

# Q2 2022 Results Conference Call

**AUGUST 11, 2022** 



## Cautionary Statement

#### Forward-looking information

Certain of the statements made and contained herein and elsewhere constitute forward-looking statements as defined in applicable securities laws. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as "expects", "anticipates", "believes", "intends", "estimates", "potential", "possible" and similar expressions, or statements that events, conditions or results "will", "may", "could" or "should" occur or be achieved.

Forward-looking statements are based on the opinions and estimates of management as of the date such statements are made, and they are subject to a number of known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievement expressed or implied by such forward-looking statements. The Company believes that expectations reflected in this forward-looking information are reasonable but no assurance can be given that these expectations will prove to be accurate and such forward-looking information included herein should not be unduly relied upon.

In particular, this presentation may contain forward looking information pertaining to the following: the impact of the COVID-19 pandemic on the Company's operations and cash flows and its plans with respect to the Karowe underground expansion project; the estimates of the Company's mineral reserves and resources; estimates of the Company's production and sales volumes for the Karowe Diamond Mine; estimated costs for capital expenditures related to the Karowe Diamond Mine; production costs; exploration and development expenditures and reclamation costs; expectation of diamond prices and the potential for the supply agreement with HB Group to achieve both higher prices from the sale of polished diamonds and to provide more regular cash flow than in previous periods; expectation of diamond prices; changes to foreign currency exchange rates; assumptions and expectations related to the possible development of an underground mining operation at Karowe, including associated capital costs, financing strategies and timing; expectations in respect of the development and functionality of the technology related to the Clara platform, the intended benefits and performance of the Clara platform, including our ability to complete sales without viewing diamonds,

The growth of the Clara platform, the timing and frequency of sales on the Clara Platform, and the quantum of and timing for participation of third parties on the Clara platform; expectations regarding the need to raise capital and its availability; possible impacts of disputes or litigation; and other risks and uncertainties described under the heading "Risks and Uncertainties" in the Company's most recent Annual Information Form available at <a href="http://www.sedar.com">http://www.sedar.com</a> (the "AIF").

There can be no assurance that such forward looking statements will prove to be accurate, as the Company's results and future events could differ materially from those anticipated in this forward-looking information as a result of those factors discussed in or referred to under the heading "COVID-19 Global Pandemic" in the "Risks and Uncertainties" section of the Company's most recent Annual Information Form available at <a href="http://www.sedar.com">http://www.sedar.com</a>, as well as changes in general business and economic conditions, changes in interest and foreign currency rates, the supply and demand for, deliveries of and the level and volatility of prices of rough diamonds, costs of power and diesel, acts of foreign governments and the outcome of legal proceedings, inaccurate geological and recoverability assumptions (including with respect to the size, grade and recoverability of mineral reserves and resources), and unanticipated operational difficulties (including failure of plant, equipment or processes to operate in accordance with specifications or expectations, cost escalations, unavailability of materials and equipment, government action or delays in the receipt of government approvals, industrial disturbances or other job actions, adverse weather conditions, and unanticipated events relating to health safety and environmental matters).

Accordingly, readers are cautioned not to place undue reliance on these forward-looking statements which speak only as of the date the statements were made, and the Company does not assume any obligations to update or revise them to reflect new events or circumstances, except as required by law.

All currencies mentioned in this presentation are in United States Dollars ("US\$") unless otherwise mentioned.

Qualified Persons: Dr. John Armstrong, Ph.D. P.Geol, is the Qualified Person as defined by NI 43-101. Dr. Armstrong is Vice President Technical Services for the Company and has reviewed and approved the scientific and technical information contained in this presentation. Mr. Cliff Revering, P. Eng. of SRK Consulting is the independent Qualified Person as defined by NI 43-101 responsible for the Karowe Diamond Mine Mineral Resource estimation, and Mr. Gord Doerksen of JDS Energy and Mining Inc. is the Independent Qualified person as defined by NI 43-101 responsible for the Karowe Diamond Mine Mineral Reserve estimation. The most recent Mineral Resource and Mineral Reserve estimations are located in the 2021 Annual Information Form for the year ended December 31, 2021, dated March 30, 2022, which can be found on the Company's website and under its profile on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a>.

Technical Reports: For further details regarding the Karowe Underground Project and Qualified Persons as defined by NI 43-101, please refer to the technical report dated December 16, 2019 with an effective date of September 26, 2019, titled "Karowe Mine Underground Feasibility Study Technical Report, Botswana, posted to the Company's website and under its profile on SEDAR at www.sedar.com.



**Revenues up 13% to \$52.3 M** Strong cashflow, Adjusted EBITDA<sup>2</sup> of \$24.4 M 6.1% Specials (+10.8 carats) by weight Including 5 >100 carats

Underground tracking on plan: main sink phase commenced in Q2

Strong, Safe, Reliable Production
On track with Guidance

Strong Sales through HB, Clara and Tenders

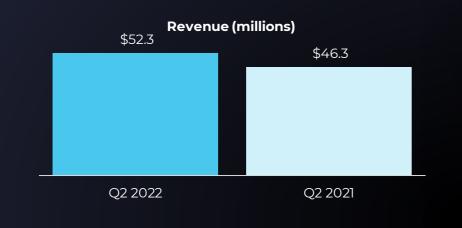
Average Price Achieved of \$557 per carat<sup>1</sup> Cash and cash equivalents of \$40.8 million;

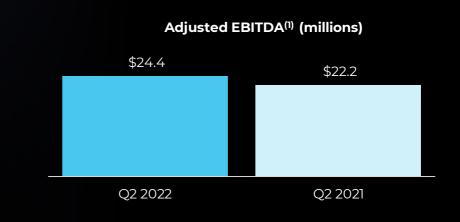
Available working capital facility of \$50 million;

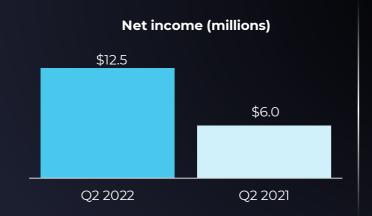
Drawdowns on project debt facility of \$65 million

## Q2 2022 Financial Highlights

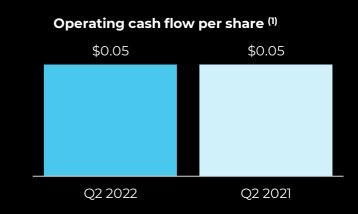
# Three months ending June 30, 2022 (All currency figures in U.S. Dollars)





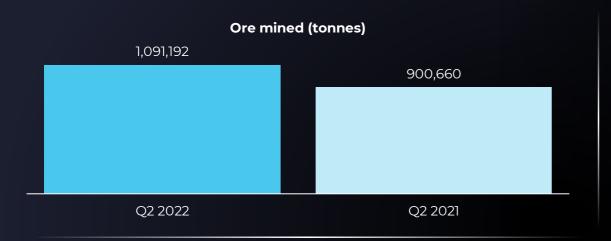


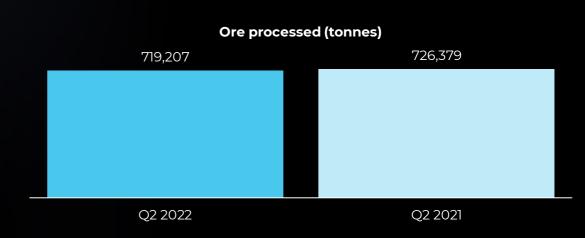




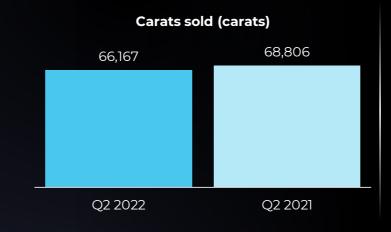
## Q2 2022 Operational Highlights – Karowe Mine

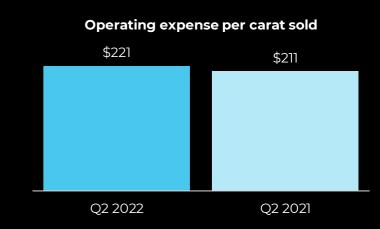
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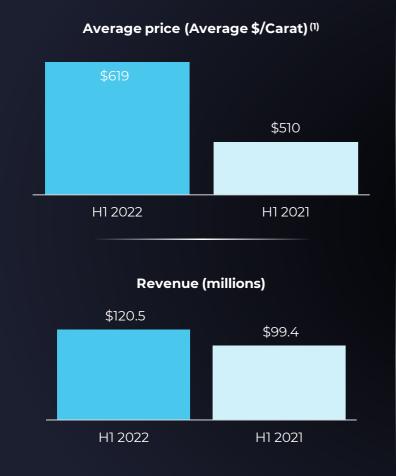


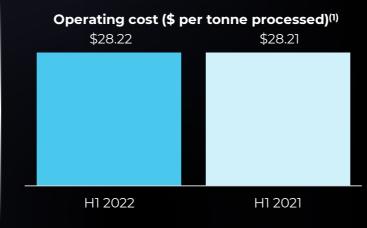


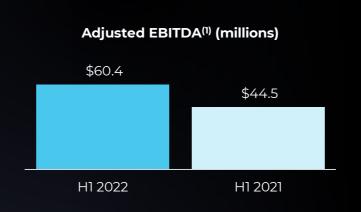


## H1 2022 Financial Highlights

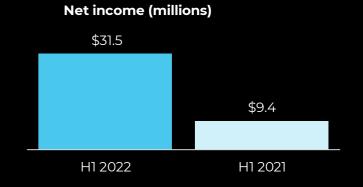
# Six months ending June 30, 2022 (All currency figures in U.S. Dollars)







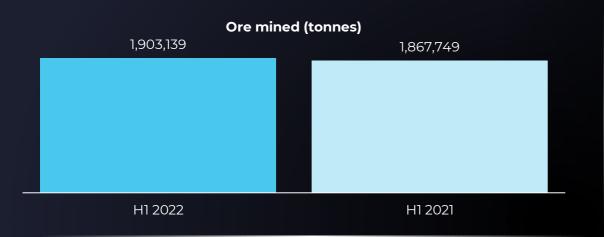


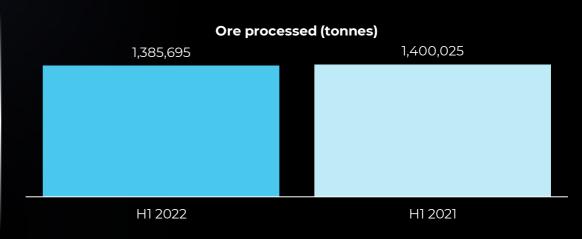


(1) Non-IFRS measure

## H1 2022 Operational Highlights – Karowe Mine

# Six months ending June 30, 2022 (All currency figures in U.S. Dollars)











## Sales Channels Q2 2022

### Sales through HB Antwerp, Clara, and Quarterly Tender

- High value Specials (+10.8 carats) are manufactured and sold as polished through the HB supply agreement.
- Diamonds between 1 and 10 carats that meet specific criteria are sold through Clara.
- All other diamonds are sold through a quarterly tender.

Sales Channel	Q2 2022 Rough Carats Sold	Q2 2022 Revenue Recognized (millions)	Q2 2022 Average Price per Carat
III)	2,942	19.3	6,561
CLARA	3,299	7.1	2,152
LUCARA DIAMOND	59,926	10.5	175
Total Sales – Karowe Diamonds	66,167	36.9	557
Top-up payments and Clara (other)		15.4	
Total Revenue – Q2 2022		52.3	

# 2022 Annual Guidance – No Changes in Q2

(All currency figures in U.S. Dollars)

Karowe Diamond Mine	FY2022	
Diamond revenue <sup>1</sup>	\$195 to \$ 225 million	
Diamond sales	300,000 to 340,000 carats	
Diamonds recovered	300,000 to 340,000 carats	
Ore tonnes mined	3.1 to 3.5 million	
Waste tonnes mined	1.5 to 2.1 million	
Ore tonnes processed	2.6 to 2.8 million	
Total operating cash costs	\$29.50 to \$33.50 per tonne processed	
Botswana G&A (including sales & marketing)	\$3.50 to \$4 per tonne processed	
Tax rate	0%	
Average exchange rate – USD/Pula	11.0	



Karowe Underground Expansion

Extending mine-life to at least 2040

**Fully Financed, Construction Advancing**Project facility drawdown of \$65 Million end of Q2

NPV \$1,280 million/\$750 million (pre/post tax) @ 5%; using **conservative diamond price** assumptions

\$547 million<sup>(1)</sup> underground expansion adds ~ **\$4 billion additional net revenue** 

## Q2 2022 Capital Spend

\$29.1 million spent in Q2; pre-sink activities completed; power substation construction continues

## Transition to main shaft sinking

Ventilation shaft sinking commenced June 2022; production shaft sinking to commence August 2022



## Karowe Underground Expansion

### Q2 2022 Highlights

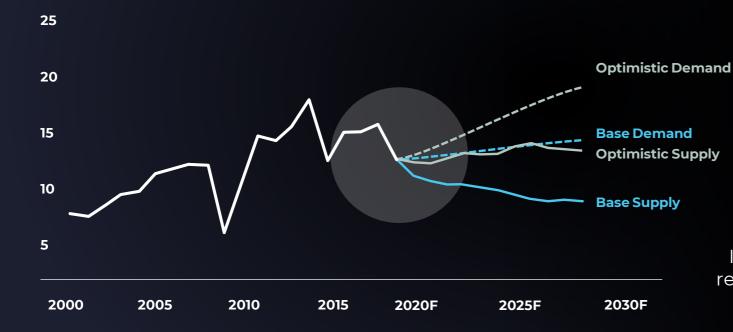
- \$29.1 M spent Q2
- \$165 M to June 30<sup>th</sup>; ~ \$310 M committed
- Execution of the main sink contract for both shafts; 2.5% increase to overall capex
- Activities focused on ongoing construction and procurement:
  - Completion of Pre-sink activities for both shafts
  - Main sinking of the ventilation shaft commenced
  - Production shaft headgear erected, stage winder installed and roped-up
  - The transition to the main sinking phase has been slower than anticipated, however, opportunities have been identified to decrease main sink cycle times and reduce potential impacts to the schedule
  - Procurement of shaft station underground mobile equipment and the mine bulk air cooler was initiated
  - Letlhakane and Karowe power substation construction continued; transmission line towers erected in preparation for the stringing of the transmission lines



## Diamond Market

- Major mines are expected to reach economic depletion by the end of the decade, representing ~15% of global supply
- Re-stocking activity in the midstream late 2020 continues in 2022, driving better prices; Longer term outlook remains strong supported by supply constraints

Rough diamond supply and demand





International sanctions imposed against Russia in response to the Russia-Ukraine war, are predicted to result in a short-to-medium term supply shortages

## Consistent Recovery of Large Diamonds

### Specials contribute ~70% by revenue and ~5% by volume historically





#### Q22022 Recoveries

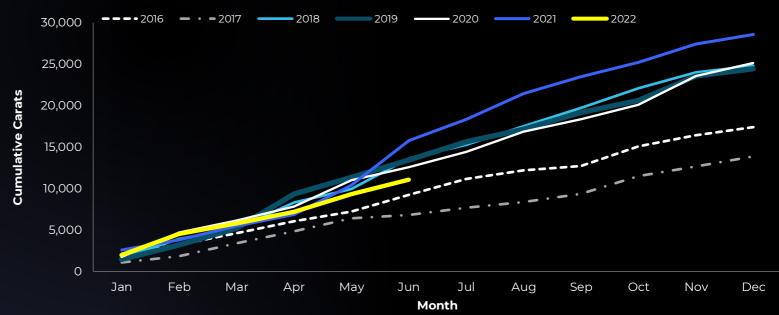
194 specials, 6.1 wt.% of production

5 diamonds> 100cts

Since 2012: 27 diamonds in excess of 300 carats have been recovered, including 3 diamonds > 1,000ct

11 diamonds sold for > US\$10 million each (not included in resource value models)

#### **Karowe Cumulative Specials (ct)**



## Sales Channels – Strong Q2 2022 Results

Optimized Sales of Rough and Polished Diamonds to Create Alignment Along the Supply Chain and Maximize Revenues







Clara



**Polished** 



**Jewellery** 

## **Increasing Margin Capture Downstream**

Tenders (Auctions) of Rough Diamonds < 10.8 carats in size Proprietary Digital
Marketplace for Rough
Diamonds 1-15 carats in size

Manufacturing into Polished Diamonds with HB Antwerp Collaboration with Brands to Create Made to Order Jewellery

21% of Revenue

14% of Revenue

65% of Revenue

Special Diamonds
Sethunya and Sewelo



## Supply Agreement with HB Antwerp

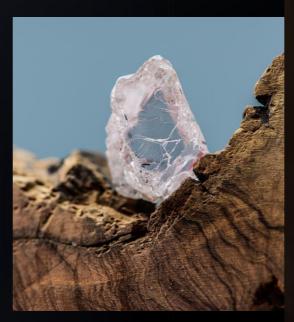
### High Value +10.8 Carat "Specials" Only

Initial price is based on an **estimated polished outcome**, determined through state of the art scanning and planning technology, with an **adjustment** for actual achieved polished sales, less a fee and cost of manufacturing

**Regular cash flow** from the large, high value segment of production

Q2 2022: \$50.0 million revenue from sales of Karowe diamonds; Average price achieved of \$557 per carat<sup>(1)</sup>; strong performance reflects specials recovery and sales, top-up payments, and higher market prices

Strong prevailing rough and polished diamond market fundamentals







68 sales completed
since inception
~\$72 million
of diamonds sold by value
through the platform

Low operating cost platform with regular sales

Fee-based structure

~39,000 carats sold through the platform

& Secondary Markets
Buyers stabilized and
wait-list being maintained

Trials of **third-party** supply **began in 2020**;

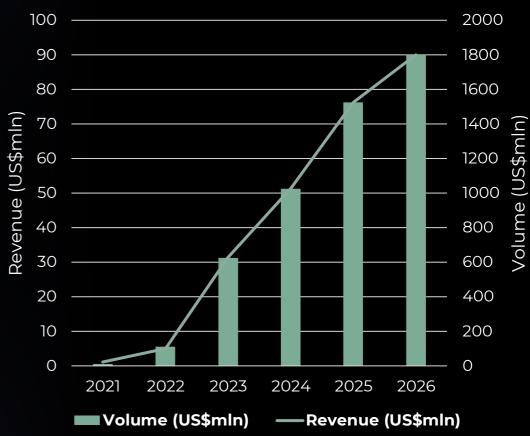
Six Sale Producer Trial commenced in Q2

Travel restrictions

accelerating adoption of

new technology

## **5 Year Potential Growth Profile**



## Approach to Sustainability

### Focused on transparency, the protection of our people, and stakeholder engagement

- ✓ Code of Business
  Conduct and Ethics
- ✓ Whistleblower Policy
- ✓ Responsible Mining 
  Policy
- ✓ Corporate Social Responsibility Charter

- ✓ Lucara is certified by the Responsible Jewellery Council (RJC), compliant with the Kimberley Process, and a member of the Natural Diamond Council (NDC)
- ✓ In 2018, Lucara became a UN GC participant and contributes to 10 of the 17 UN SDGs

✓ Lucara's Sustainability Report is prepared in accordance with the GRI Standards: Core option, and selected G4 Mining and Metals Sector Disclosures



#### SUSTAINABLE DEVELOPMENT

# **GOALS**

## 17 GOALS TO TRANSFORM OUR WORLD



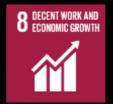


















### Lucara Investment Rationale

## A Premium Diamond Equity De-Risked and Positioned for Long-Term Growth



#### **Diamonds**

Diamond market fundamentals are the best they have been in the last five years



## Lucara

Clara

Prolific, high-margin diamond mine in Botswana with a fully funded expansion program

LUC: TSX <b>JULY 29, 2022</b>	
Share Price	CAD \$0.65
Market Cap	CAD \$294.8 M
Shares Outstanding <sup>1</sup>	453,566,923
Cash Position (June 30, 2022)	USD \$40.8 M



## CLARA

First digital diamond sales platform provides asset diversification and additional revenue stream

## <u>ANALYST COVERAGE</u>

Bank of America Merrill Lynch Berenberg BMO Capital Markets Pareto Securities Ltd.



# **Contact**

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