

The Company operates the popular website [www.ozlotteries.com](http://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. Jumbo has succeeded in targeting a younger and more mobile demographic with mobile now accounting for 75% of all customer interactions.

Jumbo has recently entered the Lottery SaaS (Software as a Service) market with the signing of its first customer to use its "Powered by Jumbo" lottery software.

For further information:

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