

# **Corporate Update**

**NOVEMBER 2020** 



### **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 http://www.sedar.com, 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.



### **Historic Diamond Recoveries**

Lucara has become renowned as one of the world's foremost producers of large, gem quality diamonds

**Lesedi La Rona**1109 carat

Second largest gem diamond ever recovered in the world



**Constellation** 813 carat

Sold for a record US\$63.1 million

# Another Historic Recovery – 998 carats

#### November 2020

998 carat diamond recovered unbroken from the MDR (mega diamond recovery) in November 2020

High white clivage diamond sourced from the EM/PK(S) unit of the South Lobe

Followed a notable series of diamond recoveries during this recent production run including a number of top quality clivage and gem quality stones of 273, 105, 83, 73, and 69 carats in weight



# Recoveries of specials with the 998 carat diamond



## Collaboration Agreement on "Sethunya" with Louis Vuitton and HB Antwerp

#### **November 2020**

549 carat white gem diamond "Sethunya", meaning flower in Setswana, recovered from the Karowe Mine in February 2020

Lucara, Louis Vuitton and HB will collaborate and plan the creation of the **highest value polished diamonds** from the Sethunya rough, which will be made available **exclusively** to Louis Vuitton

In line with its long tradition of personalisation, Louis Vuitton envisages crafting beautiful, bespoke and made-to-order, high value polished stones of variable size and shape; The opportunity to create a storied family heirloom

Lucara will receive payment based on the polished outcome no later than Q4 2021



### Sewelô Collaboration with Louis Vuitton

### **Botswana's Largest Diamond**

Sewelô "rare find", an unbroken 1,758 carat near gem quality diamond recovered in April 2019

Collaboration between Lucara (50%), Louis Vuitton (25%), HB Company (25%) – planning, cutting and polishing a collection of diamonds from Sewelô

Lucara has received an upfront non-material payment from the JV partners; Lucara will participate in 50% of the proceeds of the polished diamonds that result

5% of all the retail sales proceeds from the historic jewellery collection will be invested back into community-based initiatives in Botswana

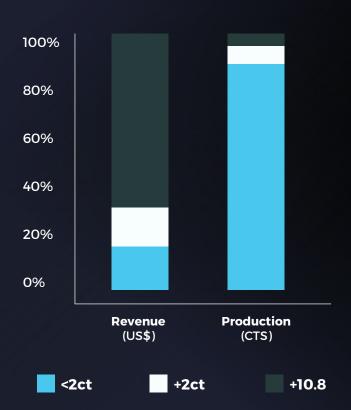


# Consistent Recovery of Large Diamonds

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

# Revenue and production

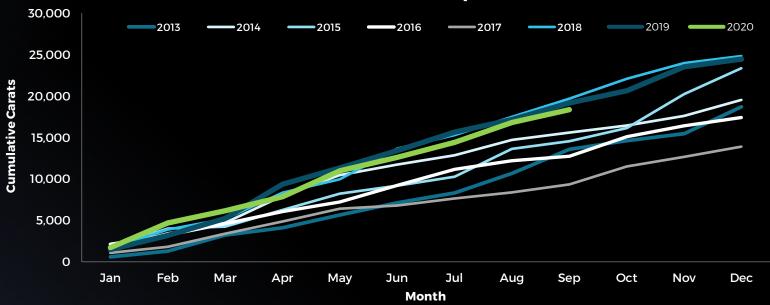
includes 2015 to 2019



Life of mine recovery of 176,000 carats of individual stones > 10.8ct (over 6,000 diamonds; all sources) Since 2012: 15 diamonds in excess of 300 carats have been recovered, including 2 diamonds > 1,000ct

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

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



# Supply Agreement with HB Antwerp

Sale of specials (+10.8 carats) for 2020

All +10.8 carat stones produced from the Karowe Mine

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

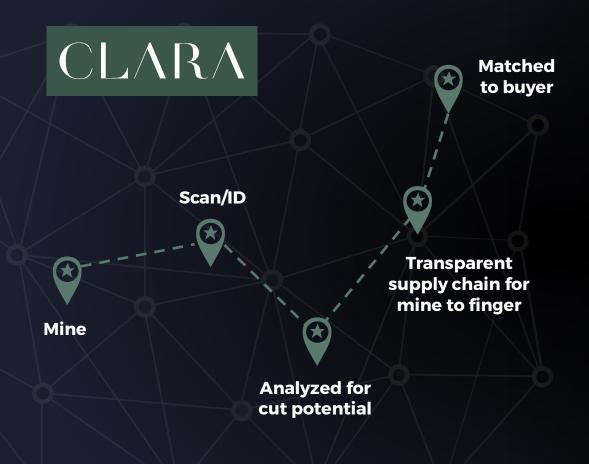
Regular cash flow from the large, high value segment of production

Current agreement continues to the end of 2020; Revenue from deliveries in 2020 will continue to be recognized for the remainder of year, extending into early 2021



# Transforming the Diamond Sales Process

**Using Innovation and Technology** 





Opportunity to disrupt the existing supply chain, driving efficiencies and unlocking value



Rough diamonds are sold stone by stone based on polished demand



Diamond provenance is assured



Exclusive collaboration with Sarine Technologies fundamental to the platform

### Clara

### **Clara sales platform (<10.8 carat)**

36 sales completed
since inception
~US\$18.1 million
of diamonds sold by value
through the platform

**37**<sup>th</sup> sale ongoing

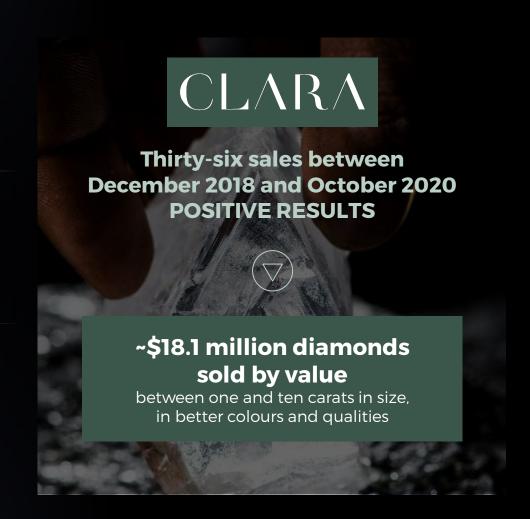
>10,000 carats sold through the platform

Manufacturers on the platform have doubled in Q3 from 35 to 71 customers and grown 163% in 2020

Trials of third party supply began in the third quarter

Travel restrictions

accelerating adoption of new
technology



### 2020 Highlights

(All currency figures in U.S. Dollars, unless otherwise stated)

# Karowe Diamond Mine (100%)

Strong, safe, reliable production results; All physicals achieved to plan; Continued operations

Exceptional Recoveries - 998 carat high white diamond & 549 carat "Sethunya"

Collaboration Agreements for the Sethunya & Sewelô with Louis Vuitton & HB Antwerp

Karowe Underground progresses

Diversification of sales channels:

- Groundbreaking supply partnership for specials (+10.8 carats) announced in July provides upside exposure through polished sales
- Small stone (<10.8 carats) tenders held in Antwerp
- Clara digital sales platform (<10.8 carats)</li>

# Clara Diamond Solutions (100%)

103% growth in customers from 35 to 71 participants

Third party sellers trialing the platform

20 sales year-to-date (Oct 31, 2020)

Sales continued through COVID-19 pandemic



### **Strong Balance Sheet**

Cash and cash equivalents of \$10.1 million; Net debt of \$9.9 million

\$30 million available on credit facility; New lender participating in the facility

Strong cash position and available liquidity as COVID-19 pandemic continues

More regular cash flows from sales driven from the HB agreement

Market Cap ~C\$220 million

Sethunya, 549 carats

### **COVID-19 Response**

### **Operations consistent, Diamond sales continue**

The Botswana Government declared mining an essential service in late March 2020 and recently extended the State of Emergency to the end of March 2021. Guidelines being followed include increased travel restrictions, work from home, implementation of social distancing and additional cleaning protocols.

We continue to focus on protecting the health and well-being of our employees, contractors and host communities and the financial well being of the Company. We've also contributed to the Botswana Government's COVID-19 Relief Fund and local initiatives.

The Government of Botswana recently granted permission to conduct COVID-19 testing at our operations in Botswana. To date, more than 99% of the tests conducted have been negative. The Company has also constructed several isolation pods for use by the community in the Letlhakane area.

Diamond sales through HB Antwerp, Clara and quarterly tenders in Antwerp continued as price improvements and demand increased during Q3.

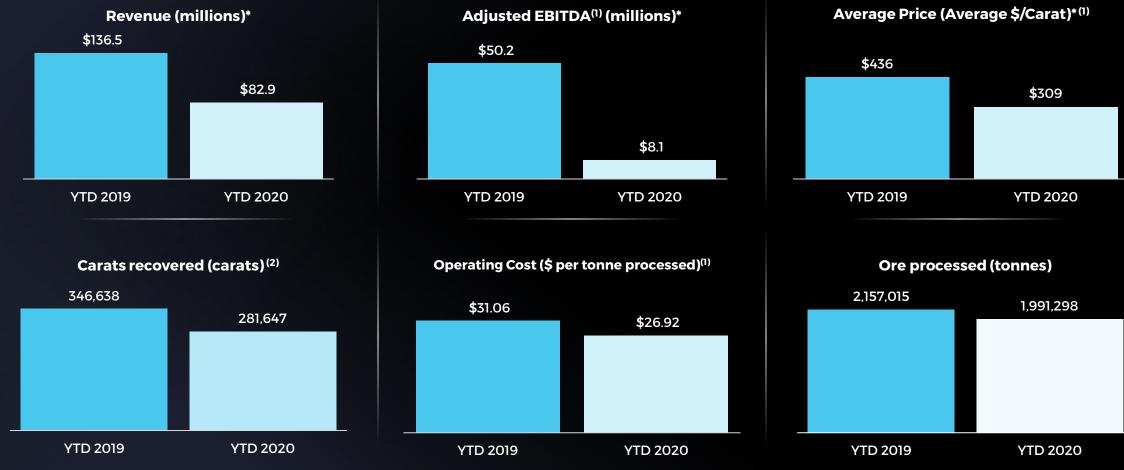
# Q3 2020 Financial & Operational Highlights

# Three months ending September 30, 2020 (All currency figures in U.S. Dollars)



# YTD 2020 Financial & Operational Highlights

Nine months ending September 30, 2020 (All currency figures in U.S. Dollars)



<sup>\*</sup>Revenue, EBITDA, and Average Price have been impacted by the timing of sales due to the HB supply agreement

### Sales Channels 2020

#### Sales through Clara, HB Antwerp and Tenders

- All +10.8 carats are sold through HB Antwerp; only high value Specials (+10.8 carats) are manufactured and sold as polished
- Higher quality diamonds between 1 and 10 carats are sold through Clara; all other diamonds less than 10.8 carats which are not suitable for sale on Clara are sold through a quarterly tender

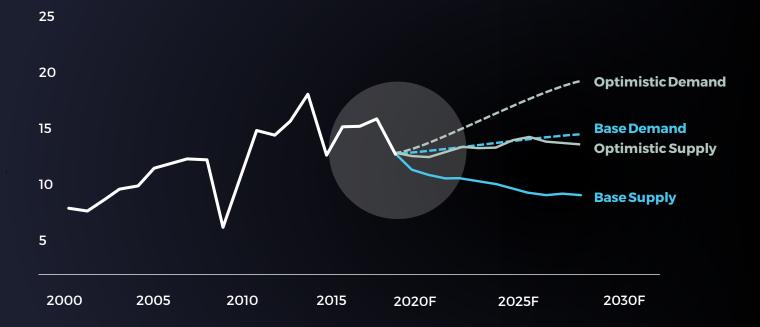
Q3 2020 Rough Carats Sold	Q3 2020 Revenue Recognized (millions)	Q3 2020 Average Price per Carat	Sales Channel	YTD 2020 Rough Carats Sold	YTD 2020 Revenue Recognized (millions)	YTD 2020 Average Price per Carat
2,027 cts	\$ 2.8	\$ 1,381	CLARA	4,554 cts	\$ 6.7	\$ 1,469
5,633 cts	\$ 25.9	<b>*</b> \$ 4,597	ANTWEEP	6,511 cts	\$ 27.0	\$ 4,149
105,283 cts	\$ 12.6	\$ 120	LUCARA DIAMOND	257,036 cts	\$ 49.2	\$ 191
112,943 cts	\$ 41.3	\$ 365	Total Sales	268,101 cts	\$ 82.9	\$ 309

<sup>\*</sup> The Q3 2020 AP of \$4,597 per carat sold through HB <u>does not include</u> several large, high value polished stones which are expected to be sold in Q4.

### **Diamond Market**

Evidence of strengthening market late 2019 was interrupted by COVID-19; Longer term outlook remains strong driven by supply constraints

Rough diamond supply and demand



2000-2030: 2019 prices, constant exchange rates, optimistic and base scenarios

Note: Rough-diamond demand has been converted from polished-diamond demand using a historical ratio of rough to polished diamond values Source: Bain & Company - Global Diamond Report 2019

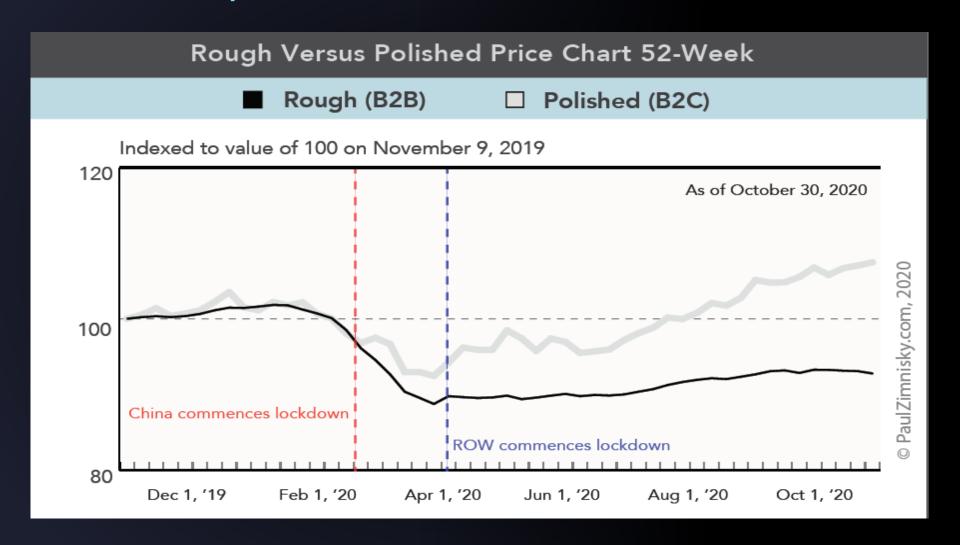


Short term market stability; Demand pick up in the US & China

Millennials will be the highest spending generation and the leaders in luxury spending, especially in China

# Diamond Prices - Rough Versus Polished

### **Polished Prices Have Outperformed Over the Past Year**



# Karowe Underground

### **Extending Mine-life to 2040**

UG development will **double the mine life** from the original 2010
Feasibility Study

UG would add ~ \$4 billion in additional net revenue

NPV \$1,266 million/\$718 million (pre/post tax) @ 5%; **No real escalation** in price

Conservative Price Assumptions: +\$200 million in revenue from 'exceptional' diamonds not included in economic analysis: Potential for + US\$500 million in additional revenue over proposed new LOM; \$725/carat Average Price

EM/PK(S) unit dominant; Highest value unit of Karowe ore body



# **Underground Feasibility Key Findings**

(All currency figures in U.S. Dollars)

# Updated geological resource confirms increasing value with depth

Underground NI 43-101 Indicated resources of 35 million tonnes @ 15 cpht for 5.1 million carats

100% South Lobe Ore - EM/PK(S) unit dominant

Diamond price of \$725/carat (no escalation); ~\$4 billion in net revenue

\$514 million Pre-Production Capital

# Long hole shrinkage selected as underground mining method (700-310 masl)

Provides access to higher value ore early

Payback period in granites lowers risk; 2.8 Year payback

Production rate of 7,200 tpd / 2.6 Mt/annum



Strong Economics on both stand alone UG and OP+UG scenarios OP &UG Combined:

NPV \$1,266 million/\$718 million (pre/post tax@ 5%)

NPV \$945 million/\$536 million (Pre/Post Tax @ 8%)

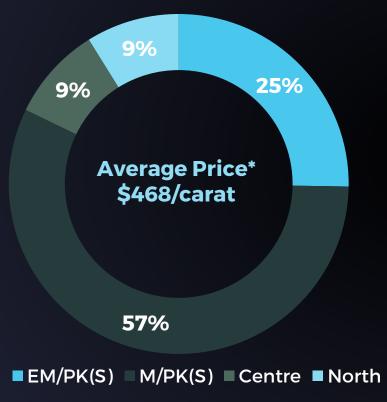
\$2.2 billion / \$1.2 billion Cash Flow (pre/post tax)

High Margin Operation; Carat Margin \$522

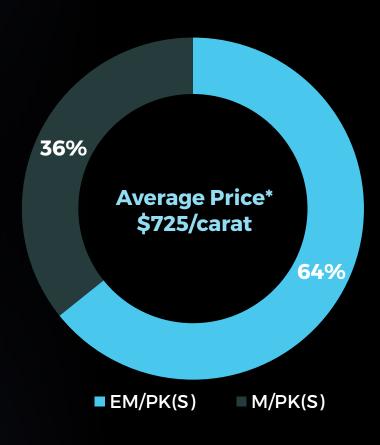
## Karowe Production Carats by Source & Value

(All currency figures in U.S. Dollars)





# UG Carats By Source 2025-39 South Lobe Ore 100%



Production schedule is based on current assumptions which are listed in the FS and subject to risks and uncertainties and general operational factors which may vary from scheduling contemplated in the FS, review cautionary statement

<sup>\*</sup>Average Price is based on rough pricing value model.



# Sustainability

### **Mokubilo Farm Initiative**

Community focused initiative to generate, broad based sustainable income

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

In 2018, Lucara became a UN GC participant and contributes to 10 of the 17 UN SDGs

Lucara is certified by the Responsible Jewellery Council (RJC), compliant with the Kimberley Process, and a member of the Natural Diamond Council (NDC)



## SUSTAINABLE DEVELOPMENT

GOALS

# 17 GOALS TO TRANSFORM OUR WORLD





















# **Total Clarity**

The facts on modern diamond mining

### **Total Clarity Report by Trucost**

examined 150 metrics across the Natural Diamond Council (NDC) members which comprise approximately 75% of the world's diamond production with global operations including Botswana, Russia, South Africa, Lesotho, Australia, Zimbabwe and Tanzania.

THE REPORT FOUND THAT NDC MEMBERS CREATE

us\$16 billion

IN NET SOCIOECONOMIC
AND ENVIROMENTAL
BENEFITS

60%

OF THE US\$16 BILLION NET BENEFIT FLOWS BACK INTO LOCAL COMMUNITIES

THE ESTIMATED

CO2

Emissions

ASSOCIATED WITH

LABORATORY

GROWN

DIAMONDS

IS NEARLY

Trucost ESG Analysis

S&P Global

NATURAL DIAMOND

3x greater

VS. NATURAL DIAMONDS

RECOVERED BY NDC MEMBERS IN 2016

### Conclusions

Lucara is a premier, mid-tier, investible diamond company, positioned for long term, sustainable growth



High margin diamond producer



Botswana - a low risk jurisdiction



Strong balance sheet and available liquidity



Consistent recovery of high value Specials (+10.8 carats); Open pit mineable reserves to 2026 with underground reserves doubling the mine life to 2040



Asset diversification and additional revenue stream through Clara



813 ct



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