Jumbo Interactive Limited

2025 Annual General Meeting

11 November 2025

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 Yugambeh 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**

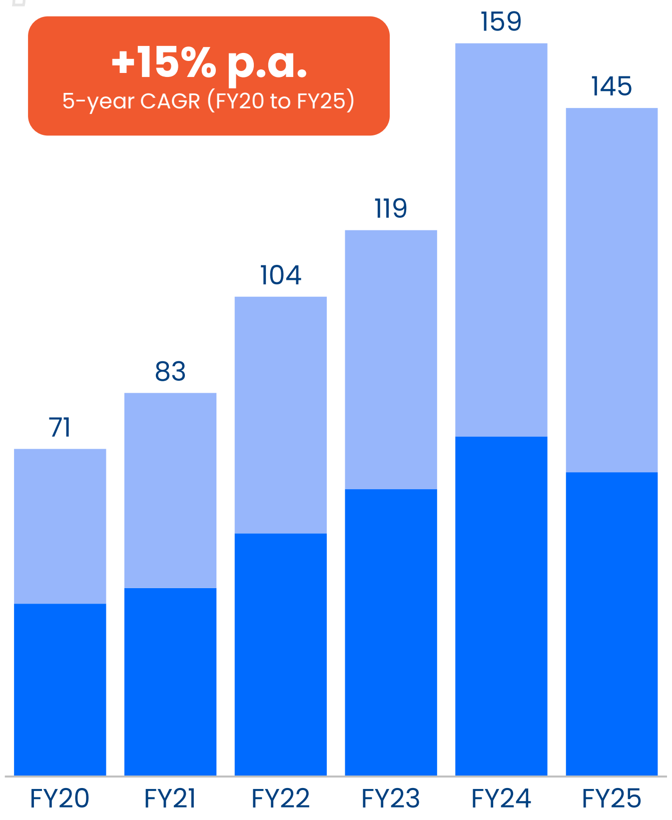
Susan Forrester AM

Proven track record of growing earnings and cash

Another strong result, second only to FY24 which was boosted by record jackpots

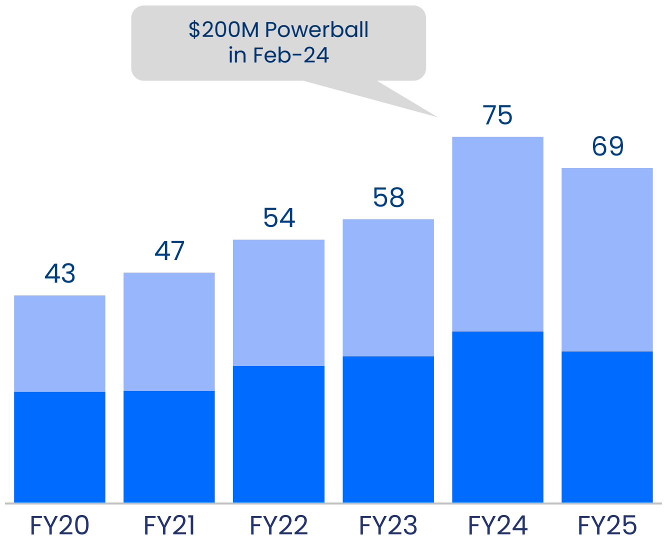
Revenue ($M)

+15% p.a.
5-year CAGR (FY20 to FY25)



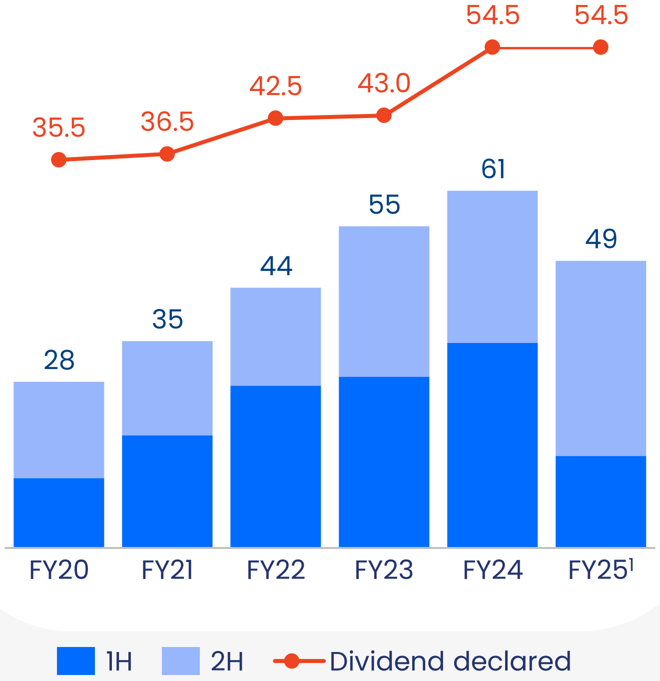
EBITDA ($M)

+10% p.a.
5-year CAGR (FY20 to FY25)



Operating Cash Flow ($M)

+12% p.a.
5-year CAGR (FY20 to FY25)



1. FY25 was impacted by a subdued jackpot environment – no jackpots >$100m.

Our strategy

Protecting the Core, Diversifying for Growth

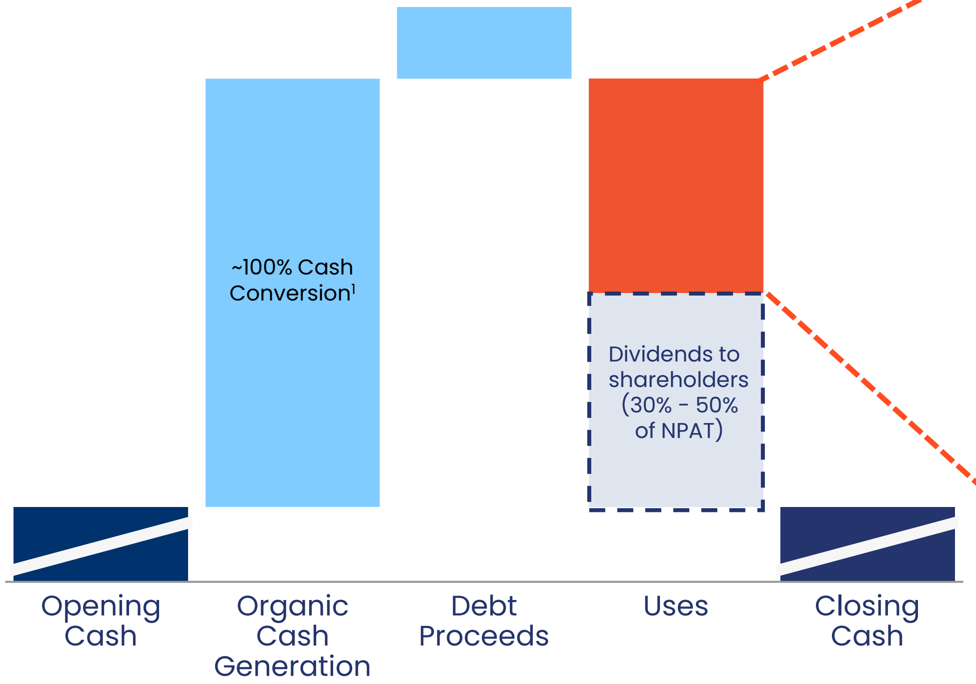
Key Priorities

- **Protect and grow** Oz Lotteries market share
- **Strengthen** SaaS and Managed Services
- **Scaling** our proprietary products
- **Accelerating growth** through acquisitions

Updated 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.

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 2024

Our **People**

First row: Jumbo's new Head Office in Milton.
Second row: 2025 Hackathon, Battle of the Tech Bands, Jumbo's UK Team.

Our People

Great Place To Work® Certified™

Great Place to Work

Certified in all regions

QUT Scholarships

JUMBO UNIVERSITY

LEVEL UP

ElevateHER
WOMEN LEADERS PROGRAM

Jumbo's L&D programs

FY25 Sustainability Highlights

Carbon Neutral
Australian operations from FY22-24

Employee EV car subscription program
launched

origin

Multi-award winning
Learning and development programs

JUMBO UNIVERSITY

>$290 million raised
For our charity partners, including our Splash for Good program

>$70,000 donated
to our local community through sponsorships and donations

40:40 VISION
Continued commitment to
HESTA's gender diversity vision

Welcomed three new charity clients
Preston Campbell Foundation Lottery
RSPCA
MS Queensland

Great Place To Work® Certified
Great Place to Work
Certified in all regions

Enhanced
our waste, water and energy management
5.5 NABERS ENERGY
4.5 NABERS WATER

Implemented Sedex
as our supplier ESG screening tool
Sedex Member

Introduced our new
Responsible Gambling Framework

Managing Director, CEO and Founder's address

Mike Veverka

FY25 Overview

Another strong result, second only to FY24 which was boosted by record jackpots

Lottery Retailing

Engaging players, diversifying products

- Strong engagement and loyalty despite softer jackpots
- Refined marketing playbook is delivering positive results
- Charity and proprietary products momentum

SaaS

Scaling partnerships, growing share

- Record TTV ($250m+) and revenue ($10m+)
- Multiple partners achieving best-ever results
- 24%[1] share of Australia's lottery fundraising market

Managed Services

Refocused, building momentum

- Operating model gaining traction in the UK
- Stride delivered above expectations
- Growth and operating leverage focus

Capital Management

Strong balance sheet, focus on shareholder returns

- On-market share buy-back
- FY25 total dividend of 54.5 cps fully franked
- Disciplined approach to acquisitions

1. Internal estimate following market scan and program value assessment in 2024.

Our strategy

Protecting the Core, Diversifying for Growth

Key Priorities

Protect and grow Oz Lotteries market share

Strengthen SaaS and Managed Services

Scaling our proprietary products

Accelerating growth through acquisitions

Accelerating growth through acquisitions

Jumbo's B2C Portfolio - Going for Growth in the Prize Draw Market

Brand	OZ LOTTERIES	DREAM CAR GIVEAWAYS	DG DREAM GIVEAWAY
Market Opportunity (Total Population[1])	27 million	70 million	350 million
Key Financials[2] (TTV | EBITDA | EV)	$457M | $36M	$118M | $17M | $110M	$27M | $7M | $55M
Products (draws per year)	Reseller 1,000+	Product Owner 3,000+	Product Owner 18
Technology	Best in Class	Bespoke	Bespoke
Marketing	Developed	Scaling	Constrained
Scale (Active Customers)	~1.0M	~0.7M	~0.2M

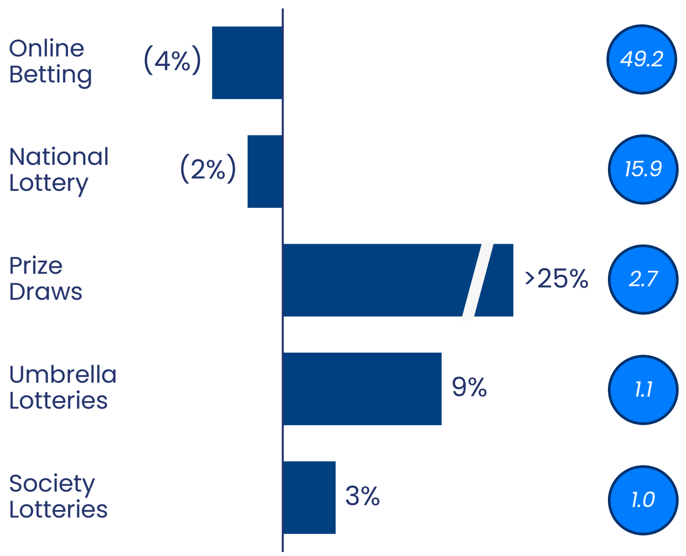
1. Source: United States, United Kingdom and Australia Population (2025) Worldometer.
2. Exchange rates of £0.49 = A$1; US$0.65 = A$1; DCG and DG are based on unaudited management accounts.

Accelerating growth through acquisitions

Going for Growth in the UK Prize Draw market

Prize draws are a significant and growing market

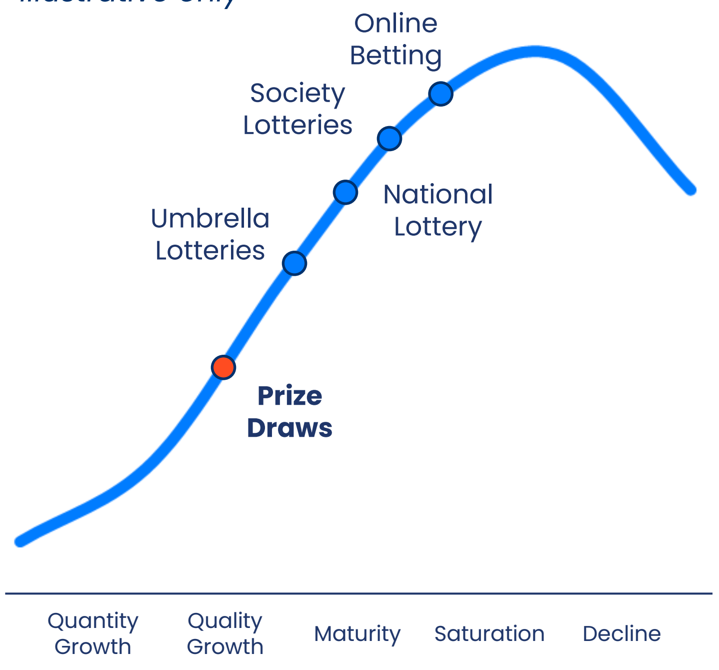
3 Year CAGR (%) & Annual Ticket Sales (A$b)



1. Exchange rate of £0.49 = A$1.
2. Source: Gambling Commission Industry Statistics | Postcode Lottery Annual Report
3. Umbrella Lotteries has been excluded from Society Lotteries and included as its own market

With substantial headroom for future growth

Illustrative only



Source: Internal Assessment; desktop analysis

Attracting a younger, digitally savvy customer

Prize draw participants are typically

- Predominantly digital, with over 99% playing online
- Younger than lottery supporters
- Seeking lifestyle prizes

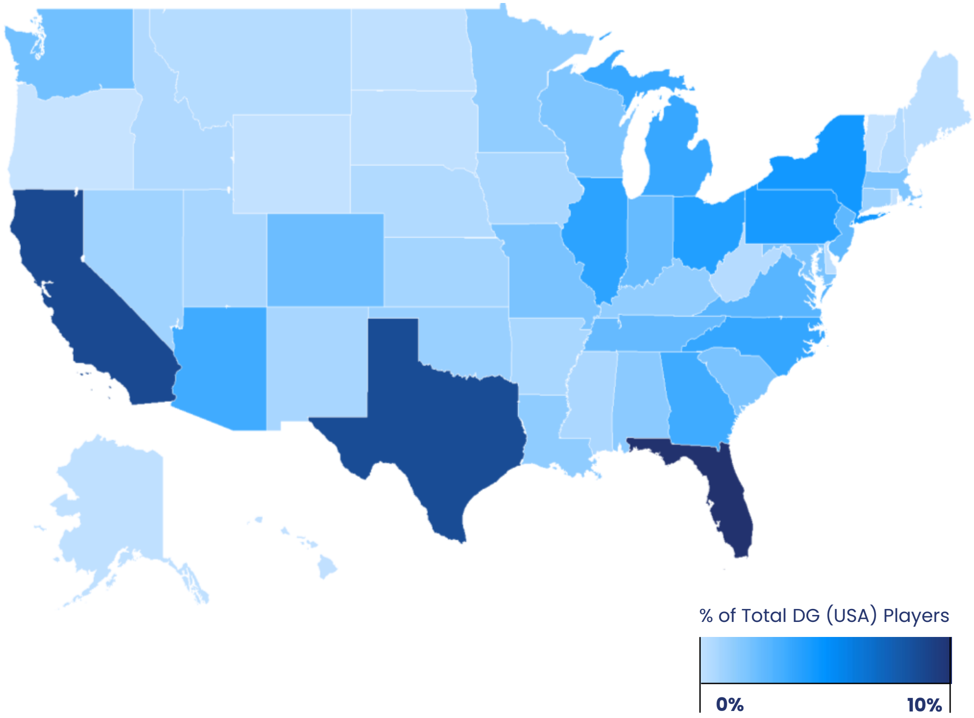
1. London Economics Report for UKG and DCG player data

Accelerating growth through acquisitions

Going for Growth in the Prize Draw market

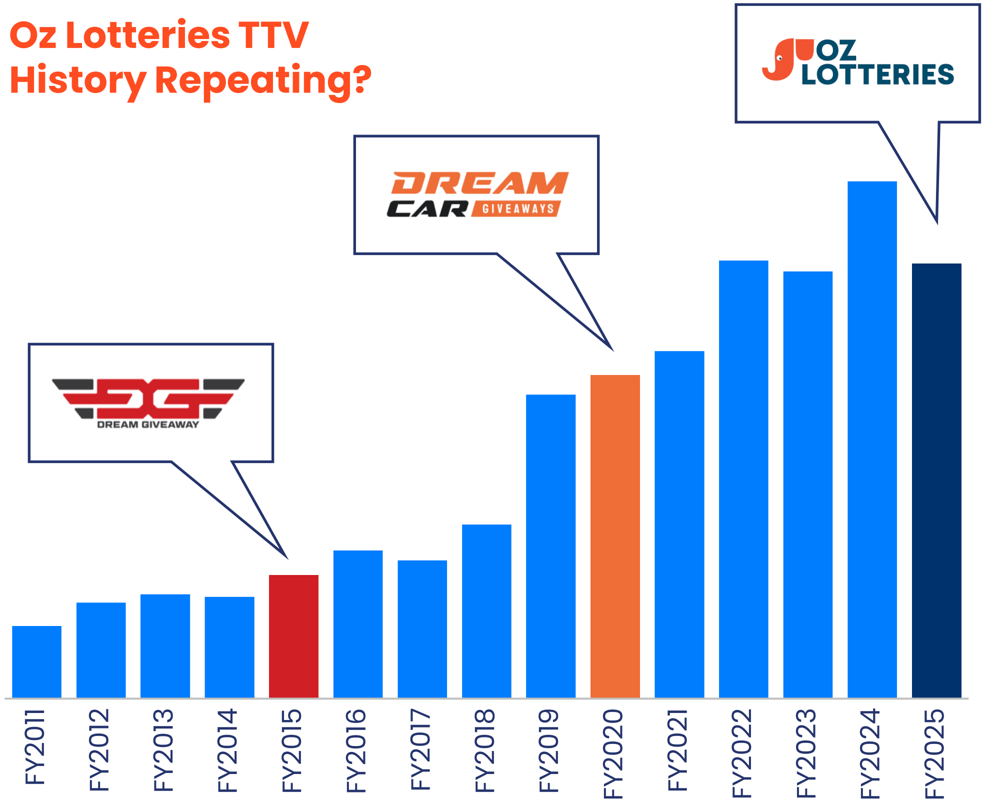
Prize draws are a significant and growing market

DG (USA) customers distribution by state



Where our brands are relative to Oz Lotteries

Oz Lotteries TTV
History Repeating?



Accelerating growth through acquisitions

Jumbo's B2C Portfolio

How Jumbo will create value

1. **Value Protection**
   Foundational stability to ensure regulatory compliance and reputation is safeguarded
2. **Value Enablement**
   Capabilities built over 25 years servicing the lottery market that will enable efficient and effective scaling
3. **Value Creation Opportunity**
   Optimally positioned to scale and capture meaningful market share

Integration Approach

Our integration approach has been designed in three core phases to **optimise value** and set the foundations **to drive future growth**

Phase 1: Set up for Success

Phase 2: Value Enablement

Phase 3: Growth, Scale and Value Capture

Our strategy

Protecting the Core, Diversifying for Growth

Key Priorities

- **Protect and grow** Oz Lotteries market share
- **Strengthen** SaaS and Managed Services
- **Scaling** our proprietary products
- **Accelerating growth** through acquisitions

Scaling and strengthening our business

Diversifying for growth in Australia

Our FY25 Non-TLC portfolio

Non-TLC Oz Lotteries TTV	**$14.9M** 3.3% of Lottery Retail TTV
Non-TLC Oz Lotteries Revenue	**$8.0M** ↑ 88% from PCP
External SaaS TTV	**$250.9M** ↑ 11.5% from PCP
New Reseller Agreements	DREAM HOME Art Union Proudly RSL QLD since 1956; yourtown
Daily Winners Premium	**~48,000** members[1]

Recent wins

SaaS agreement with RSL Queensland

- Signed September 2025
- This will almost double External Charity SaaS to nearly **$0.5 billion in FY27**

DREAM HOME Art Union Proudly RSL QLD since 1956

Awaiting Decision

Lotterywest RFP

- Submitted May-25
- Expect a decision by Jan-26

1. As at 30 June 2025

Our strategy

Protecting the Core, Diversifying for Growth

Key Priorities

Protect and grow Oz Lotteries market share

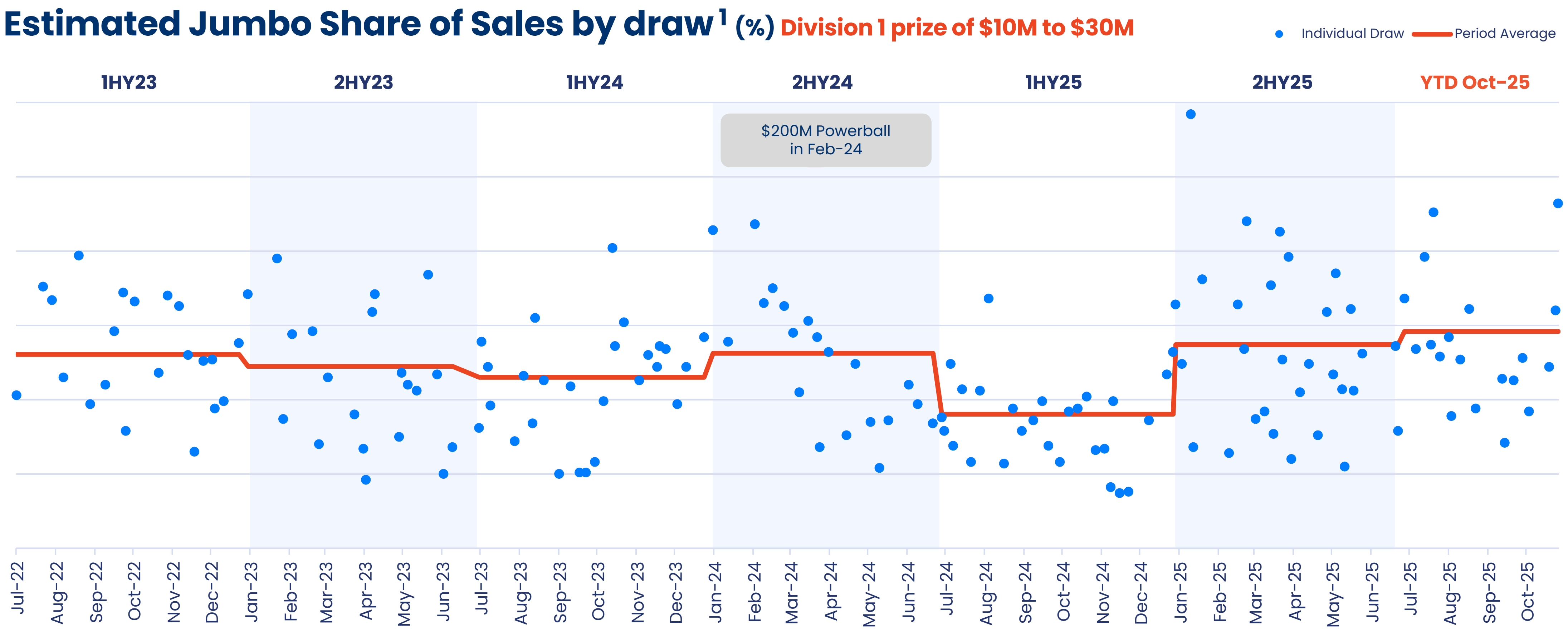
Strengthen SaaS and Managed Services

Scaling our proprietary products

Accelerating growth through acquisitions

Protect and grow Oz Lotteries market share

Maintaining market share during a modest jackpot period

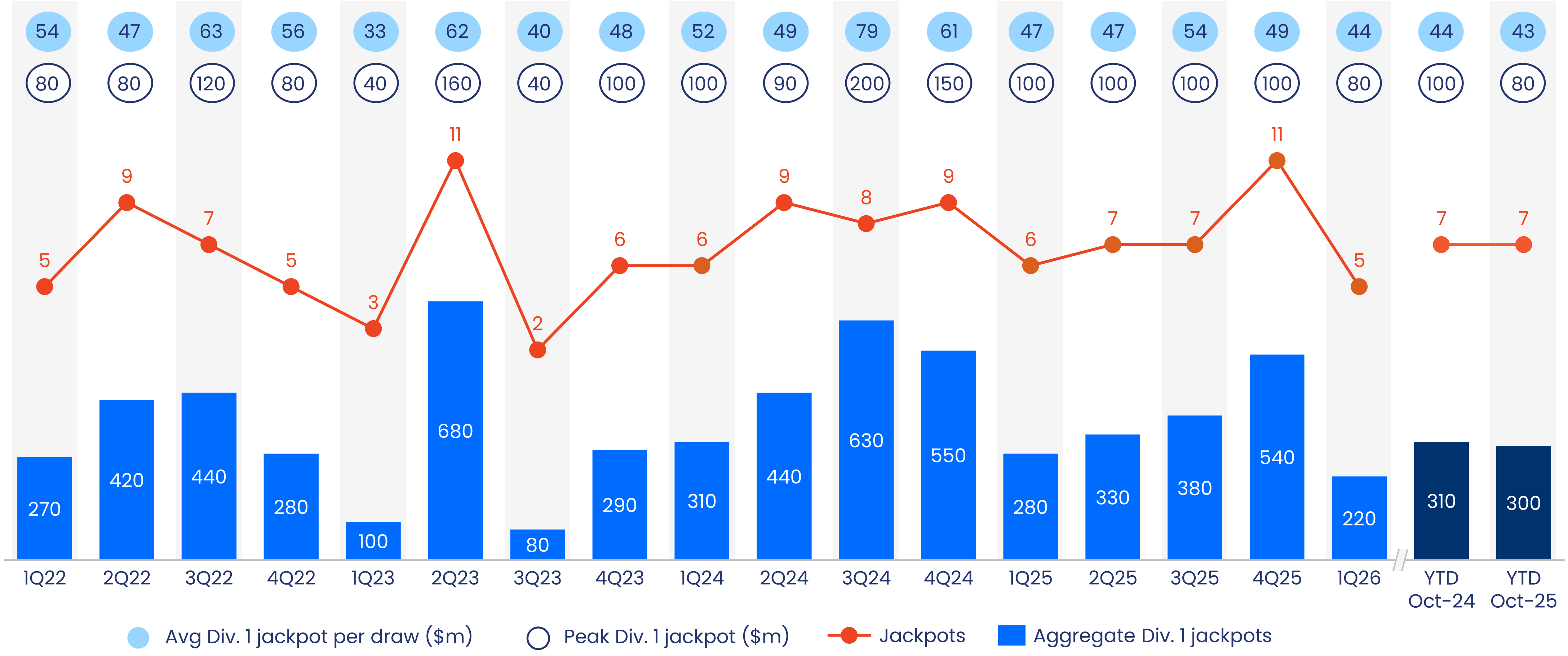


1. Jumbo's share estimate of total Powerball and Oz Lotto ticket sales calculated as Oz Lotteries TTV divided by internal estimate of total lottery ticket sales (based on game mechanics).

Trading Update

Modest start to FY26

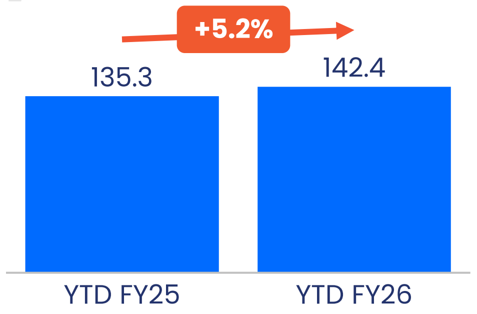
Powerball | Oz Lotto Division 1 large jackpots (≥$30m)



Trading Update[1] Four months to 31-Oct-25

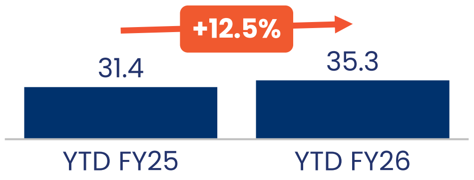
Lottery Retailing

TTV (A$M)



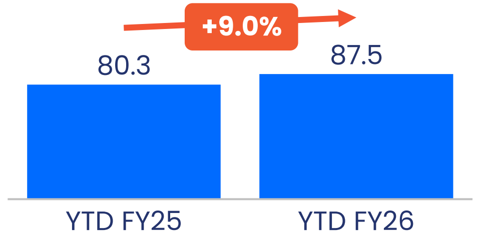
Revenue (A$M) | Revenue Margin (%)

23.2% | 24.8%



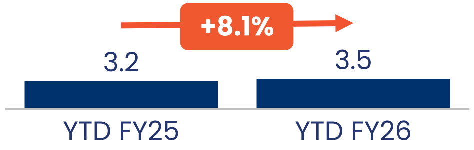
SaaS

TTV (A$M)



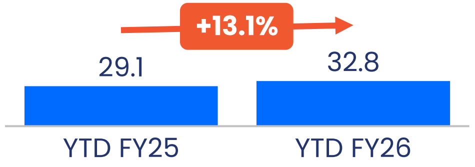
Revenue (A$M) | Ext. Rev. Margin (%)

4.0% | 3.9%



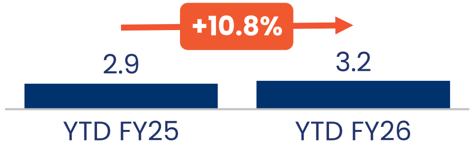
MS - UK

TTV (£M)



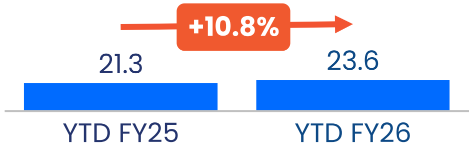
Revenue (£M) | Revenue Margin (%)

9.9% | 9.7%



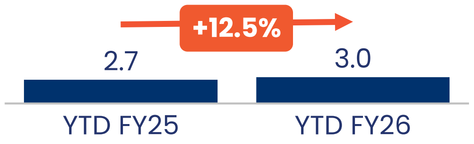
MS - Canada

TTV (C$M)



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

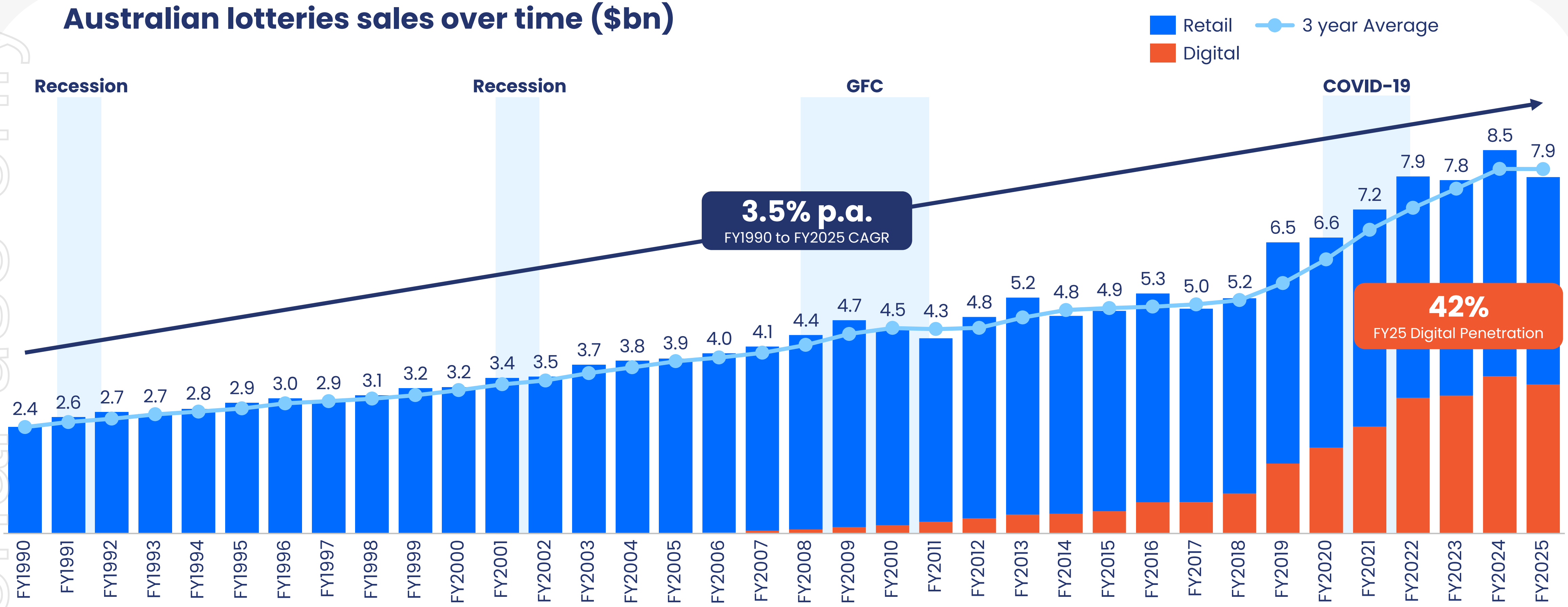
12.6% | 12.8%



1. Figures are based on unaudited management accounts for the period 1 July 2025 to 31 October 2025 that have not been independently reviewed or verified.

Australian lotteries

Consistent and resilient growth over the long term



Source: Australian Gambling Statistics, Tabcorp, TLC.

FY26 Group Outlook Updated for acquisitions | Revised Dividend policy

Australia
(Lottery Retailing + SaaS + Corporate)

Underlying EBITDA Margin
46% - 50%

TTV
- Lottery Retailing TTV driven by large jackpot frequency and size
- Strong charity and proprietary products momentum to deliver a growing share of total Lottery Retailing TTV supported by promotions
- SaaS momentum sustained, supported by strong organic growth and enhanced service model

Revenue
- Lottery Retailing revenue margin to rise slightly, supported by favourable product mix across TLC and non-TLC products
- SaaS revenue margin to remain stable, with revenue growth aligned to TTV

Marketing costs
- Supporting player engagement and retention across jackpot cycles:
  - Lottery Retailing marketing costs 2.5% - 3.0% of Lottery Retailing TTV
  - Promotion costs including Daily Winners: 0.5% - 1.0% of Lottery Retailing TTV

Group | Capital Management
- Target dividend payout ratio of 30% to 50% of statutory NPAT with any changes to take effect from 1H26
- On-market share buy-back remains disciplined and opportunistic, balancing share price and alternative uses of capital[2]
- Total M&A transaction costs of ~A$3.0M

Managed Services

UK
- Driven by new business wins, pricing initiatives and continued operating model traction

Underlying EBITDA Growth
10% - 15%

Canada
- Supported by contract momentum and modest investment to drive future growth

Underlying EBITDA Growth
5% - 10%

DCG (UK)[1]
- Continued momentum driven by growth in existing competitions and further investment in brand and marketing

Underlying EBITDA Contribution (8½ months)
£7.0m – £7.3m

DG (USA)[1]
- Excludes US$0.4m – US$0.6m initial strategic investment to accelerate future growth

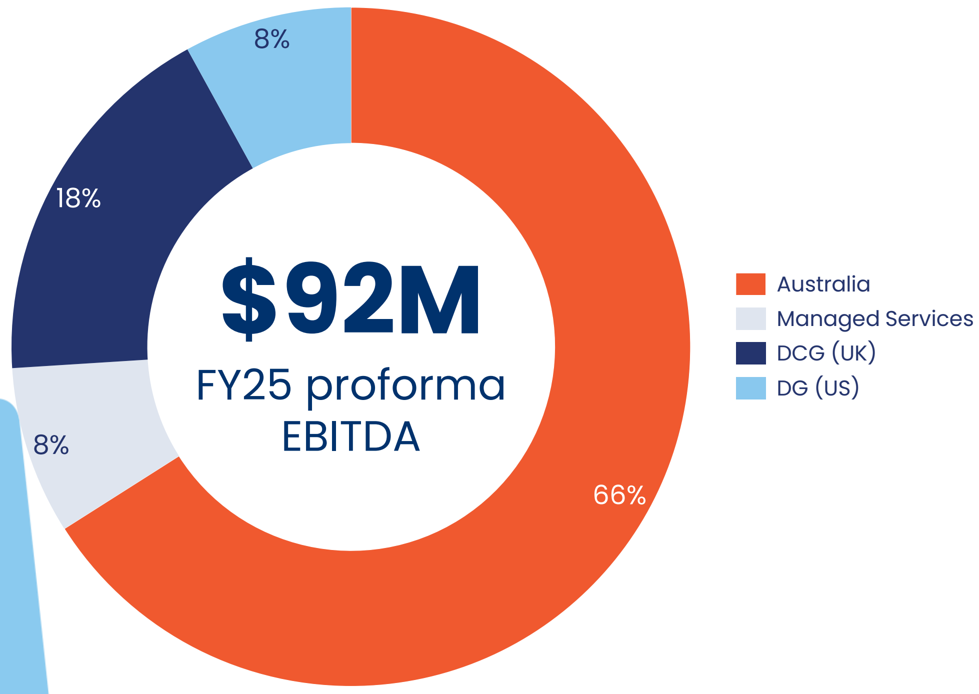
Underlying EBITDA Contribution (8 months)
US$2.7m – US$3.0m

1. Based on unaudited management accounts.
2. 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 2025, $11.0m of shares had been purchased at an average price of $12.30.

Growth and Diversification over time

EBITDA by Source ($M)

- Australian Centric
- One customer
- Government Lottery



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

Disclaimer

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