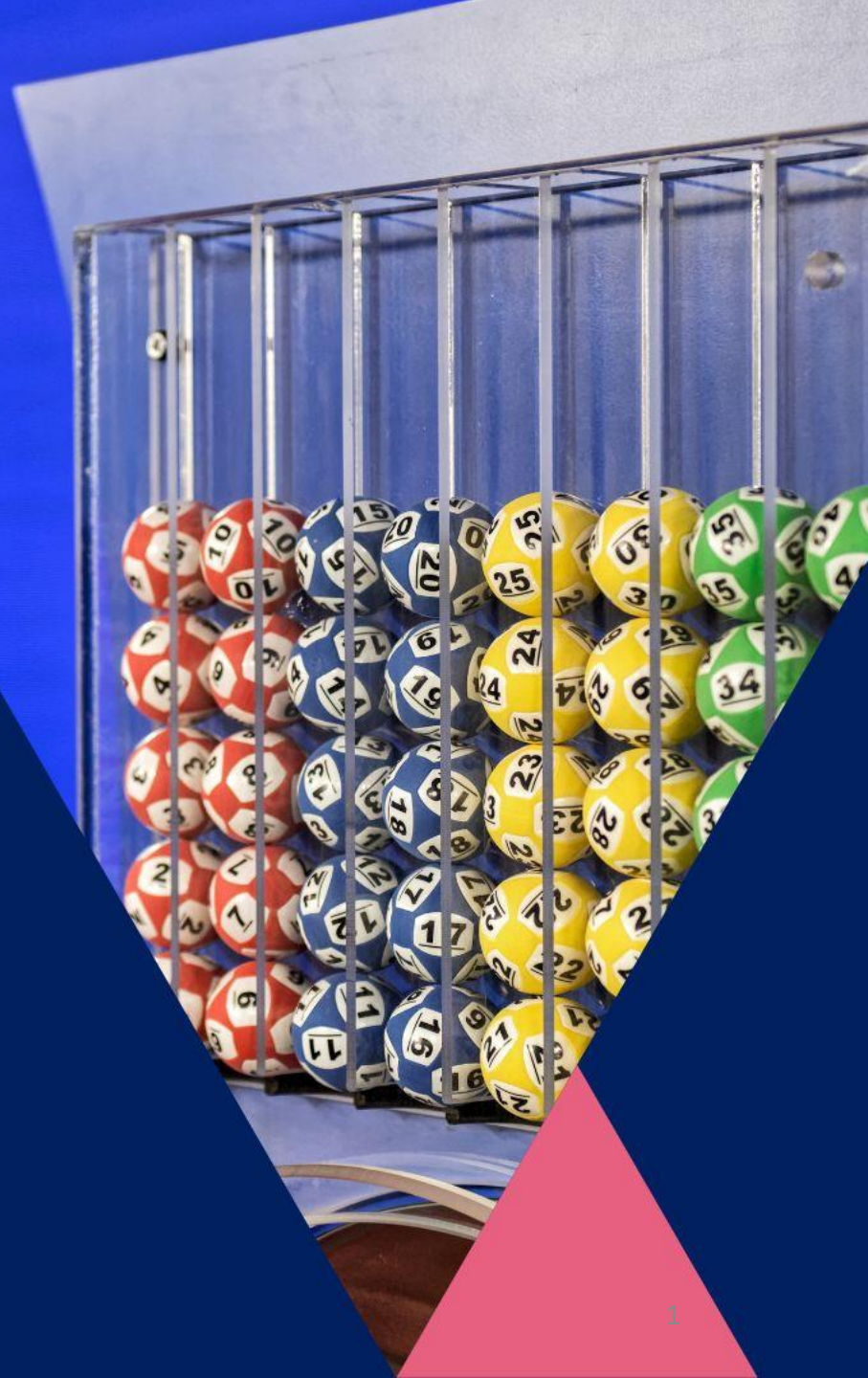




ANALYST MEETING

**Year ended 31 December 2022**

21 APRIL 2023





Moorghen  
Veeramootoo

**Chief Executive Officer**



Shaun Kim Tiam  
Fook Chong

**Chief Financial Officer**

# AGENDA

**1. ABOUT LOTTOTECH**

**2. 2022 RESULTS HIGHLIGHTS**

**3. 2022 FINANCIAL RESULTS**

**4. TECHNOLOGY**

**5. SUSTAINABLE DEVELOPMENT GOALS**

**6. WAY FORWARD**

**7. Q&A**

# AGENDA

**1. ABOUT LOTTOTECH**

2. 2022 RESULTS HIGHLIGHTS

3. 2022 FINANCIAL RESULTS

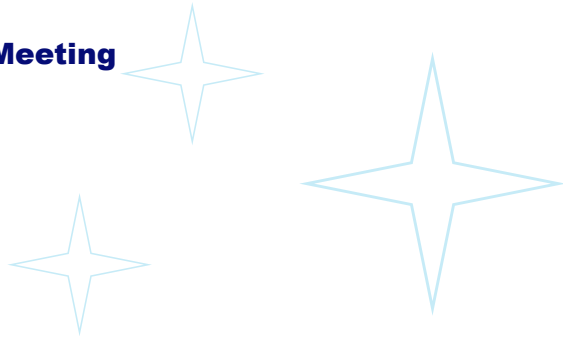
4. TECHNOLOGY

5. SUSTAINABLE DEVELOPMENT GOALS

6. WAY FORWARD

7. Q&A

Analyst Meeting



# ABOUT LOTTOTECH

Lottotech entered the gaming market in 2009 with the aim of innovating and disrupting the industry in Mauritius.

With an emphasis on integrity at the core of all our operations, and thanks to the commitment of our stakeholders, we became the market leader in this sector.

In 2014, Lottotech was listed on the Stock Exchange of Mauritius democratizing the shareholding of the company.



## Our Milestones

**2008**

Lottotech was incorporated

**2009**

The GRA grants Lottotech its licence to operate the Mauritius National Lottery

**2012**

First successful Mediation agreement

**2014**

Public listing on the Stock Exchange of Mauritius

**2018**

Finalisation of mediation agreement

Loto second draw  
Loto Vert licence

**2019**

Acquisition of Pool Joseph Merven Ltd, thus becoming the exclusive distributor of The Footballs Pools UK products in the African Region

**2020**

Launch of Loto Vert under a lifetime licence

**2022**

Launch of Lottotech App and gaming platform for The Football Pools

# AGENDA

1. ABOUT LOTTOTECH

**2. 2022 RESULTS HIGHLIGHTS**

3. 2022 FINANCIAL RESULTS

4. TECHNOLOGY

5. SUSTAINABLE DEVELOPMENT GOALS

6. WAY FORWARD

7. Q&A

# 2022 HIGHLIGHTS

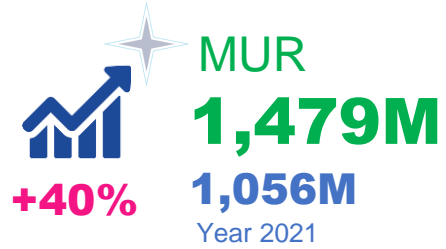
Lottotech posted a revenue of MUR 1,479m and a Profit After Tax of MUR 154m for the financial year ended 31 December 2022

KEY HIGHLIGHTS	2018	2019	2020	2021	2022
REVENUE (MUR)	1,040m	1,357m	962m	1,056m	1,479m
YOY REVENUE GROWTH (%)	+9%	+30%	-29%	+10%	+40%
OPERATING PROFIT (MUR)	133m	186m	79m	97m	190m
PROFIT AFTER TAX (MUR)	110m	156m	61m	78m	154m

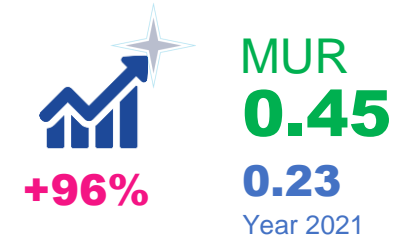
2022 financial results back to pre-covid level

# 2022 HIGHLIGHTS

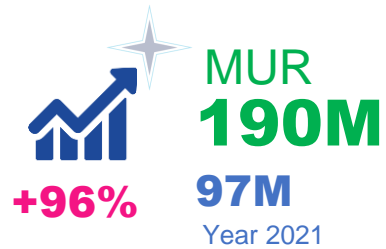
## REVENUE



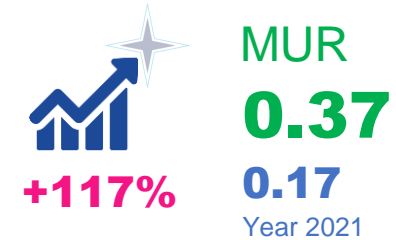
## EARNINGS PER SHARE



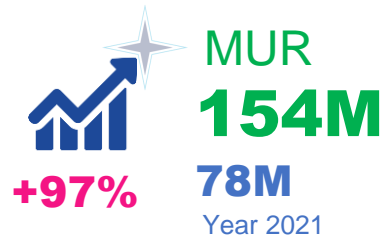
## OPERATING PROFIT



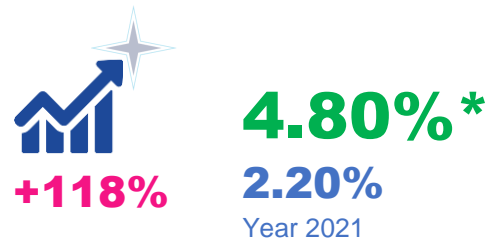
## DIVIDEND PER SHARE



## PROFIT AFTER TAX



## DIVIDEND YIELD\*



\*Share price as at 31 Dec 2022: MUR7.70



# AGENDA

1. ABOUT LOTTOTECH

2. 2022 RESULTS HIGHLIGHTS

**3. 2022 FINANCIAL RESULTS**

4. TECHNOLOGY

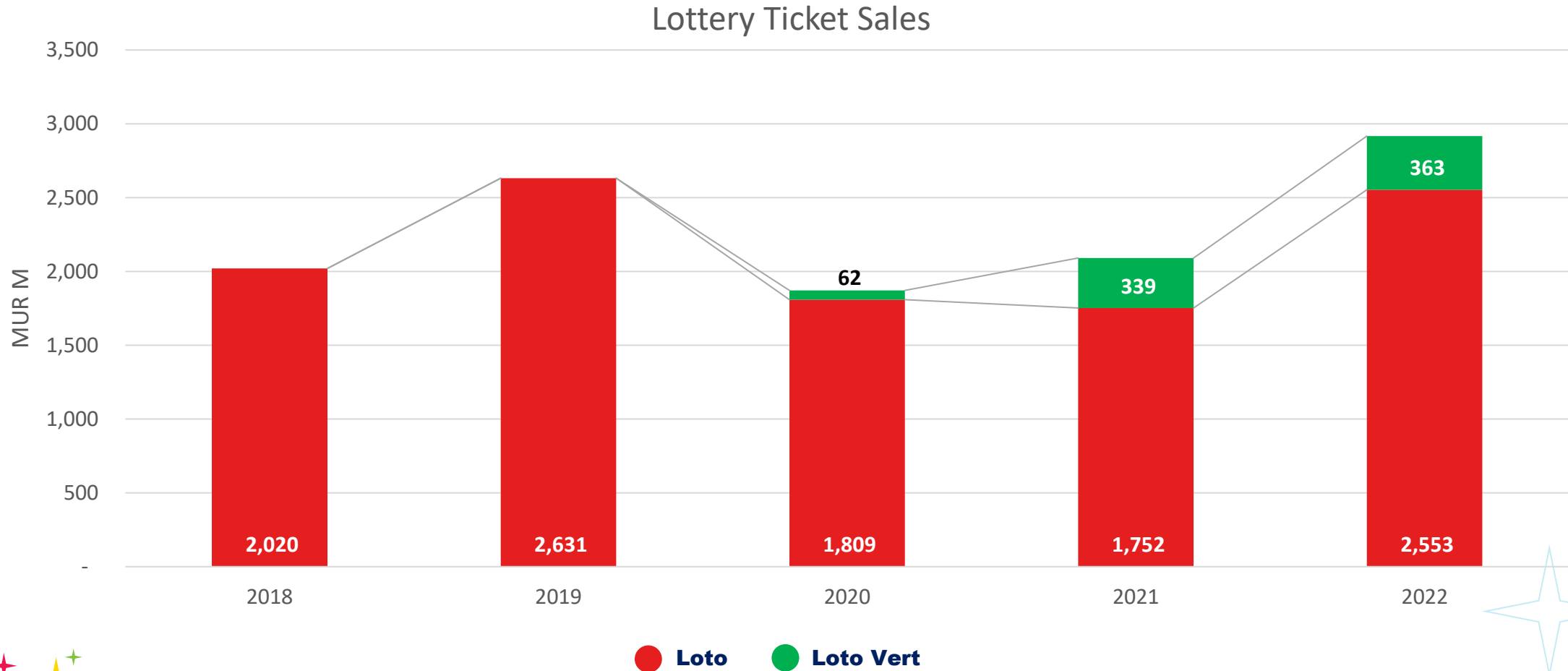
5. SUSTAINABLE DEVELOPMENT GOALS

6. WAY FORWARD

7. Q&A

# EXCELLENT GROWTH

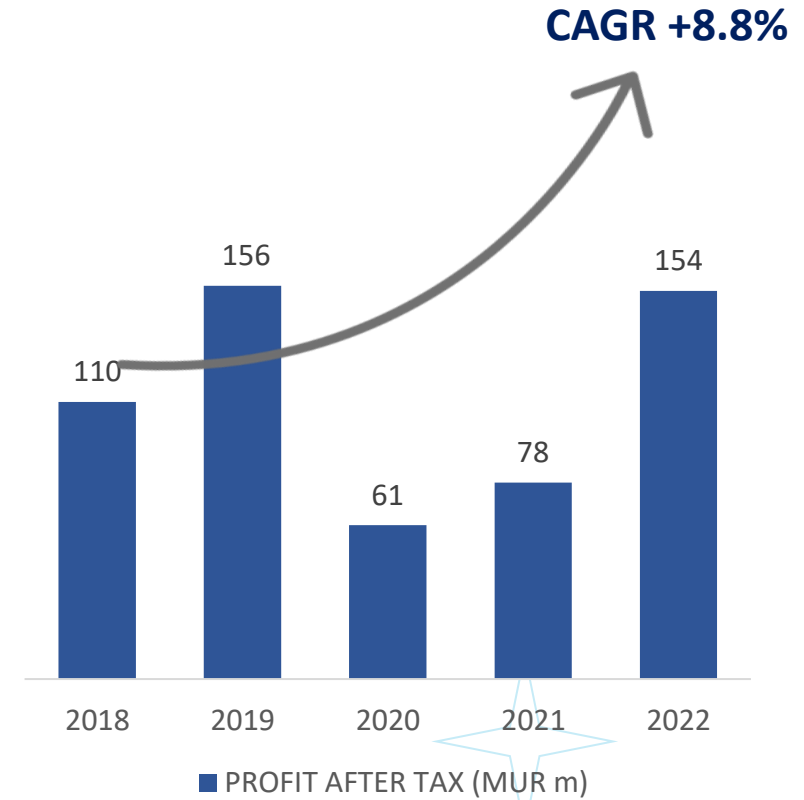
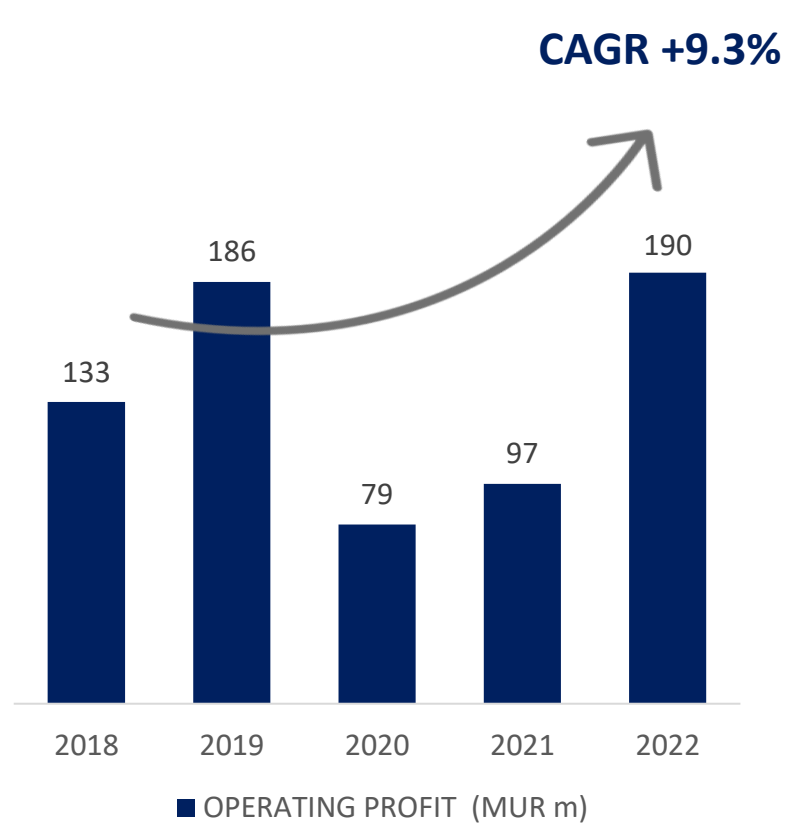
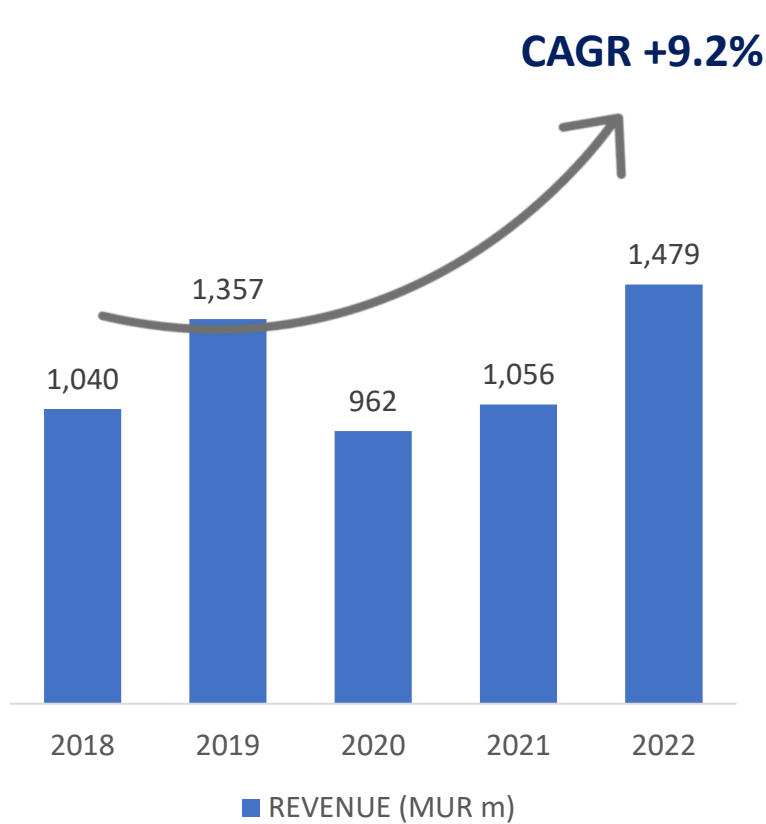
Strong Lottery Ticket Sales Growth for both Loto and Loto Vert Games



- Diversification of revenue by adding layers of game revenue

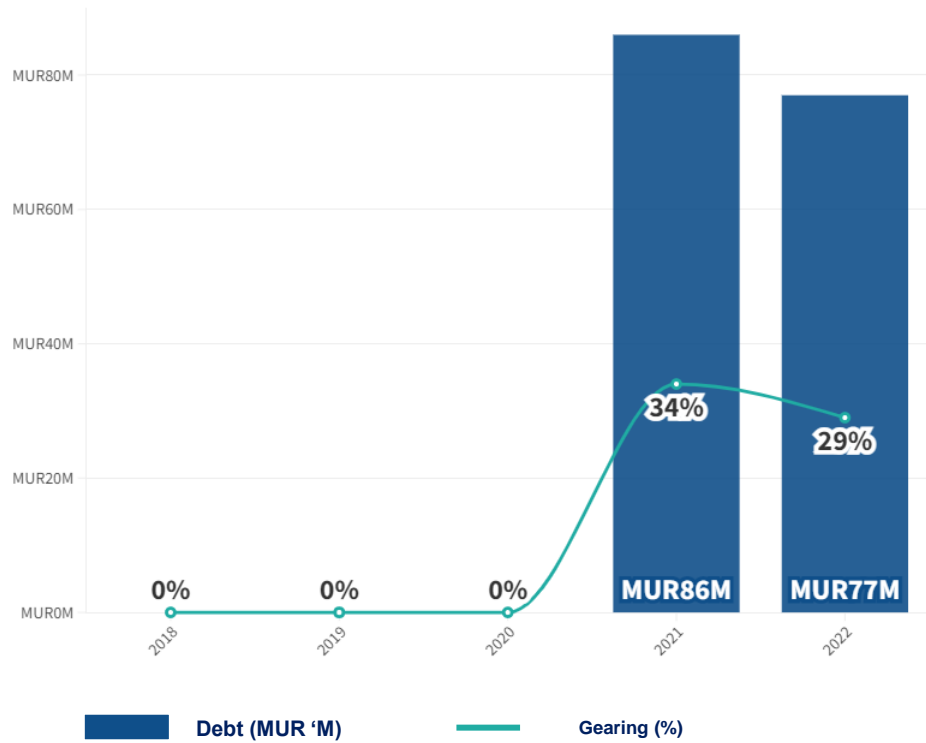
# EXCELLENT GROWTH

A remarkable turnaround post COVID

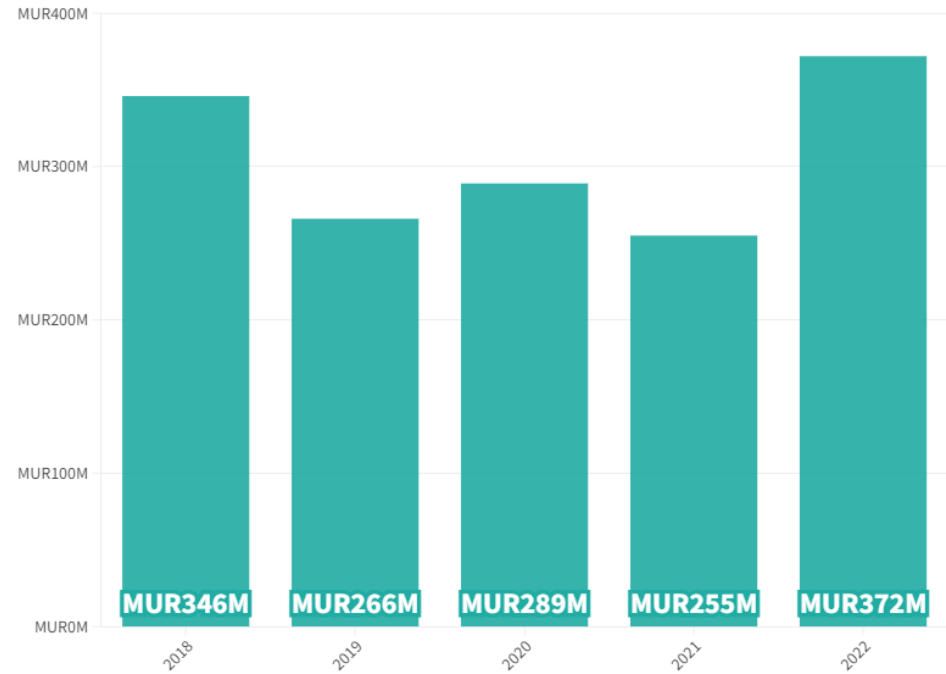


# SOLID FINANCIAL STRUCTURE

Strong balance sheet ensuring resilience and readiness for growth.



**\*Gearing = Debt / (Debt + Equity)**



## STRONG CASH POSITION

- Loan facility to upgrade the lottery engine
- Care rating MAUA1+ and MAU AA- ratings for the short-term and long-term bank facilities

# The Rs100 Note

## YEAR 2021 (MUR)

49.59	Prizes
23.78	Consolidated Fund
5.50	Retailers Commissions
6.16	Gaming Costs
10.34	Net Operating Expenses
0.10	Net Finance Costs
0.78	Income Taxes
3.75	Profits

## YEAR 2022 (MUR)

49.33	Prizes
23.89	Consolidated Fund
5.64	Retailers Commissions
5.50	Gaming Costs
9.11	Net Operating Expenses
0.13	Net Finance Costs
1.12	Income Taxes
5.28	Profits

- Higher revenue and profitability achieved in 2022
- Higher Loto jackpot rollovers as well as increased ticket sales from Loto vert have contributed in boosting performance
- Reduced gaming and operating expenses % ratio

# AGENDA

1. ABOUT LOTTOTECH

2. 2022 RESULTS HIGHLIGHTS

3. 2022 FINANCIAL RESULTS

**4. TECHNOLOGY**

5. SUSTAINABLE DEVELOPMENT GOALS

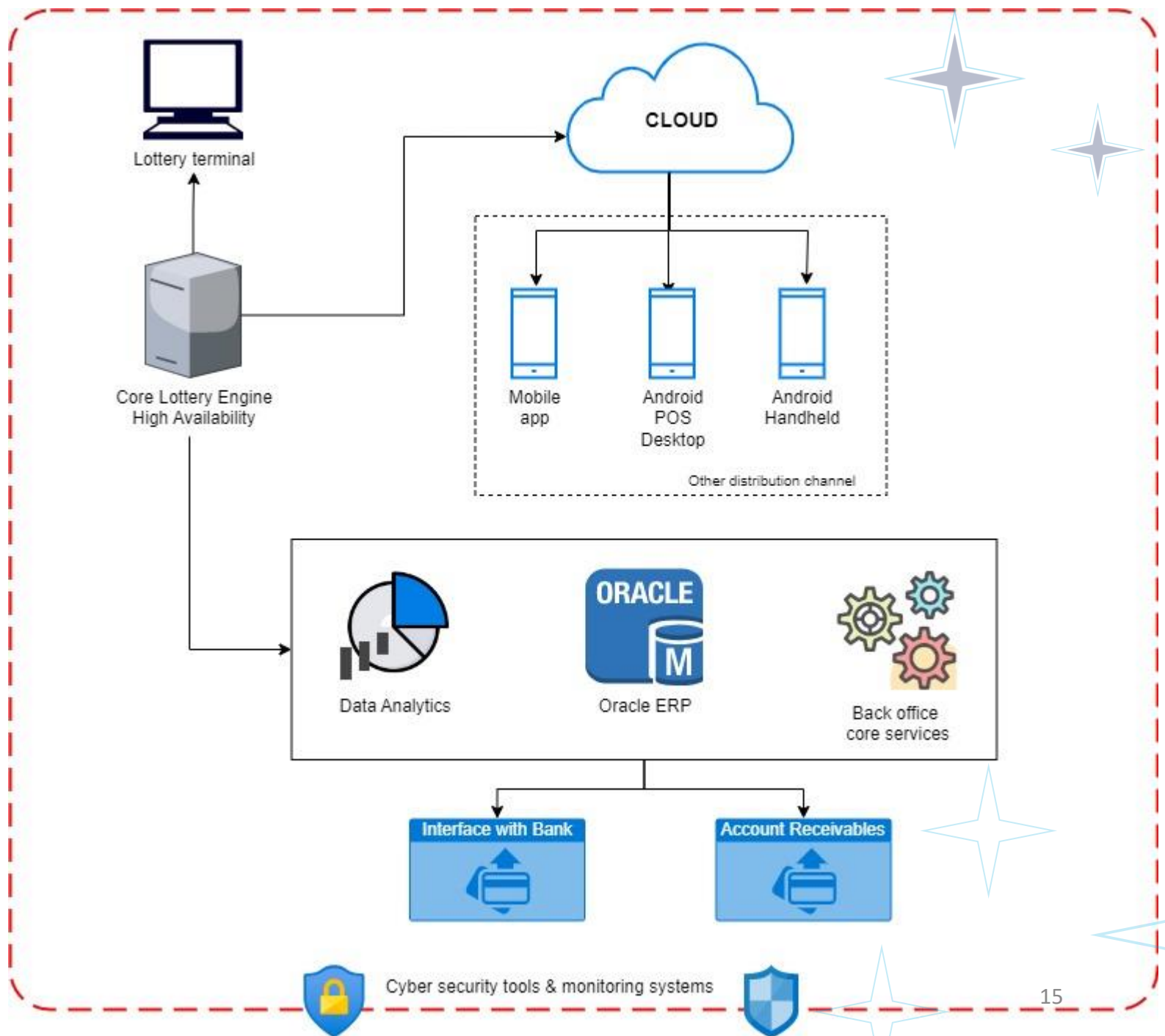
6. WAY FORWARD

7. Q&A

# TECHNOLOGY

## Investment in Technology and Cyber Security Platforms:

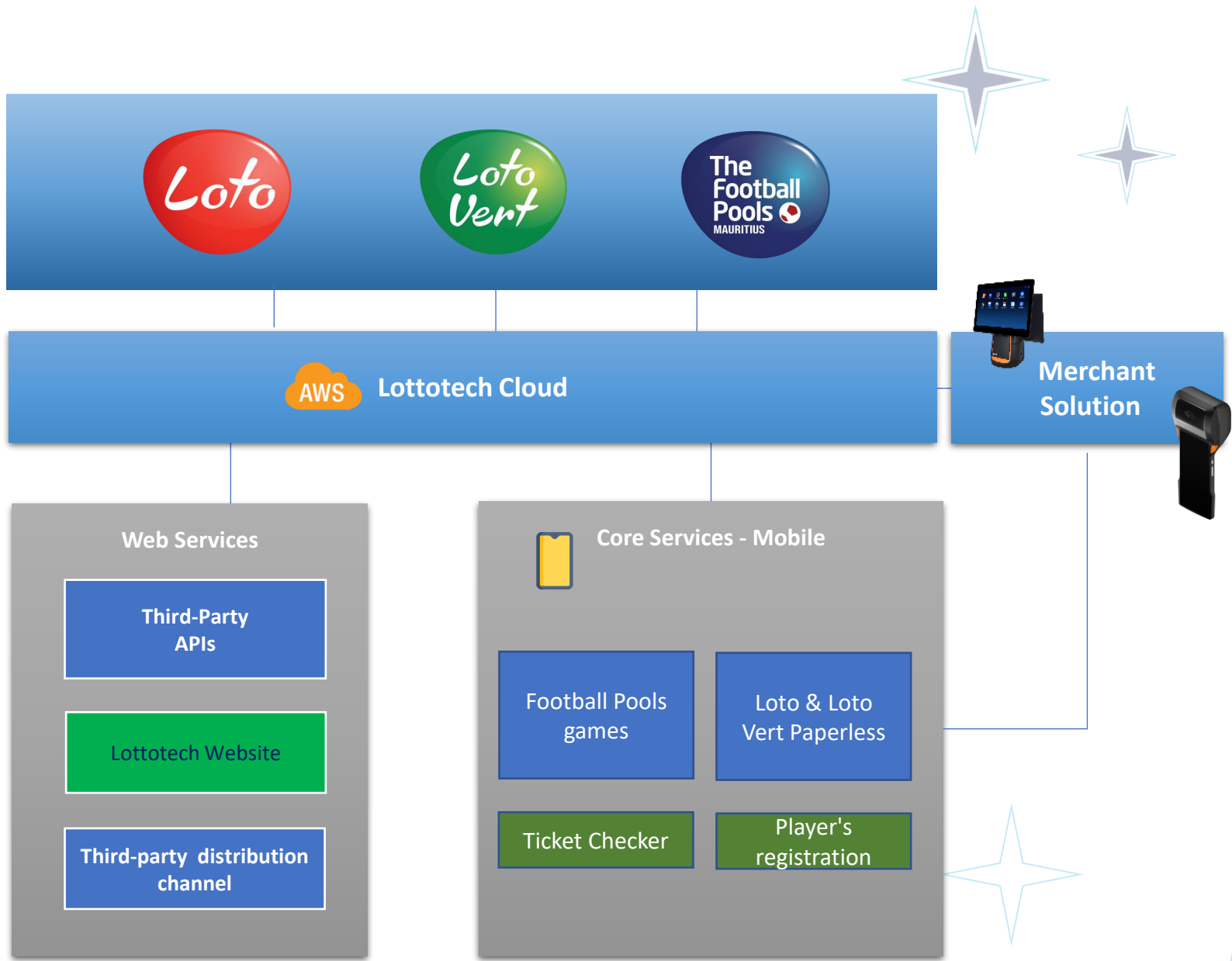
1. Protection of digital assets
2. Revolutionize the distribution channel
3. Enhance player's experience



# TECHNOLOGY PLATFORMS

The current technology stack enables:

1. Collaborating with multi-vendors providers
2. Strong interoperability between systems



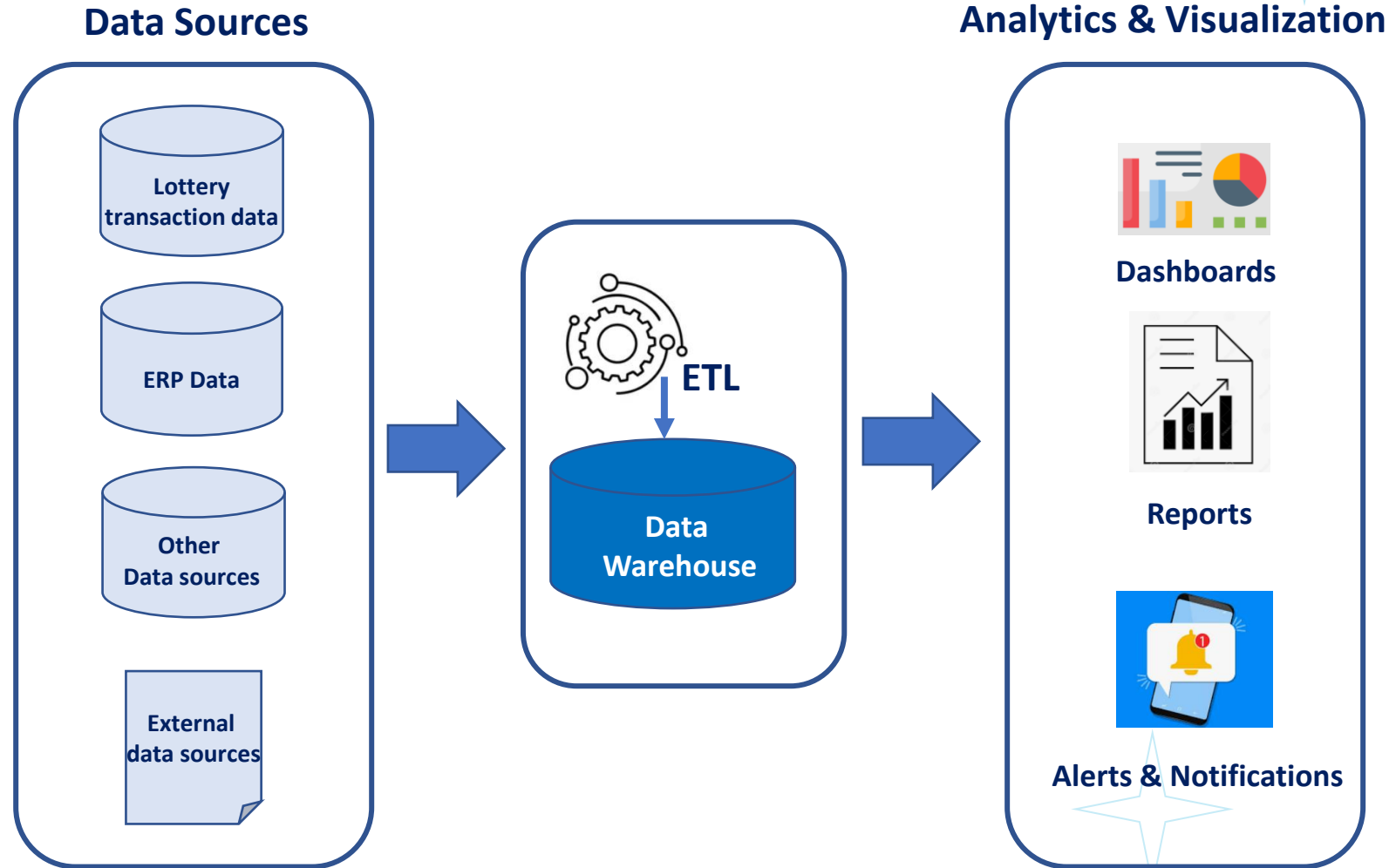


# TECHNOLOGY

## DATA ANALYTICS

Data driven decision-making business in order to:

- Better understand customer behaviors
- More in-depth analysis of product performance at each retail shop
- Generate better insights for informed decision making



# AGENDA

1. ABOUT LOTTOTECH

2. 2022 RESULTS HIGHLIGHTS

3. 2022 FINANCIAL RESULTS

4. TECHNOLOGY

**5. SUSTAINABLE DEVELOPMENT GOALS**

6. WAY FORWARD

7. Q&A

Analyst Meeting

# Sustainable Development Goals (SDG)

Lottotech is the **first** Lottery operator in the **African region** to have obtained the level 4 certification for its continuous improvement programme in Responsible Gaming



## CSR 2022 HIGHLIGHTS

**36**  
**PROJECTS**  
4,290 Beneficiaries

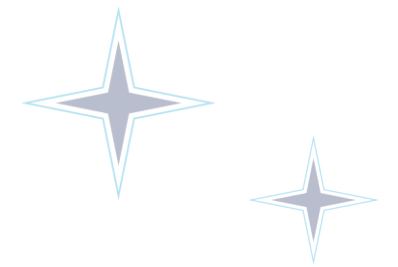
**MUR 145k**  
Monetary value for  
Volunteering Participation

**3000 KG e-waste**  
**219 KG waste**  
**340 KG paper**

**730**  
Volunteering  
Hours

**80**  
Volunteers

**67%**  
Participation Rate



# Sustainable Development Goals (SDG)

1 NO POVERTY



2

PROJECTS

780 Beneficiaries  
Amount: MUR 132k

3 GOOD HEALTH AND WELL-BEING



13

PROJECTS

703 Beneficiaries  
Amount: 316K

5 GENDER EQUALITY



2

PROJECTS

75 Beneficiaries  
Amount: 23,4K

13 CLIMATE ACTION



2

PROJECTS

45 Beneficiaries  
Amount: 12,5K

3

PROJECTS

917 Beneficiaries  
Amount: MUR 25k

2 ZERO HUNGER



8

PROJECTS

2,059 Beneficiaries  
Amount: 231K

4 QUALITY EDUCATION



2

PROJECTS

45 Beneficiaries  
Amount: 337K

10 REDUCED INEQUALITIES



9

PROJECTS

240 Beneficiaries  
Amount: 216K  
Amount Recycle: 3,5K

14 LIFE BELOW WATER

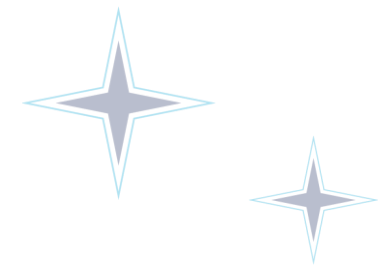
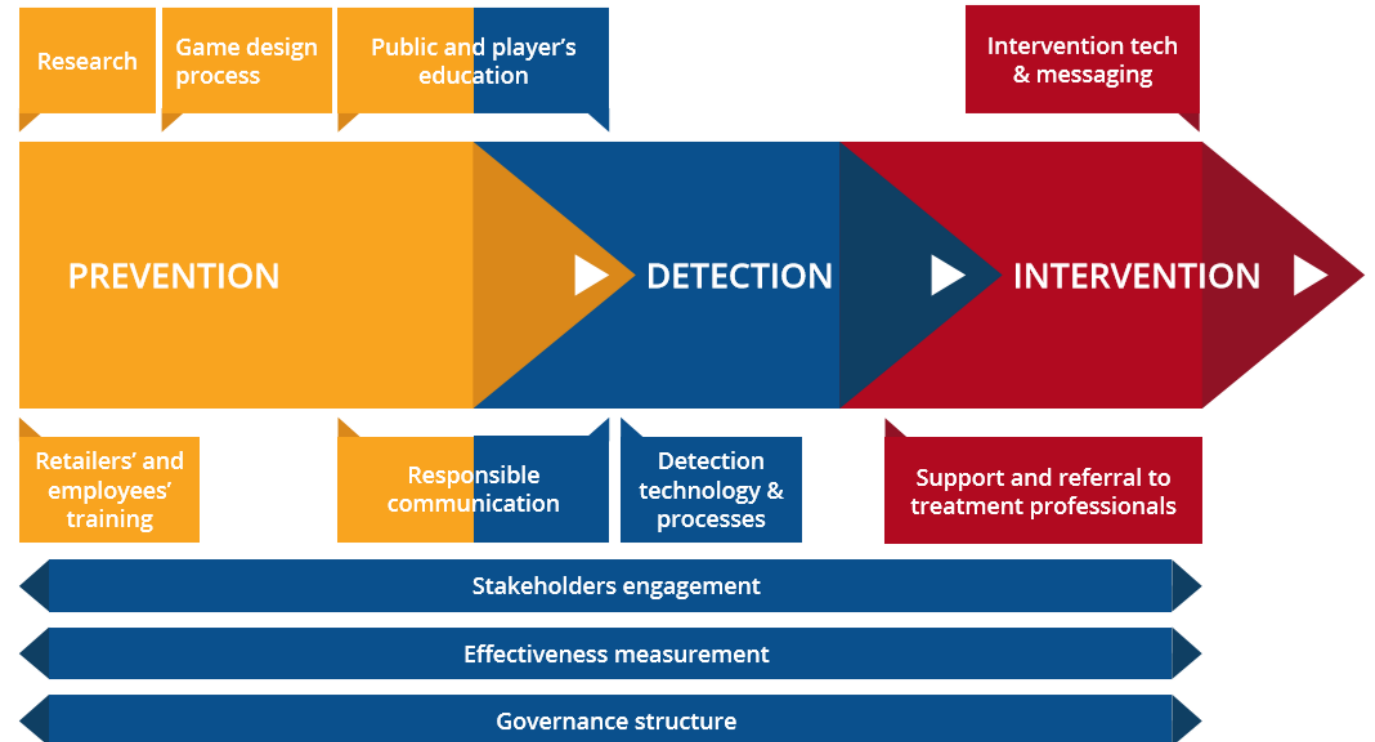


# Responsible Gaming

Lottotech is the **first** Lottery operator in the **African region** to have obtained the certification level 1,2,3 and 4 twice for its continuous improvement programme in Responsible Gaming



WLA is an international body which regulates more than 140 lotteries around the world. The vision for WLA is to be recognized as the global authority on the lottery business, to uphold the highest ethical principles, and to support our members in achieving their vision for their own communities.



# Responsible Gaming



## CERTIFICATION PATHWAY

### Achieved in 2010

#### Level 1 - Commitment

All WLA members qualify for this level. By becoming a member of the WLA your lottery has agreed to embrace the WLA RG Principles. Hence the criteria for the level 1 certification have been fulfilled.

### Achieved in 2014

#### Level 2 - Self-Assessment and Gap Analysis

Members complete a self-assessment and determine what RG programs need to be built to ensure the organization addresses all the Principles.

### Achieved in 2017

#### Level 3 - Planning and Implementation

Members need to develop a plan, a timetable and a budget to implement specific RG programs.

### Achieved in 2019, 2022

#### Level 4 - Continuous Improvement

Members are implementing specific programs into their day-to-day operations and are continuously improving their programs.

# AGENDA

1. ABOUT LOTTOTECH

2. 2022 RESULTS HIGHLIGHTS

3. 2022 FINANCIAL RESULTS

4. TECHNOLOGY

5. SUSTAINABLE DEVELOPMENT GOALS

**6. WAY FORWARD**

7. Q&A

# WAY FORWARD

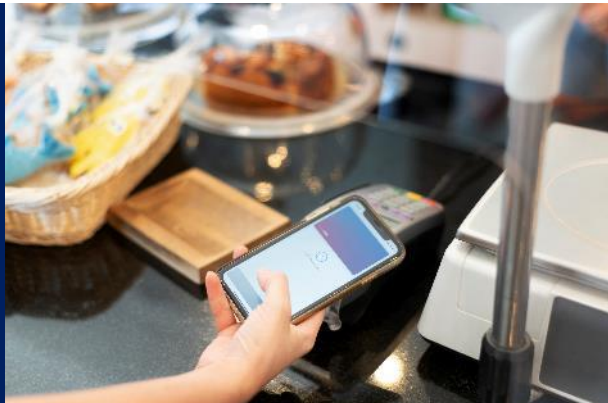


**VALUE CREATION  
FOR ALL  
STAKEHOLDERS**



**NEW REVENUE  
STREAMS**

**DEVELOPMENT OF  
NEW DISTRIBUTION  
CHANNELS**



**FOCUS ON COST  
MANAGEMENT**





# GAME PLAN

## Current game

## Future game



Draw twice weekly

Jackpot game

- New Game Enhancement
- New Distribution Channel



Draw once a week

Guaranteed Jackpot Payout

- New Game Enhancement
- New Distribution Channel



Classic Pool

Premier 10

GoalRush

- Increase App player's acquisition

# AGENDA

1. ABOUT LOTTOTECH

2. 2022 RESULTS HIGHLIGHTS

3. 2022 FINANCIAL RESULTS

4. TECHNOLOGY

5. SUSTAINABLE DEVELOPMENT GOALS

6. WAY FORWARD

**7. Q&A**



# Q&A





Thank You