



*Jumbo Corporation Ltd*

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## ***MEDIA RELEASE***

Tuesday, August 31, 2004

# **ANOTHER RECORD FOR JUMBO CORPORATION**

Listed online retailer and e-commerce company, Jumbo Corporation (ASX: JUM), more than doubled net profit to \$290,000 in the 12 months to June 30 2004.

Queensland-based Jumbo Corporation – which last month announced plans to establish the first Australian-based, online betting exchange – also announced a 180 per cent increase in revenue to \$7.7 million for the latest 12 months, compared to \$2.75 million the previous year.

“The Company’s underlying performance is evident in Earning Before Income Tax Depreciation Amortisation (EBITDA), which rose 203 per cent to \$400,033 in 2003-04,” Jumbo Corporation Chief Executive Officer, Mr Mike Veverka, said.

“In the past year, Jumbo has achieved more sales and attracted more new customers than for the previous three years,” he said.

“Jumbo is one of the few Internet companies that has consistently grown through the post-dotcom period and has become profitable”.

“Our second successive year of record profit, and fifth straight year of record revenue has established Jumbo in the top bracket of Australia’s leading online e-commerce and retailing companies.”

In July, Jumbo announced it would launch “Betexsports.com” – Australia’s first, nationally-based betting exchange.

The move is designed to drive the Company’s growth via the emerging global online betting exchange industry, which is booming throughout Europe, including the United Kingdom.

Britain’s betting exchange market leader currently takes bets totaling more than A\$130 million per week, and at peak times receives up to 12,000 bets a minute.

“The past two years has seen a meteoric rise in the worldwide popularity of betting exchanges,” Mr Veverka said.

“The online expertise accumulated by Jumbo over the past nine years puts the Company in an ideal position to develop a new betting exchange business in addition to our already profitable online retailing business,” he said.

“In 1996, Jumbo was one of the first companies in the world to provide online coverage of sports events, allowing international sports fans the ability to watch live sports events via the Internet.

“Our plans to establish the first Australian-based betting exchange is a natural progression in the evolution of Jumbo.”

**FOR INTERVIEWS, AND FURTHER INFORMATION, PLEASE CONTACT:**

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INFORMATION MEMORANDUM – July 2004 (Full Year Results)

## JUMBO CORPORATION LTD

### QUICK SHARE FACTS

([www.jumbocorporation.com/stocks](http://www.jumbocorporation.com/stocks))

Symbol: ASX:JUM  
Recent Price: 1.9c (27 Aug 2004)  
Market Cap: \$4.3 mil (27 Aug 2004)  
Shares O/I: 223,765,227  
Options: 6,500,000 at 5c exp 5 June 2006  
52 wk range: 1.3c to 2.4c  
Av Monthly Trading Volume: 9,200,000 shares  
Exchanges: Australia (ASX), Germany (Frankfurt, Munich, Stuttgart, Berlin).

### BRIEF HISTORY

1995 Company founded by Mike Veverka  
1999 Listed on ASX and German Bourse raising \$3 mil  
2000 Raised further \$1.2 mil  
2003 Full Year Profit  
2003 Raised \$732,000 to invest in listed online casino.  
2004 Announced Betting Exchange

### BOARD

Mr Alan S Phillips Chairman  
Mr Mike Veverka CEO & Major Shareholder (33%)  
Mr Earl Evans Non-executive Director  
Mr Gary Clark Company Secretary  
**CEO and Directors hold 37%**

### PRIMARY ACTIVITIES

([www.jumbocorporation.com/whatwedo](http://www.jumbocorporation.com/whatwedo))

Development of secure online retailing software (Jumbostore.com) with credit card security, anti-fraud filters and online marketing functions.

Online shopping mall retailing a variety of goods online such as luxury items, software, lotteries, fragrances, cigars and other gifts.

Provision of an Online Betting Exchange ([betexsports.com](http://betexsports.com))

### CONTACT

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## STRENGTHS

Profitable Track Record  
Expanding Global Market  
Strong Growth over 5 years  
Strong Ownership and Management

## TARGET MARKET

Primary Market: USA Online Consumer Market  
Market Size: AU\$120 billion for 12 months  
ending Dec 02  
Market Growth: 52% per annum

(Market data from Forrester Research)

## RISKS

Adoption of new technology  
Online security

## TOP 20 SHAREHOLDERS

(27 August 2004)

				Shareholders in
1	ANZ NOMINEES LIMITED	39,685,466	17.74%	Germany
2	VESTEON PTY LTD	25,000,000	11.17%	Founder and CEO
3	VESTEON PTY LTD	20,300,000	9.07%	Founder and CEO
4	VESTEON PTY LTD	18,728,572	8.37	Founder and CEO
5	VESTEON PTY LTD	9,950,000	4.45	Founder and CEO
6	WARAWONG PTY LTD	6,809,572	3.04	
7	MR EARL EVANS + MRS KATIE ALEXANDRA EVANS	5,000,000	2.23	Director
8	EMARZI PTY LTD <THE SDA INVESTMENT A/C>	3,470,053	1.55	
9	2M RESOURCES PTY LTD	3,029,947	1.35	
10	MR XAVIER ROBERT BERGADE	2,000,000	0.89	
11	PHILLIPS EXPLORATION PTY LTD	2,000,000	0.89	Director
12	PHILLIPS EXPLORATION PTY LTD	2,000,000	0.89	Director
13	REMOVALE PTY LTD	2,000,000	0.89	
14	CLAVELL HOLDINGS PTY LTD	1,961,538	0.88	
15	EQUITAS NOMINEES PTY LIMITED	1,500,000	0.67	
16	GRONIN PTY LTD	1,250,000	0.56	
17	MR LEON BURGESS-DEAN	1,205,110	0.54	
18	MR ALISTAIR DAVID MCMURRAN	1,205,096	0.54	
19	MR ANDREW DUNCAN	1,130,800	0.51	
20	MR PHILLIP JEFFREY MAY + MRS KAYLEEN MAY	1,040,000	0.46	

## FINANCIAL SUMMARY

([www.jumbocorporation.com/company](http://www.jumbocorporation.com/company))

12 months ending..	FY June 01	FY June 02	FY June 03	FY June 04
Revenue	\$548,000	\$1.78 million	\$2.75 million	\$7.7 million
EBITDA	(\$595,000)	(\$487,000)	\$142,000	\$400,000
Profit (Loss)	(\$744,000)	(\$593,000)	\$112,000	\$290,000
Cash at Bank	\$751,000	\$759,000	\$865,000	\$1,930,000
Net Assets	\$403,000	(\$41,000)	\$581,000	\$1,490,000
Net Tangible Assets	\$325,238	(\$53,000)	\$231,000	\$1,220,000

## **RECENT ANNOUNCEMENTS**

([www.jumbocorporation.com/press](http://www.jumbocorporation.com/press))

20 July 2004

Jumbo to Launch Betting Exchange

14 May 2004

GLO Completion of Due Diligence to Acquire an Interest in Second Online Casino

23 March 2004

GLO in Agreement to Acquire Interest in Second Online Casino

01 March 2004

Growth in Online Casino Business

24 February 2004

Half Year Results to Dec 2003 - Record Profit

23 January 2004

Launch of UK Online Casino

19 January 2004

Completion of Substantial Acquisition in Global Approach Limited (ASX:GLO)

29 December 2003

Update to Share Acquisition

12 December 2003

Final Approval obtained for Amlink Acquisition