

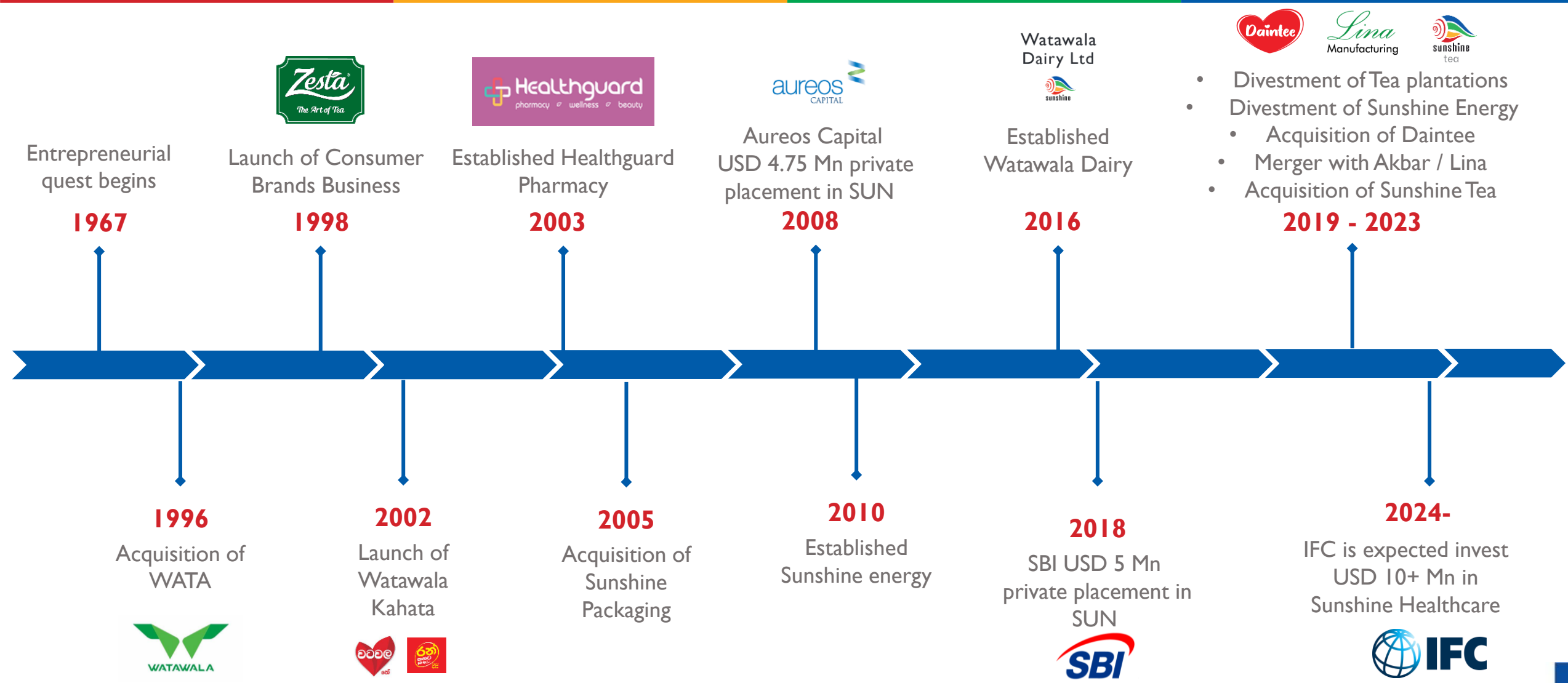


sunshine

Sunshine Holdings PLC

“A growth story in Healthcare and Consumer Brands”

Over 56 Years of Entrepreneurial Journey: A Respected Conglomerate, Bringing Global Standards to Sri Lanka



Sunshine Holdings PLC, A diverse conglomerate with interests in healthcare, consumer brands and agribusiness sectors



Healthcare Segment

Fully integrated pharmaceutical player that encompasses the entire value chain, that includes Manufacturing and R&D, Importation and agency, Distribution, and Retail (Pharmacy)

27.8 bn
Revenue



Manufacturing and R&D



Distribution



Importation and Agency



Retail

Key principles

3M

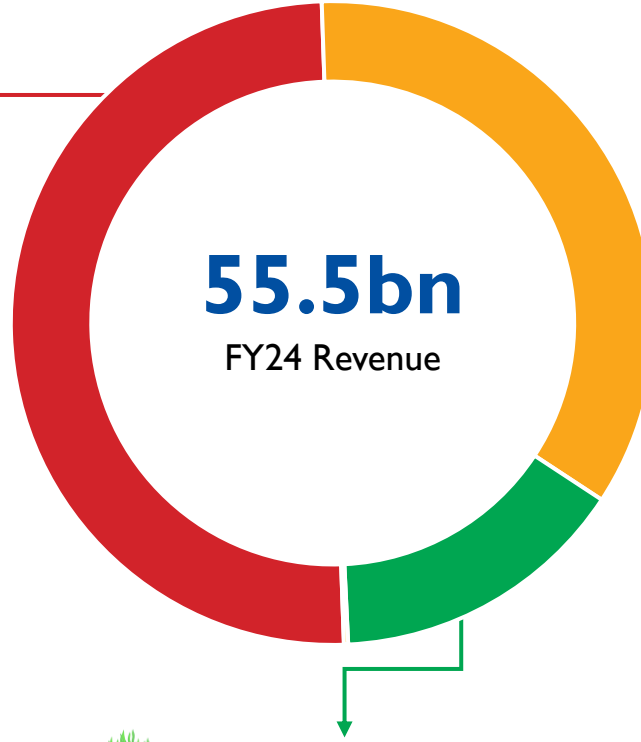
SIEMENS

glenmark



Johnson & Johnson

Abbott



55.5bn
FY24 Revenue



Agribusiness

Agribusiness encompasses cultivation, agri-processing, and dairy farming, with an outlook for diversification into other crops. The palm oil business, the first in South Asia to receive RSPO certification, remains the largest revenue earner for the segment

8.3 bn
Revenue



Oil Palm Plantation over 3,400 hectares – largest in Sri Lanka



Dairy 1,700 herd producing 16,000 litres of fresh milk per day

Consumer Brands



The largest branded tea company in the country, known for trusted domestic tea brands, a strong international presence through its export arm, and the market leader in sugar confectionery

19.3 bn
Revenue



Tea – Local & Export Markets



Confectionery

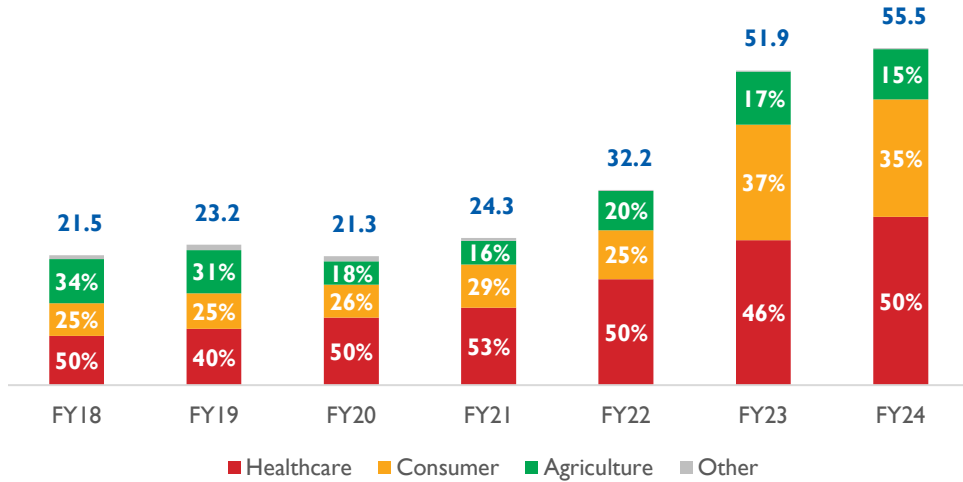
Brand Portfolio



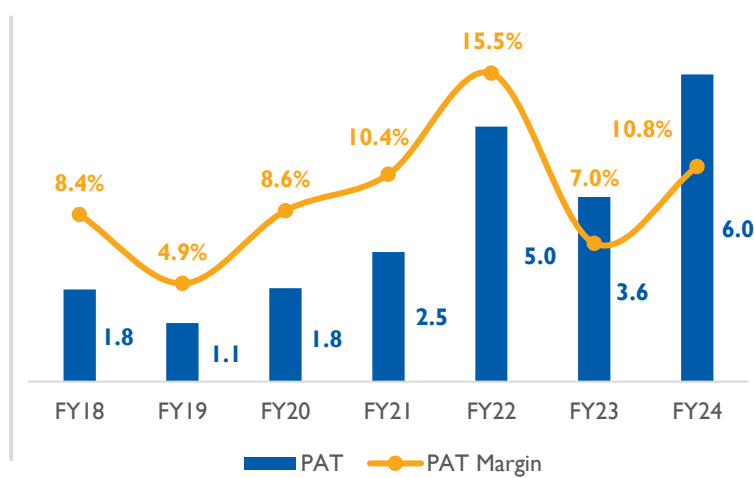
SUN has consistently demonstrated its commitment to delivering value to investors over the years, fostering trust and growth



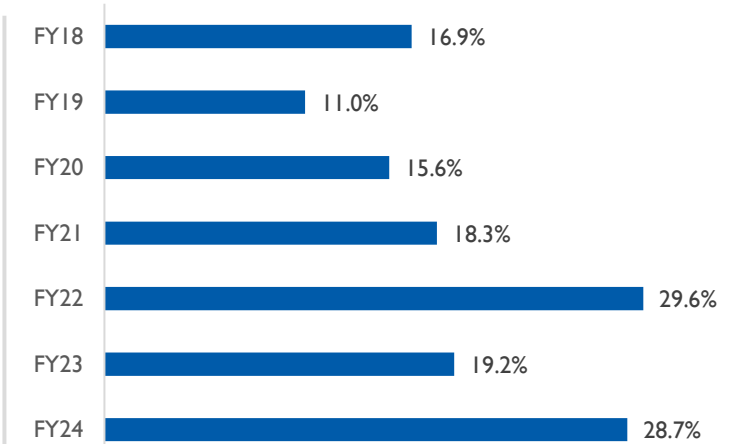
Total Revenue – LKR bn



PAT – LKR bn / PAT Margin - %



ROE - %



INVESTOR RATIOS

LKR **31.5** bn

Market Capitalization

1.7x

PBV

7.0x

PER

2.0%

Dividend Yield

PROFITABILITY RATIOS

31.0%

GP Margin

38.43

NBV

15.6%

EBIT Margin

9.09

EPS

Footnote : I- Share price details as of 28th May 2024, LKR 64.00

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



As at FY24

27.8 bn
Revenue

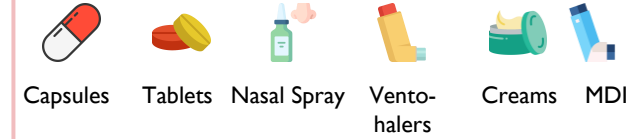
15.5 %
EBIT Margin

9.1 %
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

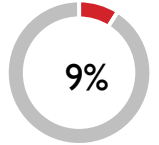
Government and Local market



Contract manufacturing



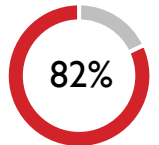
Revenue Contribution



Importation and Agency

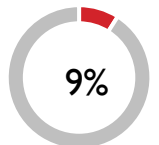
Sri Lanka's second largest (13.1% market share) importer in the Pharma and Medical Devices segment with access to 75+ principals

Key principals



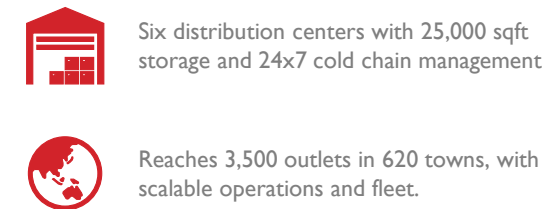
Retail (Pharmacy)

Healthguard Pharmacy, has grown to 15 outlets in the Colombo district, becoming Sri Lanka's leading Health and Wellness chain



Distribution

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



Footnote : I - Included under Importation and Agency

Sunshine Consumer, Market leader in branded tea and sugar confectionery



sunshine
consumer

As at FY24

19.3 bn
Revenue

9.7 %
EBIT Margin

5.9 %
PAT Margin

Tea

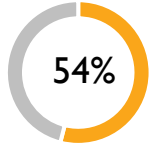
Largest branded tea company in Sri Lanka – 49% market share

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

Brand Portfolio



Revenue Contribution

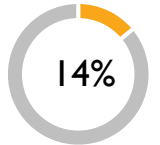


Sugar Confectionery

Market leader in the hard-boiled candies category: ~27% market share

Distribution network: ~43,000 outlets (Direct Distribution)

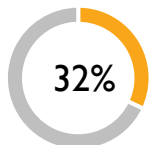
2 manufacturing sites



Exports

Focuses on exporting 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



Watawala Plantation, primarily engages in the cultivation, manufacturing and sale of palm oil and dairy farming



Watawala Plantations PLC
Watawala Dairy Ltd

As at FY24

8.3 bn
Revenue

32.0 %
EBIT Margin

28.2 %
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 palm oil producer in Sri Lanka

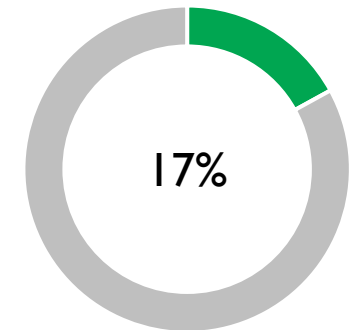
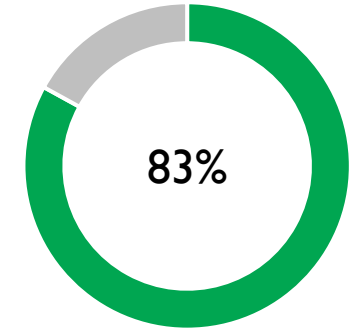
Dairy

800 milking cows / 1,700 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 Contribution



Esteemed BOD, averaging ~30 years of combined local and international experience coupled with a strong foundation in global best practices in corporate governance



Amal Cabraal
Chairman



Vish Govindasamy
Deputy Chairman



Shyam Sathasivam
Group CEO



G Sathasivam
Founder



A D B Talwate
Independent Director



Sanjeev Shishoo
Independent Director



Sudarshan Jain
Independent Director



S Renganathan
Independent Director



Reyaz Mihular
Independent Director



Aruni Goonetilleke
Independent Director



Aruna Deepthikumara
Group CFO



Tyeabally Akbarally
Director

7

Independent
Directors

2

Non-Executive
Directors

3

Executive
Directors

Why Sunshine Holdings ?

Defensive Portfolio

Strong portfolio mainly focused on Healthcare and Consumer verticals

Fully integrated healthcare segment

Well established brands under consumer vertical

Market leader in branded tea and sugar confectionery

Stable Performance

Solid revenue growth track record with benefits of diversification

Strong cashflow position and balance sheet

Active capital management – strategic acquisitions, expansions, dividend distribution

Capitalizing on opportunities

Growth Drivers

High growth market with ageing population and increasing health and wellness consciousness

Growth in local pharma manufacturing sector

High growth market with brand loyalty achieved in tea segment

Tap into new markets via the export segment



Future Prospects

Strategically expand the integrated healthcare business through consolidation in import and distribution, and new products under the manufacturing arm and optimizing existing capacity

Expanding Consumer Presence: Developing new products within existing categories

Sustaining Leadership in tea and sugar confectionery markets while exploring new opportunities in the export segment

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!

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