

ASX RELEASE – Thursday, 22 August 2013

FY 2013 RESULTS



A strong finish to FY 2013 has driven leading interactive lottery business, Jumbo Interactive (ASX:JIN), to results ahead of market guidance released in April 2013.

Summary of Results for FY 2013

	FY 2013 Actual	FY 2013 Guidance	FY2012 Actual
TTV	\$109m	\$102m – \$106m	\$100m
Revenue	\$25.2m	\$24m – \$25m	\$24.1m
EBITDA Reported	\$6.7m	\$5.3m to \$6.1m	\$10.5m
EBITDA Like-for-like	\$12.2m	\$11.0m to \$11.8m	\$11.5m
NPAT Reported	\$3.0m	\$2.2m to \$2.8m	\$6.7m
NPAT Like-for-like	\$6.8m	\$6.2m to \$6.8m	\$6.6m
Cash (net customer funds)	\$16.9m	\$14m to \$15m	\$16.8m
Net Assets	\$20.5m	-	\$18.1m
Dividend (Full Year)	3.0c	3.0c	3.0c
Customer Database	1.57m	-	1.38m

Building Infrastructure for International Expansion

As previously announced, Jumbo is currently building the required infrastructure for international expansion and is expensing costs associated with that expansion.

During 2013 the Company announced the following international agreements:

1. July 2013. Awarded licences in all German States
2. June 2013. Agreements signed with major retail chains in USA via Jumbo's joint venture
3. March 2013. Expands into Germany
4. November 2012. Expands into Latin America through deal in Mexico
5. November 2012. Expands into USA through Joint Venture
6. September 2012. Five new lottery products released at the World Lottery Summit in Montréal.

“2013 was the year when Jumbo transformed from a domestic business into an international operation with significant activities across three continents”, said Mr Mike Veverka, CEO and founder of Jumbo Interactive Limited.

“In 2014, Jumbo will begin earning revenue in Germany, USA and Mexico as well as Australia and we are making the right progress in building the required infrastructure to support these businesses for the benefit of the Company and its shareholders over the long term”, he said.

“With over \$16.9 million in net cash and a strong balance sheet with net assets of \$20.5 million, Jumbo is able to comfortably steer these projects into profitability”, he said.

Australian Growth

Growth continued in Jumbo's primary market with a 38% increase in TTV through the www.ozlotteries.com website. This more than compensated for the decrease in TTV through the New South Wales Lotteries co-branded website. As previously advised, in May 2012, the Tatts Group began accepting online orders from NSW customers bringing NSW into line with other states which resulted in a steady decline in TTV through the New South Wales Lotteries co-branded website that Jumbo operated on behalf of the Tatts Group.

Jumbo continues to invest in developing the Australian internet lottery market and this has lead to an increase in customer database size from 1.38 million to 1.57 million registrations during FY 2013.

"Jumbo continues to support the Tatts Group and the Australian lottery industry through investments in online marketing and product innovation as more and more lottery players choose to use the internet to play their favourite Australian lotteries", said Mr Mike Veverka.

One notable example of this innovation is the increased influence of social media on customer acquisition and interaction. During FY 2013, the number of customer "likes" on OzLotteries Facebook page doubled to 17,785 and currently stands at over 22,000 people that like and interact with us using social media.

"Social media, as well as the increased usage of smartphones and tablet computers, is beginning to make a real impact in customer interaction with Australian lotteries", said Mr Veverka.

Jumbo Annual General Meeting

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

Date: Tuesday, 6 November 2013
Time: 5:00pm
Venue: Lady Theiss Room
Customs House
399 Queen Street Brisbane, QLD, 4000

Dividend

A 1.5c fully franked dividend has been declared for the 2nd half, which would bring the full year total to 3.0c fully franked per share.

About Jumbo Interactive

Jumbo Interactive Limited is listed in Australia (ASX:JIN) as well as the German Frankfurt, Berlin and Stuttgart exchanges (Symbol: JUB).

In 2000, the Company sold its first lottery ticket on the internet and since then has developed www.ozlotteries.com into a popular place for lotteries to be played.

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 recently expanded from the A\$4 billion Australian lottery market into the A\$64 billion North American and Latin American lottery markets, increasing the population base from 22 million to 400 million people.

In addition to this, Jumbo is in the process of establishing operations in the \$10 billion German lottery market to increase the population base a further 80 million to 480 million people.

Jumbo employs over 90 staff, has its headquarters in Brisbane and plays an important role in the Australian lottery industry with over A\$22 million in additional State Government revenue raised from sales in 2012, A\$17 million in 2011 and A\$15 million in 2010.

For further information:

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