



Jumbo Interactive Limited

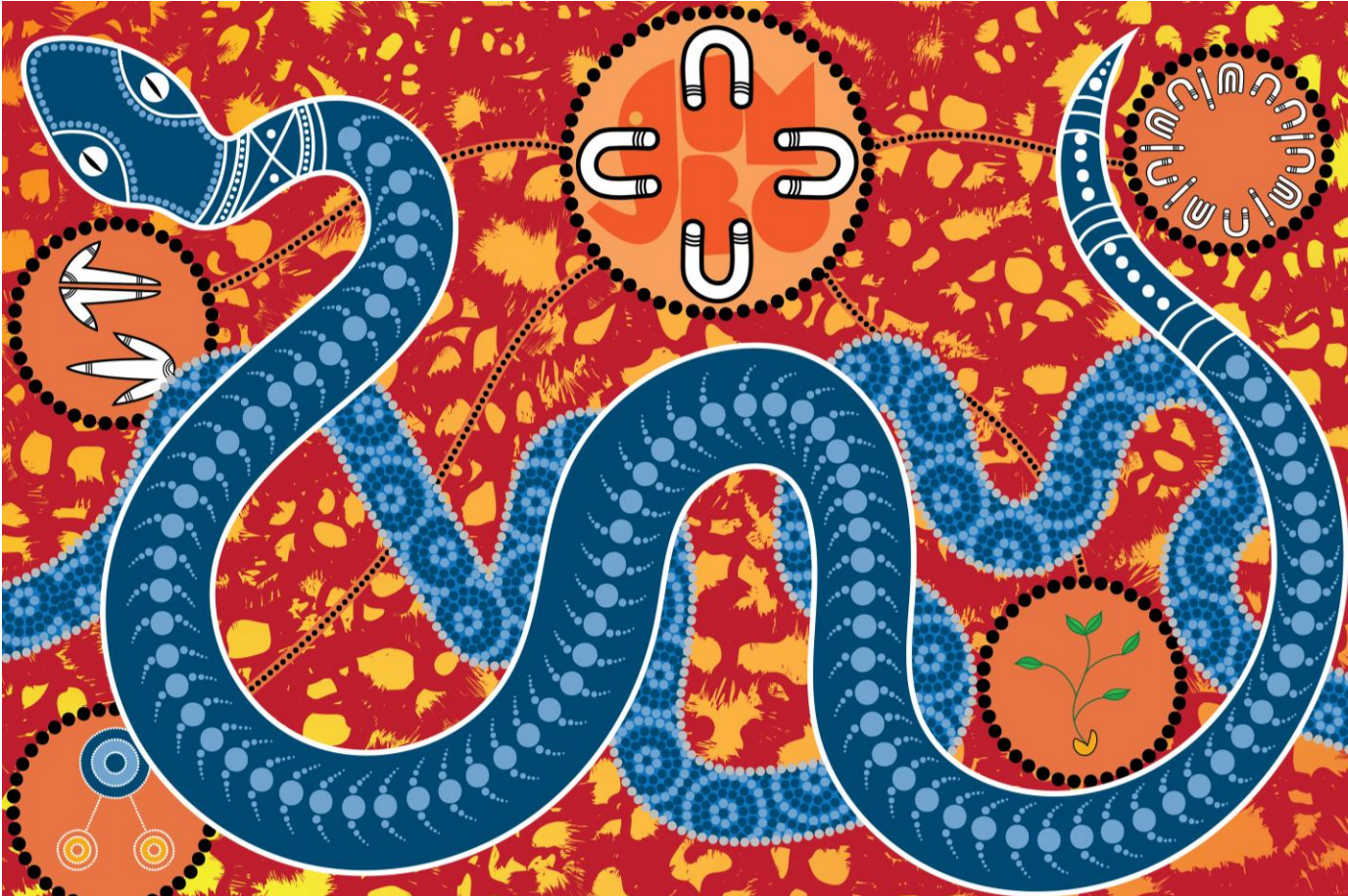
2024 Annual General Meeting

8 November 2024

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Acknowledgement of Country



Jumbo Interactive Limited (Jumbo) and its controlled subsidiaries (Group) would like to acknowledge the Turrbal and Yuggara People, the traditional custodians of the land on which our global business was founded.

We pay our respects to elders past and present, the keepers and storytellers of First Nations customs and culture. We would also like to extend our respect to any Aboriginal or Torres Strait Islander people engaging with this presentation.

Across the seas, we would also like to acknowledge the Blackfoot Confederacy, including the Siksika, Piikani and Kainai Nations; the Stoney-Nakoda Nation; and the Tsuut'ina Nation, upon whose land our subsidiary, Stride Management Corp, operates.

Artist acknowledgement

Chad Briggs, local Yugambah artist

Depicted in the art, you can see the Rainbow Serpent across the page representative of life and creation. Visible beneath is the Brisbane river, paying homage to our beginnings in Brisbane.

The Bora's (circle images) depict threads of Jumbo's history, clockwise from the centre:

- All of our people at Jumbo;
- Our stakeholders and the lives of each person we impact through our services;
- A green shoot, symbolic of our reconciliation journey;
- Our Australian region in blue, with trails connecting to our growing businesses in the UK and Canada; and
- The kangaroo and emu, always moving forward.

Chair's address

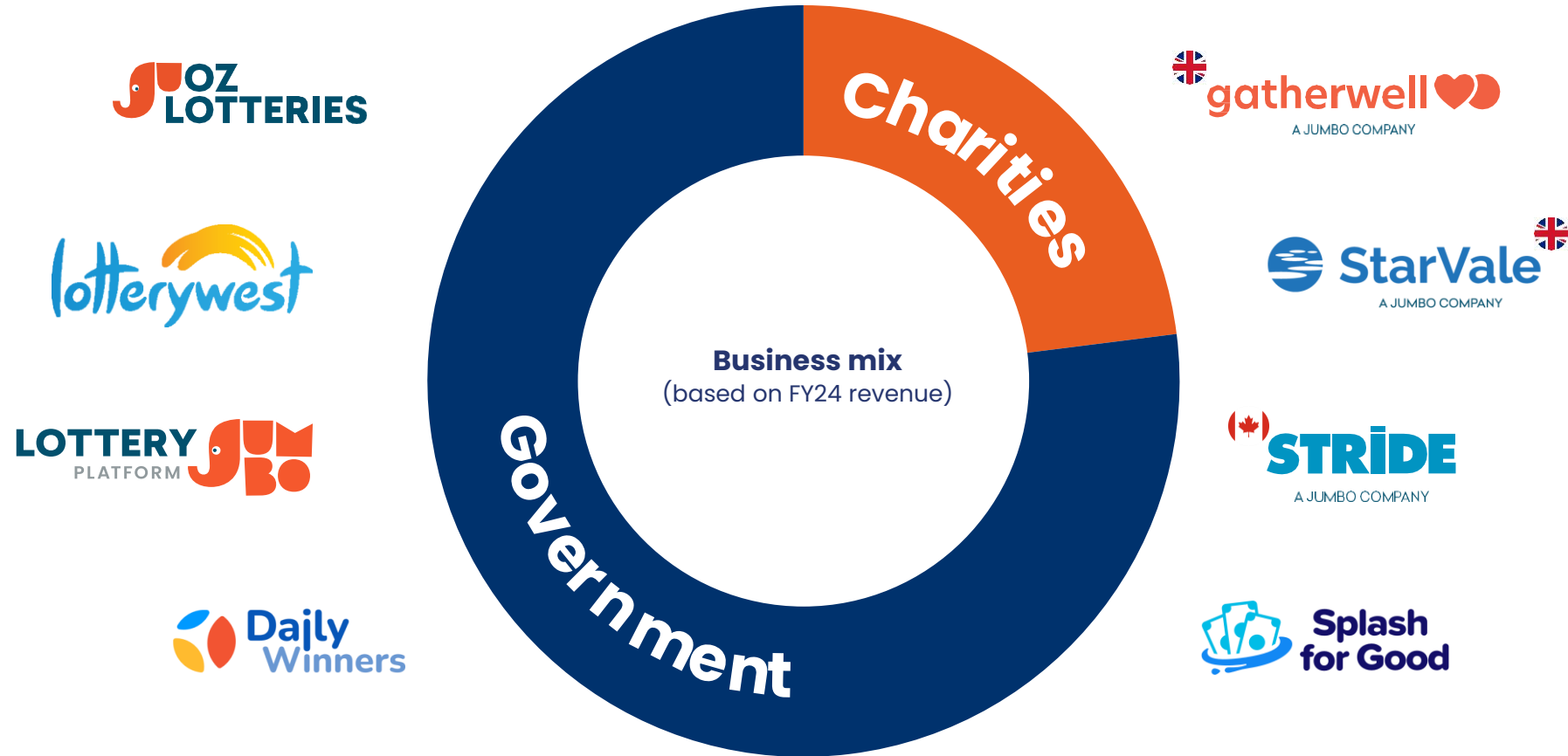


Susan Forrester AM



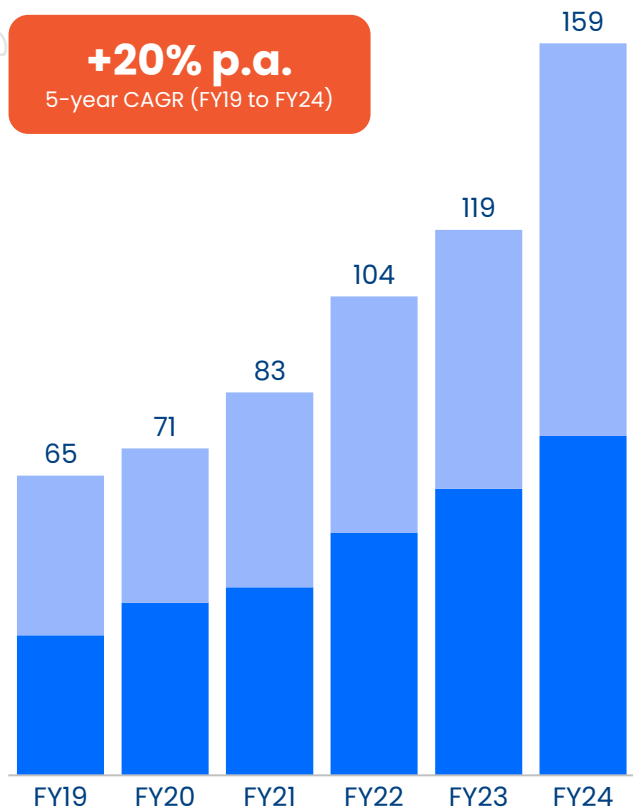
Jumbo is a digital lottery specialist

We provide our **proprietary lottery software platform** and **lottery management expertise** to the charity and government lottery sectors.

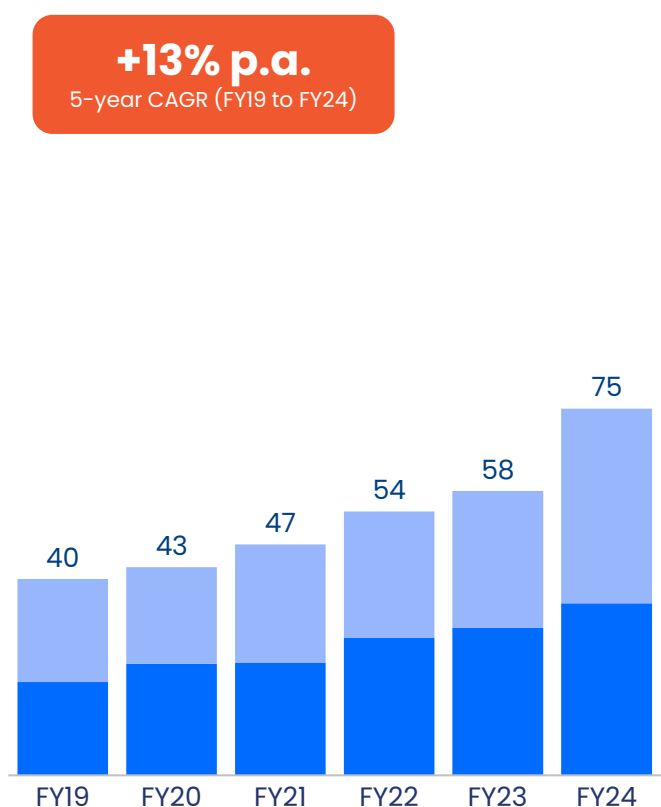


Successfully growing earnings and cash

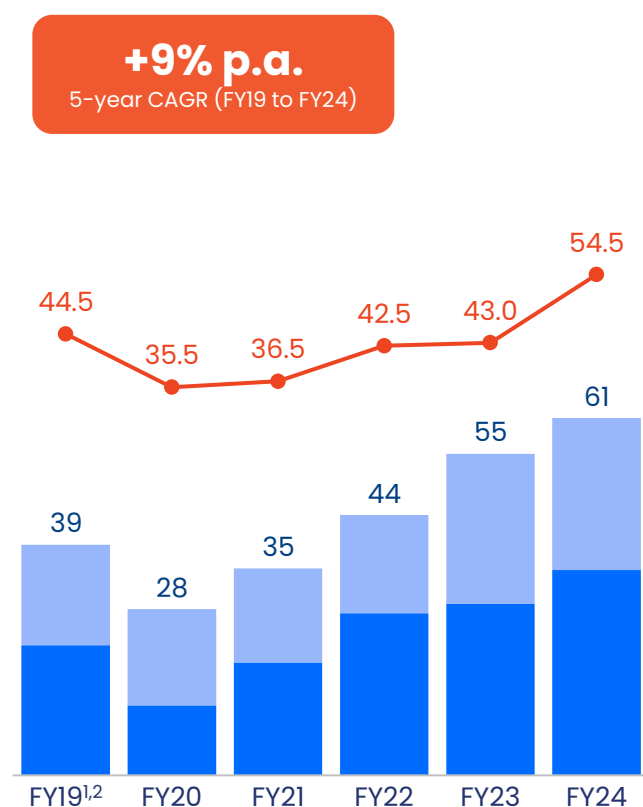
Revenue (\$M)



EBITDA (\$M)



Operating Cash Flow (\$M)



1. FY19 includes special dividends.
2. Reflects timing impact where trade and other payables were \$22m (FY18:\$14m), as payments to TLC are one week in arrears.



Board of Directors

**Susan
Forrester AM**



Chair of the Board,
Independent
Non-Executive Director

Appointed
September 2020

**Mike
Veverka**



Managing Director,
Chief Executive Officer
and Founder

**Sharon
Christensen**



Independent
Non-Executive
Director

Appointed
September 2019

**Giovanni
Rizzo**



Independent
Non-Executive
Director

Appointed
January 2019

**Michael
Malone**



Independent
Non-Executive
Director

Appointed
September 2024¹

1. Pending shareholder confirmation at AGM



Executive Leadership Team

**Mike
Veverka**



Managing Director,
Chief Executive Officer
and Founder

Brad Board



Chief Commercial Officer

Xavier Bergade



Chief Technology Officer

Abby Perry



Chief People Officer

Jatin Kholsa



Chief Financial Officer

Tam Watson



Head of Operations – UK

Marina Avisar



President – Stride



Our People



Personal use only



2024 Industry Awards People & Culture

Learning & Development



Best Leadership Development Program (**Winner**)
Best Blended Learning Solution (Finalist)



Best Learning & Development (**Winner**)
Best Learning Impact (**Winner**)



Digital Workforce Skills for the Future (Finalist)



Best Learning & Development Program (**Winner**)



Best Learning & Development Strategy (Finalist¹)
Best Leadership Development Strategy (Finalist¹)



Jumbo's L&D programs



¹ Result pending

Talent Acquisition



Excellence in Candidate Experience (**Winner**)



Excellence in Candidate Experience (**Winner**)
Q1 Winner 2024 RRR Certified (**Winner**)



FY24 Sustainability Highlights

Certified Carbon Neutral¹



Reduced Emissions



Great Place To Work Certified²



Award-winning L&D Programs



Committed to Gender Diversity



Community Sponsorships & Donations



Responsible AI Policy Introduced



Modern Slavery Training Launched



Implemented Supplier Protocol



¹ FY22 and FY23
² In Australia and UK



Our Mission

“To create positive social impact through making lotteries easier.”



Managing Director, CEO and Founder's address



Mike Veverka



Celebrating 25 years

1999



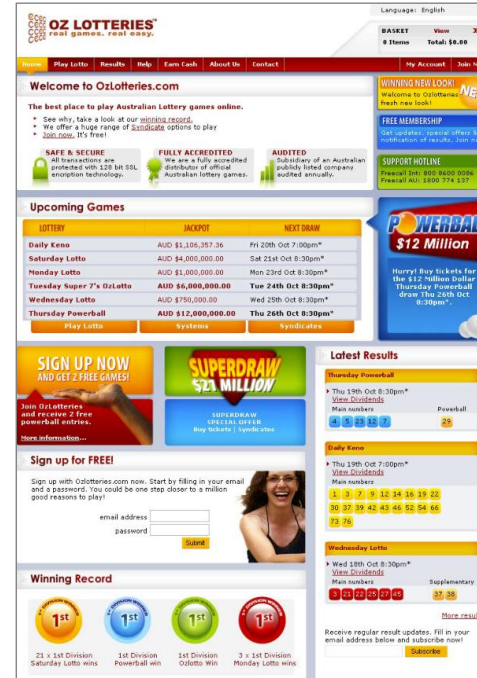
JumboMall
Listed on the ASX

2001



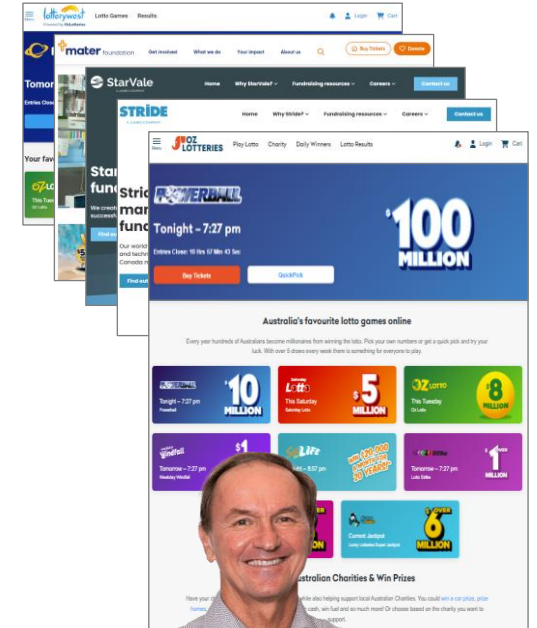
First Charity
Lottery sales

2006



Ozlotteries.com
Launched

2024

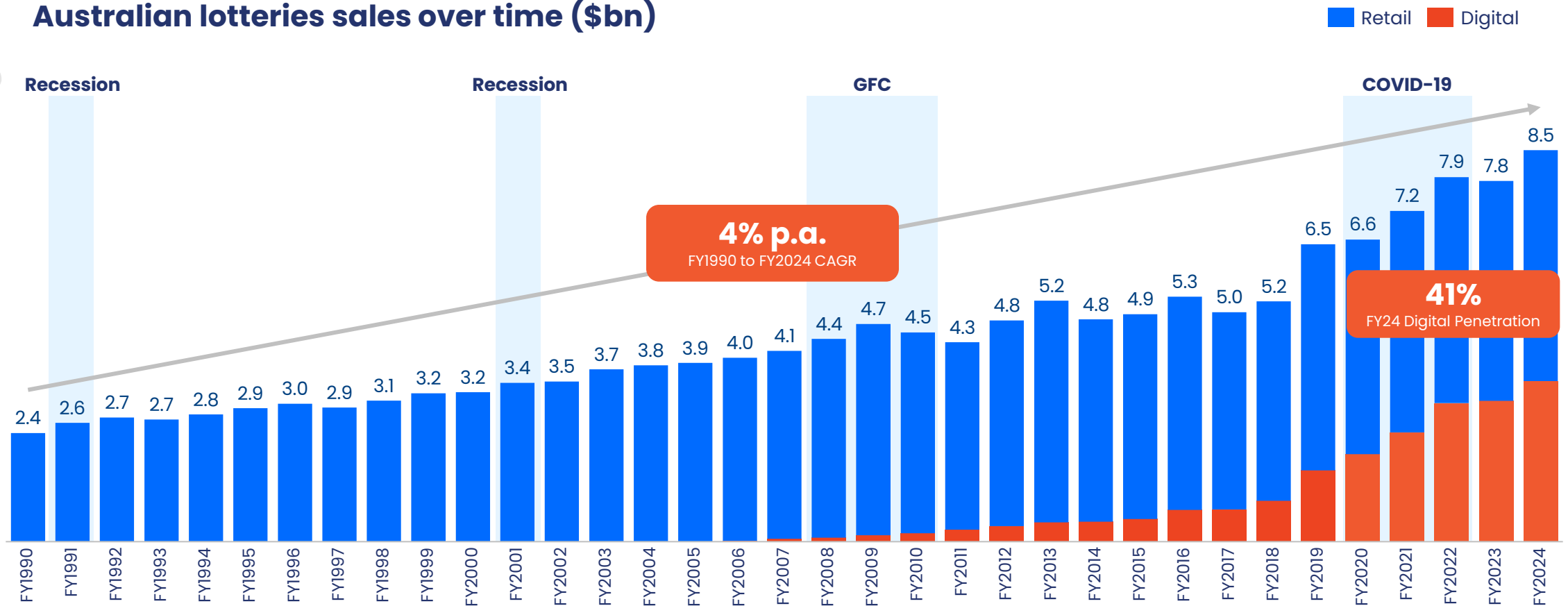


Today



Consistent and resilient growth over the long term

Australian lotteries sales over time (\$bn)



Source: Australian Gambling Statistics, Tabcorp, TLC, Lotterywest financial reports.



Lottery Sector Developments



Key Highlights Our most successful year to date



Record Lottery Retailing Performance

Positive engagement from +1 million active players and pricing and product portfolio changes



Positive SaaS Momentum

A combination of partnership extensions and new client wins



Measured Cost Approach

Finding the right balance between cost efficiency and reinvestment for growth



Strong Capital Management

Disciplined on M&A, FY24 dividend up 27%, new debt facility to maximise flexibility and liquidity

Key Metrics Significant growth across all key metrics

Total Transaction Value (\$m)

↑ **1,054**

FY23: **852** (+24%)

Lottery Retailing **544** (FY23: 449)

Group Revenue (\$m)

↑ **159.3**

FY23: **118.7** (+34%)

Revenue Margin **15.1%** (FY23: 13.9%)

Underlying EBITDA² (\$m)

↑ **76.6**

FY23: **58.9** (+30%)

Und. EBITDA Margin **48.1%** (FY23: 49.6%)

Underlying NPATA^{2,3} (\$m)

↑ **46.4**

FY23: **35.3** (+31%)

Und. EPSA^{2,3} **73.7 cps** (FY23: 56.1 cps)

Free Cash Flow⁴ (\$m)

↑ **54.1**

FY23: **47.5** (+14%)

Cash Conversion **125%** (FY23: 146%)

Dividend Declared (cps)

↑ **54.5**

FY23: **43.0** (+27%)

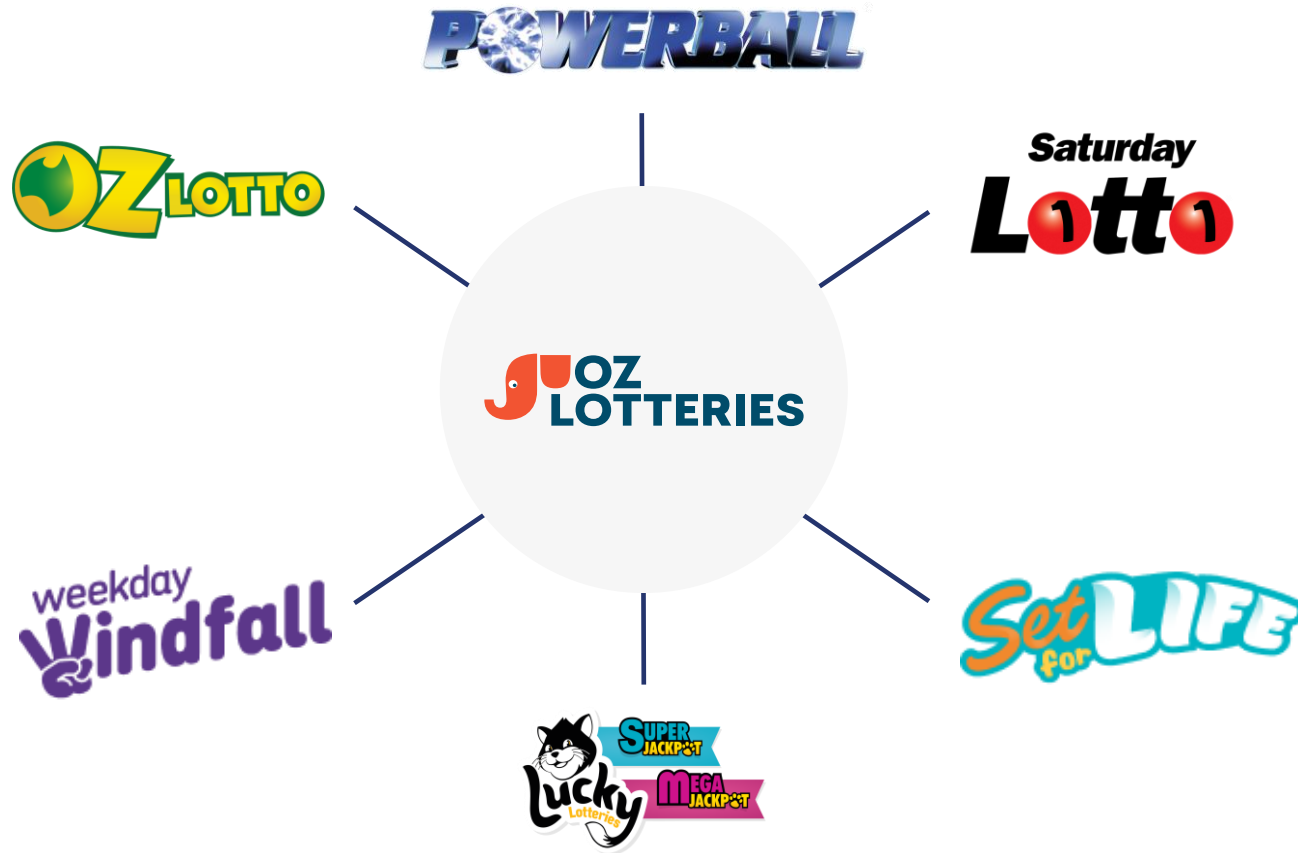
1HY: **27.0 cps** (23.0) | 2HY: **27.5 cps** (20.0)

1. FY23 includes an 8-month contribution from StarVale (completed 1 November 2022).
2. Underlying reflects adjustments for one-off costs: EBITDA \$1.4m in FY24 (FY23: \$0.8m) and NPATA \$0.8m in FY24 (FY23: \$1.5m).
3. NPATA and EPSA are before amortisation of acquired intangible assets.
4. Operating cashflow less capex.



Driving Growth in our key products

Jumbo is an authorised reseller¹ of Australian Digital Lottery tickets through OzLotteries



Demographics

71%

Active Players
under 50



59%

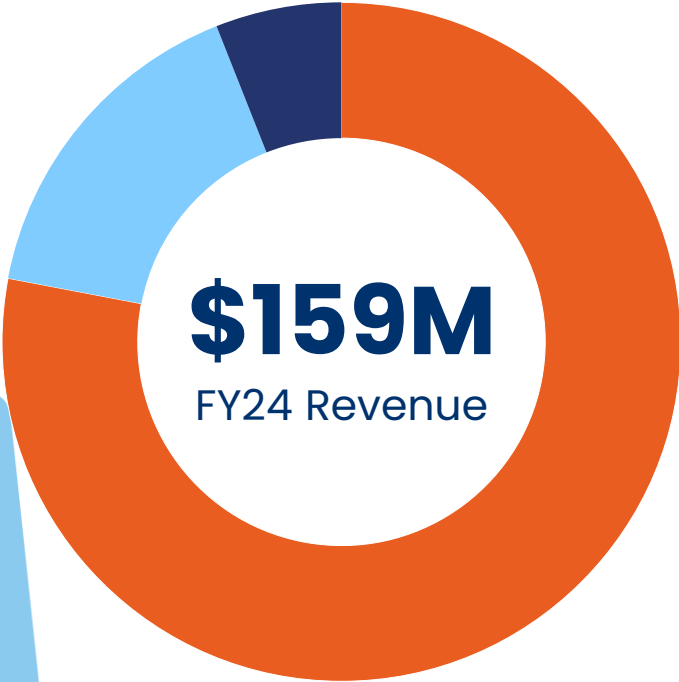
Active Players
Aged 18 to 43

1. Jumbo is an authorised reseller of lottery tickets via Reseller Agreements with The Lottery Corporation Limited (TLC)

Growth and Diversification over time

Revenue by Segment (\$M)

- Australian Centric
- One customer
- Government Lottery



- Lottery Retailing
- Managed Services
- SaaS

- ✓ Global Footprint
- ✓ Diversify outside of TLC agreement
- ✓ Focus on Government and Charity Lotteries

Daily Winners **Enhancing player experience**

Our **Loyalty Program**

Free Tier

- Launched Sep-23
- 180,000+ members
- Discounts with 130+ retailers

Premium Tier

- Launched Aug-24
- \$15 per month (inc. GST)
- Additional exclusive discounts at high-value retail partners



Driving Player Engagement

Promotional activity includes trade promotions, with entrance eligibility determined by membership tier.

Free Tier promotional prizes¹:

- \$500 daily (\$2,500 on Friday)
- \$75k - \$100k monthly draws²
- Special event draws

Premium Tier promotional prizes¹:

- 5x more entries than Free Tier
- Exclusive giveaways (e.g. Premium Payday)



Creating Winning Moments



"My sister who has a special needs little girl needs a car, and to get a lift put in it. So \$45,000 of that is going to go to my sister. I have actually had a GoFundMe for her and it hasn't taken off, this is just going to make it happen. Wow, thank you!"

Abbey H - \$100,000 winner



"This is a joke, isn't it? You're pulling my leg... I can clear my debts. I can do, yeah, renovations to my house, it does a lot."

Mark M - \$75,000 winner

1. Subject to change
2. To be unlocked by player behaviour

Artificial Intelligence

Established Initiatives



Staff Empowerment

We provide training and tools to **enhance coding**, provide **fast access** to information and **enhance employee effectiveness**



Marketing

We use machine learning to **analyse** player behaviour, **build** predictive models, and **refine** our marketing strategies.



Customer Support

We leverage AI to **enhance** B2B and B2C customer support.

Developing Initiatives



AI-focused team

We've established a **dedicated team** focused on AI. Their task is to **assess its risks and benefits** and inform the company about generative AI's capabilities.



In-house AI service

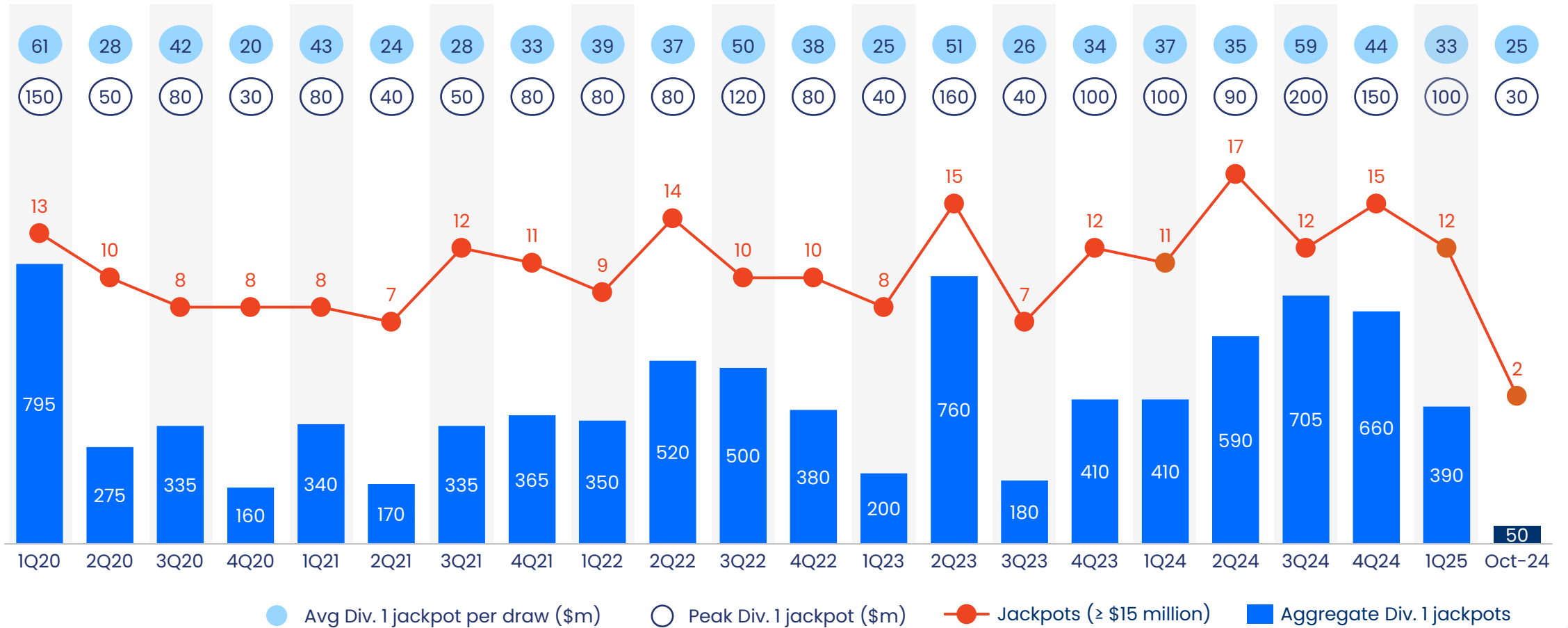
We've **developed an in-house** AI service to enhance our products and services which boosts **functionality and efficiency**.

Try it now!
jumbointeractive.ai



Subdued start to FY25

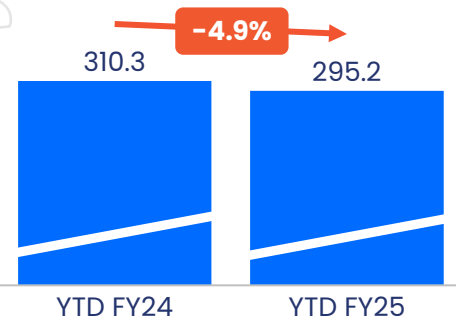
Powerball | Oz Lotto Division 1 large jackpots (≥\$15m)



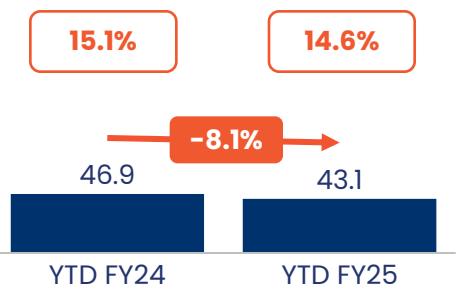
FY25 Trading Update¹ Four months to Oct-24

Group

TTV (\$M)

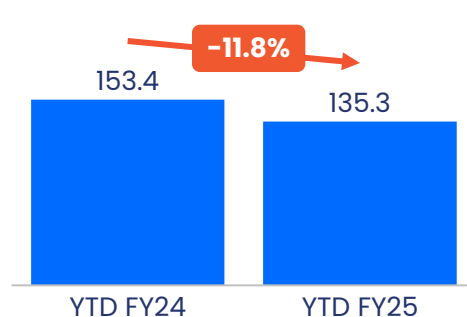


Revenue (\$M) | Revenue Margin (%)

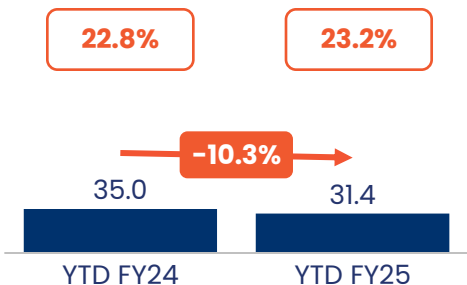


Lottery Retailing

TTV (\$M)

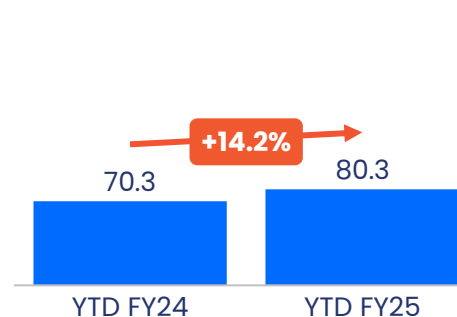


Revenue (\$M) | Ext. Rev. Margin (%)

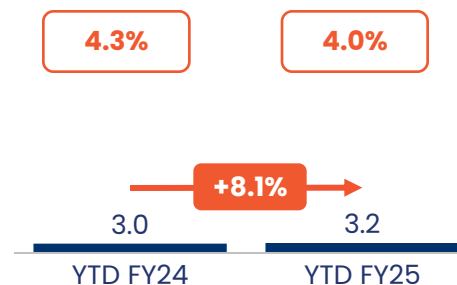


SaaS²

TTV (\$M)

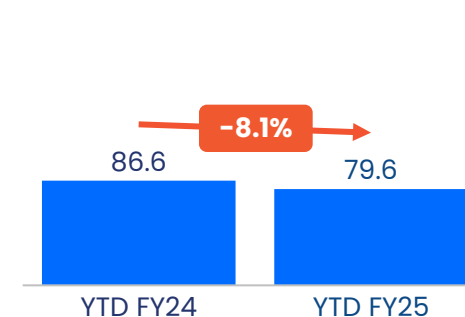


Revenue (\$M) | Revenue Margin (%)

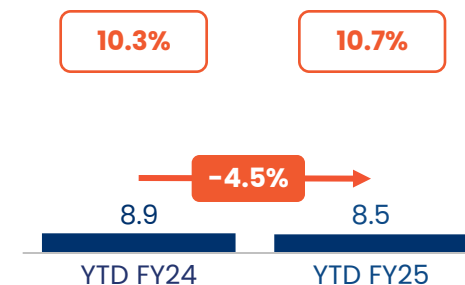


Managed Services³

TTV (\$M)



Revenue (\$M) | Revenue Margin (%)



1. Figures are based on unaudited management accounts for the period 1 July 2024 to 31 October 2024 that have not been independently reviewed or verified.

2. St Helena Hospice transitioned to StarVale (Managed Services) from May-24 and hence its contribution for the first four months to 31 October 2023 has been removed from SaaS and included in Managed Services.

3. Based on FY24 FX rate of A\$1.00 = C\$0.88 and £0.52 | FY25 FX rate of A\$1.00 = C\$0.92 and £0.52.



FY25 Outlook reaffirmed

Australia (Lottery Retailing + SaaS + Corporate)

51% – 53%

Underlying EBITDA Margin
(FY24: 52.2%)

Assumptions

- A return to the historical number of large jackpots¹
- Flat TLC service fee¹ at 4.65%
- Flat/slightly higher Lottery Retailing revenue margin (FY24: 22.7%)
- Lottery Retailing marketing costs 1.5% to 2.0% of TTV (FY24: 1.89%), dependent on jackpots and product initiatives
- Low-teens underlying SaaS TTV growth (FY24: 19%)
- Flat/slightly lower SaaS external revenue margin (FY24: 4.3%)
- Modest increase in product development and innovation to drive future growth
- Operating cost base will be managed according to revenue growth

Growth and operating leverage focus

Managed Services (UK³ | Canada)

21% – 23%

Underlying EBITDA Margin
(FY24: 26.4%)

Assumptions

- Flat-to-low single digit revenue growth reflecting:
 - Mid-to-high single digit growth in UK
 - Revenue decline in Canada as customer contracts across the lottery value chain are re-evaluated
- Modest investment to drive future growth
- Focus on building scale/capabilities through bolt-on acquisitions

Positioning for future growth

Group

46% – 48%

Underlying EBITDA Margin
(FY24: 48.1%)

Capital Management

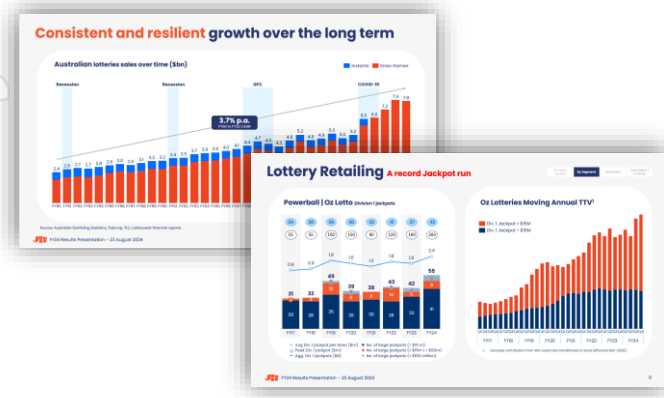
- Target dividend payout ratio of 65% to 85% of statutory NPAT
- Acceleration of the on-market share buy-back⁴

1. Jackpots remain a significant driver of Lottery Retailing ticket sales (and revenue) and in any given year there is uncertainty as to the exact number and aggregate value of large jackpots
2. Pursuant to the Reseller Agreements with TLC, the service fee increased from 1.5% of the subscription price in FY21 to 2.5% in FY22, 3.5% in FY23 and 4.65% in FY24 and thereafter. For FY21 to FY23, if the subscriptions exceed \$400m in the applicable year, then a service fee of 4.65% applied to the excess amount.
3. UK includes Gatherwell and StarVale.
4. On-market share buy-back of up to \$25m conducted on an opportunistic basis and commenced in September 2022. The timing and number of shares to be purchased continues to depend on the prevailing share price and alternative capital deployment opportunities. Jumbo reserves the right to vary, suspend or terminate the program at any time. As at 31 October 2024, \$7.0m of shares had been purchased at an average price of \$13.17.

A lot more to come...

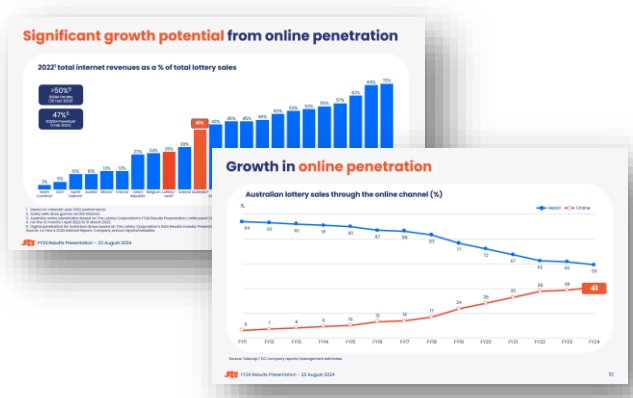
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Underlying Lotteries Growth



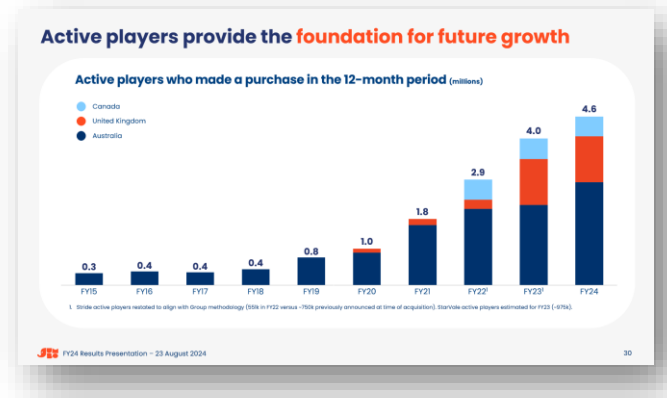
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Digital Penetration



3

Growth in Active Players



4

International Expansion | M&A



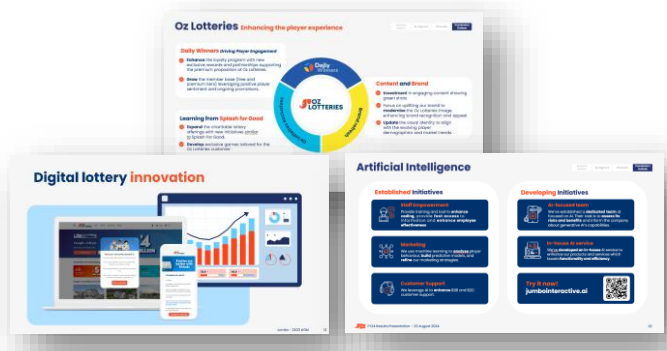
5

New Revenue Opportunities



6

Product Development and Innovation (including AI)



Disclaimer

This presentation contains summary information about the activities of the Group current as at the date of this presentation. It should be read in conjunction with Jumbo's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange (ASX), including the 2024 Annual Report, 2024 Corporate Governance Statement, 2024 Sustainability Report and 2024 Results Media Release released on 23 August 2024, available at www.asx.com.au.

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All dollar values are in Australian dollars (A\$) unless otherwise stated.

