



Jumbo Interactive Ltd

ABN 66 009 189 128 (ASX: JIN)

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[www.jumbointeractive.com](http://www.jumbointeractive.com)

## ASX RELEASE – Wednesday, 26 August 2020

### FY20 FINAL RESULTS



- TTV \$349 million – up 9%
- Revenue \$71 million – up 9%
- Underlying EBITDA \$43.2 million – up 8%
- Underlying NPAT \$26.5 million – steady
- Fully Franked Final Dividend 17.0 cents

Leading internet lottery business, Jumbo Interactive (ASX:JIN), today released full year results that are highlighted by growth during a period of lower jackpot activity cycling from very strong results in FY2019.

“Covid-19 restrictions helped drive players online which helped deliver an increase in ticket sales despite lower jackpots compared to the previous strong year”, said Mr Mike Veverka, CEO and Founder of Jumbo Interactive.

“In addition, the Software as a Service business continues to grow with the signing of our 5<sup>th</sup> contract with the “Classics for a Cause” lottery and the completion of the onboarding process for the Mater Lottery”, he said.

#### 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 FY2020 of 17.0c (2019: 21.5c) for a total ordinary dividend for FY2020 35.5c (2019: 36.5c).



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Record date: 9 September 2020

Payment date: 30 September 2020

## Highlights

The highlights from the results are as follows:

<b>Customer growth</b>	FY June 20 Actual	FY June 19 (pcp) Actual	% Change
Total Transaction Value ("TTV")	\$349 mil	\$321 mil	9% up
Revenue	\$71.1 mil	\$65.2 mil	9% up
EBITDA underlying	\$43.2 mil	\$40.2 mil	8% up
EBIT underlying	\$37.2 mil	\$36.8 mil	1% up
NPAT underlying	\$26.5 mil	\$26.4 mil	steady
Number of large jackpots <sup>1</sup>	39	49	20% dn
Dividends declared (ordinary)	35.5c	36.5c	3% dn

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

Underlying earnings is derived by adjusting the statutory earnings for significant non-operating items as follows:

- \$0.4 mil Gatherwell acquisition costs
- \$0.2 mil revaluation of fair value of the deferred contingent compensation liability for the Gatherwell acquisition

The balance sheet remains healthy with Net Assets of \$79 million and the Company's cash position at \$72 million as at 30 June 2020 (\$61 million general cash plus \$11 million players' funds). A 17.0c final dividend was declared adding to the first half dividend of 18.5c. The Directors continue to review capital management options in respect of the general cash surplus.



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Since the 30 June 2020 financial year end, \$15 million has been paid to Tabcorp (ASX: TAH) out of general cash funds in respect of the extension fee under the recently signed 10 year Reseller Agreements.

### **Jumbo Annual General Meeting**

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

Date: Thursday, 29 October 2019

Time: 5:00pm

Venue: Level 1, 601 Coronation Drive, Toowong, Queensland

The Company will hold a virtual AGM from its office in Toowong.

### **About Jumbo Interactive**

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. The Company operates the popular website [www.ozlotteries.com](http://www.ozlotteries.com) in Australia under agreements with Tabcorp (ASX: TAH) that date back to 2005. Tabcorp became a substantial shareholder in Jumbo in 2017.

Over the years Jumbo has grown a large and loyal database of predominately younger customers attracted to the Jumbo innovations. These include Lotto Party which promotes social group play, iPhone/Android Apps and Google voice. In addition, Jumbo has grown a wide range of lottery games that include popular charity lotteries that also appeal to younger demographics.

Since entering the Lottery SaaS (Software as a Service) market with the signing of its first customer in November 2018, Jumbo has built momentum in the charity lottery segment with a significant TAM (Total Addressable Market) largely underserved by optimised technology solutions.



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In December 2019 Jumbo entered the UK market with an acquisition of Gatherwell Limited and has embarked on a "\$1 Billion vision" to reach \$1 Billion in ticket sales on the Jumbo platform by FY2022.

*Authorised by:*

*Mike Veverka*

*CEO and Executive Director*

For further information:

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CEO and Executive Director

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