JUMBO

## Jumbo Interactive Limited

# FY26 Results Presentation

For the full-year ending 30 June 2026

27 August 2026

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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

## 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 £8.3m[2] 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 cash[3] 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

### 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 EBITDA[1] ($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 Flow[3] ($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

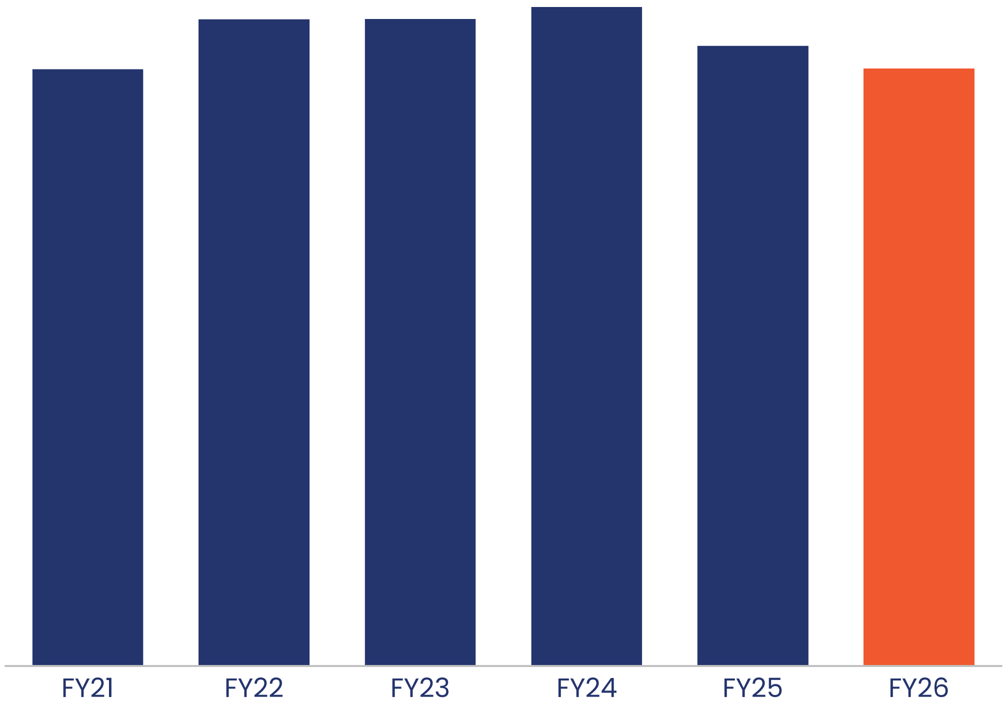
| Business | Guidance | FY26 Result |
|---|---|---|
| **Australia**<br>(Lottery Retailing + SaaS + Corporate) | Underlying EBITDA Margin<br>**46% – 50%** | ✓ **47.7%** |
| **Dream UK** | Underlying EBITDA Contribution (8½ months)<br>**£8.0m – £8.3m** *(Feb-26)*<br>**£7.0m – £7.3m** *(Oct-25)* | **£7.2m** |
| **Dream US** | Underlying EBITDA Contribution (8 months)<br>**US$2.7m – US$3.0m** | ✓ **US$5.3m** |
| **Managed Services**<br>United Kingdom | Underlying EBITDA Growth[1]<br>**10% – 15%** | ✓ **10.2%** |
| **Managed Services**<br>Canada | Underlying EBITDA Growth[1]<br>**20% – 25%** | ✓ **46.2%** |

1. Local currency underlying EBITDA growth

# Lottery Retailing

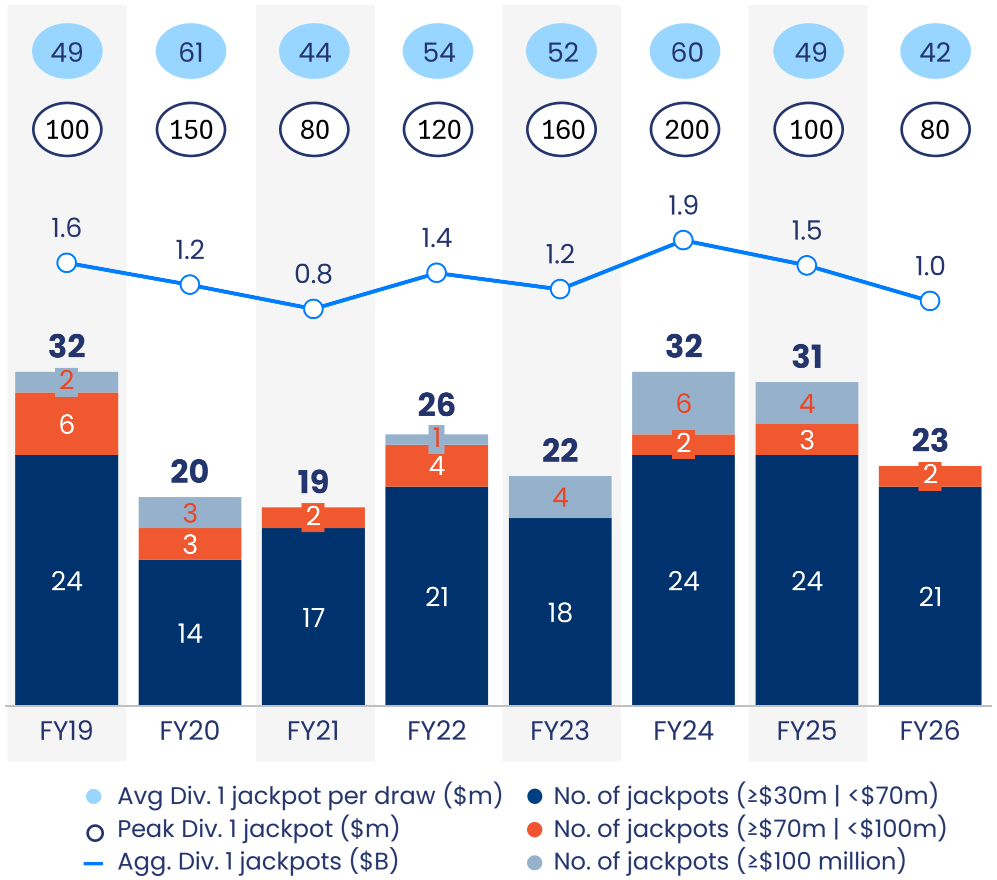
## Market share performance reflects subdued jackpots

### Estimated Jumbo Share of Sales[1] (%)




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).

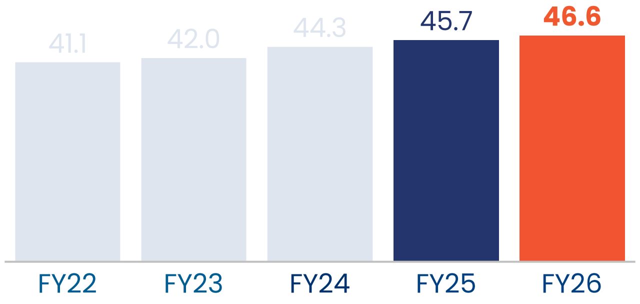
### Powerball | Oz Lotto Division 1 large jackpots (≥$30m)



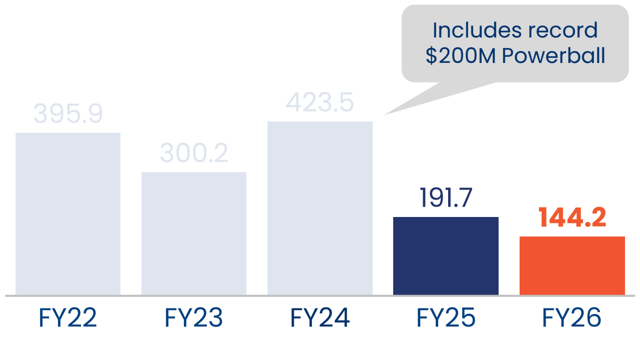
# Lottery Retailing

## Historically low jackpots (1 in c.45 year outcome[1]) impacting key player metrics

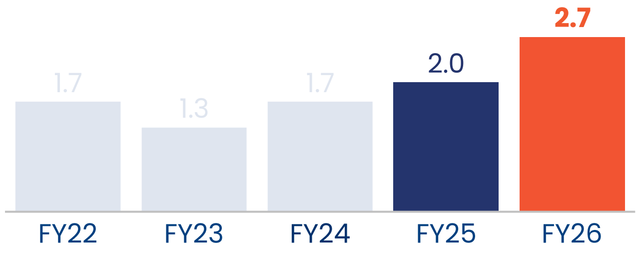
### Digital Penetration[1] (%)



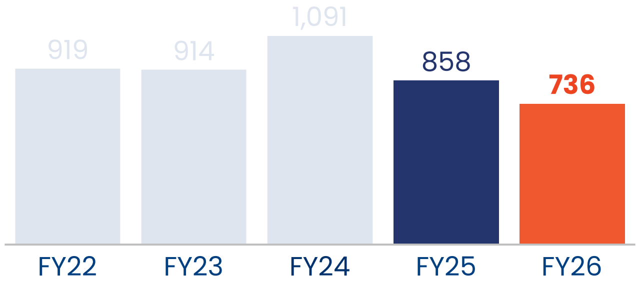

### New Players ('000s)



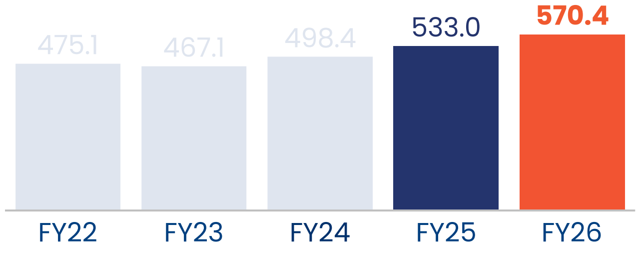

### Marketing costs[3] (% / TTV)



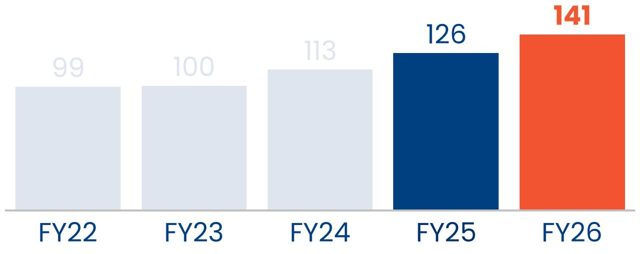

### Active Players[2] ('000s)




### Average Spend[2] ($ / Active Player)




### Average Revenue[2] ($ / Active Player)

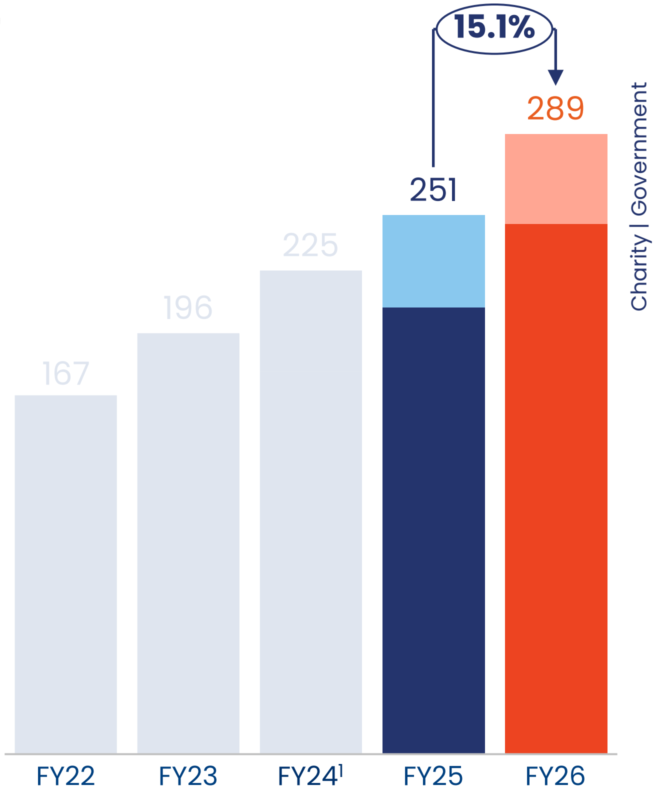



1. TLC FY26 Results Presentation.
2. Over a 12-month period.
3. Excluding promotion costs.

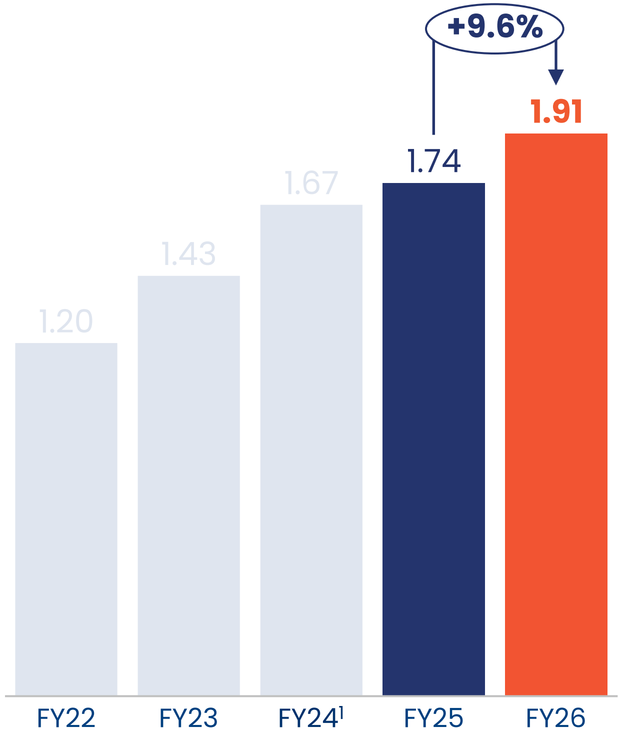
# Software-as-a-Service

## Scaling partnerships, growing share

### TTV ($M)




### Active Players[2] (million)




### Project Updates[4]

**Dream US (live 24-Aug-25)**

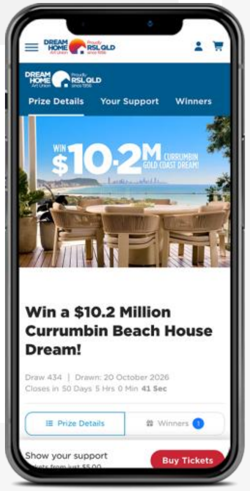
- Unlocking the mobile app capability
- Enhanced data and marketing capabilities

**RSL Queensland (live 15-Aug-25)**

- Largest charity lottery program in Australia (~$200M TTV per year)
- Increase proforma charity market share[3] from 24% to 54%

**Brightstar**

- PAM[5] 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



**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 | OZ LOTTERIES | DREAM CAR GIVEAWAYS | DREAM GIVEAWAY |
|---|---|---|---|
| **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;

# Dream Team

## First 90 days integration phase complete, Phase 2 execution underway

### Integration Principles

1. Preserve momentum through a balanced approach
2. Drive growth through strategic collaboration
3. Clear succession planning for sustained growth

### Operational Governance Model

1. Full integration of core support functions
2. Operational autonomy with Jumbo support and oversight:
   - Direction and business plan setting
   - Growth enablement
   - Day-to-day performance management

| First 90 days | CY26 | CY27+ |
|---|---|---|
| **Phase 1: Set up for Success** | **Phase 2: Value Enablement** | **Phase 3: Scale** |
| ✓ Core Function Integration<br>✓ Technology Assessments<br>✓ Establish oversight and governance | ✓ Jumbo Lottery Platform<br>✓ Capability (Succession, Marketing Talent)<br>✓ Jumbo Supported Growth Initiatives | ✓ Target B2C Operating Model in place<br>✓ Sustained Governance & Risk Management<br>✓ Robust continuous improvement framework |

# Dream Team

## Strategic Rationale – Confidence Bolstered

| | DREAM GIVEAWAY (US) | DREAM CAR GIVEAWAYS (UK) |
|---|---|---|
| **Alignment with Strategy** | • Low-cost, high-impact integration onto the Jumbo Lottery Platform (JLP) unlocking mobile app capability and enhanced data and marketing<br>• OZL experience & learnings applicable in US | • USPs of JLP prompting earlier integration window<br>• Growth model aligned with Group experience |
| **Established / Market Leader** | • Continuity of leadership supporting efficient execution<br>• Transformation underway to expand total addressable market (TAM) | • Embedding experienced commercial leader (Jul-26) on top of entrepreneurial foundations<br>• Business Performance tracking ahead of original expectations<br>• Highly engaged and loyal player base |
| **Proven Performance** | • Performance remains stable<br>• Early insights highlight meaningful untapped growth potential | • Market and underlying model continue to grow<br>• 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<br>• 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<br>• Significant brand equity reinforced |

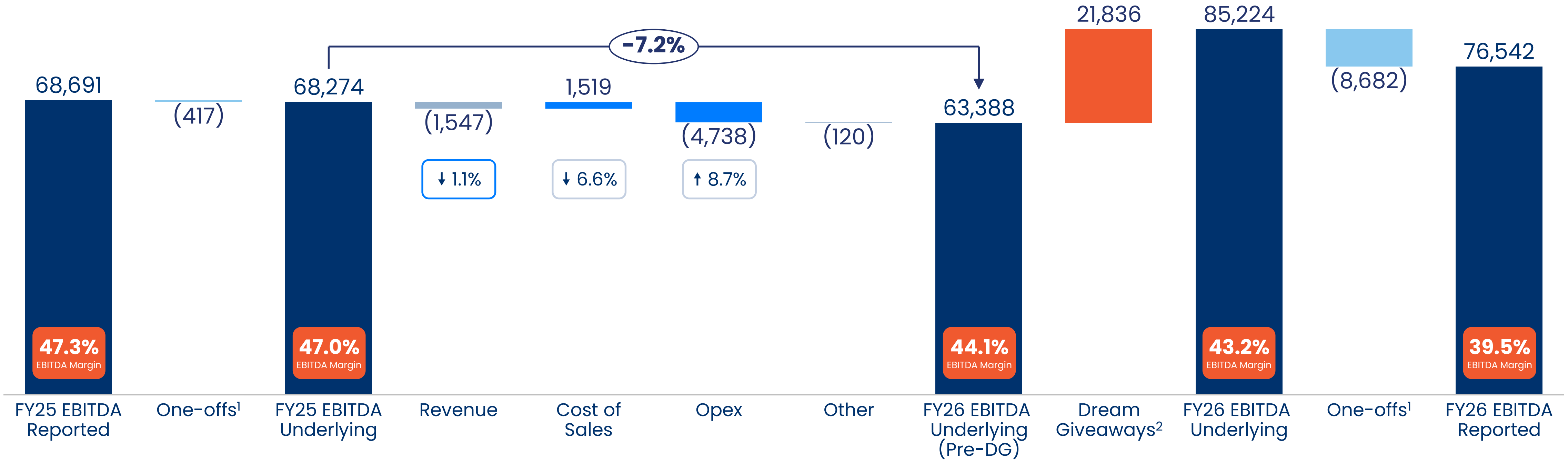
# Financial Update

Jatin Khosla
CFO

# Underlying EBITDA

## Resilient performance ahead of Dream Giveaways uplift

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

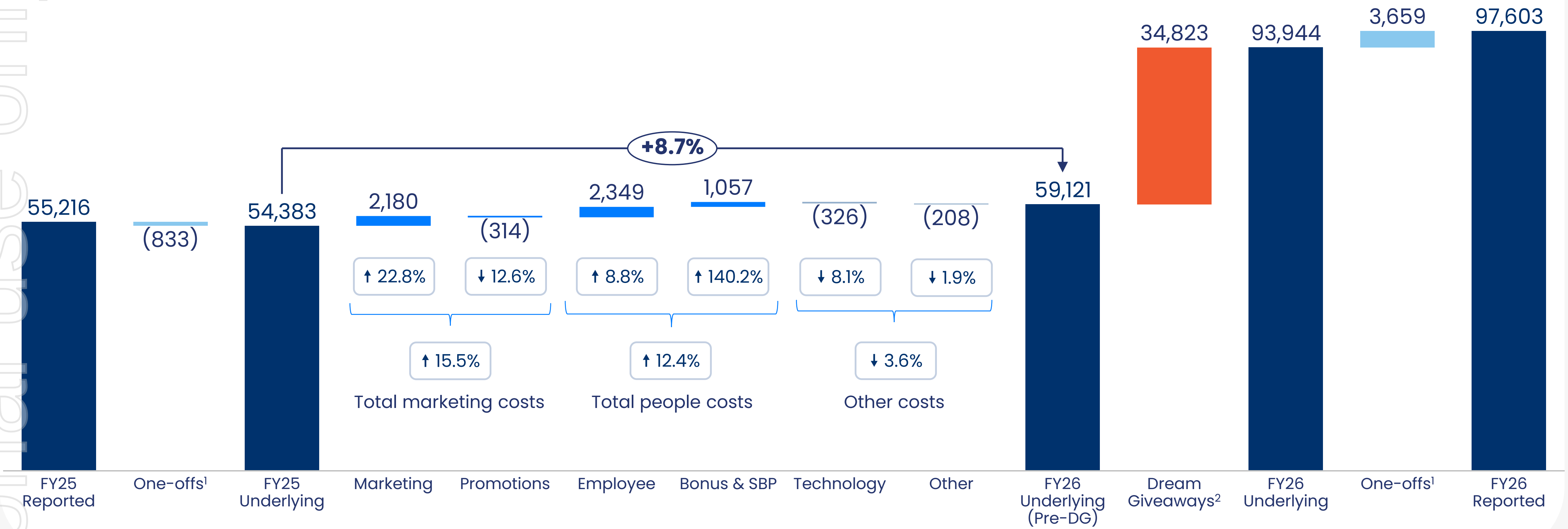



1. FY26 One-off adjustments of $8.7M (FY25: $0.4M)– refer to slide 33 for further information.
2. 8.5 months contribution from Dream Car Giveaways UK and 8 months contribution from Dream Giveaway USA (both acquired in October 2025).

# Cost Management

## Growth investment partially offset by disciplined cost management

### 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

## 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%*** |
| *Revenue Margin* | *24.7%* | *14.7%* | *n/a* | ***16.3%*** | *23.6%* | *17.6%* | *n/a* | ***16.7%*** | - |
| *Revenue Margin (external)* | | *4.1%* | | | | *4.2%* | | | |
| *Underlying EBITDA Margin* | *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:
   i. 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;
   ii. 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

## 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%*** |
| *Revenue Margin* | *9.6%* | *9.6%* | ***9.6%*** | *9.6%* | *8.7%* | ***9.3%*** | – |
| *Underlying EBITDA Margin* | *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

| A$'000[1] | FY26 | | |
|---|---|---|---|
| | Dream UK[2] | Dream US[2] | Total |
| Underlying TTV[3] | 101,374 | 23,119 | **124,493** |
| **Underlying Net Revenue[3]** | **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** |
| *Underlying Revenue Margin* | *34.7%* | *79.9%* | ***43.1%*** |
| *Underlying EBITDA Margin* | *40.1%* | *41.9%* | ***40.7%*** |
| *Marketing expense (% of Underlying TTV)* | *13.8%* | *25.0%* | ***15.9%*** |

### 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 period[8]

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.

# Capital Management

## Balance sheet strength and flexibility



- Strong liquidity with available funds[1] 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-back[2]

| 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** |

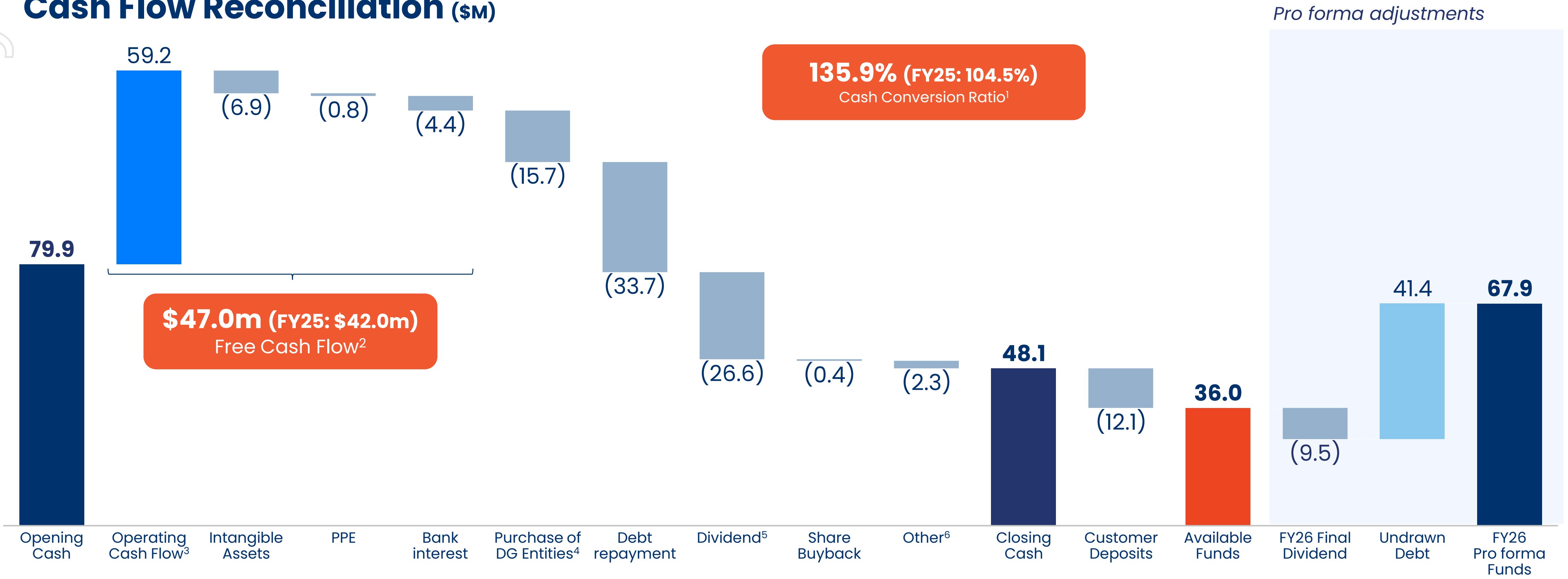
| Balance Sheet ($m) | FY26 | FY25 |
|---|---|---|
| Cash and cash equivalents | 48.1 | 79.9 |
| Other current assets | 27.2 | 7.8 |
| Non-current assets | 250.6 | 92.1 |
| **Total Assets** | **325.9** | **179.8** |
| Current liabilities | 74.8 | 37.0 |
| Non-current liabilities | 117.4 | 21.1 |
| **Total 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

### Cash Flow Reconciliation ($M)



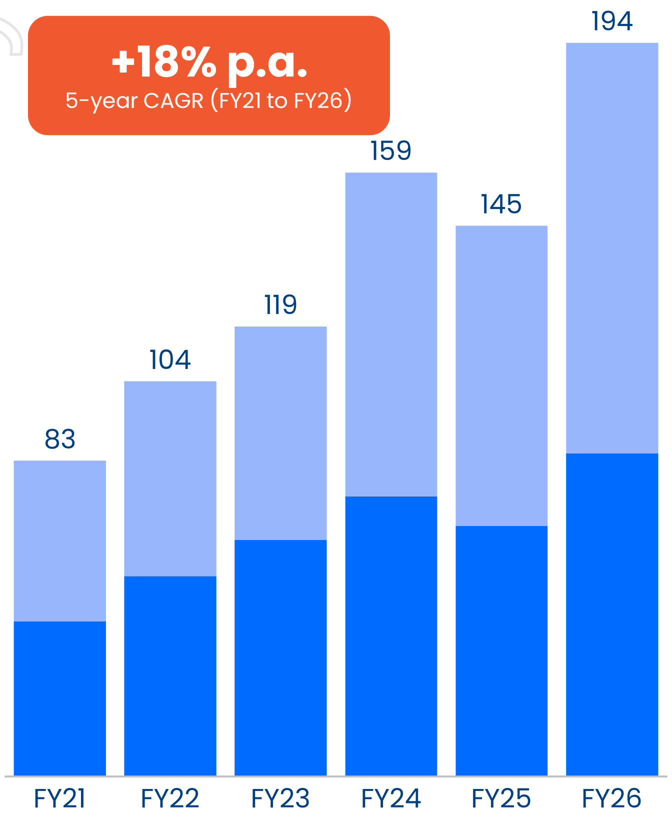

1. Cash Conversion Ratio = Free Cash Flow / NPAT.
2. Free Cash Flow is Operating Cash Flow less capex (IA and PPE)
3. Operating Cash Flow has been adjusted for M&A due diligence ($3.3M), integration costs ($0.4M) and Bank Interest ($4.4M)
4. Net acquisition post debt: $130.5M net cash outflow with $118.4M 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

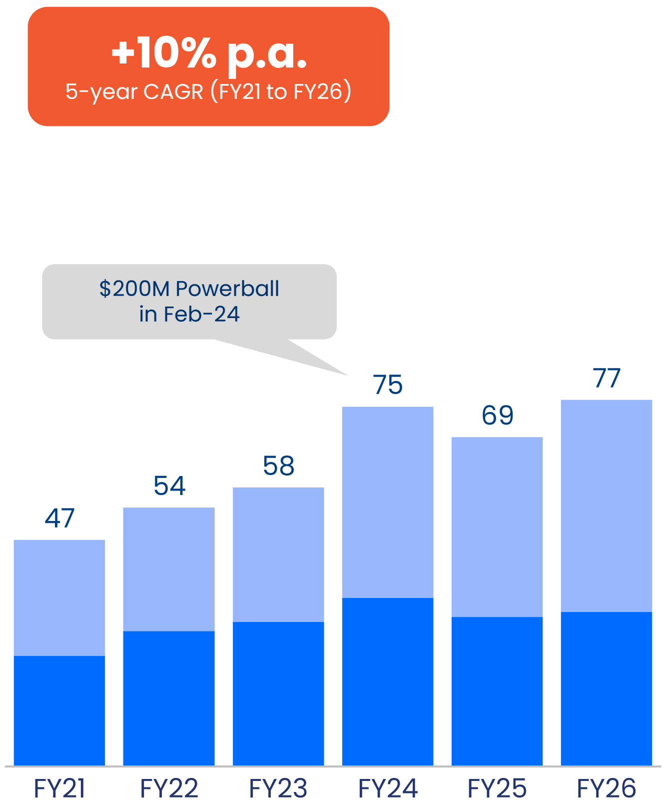
Mike Veverka
Managing Director, CEO and Founder

# Proven track record of growing earnings and cash

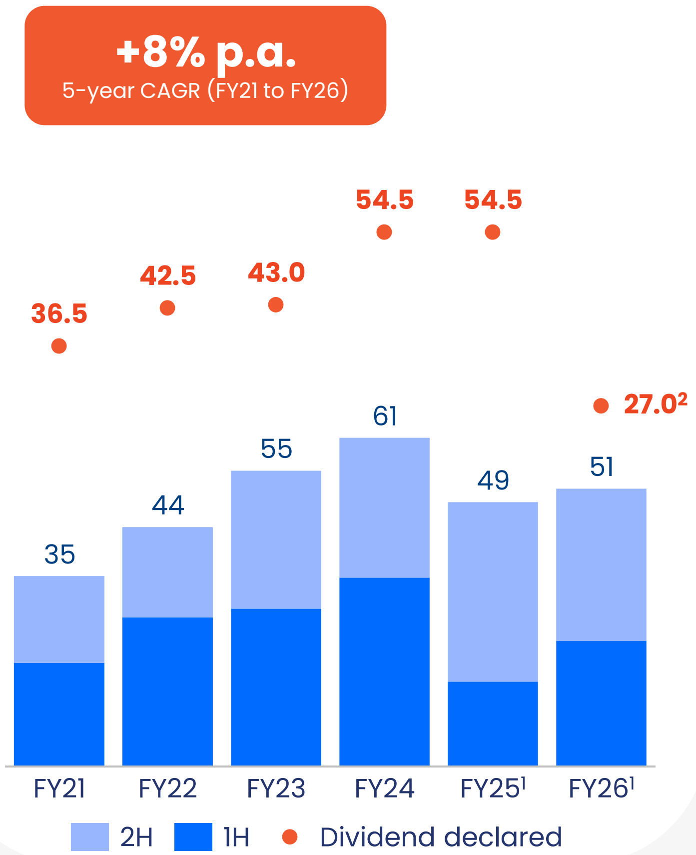
## Revenue ($M)




## EBITDA ($M)




## Operating Cash Flow ($M)




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

| | |
|---|---|
| **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

## Australia
(Lottery Retailing + SaaS + Corporate)

**Underlying EBITDA Margin**
**46% - 50%**
*FY26: 47.7%*

### 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 fee[1] from Dream US (3.2% of TTV)

## International
(Managed Services + Dream Giveaways)

**Underlying EBITDA[2]**
**$36m - $40m**
*FY26: $30.3m*

### 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
- **US[3]:** 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 fee[1] (~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

*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

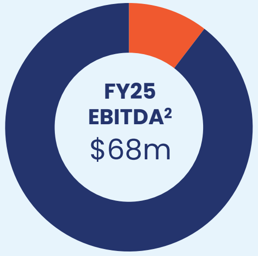
## Jumbo is a diversified, international, technology-enabled lottery and prize draw company

| | |
|---|---|
| **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 players[1] 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**


OZ LOTTERIES

**FY25**



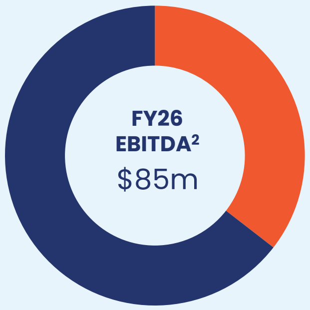

LOTTERY PLATFORM

StarVale A JUMBO COMPANY

gatherwell A JUMBO COMPANY

STRIDE A JUMBO COMPANY

**Now**




DREAM CAR GIVEAWAYS

DREAM GIVEAWAY

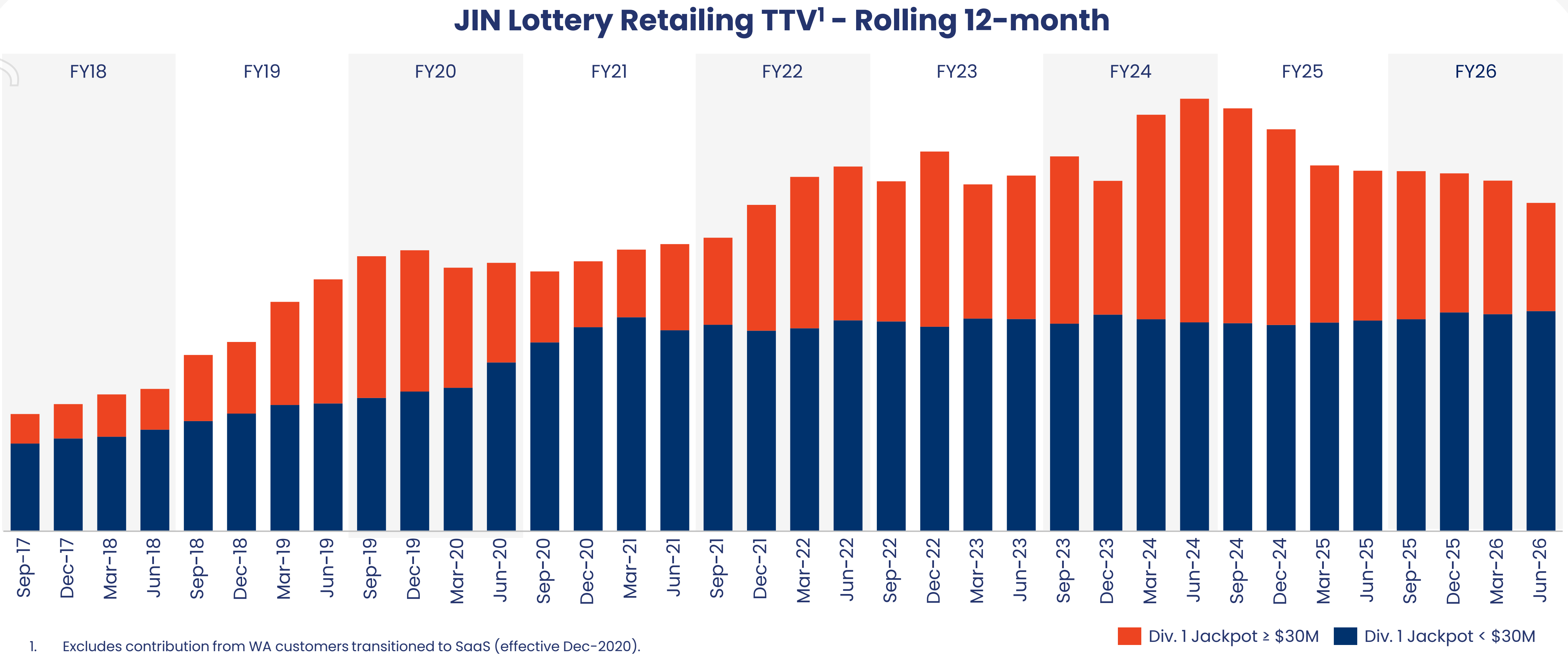
1. Over a 12-month period.
2. Underlying EBITDA

# Questions

# Supplementary Information

# Australian lotteries

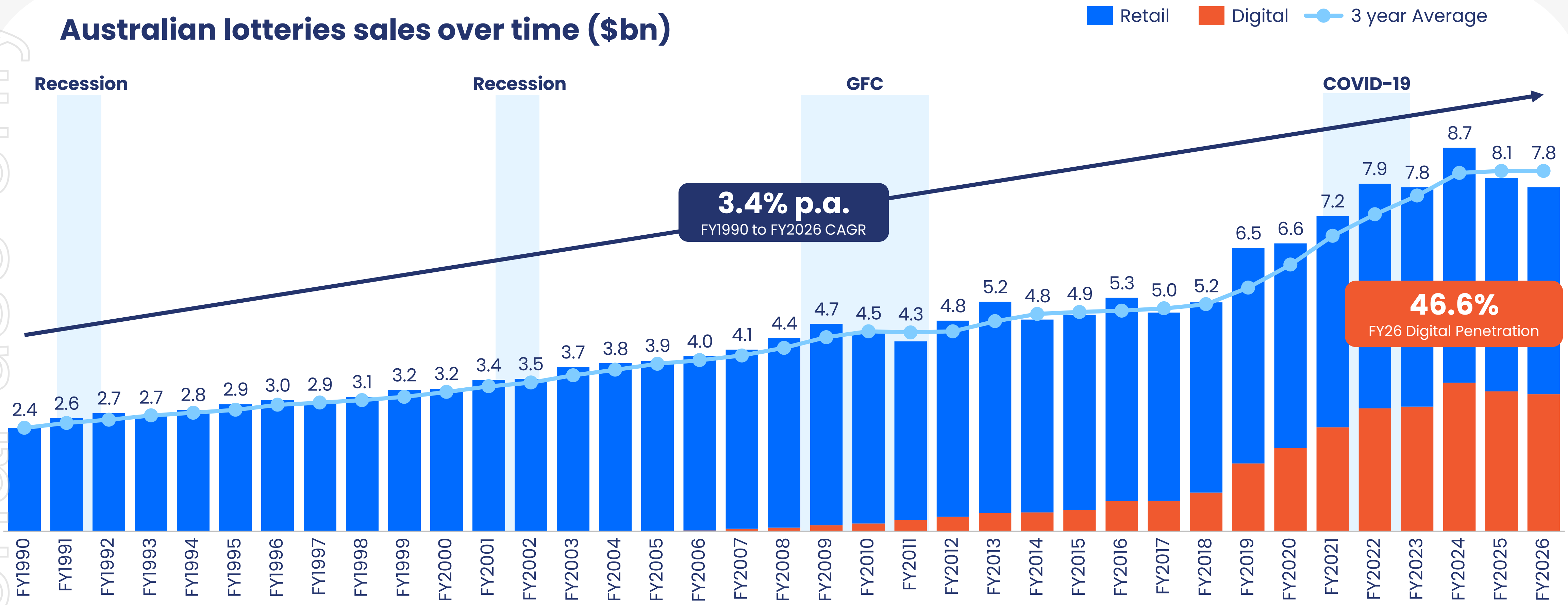
## Resilient at lower jackpots




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

# Australian lotteries

## Consistent and resilient growth over the long term

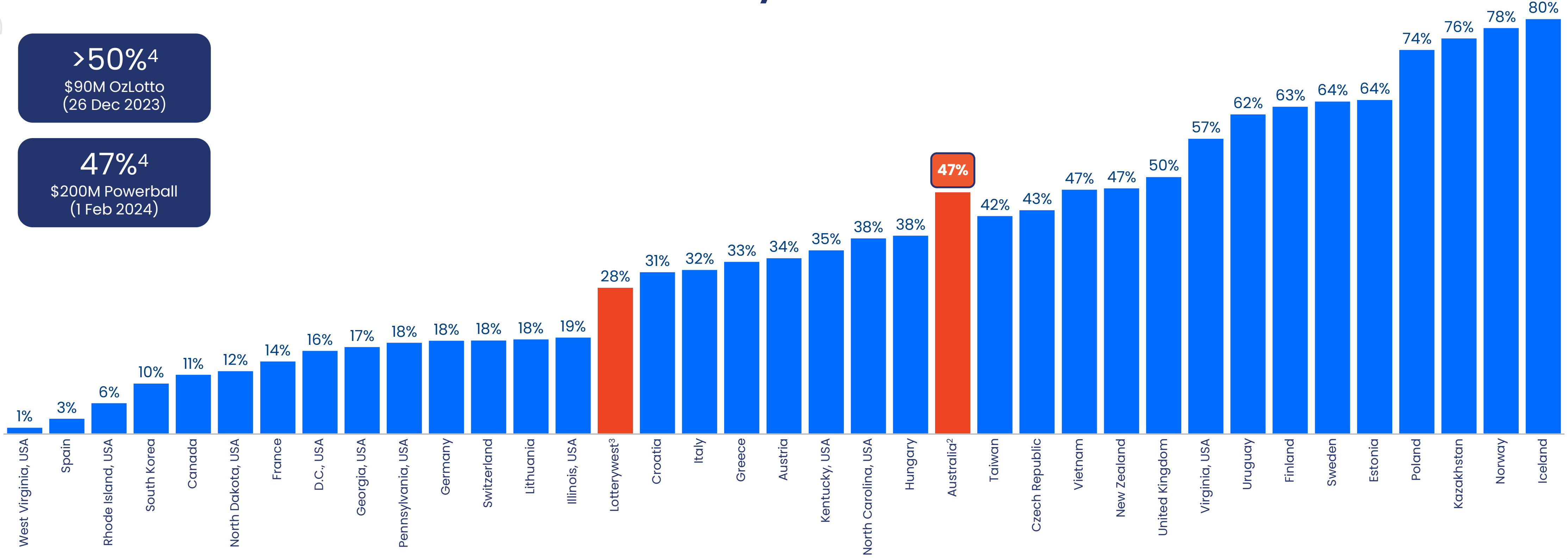



Source: Australian Gambling Statistics, Tabcorp, TLC, Lotterywest.

# Australian lotteries

## Significant growth potential from online penetration vs rest of the world

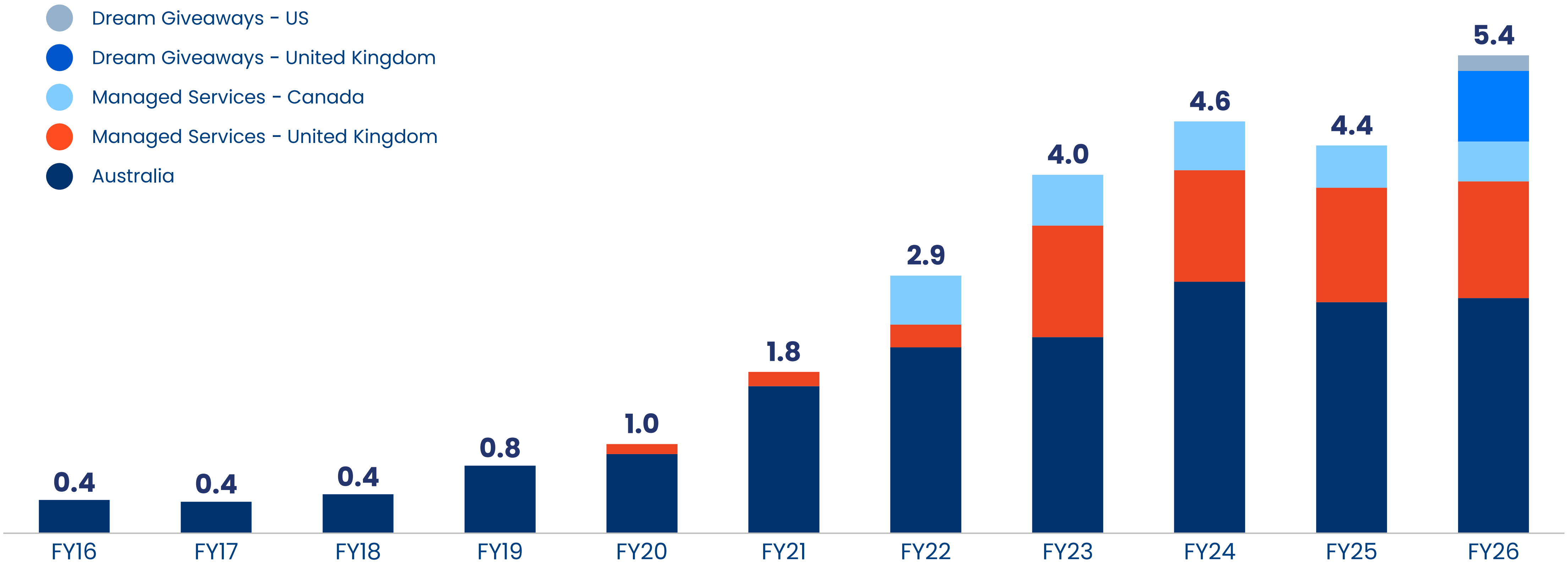
### 2024 total internet revenues as a % of total lottery sales[1]




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 | | |
|---|---|---|---|---|---|---|
| | FY26 | FY25 | Variance | FY26 | FY25 | Variance |
| EBITDA | 76,542 | 68,691 | 11.4% | 85,224 | 68,274 | 24.8% |
| EBIT | 55,360 | 55,501 | (0.3%) | 64,042 | 55,084 | 16.3% |
| NPAT | 34,574 | 40,175 | (13.9%) | 41,437 | 39,941 | 3.7% |
| NPATA[1] | 43,701 | 42,538 | 2.7% | 50,564 | 42,304 | 19.5% |
| EPS (cps) | 54.8 | 64.2 | (14.6%) | 65.7 | 63.8 | 3.0% |
| EPSA[1] (cps) | 69.3 | 67.9 | 2.1% | 80.2 | 67.6 | 18.6% |

| Add/(deduct) significant one-off items $'000 | FY26 | FY25 |
|---|---|---|
| Merger & Acquisition activity costs[2] | 3,291 | 409 |
| Employee payments[3] | 162 | 424 |
| Deferred Revenue fair value adjustment[4] | 3,799 | - |
| Other[5] | 1,430 | (1,250) |
| **EBITDA / EBIT adjustments (pre-tax)** | **8,682** | **(417)** |
| 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%** |
| **NPATA[1]** | **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 Expenses[2]** | **(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** |
| *Underlying EBITDA margin (%)* | *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** |
| *Reported EBITDA margin (%)* | *31.1%* | *62.7%* | *29.7%* | *43.2%* | *30.6%* | *36.2%* | *34.2%* | *39.5%* |

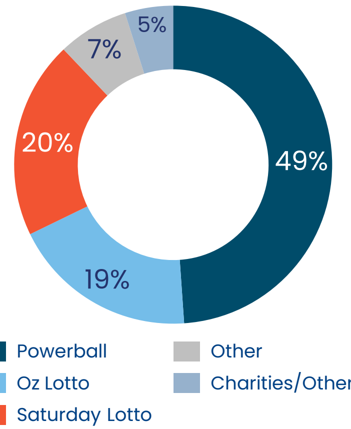
1. Includes consulting and legal, office and other costs.
2. Includes FV gain on financial liabilities, other income and other gains/(losses).
3. Includes sovereign costs e.g. Directors' fees, CEO/CFO employee costs, share-based payments, insurance etc.
4. Elimination of intersegment.

# Group FY26 Lottery Retailing

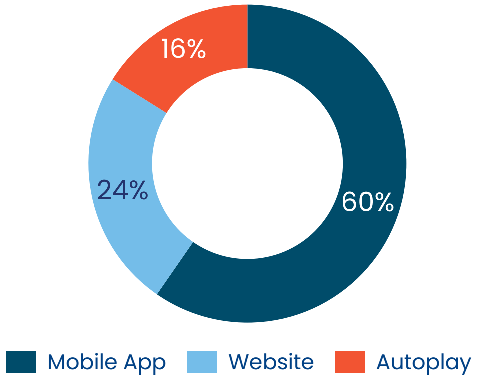
| Financials | | FY26 | FY25 | Variance % |
|---|---|---|---|---|
| Lotteries TTV | $'000 | 400,772 | 442,256 | (9.4%) |
| Charity and other TTV | $'000 | 18,991 | 14,925 | 27.2% |
| **Total TTV** | **$'000** | **419,763** | **457,181** | **(8.2%)** |
| TLC Revenue | $'000 | 90,186 | 98,534 | (8.5%) |
| 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] | $'000 | (8,418) | (5,944) | 41.6% |
| **Total Operating Expenses**[2] | **$'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% |

## TTV by Product (%)




## TTV by Platform (%)



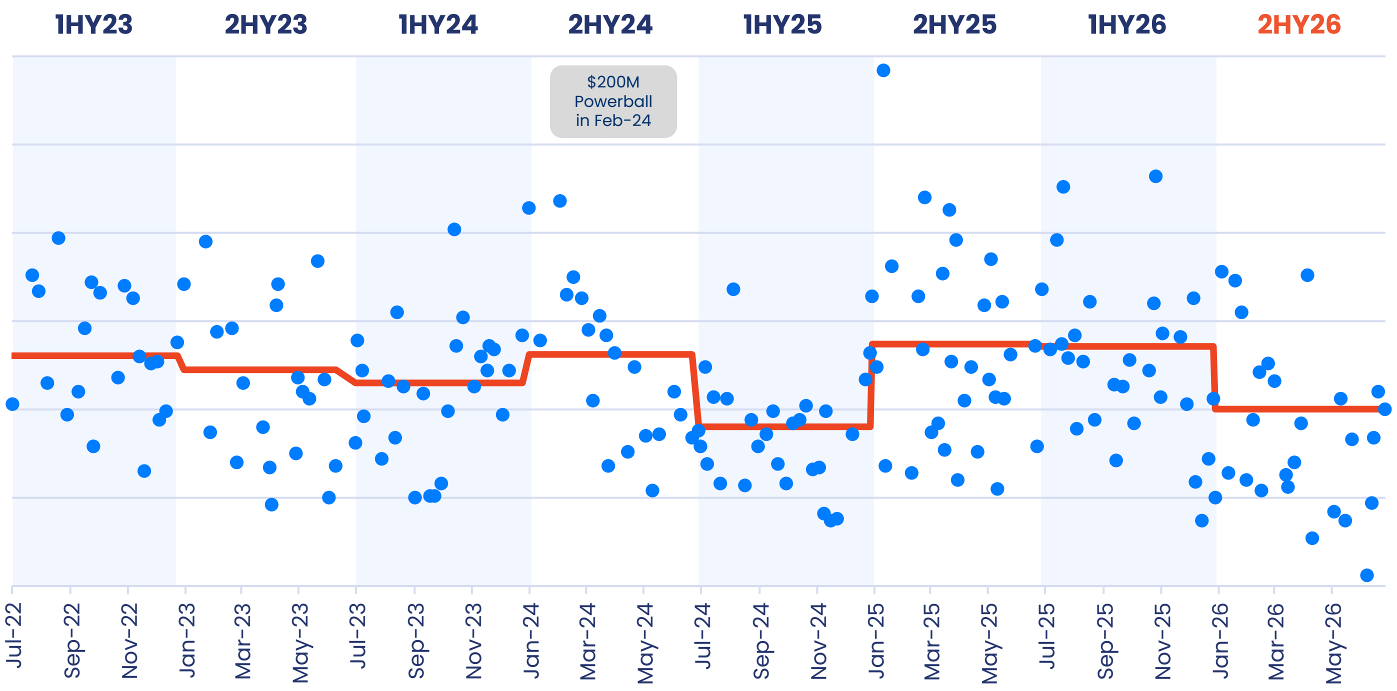

1. Pursuant to the TLC Reseller Agreements, the service fee increased from 1.5% of the subscription price in FY21 to 2.5% in FY22, 3.5% in FY23 and 4.65% in FY24 and thereafter.
2. Includes FV gain on financial liabilities, other income and other gains/(losses).

# Lottery Retailing

## Market share trend reflects subdued jackpot period

### Estimated Jumbo Share of Sales by draw[1] (%)

**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).

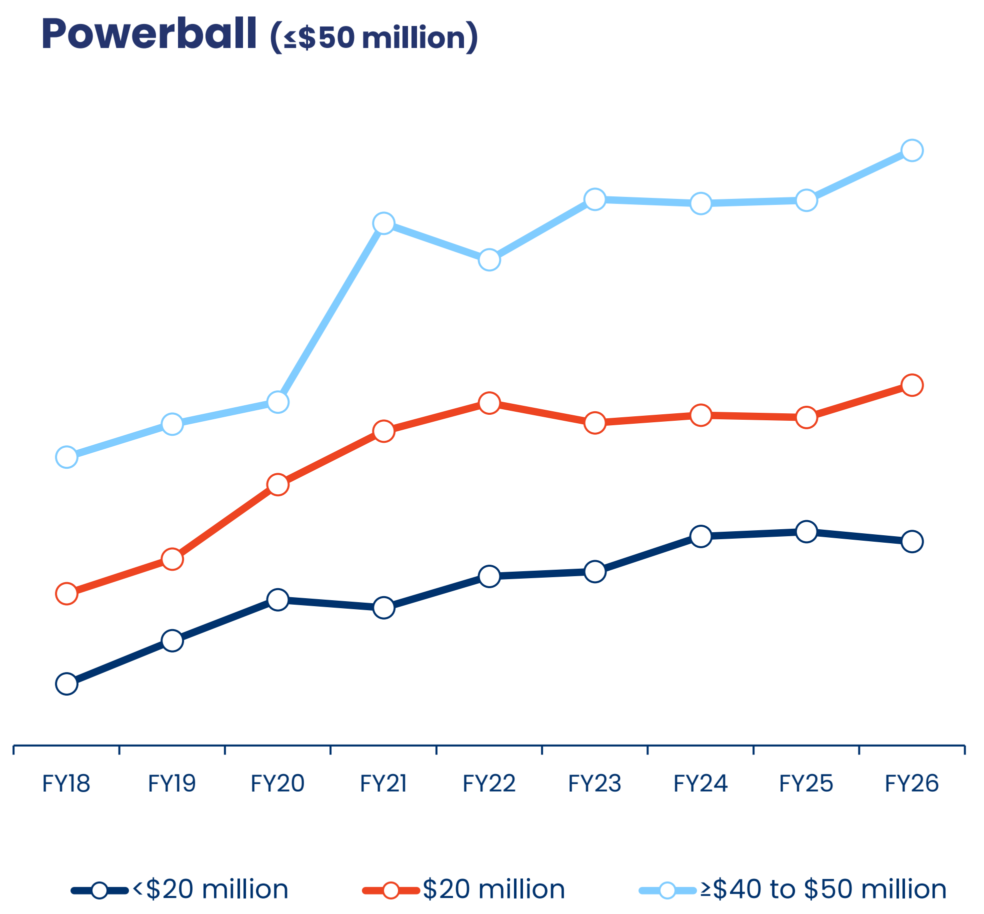
## Retention

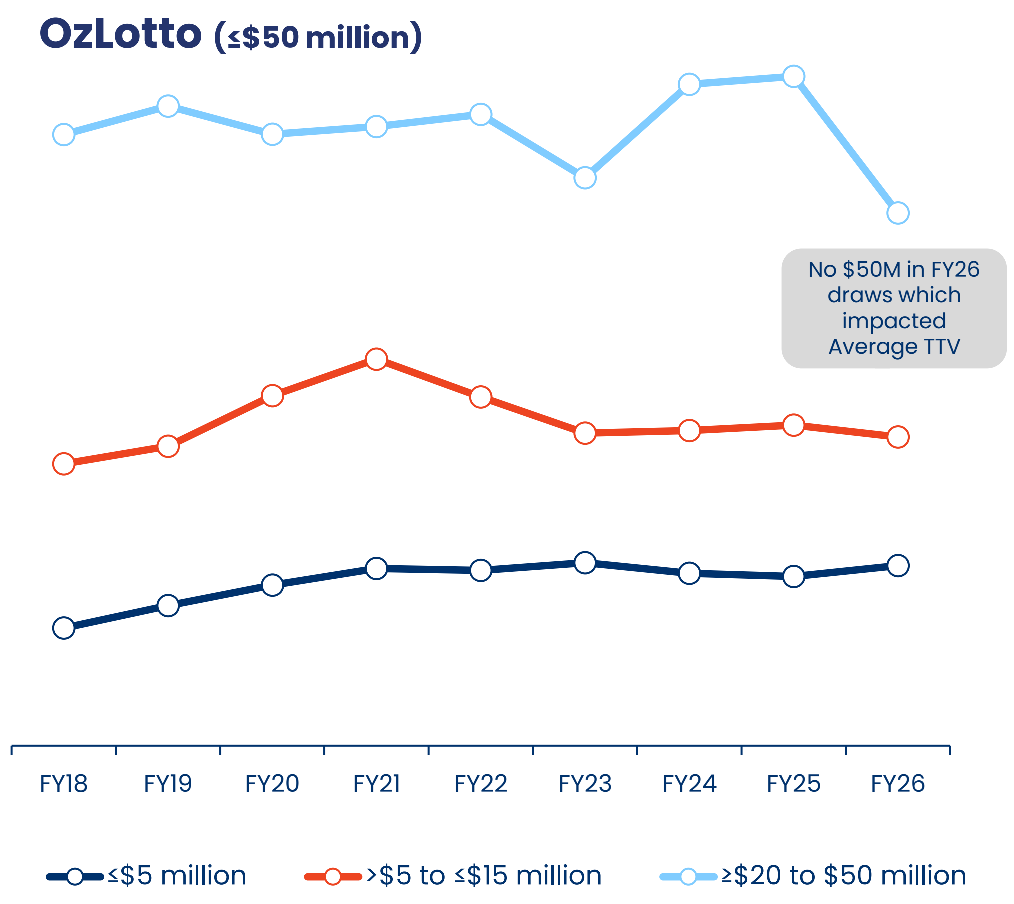
**Game changes**

| | 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



# 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%** |
| *Revenue Margin* | *9.6%* | *9.6%* | *n/a* | *9.6%* | *8.7%* | *n/a* |
| *Under. EBITDA Margin* | *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 |
| *Underlying Revenue Margin* | *35.2%* | *79.9%* |
| *Underlying EBITDA Margin* | *40.1%* | *41.9%* |
| *Marketing expense (% of Underlying TTV)* | *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 period[7]

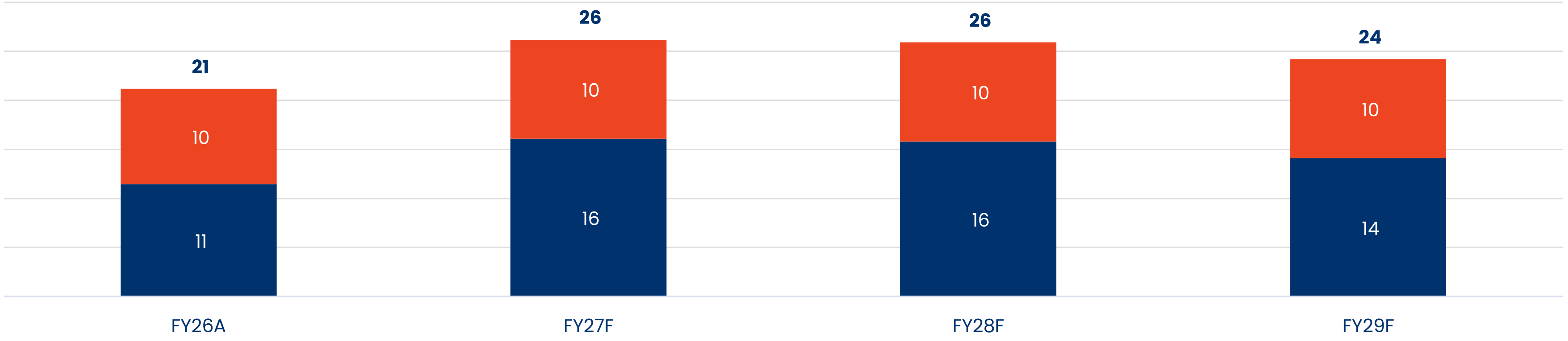
1. Reflects an ~8.5-month and ~8-month contribution from Dream Car Giveaways UK and Dream Giveaway USA respectively (acquired in October 2025).
2. Cost of sales includes charitable contributions, merchant fees, prize modification, prize transport, and professional fees.
3. US$2.6m non-cash acquisition 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$M[2])**

■ 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.

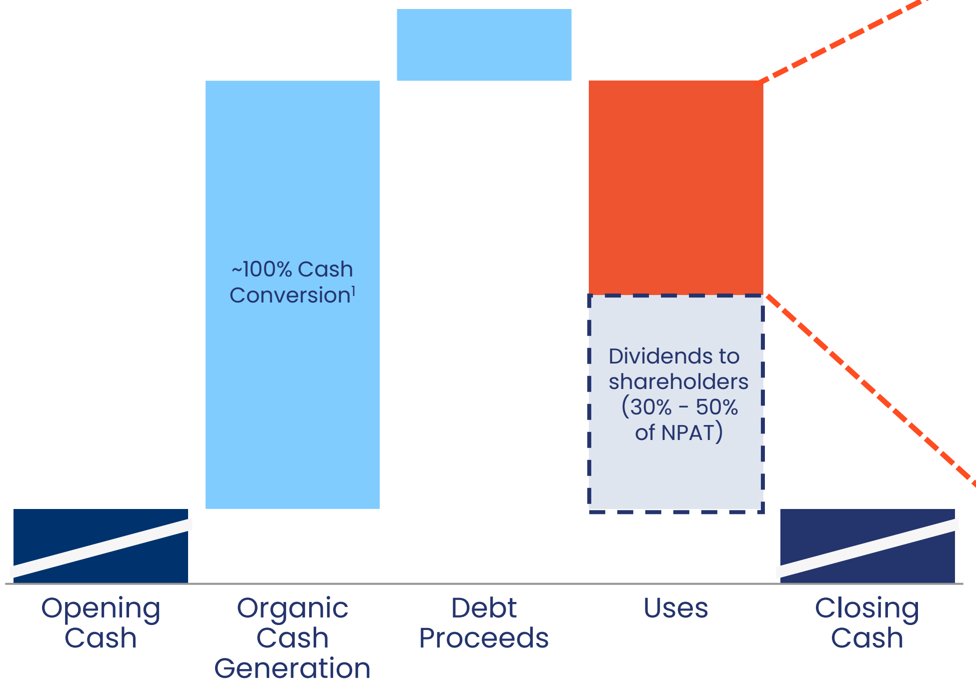
**End-to-end lottery expertise** – we don't just sell software – we operate lotteries and prize competitions at scale. This includes compliance, campaign management, prize sourcing, auditability and governance.

**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.