



Jumbo Interactive Limited

FY26 Results Presentation

For the full-year ending 30 June 2026

27 August 2026



Disclaimer

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



Business Update



Mike Veverka
Managing Director, CEO and Founder



FY26 Overview

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Outlook

Record Group EBITDA, built on resilient Australia performance and new international B2C growth engine

Australia

Resilient performance, improved mix, new partnerships



- Market share performance reflects subdued jackpots
- Charity & proprietary products driving improvement in revenue margin
- SaaS momentum with external revenue up 20%¹
- SaaS partnership with RSL Queensland to power Australia's largest prize home lottery

Dream Giveaways

International B2C growth engine established

- Dream UK +23% annualised underlying EBITDA growth on the £8.3m² for the 12 months to 30 April 2025
- Dream US delivered highest underlying EBITDA in 5 years
- First 90-day integration phase complete, Phase 2 execution underway



Managed Services

Solid performance, operating leverage emerging



- \$8.4m underlying EBITDA contribution
- UK delivered in line with expectations
- Stride performed ahead of expectations

Capital Management

Balance sheet strength supporting shareholder returns and debt reduction

- \$77 million in available cash³ and undrawn debt
- \$34 million of debt repaid in FY26
- FY26 dividend of 27.0 cps (top end of revised payout range)
- On-market buyback continuing on a disciplined basis



1. Excluding Lotterywest which was impacted by softer domestic jackpots.

2. Unaudited management accounts

3. Excluding customer account cash balances

Key Metrics

Double-digit growth across key financial metrics

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Total Transaction Value (\$m)

↑ **1,125.8**

FY25: **996.1** (+13%)

Lottery Retailing **420** (FY25: 457)

Group Revenue (\$m)

↑ **193.6**

FY25: **145.3** (+33%)

Revenue Margin **17.2%** (FY25: 14.6%)

Underlying EBITDA¹ (\$m)

↑ **85.2**

FY25: **68.3** (+25%)

Und. EBITDA Margin **43.2%** (FY25: 47.0%)

Underlying NPATA^{1,2} (\$m)

↑ **50.6**

FY25: **42.3** (+20%)

Und. EPSA^{1,2} **80.2 cps** (FY25: 67.6 cps)

Free Cash Flow³ (\$m)

↑ **47.0**

FY25: **42.0** (+12%)

Cash Conversion **136%³** (FY25: 105%)

Dividend Declared (cps)

27.0

FY25: **54.5**

1HY: **12.0 cps** (24.0) | 2HY: **15.0 cps** (30.5)

1. Underlying reflects adjustments for one-off costs: EBITDA \$8.7m in FY26 (FY25: (\$0.4m)) and NPATA \$6.9m in FY26 (FY25: (\$0.2m)).

2. NPATA and EPSA are before amortisation of acquired intangible assets.

3. Operating cashflow less capex, adjusted for M&A due diligence and integration costs.

FY26 Report Card

FY26 guidance metrics – 4 out of 5 met or exceeded

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Guidance

FY26 Result

Australia

(Lottery Retailing + SaaS + Corporate)

Underlying EBITDA Margin

46% – 50%

✓ **47.7%**

Dream UK

Underlying EBITDA Contribution (8½ months)

£8.0m – £8.3m (Feb-26)

£7.0m – £7.3m (Oct-25)

£7.2m

Dream US

Underlying EBITDA Contribution (8 months)

US\$2.7m – US\$3.0m

✓ **US\$5.3m**

Managed Services

United Kingdom

Underlying EBITDA Growth¹

10% – 15%

✓ **10.2%**

Managed Services

Canada

Underlying EBITDA Growth¹

20% – 25%

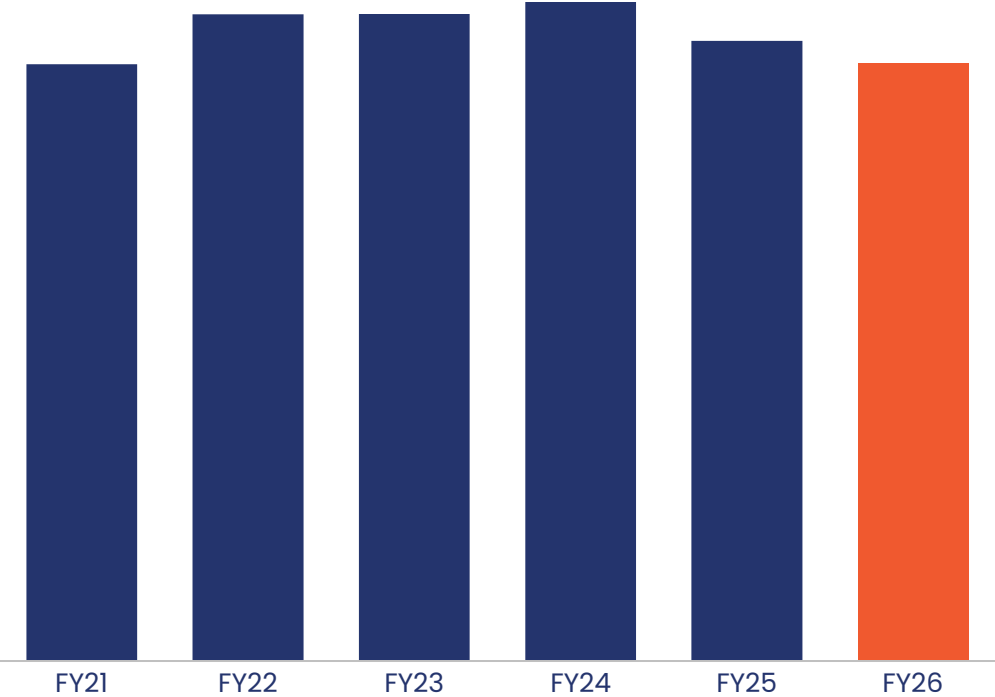
✓ **46.2%**

1. Local currency underlying EBITDA growth

Lottery Retailing

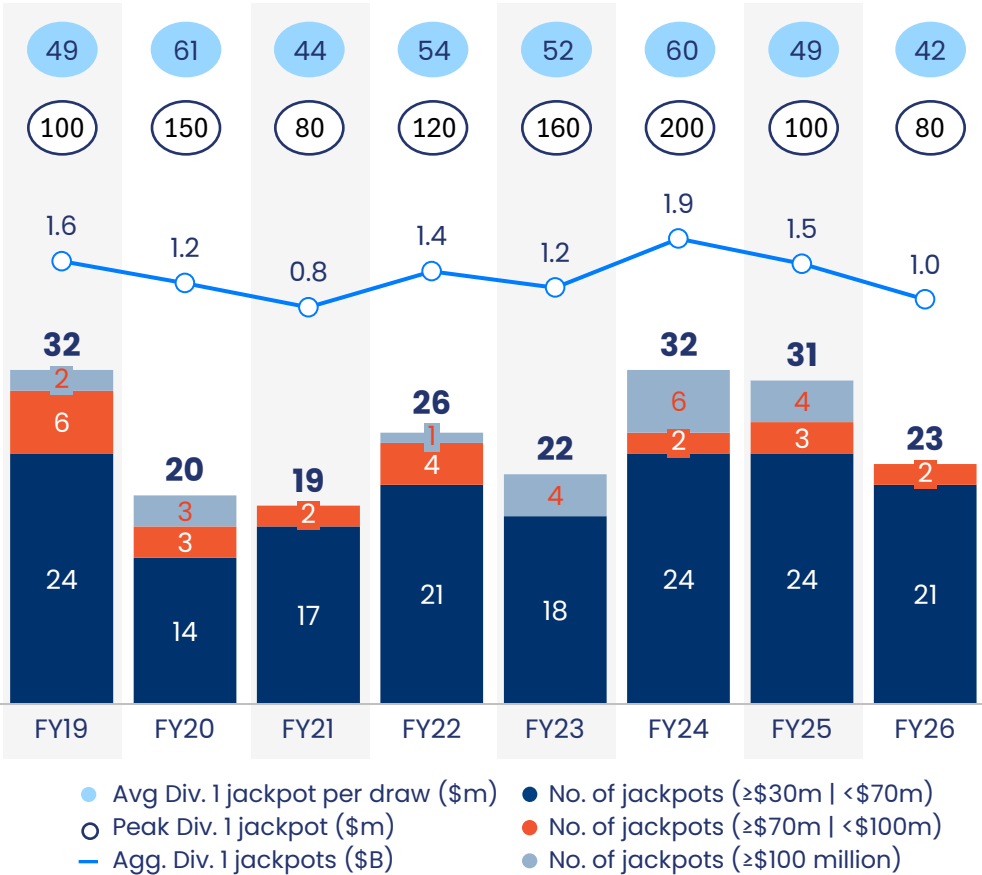
Market share performance reflects subdued jackpots

Estimated Jumbo Share of Sales¹ (%)



1. Jumbo's share estimate of total Powerball and Oz Lotto ticket sales calculated as Oz Lotteries TTV divided by internal estimate of total lottery ticket sales (based on game mechanics).

Powerball | Oz Lotto Division 1 large jackpots (≥\$30m)



Lottery Retailing

Historically low jackpots (1 in c.45 year outcome¹) impacting key player metrics

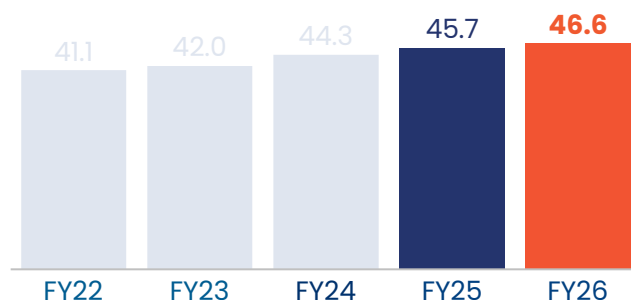
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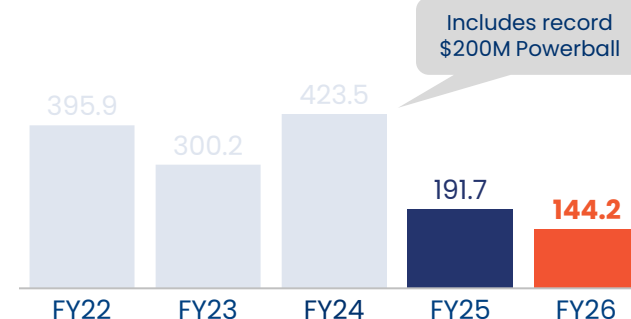
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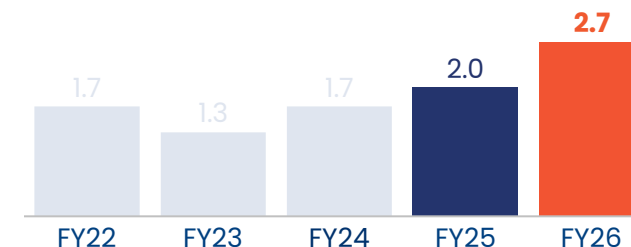
Digital Penetration¹ (%)



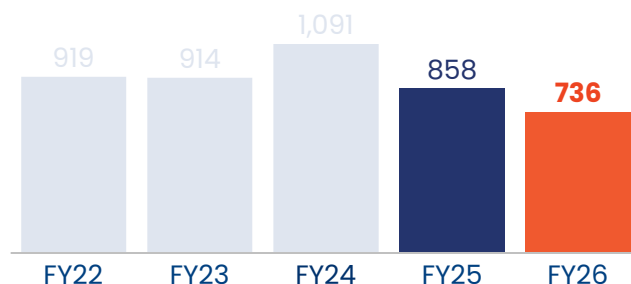
New Players ('000s)



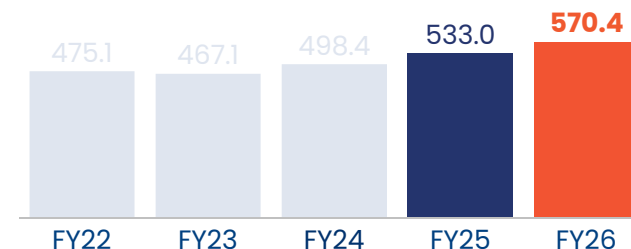
Marketing costs³ (% / TTV)



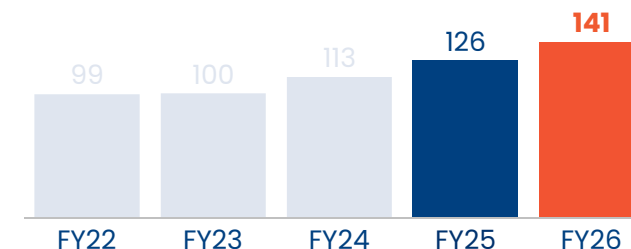
Active Players² ('000s)



Average Spend² (\$ / Active Player)



Average Revenue² (\$ / Active Player)



1. TLC FY26 Results Presentation.

2. Over a 12-month period.

3. Excluding promotion costs.

Software-as-a-Service

Scaling partnerships, growing share

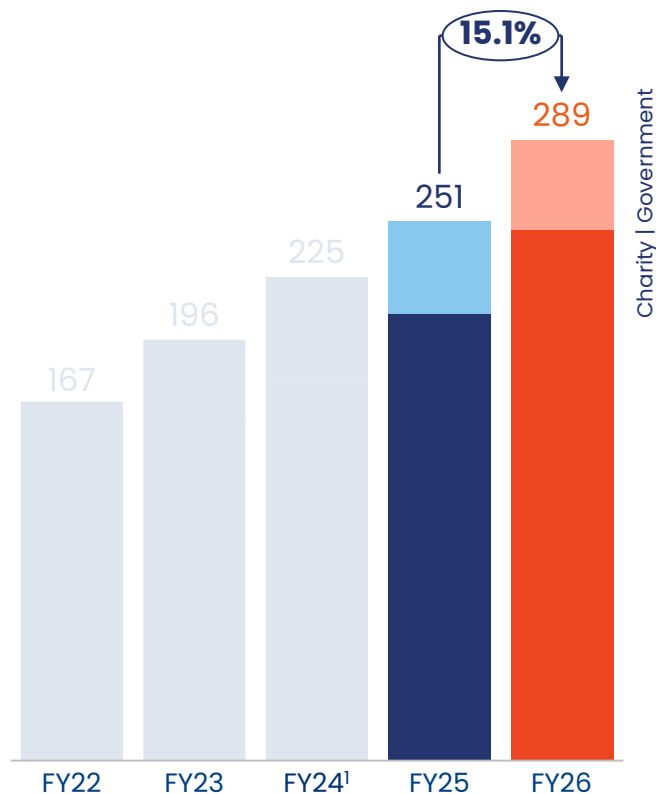
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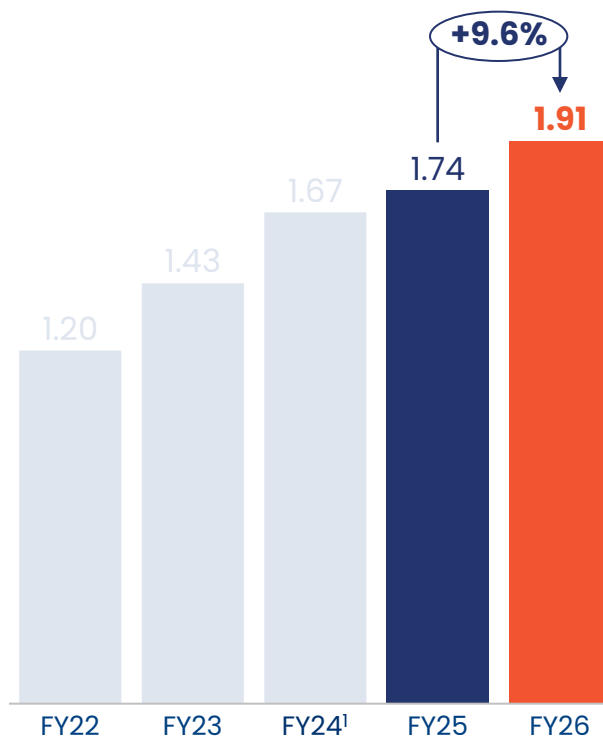
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TTV (\$M)



Active Players² (million)



Project Updates⁴

Dream US (live 24-Aug-25)

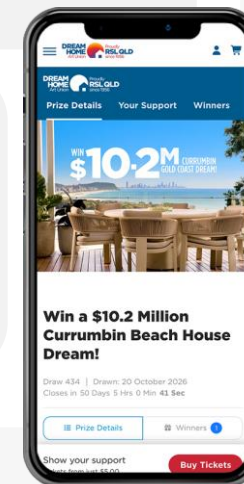
- Unlocking the mobile app capability
- Enhanced data and marketing capabilities

RSL Queensland (live 15-Aug-25)

- Largest charity lottery program in Australia (~\$200M TTV per year)
- Increase proforma charity market share³ from 24% to 54%

Brightstar

- PAM⁵ component: commercial terms not agreed – reflects commercial discipline
- Digital component: negotiations ongoing and subject to Board approval



1. Excludes St Helena Hospice contribution in FY24. Transitioned to StarVale (Managed Service segment) from May-24.

2. Over a 12-month period.

3. Internal estimate following market scan and program value assessment.

4. For RSL/Brightstar background, refer ASX announcements: *Jumbo signs SaaS agreement with RSL Queensland* (9-Sep-25) | *Lotterywest awards contract for gaming and digital solution to Brightstar Lottery* (18-Dec-25)

5. Player Account Management (PAM) module is the system that manages a player's lottery account.

Managed Services

Strong execution, operating leverage emerging

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United Kingdom

- ✓ Exceeded £100 million in TTV for the first time
- ✓ +10% increase in underlying EBITDA
- ✓ Disciplined cost management offset record prize payouts (21 jackpots versus 5-year average of 14)
- ✓ 97% client CSAT score and +74 NPS score (Gatherwell)
- ✓ Digitisation and streamlining of processes driving efficiencies (StarVale)
- ✓ Continue to invest in future growth as a holistic provider of Managed Services

Canada

- ✓ +46% increase in underlying EBITDA
- ✓ New business wins, product investment and favourable campaign timing
- ✓ Expanded Stride's capabilities across technology, marketing and customer engagement
- ✓ Advanced lifecycle marketing capabilities, supporting stronger campaign performance and higher-value service revenue
- ✓ Further strengthened Stride's integrated operating model

Well positioned to deliver profitable growth and operating leverage

Integration Update



Brad Board
Chief Operating Officer



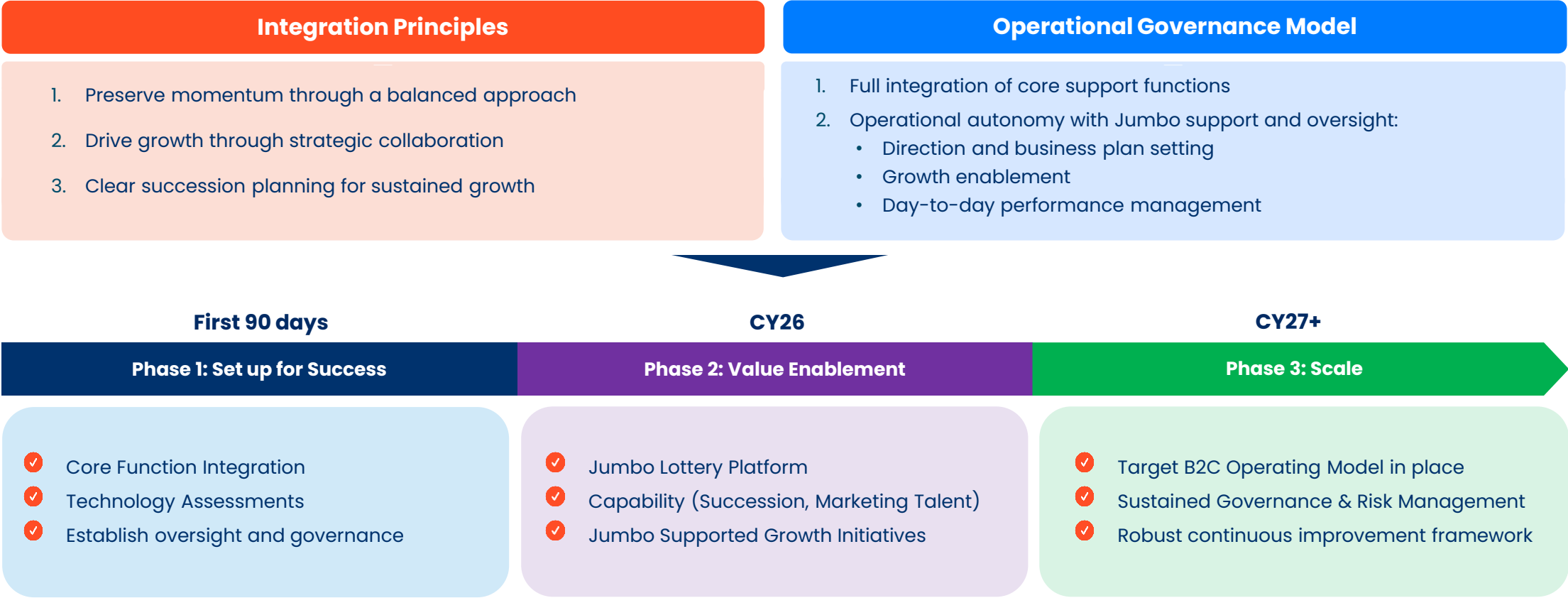
Dream Team

Accelerating growth through International B2C acquisitions

Brand			
Market Opportunity (Total Population ¹)	27 million	70 million	349 million
Key Financials ² (TTV EBITDA)	\$420M \$33M	\$143M \$20M	\$35M \$12M
Products (draws per year)	Reseller 1,000+	Product Owner 3,000+	Product Owner 29
Technology	Best in Class 	Bespoke 	Bespoke 
Marketing	Developed 	Scaling 	Constrained 
Scale (Active Customers)	0.7M 	0.8M 	0.2M 

1. Source: United States, United Kingdom and Australia Population (2026) Worldometer.
2. Annualised FY26 in A\$M; Underlying TTV and EBITDA; Exchange rates of £0.514 = A\$1; US\$0.691 = A\$1;

First 90 days integration phase complete, Phase 2 execution underway



Dream Team

Strategic Rationale – Confidence Bolstered



Alignment with Strategy

- Low-cost, high-impact integration onto the Jumbo Lottery Platform (JLP) unlocking mobile app capability and enhanced data and marketing
- OZL experience & learnings applicable in US

- USPs of JLP prompting earlier integration window
- Growth model aligned with Group experience

Established / Market Leader

- Continuity of leadership supporting efficient execution
- Transformation underway to expand total addressable market (TAM)

- Embedding experienced commercial leader (Jul-26) on top of entrepreneurial foundations
- Business Performance tracking ahead of original expectations
- Highly engaged and loyal player base

Proven Performance

- Performance remains stable
- Early insights highlight meaningful untapped growth potential

- Market and underlying model continue to grow
- Demonstrated ability to scale draw cadence and drive operational flexibility

Significant value creation opportunity

- Increased draw cadence showing early results in engaging current customer base
- Senior Marketing leader onboarded (Aug-26) alongside new marketing agency, building out digital expertise to leverage JLP capabilities

- POC growth initiatives tested with encouraging results
- Significant brand equity reinforced

Financial Update



Jatin Khosla
CFO



Underlying EBITDA

Resilient performance ahead of Dream Giveaways uplift

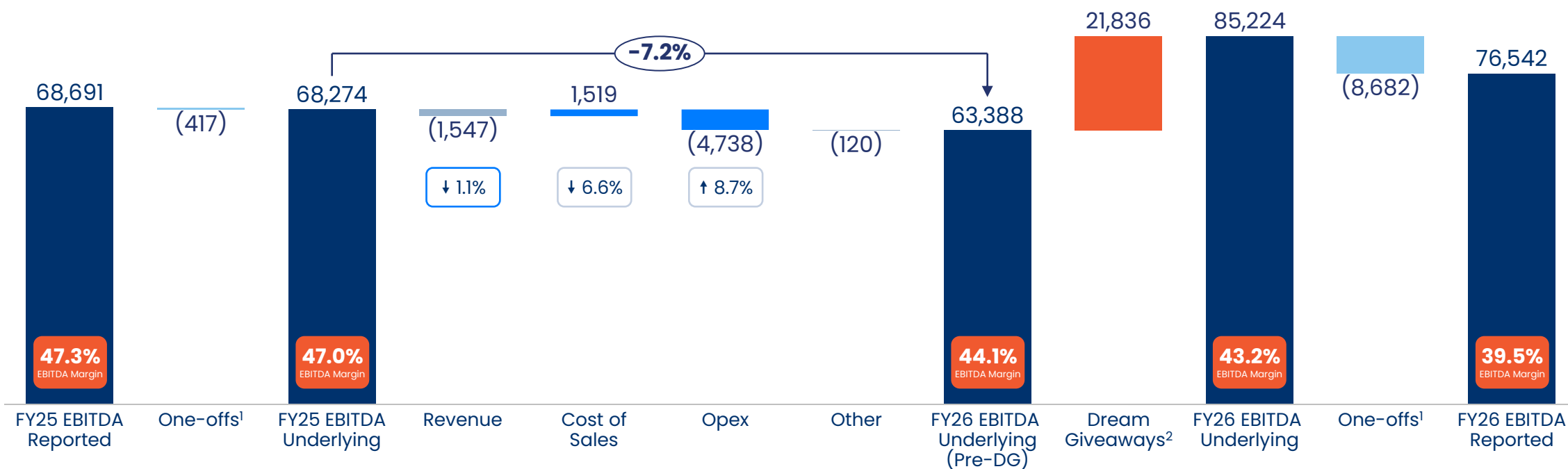
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Underlying EBITDA bridge – FY25 vs FY26 (\$'000)



1. FY26 One-off adjustments of \$8.7M (FY25: \$0.4M) – refer to slide 33 for further information.

2. 8.5 months contribution from Dream Car Giveaways UK and 8 months contribution from Dream Giveaway USA (both acquired in October 2025).

Cost Management

Growth investment partially offset by disciplined cost management

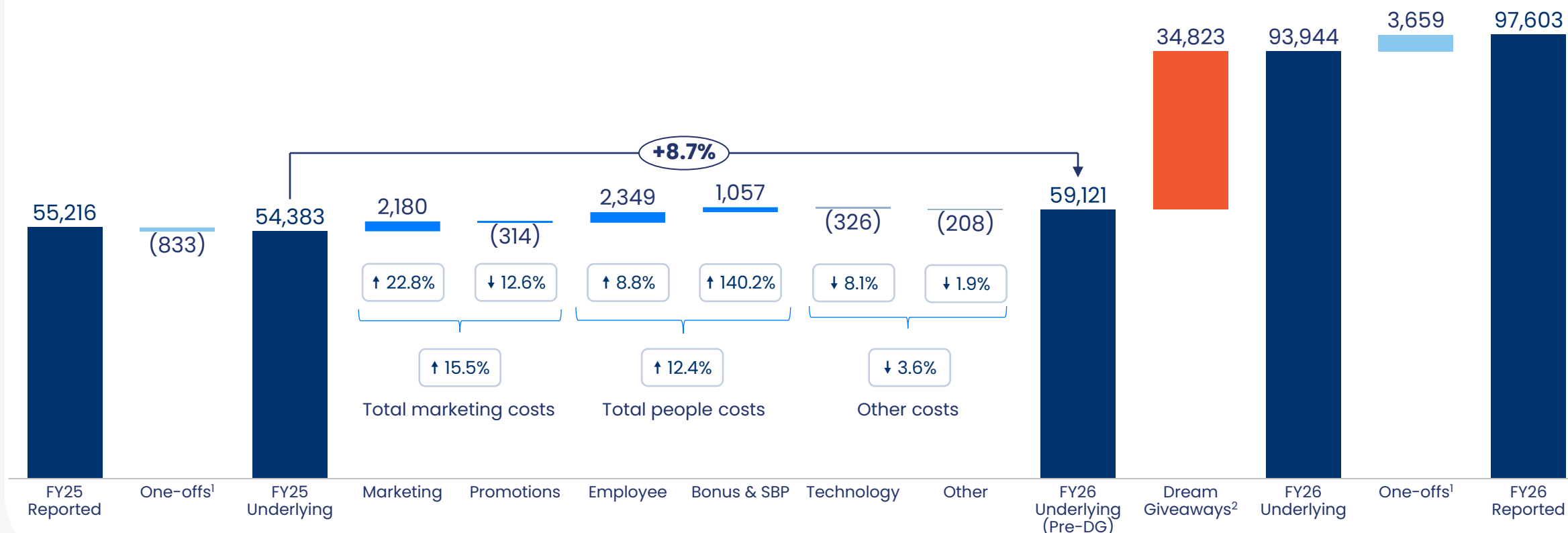
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Underlying operating expense bridge – FY25 vs FY26 (\$'000)



1. One-off adjustments – refer to slide 33 for further information.

2. 8.5 months contribution from Dream Car Giveaways UK and 8 months contribution from Dream Giveaway USA (both acquired in October 2025).

Australia

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Resilient performance, within the 46% – 50% underlying EBITDA margin range

A\$'000	FY26				FY25				Variance %
	LR	SaaS	Corporate ¹	Australia	LR	SaaS	Corporate ¹	Australia	
TTV	419,763	288,798	–	708,561	457,181	250,958	–	708,139	↑ 0.1%
External revenue	103,489	11,821	–	115,310	108,047	10,522	–	118,569	↓ 2.7%
Intersegment revenue	–	30,710	(30,710)	–	–	33,724	(33,724)	–	–%
Revenue	103,489	42,531	(30,710)	115,310	108,047	44,246	(33,724)	118,569	↓ 2.7%
Cost of Sales	(48,280)	(362)	30,710	(17,932)	(53,024)	(316)	33,724	(19,616)	↓ 8.6%
Gross Profit	55,209	42,169	–	97,378	55,023	43,930	–	98,953	↓ 1.6%
Operating Expenses	(22,057)	(15,789)	(4,872)	(42,719)	(19,640)	(13,666)	(4,951)	(38,257)	↑ 11.7%
Other income/(loss)	12	300	–	312	493	(96)	53	450	↓ 30.7%
Underlying EBITDA	33,163	26,680	(4,872)	54,971	35,876	30,168	(4,898)	61,146	↓ 10.1%
One-off items ²	(931)	–	(4,246)	(5,177)	1,518	–	(1,015)	503	–
EBITDA	32,232	26,680	(9,118)	49,794	37,394	30,168	(5,913)	61,649	↓ 19.2%
<i>Revenue Margin</i>		14.7%				17.6%			
<i>Revenue Margin (external)</i>	24.7%	4.1%	n/a	16.3%	23.6%	4.2%	n/a	16.7%	–
<i>Underlying EBITDA Margin</i>	32.0%	62.7%	n/a	47.7%	33.2%	68.2%	n/a	51.6%	–

1. Corporate and intersegment (i.e. Includes elimination of intersegment revenue)

2. FY26 one-off adjustments:

- LR: (a) \$0.9m representing service fee reconciliation adjustment in relation to historical periods taken up in FY26; (b) \$38k of costs relating to the closure of the Fiji office;
- Corporate: (a) The acquisition costs of \$3.3m reflect one-off consulting & legal expenses including due diligence costs associated with acquisitions; (b) Costs associated with the integration of new acquisitions into the business of \$0.4m; (c) Fluctuations in the GBP/AUD foreign exchange rate resulted in an unrealised foreign exchange loss of \$0.3m on an intercompany loan between Australia and the UK; (d) Employee redundancy payments of \$162k; (e) Legal fees of \$93k in relation to the LotteryWest & Brightstar subcontract in FY26.

Managed Services

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Strong EBITDA growth with margin expansion in Canada and disciplined execution in UK

A\$'000 ¹	FY26			FY25			Variance %
	UK	Canada	Total	UK	Canada	Total	
TTV	203,471	93,055	296,526	193,239	94,755	287,994	↑ 3.0%
Revenue	19,460	8,975	28,435	18,465	8,258	26,723	↑ 6.4%
Cost of Sales	(1,533)	(2,125)	(3,658)	(1,294)	(2,199)	(3,493)	↑ 4.7%
Gross Profit	17,927	6,850	24,777	17,171	6,059	23,230	↑ 6.7%
Operating Expenses	(12,329)	(4,032)	(16,361)	(12,042)	(4,060)	(16,102)	↑ 1.6%
Underlying EBITDA	5,598	2,818	8,416	5,129	1,999	7,128	↑ 18.1%
One-off items ²	–	295	295	–	(86)	(86)	–
Reported EBITDA	5,598	3,113	8,711	5,129	1,913	7,042	↑ 23.7%
<i>Revenue Margin</i>	9.6%	9.6%	9.6%	9.6%	8.7%	9.3%	–
<i>Underlying EBITDA Margin</i>	28.8%	31.4%	29.6%	27.8%	24.2%	26.7%	–

1. FX rate: £0.506 : A\$1; C\$0.938 : A\$1;

2. FY26 relates to a \$0.3M expense accrual recognised in Stride in FY25 and reversed in FY26;

Dream Giveaways

Performing ahead of comparative figures disclosed at time of acquisition

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A\$'000 ¹	FY26		
	Dream UK ²	Dream US ²	Total
Underlying TTV ³	101,374	23,119	124,493
Underlying Net Revenue³	35,145	18,477	53,622
Cost of Sales ⁴	(2,790)	(1,325)	(4,115)
Gross Profit	32,355	17,152	49,507
Marketing Expenses	(13,993)	(5,782)	(19,775)
Employee Expenses	(1,691)	(2,939)	(4,630)
Other Expenses ⁵	(2,570)	(696)	(3,266)
Underlying EBITDA	14,101	7,735	21,836
One-off items ⁶	-	(3,799)	(3,799)
Reported EBITDA	14,101	3,936	18,037
Reported TTV	101,374	19,320	120,694
Reported Revenue	35,145	14,678	49,823
<i>Underlying Revenue Margin</i>	34.7%	79.9%	43.1%
<i>Underlying EBITDA Margin</i>	40.1%	41.9%	40.7%
<i>Marketing expense (% of Underlying TTV)</i>	13.8%	25.0%	15.9%

1. FX rate: £0.514 : A\$1; USD\$0.691 : A\$1;

2. Reflects an ~8½-month and ~8-month contribution from Dream Car Giveaways UK and Dream Giveaway USA respectively (acquired in October 2025).

3. Removal of \$3.8m non-cash acquisition accounting fair value adjustment described in the note 5.

4. Cost of sales includes charitable contributions, merchant fees, prize modification, prize transport, and professional fees.

5. Includes car resales income

6. \$3.8m non-cash acquisition accounting adjustment under AASB3, relating to the fair value adjustment of DG USA deferred revenue at acquisition for the draws that commenced prior to acquisition and were completed during the year, the fair value adjustment reduced both TTV and reported revenue by \$3.8m in FY26.

7. Refer ASX Investor Presentations – Strategic acquisition of Dream Car Giveaways (15 October 2025) and Strategic Acquisition of Dream Giveaway (30 October); based on unaudited management accounts.

8. Dream US benefited from a transitional overlap of legacy long-duration and new short-duration draw revenue, so headline period-on-period comparisons are not directly comparable.

Underlying EBITDA vs Comparative (as disclosed at time of acquisition)

Local currency	FY26	Disclosed at Acquisition ⁷
Dream UK	£7.2M (8½ months)	£8.3M (12 months to April-25)
Dream US	US\$5.3M (8 months)	US\$4.6M (12 months to Jul-25)

- Dream UK performance reflects annualised growth of 23%
- Dream US performance materially higher than preceding period⁸



Capital Management

Balance sheet strength and flexibility

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- Strong liquidity with available funds¹ and undrawn debt of \$77.4m
- FY26 final ordinary dividend of **15.0 cps** (FY26 total dividend of 27.0 cps)
 - Reflecting a dividend Payout Ratio of 49.5% of statutory NPAT
 - At the top end of the targeted 30% to 50% payout range
 - Record date: 4 September 2026 | Payment date: 17 September 2026
- Strategic investment of \$130M of net cash deployed to establish Dream Giveaways B2C growth engine
 - Supported by upsized debt facility, increasing limit from \$50M to \$120M
- Conservative debt profile:
 - 0.5x Net leverage | 16.1x interest coverage
 - \$33.7m of debt repaid since completion of acquisitions
 - Ongoing focus on further debt reduction
- Continuation of on-market share buy-back²

Available Funds (\$m)	FY26	FY25
Cash and cash equivalents	48.1	79.9
Customer deposits	(12.1)	(14.3)
Available cash	36.0	65.6
Undrawn debt	41.4	50.0
Available cash and undrawn	77.4	115.6

Balance Sheet (\$m)	FY26	FY25
Cash and cash equivalents	48.1	79.9
Other current assets	27.2	7.8
Non-current assets	250.6	92.1
Total Assets	325.9	179.8
Current liabilities	74.8	37.0
Non-current liabilities	117.4	21.1
Total Liabilities	192.2	58.1
Net Assets Equity	133.7	121.7

1. Excluding customer account balances of \$12.1m (FY25: \$14.3m).

2. 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 30 June 2026, \$11.5m of shares had been purchased at an average price of \$12.26.

Cash Generation

Strong organic capital generation

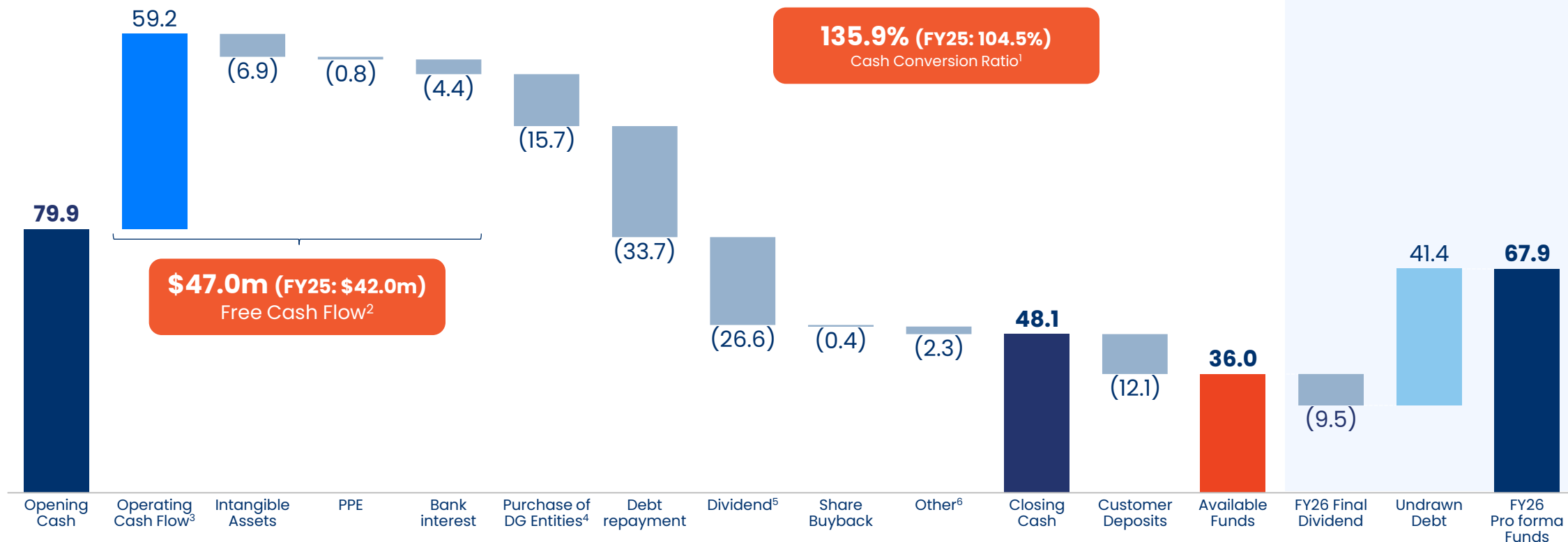
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Cash Flow Reconciliation (\$m)



1. Cash Conversion Ratio = Free Cash Flow / NPAT.

2. Free Cash Flow is Operating Cash Flow less capex (IA and PPE)

3. Operating Cash Flow has been adjusted for M&A due diligence (\$3.3M), integration costs (\$0.4M) and Bank Interest (\$4.4M)

4. Net acquisition post debt: \$130.5M net cash outflow with \$118.4M of debt and adjusted for \$3.7M M&A costs.

5. FY25 Final Dividend and FY26 Interim Dividend

6. Includes lease liabilities and FX movement.

Strategy & FY27 Outlook



Mike Veverka
Managing Director, CEO and Founder

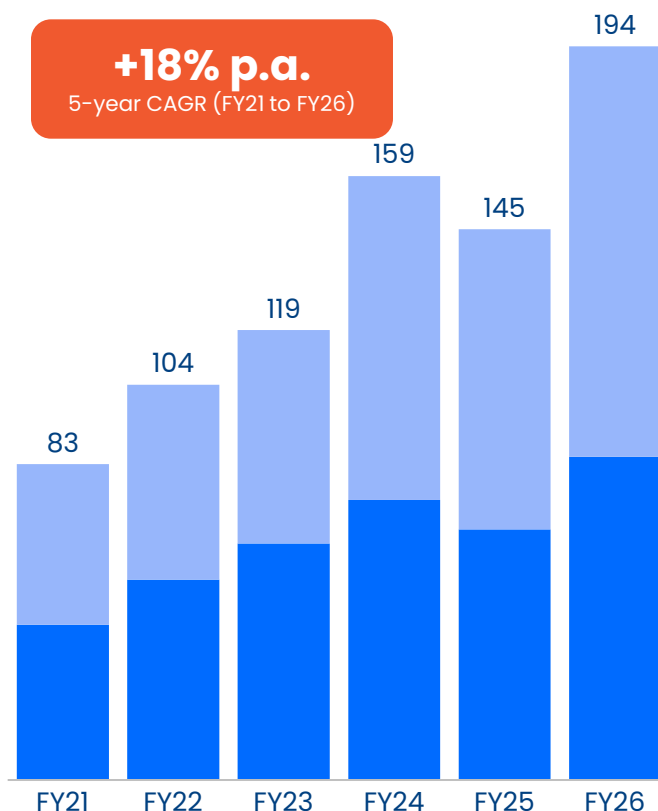


Proven track record of growing earnings and cash

Revenue (\$M)

+18% p.a.

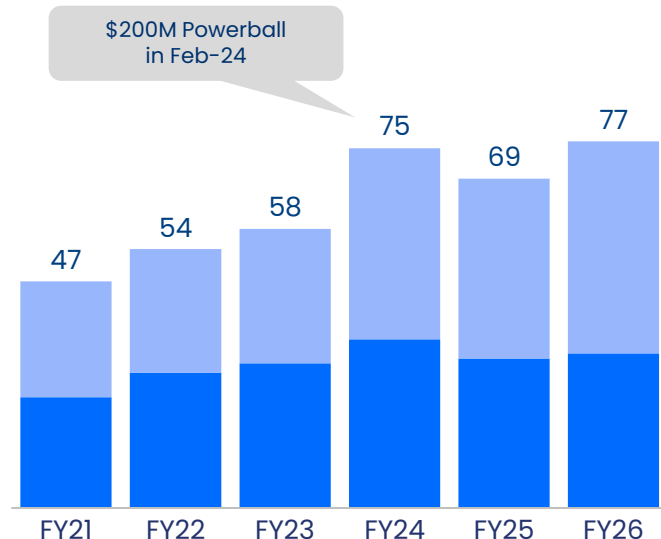
5-year CAGR (FY21 to FY26)



EBITDA (\$M)

+10% p.a.

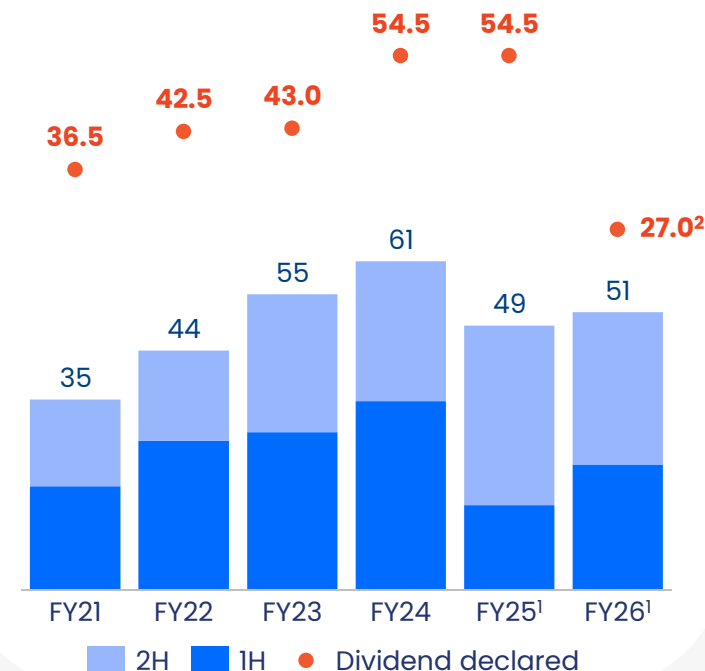
5-year CAGR (FY21 to FY26)



Operating Cash Flow (\$M)

+8% p.a.

5-year CAGR (FY21 to FY26)



1. FY25 and FY26 were impacted by a subdued jackpot environment – no jackpots >\$100m.

2. The Board revised Jumbo's dividend payout ratio to a range of 30% to 50% of statutory Group NPAT. The revised payout ratio is intended to maintain balance sheet strength, support debt reduction and ensure Jumbo remains well positioned to deliver sustainable long-term shareholder returns

Our Strategy

Protecting the Core, Scaling for Growth

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Vision

To be the heart of the world's best winnings experiences



Mission

We create premium digital entertainment experiences that people love



Strategic Pillars

**Protect & Grow
Oz Lotteries**

**Execute Dream
Transformation**

**Optimise
Software &
Managed
Services**

**Accelerate
Growth through
M&A**



Enablers

People

Technology

Governance

FY27 Group Outlook

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By Segment

Financials

Conclusion |
Outlook

Australia

(Lottery Retailing + SaaS + Corporate)

Key Assumptions

Lottery Retailing

- TTV driven by large jackpot frequency and size
- Charity and proprietary products to deliver a 3 – 5% share of Lottery Retailing TTV
- Revenue margin to decline slightly, reflecting a more normalised jackpot environment and associated shift in product mix
- Marketing spend to support player engagement and retention across jackpot cycles
 - Lottery Retailing marketing costs of 2.5% – 3.0% of Lottery Retailing TTV
 - Promotion costs of 0.50% – 0.75% of Lottery Retailing TTV

SaaS

- TTV momentum sustained with incremental TTV from RSL Queensland
- External revenue margin between 3.25% to 3.50% (client mix)
- \$0.8m–\$1.0m intersegment platform fee¹ from Dream US (3.2% of TTV)

Underlying EBITDA Margin
46% – 50%

FY26: 47.7%

International

(Managed Services + Dream Giveaways)

Key Assumptions

Dream Giveaways

- **UK:** Underlying EBITDA contribution of £11.3m – £11.8m, reflecting profitable growth and increased investment as the business transitions from its founders to Jumbo
 - Represents 10%– 15% growth on the annualised FY26 performance
- **US³:** Underlying EBITDA contribution of US\$5.6m – US\$6.2m, reflecting strong TTV growth under the new shorter-duration draw model
 - Includes \$0.8m–\$1.0m Dream US intersegment platform fee¹ (~3.2% of TTV)

Managed Services

- **UK:** Mid single digit underlying EBITDA growth, driven by a return to normalised prize payouts and continued cost discipline
- **Canada:** Mid-single digit underlying EBITDA growth, supported by new business wins and cost discipline, partly offset by renewal risk on some key contracts where retention pricing outcomes are uncertain

Underlying EBITDA²
\$36m – \$40m

FY26: \$30.3m

Guidance provided in line with the key assumptions above.

Key sensitivities include jackpot frequency/size and FX movements. Dream UK assumes existing VAT treatment continues to apply.

Capital Management

- Target dividend payout ratio of 30% to 50% of statutory NPAT
- On-market share buy-back remains disciplined and opportunistic
- Continued net debt reduction following FY26 acquisition funding, supporting balance sheet flexibility

1. Internal transfer-pricing allocation between segments only: increases reported SaaS segment EBITDA and reduces Dream US segment EBITDA by a corresponding amount, with no impact on Group underlying EBITDA.

2. Assumes average FY27 exchange rates of GBP/AUD \$0.52, USD/AUD \$0.72 and CAD/AUD \$0.99.

3. FY26 benefited from a transitional overlap of legacy long-duration and new short-duration draws; FY27 reflects a full year under the new short-duration model, so headline period-on-period comparisons are not directly comparable.

Jumbo's Evolution

Business
Update

By Segment

Financials

Conclusion |
Outlook

Jumbo is a diversified, international, technology-enabled lottery and prize draw company



Proven track record in lotteries

Decades of experience delivering consistent growth through jackpot cycles and changing economic conditions



Technology-led competitive advantage

Underpinned by best-in-class proprietary lottery software, deep digital marketing capability and continuous product innovation



Expanding international growth platform

B2B and new B2C opportunities in the UK and North America, broadening our addressable market and diversifying our earnings base



Scaled and engaged customer ecosystem

Over 5 million active players¹ across our platforms providing valuable data insights to optimise the customer experience



Capital light business model

Scalable financial model generating strong financial returns and cash generation



Prudent and balanced capital management

Focused on maintaining financial strength, supporting growth investment and delivering sustainable shareholder returns



High-performing team

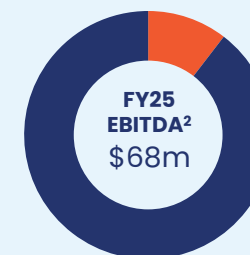
Nimble and innovative workplace culture combined with deep expertise that enables disciplined execution and long-term value creation

FY18



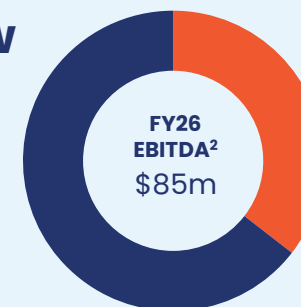
JOZ LOTTERIES

FY25



LOTTERY PLATFORM
StarVale **gatherwell**
A JUMBO COMPANY
STRIDE
A JUMBO COMPANY

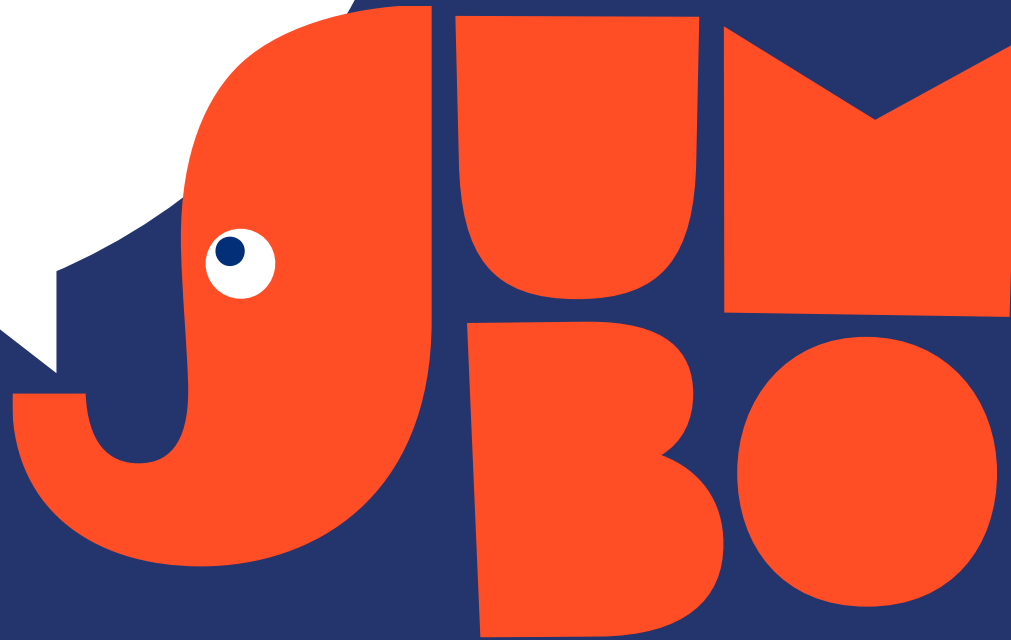
Now



DREAM CAR GIVEAWAYS
SG
DREAM GIVEAWAY
International Australia

- Over a 12-month period.
- Underlying EBITDA

Questions



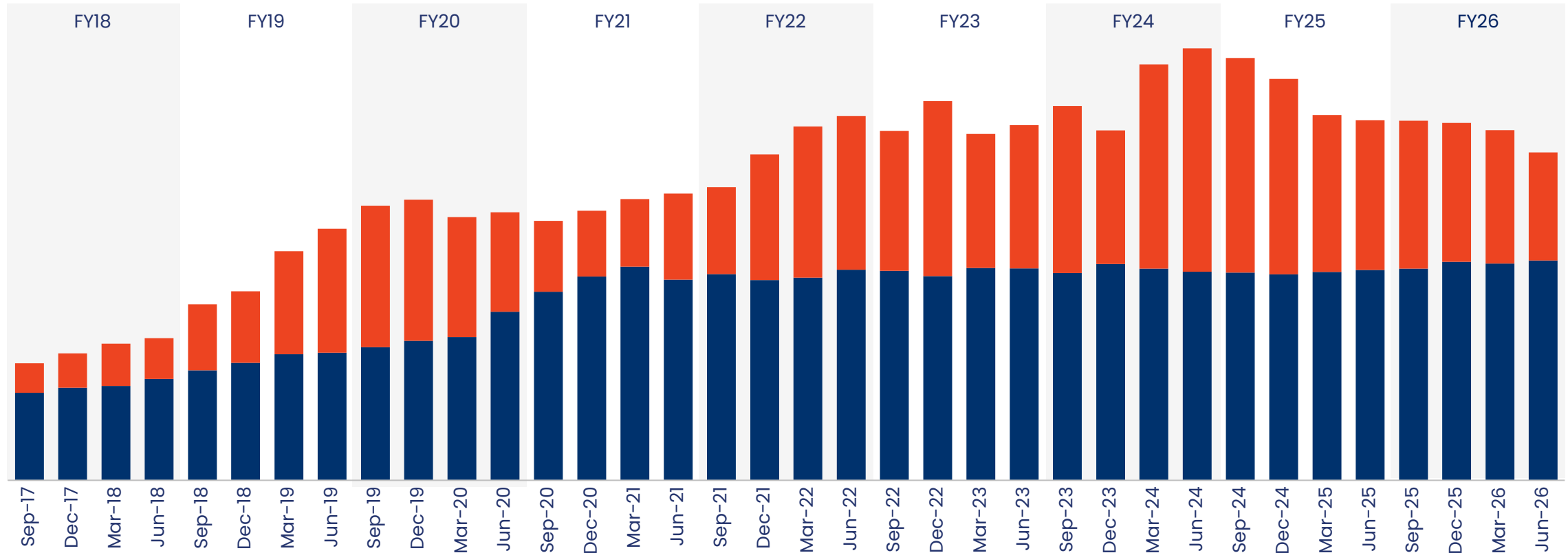
Supplementary Information



Australian lotteries

Resilient at lower jackpots

JIN Lottery Retailing TTV¹ – Rolling 12-month

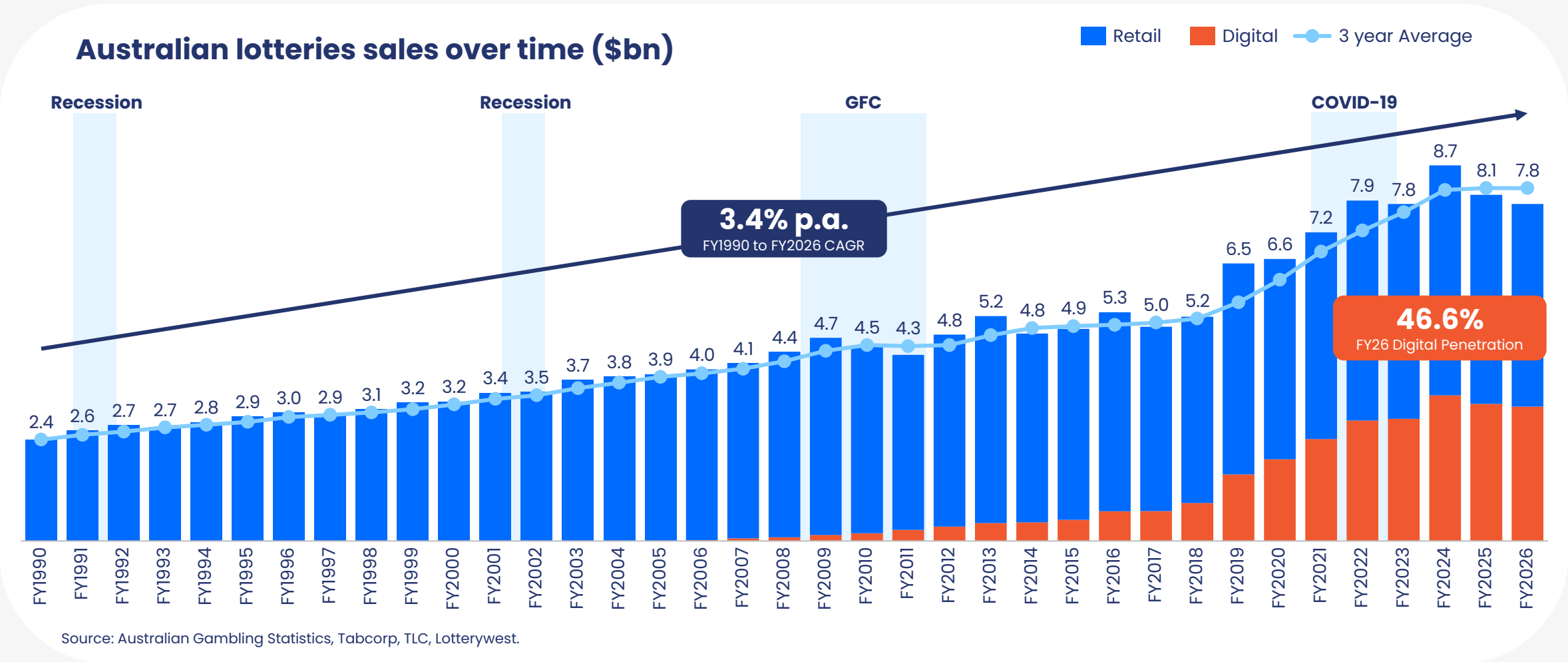


1. Excludes contribution from WA customers transitioned to SaaS (effective Dec-2020).

Div. 1 Jackpot ≥ \$30M Div. 1 Jackpot < \$30M

Australian lotteries

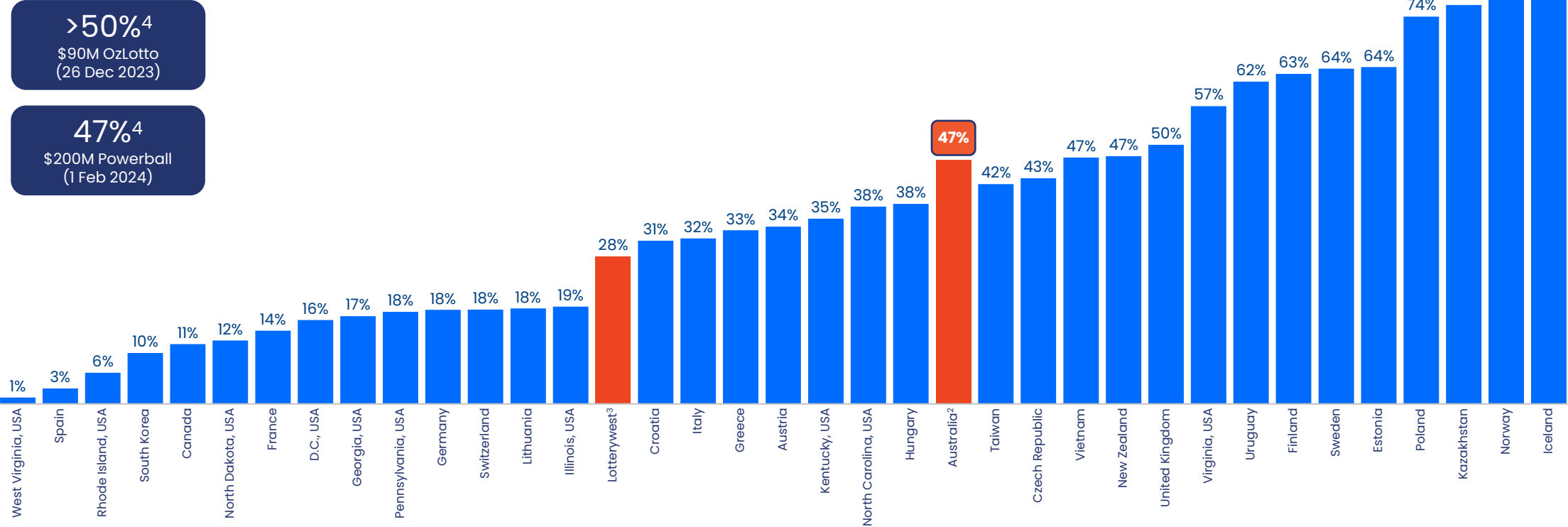
Consistent and resilient growth over the long term



Australian lotteries

Significant growth potential from online penetration vs rest of the world

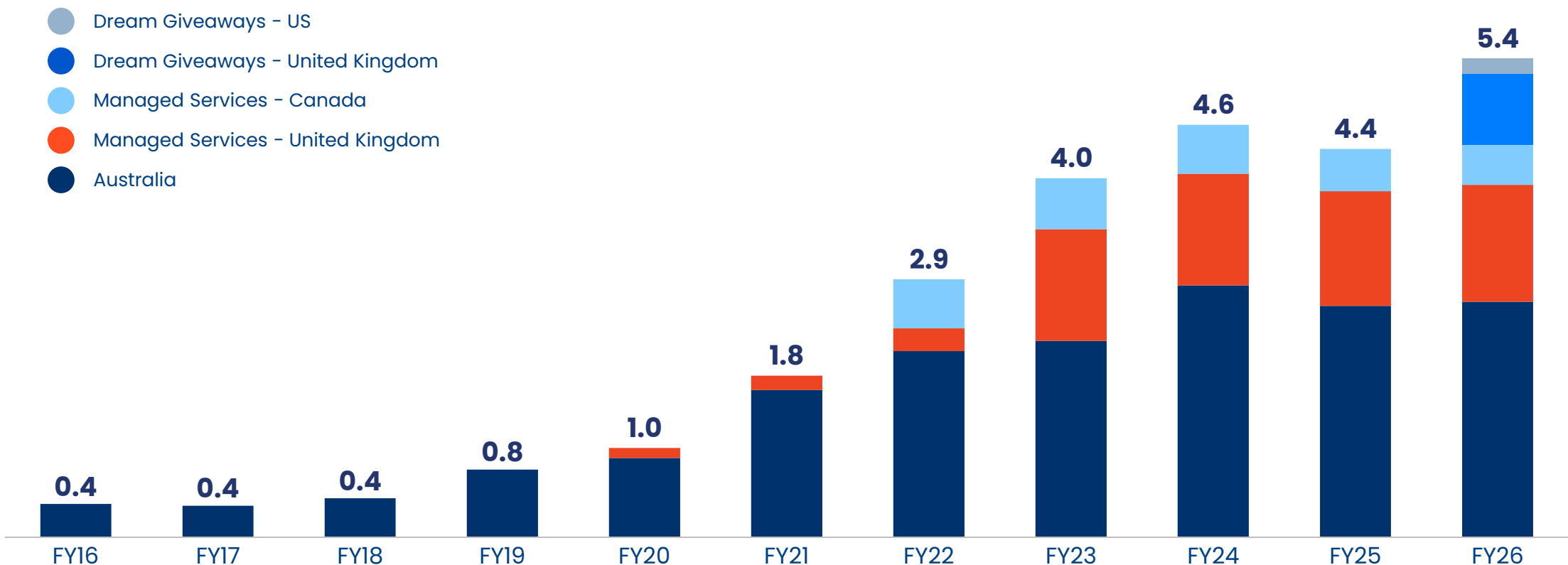
2024 total internet revenues as a % of total lottery sales¹



1. La Fleur’s 2025 Internet Report
2. Australia online penetration based on The Lottery Corporation’s 1HY25 Results Presentation;
3. Lotterywest (WA) online penetration based on Lotterywest’s 2024–25 Annual Report.
4. Digital penetration for individual draws based on The Lottery Corporation’s 1H24 Results Investor Presentation transcript | FY24 Results Presentation

Active players provide the foundation for future growth

Active players who made a purchase in the 12-month period (million)



Group FY26 Reconciliation to FY26 reported earnings

\$'000	Statutory			Underlying			Add/(deduct) significant one-off items \$'000	FY26	FY25
	FY26	FY25	Variance	FY26	FY25	Variance			
EBITDA	76,542	68,691	11.4%	85,224	68,274	24.8%	Merger & Acquisition activity costs ²	3,291	409
EBIT	55,360	55,501	(0.3%)	64,042	55,084	16.3%	Employee payments ³	162	424
NPAT	34,574	40,175	(13.9%)	41,437	39,941	3.7%	Deferred Revenue fair value adjustment ⁴	3,799	-
NPATA ¹	43,701	42,538	2.7%	50,564	42,304	19.5%	Other ⁵	1,430	(1,250)
EPS (cps)	54.8	64.2	(14.6%)	65.7	63.8	3.0%	EBITDA / EBIT adjustments (pre-tax)	8,682	(417)
EPSA ¹ (cps)	69.3	67.9	2.1%	80.2	67.6	18.6%	Tax benefit/ (expense)	(1,819)	183
							NPAT / NPATA adjustments (post-tax)	6,863	(234)

1. Net profit after tax / Earnings Per Share before amortisation of acquired intangible assets.

2. Reflect due diligence costs (consultants & legal) associated with the acquisition of Dream UK and Dream US.

3. FY26 reflects redundancy payments in Australia; FY25 reflects redundancy payments in Australia and Canada.

4. Partial non-cash acquisition accounting adjustment under AASB3, relating to the fair value of Dream US deferred revenue at acquisition. This related to draws that commenced prior to acquisition and were completed during FY26.

5. FY26 includes i) Costs relating to the integration of new acquisitions; ii) \$0.9m service fee reconciliation adjustment in relation to historical periods taken up in FY26; iii) \$38k of costs relating to the closure of the Fiji office; iv) Legal fees in relation to the LotteryWest & Brightstar subcontract; v) Fluctuations in the GBP/AUD foreign exchange rate resulted in an unrealised foreign exchange loss of \$0.3m on an intercompany loan between Australia and the UK.

FY25 includes i) Following the finalisation of the StarVale earnout, \$834k (£425k) of contingent consideration (held in escrow) was released; ii) The de-recognition of a customer liability balance of \$1.5M as the obligation expired during the period; iii) Fluctuations in the GBP/AUD foreign exchange rate resulted in an unrealised foreign exchange loss of \$1.1m on an intercompany loan between Australia and the UK.

Group FY26 Consolidated Results

\$'000	FY26			FY25			Variance		
	1HY	2HY	FY26	1HY	2HY	FY25	1HY	2HY	FY
TTV	524,063	601,719	1,125,782	453,400	542,732	996,132	15.6%	10.9%	13.0%
Revenue	85,277	108,291	193,568	66,130	79,162	145,292	29.0%	36.8%	33.2%
Cost of sales	(12,293)	(14,306)	(26,599)	(10,781)	(12,328)	(23,109)	(14.0%)	(16.0%)	(15.1%)
Gross profit	72,984	93,985	166,969	55,349	66,834	122,183	31.9%	40.6%	36.7%
Other revenue	2,513	4,663	7,176	1,193	531	1,724	110.6%	778.2%	316.2%
Expenses (excl. SBP)	(42,782)	(54,120)	(96,902)	(24,934)	(29,821)	(54,755)	(71.6%)	(81.5%)	(77.0%)
EBITDA (excl. SPB)	32,715	44,528	77,243	31,608	37,544	69,152	3.5%	18.6%	11.7%
Share-Based Payments (SBP)	(483)	(218)	(701)	(426)	(35)	(461)	(13.4%)	(522.9%)	(52.1%)
EBITDA	32,232	44,310	76,542	31,182	37,509	68,691	3.4%	18.1%	11.4%
Depreciation and amortisation	(4,839)	(4,888)	(9,727)	(4,878)	(5,251)	(10,129)	0.8%	6.9%	4.0%
EBITA	27,393	39,422	66,815	26,304	32,258	58,562	4.1%	22.2%	14.1%
Amort. of acquired intangible assets (IA)	(3,644)	(7,811)	(11,455)	(1,599)	(1,462)	(3,061)	(127.9%)	(434.3%)	(274.2%)
EBIT	23,749	31,611	55,360	24,705	30,796	55,501	(3.9%)	2.6%	(0.3%)
Net interest revenue	(1,543)	(3,177)	(4,720)	1,059	734	1,793	(245.7%)	(532.8%)	(363.2%)
NPBT	22,206	28,434	50,640	25,764	31,530	57,294	(13.8%)	(9.8%)	(11.6%)
Income tax expense ²	(6,742)	(9,324)	(16,066)	(7,904)	(9,215)	(17,119)	14.7%	(1.2%)	6.2%
NPAT	15,464	19,110	34,574	17,860	22,315	40,175	(13.4%)	(14.4%)	(13.9%)
Amortisation of IA after tax	2,913	6,214	9,127	1,256	1,107	2,363	131.9%	461.3%	286.2%
NPATA¹	18,377	25,324	43,701	19,116	23,422	42,538	(3.9%)	8.1%	2.7%

1. Net profit after tax and before amortisation of acquired intangible assets.

2. Includes a \$1.0m R&D incentive tax credit (FY25: \$873k).

Group FY26 Segment Results

\$'000	Lottery Retailing	SaaS	Corporate ³ Eliminations	Australia (LR + SaaS + Corp)	Managed Services	Dream Giveaways	International (MS + DG)	Total (Aus + MS + DG)
Total Underlying TTV	419,763	288,799	-	708,562	296,526	124,493	421,019	1,129,581
Revenue – External	103,489	11,821	-	115,310	28,435	53,622	82,057	197,367
Revenue – Intersegment ⁴	-	30,710	(30,710)	-	-	-	-	-
Total Underlying Revenue	103,489	42,531	(30,710)	115,310	28,435	53,622	82,057	197,367
Cost of Sales – External	(17,570)	(362)	-	(17,932)	(3,658)	(4,115)	(7,773)	(25,705)
Cost of Sales – Intersegment ⁴	(30,710)	-	30,710	-	-	-	-	-
Gross Profit	55,209	42,169	-	97,378	24,777	49,507	74,284	171,662
Employee Expenses	(6,328)	(11,438)	(2,320)	(20,086)	(10,891)	(4,630)	(15,521)	(35,607)
Marketing Expenses	(13,665)	(10)	(2)	(13,677)	(226)	(19,774)	(20,000)	(33,677)
Technology Expenses	(1,039)	(1,893)	(114)	(3,046)	(642)	(467)	(1,109)	(4,155)
Other Expenses ^{1,2}	(1,013)	(2,148)	(2,437)	(5,598)	(4,602)	(2,799)	(7,401)	(12,999)
Operating Expenses²	(22,045)	(15,489)	(4,872)	(42,407)	(16,361)	(27,670)	(44,031)	(86,438)
Underlying EBITDA	33,163	26,680	(4,872)	54,971	8,416	21,837	30,253	85,224
<i>Underlying EBITDA margin (%)</i>	32.0%	62.7%	15.9%	47.7%	29.6%	40.7%	36.9%	43.2%
Reported EBITDA	32,232	26,680	(9,118)	49,794	8,711	18,037	26,748	76,542
<i>Reported EBITDA margin (%)</i>	31.1%	62.7%	29.7%	43.2%	30.6%	36.2%	34.2%	39.5%

1. Includes consulting and legal, office and other costs.

2. Includes FV gain on financial liabilities, other income and other gains/(losses).

3. Includes sovereign costs e.g. Directors' fees, CEO/CFO employee costs, share-based payments, insurance etc.

4. Elimination of intersegment.

Group FY26 Lottery Retailing

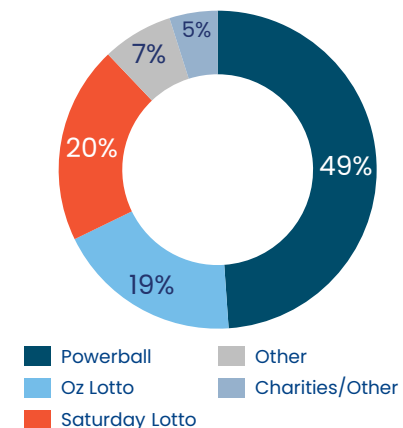
Financials		FY26	FY25	Variance %
Lotteries TTV	\$'000	400,772	442,256	(9.4%)
Charity and other TTV	\$'000	18,991	14,925	27.2%
Total TTV	\$'000	419,763	457,181	(8.2%)
TLC Revenue	\$'000	90,186	98,534	(8.5%)
Non-TLC Revenue	\$'000	13,303	9,513	39.8%
Revenue	\$'000	103,489	108,047	(4.2%)
Cost of sales ¹	\$'000	(49,174)	(53,024)	(7.3%)
Gross Profit	\$'000	54,315	55,023	(1.3%)
Marketing Expenses	\$'000	(11,489)	(9,195)	24.9%
Promotion Expenses	\$'000	(2,176)	(2,490)	(12.6%)
Other Expenses ²	\$'000	(8,418)	(5,944)	41.6%
Total Operating Expenses²	\$'000	(22,083)	(17,629)	25.3%
EBITDA	\$'000	32,232	37,394	(13.8%)
Marketing Expense – Total (% of TTV)	%	3.26%	2.56%	–
Marketing Expense – Excluding promotions(% of TTV)	%	2.74%	2.01%	–
Marketing Expense – Promotions only (% of TTV)	%	0.52%	0.54%	–
Revenue Margin	%	24.7%	23.6%	–
EBITDA Margin	%	31.1%	34.6%	–

Key Statistics		FY26	FY25	Variance %
Number of jackpots ≥ \$30m	No.	23	31	(25.8%)
Average Division 1 (Jackpots of ≥ \$30m)	\$m	41.7	49.4	(15.4%)
Peak Division 1 jackpot	\$m	80	100	(20.0%)
Aggregate Division 1 jackpots	\$m	960	1,530	(37.3%)
Number of new online accounts for the period	accounts	144,202	191,665	(24.8%)
Number of active players for the previous (12-month period)	Players	735,851	857,686	(14.2%)
Average spend per active online player (12-month period)	\$ / year	570	533	7.0%

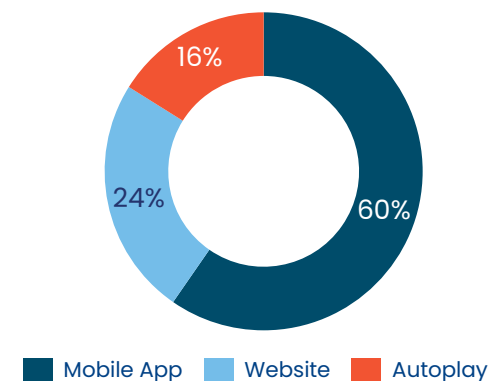
1. Pursuant to the TLC Reseller Agreements, the service fee increased from 1.5% of the subscription price in FY21 to 2.5% in FY22, 3.5% in FY23 and 4.65% in FY24 and thereafter.

2. Includes FV gain on financial liabilities, other income and other gains/(losses).

TTV by Product (%)



TTV by Platform (%)

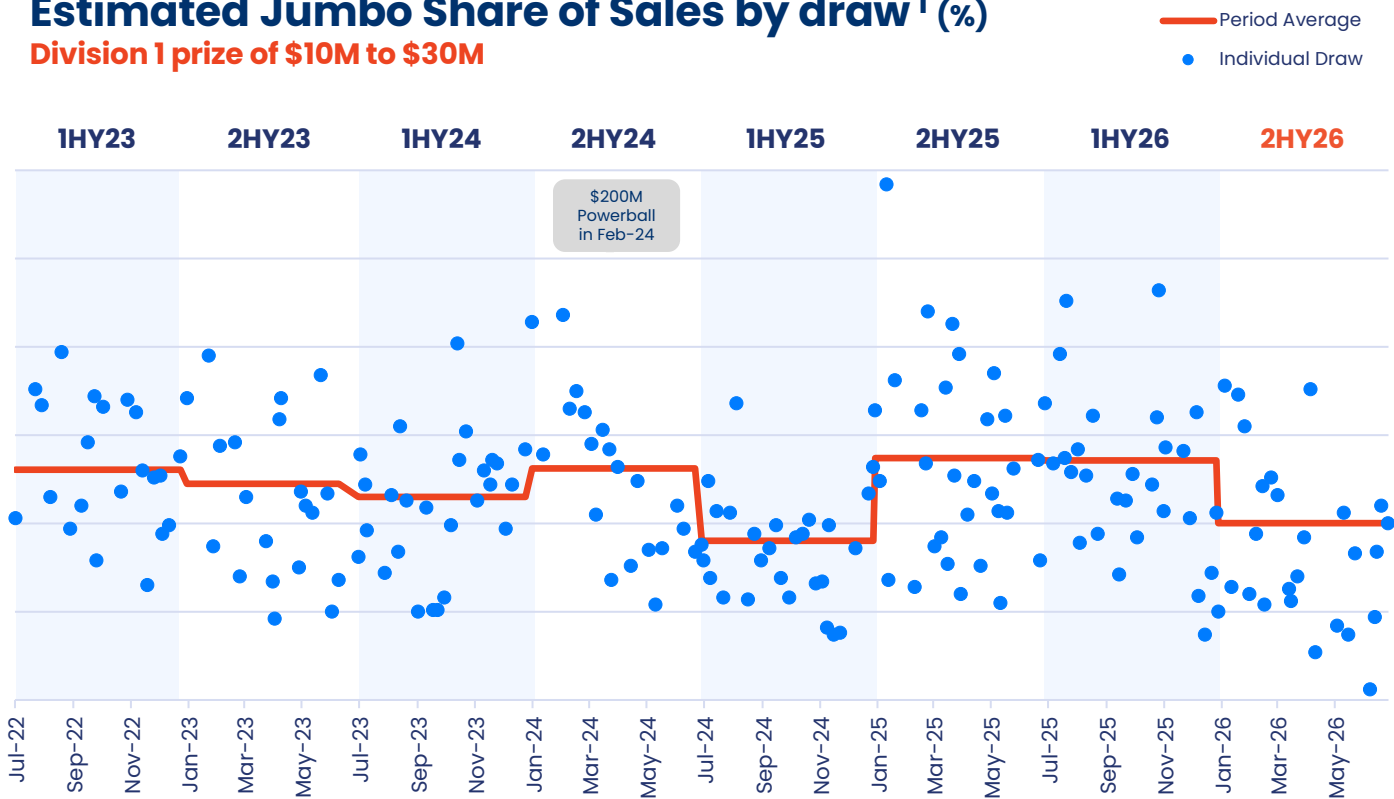


Lottery Retailing

Market share trend reflects subdued jackpot period

Estimated Jumbo Share of Sales by draw¹ (%)

Division 1 prize of \$10M to \$30M



1. Jumbo's share estimate of total Powerball and Oz Lotto ticket sales calculated as Oz Lotteries TTV divided by internal estimate of total lottery ticket sales (based on game mechanics).

Retention

Game changes

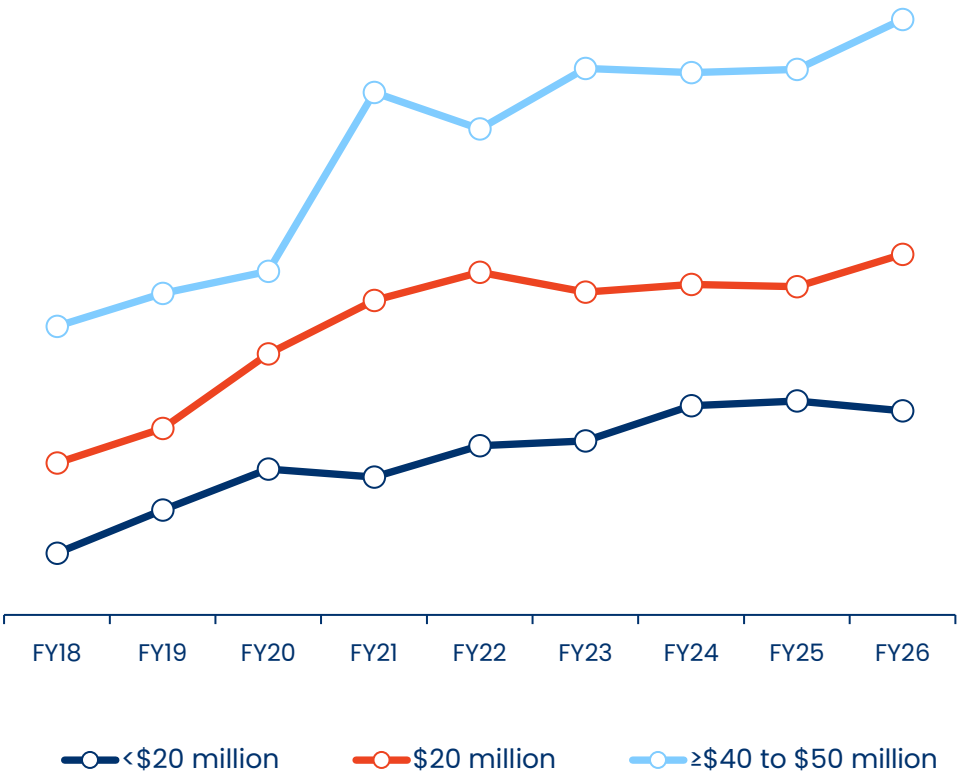
	Powerball	Saturday Lotto
TTV Growth	7.4% ¹	17.3% ²
Price increase	16.1%	14.3%
Retention ³	46%	121%

1. Calculated as Post-TTV divided by Pre-TTV. Where Pre-TTV is based on average TTV per jackpot level in the 12 months prior to the change, assuming similar jackpot mix to 1H26. Post-TTV is actual TTV from 6-Nov-25 to 13-Aug-26 (41 draws).
2. Calculated as Post-TTV divided by Pre-TTV. Where Pre-TTV is the average TTV from \$5m draws from 15-Mar-25 to 17-May-25. Post-TTV is the average TTV from \$6m draws from 24-May-25 to 16-May-26.
3. Calculated as TTV Growth divided by Price Increase.

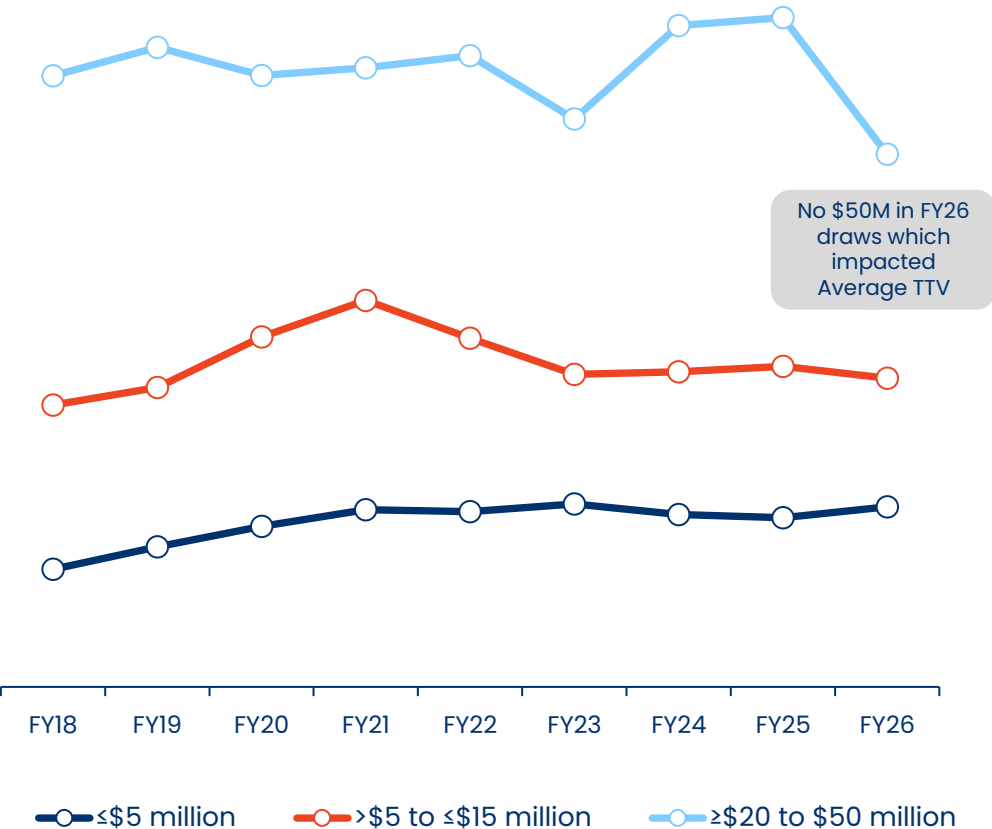


Average TTV per draw

Powerball (≤\$50 million)



OzLotto (≤\$50 million)



Group FY26 **Managed Services Results (Local Currency)**

	UK ¹ (£'000)			Stride (C\$'000)		
	FY26	FY25	Var %	FY26	FY25	Var %
TTV	102,926	96,756	6.4%	87,295	85,614	2.0%
Revenue	9,844	9,246	6.5%	8,419	7,462	12.8%
Cost of sales	(775)	(648)	(19.6%)	(1,994)	(1,987)	(0.4%)
Gross profit	9,069	8,598	5.5%	6,425	5,475	17.4%
Operating Expenses ²	(6,238)	(6,030)	(3.4%)	(3,783)	(3,668)	(3.1%)
Underlying EBITDA	2,831	2,568	10.2%	2,642	1,807	46.2%
One-off items ³	-	-	-%	277	(78)	(455.4%)
Reported EBITDA	2,831	2,568	10.2%	2,919	1,729	68.8%
<i>Revenue Margin</i>	9.6%	9.6%	n/a	9.6%	8.7%	n/a
<i>Under. EBITDA Margin</i>	28.8%	27.8%	n/a	31.4%	24.2%	n/a

1. UK is the consolidation of Gatherwell and StarVale.

2. Includes other income and other gains/(losses).

3. One-off items relate to a \$0.3M expense accrual recognised in FY25 and reversed in FY26, and employee redundancies in FY25.

Group FY26 Dream Giveaways Results (Local Currency)

	Dream UK ¹ (£'000)	Dream US ¹ (US\$'000)
Underlying TTV	51,281	15,980
Underlying Revenue	18,059	12,772
Cost of sales ²	(1,434)	(915)
Gross profit	16,625	11,857
Marketing Expenses	(7,190)	(3,996)
Employee Expenses	(869)	(2,032)
Operating Expenses ³	(1,320)	(481)
Underlying EBITDA	7,246	5,348
One-off items ⁴	-	(2,626)
Reported EBITDA	7,246	2,721
Reported TTV ⁵	51,281	13,354
Reported Revenue ⁵	18,059	10,146
<i>Underlying Revenue Margin</i>	35.2%	79.9%
<i>Underlying EBITDA Margin</i>	40.1%	41.9%
<i>Marketing expense (% of Underlying TTV)</i>	14.0%	25.0%

Underlying EBITDA vs Comparative (as disclosed at time of acquisition)

Local currency	FY26	Disclosed at Acquisition ⁶
Dream UK	£7.2M (8½ months)	£8.3M (12 months to April-25)
Dream US	US\$5.3M (8 months)	US\$4.6M (12 months to Jul-25)

- Dream UK performance reflects annualised growth of 23%
- Dream US performance materially higher than preceding period⁷

1. Reflects an ~8.5-month and ~8-month contribution from Dream Car Giveaways UK and Dream Giveaway USA respectively (acquired in October 2025).

2. Cost of sales includes charitable contributions, merchant fees, prize modification, prize transport, and professional fees.

3. US\$2.6m non-cash acquisition accounting adjustment under AASB3, relating to the fair value adjustment of DG USA deferred revenue at acquisition for the draws that commenced prior to acquisition and were completed during the year, the fair value adjustment reduced both TTV and reported revenue by \$2.6m in FY26.

4. Includes car resales income

5. Removal of US\$2.6m non-cash acquisition accounting fair value adjustment described in the note 3.

6. Refer ASX Investor Presentations - Strategic acquisition of Dream Car Giveaways (15 October 2025) and Strategic Acquisition of Dream Giveaway (30 October); based on unaudited management accounts.

7. Dream US benefited from a transitional overlap of legacy long-duration and new short-duration draw revenue, so headline period-on-period comparisons are not directly comparable.

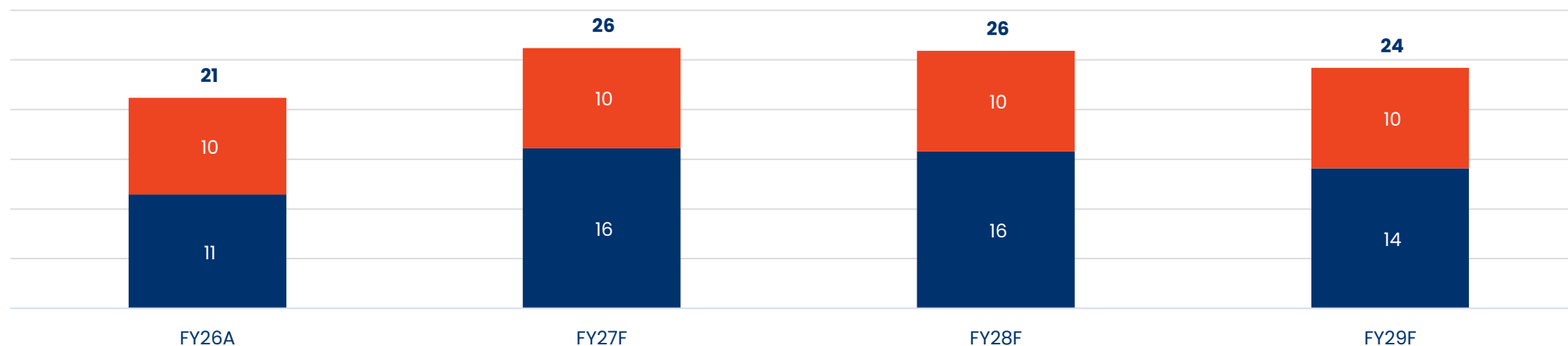
Group FY26 Depreciation and Amortisation

Acquisition Date	29-Nov-19	1-Nov-22	1-Jun-22	29-Oct-25	14-Oct-25
Local Currency	£ million	£ million	C\$ million	US\$ million	£ million
Intangible Asset Valuation (Useful Life – months)	Gatherwell	Starvale	Stride	DG US ¹	DCG UK ¹
Software	0.5 (60)	0.5 (60)	0.7 (60)	–	3.3 (36)
Customer contracts and relationships	0.7 (60)	8.6 (120)	7.2 (120)	5.0 (60)	38.6 (120)
Trademarks	–	–	–	3.4 (240)	9.3 (240)

Illustrative Group Depreciation and Amortisation (A\$M²)

■ Amortisation of Acquired Intangibles

■ Depreciation and Amortisation



1. Valuation on a provisional basis.
2. FX rate: £0.506 : A\$1; USD\$0.691 : A\$1; C\$0.938 : A\$1.

Where AI enhances our value

Embedding AI to enhance productivity, insight and speed



End-to-end software development

100% adoption across the SDLC, from feature definition and coding to testing and CI/CD, improving speed while maintaining quality guardrails.



Front office optimisation

AI enabled support workflows and analytics driving quicker resolutions, smarter operational decisions and a better customer experience.



Advanced analytics on proprietary player data

applying AI to generate behavioural insights, optimise product mix and increase player lifetime value.



Fraud detection and compliance monitoring

AI assisted anomaly detection and risk oversight.



Safe experimentation within governance guardrails

controlled internal AI environments ensuring innovation occurs within a secure compliance framework.



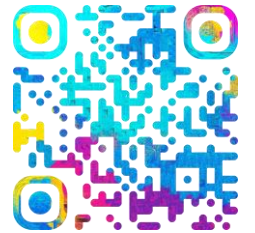
Workforce enablement at scale

enterprise AI tools embedded across teams to increase productivity without proportionate cost growth.



Talk to our 2026 Annual Report

<https://jumbointeractive.ai>



Structural Moats

Built on licences, data and relationships – as well as technology

Regulatory and Licences



Regulatory licenses and governance frameworks – operating under gaming licenses/contracts within complex regulatory frameworks across multiple jurisdictions. Ability to offer large prizes requires significant scale.



Brand, reputation and trust – deep trust, sector knowledge and operational excellence within regulated lottery and charity ecosystems built over decades.

Data and Platform



Proprietary customer data – over 5 million verified and engaged active players, supported by behavioural data accumulated over several years.



Deep platform integration and switching costs – mission critical systems embedded across multiple operational workflows with long-term contracts and compliance oversight. Migration risk, training and operational complexity create significant barriers to entry.

Operational and Relationships



Embedded operational relationships – long-standing, trusted relationships with charities, partners and regulators built on transparency, governance and social responsibility.



End-to-end lottery expertise – we don't just sell software – we operate lotteries and prize competitions at scale. This includes compliance, campaign management, prize sourcing, auditability and governance.

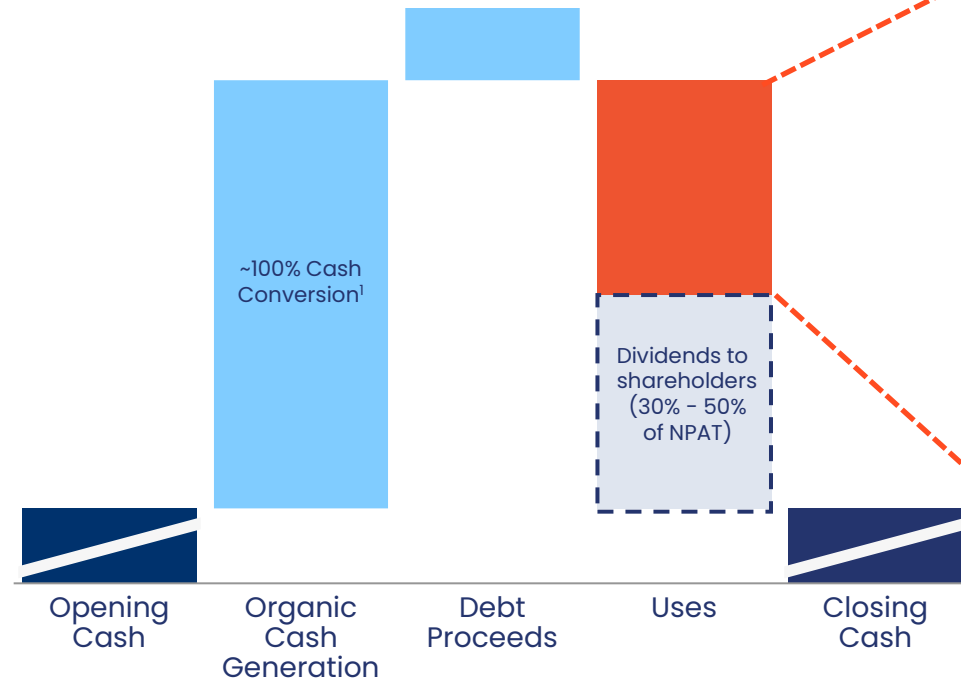


Physical execution and prize curation – value created through sourcing niche vehicles and prizes, managing logistics and developing high quality, engaging content. AI can assist but cannot replace physical execution capability.

Capital Management Framework

Focused on executing our growth strategy while maximising shareholder value

Capital dynamics and dividend policy (Illustrative)



Uses	Objective	Description
1 Organic investment	Growth	Product development and innovation
2 Debt Repayment	Strengthen balance sheet	Repayment of Debt Proceeds
3 Capital Management	Maximise shareholder returns	On-market share buy-back ²
4 Acquisitions	Growth Diversification	EPS accretive acquisitions

1. Cash Conversion Ratio = Free cash flow / NPAT (where Free Cash Flow = Operating cash flow less capex).

2. 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.