FY25 Earnings Webinar

Sunshine Holdings PLC

02 June 2025

Housekeeping Announcements

- The webinar will be recorded and later uploaded to our IR website as well as CSE website for future reference (https://www.sunshineholdings.lk/investor/financial-reports)
- All participants will be muted during the presentation
- Participants can use the 'Raise Hand' option to ask questions during the Q&A session, and we will unmute them accordingly
- Participants can also raise their questions via the chat box

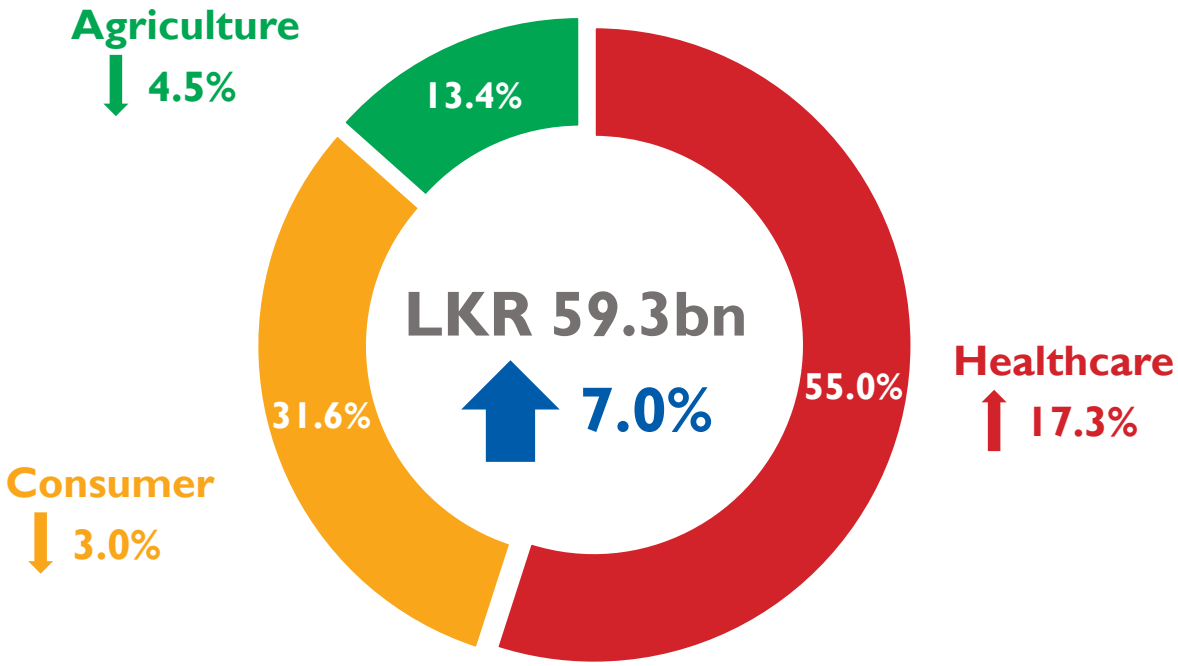
Corporate Announcements

- Sunshine Holdings PLC has declared a final dividend of Rs. 0.60 per share for FY25 (XD date - 30 Jun 2025, Payment date - 18 Jul 2025)
- Watawala Plantations PLC declared a second interim dividend of Rs. 1.40 per share for FY25 in March 2025, and a final dividend of Rs. 1.30 per share for FY25 (XD date: 30 Jun 2025; payment date: 18 Jul 2025)

Group Performance

Group at a Glance – FY25

Revenue Composition – FY25



LKR 9.3bn	LKR 5.9bn	LKR 2.15
7.1% YoY	-1.7% YoY	-5.2% YoY
EBIT	**Earnings**	**EPS**

21.9%	23.8%	LKR 10.32
-8.0 pts YoY	-4.9 pts YoY	7.4% YoY
Gearing	**ROE**	**NBV**

LKR 42.3bn	10.0x	4.5%
+44.5% YoY	+52.4% YoY	5.0% - FY24
Mkt Cap	**PER**	**Div Yield**

Footnote : 1- Share price details as of 28th March 2025, **LKR 21.50**

Group – Performance Highlights

LKR m	FY25	FY24	YoY %	4QFY25	4QFY24	YoY %
Revenue	59,282	55,422	7.0%	14,097	13,066	7.9%
EBIT	9,278	8,662	7.1%	1,887	1,269	48.7%
EBIT margin	*15.7%*	*15.6%*		*13.4%*	*9.7%*	
PAT	5,914	6,019	-1.7%	1,232	570	116.1%
PAT margin	*10.0%*	*10.9%*		*8.7%*	*4.4%*	
PATMI	4,240	4,471	-5.2%	877	508	72.6%
EPS (LKR)	2.15	2.27	-5.2%	0.45	0.26	72.6%

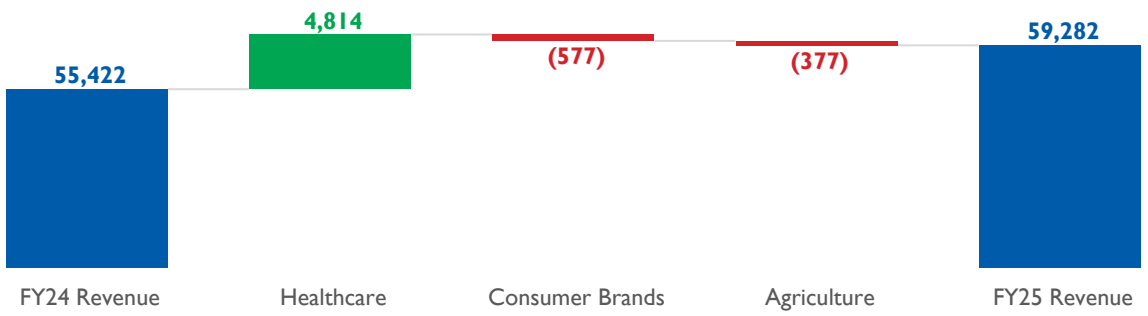
- Gross profit grew 6.6% YoY to LKR 17.8 bn, with the gross margin holding steady at 30.1% in FY25 cf. 30.2% in FY24, reflecting the resilience of core operations. The Group maintained an EBIT margin of 15.7%, despite margin contraction in the Consumer segment, supported by increased scale in the Healthcare sector and operational efficiencies in Agribusiness

- The Group reported a slight decline of 1.7% YoY in Profit after tax (PAT) for the period to LKR 5.9 bn, primarily impacted by the higher taxation in the agribusiness sector and challenges faced in the local Consumer sectors

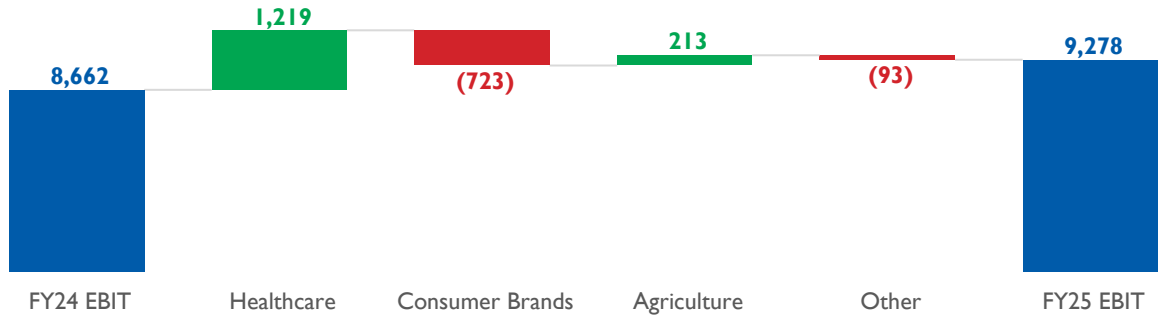
*FY24 EPS adjusted for the share split

Movement in Revenue & EBIT

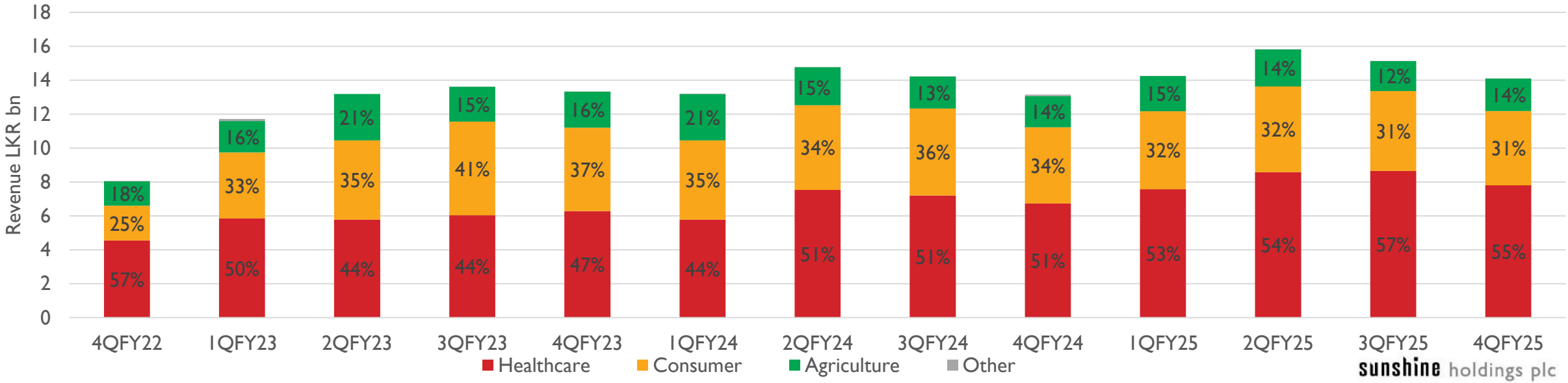
Revenue Movement [LKR Million]



EBIT Movement [LKR Million]

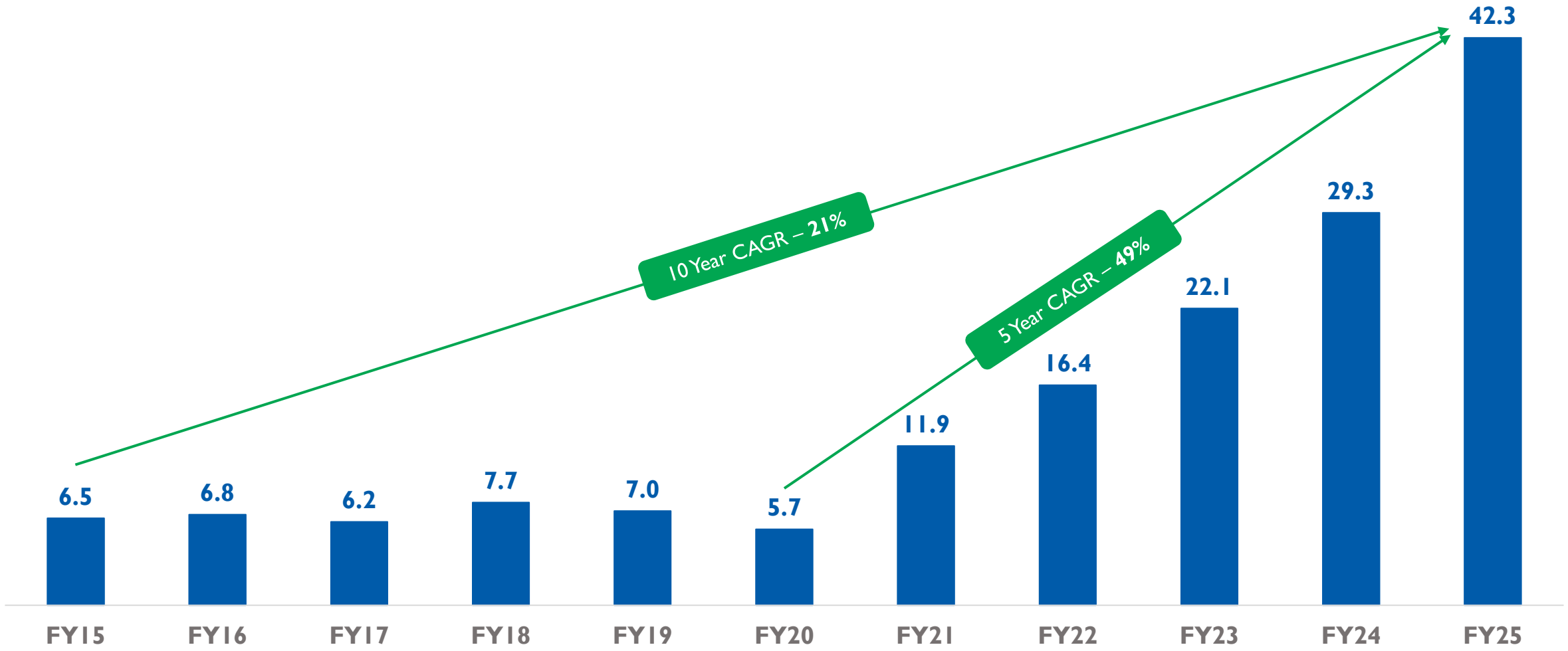


Revenue Composition – Revenue QoQ



A decade of growth

Sunshine Holdings PLC Market Cap (LKRbn)



Healthcare

Sunshine Healthcare Lanka (SHL) is Sri Lanka's only fully integrated healthcare company encompassing the entire pharma value chain

sunshine healthcare

FY25

32.6 bn
Revenue

16.9 %
EBIT Margin

11.0 %
PAT Margin

Manufacturing and R&D

Sri Lanka's first facility for Respiratory Care Research and Manufacturing, producing Respiratory Care Products and an Inhaler Device

Government and Local market

Capsules | Tablets | Nasal Spray | Devices | Creams | MDI

Contract manufacturing

KALBE

Importation and Agency

Sri Lanka's third largest (12.81% market share) importer in the Pharma and Medical Devices segment with access to 75+ principals

Key principals

CADILA PHARMACEUTICALS LIMITED | Zydus Cadila | novo nordisk | Glenmark | Abbott | SIEMENS | Erba Mannheim | 3M | Johnson & Johnson | GE Healthcare

Retail (Pharmacy)

Healthguard Pharmacy, has grown to 16 outlets in the Colombo district, becoming Sri Lanka's leading Health and Wellness chain

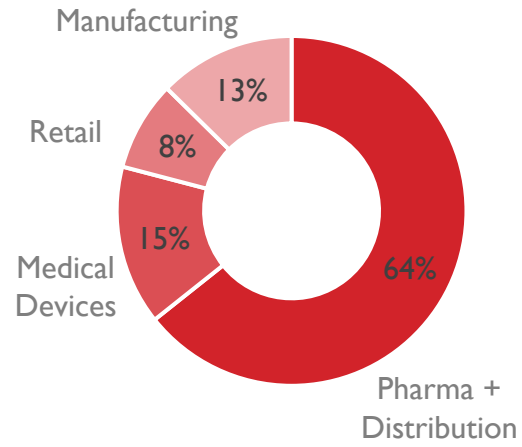
- Complete pharma offering
- Skilled, Educated, Qualified, Pharmacists
- Range & depth in wellness
- Digital centric organizational model

Distribution

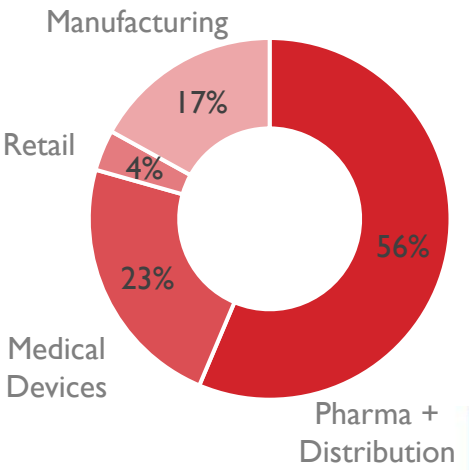
Fully-fledged distribution division to assist local pharmaceutical importers and manufacturers in expanding their reach among retail pharmacy outlets across Sri Lanka

- Six distribution centers with 25,000 sqft storage and 24x7 cold chain management
- Reaches 3,500 outlets in 620 towns, with scalable operations and fleet.

Revenue Split FY25



Total Asset Split FY25



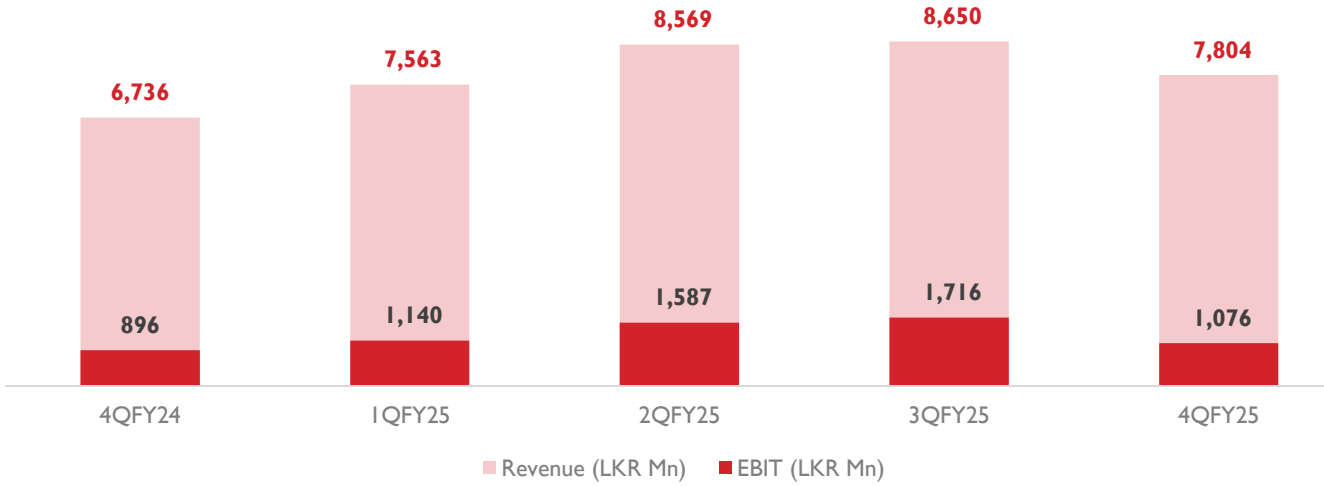
Footnote : 1- Included under Importation and Agency

Healthcare Sector – Highlights

Sector Highlights

Healthcare sector revenue grew 15.9% YoY in 4QFY25, , driven by sustained momentum across the pharmaceutical, distribution, and retail businesses

The sector posted a total revenue of **LKR 32.6 Bn** for FY25, representing a 17.3% YoY growth across key verticals. This growth contributed to an improved EBIT margin of **16.9%** for FY25, up by 146 bps YoY, reflecting the overall positive performance across these key areas



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	7.2%	-6.4%	19.8%	12.3%	13.9%	13.3%	20.2%	0.9%	15.9%	-9.8%
EBIT Margin (%)	13.3%		15.1%		18.5%		19.8%		13.8%	
PAT	349		712		1,059		1,134		673	
PAT Margin (%)	5.2%		9.4%		12.4%		13.1%		8.6%	
ROIC (%)	24.3%		21.6%		24.7%		27.4%		31.1%	

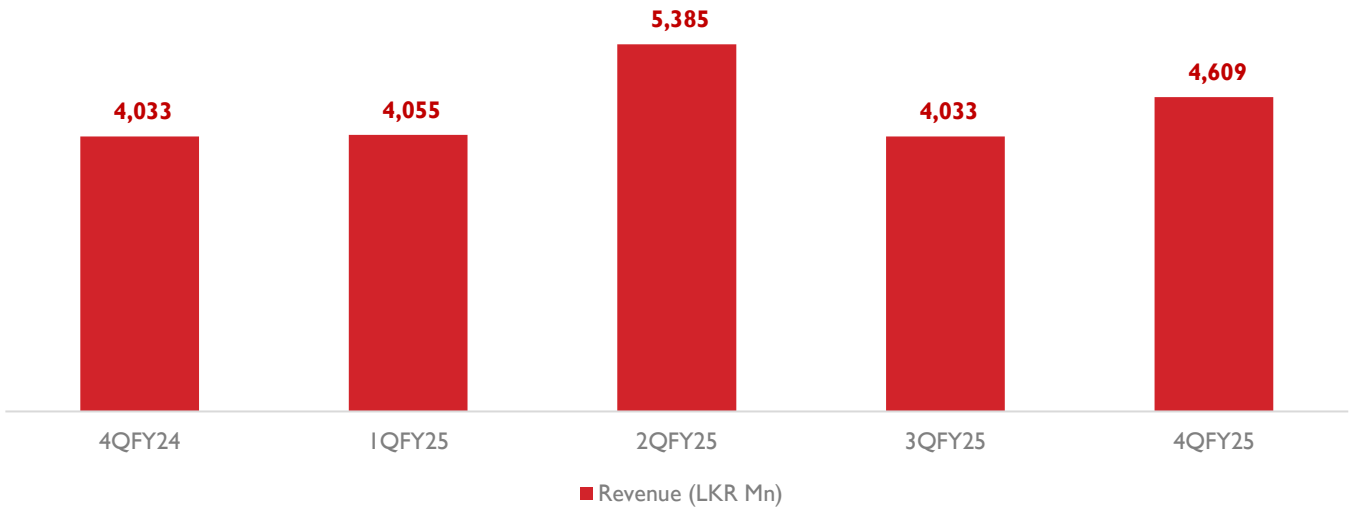
LKR Million unless stated otherwise

Sunshine Pharmaceuticals – Performance Highlights

Business Highlights

The pharmaceutical segment's revenue grew by 14.3% YoY in 4QFY25, driven by a volume growth of 12.0% YoY during the period

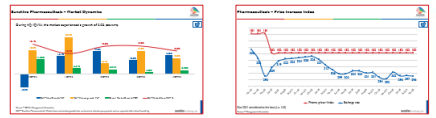
The segment posted total revenue of **LKR 18.1 Bn** for FY25, reflecting a 14.3% YoY improvement, fueled by sustained volume expansion of 15.6% YoY across key therapeutic areas. During IQVIA 4Q, the market experienced a growth of 3.0% (IQVIA - 2024 MAT%)



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-9.9%	10.5%	14.1%	0.5%	17.5%	32.8%	10.5%	-25.1%	14.3%	14.3%
Volume Growth (%)*	18.3%		27.9%		8.1%		17.5%		12.0%	
Market Share (%)	13.1%		12.7%		13.0%		13.0%		12.8%	

LKR Million unless stated otherwise

Market Dynamics Hyperlink

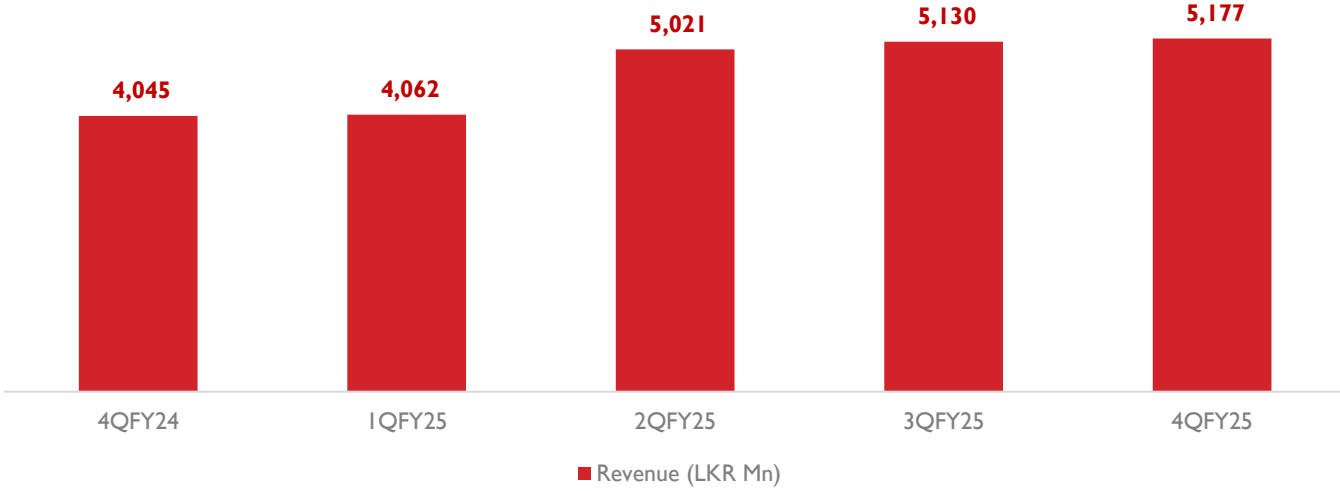


Healthguard Distribution – Performance Highlights

Business Highlights

The Distribution segment's revenue grew by 28.0% YoY in 4QFY25, driven by a significant volume increase of 29.6% YoY during the quarter

For FY25, the segment posted total revenue of **LKR 19.4 Bn**, supported by 28.0% YoY volume growth. The business expanded its portfolio through new distributor partnerships with Cipla and Micro Labs, aimed at creating long-term value through joint business development efforts



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	8.4%	4.4%	18.0%	0.4%	17.2%	23.6%	32.3%	2.2%	28.0%	0.9%

LKR Million unless stated otherwise,

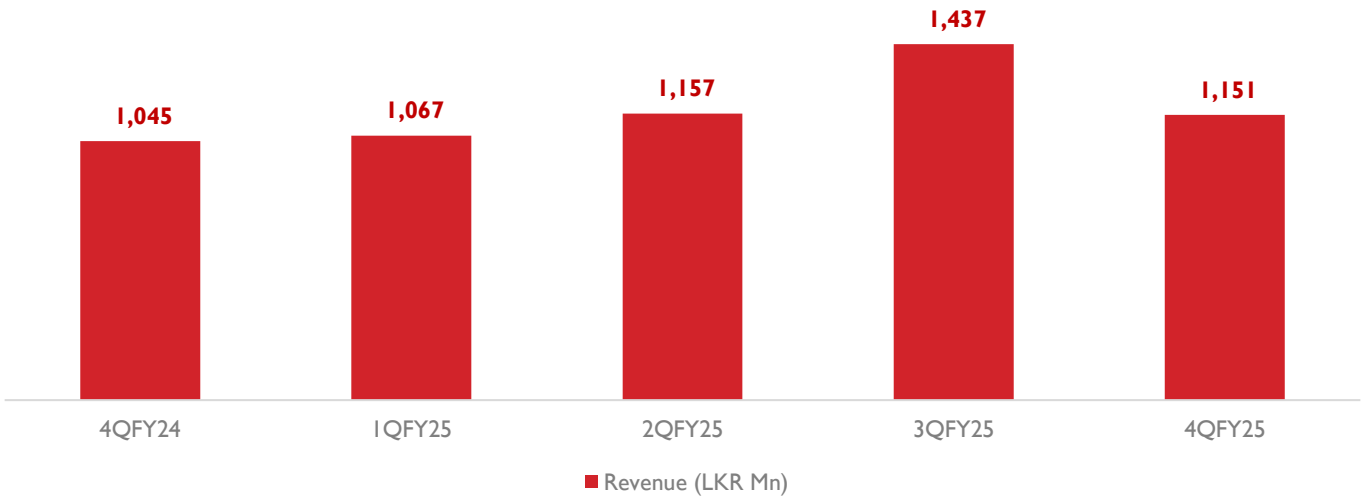
* Approximately 87% of the revenue is generated from internal customers, which are classified as intercompany sales

Sunshine Medical Devices – Performance Highlights

Business Highlights

The Medical Devices segment recorded a 10.1% YoY revenue growth in 4QFY25, reflecting improved performance during the quarter

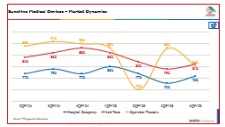
In FY25, recurring revenue in the segment grew by 4.0% YoY to **LKR 4.4 Bn**, supported by strong volume growth in the government sector



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-7.4%	-28.0%	-20.4%	2.1%	-31.2%	8.4%	-1.1%	24.2%	10.1%	-19.9%

LKR Million unless stated otherwise

Market Dynamics Hyperlink

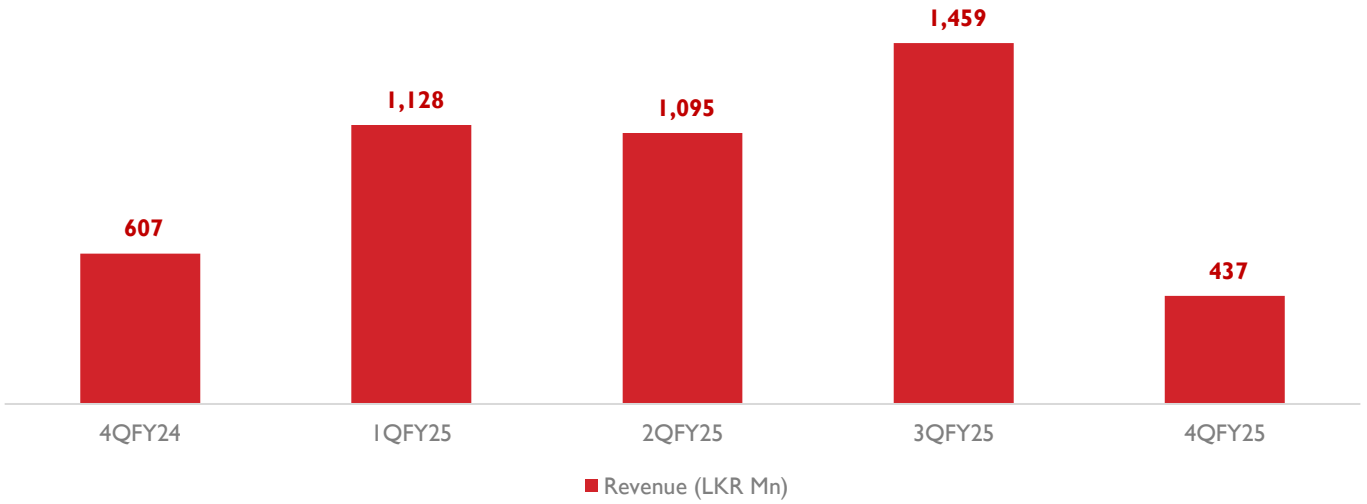


Lina Manufacturing – Performance Highlights

Business Highlights

During 4QFY25, revenue from the manufacturing business declined by 28.1% YoY, as the majority of Medical Supplies Division (MSD) deliveries were completed within 9MFY25

With the completion of the CY24 government order for Metered Dose Inhalers (MDIs), the segment recorded a significant revenue growth of 69.2% YoY in FY25, reaching **LKR 4.2 Bn**. Lina has also been awarded the government MDI order for CY25



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	50.7%	-21.4%	104.4%	85.7%	118.0%	-2.9%	88.8%	33.2%	-28.1%	-70.1%
MDI Capacity Utilization (%)*	54%		59%		75%		51%		19%	

LKR Million unless stated otherwise

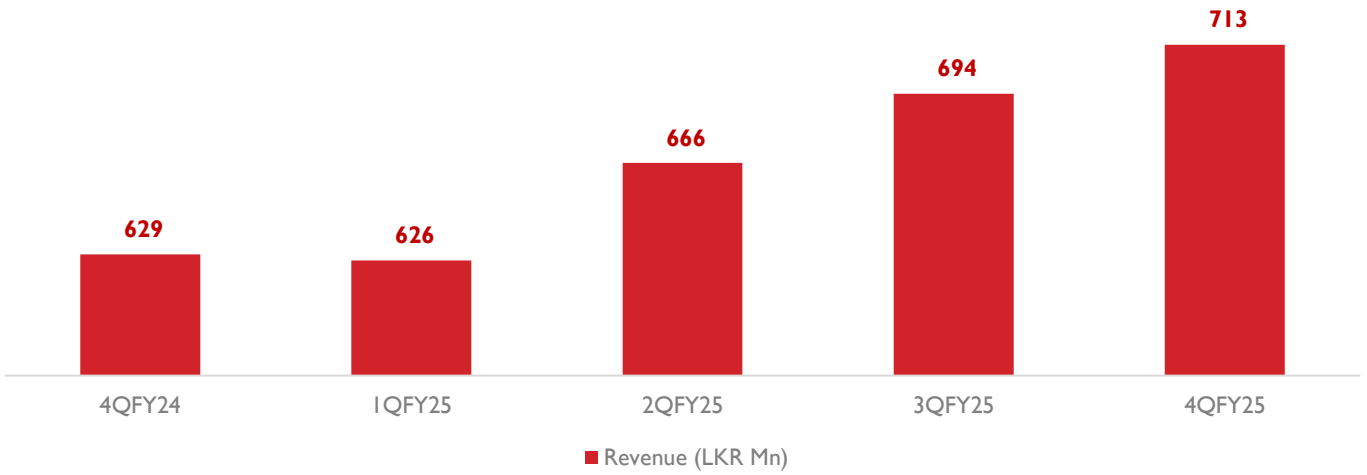
*MDI Capacity Utilization calculation was updated to reflect the 24x7 manufacturing

Healthguard Pharmacy – Performance Highlights

Business Highlights

The retail segment, Healthguard Pharmacy, recorded a 13.5% YoY increase in revenue for 4QFY25, driven by volume growth across both pharmaceutical and wellness ranges

For FY25, the segment reported total revenue of **LKR 2.7 Bn**, reflecting a 9.2% YoY improvement, mainly supported by volume growth in pharmaceuticals and value gains in wellness, despite a slight decline in volumes within that segment



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	16.5%	-6.0%	10.2%	-0.4%	9.5%	6.3%	3.7%	4.2%	13.5%	2.8%
Same store sales (SSS) growth (%)	8.9%		4.1%		4.5%		1.5%		12.0%	
Bill count growth (SS) (%)	5.0%		-0.7%		1.0%		-0.9%		5.6%	
Average Basket Value growth (SS) (%)	6.8%		4.9%		4.1%		2.5%		6.0%	
Availability (Top 1,750 SKUs) (%)	86%		83%		85%		83%		83%	

LKR Million unless stated otherwise

Consumer Brands

Sunshine Consumer, Market leader in branded tea and sugar confectionery

sunshine consumer

sunshine consumer

FY25

18.7 bn
Revenue

6.1 %
EBIT Margin

3.1 %
PAT Margin

Tea

Largest branded tea company in Sri Lanka – 48% market share*
*Peppercube Retail Measurement Survey

Catering to three distinct need and value segments, the portfolio comprising of three brands: Zesta, Watawala thei and Ran Kahata

Sugar Confectionery

Market leader in the hard-boiled candies category: ~45% market share

Brands consist of Daintee, Milady, X-tra and Daintee Hearts

Exports

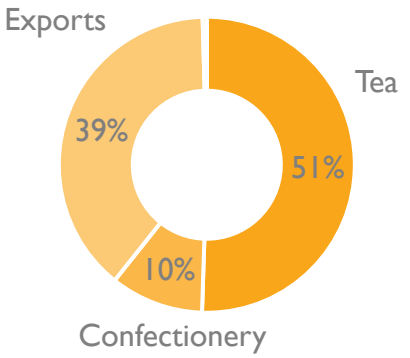
Exports value-added-tea products, including procuring, blending, packaging, and contract manufacturing of tea for private labels

Exports to 40+ countries, including USA, China, Iran, Dubai and Germany

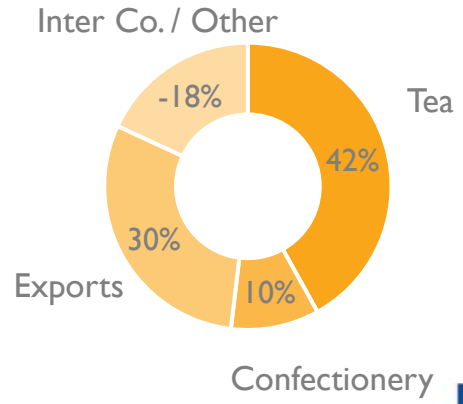
Brand Portfolio

Zesta – The Art of Tea
Ran Kahata
Watawala Thei
Daintee
X-tra
Milady – Quality Toffees and Sweets
Gordon Frazer
TeaZup
AVANTEA

Revenue Split FY25



Total Asset Split FY25

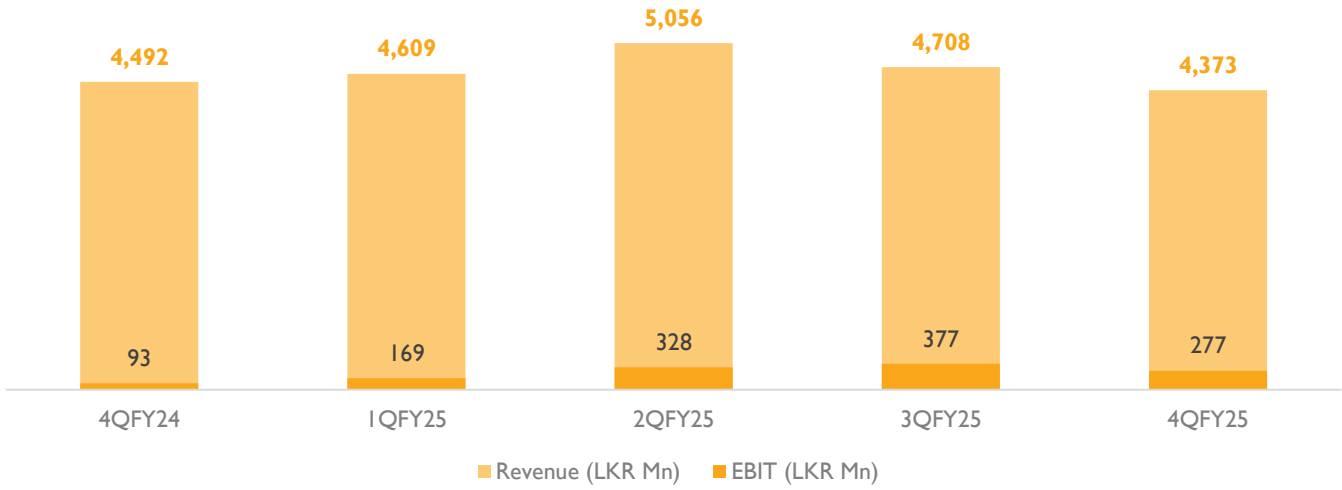


Consumer Sector – Highlights

Sector Highlights

The Consumer sector, including both export and domestic businesses, recorded a 2.7% YoY revenue decline in 4QFY25, largely due to reduced volumes in the confectionery and export segments during the quarter

For FY25, the sector posted total revenue of **LKR 18.7 Bn**, reflecting a 3.0% YoY decline, mainly due to weak performance in domestic businesses during the first half of the year, partially offset by strong performance in the export segment



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-8.7%	-12.5%	-1.9%	2.6%	1.1%	9.7%	-8.3%	-6.9%	-2.7%	-7.1%
EBIT Margin (%)	2.1%		3.7%		6.5%		8.0%		6.3%	
PAT	90		91		154		196		142	
PAT Margin (%)	2.0%		2.0%		3.0%		4.2%		3.3%	
ROIC (%)	22.0%		18.1%		13.2%		10.0%		12.2%	

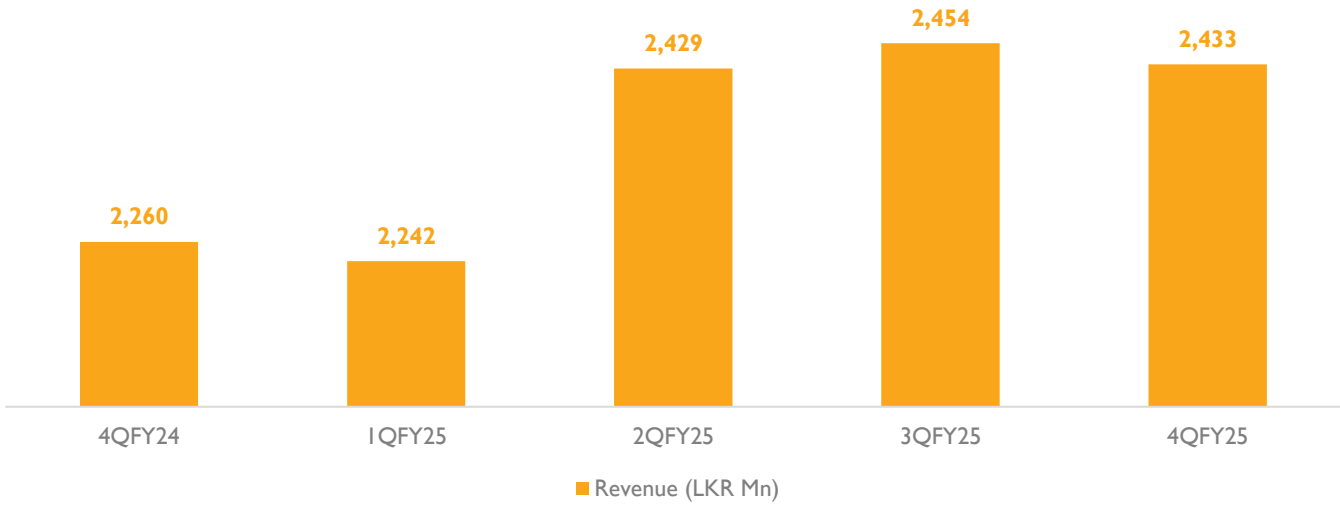
LKR Million unless stated otherwise

Tea – Performance Highlights

Business Highlights

Revenue from the Branded Tea business grew by 7.6% YoY to **LKR 2.4 Bn** in 4QFY25, driven by focused trade and consumer activation initiatives

For FY25, the segment recorded total revenue of **LKR 9.6 Bn**, reflecting an 8.8% YoY decline. Despite the topline contraction, overall volumes grew by 2.2% YoY, underlining the strength and stability of our brands



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-7.4%	-25.7%	-11.3%	-0.8%	-8.3%	8.4%	-19.3%	1.0%	7.6%	-0.8%
Volume (kgs '000)	1,201		1,150		1,224		1,247		1,231	
Volume Growth % (YoY) | (QoQ)	9.7%	-11.8%	9.2%	-4.2%	5.8%	6.4%	-8.4%	1.9%	2.5%	-1.3%
Market Share (%) – Quarter Average	44.9%		45.0%		47.5%		48.7%		48.2%	

LKR Million unless stated otherwise

Market Dynamics Hyperlink

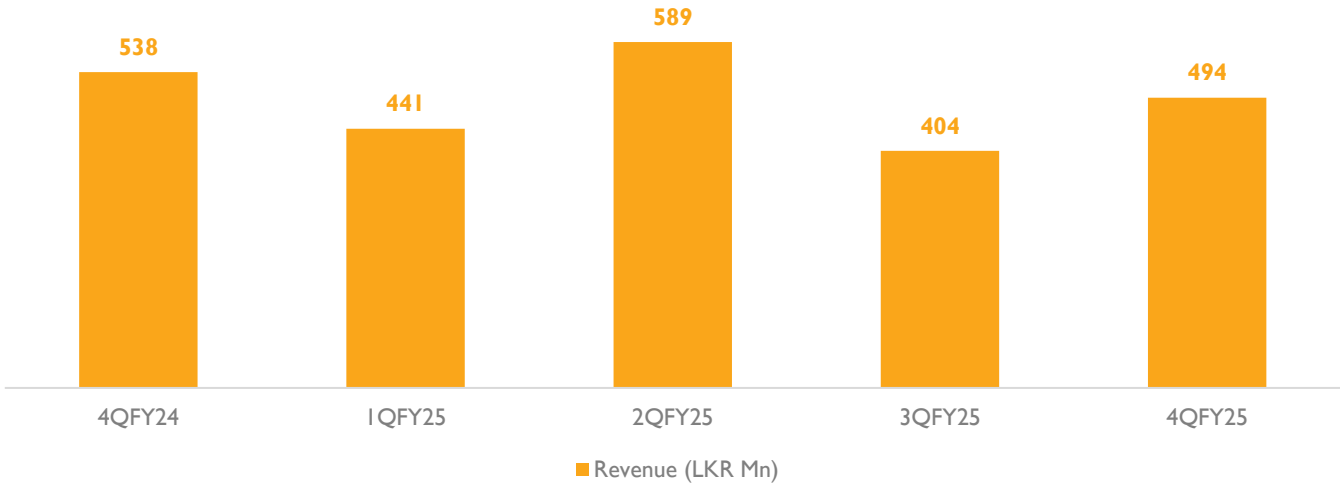


Confectionery – Performance Highlights

Business Highlights

Revenue from the Confectionery business declined by 8.1% YoY in 4QFY25, primarily due to lower sales volumes during the period. However, the business recorded growth in both revenue and volume on a QoQ basis, signaling early signs of recovery

For FY25, the segment reported total revenue of **LKR 1.9 Bn**, reflecting a 28.0% decline compared to last year, driven by weak consumer sentiment following VAT increases and intensified competitive activity in the market



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-27.5%	-28.1%	-37.1%	-17.9%	-14.9%	33.5%	-46.0%	-31.5%	-8.1%	22.4%
Volume (kgs '000)	507		384		523		351		449	
Volume Growth % (YoY) | (QoQ)	-20.7%	-22.8%	-36.0%	-24.3%	-13.3%	36.2%	-46.6%	-32.9%	-11.4%	27.9%
Market Share (%) – Quarter Average	21.7%		20.7%		20.1%		18.8%		17.2%	

LKR Million unless stated otherwise

Market Dynamics Hyperlink



Confectionery NPD Momentum – Energizing Our Brand Portfolio



Milady Dhodam Candy



Daintee Jelly Crystals



Daintee Hearts 20g slab



Milady Jumbo Choco Mint



Daintee Blueberry Cheweez



Daintee Bitz 50g



Milady Chocomint Lollipop



Daintee Gum Lollipop

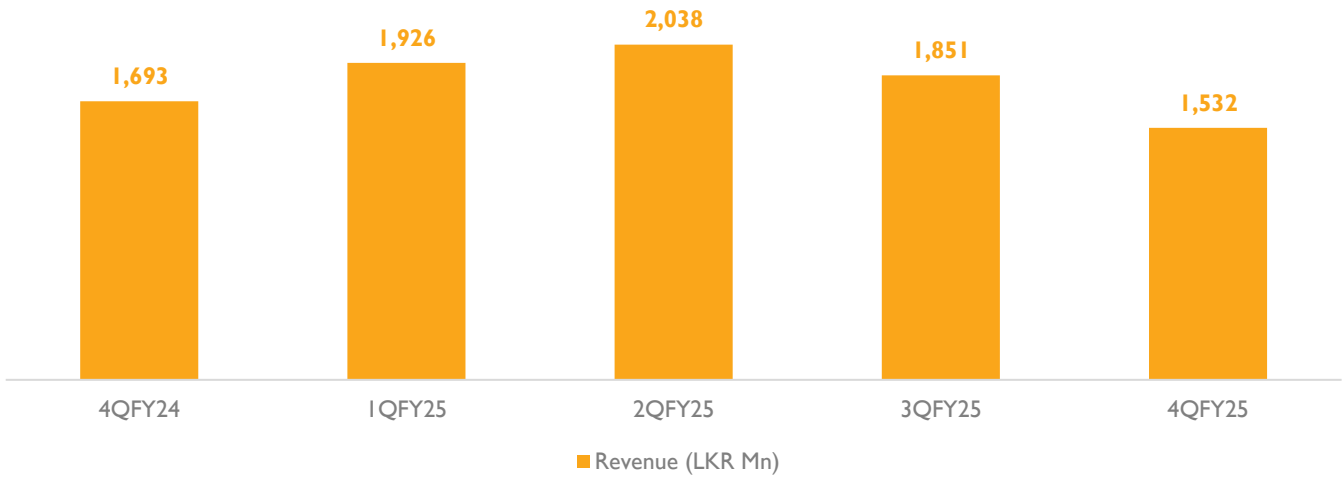
Mar 2025 | Apr 2025 | May 2025 | Jun 2025 | Aug 2025

Exports – Performance Highlights

Business Highlights

The export business recorded a 9.5% YoY revenue decline in 4QFY25, reaching **LKR 1.5 Bn**, mainly due to a volume dip from key clients and an unfavorable exchange rate compared to the previous year.

For FY25, the segment reported total revenue of **LKR 7.3 Bn**, reflecting 19.1% YoY growth, primarily driven by a recovery in export volumes and increased demand from key clients during the first 9 months of the year



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-3.0%	25.7%	31.1%	13.8%	22.9%	5.8%	37.4%	-9.2%	-9.5%	-17.2%
Volume (kgs '000)	800		904		841		865		654	
Volume Growth % (YoY) | (QoQ)	4.3%	33.6%	24.0%	13.0%	6.3%	-7.0%	44.5%	2.9%	-18.4%	-24.4%

LKR Million unless stated otherwise

Agribusiness

Watawala Plantations PLC primarily engages in palm oil and dairy farming

Watawala Plantations PLC

FY25

7.9 bn
Revenue

36.2 %
EBIT Margin

23.7 %
PAT Margin

Palm Oil

A land extent of ~3,400 Ha under palm oil cultivation

The first in South Asia to receive RSPO certification for sustainable oil palm plantation

Positioning – largest oil palm cultivator in Sri Lanka

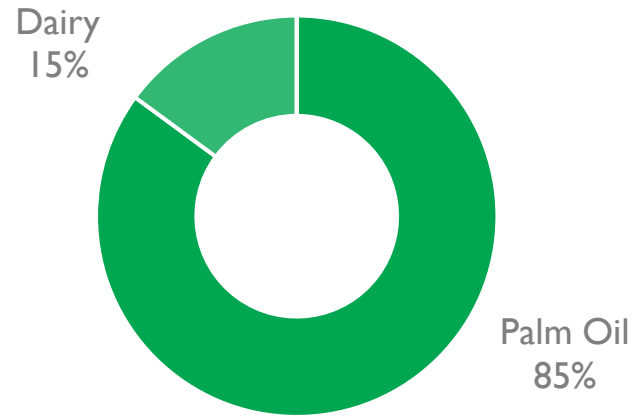
Dairy

727 milking cows / 1,674 herd

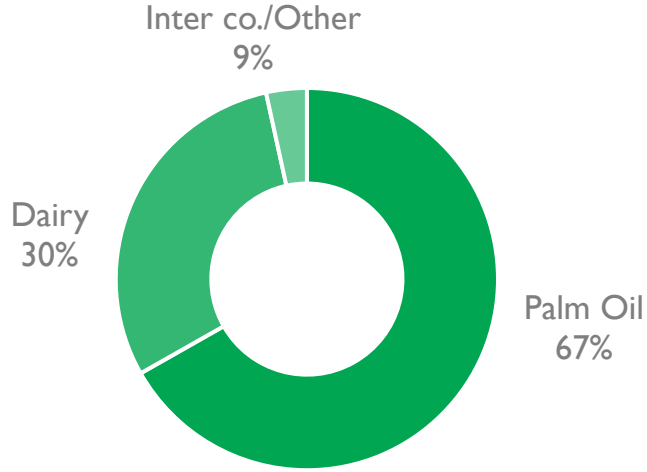
Board of Investment (BOI) registered project which commercial operations in Aug 2017

DAIRYMASTER milking parlour system capable of monitoring the progress of each animal's yield and quality of milk produced

Revenue Split FY25



Total Asset Split FY25

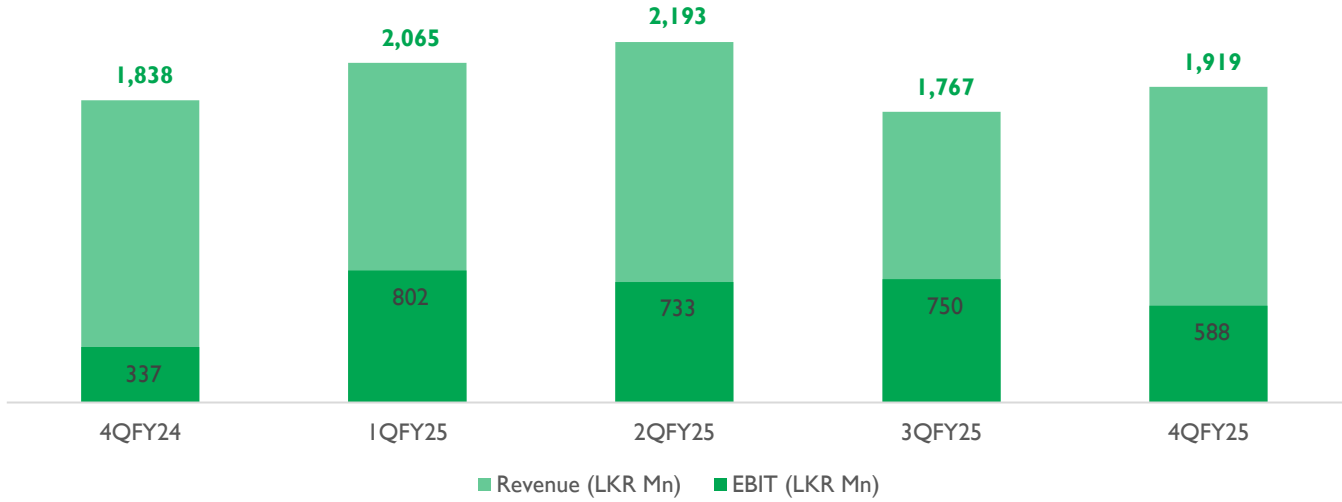


Agribusiness – Highlights

Sector Highlights

The Agribusiness sector reported revenue of **LKR 1.9 Bn** in 4QFY25, reflecting a 4.4% YoY improvement, driven by the performance of the palm oil business

For FY25, the sector reported total revenue of **LKR 7.9 Bn**, reflecting a 4.5% YoY contraction, primarily due to an 18.6% YoY decline in revenue from the dairy business



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-13.3%	-2.5%	-12.4%	12.4%	-2.2%	6.2%	-6.3%	-19.4%	4.4%	8.6%
EBIT Margin (%)	18.3%		38.8%		33.4%		42.5%		30.6%	
PAT / PAT Margin (%)	142	7.7%	582	28.2%	402	18.4%	488	27.6%	412	21.5%
ROIC (%)	25.3%		27.0%		28.1%		29.1%		33.4%	

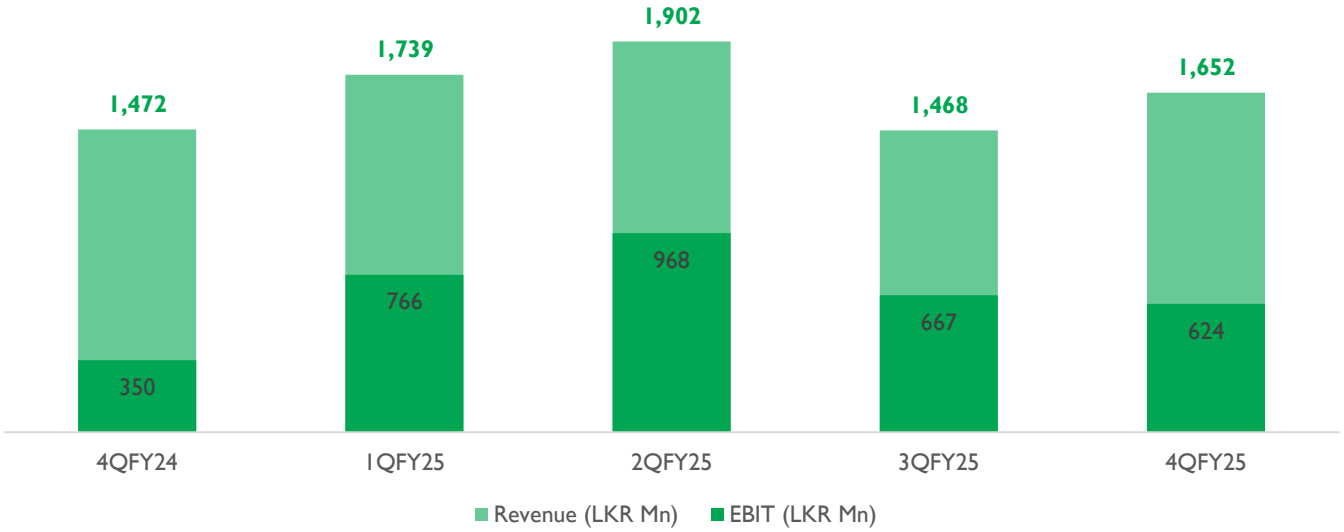
LKR Million unless stated otherwise

Palm Oil – Performance Highlights

Business Highlights

The Palm Oil segment recorded a 12.2% YoY improvement in revenue in 4QFY25, driven primarily by higher selling prices during the period, despite a decline in volumes

For FY25, the segment reported total revenue of **LKR 6.8 Bn**, reflecting a 1.6% YoY decline, primarily due to lower sales volumes. While selling prices for oil and crops improved in the second half of the year, this was insufficient to fully offset the impact of reduced volumes



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	-18.6%	-0.9%	-13.8%	18.1%	0.5%	9.3%	-1.2%	-22.8%	12.2%	12.6%
EBIT Margin (%)	23.8%		44.0%		50.9%*		45.4%		37.8%	
PAT / PAT Margin (%)	332	22.6%	556	32.0%	654	34.4%	478	32.6%	265	16.0%
CPO Production Growth (YoY %)	-4%		-21%		-5%		-15%		-4%	
Average palm oil price Growth (YoY %)	-12%		-12%		1%		4%		12%	

LKR Million unless stated otherwise

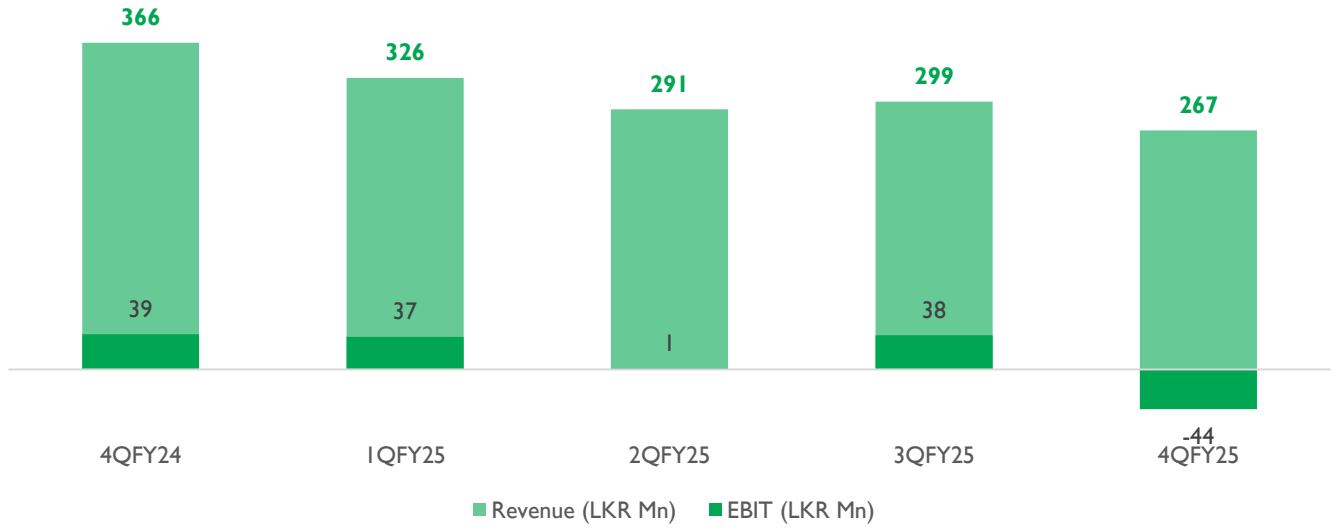
* Excluding Impairment on Investment in subsidiary of LKR 139m

Dairy – Performance Highlights

Business Highlights

The dairy business recorded a 26.8% YoY revenue decline in 4QFY25, driven by reductions in both volumes and milk selling prices

This trend persisted over the full year, with the segment reporting total revenue of **LKR 1.2 Bn** in FY25, down 18.6% YoY, due to lower production volumes and weaker realized prices



Investor Metrics	4QFY24		1QFY25		2QFY25		3QFY25		4QFY25	
Revenue Growth % (YoY) | (QoQ)	18.0%	-8.6%	-4.2%	-10.8%	-16.4%	-10.8%	-25.1%	2.9%	-26.8%	-10.7%
EBIT Margin (%)	10.8%		11.2%		0.3%*		12.8%		-16.8%	
PAT / PAT Margin (%)	-142	-38.8%	27	8.2%	-11*	-3.8%	-23	-7.6%	-67	-25.1%
Milk Production Growth (YoY %)	10%		-1%		-16%		-14%		-17%	
Average milk price Growth (YoY %)	4%		1%		-10%		-13%		-13%	

LKR Million unless stated otherwise

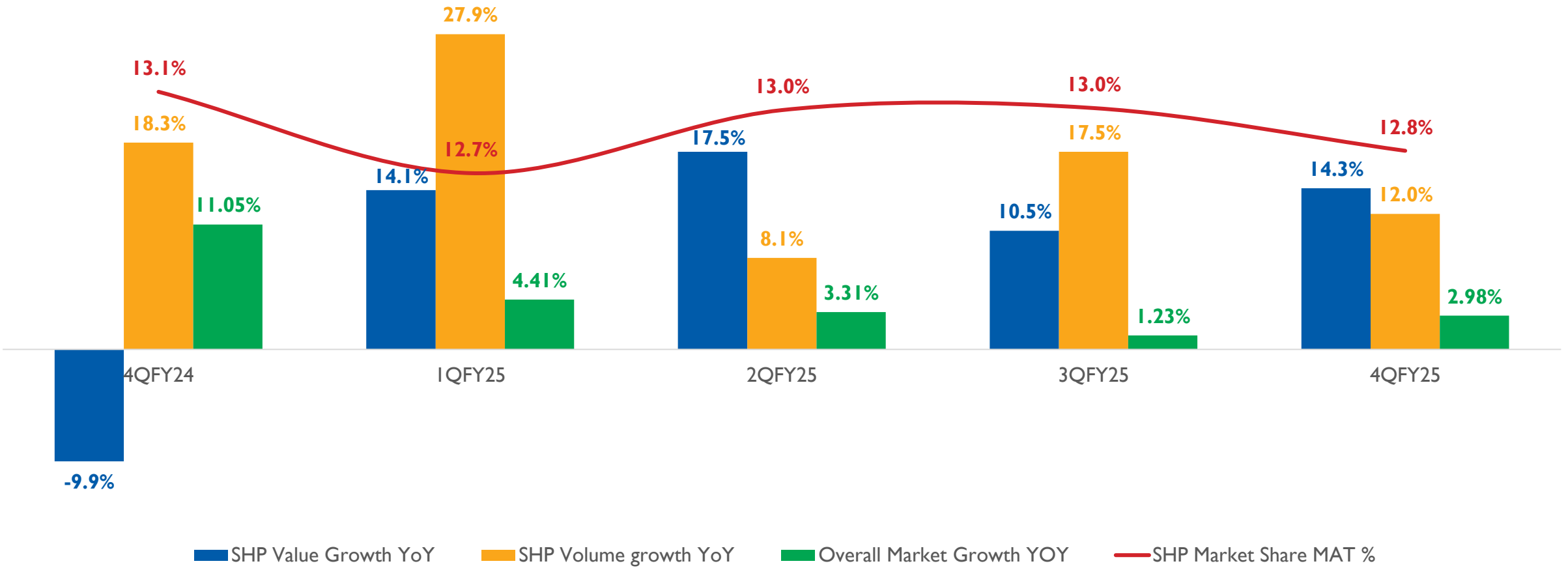
* Adjusted for the fair value loss in Biological Assets of LKR 253m

Q&A

Appendix

Sunshine Pharmaceuticals – Market Dynamics

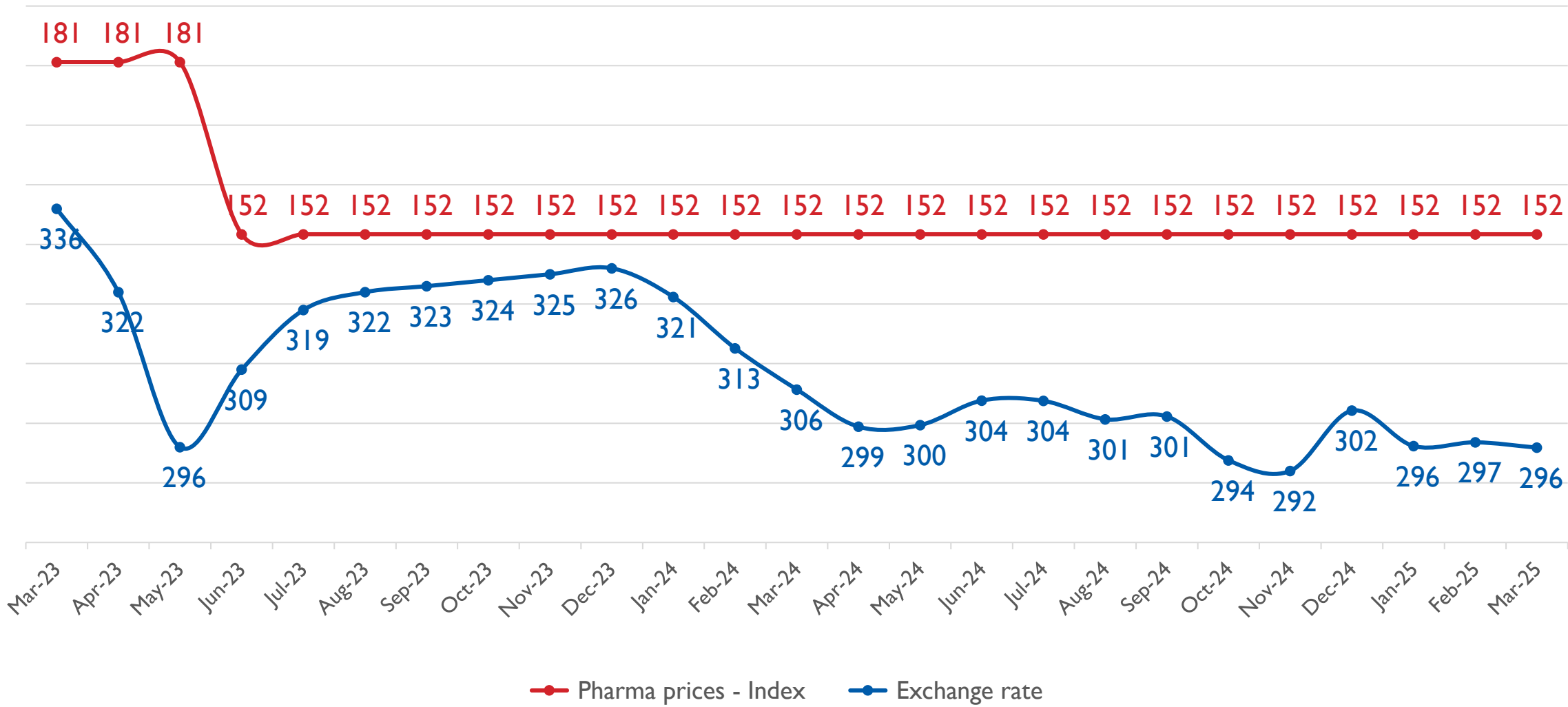
During 4Q IQVIA, the market experienced a growth of 3.0% (2024 MAT%)



Source – IQVIA, Management Information

SHP – Sunshine Pharmaceuticals, Market share and market growth data are based on calendar year periods and are reported with a three-month lag

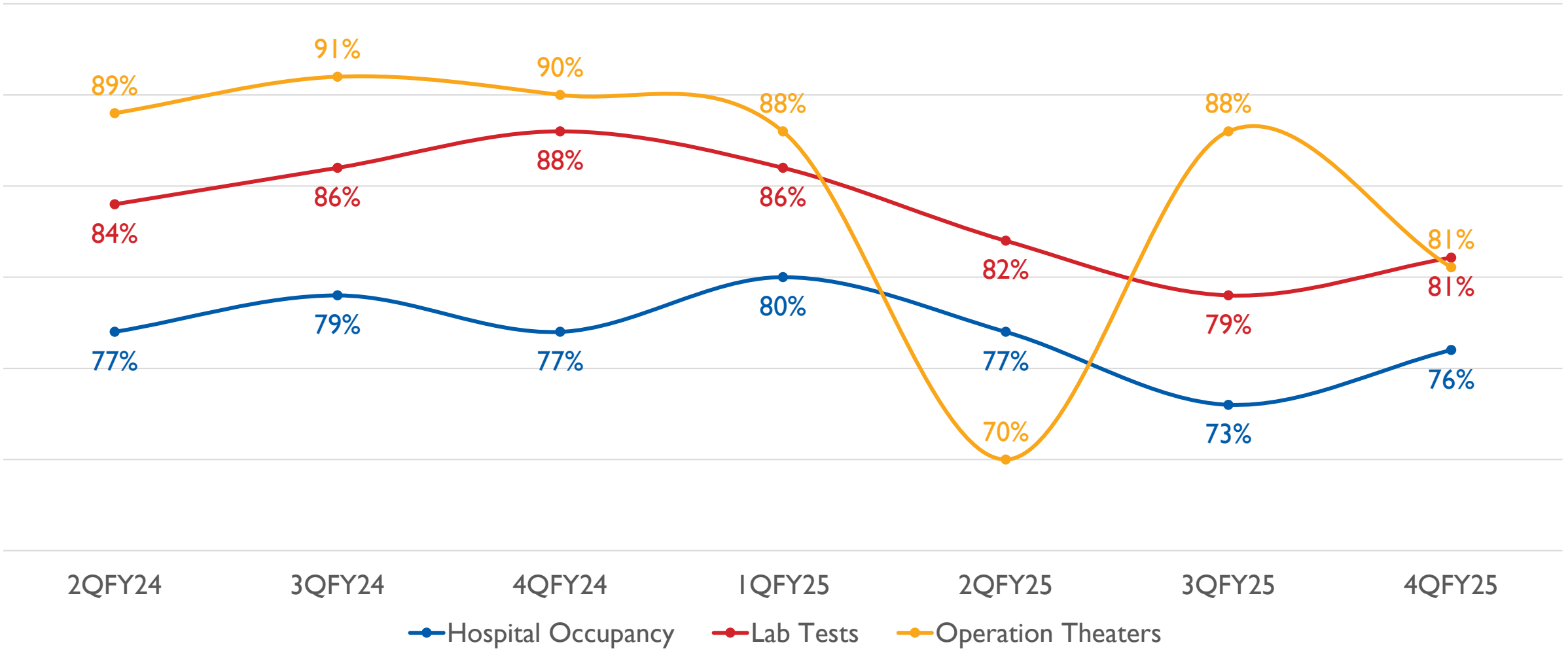
Pharmaceuticals – Price Increase Index



Dec 2021 considered as the base (i.e., 100)

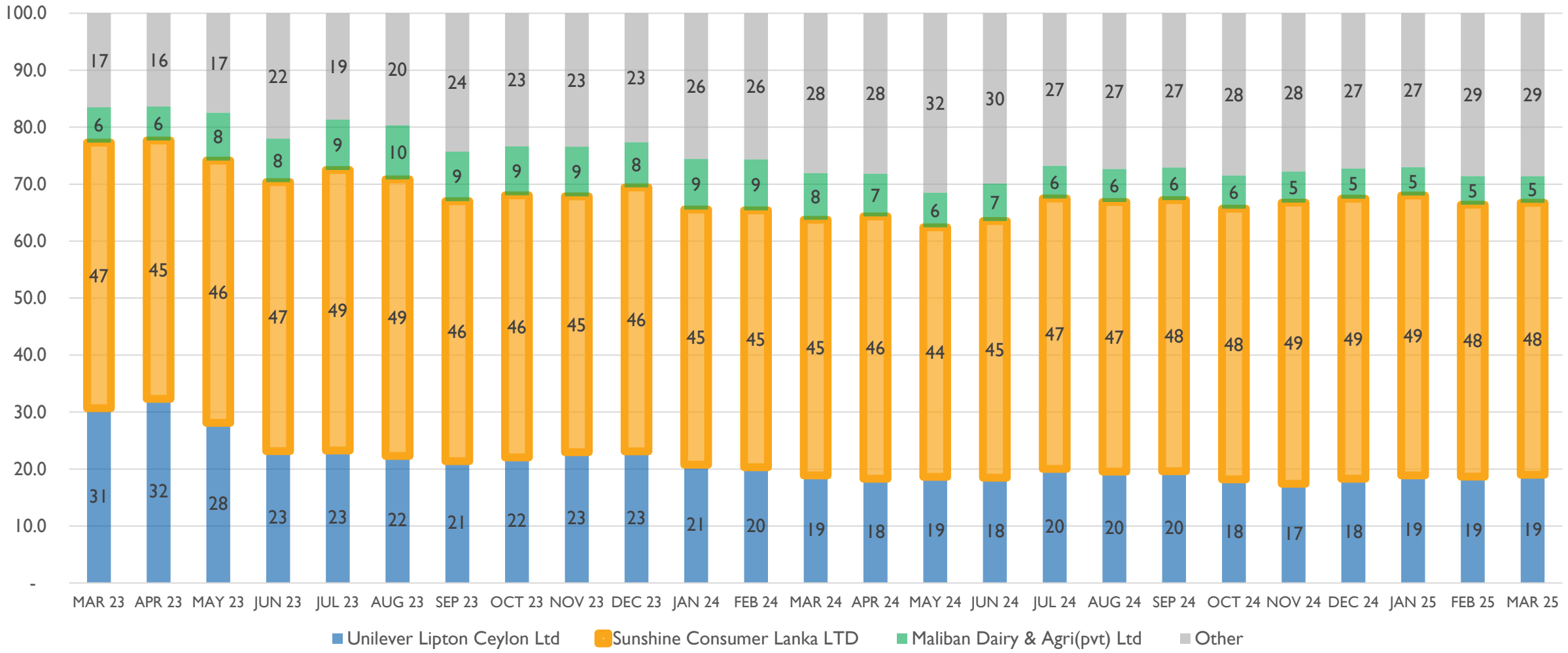
Source – Management Information

Sunshine Medical Devices – Market Dynamics



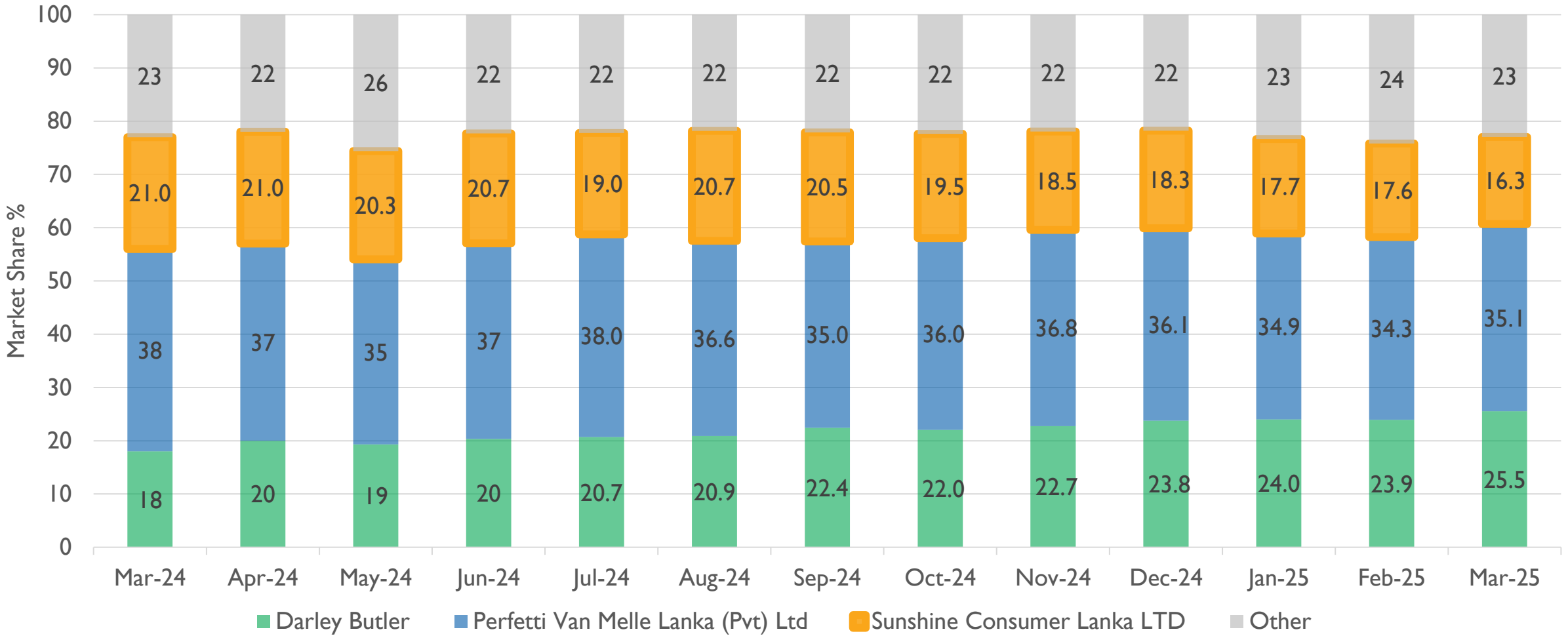
Source – Management Information

Brand Value Market Share (%) – Tea



Source: Peppercube RMS

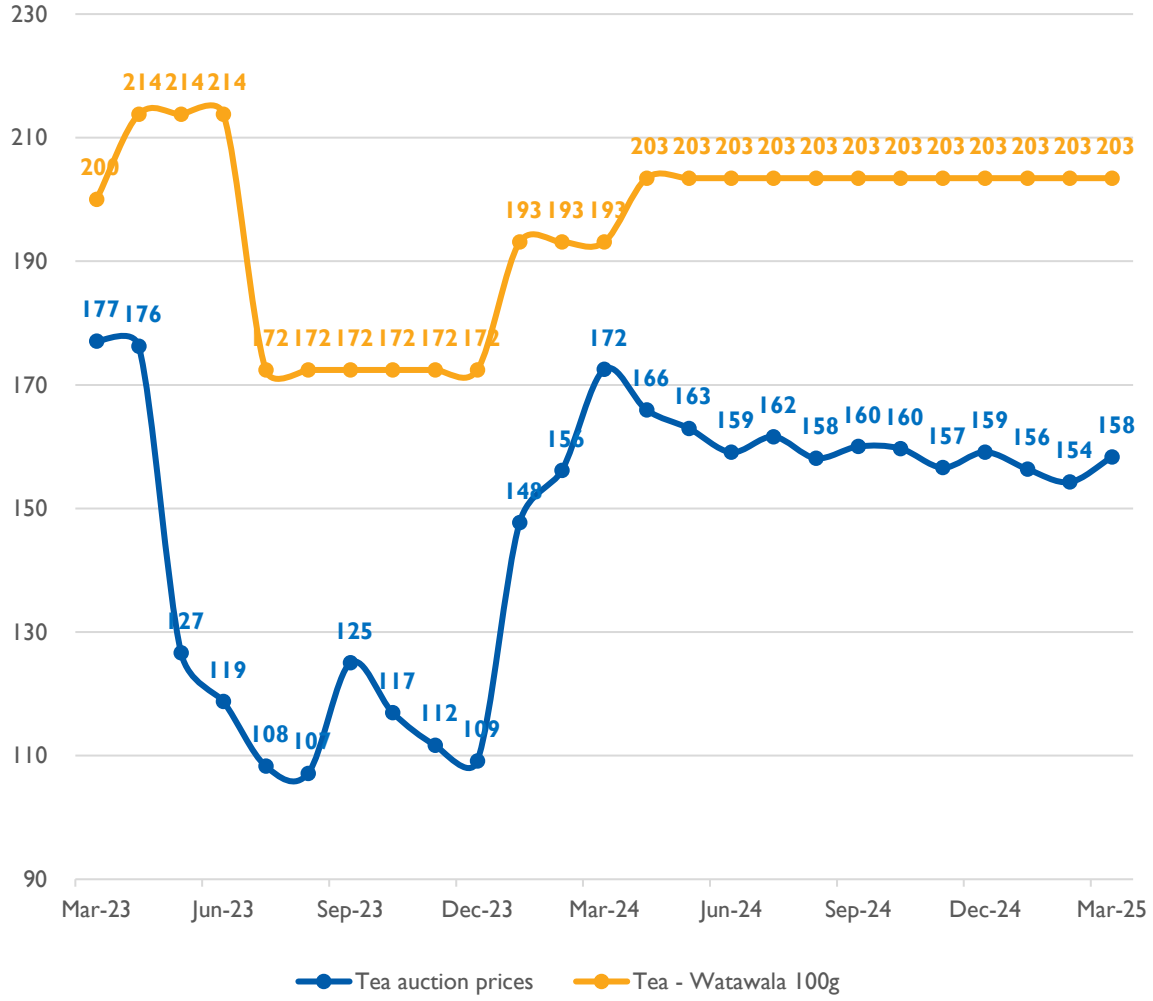
Brand Value Market Share (%) – Confectionary



Source: Peppercube RMS

Price Index – Tea and Confectionary

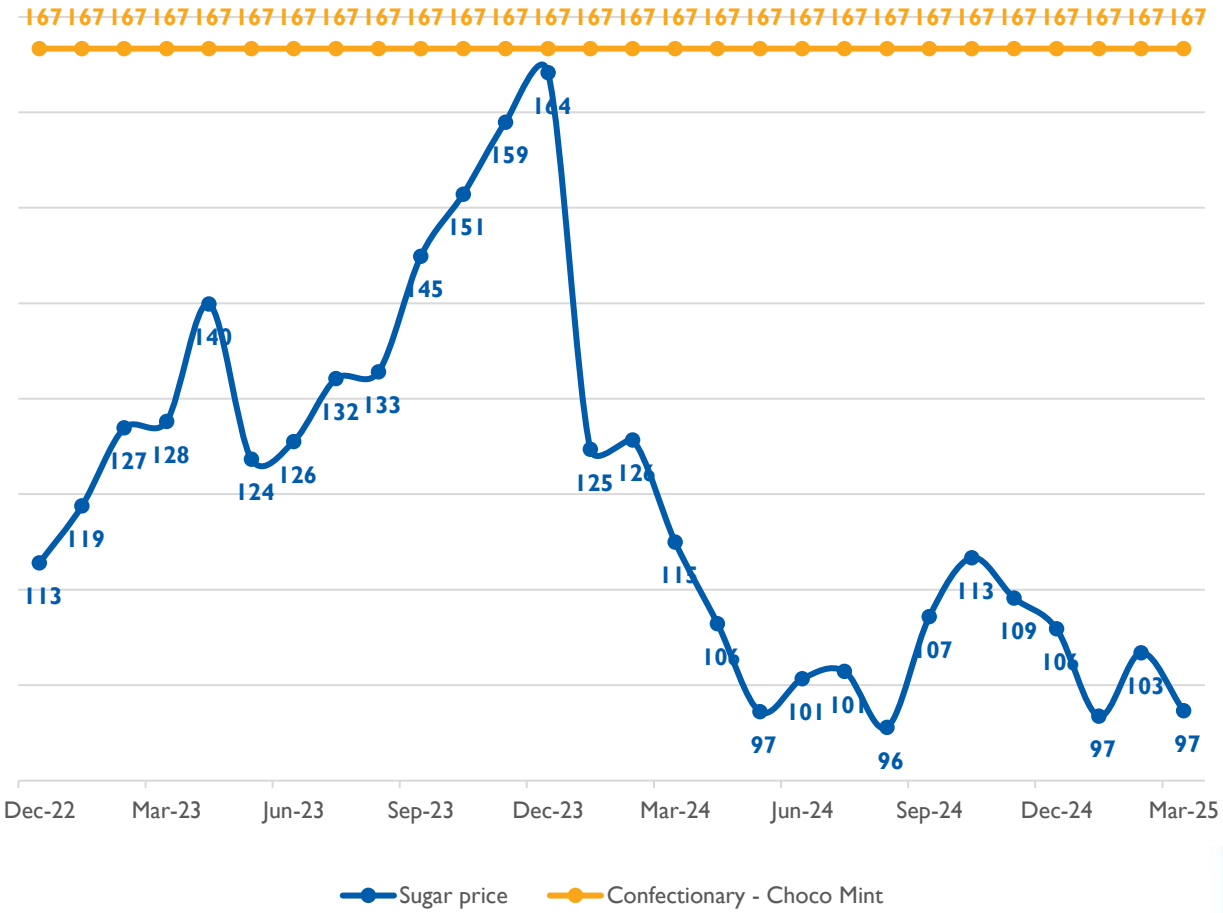
Tea Price Index



March 2022 considered as the base (i.e., 100)

Source – Management Information

Confectionery Price Index



Source – Global price of Sugar, No. 11, World, Management Information

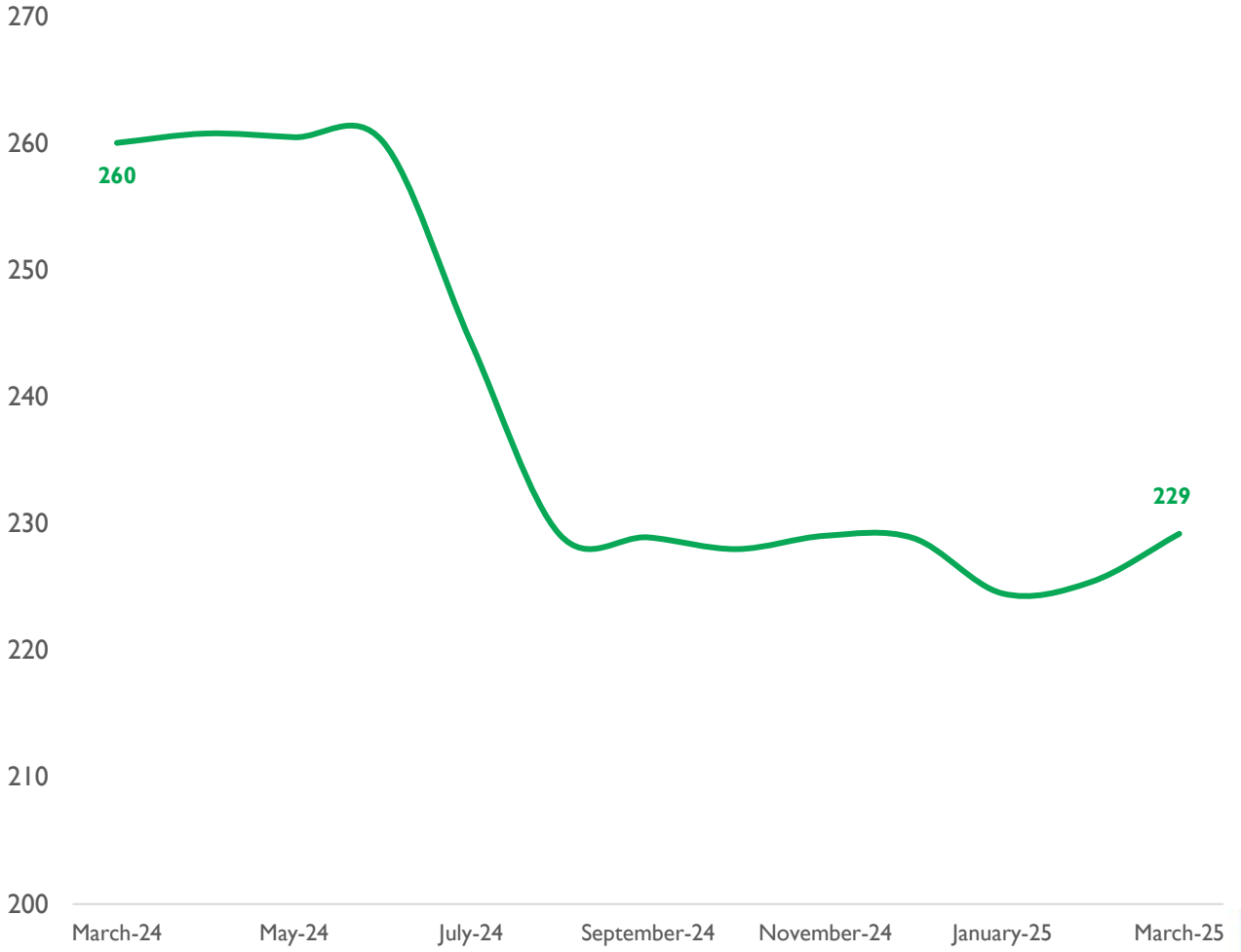
Agribusiness – Price Movement

Settlement Price (RM)



Source - Malaysian contract price

WDL's Avg Milk Price (LKR)



Source – Management Information

Forward Looking Statements

This presentation contains forward-looking statements that are based on management's current expectations and assumptions. Forward-looking statements include predictions of future results or activities and may contain the words "expects," "believes," "should," "will," "anticipates," "projects," "estimates," "implies," "can," or words or phrases of similar meaning. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from the potential results discussed in the forward-looking statements. Our predictions could be affected by a variety of factors, including: competitive dynamics and the markets for our products, including new product introductions, advertising activities, pricing actions and promotional activities of our competitors; economic conditions, including changes in inflation rates, interest rates, tax rates, or the availability of capital; product development and innovation; consumer acceptance of new products and product improvements; consumer reaction to pricing actions and changes in promotion levels; acquisitions or dispositions of businesses or assets; changes in capital structure; changes in laws and regulations, including labeling and advertising regulations; impairments in the carrying value of intangible assets, or other long-lived assets, or changes in the useful lives of other intangible assets; changes in accounting standards and the impact of significant accounting estimates; product quality and safety issues, including recalls and product liability; changes in consumer demand for our products; effectiveness of advertising, marketing and promotional programs; changes in consumer behavior, trends and preferences, including weight loss trends; consumer perception of health-related issues; consolidation in the retail environment; changes in purchasing and inventory levels of significant customers; fluctuations in the cost and availability of supply chain resources, including raw materials, packaging and energy; disruptions or inefficiencies in the supply chain; benefit plan expenses due to changes in plan asset values and discount rates used to determine plan liabilities; failure or breach of our information technology systems; foreign economic conditions, including currency rate fluctuations; and political unrest in foreign markets and economic uncertainty due to terrorism or war.

The company undertakes no obligation to publicly revise any forward-looking statements to reflect any future events or circumstances.

Thank you!

For more information, Please visit our Investor Relations page

https://www.sunshineholdings.lk/investor/financial-reports