



## ASX RELEASE – Friday, 16 August 2019

# FY19 PRELIMINARY FINAL RESULTS



- TTV \$321 million – up 75%
- Revenue \$65 million – up 64%
- NPAT \$26.4 million – up 124%
- FULLY FRANKED FINAL DIVIDEND 21.5 cents

Leading internet lottery business, Jumbo Interactive (ASX:JIN), today released full year results that are highlighted by strong customer growth and engagement, supported by increased large jackpot activity, resulting in record financial results.

<b>Customer growth</b>	FY June 19 Actual	FY June 18 (pcp) Actual	% Change
New accounts	444,004	214,908	107% up
Active customers	761,863	437,540	74% up

<b>Continuing operations</b>	FY June 19 Actual	FY June 18 (pcp) Actual	% Change
Total Transaction Value ("TTV")	\$320.7 mil	\$183.1 mil	75% up
Revenue	\$65.2 mil	\$39.8 mil	64% up
NPAT continuing operations	\$26.4 mil	\$11.8 mil	124% up
EBIT	\$36.7 mil	\$16.2 mil	126% up
EBITDA	\$40.2 mil	\$19.4 mil	107% up
Number of large jackpots <sup>1</sup>	49	32	53% up
Dividends declared (ordinary)	36.5c	18.5c	97% up

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



**Jumbo Interactive Ltd**

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“Jumbo’s performance, which is attributable to our new software platform’s ability to make the most from a favourable run of jackpots, is our best selling point to new Software as a Service (**SaaS**) clients”, said Mr Mike Veverka, CEO and Founder of Jumbo Interactive.

“The Jumbo team has demonstrated what’s possible with the right software platform and this has not gone unnoticed by other lottery operators around the world looking for growth”, he said.

The new Powerball format has proven to be a success with two \$100 million Powerball jackpots in August 2018 and January 2019. This has driven the number of large jackpots to 49 in FY19, up from 32 in FY18.

The balance sheet remains healthy with Net Assets of \$77 million and the Company’s cash position at \$85 million as at 30 June 2019 (\$74 million general cash plus \$11 million players’ funds). An 8.0c special dividend was paid during FY19 following 8.0c and 15.0c special dividends the previous two respective years. The Directors continue to review capital management options in respect of the general cash surplus.

## Dividends

With continued good growth prospects and a current healthy cash reserve position, the Dividend Policy remains at 85% of NPAT.

A final ordinary dividend is therefore declared for H2 FY2019 of 21.5c (2018: 11.0c) for a total ordinary dividend for FY2019 36.5c (2018: 18.5c).

Record date: 30 August 2019

Payment date: 20 September 2019

The Dividend Reinvestment Plan was cancelled on 16 August 2019 as it last operated for the FY2012 interim dividend paid 30 March 2012.



## Jumbo Annual General Meeting

Details of the Company's Annual General Meeting are as follows:

Date: Thursday, 24 October 2019  
Time: 5:00pm  
Venue: Hopgood Ganim Lawyers  
Level 7  
Waterfront Place  
1 Eagle Street  
Brisbane, QLD, 4000

## Marketing KPI's

Key Performance Indicators show both an increase in active customers and average spend driven by improved customer engagement off the back of improvements to our software platform and marketing processes, as well as an increase in new accounts driven by a good run of large jackpots.

	FY 2019	FY 2018	FY 2017
Number of new accounts for the full year	444,004	214,908	160,698
Number of active customers (12 months) <i>Customers who have spent money on tickets in the preceding 12-month period.</i>	761,863	437,540	354,113
CPL (Cost per Lead) for the full year <i>Total marketing cost divided by the number of new accounts in a given period. New accounts potentially become active customers after the account has been established.</i>	\$13.81	\$17.28	\$17.09
Average spend per active customer (12 months) <i>Total spent by active customers divided by the number of active customers over the preceding 12 month period</i>	\$385.44	\$371.13	\$348.40



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## 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](http://www.ozlotteries.com) in Australia under agreements with the Tabcorp Group (ASX: TAH).

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 is gaining traction in the Lottery SaaS market with the signing of two customers to date to use its "Powered by Jumbo" lottery software.

### For further information:

Mike Veverka

CEO and Executive Director

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