

# JKH Investor Presentation

Review of Q1 2023/24

Version 3.0

## EBITDA: For the quarter ended 30 June

| EBITDA*<br>(Rs. Million)                | Q1 FY2024    | Q1 FY2023     | Variance       | Variance (%) |
|---|--------------|---------------|----------------|--------------|
| Transportation                          | 2,419        | 4,551         | (2,133)        | (47)         |
| Consumer Foods                          | 720          | 1,233         | (514)          | (42)         |
| Retail                                  | 1,987        | 2,319         | (332)          | (14)         |
| Leisure                                 | 284          | 1,869         | (1,586)        | (85)         |
| Property                                | 187          | (140)         | 327            | 234          |
| Financial Services                      | 1,693        | 877           | 816            | 93           |
| Other, incl. IT and Plantation Services | 1,937        | 2,623         | (686)          | (26)         |
| <b>Group</b>                            | <b>9,227</b> | <b>13,333</b> | <b>(4,106)</b> | <b>(31)</b>  |

*\*EBITDA includes interest income and the share of results of equity accounted investees which is based on the share of profit after tax but excludes all impacts from foreign currency exchange gains and losses (other than for equity accounted associates), to demonstrate the underlying cash operational performance of businesses.*

## Annual recurring EBITDA displays growth momentum

| Recurring EBITDA*<br>(Rs. Million)      | 2022/23       | 2021/22       | 2020/21       | 2019/20       |
|---|---------------|---------------|---------------|---------------|
| Transportation                          | 11,963        | 6,141         | 3,610         | 4,375         |
| Consumer Foods                          | 3,184         | 3,485         | 3,318         | 3,366         |
| Retail                                  | 8,779         | 7,549         | 5,523         | 5,108         |
| Leisure                                 | 8,604         | 3,785         | (3,588)       | 2,306         |
| Property                                | (265)         | 7,867         | (17)          | 641           |
| Financial Services                      | 6,451         | 5,024         | 3,645         | 2,988         |
| Other, incl. IT and Plantation Services | 7,024         | 5,408         | 3,082         | 1,286         |
| <b>Group</b>                            | <b>45,740</b> | <b>39,259</b> | <b>15,572</b> | <b>20,069</b> |

*\*Recurring EBITDA entails removal of one-off impacts in order to reflect the performance of the core operations of the businesses. Refer the JKH Annual Report for a detailed analysis on adjustments reflected in recurring EBITDA calculation.*

# Quarterly EBITDA movement

| EBITDA<br>(Rs. Million)                       | 2022/23       |              |               |               | 2023/24      |
|---|---------------|--------------|---------------|---------------|--------------|
|   | Q1            | Q2           | Q3            | Q4            | Q1           |
| Transportation                                | 4,551         | 3,035        | 1,499         | 1,546         | 2,419        |
| Consumer Foods                                | 1,233         | 1,009        | 402           | 651           | 720          |
| Retail  | 2,319         | 1,963        | 2,320         | 2,230         | 1,987        |
| Leisure                                       | 1,869         | 1,005        | 1,898         | 3,787         | 284          |
| Property                                      | (140)         | (279)        | (312)         | 516           | 187          |
| Financial Services                            | 877           | 1,104        | 2,855         | 1,966         | 1,693        |
| Other, incl. IT and Plantation Services       | 2,623         | 1,457        | 1,746         | 826           | 1,937        |
| <b>Group</b>                                  | <b>13,333</b> | <b>9,294</b> | <b>10,408</b> | <b>11,523</b> | <b>9,227</b> |
| LKR/USD Exchange rate (period average in Rs.) | 353           | 365          | 368           | 355           | 310          |

## Finance Costs: For the quarter ended 30 June

| Finance Costs<br>(Rs. Million)          | Q1 FY2024    | Q1 FY2023    | Variance     | Variance (%) |
|---|--------------|--------------|--------------|--------------|
| Transportation                          | 190          | 115          | 75           | 66           |
| Consumer Foods                          | 249          | 91           | 158          | 173          |
| Retail                                  | 971          | 653          | 318          | 49           |
| Leisure                                 | 843          | 615          | 228          | 37           |
| Property                                | 31           | 175          | (144)        | (82)         |
| Financial Services                      | 0            | 277          | (277)        | (100)        |
| Other, incl. IT and Plantation Services | 3,061        | 1,319        | 1,742        | 132          |
| <b>Group</b>                            | <b>5,345</b> | <b>3,244</b> | <b>2,102</b> | <b>65</b>    |

- *Interest payment on the convertible debentures issued to HWIC in August 2022, includes a notional non-cash interest charge of approximately Rs. 750 million for Q1 FY2024.*

# Analysis of finance costs

| Finance Costs<br>(Rs. Million)          | Q1 FY2024    | Q4 FY2023    | Q1 FY2023    |
|---|--------------|--------------|--------------|
| Transportation                          | 190          | 178          | 115          |
| Consumer Foods                          | 249          | 332          | 91           |
| Retail                                  | 971          | 1,082        | 653          |
| Leisure                                 | 843          | 864          | 615          |
| Property                                | 31           | 25           | 175          |
| Financial Services                      | 0            | 0            | 277          |
| Other, incl. IT and Plantation Services | 3,061        | 2,954        | 1,319        |
| <b>Group</b>                            | <b>5,345</b> | <b>5,435</b> | <b>3,244</b> |
| Average weekly AWPLR (% for the period) | 20.9         | 24.8         | 17.7         |

# PBT: For the quarter ended 30 June

| PBT<br>(Rs. Million)  | Q1 FY2024    | Q1 FY2023     | Variance        | Variance (%) |
|---|--------------|---------------|-----------------|--------------|
| Transportation  | 2,032        | 4,446         | (2,414)         | (54)         |
| Consumer Foods  | 152          | 812           | (660)           | (81)         |
| Retail  | 413          | (362)         | 775             | 214          |
| Leisure   | (1,655)      | (73)          | (1,582)         | (2,168)      |
| Property  | 330          | (2,341)       | 2,671           | 114          |
| Financial Services  | 1,692        | 860           | 832             | 97           |
| Other, incl. IT and Plantation Services                           | (1,567)      | 11,459        | (13,026)        | (114)        |
| <b>Group</b>  | <b>1,396</b> | <b>14,801</b> | <b>(13,405)</b> | <b>(91)</b>  |
| Exchange (gains)/losses - Holding Company                         | 359          | (10,119)      |                 |              |
| <b>Group excl. exchange (gains)/losses at the Holding Company</b> | <b>1,755</b> | <b>4,682</b>  | <b>(2,927)</b>  | <b>(63)</b>  |

Q1 FY2023 recorded net exchange gains on its US Dollar denominated cash holdings at the Holding Company, resulting from the steep depreciation of the Sri Lankan Rupee against the US Dollar, whereas Q1 FY2024 recorded net exchange losses. PBT was also impacted by higher finance expenses due to the high interest rate regime and the interest charged on the convertible debentures issued to HWIC Asia Fund.

# Key financial indicators

| (Rs. Million)  | Q1 FY2024 | 31 March 2023 |
|--|-----------|---------------|
| Group debt* excl. leases and incl. convertible debenture                     | 227,759   | 229,749       |
| Group debt excl. leases and convertible debenture                            | 208,635   | 211,369       |
| Cash and cash equivalents  | 96,760    | 100,340       |
| Net debt excl. leases and convertible debenture                              | 111,875   | 111,029       |
| Net debt excl. leases and convertible debenture/Equity (%)                   | 32.4      | 30.8          |
| Net debt excl. leases and convertible debenture/<br>recurring EBITDA (times) | -         | 2.4           |
| EBITDA   | 9,227     | 45,740**      |

*\*Group debt includes the convertible debentures issued in August 2022. In the event the debenture is not converted during the conversion window, an obligation for Rs. 27.06 billion will materialise in August 2025.*

*\*\*Recurring EBITDA*

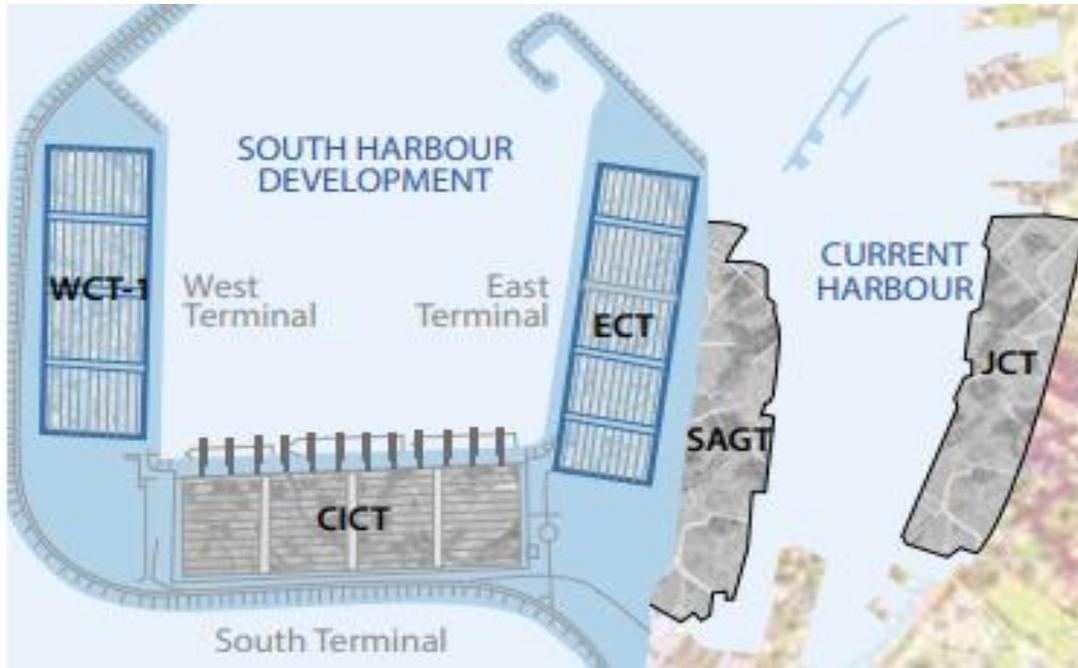
# Overview of ESG initiatives

---

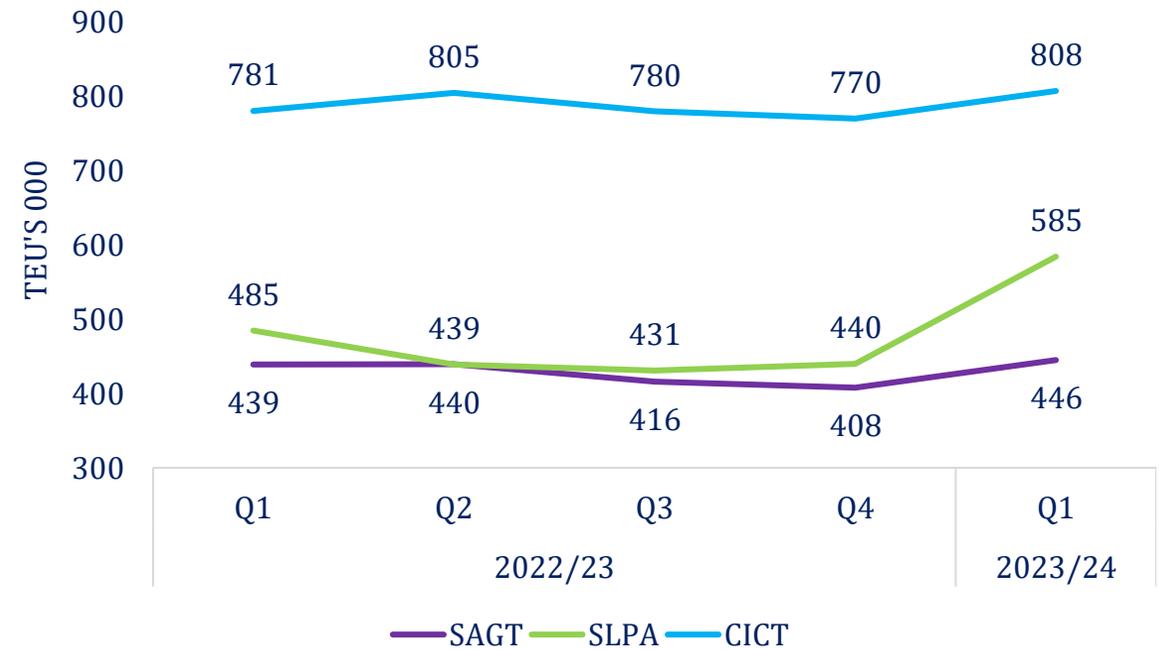
- The Group's carbon footprint per million rupees of revenue increased by 12% to 0.42 MT.
- The Group's water withdrawal per million rupees of revenue increased by 16% to 7.42 cubic meters.
- Initiatives under “ONE JKH”, the Diversity, Equity, and Inclusion (DE&I) brand of the John Keells Group, completed the following commitments under the “Together We Can+” programme, which aims to create inclusive workplaces for Persons with Disabilities (PWD) and LGBTIQ+ individuals:
  - conducting a PWD needs assessment,
  - creating and updating policies for PWD inclusivity,
  - improving accessibility in physical and digital spaces for customers and employees with disabilities.
- In furtherance with the Group's initiatives with the LGBTIQ+ community, the Group was a sponsor of Colombo PRIDE, for the second consecutive year in 2023.

# Transportation: Port of Colombo

## Capacity Enhancements

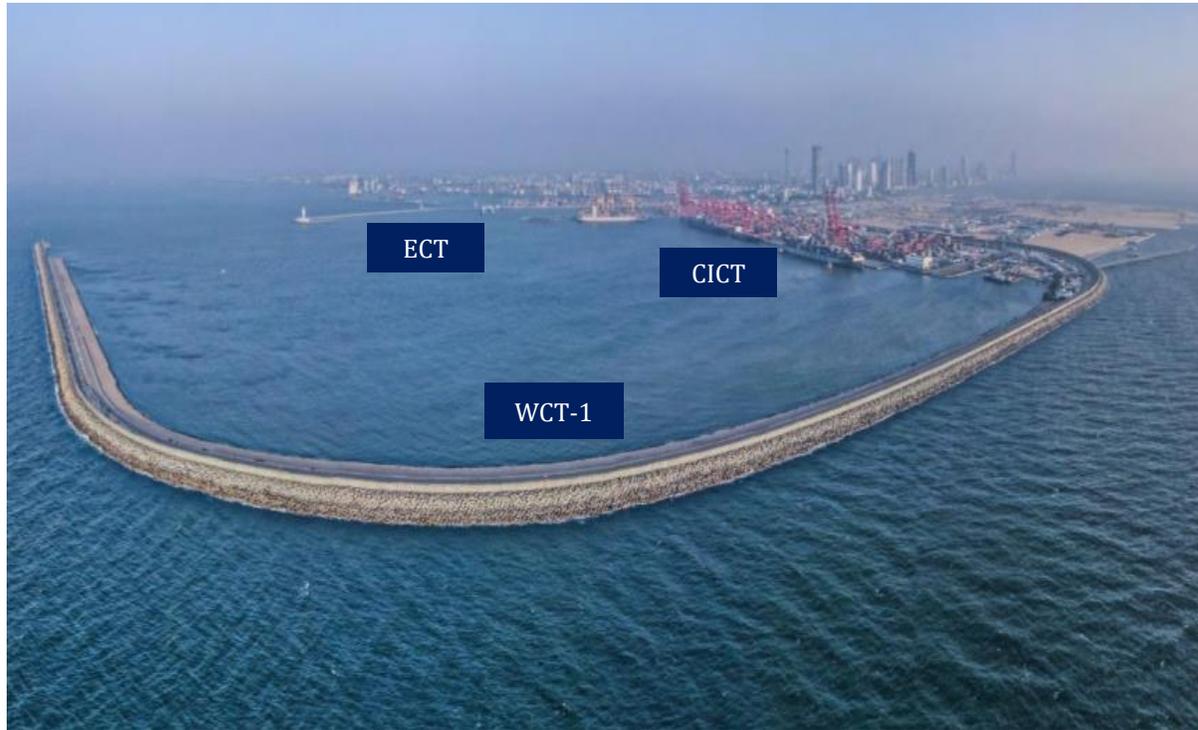


## Port of Colombo Volumes

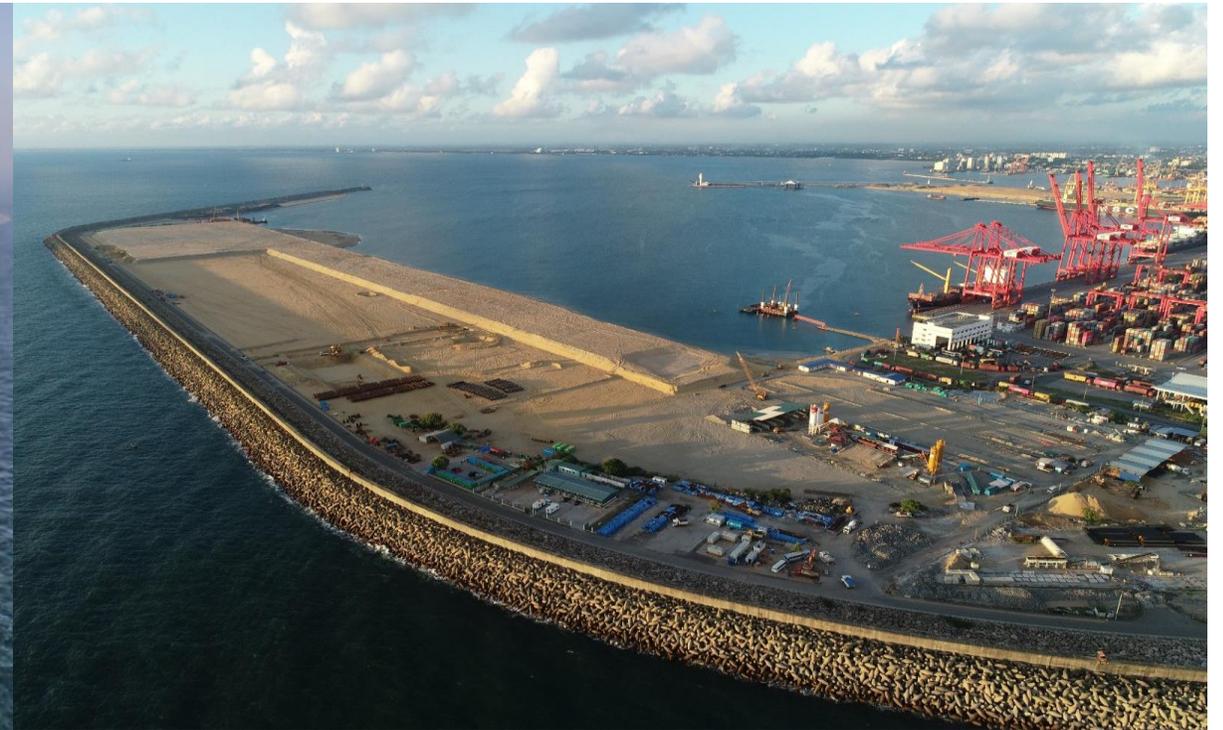


\*SLPA includes volumes of JCT and ECT terminals

# WCT-1: Construction progress



**November 2022**



**June 2023**

The groundwork on the West Container Terminal (WCT-1) at the Port of Colombo is progressing well with the entirety of the dredging works for both phases completed in May 2023. The construction of the quay wall has been awarded and preliminary work has commenced.

Phase 1 of the terminal is slated to be operational by Q3 2024/25. The remainder of the terminal is expected to be completed by Q3 2025/26.

# WCT-1: Construction progress



# Transportation: Q1 2023/24

## Port Business (South Asia Gateway Terminal)

| Volumes (TEUs)                     | 2022/23 |         |         |         | 2023/24 |
|------------------------------------|---------|---------|---------|---------|---------|
|                                    | Q1      | Q2      | Q3      | Q4      | Q1      |
| SAGT                               | 439,310 | 439,605 | 416,381 | 408,261 | 445,515 |
| Domestic: Transshipment volume mix | 13:87   | 12:88   | 13:87   | 13:87   | 10:90   |

## Bunkering Business (Lanka Marine Services)

| LMS (%)           | 2022/23 |     |     |     | 2023/24 |
|-------------------|---------|-----|-----|-----|---------|
|                   | Q1      | Q2  | Q3  | Q4  | Q1      |
| YoY volume growth | 54      | (2) | (8) | (0) | (19)    |

## Q1 Earnings Update:

| (Rs. mn) | Q1 2023/24 | Q1 2022/23 |
|----------|------------|------------|
| EBITDA   | 2,419      | 4,551      |

- Given the dollar denominated revenue streams of the businesses, profitability was adversely impacted by the appreciation of the Sri Lankan Rupee (by ~15%).
- In Q1 of the previous year, LMS recorded a substantial increase in profitability driven by higher margins on account of the significant increase in global fuel oil prices, as well as higher volumes.
- Whilst SAGT recorded a marginal improvement in throughput, profitability was impacted by the volume mix. Ancillary revenues declined from the peak levels witnessed last year.

# Consumer Foods: Q1 2023/24

| Key performance indicators (%) | FY2023 |       |       |       | FY2024 |
|--------------------------------|--------|-------|-------|-------|--------|
|                                | Q1     | Q2    | Q3    | Q4    | Q1     |
| Volume growth:                 |        |       |       |       |        |
| Frozen Confectionery           | 31     | 6     | (19)  | (30)  | (10)   |
| Beverages (CSD)                | 56     | 13    | (19)  | (40)  | (3)    |
| Convenience Foods              | 14     | (11)  | (33)  | (48)  | (35)   |
| EBITDA (Rs. Million)           | 1,233  | 1,009 | 402   | 651   | 720    |
| EBITDA margin                  | 16     | 12    | 6     | 8     | 9      |
| Revenue mix (CSD:FC)           | 39:61  | 38:62 | 38:62 | 38:62 | 44:56  |

| Key performance indicators (%) | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 |
|--------------------------------|--------|--------|--------|--------|--------|
| Recurring EBITDA margin        | 18     | 20     | 20     | 17     | 10     |

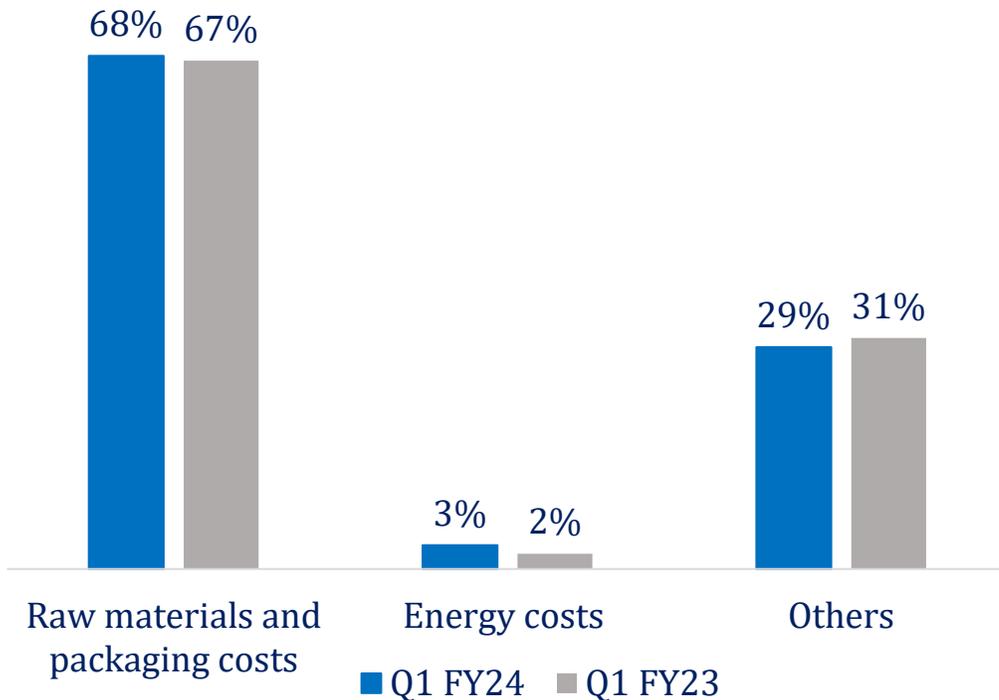
## Q1 Earnings Update:

| (Rs. mn) | Q1 2023/24 | Q1 2022/23 |
|----------|------------|------------|
| EBITDA   | 720        | 1,233      |

- The Beverages business recorded a growth in EBITDA while the Frozen Confectionery (FC) and Convenience Foods businesses recorded a decline in EBITDA.
- The volume decline in the Beverages and FC businesses have shown encouraging recovery compared to the steep volume declines witnessed in the two previous quarters.
- Margins of the Beverages business recorded an improvement while the FC business had a lag effect in translating to improved margins.

# Cost of sales analysis of the Beverages business

## Cost of sales composition - Q1 FY2024 vs Q1 FY2023



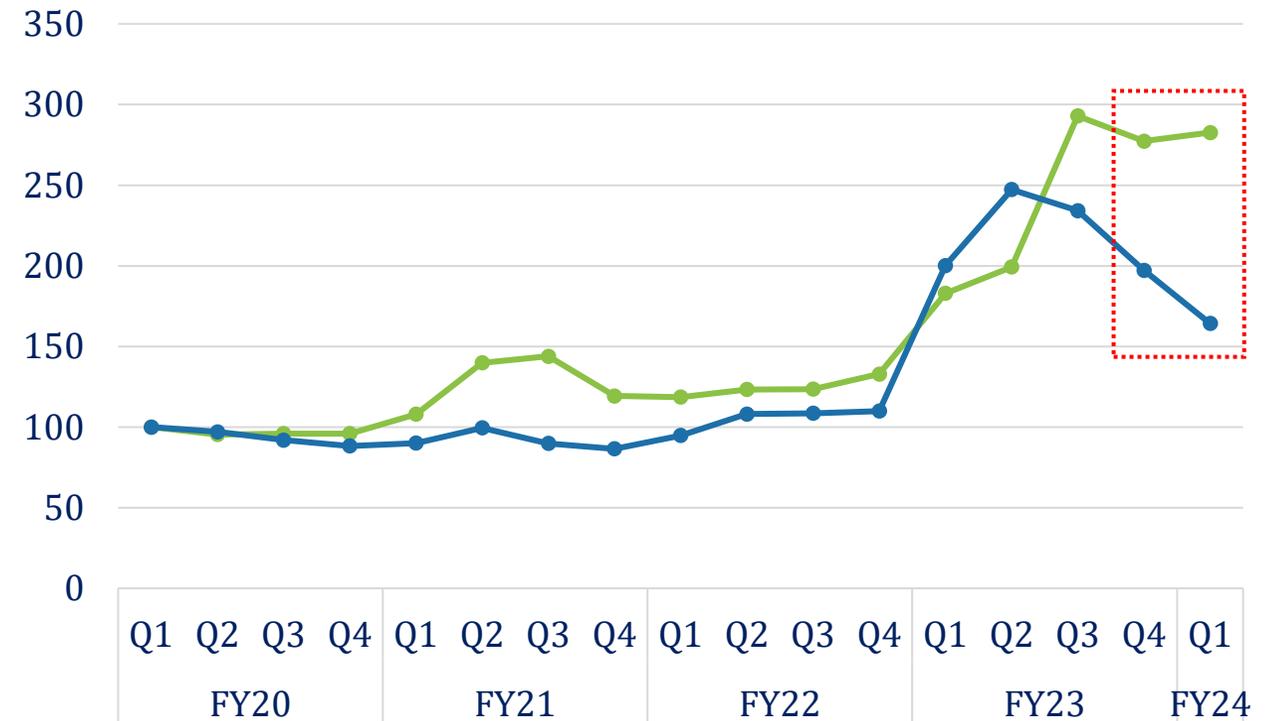
### % of raw materials directly imported

Q1 FY2024: 33%

Q1 FY2023: 35%

## Indexed price of raw materials

Index: Q1 FY20 = 100

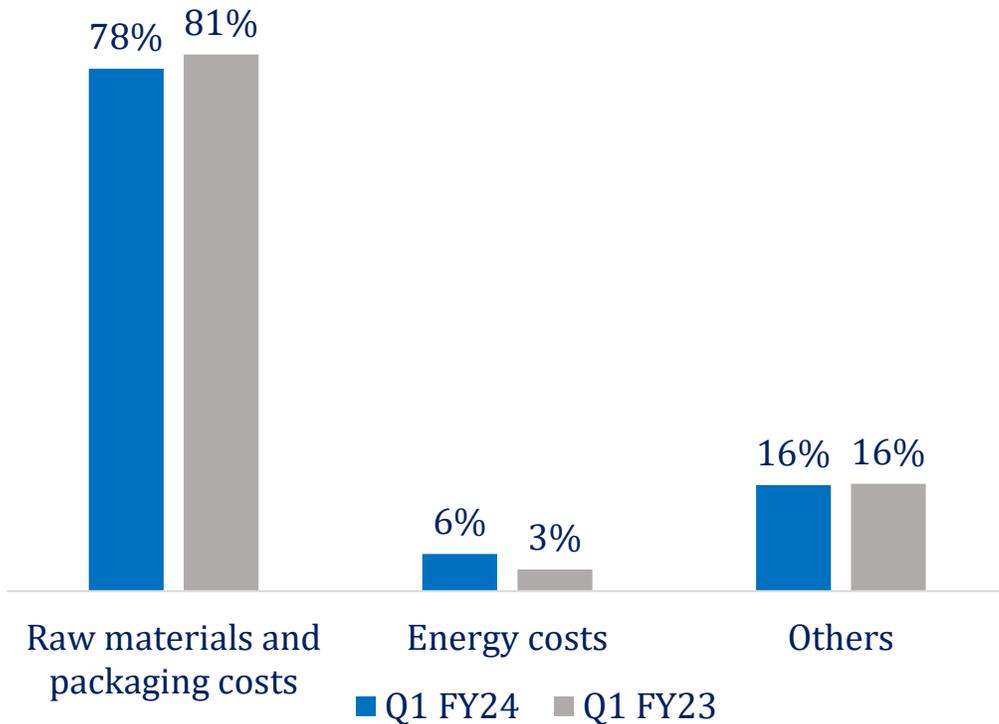


— Beverages: white refined sugar (price per kg)

— CSD PET bottle (price per unit)

# Cost of sales analysis of the Frozen Confectionery business

## Cost of sales composition – Q1 FY2024 vs Q1 FY2023



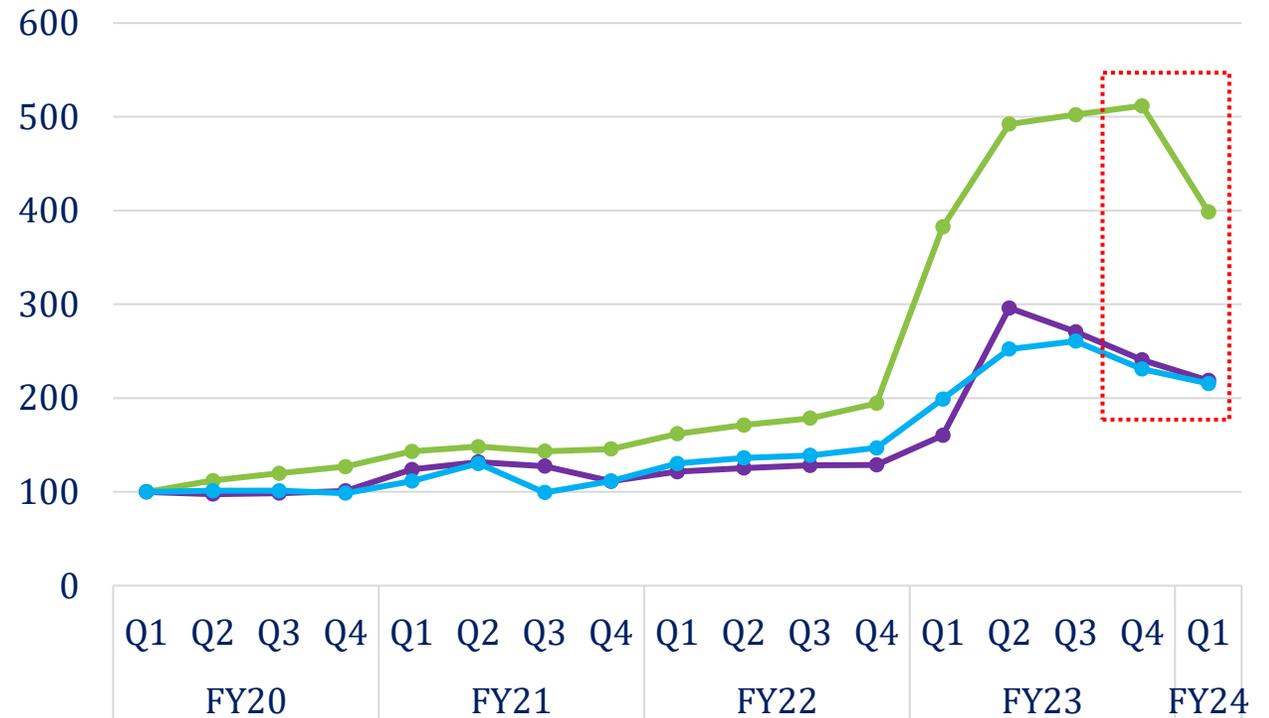
### % of raw materials directly imported

Q1 FY2024: 38%

Q1 FY2023: 36%

## Indexed price of raw materials

Index: Q1 FY20 = 100



- Skimmed milk powder (price per kg)
- Ice cream:white refined sugar (price per kg)
- Ice cream containers and lids (per unit)

# Retail: Q1 2023/24

## Supermarket business:

| Key performance indicators (%) | 2022/23 |       |       |       | 2023/24 |
|--------------------------------|---------|-------|-------|-------|---------|
|                                | Q1      | Q2    | Q3    | Q4    | Q1      |
| Same store sales growth        | 54.2    | 73.7  | 40.6  | 30.1  | 22.8    |
| Same store footfall growth     | 52.2    | 76.9  | 11.1  | 0.1   | 14.8    |
| Average basket value growth    | 1.4     | (1.8) | 26.5  | 30.0  | 7.0     |
| EBITDA (Rs. Million)           | 1,861   | 1,671 | 1,987 | 1,986 | 1,740   |
| EBITDA margin                  | 7.6     | 6.9   | 7.7   | 7.9   | 6.3     |

*The statistics on footfall and basket values are distorted in the short-term due to changes in shopping patterns.*

*The total outlet footprint as at 30 June 2023 remained at 131 outlets.*

## Q1 Earnings Update:

| (Rs. mn) | Q1 2023/24 | Q1 2022/23 |
|----------|------------|------------|
| EBITDA   | 1,987      | 2,319      |

- The Supermarket business recorded a strong performance in revenue, although margins were under pressure given the significant cost escalations in operations compared to the previous year.
- The increase in revenue, as witnessed during the quarter, is expected to drive an improvement in EBITDA together with the benefits accruing from various productivity and cost efficiency initiatives and supplier negotiations.
- The Office Automation business witnessed an improvement in both mobile phone and office automation sales volumes.

# Retail: Q1 2023/24: vs Q1 2022/23

Same Store  
Sales  
22.8%

## Q1 2022/23:

- Inflationary pressures stemming from the domestic macroeconomic crisis.

## Q1 2023/24:

- Inflationary pressure, effective promotional campaigns and investments on conversion to extended format outlets contributed to same store sales growth.

Same Store  
Footfall  
14.8%

## Q1 2022/23:

- Customer Count was maintained despite the fuel crisis.
- Continued demand towards Modern Trade in comparison to General Trade.

## Q1 2023/24:

- The customer count experienced an increase along with the normalisation of the domestic macroeconomic conditions.
- Continued to attract new customers as well as improved footfall from existing customers.

ABV  
7.0%

## Q1 2022/23:

- June 2022 NCPI (YoY) – 58.9%.
- Weight of Purchase (WOP) dropped on account of reduced purchase of non-essential items.
- Retail Selling Price (RSP) increased due to inflation, which resulted in a higher basket value.

## Q1 2023/24:

- June 2023 NCPI (YoY) – 10.8%.
- Despite a tapering down of inflation QoQ, the YoY increase in inflation resulted in an overall rise in the RSP.
- The consumption of non-essential items witnessed a decline, leading to a drop in the WOP.

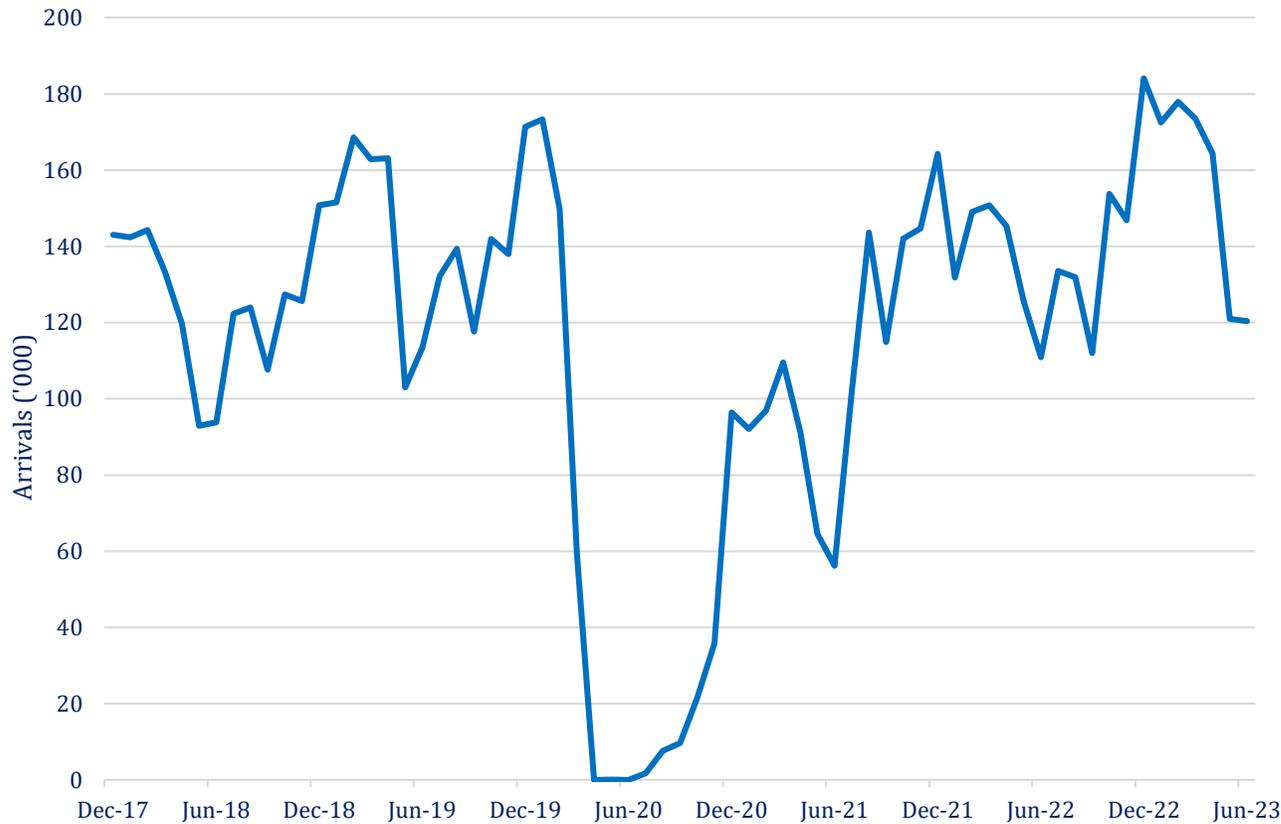
# Tourist arrivals to Sri Lanka: recovery trend post-pandemic



Source: Sri Lanka Tourism Development Authority

| Sri Lanka - Monthly Tourist Arrivals |                  |                |                |                |                |
|--------------------------------------|------------------|----------------|----------------|----------------|----------------|
| Month                                | 2019             | 2020           | 2021           | 2022           | 2023           |
| Jan                                  | 244,239          | 228,434        | 1,682          | 82,327         | 102,545        |
| Feb                                  | 252,033          | 207,507        | 3,366          | 96,507         | 107,639        |
| Mar                                  | 244,328          | 71,370         | 4,581          | 106,500        | 125,495        |
| Apr                                  | 166,975          | -              | 4,168          | 62,980         | 105,498        |
| May                                  | 37,802           | -              | 1,497          | 30,207         | 83,309         |
| Jun                                  | 63,072           | -              | 1,614          | 32,856         | 100,388        |
| Jul                                  | 115,701          | -              | 2,429          | 47,293         | 143,039        |
| Aug                                  | 143,587          | -              | 5,040          | 37,760         |                |
| Sep                                  | 108,575          | -              | 13,547         | 29,802         |                |
| Oct                                  | 118,743          | -              | 22,771         | 42,026         |                |
| Nov                                  | 176,984          | -              | 44,294         | 59,759         |                |
| Dec                                  | 241,663          | 393            | 89,506         | 91,961         |                |
| <b>Total</b>                         | <b>1,913,702</b> | <b>507,704</b> | <b>194,495</b> | <b>719,978</b> | <b>767,913</b> |

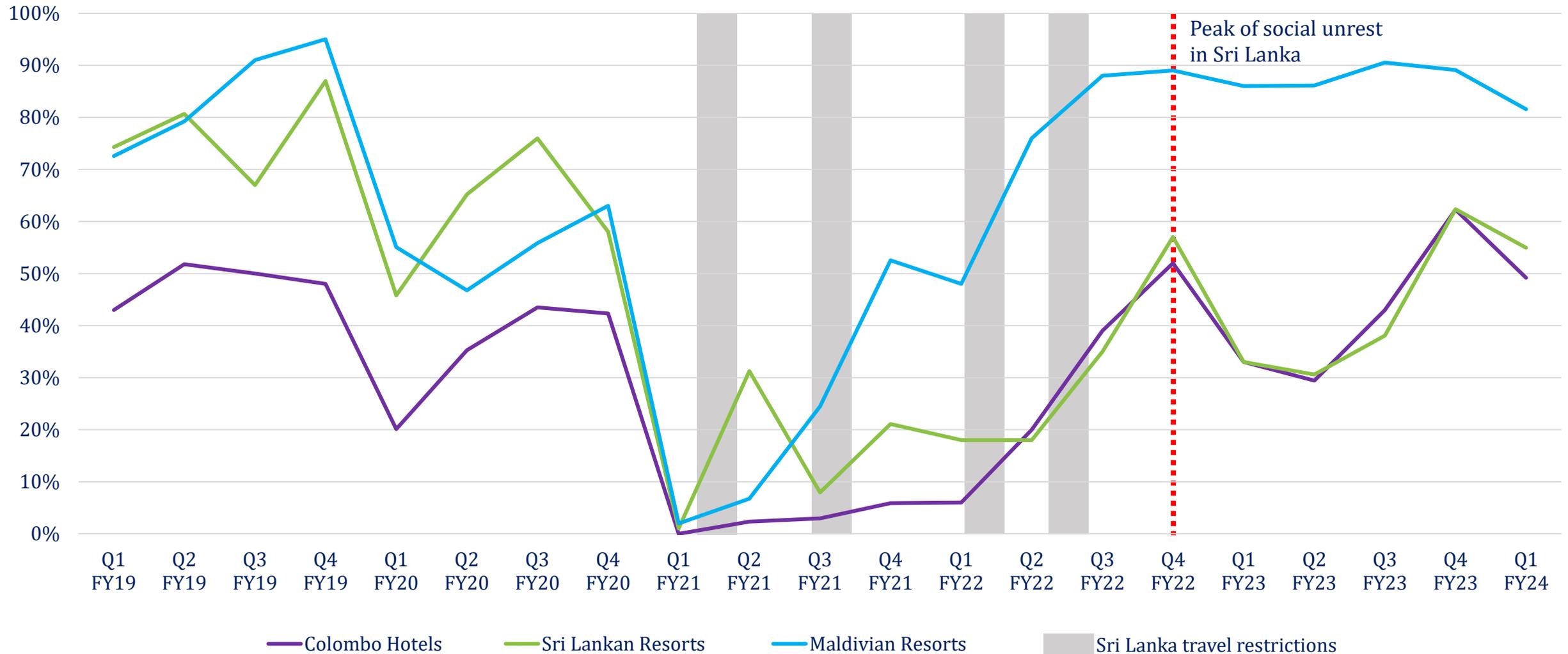
# Tourist arrivals to the Maldives: recovery trend post-pandemic



Source: Ministry of Tourism Maldives

| The Maldives - Monthly Tourist Arrivals |                  |                |                  |                  |                  |
|---|------------------|----------------|------------------|------------------|------------------|
| Month                                   | 2019             | 2020           | 2021             | 2022             | 2023             |
| Jan                                     | 151,552          | 173,347        | 92,103           | 131,764          | 172,499          |
| Feb                                     | 168,583          | 149,785        | 96,882           | 149,008          | 177,914          |
| Mar                                     | 162,843          | 59,630         | 109,585          | 150,739          | 173,514          |
| Apr                                     | 163,114          | 13             | 91,200           | 145,279          | 164,357          |
| May                                     | 103,022          | 41             | 64,613           | 125,522          | 120,959          |
| Jun                                     | 113,475          | 1              | 56,166           | 110,889          | 120,363          |
| Jul                                     | 132,144          | 1,752          | 101,818          | 133,561          | 145,629          |
| Aug                                     | 139,338          | 7,636          | 143,599          | 131,862          |                  |
| Sep                                     | 117,619          | 9,605          | 114,896          | 111,986          |                  |
| Oct                                     | 141,928          | 21,515         | 142,066          | 153,737          |                  |
| Nov                                     | 137,921          | 35,757         | 144,725          | 146,886          |                  |
| Dec                                     | 171,292          | 96,412         | 164,284          | 184,051          |                  |
| <b>Total</b>                            | <b>1,702,887</b> | <b>555,494</b> | <b>1,321,937</b> | <b>1,675,303</b> | <b>1,075,235</b> |

# JKH Group: Leisure occupancies



# Leisure: Q1 2023/24

| Key indicators            | 2022/23 |      |      |     | 2023/24 |
|---------------------------|---------|------|------|-----|---------|
|                           | Q1      | Q2   | Q3   | Q4  | Q1      |
| <b>Colombo Hotels*</b>    |         |      |      |     |         |
| Occupancy (%)             | 33      | 29   | 43   | 62  | 49      |
| ARR (USD)                 | 68      | 62   | 65   | 63  | 70      |
| EBITDA Margin (%)         | 0       | (4)  | 12   | 14  | (3)     |
| <b>Sri Lankan Resorts</b> |         |      |      |     |         |
| Occupancy (%)             | 33      | 31   | 38   | 62  | 55      |
| ARR (USD)                 | 66      | 57   | 63   | 71  | 59      |
| EBITDA Margin (%)         | (16)    | (25) | (11) | 33  | (18)    |
| <b>Maldivian Resorts</b>  |         |      |      |     |         |
| Occupancy (%)             | 86      | 86   | 91   | 89  | 82      |
| ARR (USD)                 | 333     | 316  | 372  | 416 | 336     |
| EBITDA Margin (%)         | 32      | 26   | 31   | 40  | 23      |

\*Occupancies and ARR's exclude "Cinnamon Red Colombo". EBITDA margins exclude "Cinnamon Life Colombo", as it is a project under construction.

## Q1 Earnings Update:

| (Rs. mn) | Q1 2023/24 | Q1 2022/23 |
|----------|------------|------------|
| EBITDA   | 284        | 1,869      |

- Occupancies of the Sri Lankan Leisure businesses recorded an improvement in comparison to the previous year on the back of a gradual recovery in tourist arrivals.
- The profitability was adversely impacted by the Rupee appreciation and higher costs, particularly in the Maldivian Resorts segment and the Destination Management sector.
- EBITDA of Q1 2023/24 includes marketing and promotional expenses and staff salaries incurred in preparation for the launch of "Cinnamon Life".

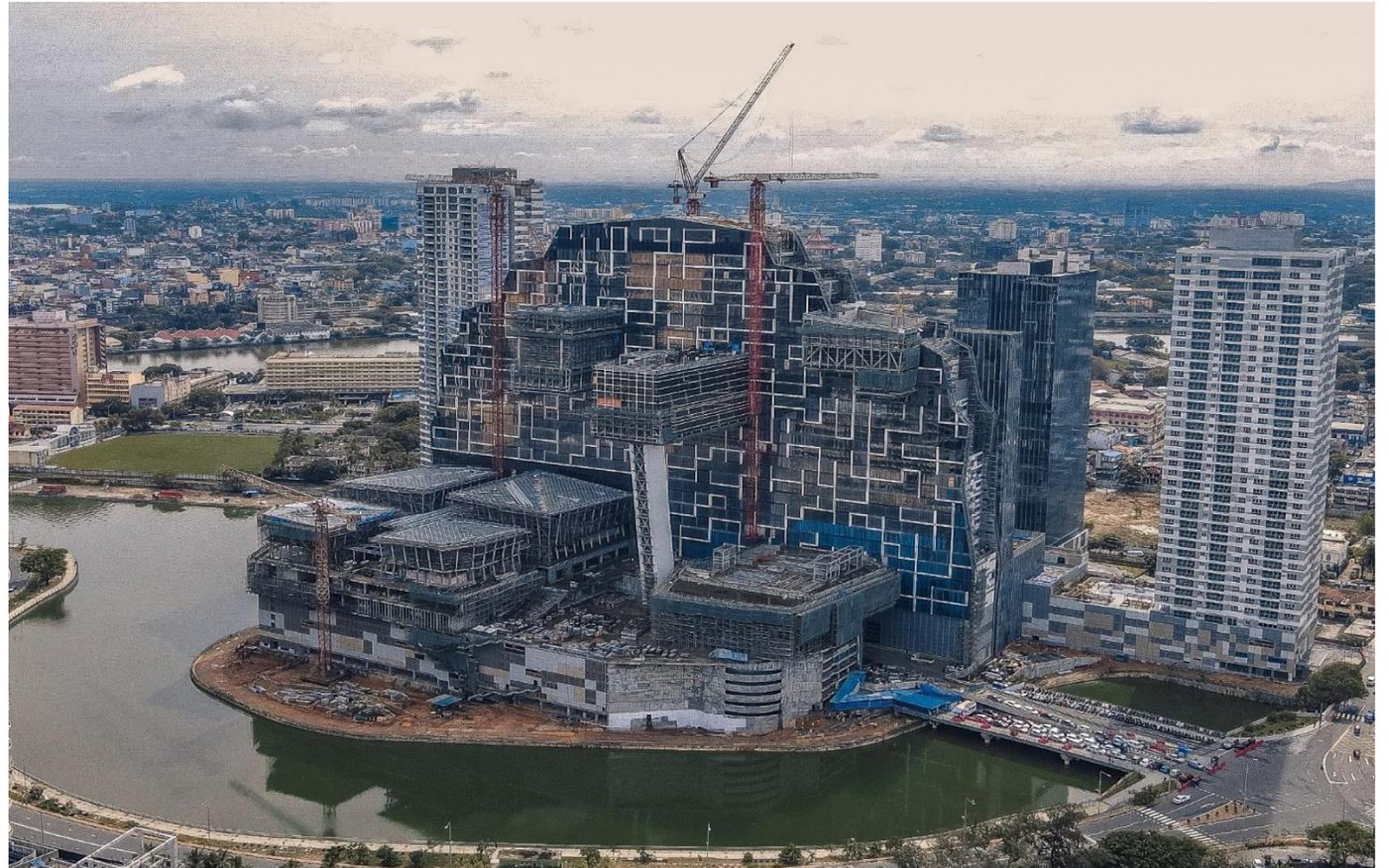
# Cinnamon Life Integrated Resort



Initial sketch by Sri Lankan-British Architect,  
Cecil Balmond



The 3D rendering of "Cinnamon Life"



"Cinnamon Life" under construction

# Cinnamon Life Integrated Resort



Rendering of “Cinnamon Life”



Actual construction progress of “Cinnamon Life”

# Cinnamon Life Integrated Resort

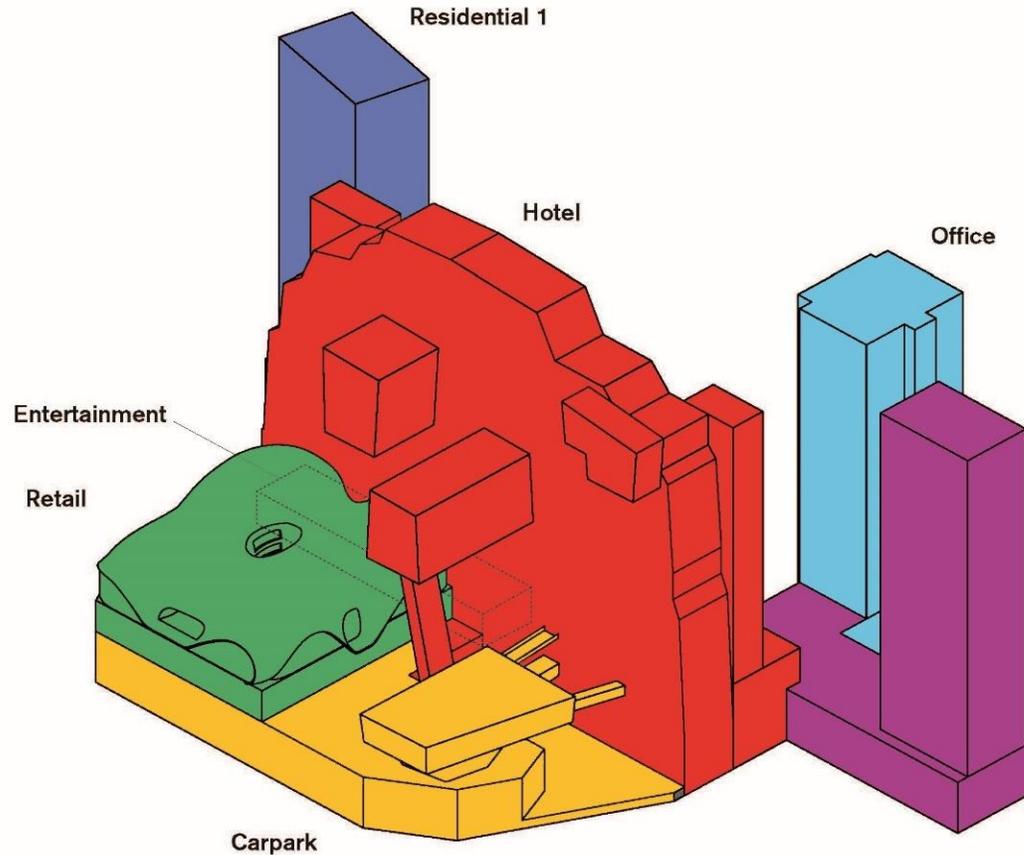


## Cinnamon Life - Gaming

The discussions with leading international gaming operators are progressing well, where the commercial structures and arrangements are being negotiated, with a final agreement expected shortly.

A substantial amount of work has been carried out, including detailed site visits, evaluation of the business case and operating model, fit-out requirements, designs and timelines.

# Cinnamon Life Integrated Resort



**Yellow:** Conferencing capacity (~5,000 pax) in five venues and car park facility (2,330 slots)

**Red:** 800 guest room hotel, including conferencing, banqueting, 7 speciality restaurants (~1,300 pax) and entertainment facilities

**Green:** The hotel and conferencing space collectively entails:

- 3 ballrooms, 7 meeting rooms, an exhibition hall and a conference hall
- 6 restaurants, 5 bars, 2 lounges and 3 pool bars and lounges
- 4 pools and wellness and fitness related spaces

Rentable mall ~149,000 Sq. Ft (Gross – ~345,000 Sq. Ft) and entertainment space of ~160,000 Sq. Ft

**Residential 2**

**Blue:** First residential development of approximately – 358,000 Sq.ft. (231 units)

**Purple:** Second residential development of approximately – 255,000 Sq.ft. (196 units)

**Light Blue:** A standalone office development ~254,000 Sq.ft. of rentable area (24 floors)

# Growth potential - MICE market

---

- The number of outbound MICE travelers from India and China was at 2 million and 5 million (pre-pandemic).
- Colombo is well poised to take advantage of the growing outbound MICE travel from India.
  - The ARR and Conference Package Rate is lower in Colombo than India.
  - Travel time from India to Colombo is the lowest compared to regional competitors.
  - Budget carriers to reduce cost of air travel.
- India also has a booming outbound destination wedding market.
  - Thailand attracts ~300 Indian destination wedding each year.

# Property: Q1 2023/24

## Cumulative sales update as at 30 June 2023:

|                                | Number of units sold | Number of remaining units |
|--------------------------------|----------------------|---------------------------|
| <b>Cinnamon Life:</b>          |                      |                           |
| The Residence at Cinnamon Life | 151                  | 80                        |
| The Suites at Cinnamon Life    | 115                  | 81                        |
| <b>Total</b>                   | <b>266</b>           | <b>161</b>                |
|                                |                      |                           |
| <b>TRI-ZEN</b>                 | <b>657</b>           | <b>234</b>                |

## Q1 Earnings Update:

| (Rs. mn) | Q1 2023/24 | Q1 2022/23 |
|----------|------------|------------|
| EBITDA   | 187        | (140)      |

- EBITDA includes profit recognition from “TRI-ZEN” and rental income from ten floors of “The Offices at Cinnamon Life”.

# Financial Services: Q1 2023/24

## Union Assurance PLC:

| Key performance indicators (%) | Q1 FY2023 (Apr-Jun 2022) | Q2 FY2023 (Jul-Sep 2022) | Q3 FY2023 (Oct-Dec 2022) | Q4 FY2023 (Jan-Mar 2023) | Q1 FY2024 (Apr-Jun 2023) |
|--------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| GWP growth                     | 13                       | 3                        | 3                        | 5                        | 21                       |
| Net profit (Rs. Million)       | 262                      | 297                      | 1,970                    | 445                      | 469                      |
| Net profit growth              | 55                       | 5                        | 44                       | 105                      | 79                       |

## Nations Trust Bank PLC:

| Key performance indicators (%) | Q1 FY2023 (Apr-Jun 2022) | Q2 FY2023 (Jul-Sep 2022) | Q3 FY2023 (Oct-Dec 2022) | Q4 FY2023 (Jan-Mar 2023) | Q1 FY2024 (Apr-Jun 2023) |
|--------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Net profit growth              | (26)                     | 52                       | 16                       | 79                       | 208                      |
| Loan growth                    | 12                       | 7                        | (3)                      | (11)                     | (14)                     |
| Net Interest Margin            | 6.1                      | 8.1                      | 7.0                      | 8.0                      | 7.6                      |
| Stage 3 loan ratio (net)       | 3.2                      | 2.5                      | 2.6                      | 3.4                      | 3.4                      |

## Q1 Earnings Update:

| (Rs. mn) | Q1 2023/24 | Q1 2022/23 |
|----------|------------|------------|
| EBITDA   | 1,693      | 877        |

- Union Assurance PLC recorded a double-digit growth in gross written premiums, driven by renewal premiums.
- Nations Trust Bank PLC recorded a strong growth in profitability, driven by an increase in net interest margins through proactive asset liability management.
- Profitability at NTB also benefited from the absence of impairment charges on Sri Lankan Government foreign securities given the higher provisioning adopted by the Bank.

# THANK YOU

---

*This document was produced by John Keells Holdings PLC for information purposes only. The information contained in this document are a review of the financial information pertaining to Q1 2023/24 and does not constitute an issue prospectus or a financial analysis. This Investor Presentation should be read in conjunction with the JKH Annual Report 2022/23 and the Annual Investor Presentation 2022/23 to obtain a more comprehensive understanding of the drivers and strategies of our businesses.*

*Whilst John Keells Holdings accepts responsibility for the accuracy of the information contained in this document, it does not assume any responsibility for investment decision made by the prospective investors based on information contained herein. In making the investment decision, prospective investors must rely on their own examination and assessments of the Company including the risks involved.*