



Lucara Diamond

# Q1 2018 Results Presentation

May 9, 2018



# Cautionary Statement

## Forward-looking information

This investor presentation contains forward-looking statements and information as defined in applicable securities laws including: the estimates of the Company's mineral reserve and resources; estimates of the Company's production volumes; forecasted sales volumes and pricing; projected revenues of the Company; exploration and development plans and objectives including an anticipated resource upgrade; estimated production costs, exploration and development expenditures; estimates of ore to be mined by the Company and corresponding operating and sustaining costs; and the cost, timing and results of the commercialization of Clara. 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 achieved. Forward-looking statements are based on the assumptions, 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 and uncertainties 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. In particular, such risks include 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), 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, unanticipated events relating to health safety and environmental matters, delays or failure to successfully commercialize Clara's platform, acceptance of Clara's platform by the diamond industry, risks relating to the technology underlying Clara's platform and other risks inherent in the implementation of new technologies, and other risks and uncertainties describe under Risks and Uncertainties disclosed under the heading "Risk Factors" in the Company's most recent Annual Information Form available at <http://www.sedar.com>.

Forward-looking statements and information 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. Readers are cautioned not to place undue reliance on forward-looking statements and information. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities and no part of it shall form the basis of or be relied upon in connection with any investment decision in relation thereto.

## Technical information

The technical information in this document for the AK6 diamond project (Karowe Mine) in Botswana is based on the following technical reports, respectively: NI 43-101 Technical Report on the Feasibility Study for the AK6 Kimberlite Project, Botswana Prepared by MSA Geoservices (Pty) Ltd on behalf of Lucara Diamond Corp., dated December 31, 2010. Updated NI43-101 report released on February 4, 2014, based on update Mineral Resource Estimate released by Lucara Diamond Corp., dated December 19, 2013; NI 41-101 Technical Report on the Preliminary Economic Assessment of the Karowe Diamond Mine Underground Project, Botswana Prepared by Royal Haskoning DHV on behalf of Lucara Diamond Corp., dated November 27, 2017.

The authors of these technical reports are independent of the Company and are qualified persons for the purposes of National Instrument 43-101 – Standards of Disclosure for Mineral Projects ("NI 43-101"). The technical reports are available for review on SEDAR at [www.sedar.com](http://www.sedar.com). All currencies mentioned in this presentation are in United States Dollars ("US\$") unless otherwise mentioned.



# Q1 2018 Highlights

## 100% owned Karowe Mine in Botswana

- No lost time injuries in Q1 (2.9 million man hours since last LTI); Lost Time Injury Frequency Rate of 0.06
- Overall performance with respect to ore mined, processed and carats recovered was within forecast for Q1 2018.
- 218 specials (single diamonds larger than 10.8 carats) were recovered, representing 6.8% of the total recovered carats by weight
- In April 2018, a 327 carat top white gem and a 472 carat top light brown were recovered from South lobe ore.

## 100% owned Clara Diamond Solutions

- Completed the acquisition of Clara - a secure, digital sales platform that uses proprietary analytics together with cloud and blockchain technologies to modernize the existing diamond supply chain, driving efficiencies, unlocking value and ensuring diamond provenance from mine to finger

## Progressive Annual Dividend

- Quarterly dividend of C\$0.025 per share paid April 12, 2018 to shareholders of record on March 23, 2018. CDN\$0.10 for 2018.







# Safety, Health, Environment & Community Relations Lucara Diamond

## Safety:

- All leading and lagging indicators trending favourably, LTIFR of 0.06 and 2.9 million hours since last LTI

## Health:

- Employee wellness now being tracked; focused on building awareness

## Environment:

- In compliance with all legal statutes; no major incidents to report

## Community Relations Key Focus Areas:

Karowe Villiage Initiative (KVI)

- To be piloted in three villages: Khwee - (horticulture) & Mmadikola - Trust (Hardware store that was previously funded under KEEF)

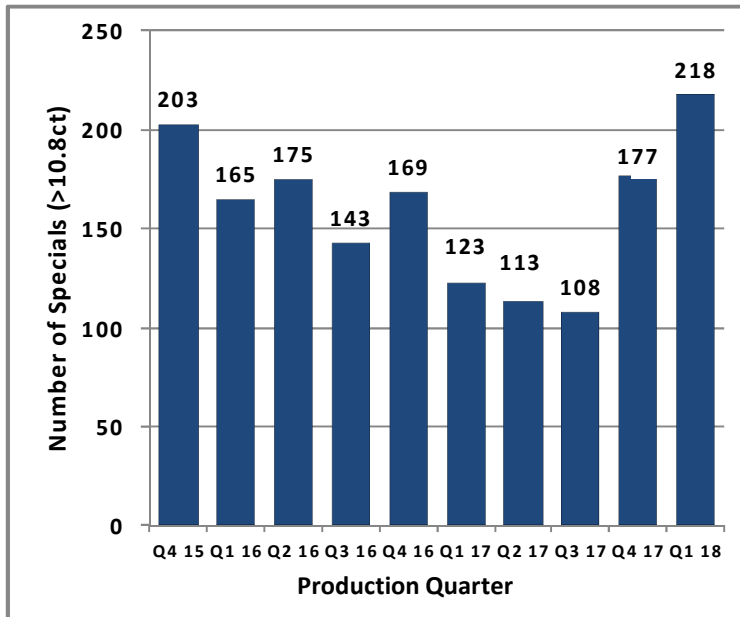
Community Centre (Budget US\$ 2.6 million Total)

- Cooperative Multipurpose indoor centre to host sporting competitions, cultural events and meetings
- Designed for staged build starting 2019

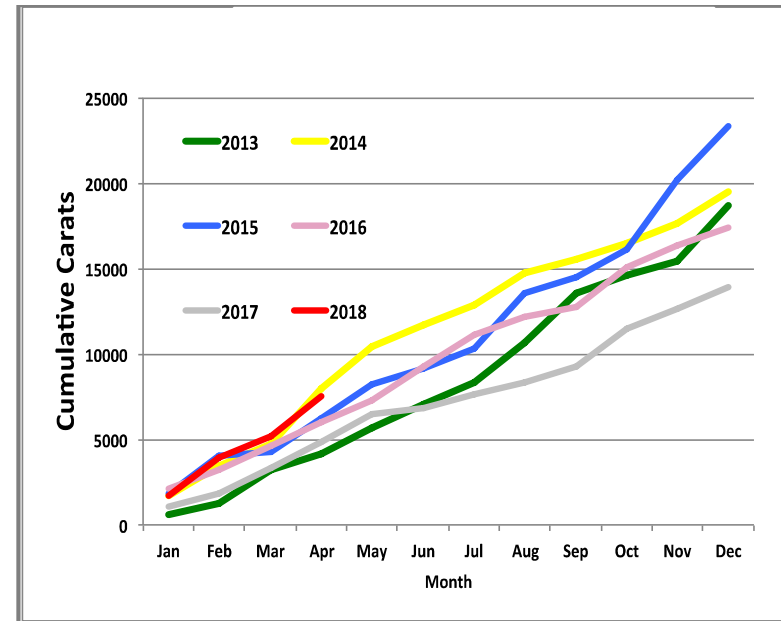


# Karowe Resource Continues to Deliver...

## Karowe Quarterly Specials Count



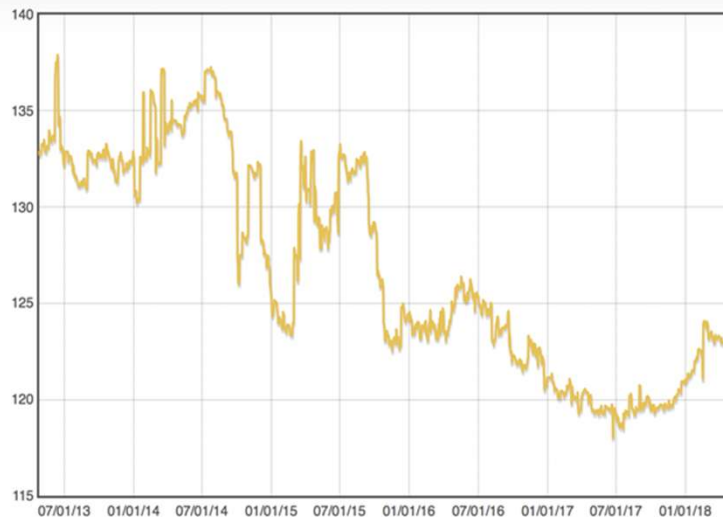
## Karowe Cumulative Weight % Specials





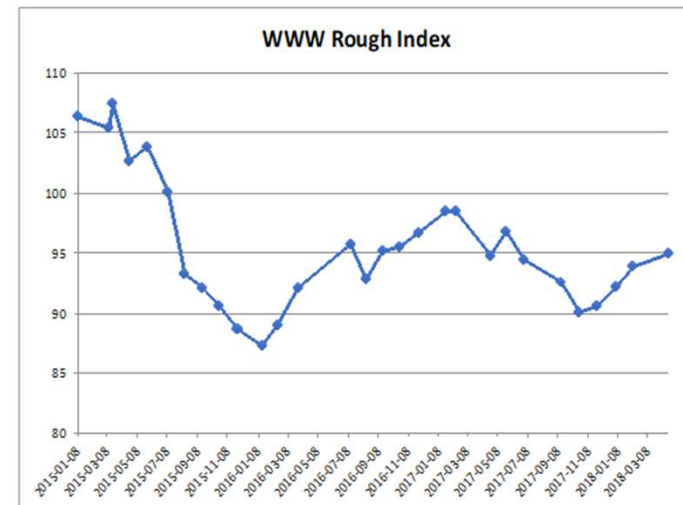
# Diamond Market

- 2018 began with a sense of cautious optimism, bolstered by a reasonably strong US holiday season and healthy demand from China
- Positive outcome at the Hong Kong diamond and jewelry show in February 2018
- Markets appear stable, manufacturers achieving better margins
- Diamond producers association (DPA) announced increase to marketing budget
- The major banking fraud in India continues to cause uncertainty; Indian state banks will be under greater scrutiny when lending to the diamond industry
- De Beers held two sights in Q1 achieving US \$1,235,000 compared to Q1 2017 of US \$1,282,000. 2018 YTD US \$1,755,000



**Polished Diamond Index**

Polished prices dropped sharply post the holiday season in 2017 but have seen some positive movement in the new year



**WWW Rough Diamond Index**

Moderate Increases in Rough Index circa +8% since 10/17

## 2018 Lucara Diamond Sales

### Q1 Sales

- 63,317 carats sold for proceeds of \$25.4 million at an average price of \$401 per carat, 4 single diamonds > \$1 million/each
- 113 companies attended the tender with 93 placing a bid
- 43 companies won, one or more parcels

### 2018 Forecast

- Forecast sales remain in line with guidance (\$170-\$200m)
- Carats forecast to be sold is in line with budget (guidance 270-290k)
- Average \$/carat sold is forecast at budget between \$630/carat and \$690/carat





# Sales Strategy 2018

Exceptional Stone Tenders ("EST's")

vs.

Regular Stone Tenders ("RST's")





## Karowe Diamond Production

- Coarse size frequency distribution (SFD) that includes the regular recovery of diamonds greater than 10.8 carats in size, referred to as "specials."
- Specials from Karowe are consistently high value and gem quality
- South Lobe production rates of 270,000 to 290,000 carats per annum consistently achieve average diamond values of between **US\$625 to US\$680 per carat**, not including very large, rare, high quality gem diamonds like the historic 1109 carat Lesedi La Rona and the 813 carat Constellation.



## Diamond Sales Tenders

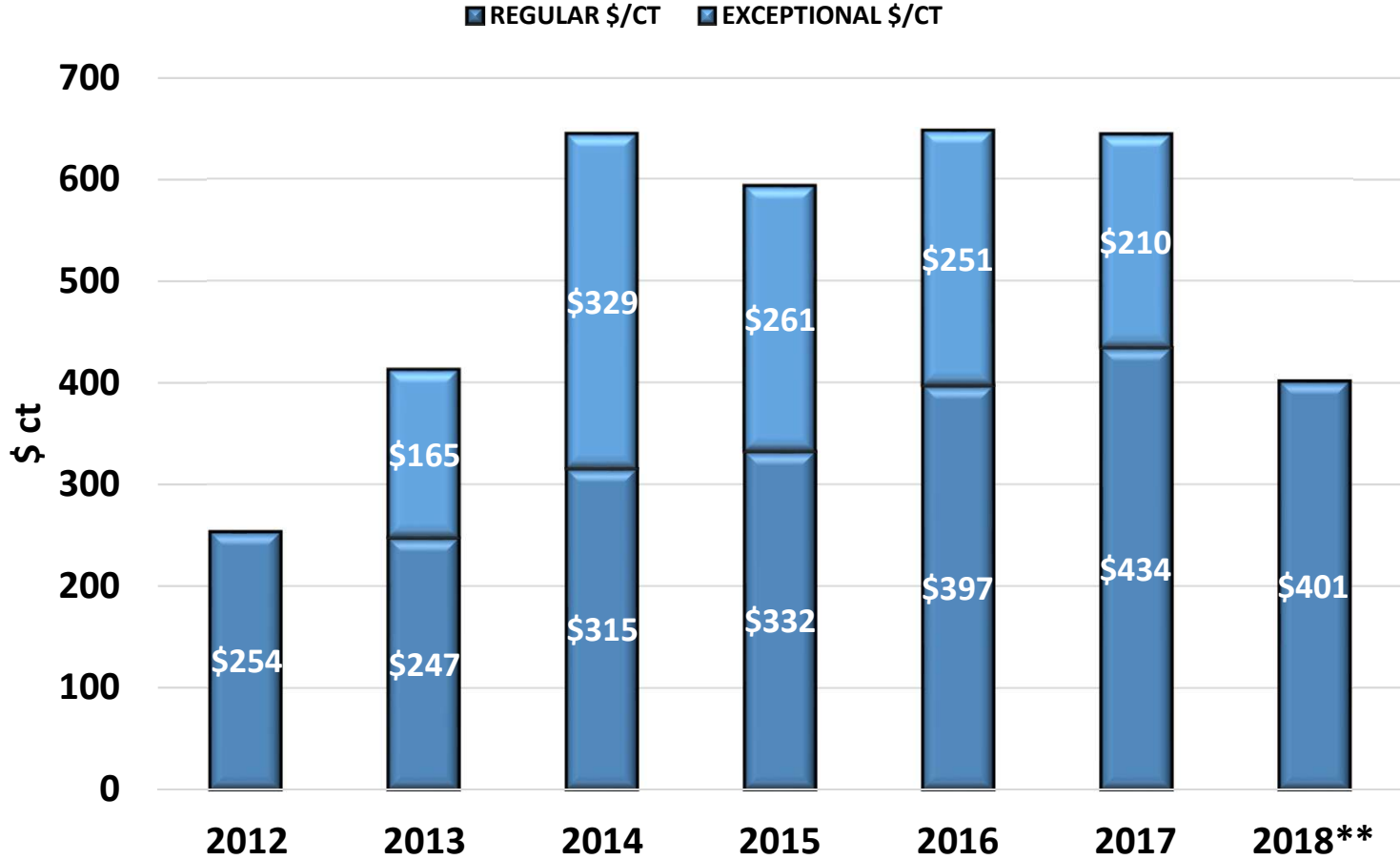
- Historically, Lucara has held both Regular Stone Tenders (RST's) and Exceptional Stone Tenders (EST's) with:
  - RST's representing most of Lucara's run of mine production, held around 4 times per annum
  - EST's for rare diamonds, selected on a range of criteria including weight, quality, color, and, often achieving sales prices in excess of USD\$ 1 million per diamond and held 1-2 times per annum
- Lucara's next diamond sale will include both an RST and an EST scheduled for June 2018



# 2018 Lucara Diamond Sales



## \$/CT CONTRIBUTION TO OVERALL AVERAGE PRICE \* REGULAR/EXCEPTIONAL TENDERS

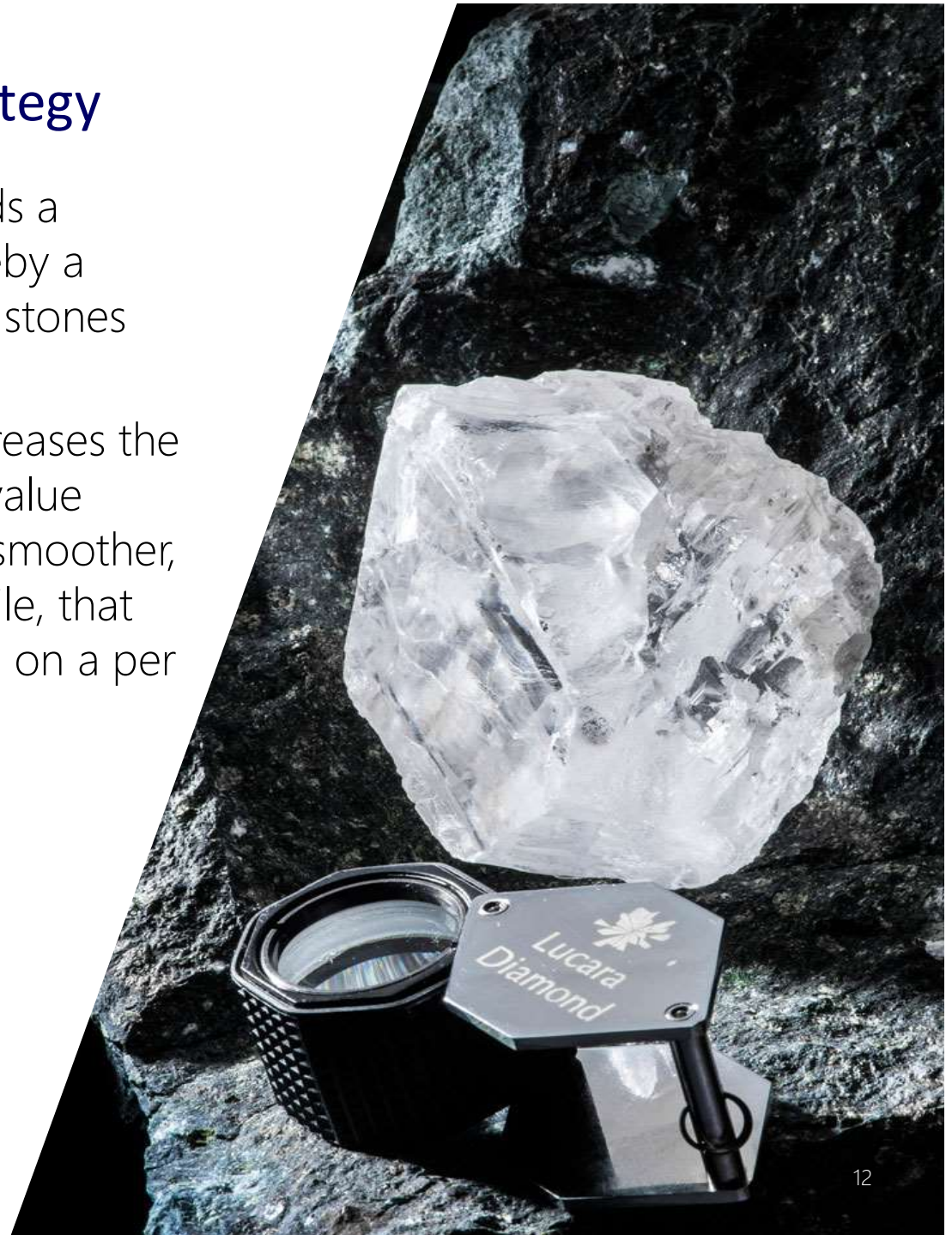


\*Excluding Constellation and Lesedi La Rona, \*\* Q1/18 Regular Tender



## Future Diamond Sales Strategy

- Lucara intends to move towards a blended tender process, whereby a greater number of exceptional stones will be sold as part of RST's
- A blended tender process decreases the inventory time for large, high value diamonds and will generate a smoother, more predictable revenue profile, that better supports price guidance on a per sale basis
- Lucara will also be selling part of its future diamond production through Clara, its proprietary digital sales platform, following commercialization later in 2018





# Q1 2018 Financial Highlights

(all amounts in USD unless otherwise noted)

- Revenue of \$25.4 million or \$401 per carat (Q1 2017: \$26.1 million or \$405 per carat)
- Operating costs of \$17.1 million (excluding depletion and amortization) as compared to \$16.7 million for Q1 2017
- Operating cash cost<sup>(1)</sup> of \$43.04 per tonne processed (Q1 2017: \$19.86 per tonne) due to higher waste volumes mined
- Net loss of \$7.0 million (loss of \$0.02 per share) as compared to a loss of \$1.5 million (\$0.00 per share) for Q1 2017
- Cash and cash equivalents of \$43.6 million as at March 31, 2018

(1) Non-IFRS measure



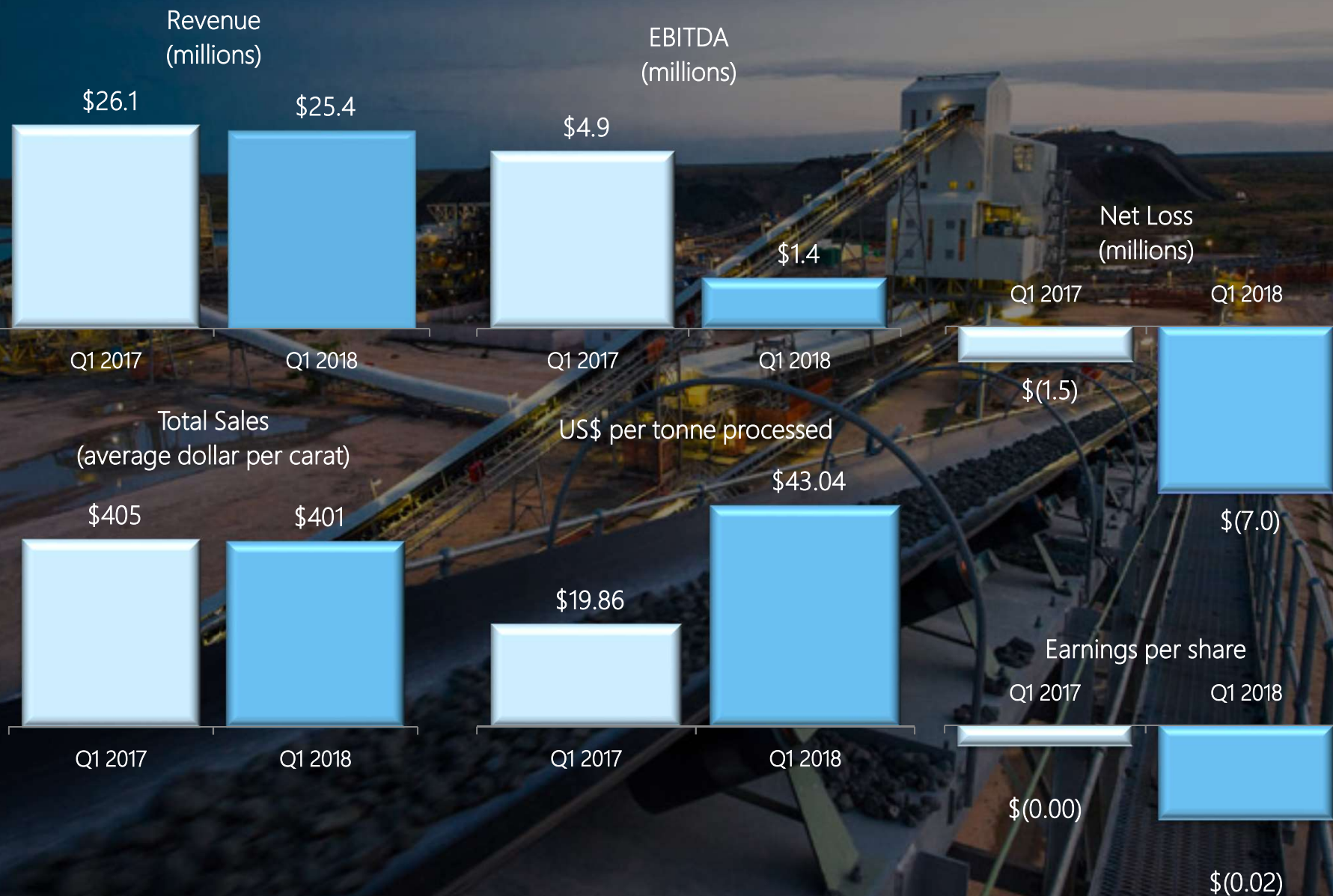
## Q1 2018 Karowe Operations

Production	Q1 2017	Q1 2018
Ore processed (tonnes)	598,934	599,407
Ore mined (tonnes)	131,380	630,242
Carats recovered (carats)	65,241	75,698
Plant feed grade (cpht)	10.9	12.6
Waste mined (tonnes)	587,177	3,991,648

Revenues & Operating Margins	Q1 2017	Q1 2018
Revenue (\$ millions)	26.1	25.4
Carats sold	64,444	63,317
Revenue (\$ per carat)	405	401
Operating margin (\$ per carat)	188	170

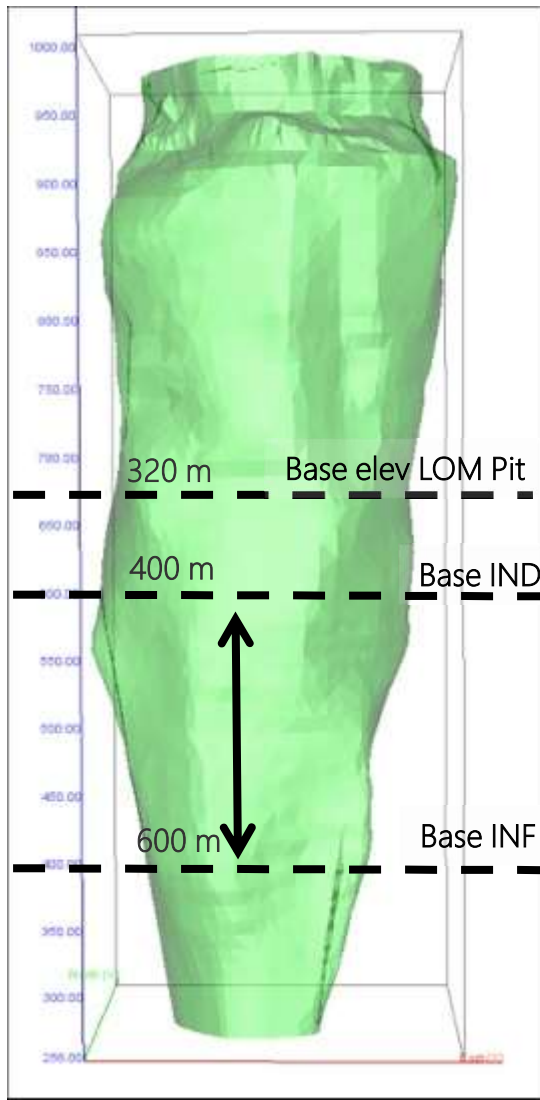


# Key Performance Indicators – Q1 2018





# Resource Upgrade & Exploration



- Updates to the geological model, based on the 2016 and 2017 drilling programs, interpret a larger volume of the Eastern magmatic/pyroclastic kimberlite (“EM/PK(S)”) unit at depth than in the original model
- Size frequency and diamond analysis is being conducted to inform the Karowe resource and ongoing underground (UG) studies
- Resource update expected Q2 2018
- Exploration: Prospecting License extensions for two PL’s
- Processing of AK11 LDD samples underway





# Building on Positive Preliminary Economic Assessment (PEA) Next Steps toward PFS and FS

## Understanding Risk

- Completion of mineral resource update – Q2 2018
- Initiation of feasibility level geotechnical and hydrogeological studies with accompanying drill programs – Drilling underway
- Mine design, mining options, trade off studies – In Progress

## Opportunities

- Financial aspects are known: revenues, diamond characteristics, size distribution, strong client base and brand recognition
- Process plant in place, modern, state of the art
- Existing operational site
- Review PEA mine design
- Efficiency improvements may increase potential operational throughputs

A photograph of an industrial facility at dusk. The scene is dominated by a complex network of steel structures, including conveyor belts and support beams, illuminated by warm yellow lights. The sky is a deep, dark blue. In the foreground, a large, shallow pool of water reflects the industrial structures and the sky. The word "CLARA" is overlaid in large, white, serif capital letters across the center of the image.

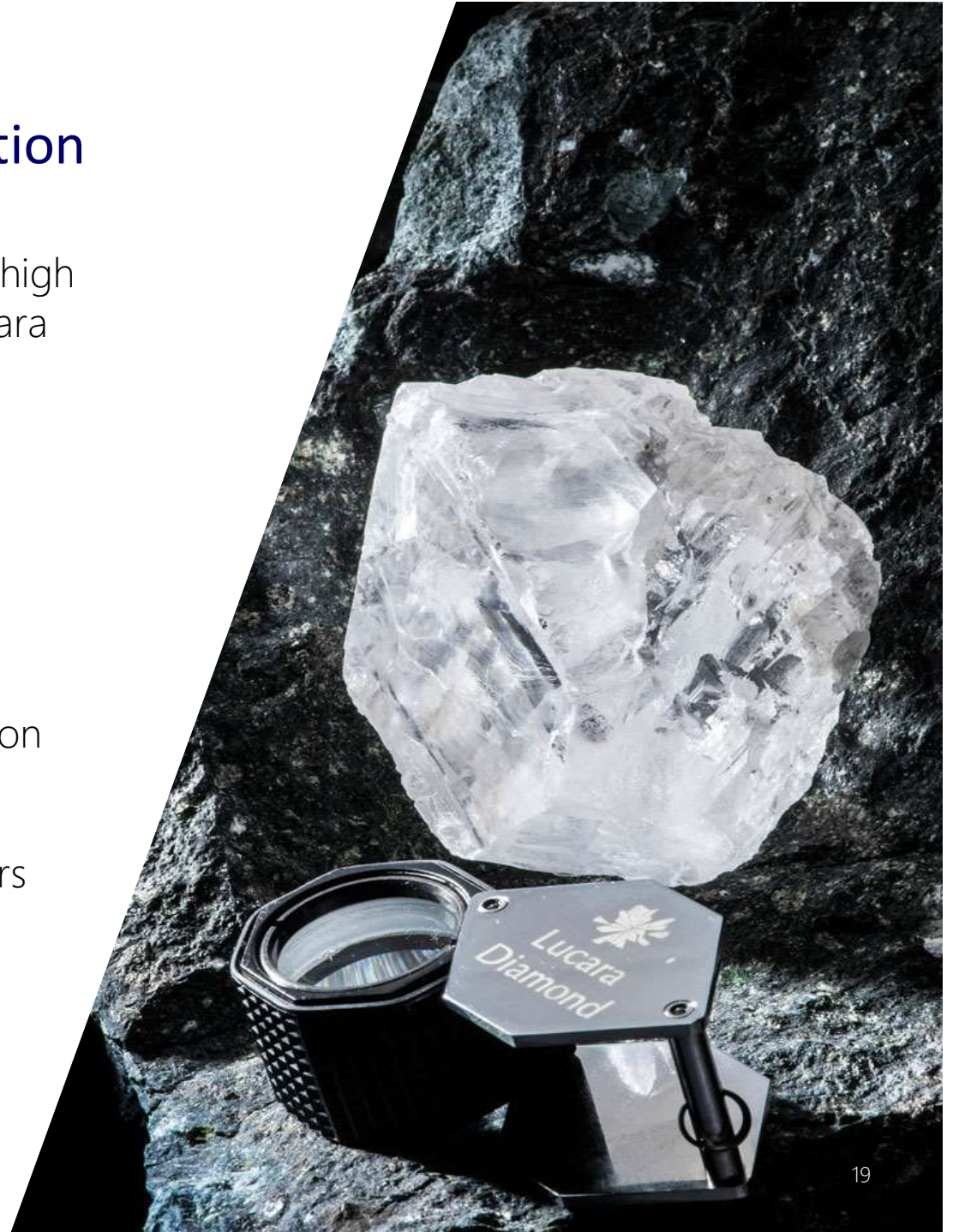
# CLARA

Lucara's next generation growth project



## Summary of Clara Acquisition

- Clara is an affordable, potentially high value growth opportunity for Lucara that is compatible with our core diamond mining business
- All share transaction; low dilution (3.7%) and no impact to dividend
- 13.1 million shares up front
- Contingent payments of 13.4 million shares on milestones achieved
- 80/20 EBITDA sharing for ten years capped at \$25 million/annum





## Why?

- Current supply chain is static, inefficient, and inflexible; uses an entrenched system that hasn't changed in over 100 years, and is ripe for disruption
- Recent technological advances make disruption possible and inevitable
- Value is being lost across the entire diamond pipeline; producers and manufacturers alike stand to benefit from a new and improved system





## Benefits to Lucara

- Clara is an affordable, potentially high value, near term growth platform, compatible with the Company's core diamond mining business
- Supports Lucara's reputation as an industry-leader in the adoption of new technology. Non-cash transaction with no expected impact on the dividend
- Higher realized prices for Karowe rough and stable, continuous cashflow that is no longer tied to a fixed sales cycle
- Diversifies Lucara's existing business model and creates future growth optionality; commercialization underway, on schedule for roll out Q3
- Blockchain business solution that will unlock value and ensure diamond provenance, integrity and transparency throughout the value chain





# 2018 Guidance

## 2018 Outlook (all amounts in USD)

---

Diamond revenue (\$ million)	170 – 200
Diamond sales (thousand carats)	270 – 290
Diamonds recovered (thousand carats)	270 – 290
Ore tonnes mined (million)	2.5 – 2.8
Waste tonnes mined (million)	13.0 – 16.0
Ore tonnes processed (million)	2.4 – 2.7
Operating cash costs per tonne ore processed (dollars)	38.0 – 42.0
Sustaining capital expenditure (\$ millions)	Up to 11
Underground development – AK6 Karowe (\$ million)	Up to 29
Exploration expenditures AK11, AK13, AK24 (\$ million)	Up to 6
Clara Commercialization (\$ million)	3.0

---



# Capital Structure

Lucara is a publicly listed company trading under the symbol "LUC"

- TSX
- NASDAQ Sweden
- BSE (Botswana)

Issued shares	395,719,334
Fully diluted shares	402,499,474
Insider Holdings	21% on a fully diluted basis
Debt	NIL
Cash on hand	US\$ 43.6 million (Q1 2018)
	\$50 million Credit Facility (undrawn)



## Contact Information

Suite 2000  
885 West Georgia St.  
Vancouver, BC  
V6C 3E8

Tel: 604 689 7872

Fax: 604 689 4250

[info@lucaradiamond.com](mailto:info@lucaradiamond.com)

[lucaradiamond.com](http://lucaradiamond.com)

