ASX Announcement

30 October 2025

Jumbo enters US Prize Draw market with the acquisition of Dream Giveaway (USA)

Jumbo Interactive Limited (**ASX:JIN or Jumbo**) through its newly incorporated US subsidiary, Jumbo Interactive USA, Inc., has entered into an agreement to acquire Dream Giveaway[1] (**DG (USA)**) and has now completed the acquisition following satisfaction of all conditions. Completion occurred on 30 October 2025 (AEDT).

Acquisition overview

DG (USA) is a well-established Business-to-Consumer (**B2C**) brand with a proven business model in the US prize draw market, specialising in high-value, automotive-themed giveaways. Operating under a long-standing charitable donation model, DG (USA) has built a strong reputation of trust and become a valued partner within the non-profit fundraising sector. The business operates profitably and at scale, providing a significant opportunity for Jumbo to accelerate growth.

Jumbo Managing Director, CEO and Founder Mike Veverka said "*The acquisition of Dream Giveaway USA provides Jumbo with an entry point into the US prize draw market via a well-established and profitable operator with a consistent track record of performance. Jumbo can accelerate the business with its software platform and 25 years of digital marketing expertise.*"

Dream Giveaway USA CEO Ryan Maturski said *"Dream Giveaway USA has successfully grown over the past seven years into a leading brand in the US prize draw market. Jumbo brings considerable digital expertise to help us achieve the next level of growth."*

Strategic rationale

The acquisition of DG (USA) represents an important step in Jumbo's strategy to accelerate growth, diversify earnings, and expand its international footprint, establishing a B2C presence in the US, one of the world's largest and most digitally engaged consumer markets.

DG (USA) provides a strong foundation for future growth, with a proven and scalable business model operating in a large and underpenetrated segment. The acquisition creates a significant opportunity for Jumbo to leverage its proven technology, marketing expertise, and operational capabilities to enhance customer engagement and drive the next phase of growth.

Acquisition funding[2]

Jumbo will acquire DG (USA) for an enterprise value of A$55.4 million (US$36.0 million) in upfront cash. Based on adjusted EBITDA[3] of US$4.6 million for the trailing 12 months ended 31 July 2025, the enterprise value represents an acquisition multiple of approximately 7.8x adjusted EBITDA[3].

[1] The acquisition includes four entities — FN Funding, Inc., DG Motors, Inc. and RYNO.CO, Inc. — which collectively comprise the Dream Giveaway business and are wholly owned subsidiaries of DG Acquisition, Inc. The seller, DG FN Holdings LLC, is owned 89% by private equity firm AAVIN and 11% by members of the current and former senior management team.
[2] Based on exchange rate of US$0.65 = A$1.00.
[3] EBITDA from management accounts (unaudited) adjusted for management fees and non-recurring expenses (US$0.6m in aggregate).

Customary completion adjustments including working capital adjustments and available cash totalling A$2.5 million (US$1.6 million) was also paid on completion, resulting in total upfront cash consideration of A$57.8 million (US$37.6 million).

Jumbo will fund the transaction via a combination of A$20.9 million (US$13.6 million) in existing cash and the draw down of A$36.9 million (US$24.0 million) in debt under its existing facility.

Upsized debt facility

Prior to the acquisition of Dream Car Giveaways (**DCG (UK)**) which was announced on 15 October, Jumbo successfully upsized and amended its debt facility with its existing banking partner, ANZ. Under the new financing arrangements, Jumbo has access to a A$120 million committed facility, compared to the previous structure comprising a A$50 million committed facility and a A$30 million uncommitted accordion.

The enhanced facility provides greater funding capacity and increased flexibility to support Jumbo's growth strategy, including the funding of the DCG (UK) and DG (USA) acquisitions in the UK and US respectively.

Financial performance[4]

For the trailing 12 months ended 31 July 2025, DG (USA) generated:

- A$27.1 million (US$17.6 million) in Total Transaction Value (**TTV)**
- A$21.6 million (US$14.0 million) in Revenue[5]
- A$7.1 million (US$4.6 million) in adjusted EBITDA[6]

The acquisition is expected to deliver low-to-mid single digit Earnings Per Share (**EPS**) accretion in the first 12 months post-completion.

The current DG (USA) management team will remain in place with the CEO reporting directly to Jumbo's Managing Director, CEO and Founder Mike Veverka. Retention arrangements have been implemented to ensure operational continuity and business momentum and business performance will be reported separately in the Group's financial results.

FY26 Outlook

On 15 October 2025, the Group updated its FY26 Outlook[7] following the acquisition of DCG (UK). The updated FY26 Outlook reflected the anticipated earnings contribution from DCG (UK) and confirmed that the Board will review the Group's current targeted dividend payout ratio of 65% to 85% of statutory NPAT, with a further update to be provided at the Annual General Meeting on 11 November 2025.

[4] Based on management accounts (unaudited) and exchange rate of US$0.65 = A$1.00.

[5] Ticket sales net of prizes (prizes are considered as a consideration paid to the customer under IFRS 15). Revenue recognition remains subject to external audit review.

[6] EBITDA from management accounts (unaudited) adjusted for management fees and non-recurring expenses (US$0.6m in aggregate).

[7] Refer to ASX Announcement (Jumbo enters the rapidly growing UK Prize Draw market with the acquisition of leading operator Dream Car Giveaways) on 15 October 2025.

Today, Jumbo is further updating its FY26 Outlook to reflect the anticipated contribution from DG (USA), specifically:

- The FY26 underlying EBITDA contribution from DG (USA) is expected to be in the range of US$2.7 million to US$3.0 million, reflecting a contribution for approximately eight months.
- The underlying EBITDA contribution excludes an initial strategic investment of US$0.4 million to US$0.6 million, aimed at accelerating future growth. This includes enhanced digital marketing initiatives and preparatory activities to support transition to the Jumbo Lottery Platform (**JLP**[8]).

Further information

Further details are set out in the Investor Presentation released to the ASX today. The Investor Presentation contains important information which should be read in conjunction with this announcement.

Analyst and Investor briefing

Jumbo Managing Director, CEO and Founder Mike Veverka, COO Brad Board, and CFO Jatin Khosla will host a conference call today at 9.30am (Brisbane/AEST) in relation to this announcement.

To register to access the webcast please click on the following link:
Strategic acquisition of Dream Giveaway

To register to access the conference call please click on the following link:
https://s1.c-conf.com/diamondpass/10051080-6agpji.html

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Authorised for release by the Board of Directors.

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About Jumbo Interactive

Jumbo is a digital lottery specialist, providing our proprietary lottery software platforms and lottery management expertise to the charity and government lottery sectors in Australia and globally. Our mission is to *create positive social impact through making lotteries easier* and our vision is to become the *number one choice in digital lottery and services* around the world.

[8] In FY25, the Powered by Jumbo (PBJ) platform was rebranded to the JLP to more clearly articulate the product offering. The new branding reinforces that the platform is a full-service, purpose-built solution for running charitable and government lottery programs, giving partners a clearer view of what they're adopting and greater confidence in its scope.

Jumbo was founded by Managing Director and CEO Mike Veverka in 1995 with a single computer. Since then, it has matured into a leading digital lottery retailer and lottery software provider with over 250 employees across Australasia, the United Kingdom (UK) and Canada. In FY25, Jumbo helped raise over $290m for good causes for our charity partners. Jumbo was listed on the ASX in 1999.

About Dream Giveaway

Dream Giveaway develops and manages impactful promotional campaigns centred around desirable prizes, primarily in the automotive sector. These campaigns have raised significant finds for charitable organisations, making Dream Giveaway a trusted partner in the non-profit fundraising sector. Dream Giveaway leverages targeted marketing strategies to reach millions of households nationwide through digital platforms, direct mail and media partnerships. Dream Giveaway was founded in 2007 and was acquired by AAVIN Private Equity in 2019. For more information, visit www.dreamgiveaway.com.