



Jumbo Interactive Ltd

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29 October 2020

Australian Securities Exchange
Companies Announcements Platform
20 Bridge Street
Sydney NSW 2000



Q1 FY2021 TRADING UPDATE

Jumbo provides Q1 FY21 trading update

Jumbo CEO Mike Veverka has provided a trading update for the first quarter of the 2021 financial year, ending 30 September, at the company's virtual Annual General Meeting (AGM).

"In the opening quarter, when large jackpots were down 38% on the pcg and the peak jackpot reached \$80m compared to the record \$150m jackpot a year ago, I am pleased to announce a significant improvement in Jumbo's underlying performance, including in our key lotteries business, where like-for-like sales increased by between 26% and 64%. This contributed to a group revenue result which was down just 2% on the pcg and demonstrates our superior ability to continue to deliver engaging and entertaining experiences to our customers.

I especially call out the 80bp lift in group margins of revenue to TTV, from 19.8%, to 20.6%, which not only demonstrates our commitment to maintaining a disciplined operating performance across the group as a whole, but also highlights the positive contribution of our new businesses, including our Gatherwell and Powered by Jumbo SaaS. Some of the highlights of our performance are identified below".

Strong underlying growth demonstrated by:

- 36% increase over 12 months in sales from jackpots under \$15m
- 26% increase over 4 months in sales of \$80m Powerball (July 2020 compared to March 2020)



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- 64% increase over 10 months in sales of \$80m Powerball (July 2020 compared to Sep 2019)

Minor impact to TTV / Revenue despite considerably fewer Jackpots in Q:

- 8 large Jackpots in Q1 vs. 13 large Jackpots in pcp (down 38%)
OzLotto/Powerball at or above \$15 million
- \$80m peak Jackpot in Q1 vs. \$150m peak Jackpot in pcp
- Consolidated TTV \$108m vs. \$115m pcp (down 6%)
- Consolidated Revenue \$22.3m vs. \$22.8m pcp (down 2%)

Stronger customer engagement:

- Improved data analytics enhancing customer engagement
- Stay-at-home restrictions driving customers online

Improving resilience demonstrated by:

- A significantly higher consolidated Revenue/TTV margin (up 80bp, from 19.8% to 20.6%)
- Growing contribution from the PBJ SaaS business

Note - Results are unaudited and should not be extrapolated beyond this period or considered indicative of future performance

"I am proud of the commitment and performance of our whole team in this challenging environment. We look to the future with the confidence that we have a resilient business in strong financial shape, allowing us to sustainably grow our customer base as we continue to invest in our existing businesses and capitalise on our options for growth." Mr Veverka concluded.

This announcement was authorised for release by the Chair, Susan Forrester.

For further information:

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