

LOTTOTECH LTD

ANALYST MEETING

Speaker

Moorghen A Veeramootoo (CEO)
Harikrishna Ramsamy (COO)

Date

24 May 2024

Venue

Labourdonais
Waterfront Hotel

Location

Caudan Waterfront,
Port-Louis, Mauritius



Moorghen A
Veeramootoo

**Chief Executive
Officer**



Harikrishna
Ramsamy

**Chief Operating
Officer**



AGENDA



1. LOTTOTECH AT A GLANCE 2023

2. 2023 RESULTS HIGHLIGHTS

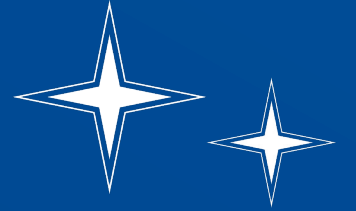
3. 2023 FINANCIAL RESULTS

4. TECHNOLOGY

5. SUSTAINABLE DEVELOPMENT GOALS

6. WAY FORWARD

7. Q&A



LOTTOTECH AT A GLANCE 2023

RECORD

MUR 3 Billion

Ticket Sales

MUR 157 Million

Profit After Tax

MUR 1,481 Million

Prize Paid to Winners
With 49 Jackpot Winners

MUR 715 Million

Consolidated Fund

MUR 68 Million

National Solidarity Fund

+672

Lottery Retailers

+118

Football Pool Collectors

1 AWARD

Retail Category: PWC
Sustainability Award

**Launch of Loto Plus in
October 2023**

Over 50% Participation in 3 Months



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2023 HIGHLIGHTS

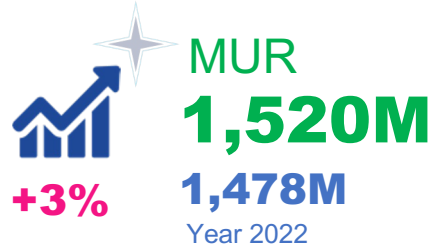
Lottotech posted a revenue of MUR 1,520m and a Profit After Tax of MUR 157m for the financial year ended 31 December 2023

KEY HIGHLIGHTS	2018	2019	2020	2021	2022	2023
REVENUE (MUR)	1,040m	1,357m	962m	1,056m	1,479m	1,520m
YOY REVENUE GROWTH (%)	+9%	+30%	-29%	+10%	+40%	+3%
OPERATING PROFIT (MUR)	133m	186m	79m	97m	190m	184m
PROFIT AFTER TAX (MUR)	110m	156m	61m	78m	154m	157m

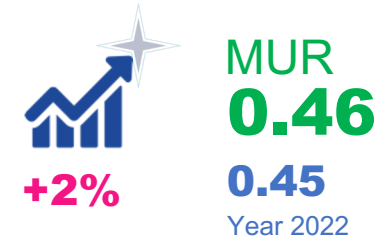


2023 HIGHLIGHTS

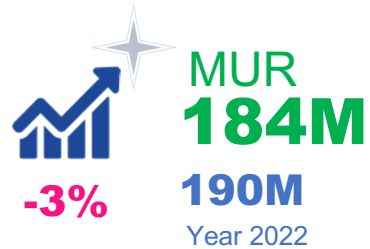
REVENUE



EARNINGS PER SHARE



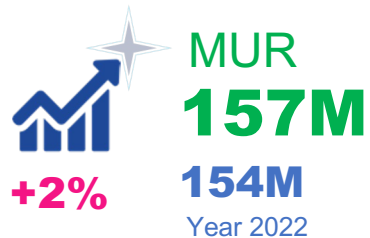
OPERATING PROFIT



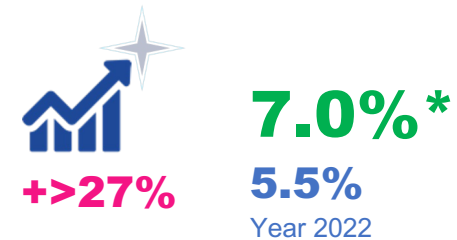
DIVIDEND PER SHARE



PROFIT AFTER TAX



DIVIDEND YIELD*



*Share price as at 31 December 2023: MUR7.20



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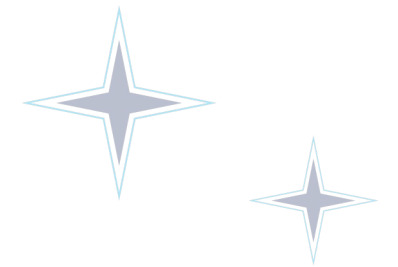
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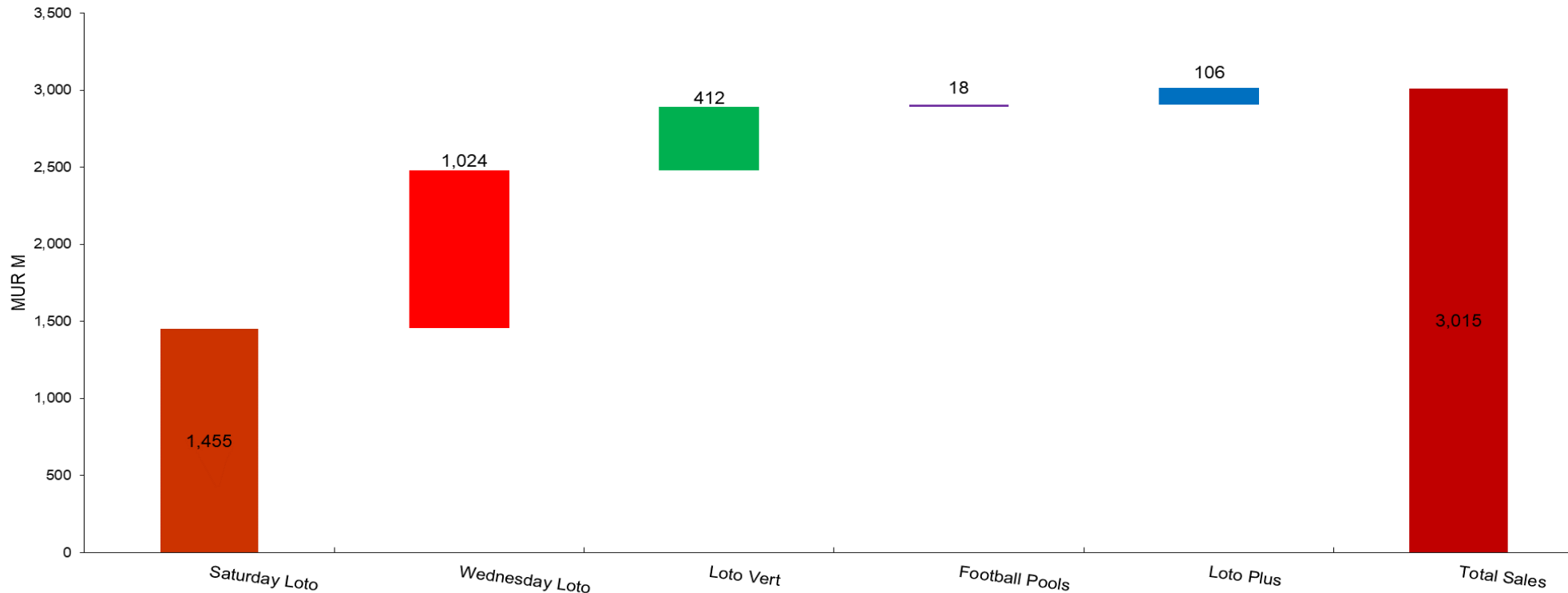


EXCELLENT GROWTH

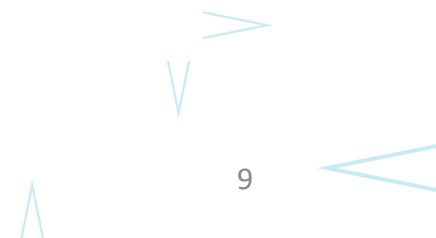
Strong Ticket Sales Growth for Loto, Loto Plus, Loto Vert Games and Football pools



Ticket Sales 2023



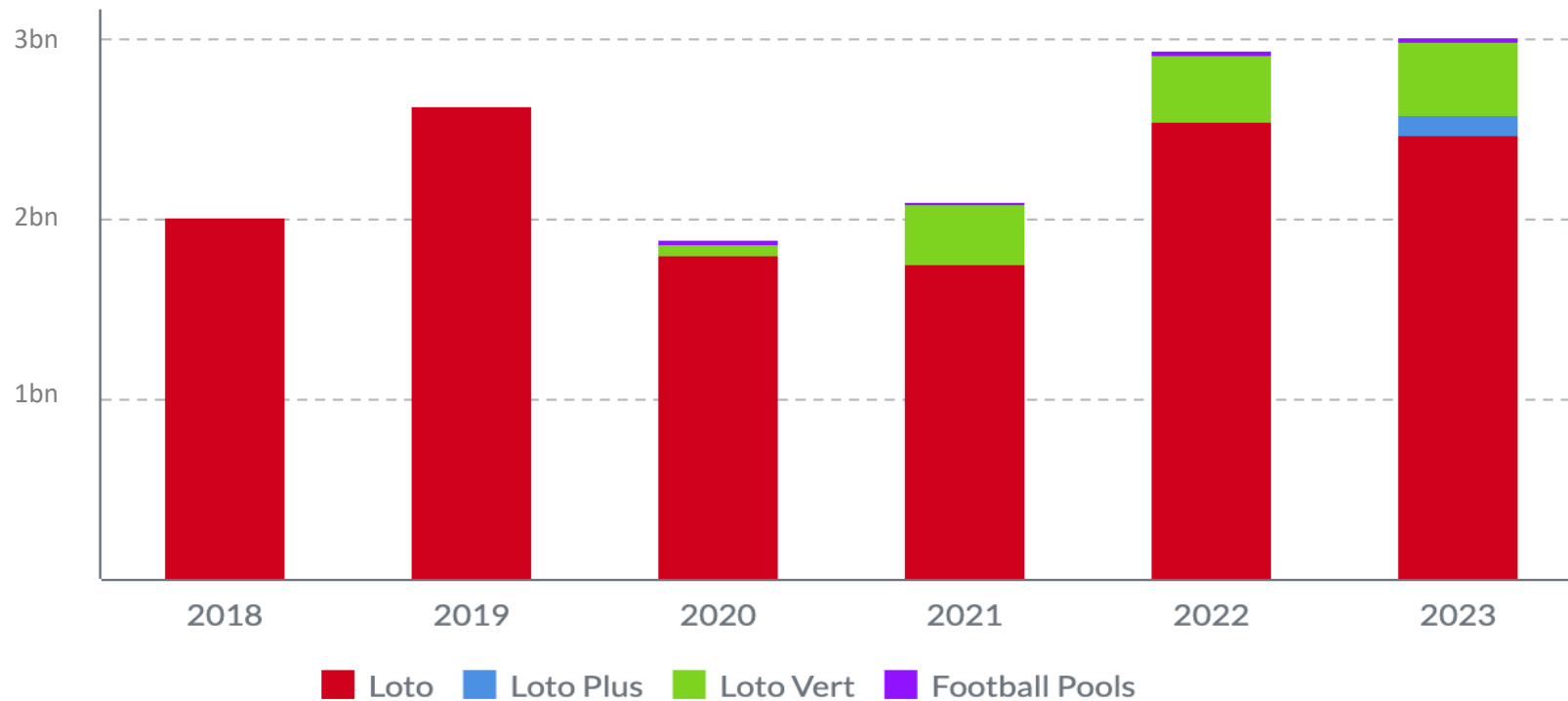
- Diversification of revenue by adding layers of gaming revenue to optimize profitability



EXCELLENT GROWTH

Strong Ticket Sales Growth for Loto, Loto Plus, Loto Vert Games and Football pools

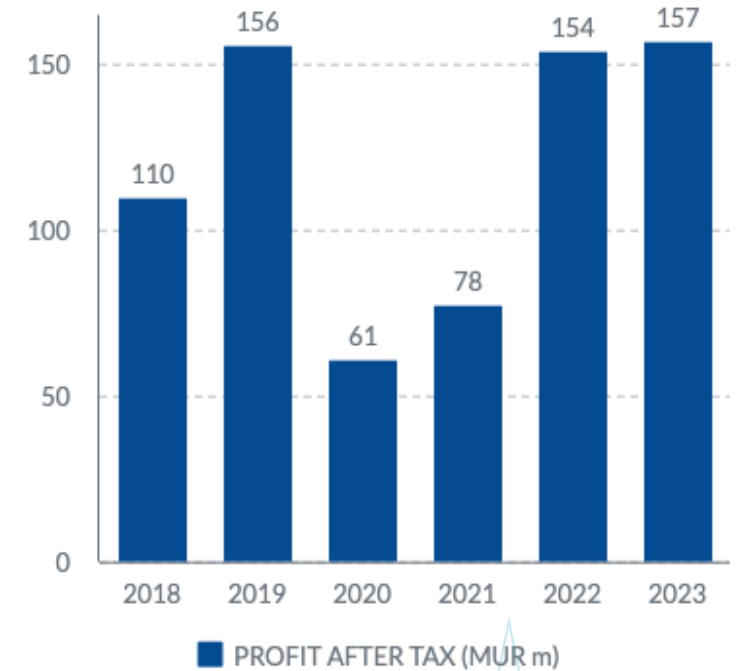
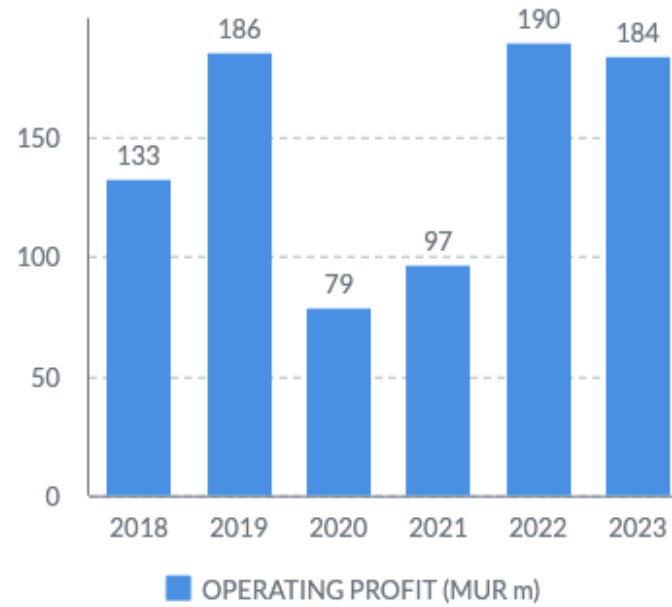
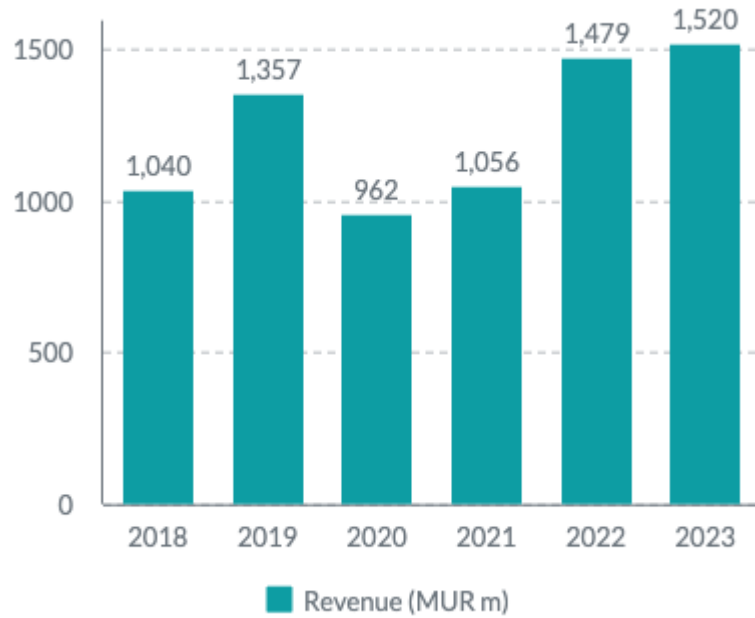
Ticket Sales



- Record breaking MUR3bn ticket sales in 2023

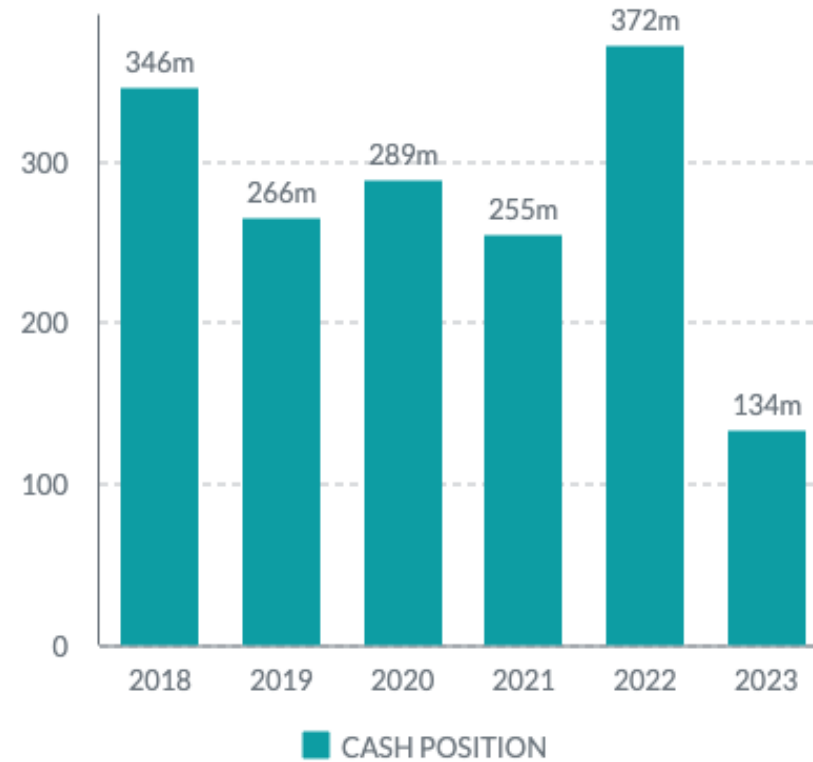
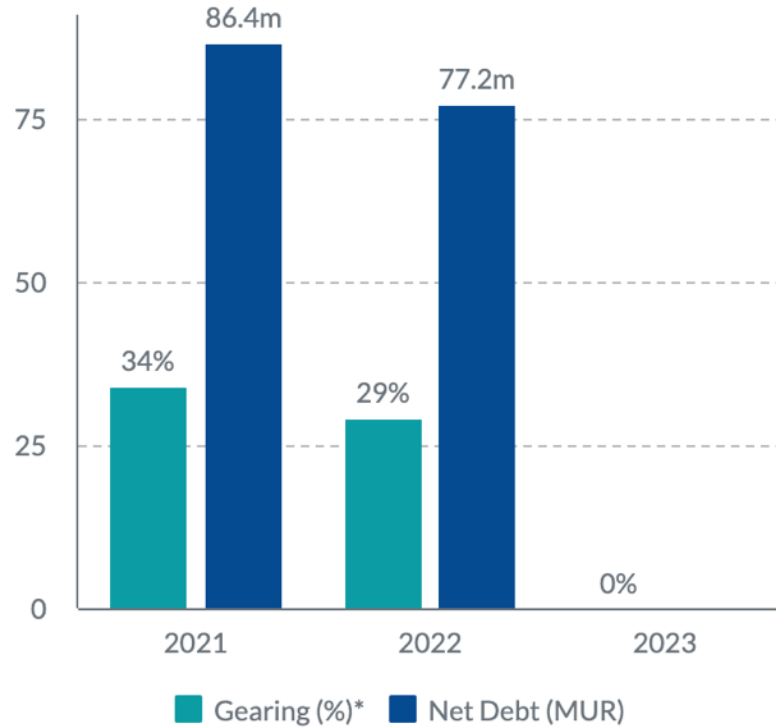
EXCELLENT GROWTH

A remarkable turnaround



SOLID FINANCIAL STRUCTURE

Strong balance sheet ensuring resilience and readiness for growth.



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

The decrease in cash position is mainly due to:

- Loan facility to upgrade the lottery engine was fully repaid in December 2023

- Full repayment of loan facility
- Higher dividend payment
- Treasury placement

The Rs100 Note

YEAR 2023

YEAR 2022

49.42	Prizes	49.33
23.85	Consolidated Fund and levy	23.89
(0.27)	Commission and other income	(0.15)
5.58	Retailers Commissions	5.64
5.68	Gaming Costs	5.50
9.62	Other Operating Expenses	9.26
(0.05)	Net Finance Costs	0.13
0.95	Income Taxes	1.12
5.22	Profits	5.28

- Higher revenue and PAT achieved in 2023
- Higher Loto jackpot rollovers as well as increased ticket sales from Loto vert and Loto Plus have contributed in boosting performance
- Increasing costs mainly attributable to information technology and consumables

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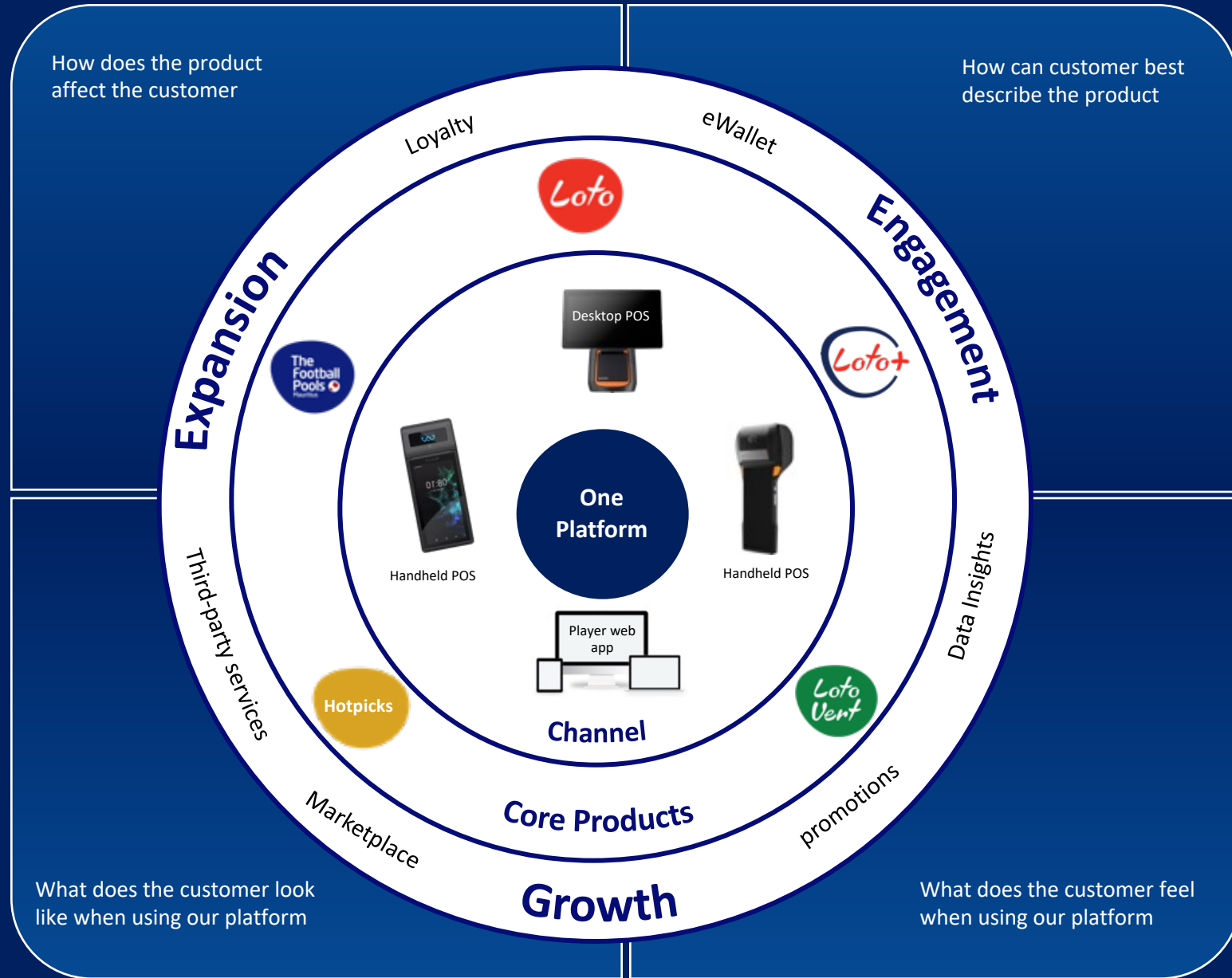
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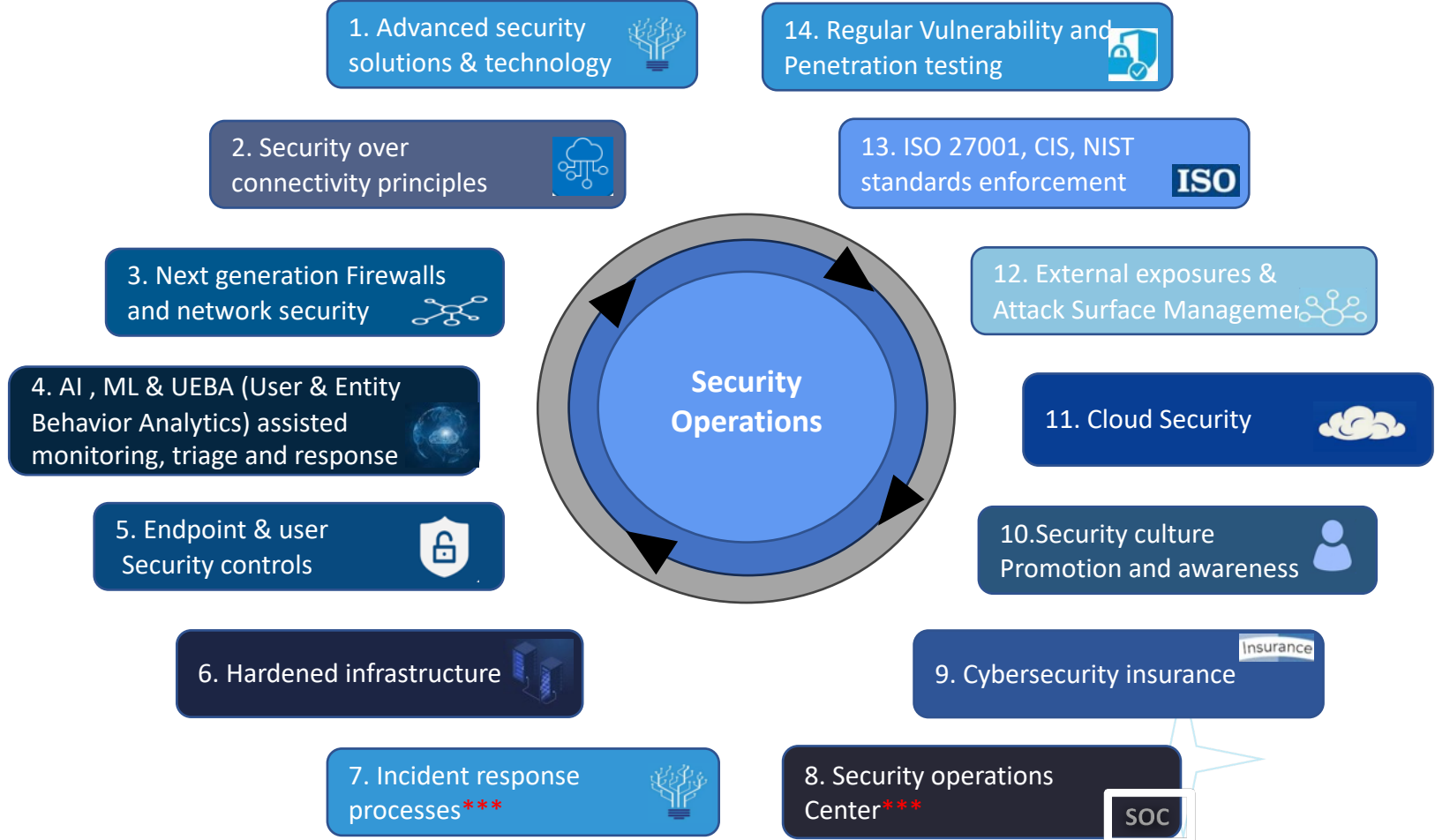
OUR PLATFORM STRATEGY



CYBERSECURITY

Multiple security controls and technology are employed to:

1. Protect and maintain information and service Confidentiality, Integrity and availability at all times.
2. Proactively detect and respond to security events or incidents
3. Continuously mitigate security exposures and risks involving both assets and people.
4. Constantly maintain & upscale cybersecurity maturity across the company.



*** Lottotech's current security operations is being enhanced and will be transformed into a 24/7 security operations center (SOC) in 2024



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Analyst Meeting

ESG

Our multistakeholder approach has helped us to build a network for accelerating positive impact, leading to us receiving the **PWC Sustainability Award** in 2023 in retail category as proof of our dedication to sustainability. Giving back to the community not only enhances our competitive edge but also mitigates reputational, social, and financial risks, affirming our commitment to action.



CSR 2023 HIGHLIGHTS

55
PROJECTS
2,829 Beneficiaries

MUR 243k
Monetary value for
Volunteering Participation

5 items e-waste
4 KG plastic
755 KG paper
447 KG Clean-Up
waste

1216
Volunteering Hours

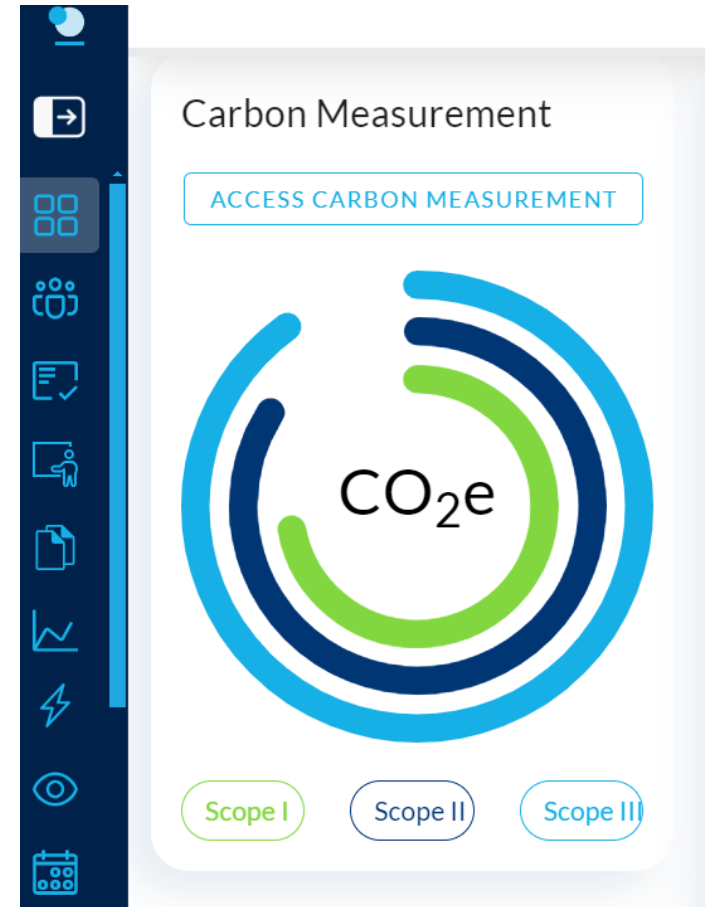
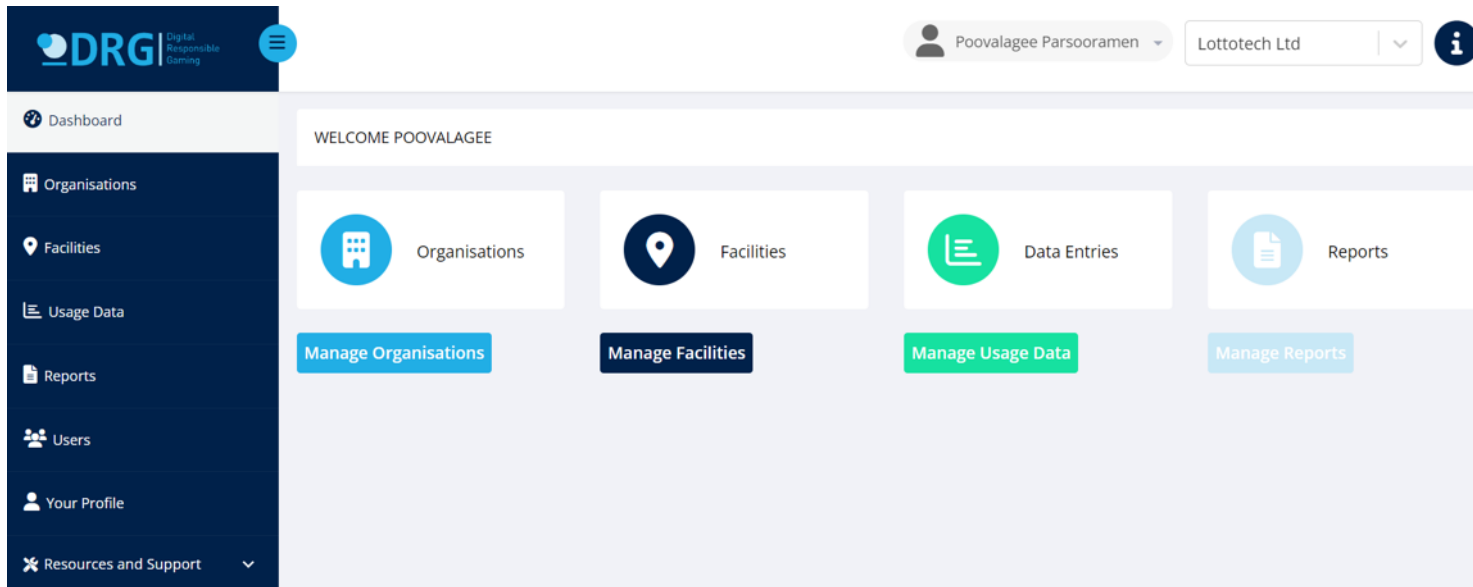
273
Volunteers

89%
Participation Rate

ESG – The way forward

Carbon calculator

We started the process for our Carbon Footprint Calculator, using the tool available on the Digital RG platform. This tool takes into considerations the Scope 1, Scope 2 and Scope 3. We are gathering the data to do an assessment on our actual situation. Our next step will be on setting target for reducing our Carbon Footprint emission.





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WAY FORWARD



**VALUE CREATION
FOR ALL
STAKEHOLDERS**



**NEW REVENUE
STREAMS**

**DEVELOPMENT OF
NEW DISTRIBUTION
CHANNELS**



**FOCUS ON COST
MANAGEMENT**



GAME PLAN



Current game

Draw twice weekly

Jackpot game

Future game

- New Distribution Channel



Draw once a week

Guaranteed Jackpot Payout

- New Game Enhancement
- New Distribution Channel



Classic Pool

Premier 10

- Increase App player's acquisition

GoalRush



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Thank You

