1QFY26 Earnings Webinar

Sunshine Holdings PLC

04 August 2025

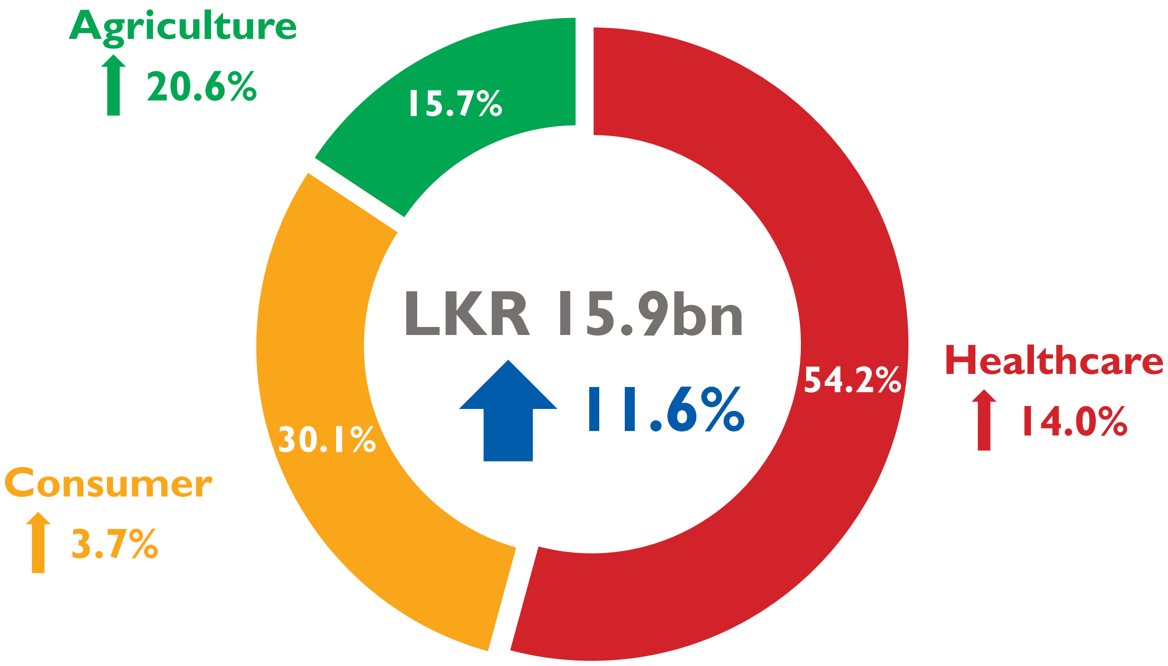
Housekeeping Announcements

- 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

Group Performance

Group at a Glance – 1QFY26

Revenue Composition – 1QFY26



EBIT	Earnings	EPS
LKR 2.6bn	LKR 1.7bn	LKR 0.51
27.6% YoY	20.7% YoY	7.7% YoY

Gearing	ROE	NBV
20.7%	21.7%	LKR 10.06
-6.7 pts YoY	-6.6 pts YoY	6.4% YoY

Mkt Cap	PER	Div Yield
LKR 51.0bn	12.6x	4.5% - FY25
+61.9% YoY	+50.3% YoY	5.0% - FY24

Footnote : 1- Share price details as of 30th June 2025, **LKR 25.90**

Group – Performance Highlights

sunshine
Bringing good things to life

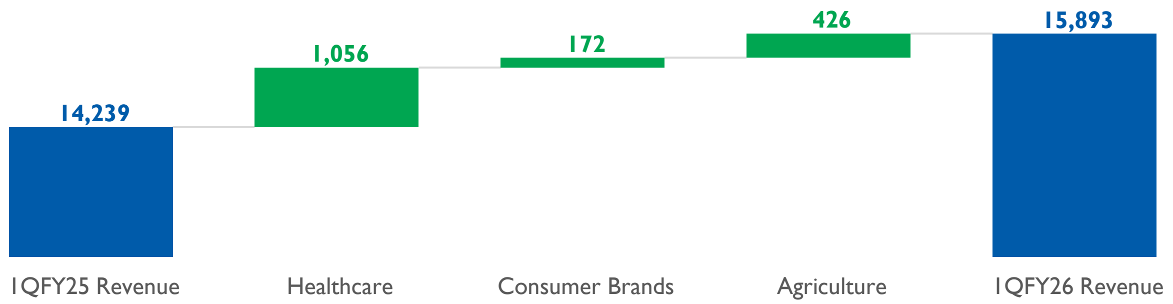
LKR m	1QFY26	1QFY25	YoY %	4QFY25	QoQ %
Revenue	15,893	14,239	11.6%	14,097	12.7%
EBIT	2,645	2,073	27.6%	1,887	40.2%
EBIT margin	*16.6%*	*14.6%*		*13.4%*	
PAT	1,660	1,376	20.7%	1,232	34.8%
PAT margin	*10.4%*	*9.7%*		*8.7%*	
PATMI	1,007	936	7.7%	877	14.9%
EPS (LKR)	0.51	0.48	7.7%	0.45	14.9%

- Gross profit grew 22.3% YoY to LKR 5.1 bn in 1QFY26, with margins expanding by 277 bps to 31.8%, supported by strong margin improvements in the Agribusiness and Consumer segments
- Earnings before interest and taxes (EBIT) rose 27.6% YoY to LKR 2.6 bn, with the EBIT margin improving by 208 bps to 16.6%, reflecting the strength of core operations
- These profitability improvements translated into stronger bottom-line performance, with Profit after tax (PAT) increasing 20.6% YoY to LKR 1.7 bn

*FY25 EPS adjusted for the share split

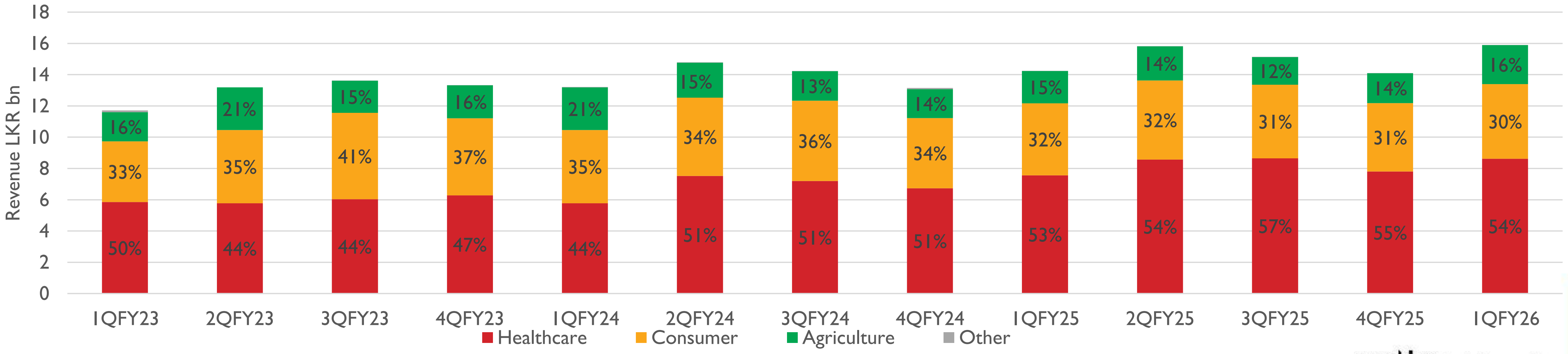
Movement in Revenue & EBIT

Revenue Movement [LKR Million]

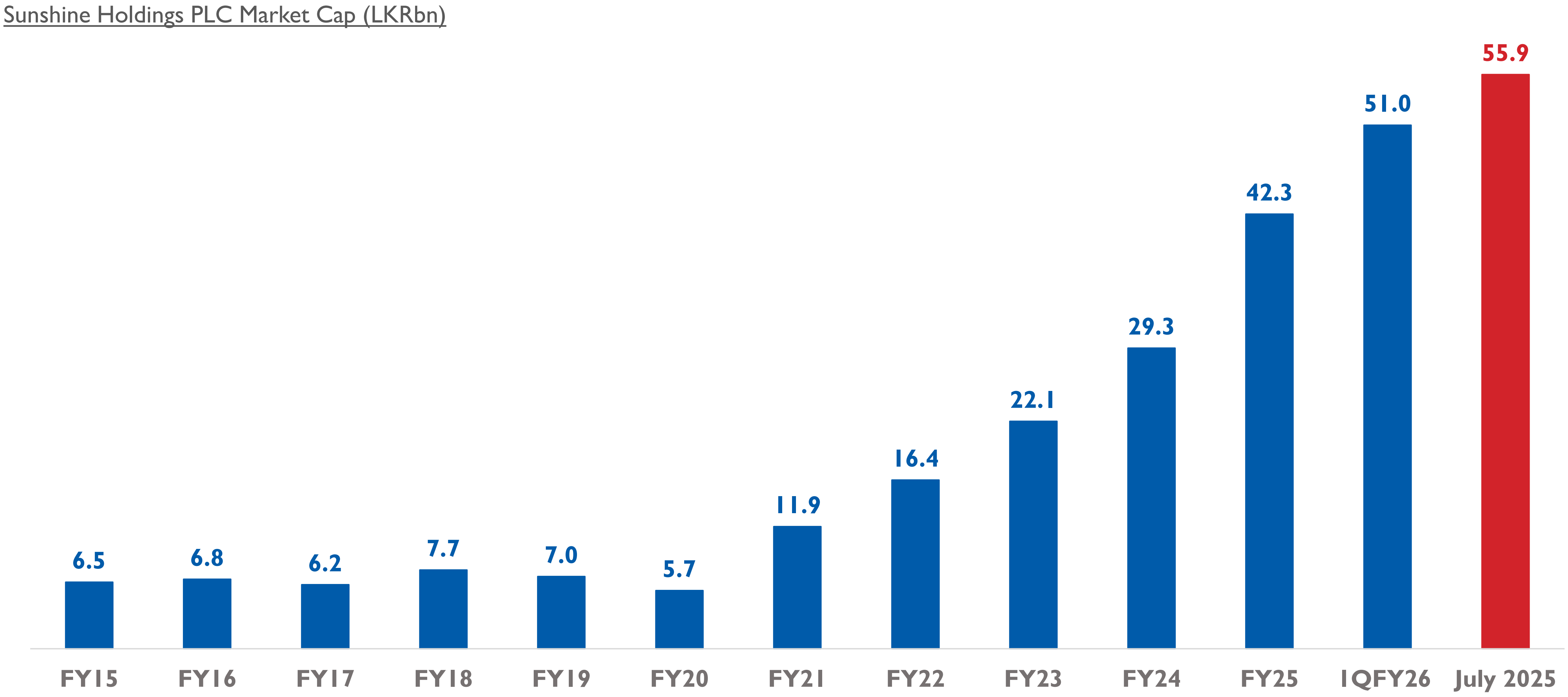


EBIT Movement [LKR Million]

Revenue Composition – Revenue QoQ



A decade of growth



*July Market cap as at 31st July 2025

Healthcare

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

sunshine healthcare

1QFY26

8.6 bn
Revenue

14.0 %
EBIT Margin

8.9 %
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 (10.44% 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

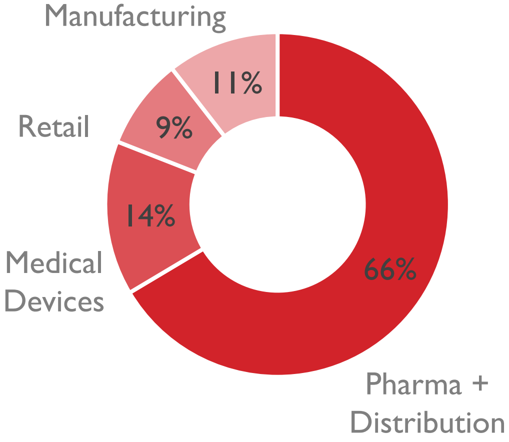
- Complete pharma offering
- Skilled, Educated, Qualified, Pharmacists
- Range & depth in wellness
- Digital centric organizational model

Distribution

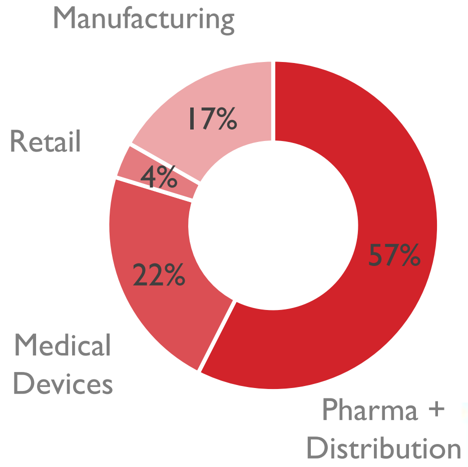
Fully-fledged distribution division to assist local pharmaceutical importers and manufacturers in expanding their reach among retail pharmacy outlets across Sri Lanka

- 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 1QFY26



Total Asset Split 1QFY26



Footnote : 1- Included under Importation and Agency

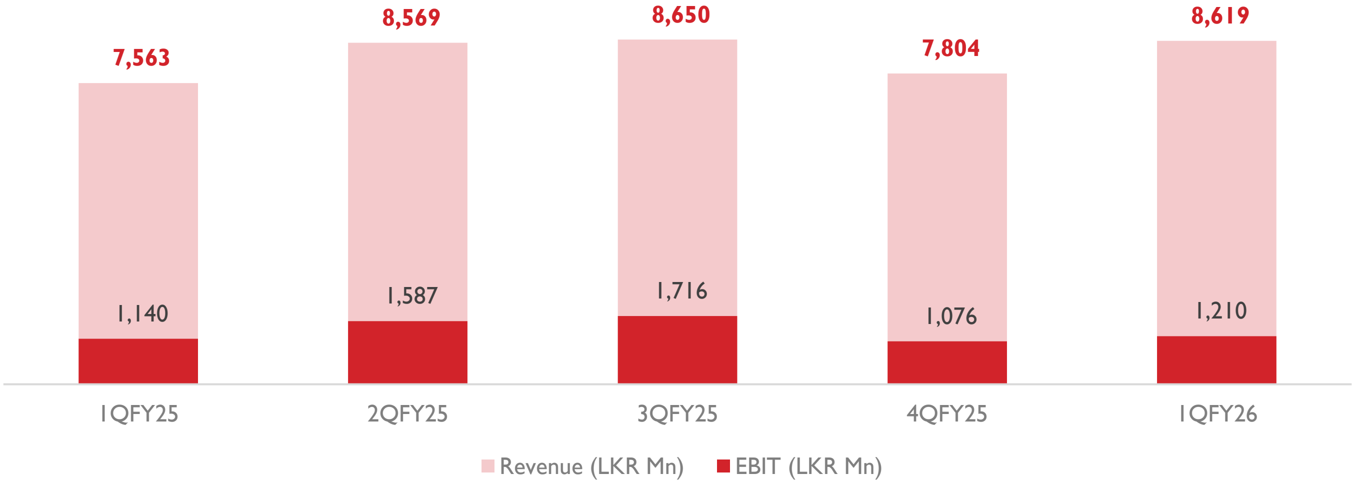
Healthcare Sector – Highlights

sunshine healthcare

Sector Highlights

Healthcare sector revenue grew 14.0% YoY in 1QFY26, driven by sustained momentum across the agency, distribution, and retail businesses

However, the sector's overall profitability was impacted by a slowdown in the manufacturing business, reflecting the timing of government delivery schedules. As a result, the sector EBIT margin contracted to 14.0% in 1QFY26, cf. 15.1% in 1QFY25



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	19.8%	12.3%	13.9%	13.3%	20.2%	0.9%	15.9%	-9.8%	14.0%	10.5%
EBIT Margin (%)	15.1%		18.5%		19.8%		13.8%		14.0%	
PAT	712		1,059		1,134		673		765	
PAT Margin (%)	9.4%		12.4%		13.1%		8.6%		8.9%	
ROIC (%)	21.6%		24.7%		27.4%		31.1%		31.0%	

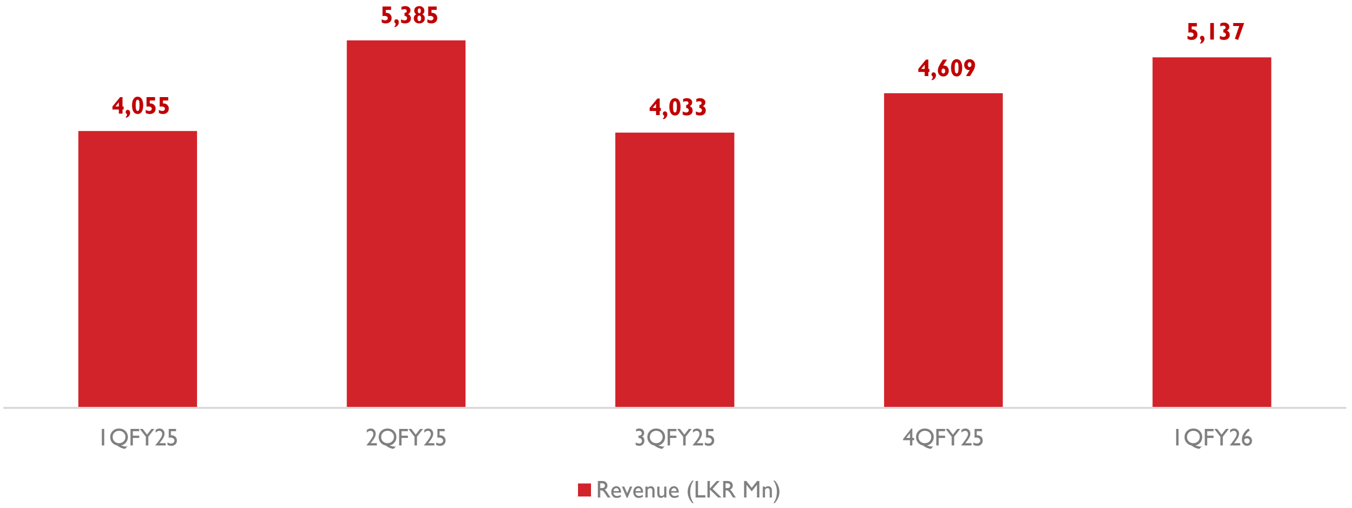
LKR Million unless stated otherwise

Sunshine Pharmaceuticals – Performance Highlights

Business Highlights

The pharmaceutical segment's revenue grew by 26.7% YoY in 1QFY26, driven by the internal realignment of the business model, as well as continued organic growth across core agency portfolios

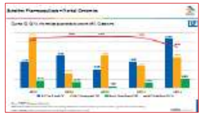
During IQVIA 1Q, the market experienced a growth of 5.1% (IQVIA - 2025 MAT%)



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	14.1%	0.5%	17.5%	32.8%	10.5%	-25.1%	14.3%	14.3%	26.7%	11.5%
Volume Growth (%)	27.9%		8.1%		17.5%		12.0%		16.9%	
Market Share (%)	12.7%		13.0%		13.0%		12.8%		10.4%	

LKR Million unless stated otherwise

Market Dynamics Hyperlink



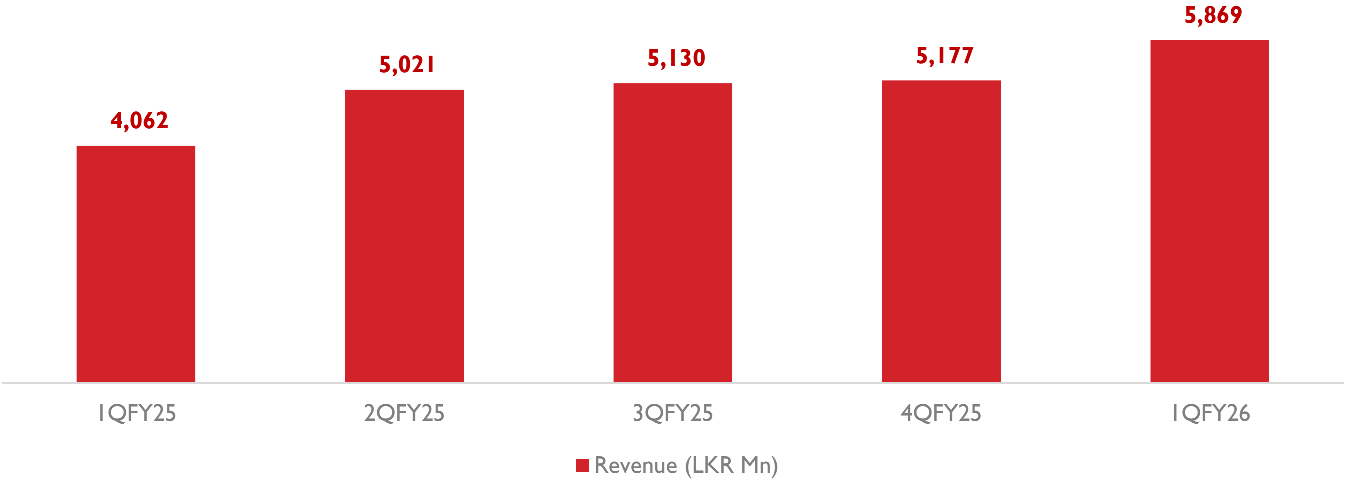
sunshine holdings plc

Healthguard Distribution – Performance Highlights

Business Highlights

The Distribution segment's revenue grew by 44.5% YoY in 1QFY26, driven by a significant volume increase of 47.0% YoY during the quarter

This volume growth was mainly due to the business model realignment as well as contributions from new partnerships during the quarter



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	18.0%	0.4%	17.2%	23.6%	32.3%	2.2%	28.0%	0.9%	44.5%	13.4%

LKR Million unless stated otherwise,

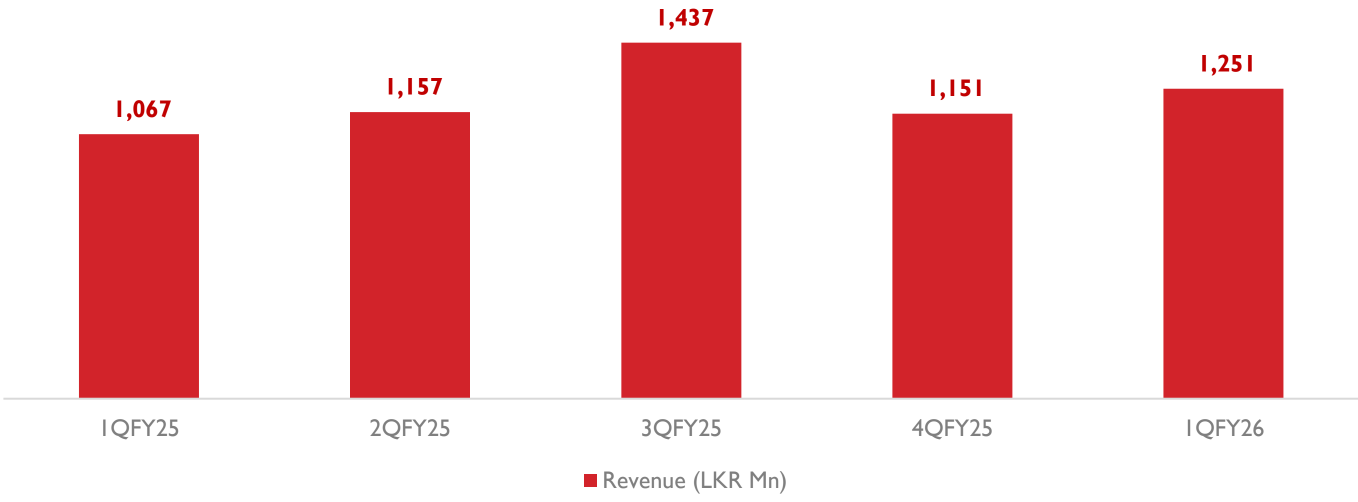
* Approximately 80% of the revenue is generated from internal customers in 1QFY26, which are classified as intercompany sales

Sunshine Medical Devices – Performance Highlights

Business Highlights

The Medical Devices segment recorded a 17.2% YoY revenue growth in 1QFY26, reflecting improved performance during the quarter

Excluding tender sales, the segment's core revenue grew 9.9% YoY in 1QFY26



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	-20.4%	2.1%	-31.2%	8.4%	-1.1%	24.2%	10.1%	-19.9%	17.2%	8.7%

LKR Million unless stated otherwise

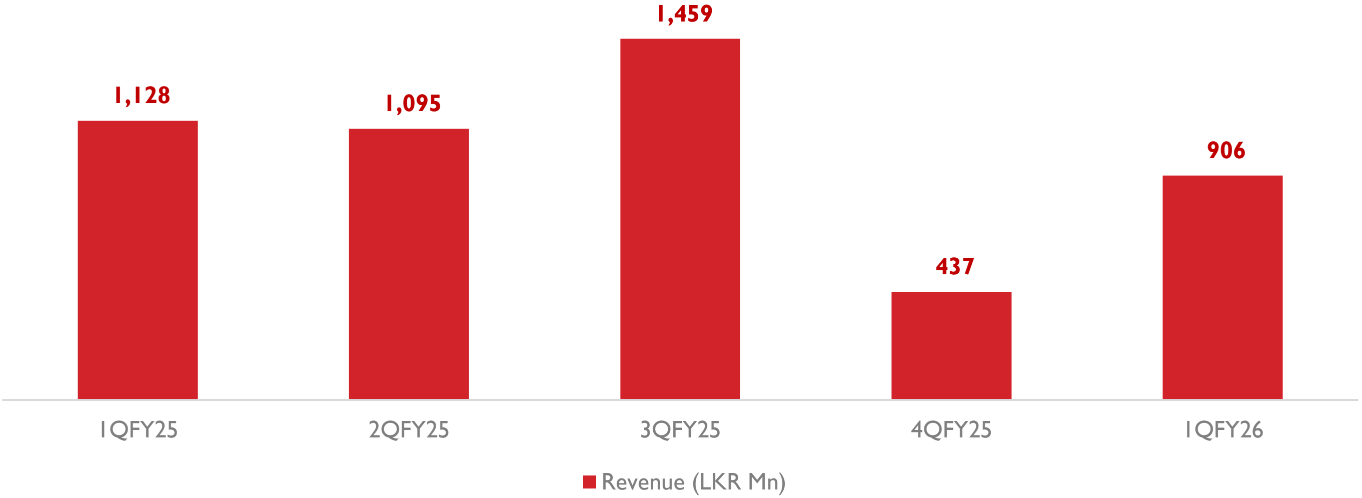
Market Dynamics Hyperlink

sunshine holdings plc

Lina Manufacturing – Performance Highlights

Business Highlights

During 1QFY26, revenue from the manufacturing business declined by 19.6% YoY, primarily due to the timing of government delivery schedules and the execution of new MDI machine validation processes during the quarter, which temporarily impacted business unit performance



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	104.4%	85.7%	118.0%	-2.9%	88.8%	33.2%	-28.1%	-70.1%	-19.6%	107.6%
MDI Capacity Utilization (%)*	59%		75%		51%		19%		74%	

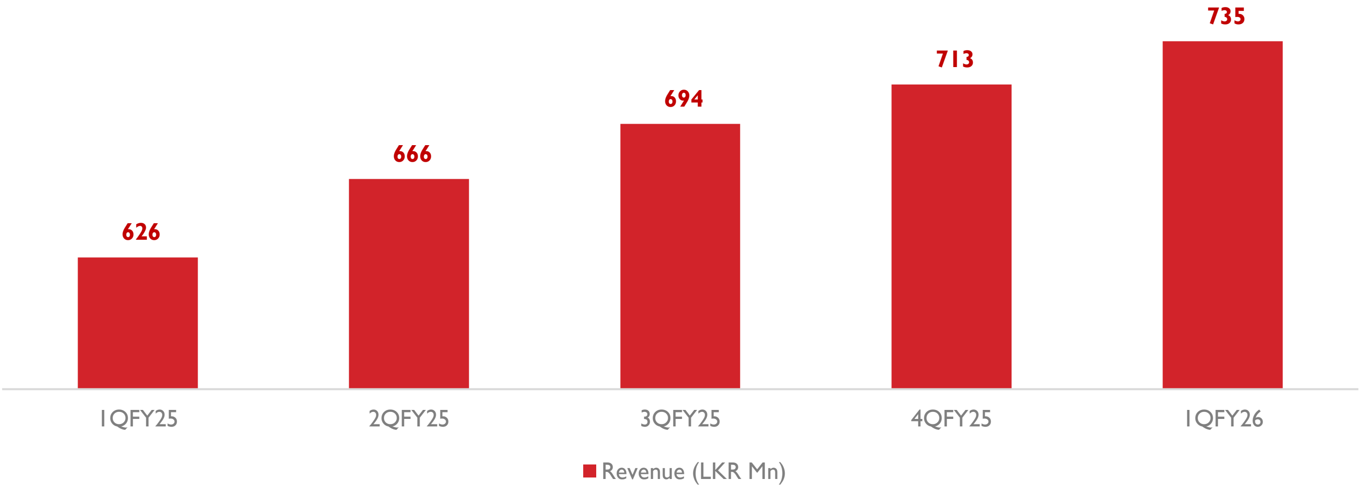
LKR Million unless stated otherwise

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

Healthguard Pharmacy – Performance Highlights

Business Highlights

The retail segment, Healthguard Pharmacy, recorded a 17.4% YoY increase in revenue for 1QFY26, driven by volume and value growth across both pharmaceutical and wellness ranges



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	10.2%	-0.4%	9.5%	6.3%	3.7%	4.2%	13.5%	2.8%	17.4%	3.1%
Same store sales (SSS) growth (%)*	4.1%		4.5%		1.5%		12.0%		13.8%	
Bill count growth (SS) (%)	-0.7%		1.0%		-0.9%		5.6%		17.9%	
Average Basket Value growth (SS) (%)	4.9%		4.1%		2.5%		6.0%		-0.4%	
Availability (Top 1,750 SKUs) (%)	83%		85%		83%		83%		83%	

LKR Million unless stated otherwise

* Starting 1QFY26, same store outlet classification will increase to 15, whereas previous comparative figures will account only for 13 stores

Consumer Brands

Sunshine Consumer, Market leader in branded tea and sugar confectionery

sunshine consumer

1QFY26

4.8 bn
Revenue

5.8 %
EBIT Margin

3.3 %
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

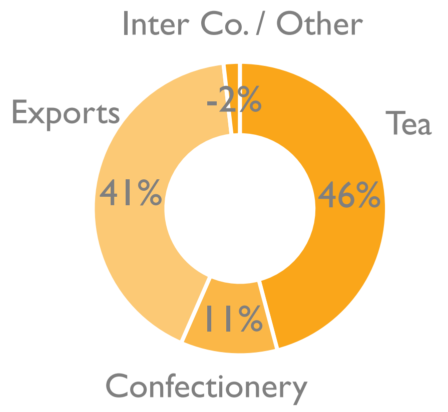
Exports

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

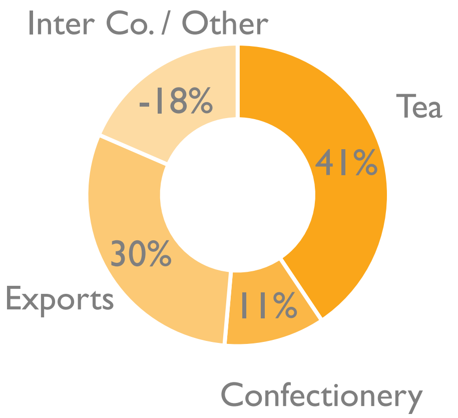
Exports to 40+ countries, including USA, China, Iran, Dubai and Germany

Brand Portfolio

Revenue Split 1QFY26



Total Asset Split 1QFY26

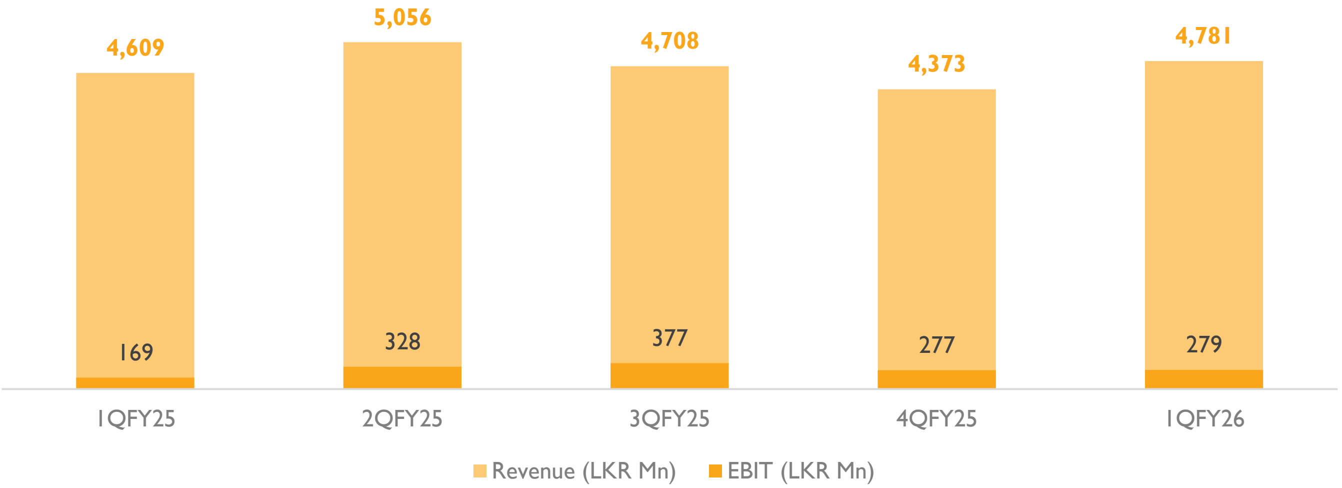


Consumer Sector – Highlights

sunshine consumer

Sector Highlights

The Consumer sector, including both export and domestic businesses, recorded a 3.7% YoY revenue growth in 1QFY26, supported improvements in both domestic and export markets



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	-1.9%	2.6%	1.1%	9.7%	-8.3%	-6.9%	-2.7%	-7.1%	3.7%	9.3%
EBIT Margin (%)	3.7%		6.5%		8.0%		6.3%		5.8%	
PAT	91		154		196		142		157	
PAT Margin (%)	2.0%		3.0%		4.2%		3.3%		3.3%	
ROIC (%)	18.1%		13.2%		10.0%		12.1%		12.6%	

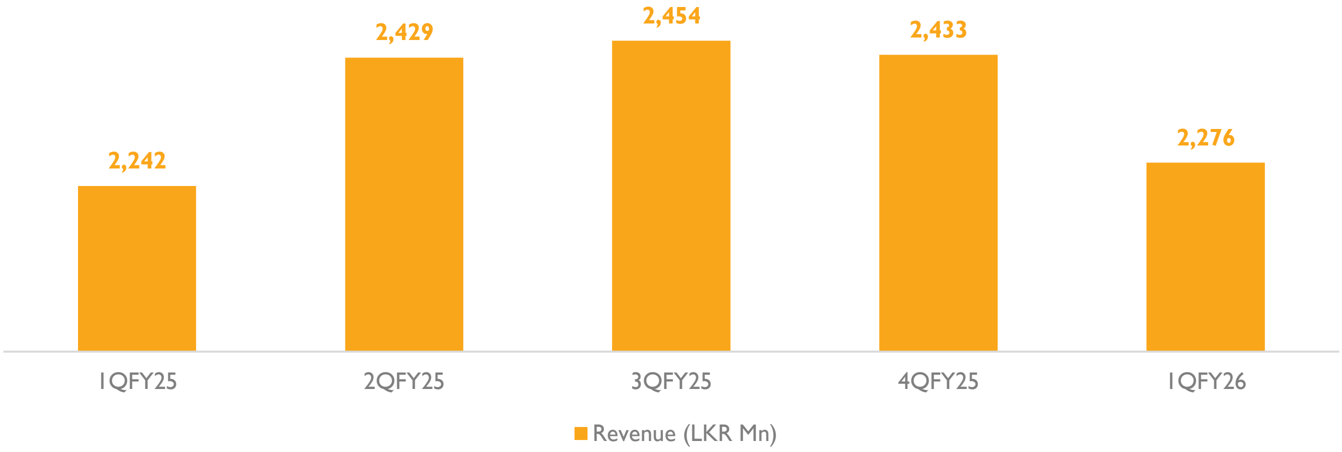
LKR Million unless stated otherwise

Tea – Performance Highlights

Business Highlights

Revenue from the Branded Tea business grew marginally by 1.5% YoY to **LKR 2.3 Bn** in 1QFY26, driven by focused trade and consumer activation initiatives

Our core tea brands, Watawala Thei and Zesta, continued to perform well, demonstrating resilience in the Mass market and premium segment, while Ran Kahata experienced challenges, reflecting intensified competition in the value-for-money segment



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	-11.3%	-0.8%	-8.3%	8.4%	-19.3%	1.0%	7.6%	-0.8%	1.5%	-6.5%
Volume (kgs '000)	1,150		1,224		1,247		1,231		1,161	
Volume Growth % (YoY) | (QoQ)	9.2%	-4.2%	5.8%	6.4%	-8.4%	1.9%	2.5%	-1.3%	1.0%	-5.7%
Market Share (%) – Quarter Average	45.0%		47.5%		48.7%		48.2%		47.6%	

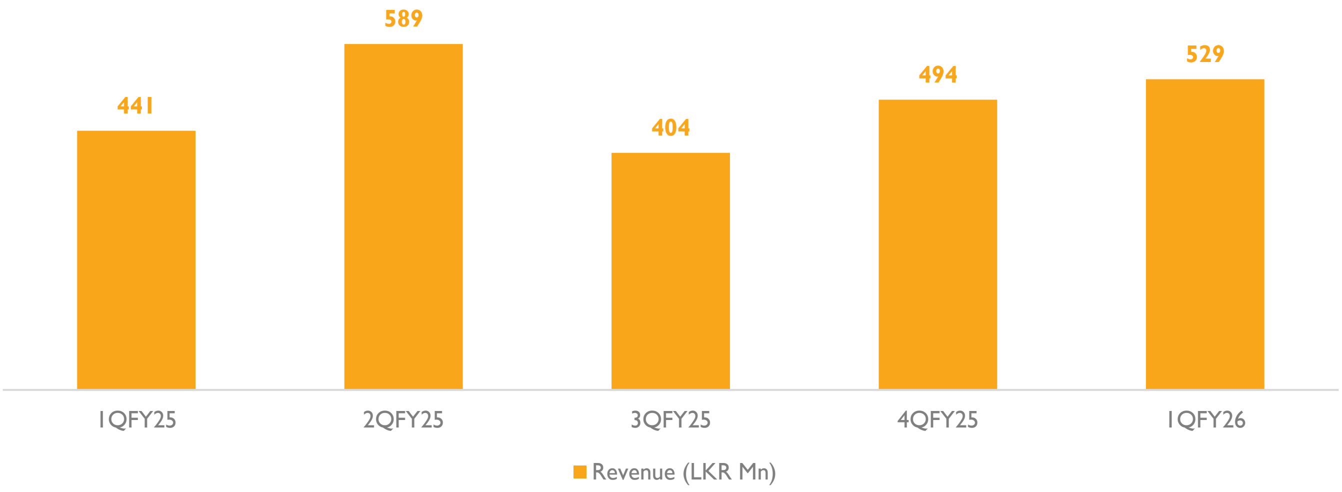
LKR Million unless stated otherwise

Market Dynamics Hyperlink

Confectionery – Performance Highlights

Business Highlights

Revenue from the Confectionery business improved significantly by 19.9% YoY in 1QFY26, supported by both volume and value growth during the period, where successful new product introductions contributed to this momentum



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	-37.1%	-17.9%	-14.9%	33.5%	-46.0%	-31.5%	-8.1%	22.4%	19.9%	7.0%
Volume (kgs '000)	384		523		351		449		464	
Volume Growth % (YoY) | (QoQ)	-36.0%	-24.3%	-13.3%	36.2%	-46.6%	-32.9%	-11.4%	27.9%	20.8%	3.3%
Market Share (%) – Quarter Average	20.7%		20.1%		18.8%		17.2%		14.8%	

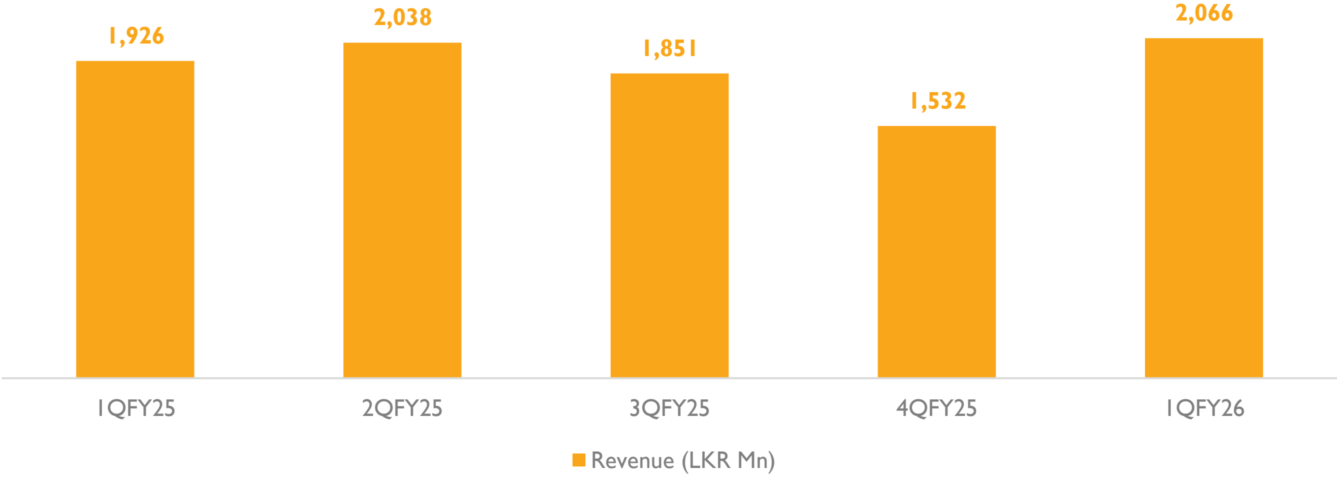
LKR Million unless stated otherwise

Market Dynamics Hyperlink

Exports – Performance Highlights

Business Highlights

The export business recorded a 7.2% YoY revenue increase in 1QFY26, reaching **LKR 2.1 Bn**, driven by continued demand from key international clients



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	31.1%	13.8%	22.9%	5.8%	37.4%	-9.2%	-9.5%	-17.2%	7.2%	34.9%
Volume (kgs '000)	904		841		865		654		1,067	
Volume Growth % (YoY) | (QoQ)	24.0%	13.0%	6.3%	-7.0%	44.5%	2.9%	-18.4%	-24.4%	18.0%	63.1%

LKR Million unless stated otherwise

Agribusiness

Watawala Plantations PLC primarily engages in palm oil and dairy farming

Watawala Plantations PLC

1QFY26

2.5 bn
Revenue

48.8 %
EBIT Margin

33.2 %
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 oil palm cultivator in Sri Lanka

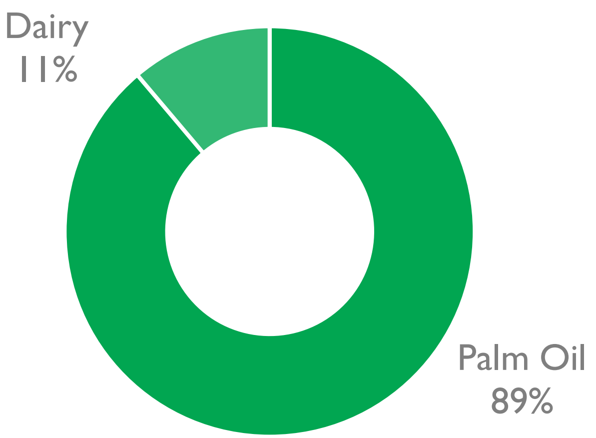
Dairy

732 milking cows / 1,633 herd

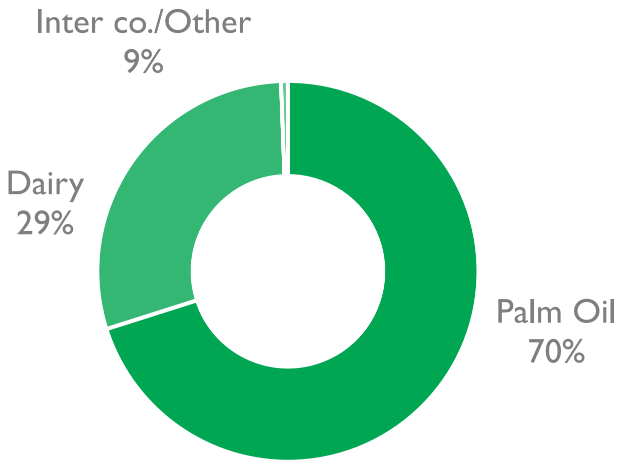
Board of Investment (BOI) registered project which commercial operations in Aug 2017

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

Revenue Split 1QFY26



Total Asset Split 1QFY26

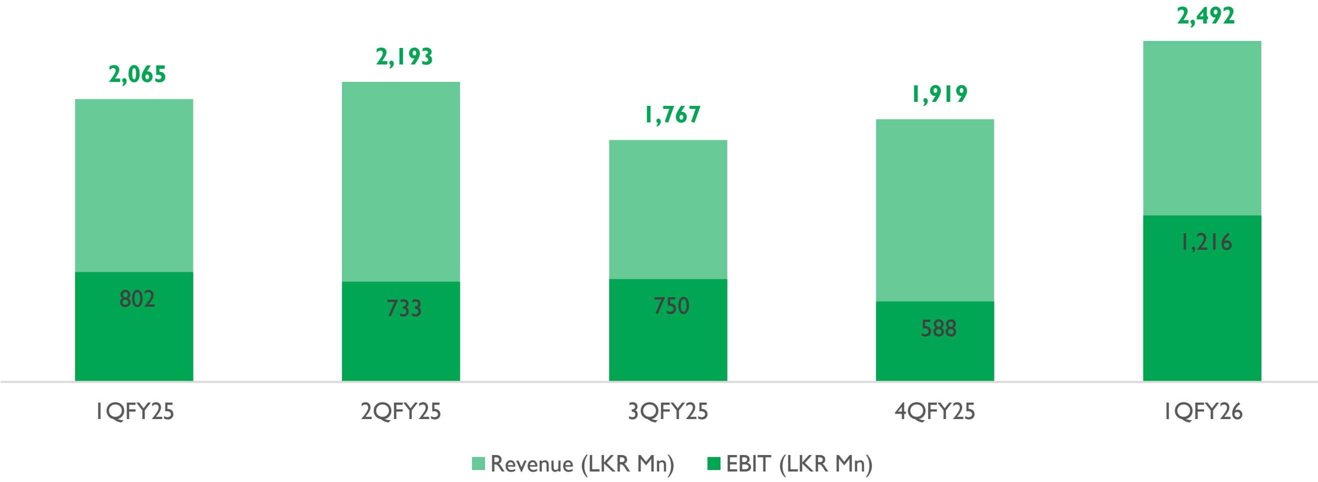


Agribusiness – Highlights

Sector Highlights

The Agribusiness sector reported revenue of **LKR 2.5 Bn** in 1QFY26, reflecting a 20.6% YoY improvement, driven by the performance of the palm oil business

However, this improvement was partially offset by a decline in revenue from the dairy business



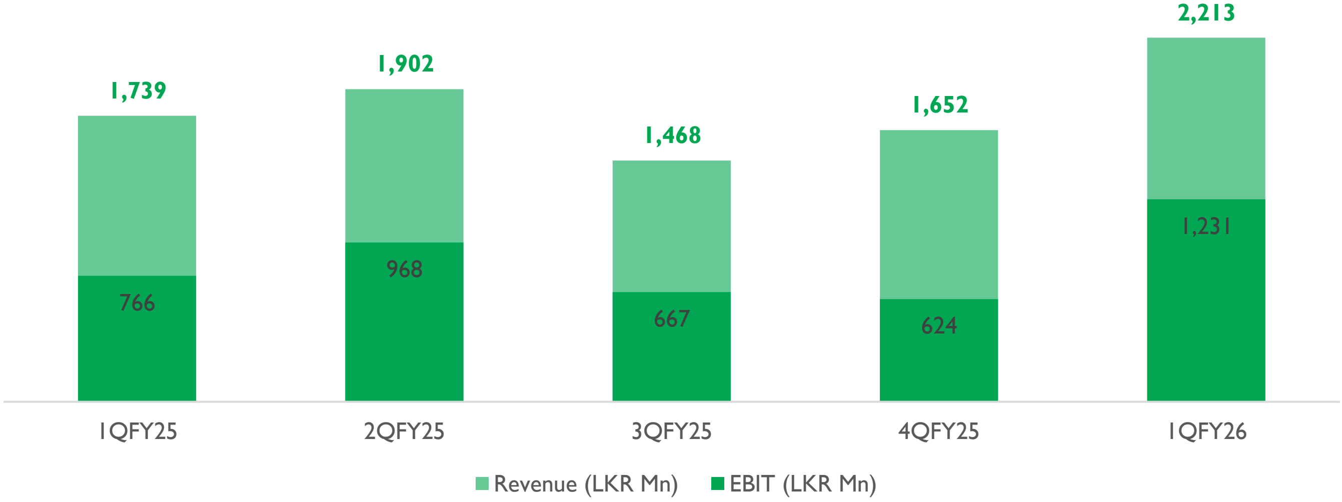
Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	-12.4%	12.4%	-2.2%	6.2%	-6.3%	-19.4%	4.4%	8.6%	20.6%	29.8%
EBIT Margin (%)	38.8%		33.4%		42.5%		30.6%		48.8%	
PAT / PAT Margin (%)	582	28.2%	402	18.4%	488	27.6%	412	21.5%	826	33.2%
ROIC (%)	27.0%		28.1%		29.1%		33.7%		45.5%	

LKR Million unless stated otherwise

Palm Oil – Performance Highlights

Business Highlights

The Palm Oil segment recorded a 27.2% YoY improvement in revenue in 1QFY26, driven by better pricing and higher sales volumes, as result of increased crop processing and improved oil extraction rates



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	-13.8%	18.1%	0.5%	9.3%	-1.2%	-22.8%	12.2%	12.6%	27.2%	34.0%
EBIT Margin (%)	44.0%		50.9%*		45.4%		37.8%		55.6%	
PAT / PAT Margin (%)	556	32.0%	654	34.4%	478	32.6%	265	16.0%	852	38.5%
Sales Volume [CPO & KPO] (MT)	3,934		4,147		3,518		3,430		4,284	

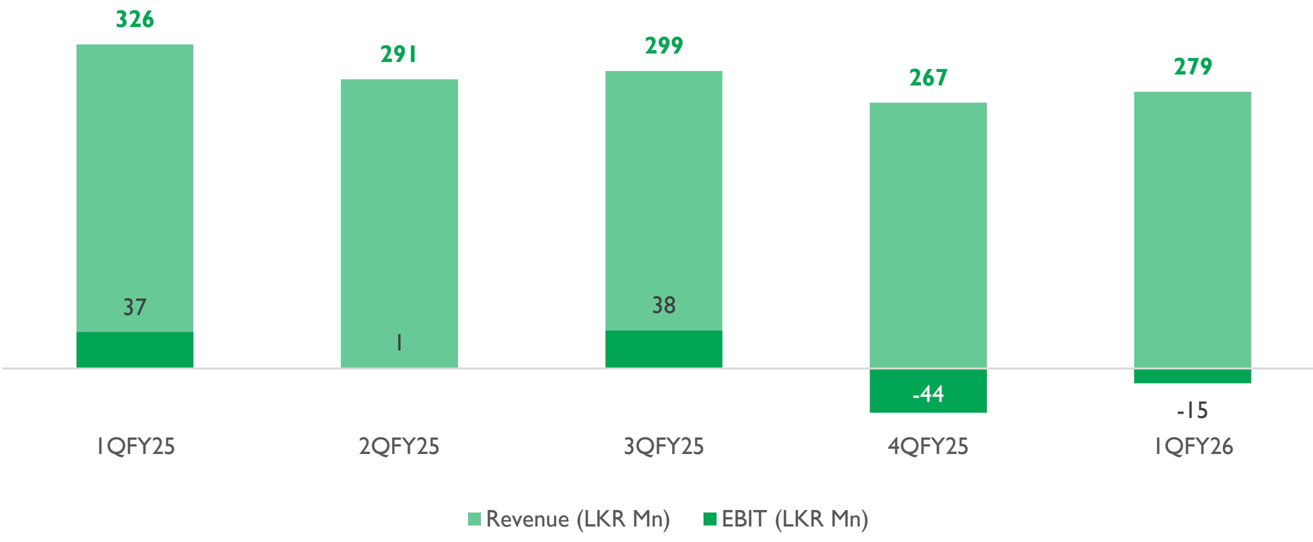
LKR Million unless stated otherwise

* Excluding Impairment on Investment in subsidiary of LKR 139m

Dairy – Performance Highlights

Business Highlights

The dairy business recorded a 14.6% YoY revenue decline in 1QFY26, driven by reductions in both volumes and milk selling prices



Investor Metrics	1QFY25		2QFY25		3QFY25		4QFY25		1QFY26	
Revenue Growth % (YoY) | (QoQ)	-4.2%	-10.8%	-16.4%	-10.8%	-25.1%	2.9%	-26.8%	-10.7%	-14.6%	4.1%
EBIT Margin (%)	11.2%		0.3%*		12.8%		-16.8%		-5.3%	
PAT / PAT Margin (%)	27	8.2%	-11*	-3.8%	-23	-7.6%	-67	-25.1%	-26	-9.2%
Sales Volume ('000)	1,250		1,268		1,310		1,181		1,230	
Average Milk Price	261		229		228		226		226	

LKR Million unless stated otherwise

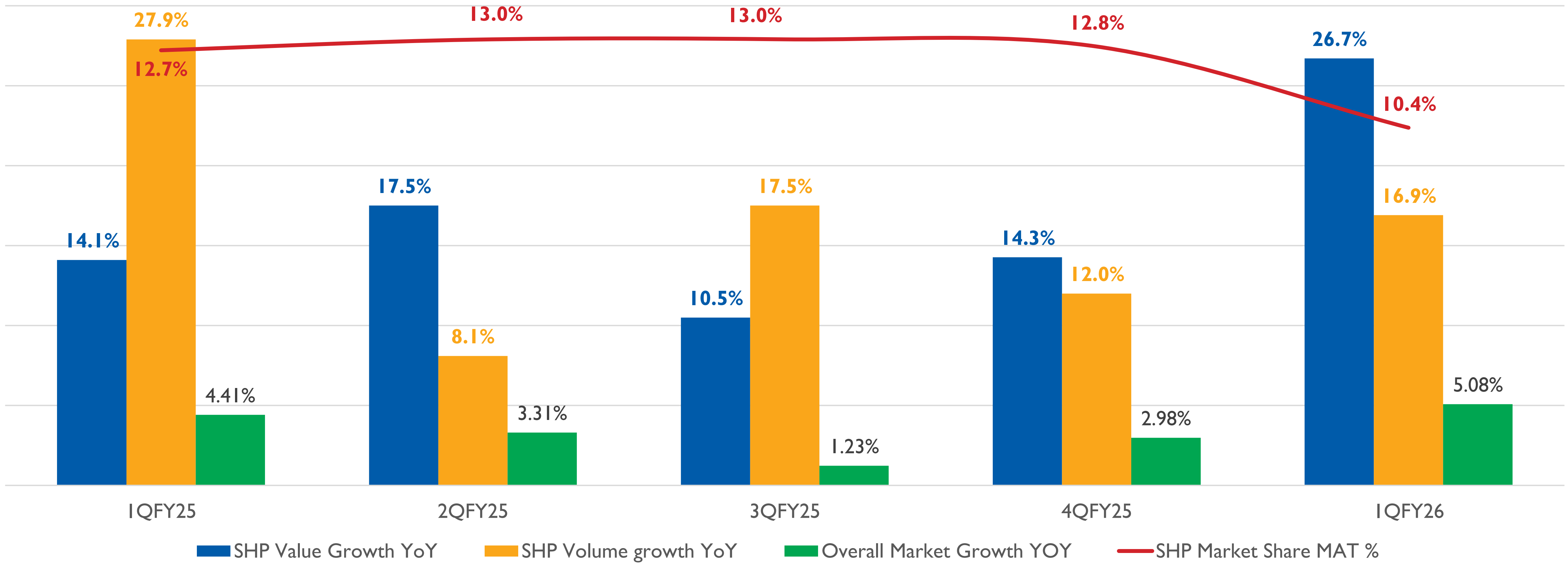
* Adjusted for the fair value loss in Biological Assets of LKR 253m

Q&A

Appendix

Sunshine Pharmaceuticals – Market Dynamics

During 1Q IQVIA, the market experienced a growth of 5.1% (2025 MAT%)

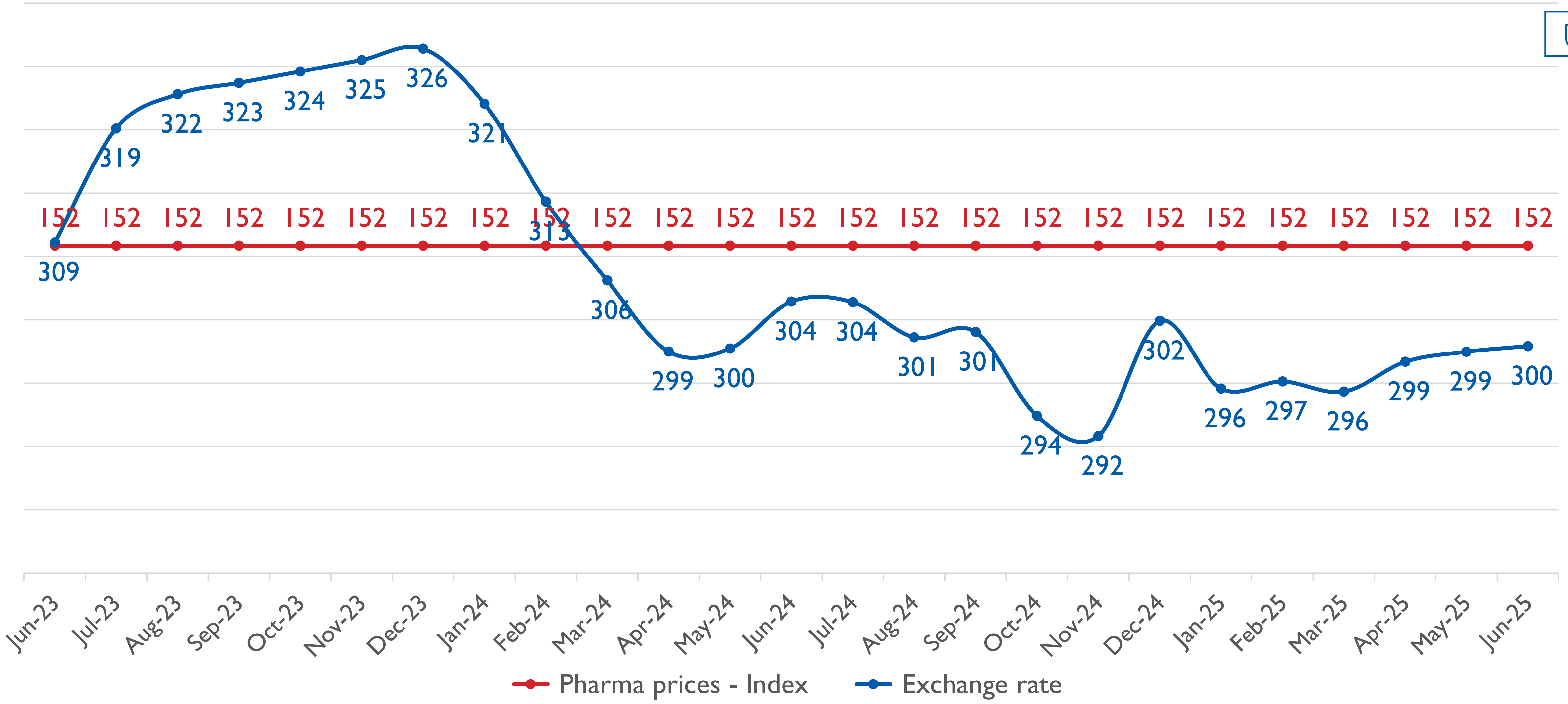


Source – IQVIA, Management Information

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

*SHP's 1QFY26 growth is primarily due the internal realignment of the business model

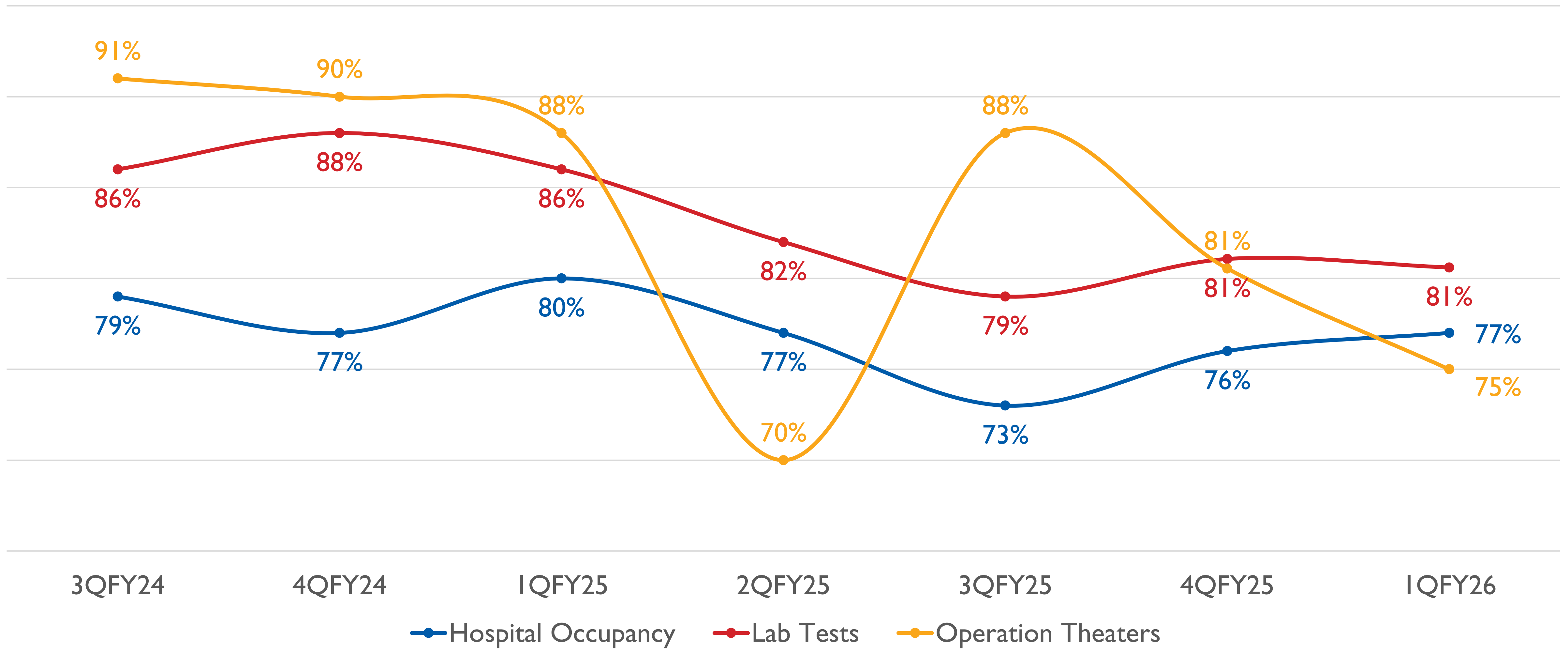
Pharmaceuticals – Price Increase Index



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

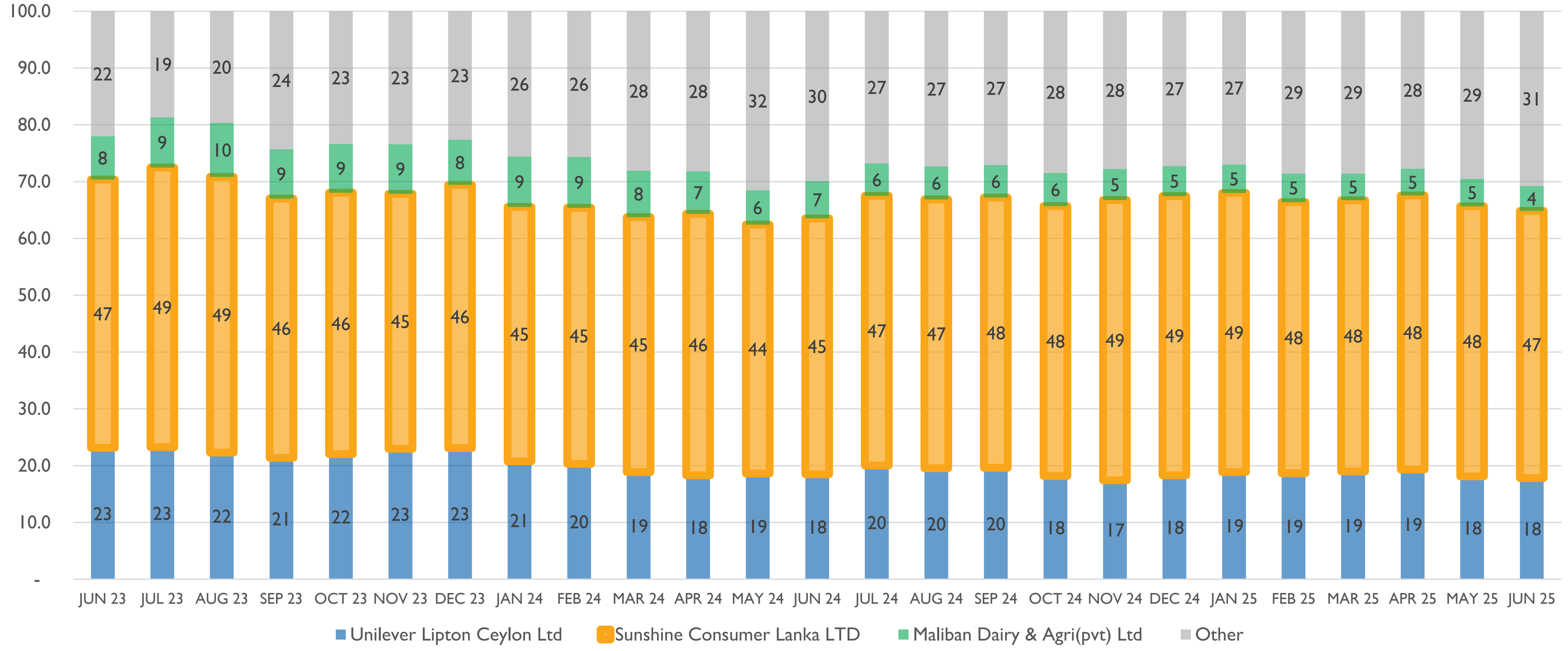
Source – Management Information

Sunshine Medical Devices – Market Dynamics



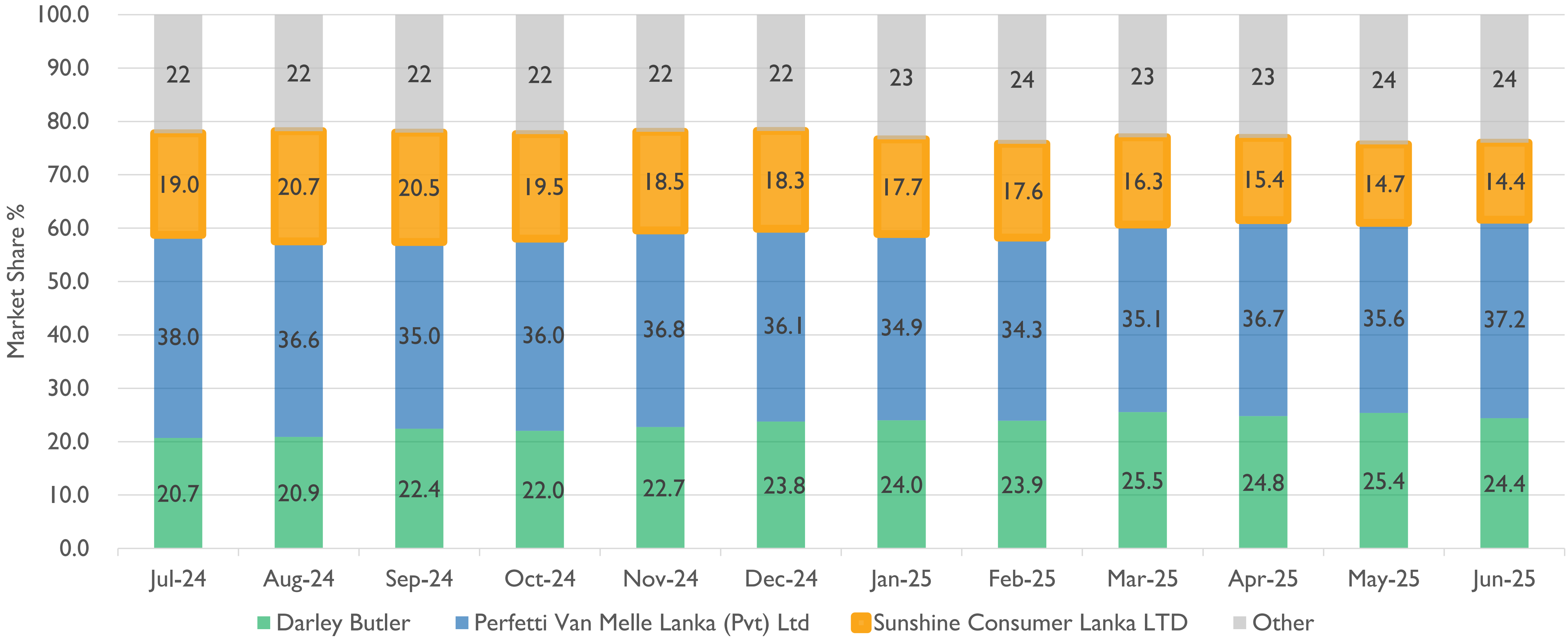
Source – Management Information

Brand Value Market Share (%) – Tea



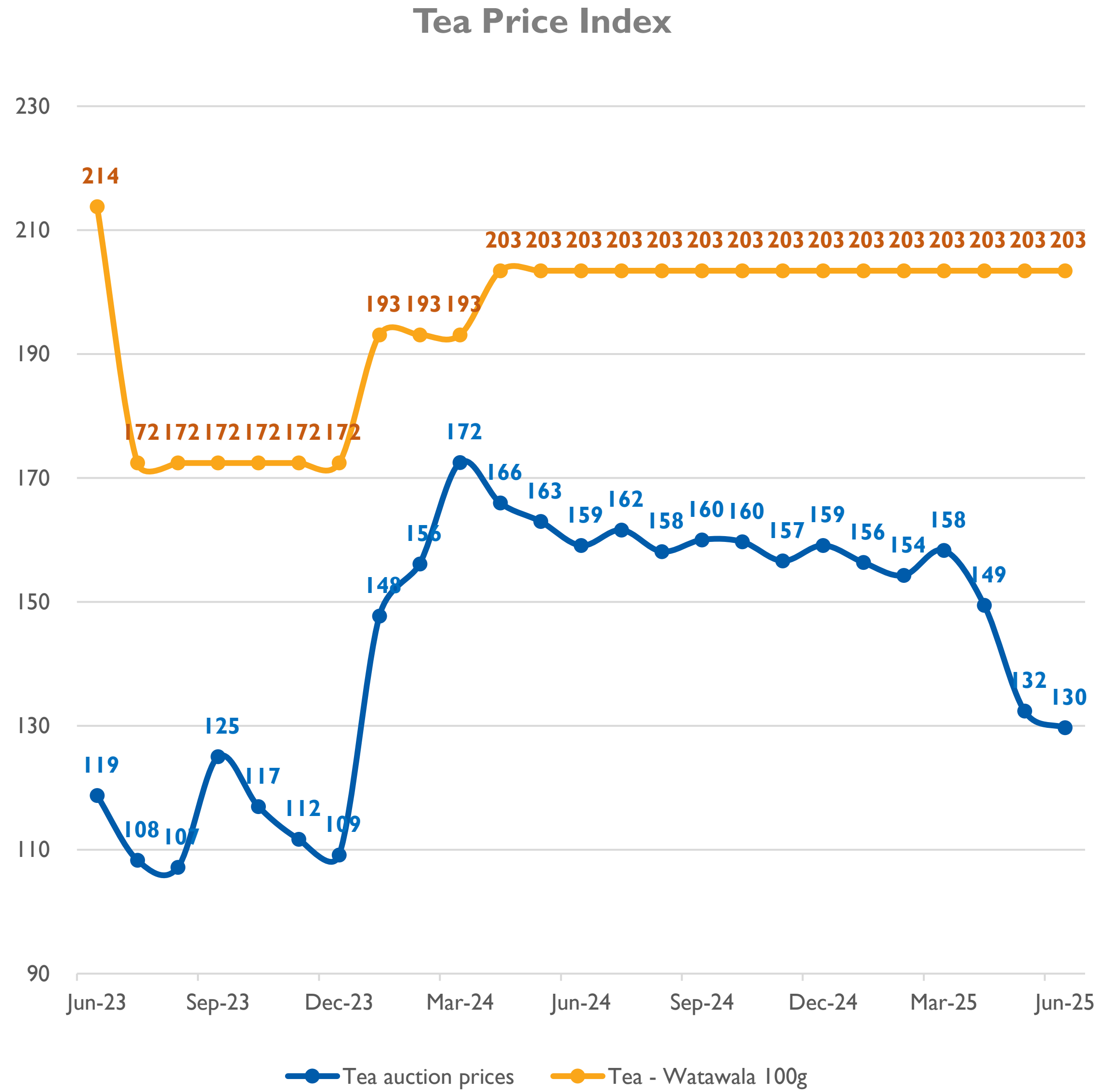
Source: Peppercube RMS

Brand Value Market Share (%) – Confectionary



Source: Peppercube RMS

Price Index – Tea and Confectionary



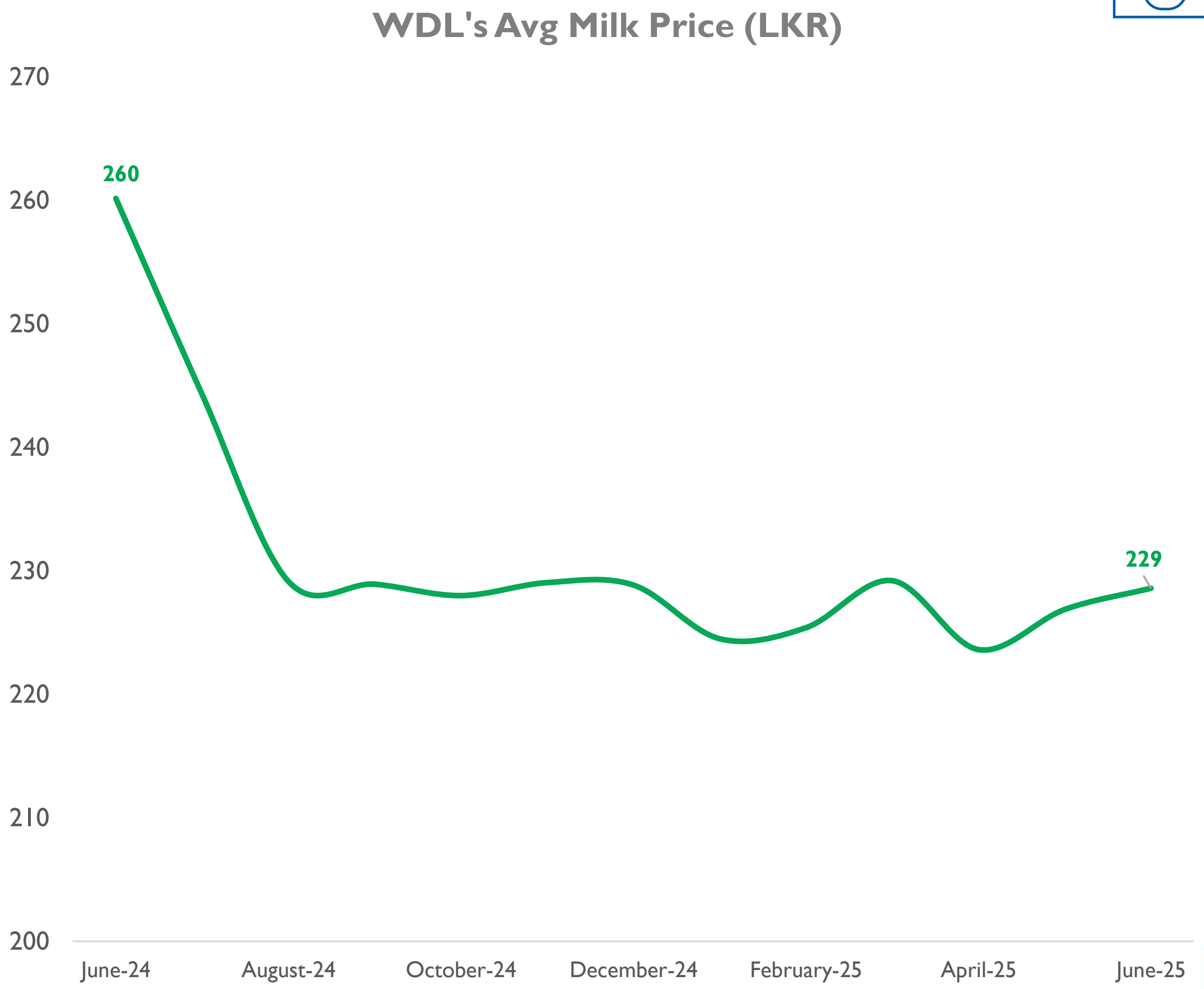
March 2022 considered as the base (i.e., 100)

Source – Management Information

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

Agribusiness – Price Movement

Source - Malaysian contract price



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