



ASX RELEASE – Friday, 7 December 2018

FY2019 OUTLOOK UPDATE



- TTV GROWTH ABOUT 44% (previously 20% to 25%)
- REVENUE MARGIN ABOUT 20.8% (previously 20% to 21%)
- EBIT MARGIN ABOUT 53% (previously 44% to 46%)

Based on the expected 1H19 financial performance announced today, and estimated large jackpot activity for 2H19 of 16 by number and a maximum of \$50m, Total Transaction Value (**TTV**) growth of about 44% vs FY2018 is now expected which will be the main driver of the expected increase in Revenue, and the operating leverage is expected to increase NPAT accordingly per the table below:

Continuing operations	FY Jun 19 Guidance	FY Jun 18 Actual	% Change
Total Transaction Value ("TTV")	About \$264.1 mil	\$183.1 mil	About 44% up
Revenue	About \$54.9 mil	\$39.8 mil	About 38% up
NPBT	About \$30.2 mil	\$17.1 mil	About 77% up
Income tax expense	About (\$9.7) mil	(\$5.4) mil	About 80% up
NPAT Continuing ops	About \$20.5 mil	\$11.7 mil	About 75% up
Discontinued operations	-	\$0.4 mil	100% down
NPAT attributable to members of JIN	About \$20.5 mil	\$12.1 mil	About 69% up
EBIT	About \$28.9 mil	\$16.2 mil	About 78% up
EBITDA	About \$32.3 mil	\$19.4 mil	About 66% up
Number of large jackpots ¹	About 37	32	About 16% up

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



Jumbo Interactive Ltd

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Large jackpot activity continues to be a significant driver of sales (TTV), so the level of this activity over the remaining period of FY2019 will affect expected TTV growth accordingly. The expected 16 number of large jackpots for 2H19 (37 for FY2019) takes into account the random and unpredictable nature of jackpot activity, and potential variance in forward-looking estimates. The large jackpot value is expected to be about \$32.5m for FY2019 (FY2018: \$28.4m) and 2H19 about \$24.4m (1H19 about \$38.3m). The Company continues to invest in its software platform and marketing to place it in the best possible position to take advantage of increased levels of jackpot activity when this occurs.

The Company will continue to provide updated guidance as part of its Continuous Disclosure requirements under Chapter 3.1 of the ASX Listing Rules.

About Jumbo Interactive

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

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 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.



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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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