

# Q1 2022 Results Conference Call

MAY 6, 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 28% to \$68.2 M Strong cashflow, EBITDA<sup>2</sup> of \$36.1 M

Strong, safe, reliable production
On track with Guidance

6.9% Specials (+10.8 carats) by weight Including 10 >100 carats

Healthy sales through HB, Clara and Tenders Average price achieved of \$690 per carat<sup>1</sup> up 43%

Underground Q1 spend of \$31.1 M
Tracking on plan;

Tracking on plan;
Transitioning to main sink in Q2

Cash and cash equivalents of \$39.1 million;

Available liquidity \$38 million; Drawdowns on project debt facility of \$45 million

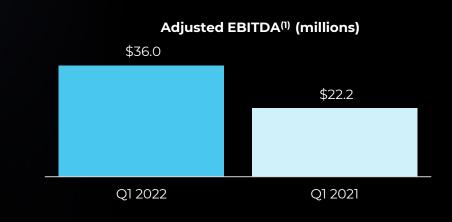
 $^{(l)}$  Karowe production excluding the impact of top-up payments earned pursuant to the diamond sales agreement with HB Trading BV ("HB")

<sup>(2)</sup> Non-IFRS measure

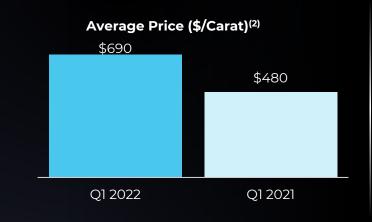
# Q1 2022 Financial Highlights

# Three months ending March 31, 2022 (All currency figures in U.S. Dollars)





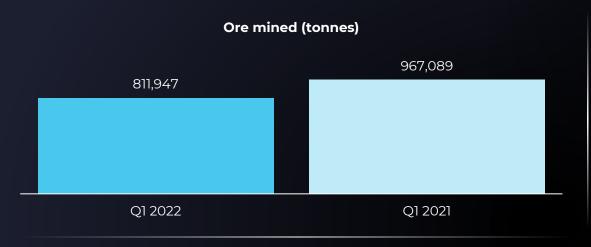


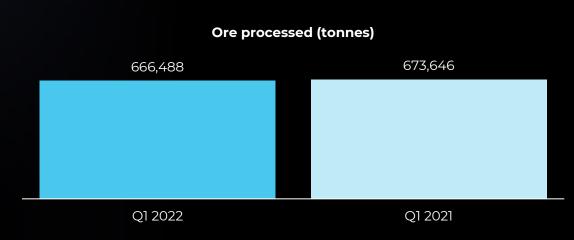




# Q1 2022 Operational Highlights – Karowe Mine

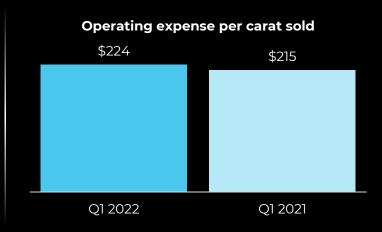
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## Sales Channels Q1 2022

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

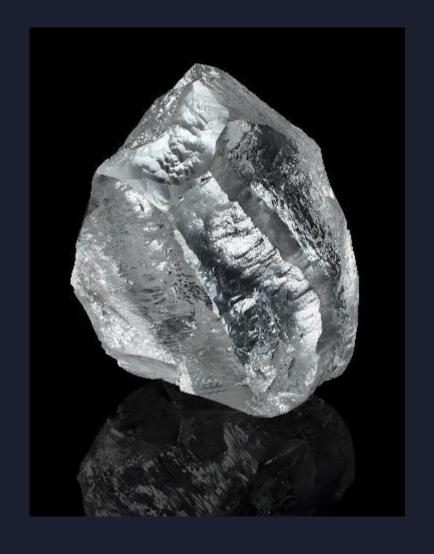
- High value Specials (+10.8 carats) are manufactured and sold as polished through the HB Antwerp supply agreement.
- Diamonds between 1 and 10 carats that meet specific criteria are sold through Clara.
- All other diamonds are sold through a quarterly tender.

Sales Channel	Q1 2022 Rough Carats Sold	Q1 2022 Revenue Recognized (millions)	Q1 2022 Average Price per Carat
ANTWERP	2,870	33.5	11,655
$CL\Lambda R\Lambda$	2,787	6.0	2,130
LUCARA	74,637	16.0	214
Total Sales – Karowe Diamonds	80,295	55.5	690
Top-up payments and Clara (other)		12.7	
Total Revenue – Q1 2022		68.2	

# 2022 Annual Guidance Updated

# (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

\$534 million underground expansion adds ~ **\$4 billion additional net revenue** 

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

Fully Financed, Board Sanction Received Drawdown of \$45 Million end of Q1

#### Q1 2022 Capital Spend

\$31.1 million spent in Q1 2022; tracking on schedule and budget

Pre-Shaft Sinking Nearing Completion; Transition to Main Shaft Sinking Q2 2022 \$110 million planned for 2022; tracking on schedule and budget



### Karowe Underground Expansion

#### Q1 2022 Highlights

**\$31.1 million** was spent on the Karowe UGP development, primarily in relation to engineering, procurement of long lead items and ongoing construction activities, including:

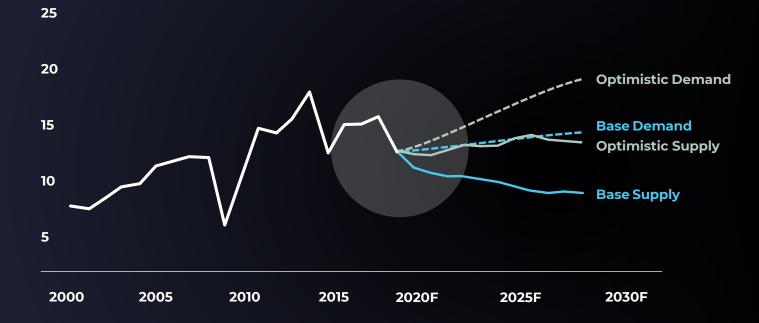
- Pre-sink activities for both the production and ventilation shafts with a focus on the setup and transition to main sinking.
- Placement of the ventilation shaft main sinking stage into the shaft column along with placement of the ventilation shaft headgear over the shaft collar.
- Assembly of the production shaft main sink stage with outfitting planned for Q2 in preparation for its installation in the shaft column, while pre-assembly of the production shaft headgear steel continued.
- Cold commissioning of the ventilation shaft kibble winder was completed, with progress on the ventilation shaft stage winder in preparation for winder rope-ups in April, while installation of the production shaft stage winder commenced.
- Completed construction of all 88 tower foundations for the 29 km 132kV transmission line bulk power upgrade and commenced construction at both Letlhakane and Karowe substations.



#### Diamond Market

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



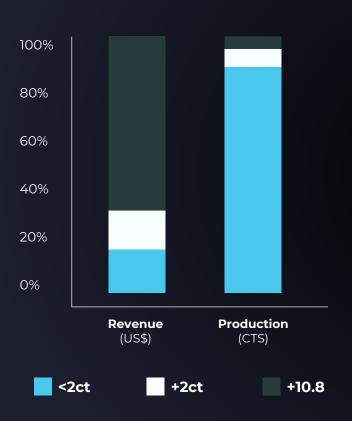




## Consistent Recovery of Large Diamonds

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

# Revenue and production includes 2015 to 2020



#### Q1 2022 Recoveries

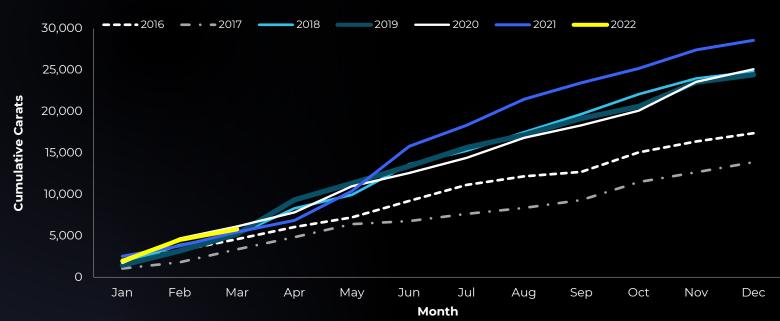
186 specials, 6.9 wt.% of production

1 diamond> 300ct and 2 diamonds > 200ct

Since 2012: 26 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 Q1 2022 Results

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



Rough



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

23% of Revenue

10% of Revenue

67% 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

Q1 revenues of \$33.5 million from sale of 2870 carats (excluding top up payments) for an average price achieved of \$11,655 per carat<sup>(1)</sup>

Polished sales frequency and prices achieved have continued to increase through 2022





64 sales completed
since inception
~\$58 million
of diamonds sold by value
through the platform

# Low operating cost platform with regular sales

Fee-based structure

**~33,000 carats** sold through the platform

# Growth Potential in Primary & Secondary Markets

Buyers increased from 88 to 92 in 2022: **Wait-list** being maintained

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

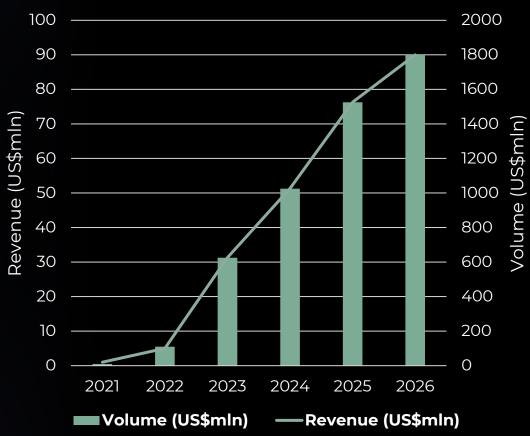
6 Sale Producer Trial Confirmed to begin in Q2

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



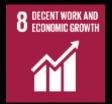


















#### Lucara Investment Rationale

# 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>APRIL 29, 2022</b>	
Share Price	CAD \$0.62
Market Cap	CAD \$281 M
Shares Outstanding <sup>1</sup>	453,566,923
Cash Position (Dec 31, 2021)	USD <b>\$27</b> M



# CLARA

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

#### **ANALYST COVERAGE**

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



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