



The emerging market fintech investor

Investor Presentation

October 2025

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VEF, Strategy & Track Record

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Team & Capital Partners

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VEF Outlook

STO: VEFAB

Emerging Market Fintech Fund

Riding one of the strongest multi-year secular growth trends in some of the world's fastest-growing markets

\$232M

Market cap¹

\$406M

NAV (3Q25)

Targeted investment approach with a clear mandate

- ✓ *Venture & growth-equity investments*
- ✓ *Private companies, inaccessible to public market investors*
- ✓ *Fintech specialists – next gen financial services*
- ✓ *Emerging markets – most populous, high growth economies*
- ✓ *Sizeable minority stakes (10–20%) with board representation*

¹Market cap as at 30 September 2025

²Based on 3Q25 holdings, excl. cash, debt and liquidity investments

Portfolio overview

13 leading emerging market fintechs

Core Markets % of NAV² Benchmark holding



Brazil

50%



Creditas



Mexico

24%



Konfio



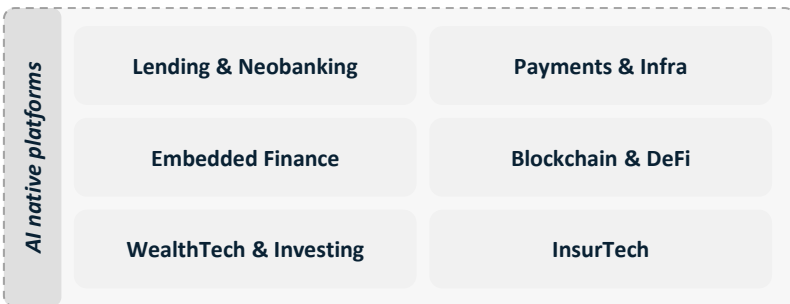
India

18%



JUSPAY

Deep expertise across the fintech spectrum



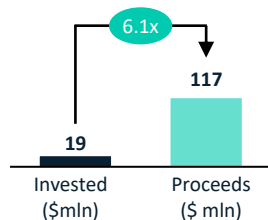
Clear mandate with a proven strategy – strong track record of delivering returns

Proven track-record in value-creation and successful exits



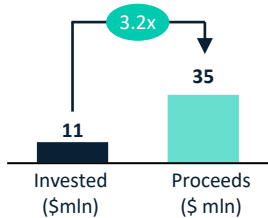
Feb 2019 exit

65% IRR
3.6 yr hold period



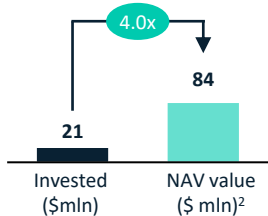
Dec 2019 exit

57% IRR
2.6 yr hold period



Apr 2025 partial exit

37% IRR
4.3 yr hold period¹



Ability to identify and access benchmark private fintech names across EM

Brazil



Financial services ecosystem built around core fixed assets; one of the few unicorns in Brazil

Mexico



Market leader in digital SME financial services

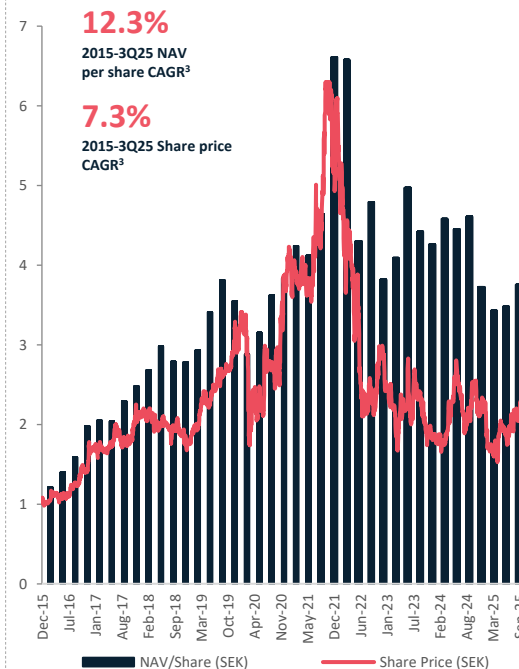
India



India's leading mobile payments platform for online merchants

Driving our strong history of long-term shareholder return

NAV/share & share price development



¹Weighted holding period based on capital deployment dates

²Transaction implied NAV value of Juspay stake based on Series D funding round (including \$14.8 mln realised gross proceeds and remaining c.7.8% stake)

³CAGR since inception as at 30 September 2025

The opportunity we identified in Brazil



Scale

Brazil is one of the world's largest economies with over 200 mln people, and the kind of scale emerging market we like to invest in



Online

One of the most 'online' markets in the world with high smartphone and internet penetration, growing ecommerce and strong tech adoption



Oligopolistic banking sector

Banking is highly concentrated, fees and interest rates are some of the highest anywhere in the world. Yet, unlike many EMs, the banking system is first-world in many aspects and its population is experienced and comfortable in the use of a broad array of financial products



Regulation

The Central Bank is very aware of the concentration and are working to support the fintech ecosystem as a way of levelling the playing field and improving the financial wellbeing of the average Brazilian



People and ecosystem

Many strong entrepreneurs and teams in Brazil and also a very supportive VC and investment ecosystem into which to invest and partner



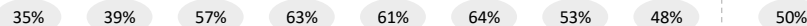
Exits

Brazil has a healthy exit opportunity set through M&A and IPO, having seen four massive exits of benchmark companies through IPO alongside a healthy M&A landscape with both domestic and international acquirers

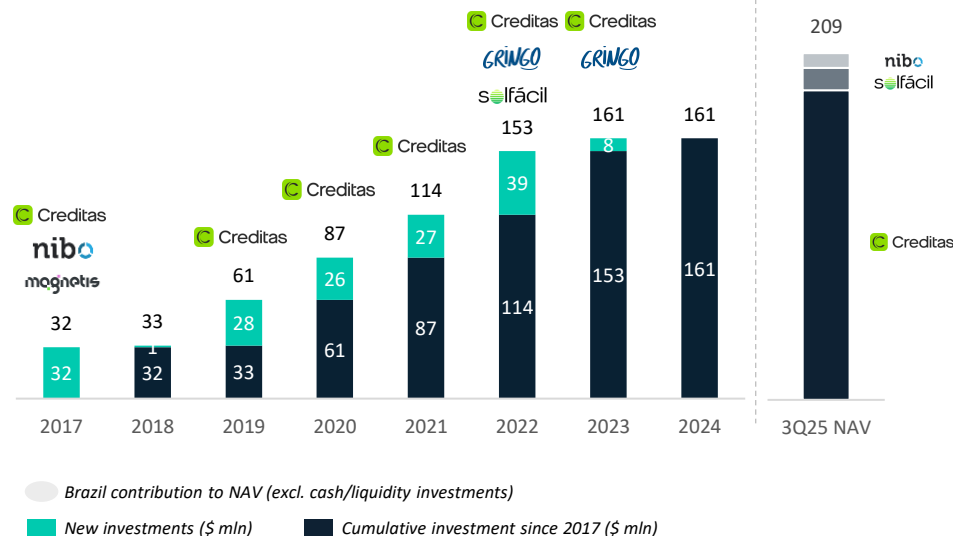
Evolution of our investment in Brazil

Cumulative capital invested in Brazil since 2017

USD mln



Strategic compounding of value in our leading portfolio companies has delivered our current concentration in Brazil



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VEF Outlook

Seasoned management with extensive EM fintech expertise, supported by a high calibre, experienced team

VEF

>6% collective holding in VEF¹

Management team

Investment team



David Nangle
CEO

2015

- **Experience:** 20+ years EM FS
- Renaissance Capital Head of Research and Financials Sector Research
- ING Barings Head of EMEA Financials Research



Alexis Koumoudos
CIO

2016

- **Experience:** 10+ years EM investing and 5 years entrepreneur
- Partner at Skyline Capital Management, an emerging market focused hedge fund

Operations team



Helena Caan Mattsson
GC/Head of Sustainability

2017

- **Experience:** 10+ years experience in M&A, private equity and corporate law
- Associate at Cederquist, Baker & McKenzie, Roschier



Cathal Carroll
Investment Manager

- 15+ years experience in financial services industry
- Co-founded Carraighill research



Evin Mc Kay
Principal

- 7+ years experience across investment banking and emerging market fintech investing



Shashi Shekhar Mahajan
Principal

- 10+ years experience across investment banking, PE and venture capital



Kim Ståhl
CFO

- Spent 10 years as a financial consultant at Aetas, as well as holding various other positions including Head of Accounting at Lendify, Business Controller at GS1, CFO at Lexly



Gabriela Bianchin
Financial Assistant

- Former experience includes Project Management at Dego Investments, Assistant Manager at CA Gruppen, Economic Assistant at RC Scandinavia and Account Assistant at Cigell AB

VEF Board of Directors



David Nangle
CEO & Board Member

- Experience: 20+ years EM financial services
- Renaissance Capital Head of Research and Financials Sector Research
- ING Barings Head of EMEA Financials Research



Allison Goldberg
Board Member

- Managing Partner at Comcast Ventures
- Venture Partner at Saints Capital Media Ventures
- Formerly held positions at Advancit Capital and Time Warner Investments



Lars O Grönstedt
Chairman of the Board

- Former CEO and Chairman of Handelsbanken (one of the top 3 Swedish Banks)
- Currently serves as a board member and advisor to various companies



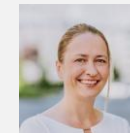
Hanna Loikkanen
Board Member

- Board member of Finnfund, Bank of Georgia, Rosbank and T&B Capital
- Former investor at East Capital and has held various roles across Merita Bank, SEB, Nordea and FIM Group



Per Brilioth
Board Member

- CEO of Swedish listed investment company VNV Global and Chairman of the Board of Pomegranate Investment
- Former head of the EM section at Swedish investment bank Hagströmer & Qviberg



Katharina Lueth
Board Member

- Chief Client Officer and Managing Director at Raisin, the European open banking deposit fintech
- Formerly at McKinsey specializing in advisory to European universal and private banks

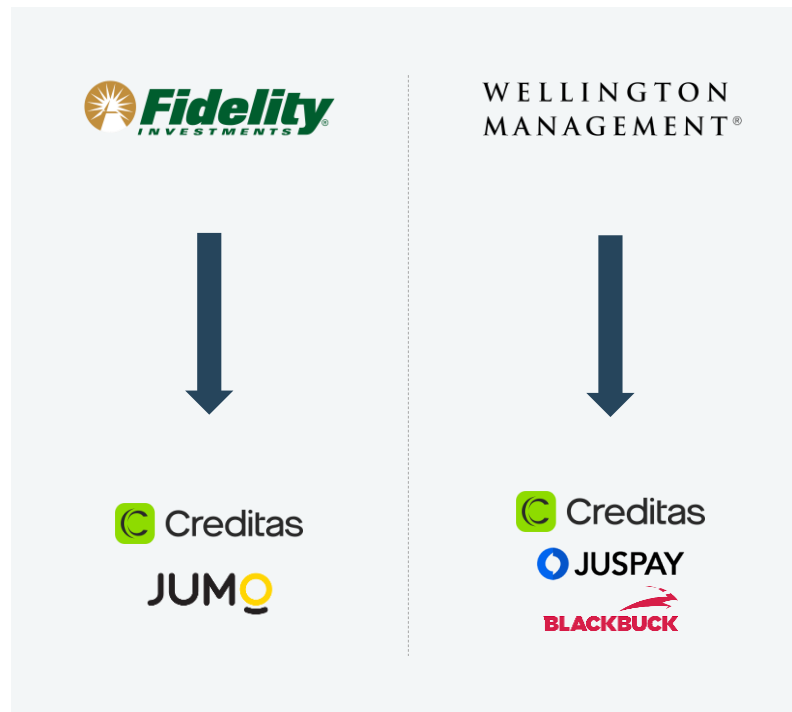
Long-term supportive institutional shareholder base

Leading institutional managers maintain long-term holdings and have consistently supported our growth over the years

Shareholder	Holding (% of TSO) ¹
Ruane Cunniff	19.6%
Fidelity ²	11.1%
GEM/STOCK	8.1%
CITY OF LONDON Investment Management Company Limited	6.2%
CONSILIUM Investment Management	2.8%
AVANZA	2.8%
AVI Asset Value Investors	2.2%
ROBECO	2.0%
WELLINGTON MANAGEMENT®	<1%
PICTET	<1%
HEDGECLUB Investment Management	<1%
BAILLIE GIFFORD	<1%
Principal®	<1%

Strong conviction in VEF's investment appraisal

Key shareholders have committed to co-investments in follow-on rounds across a number of our portfolio companies



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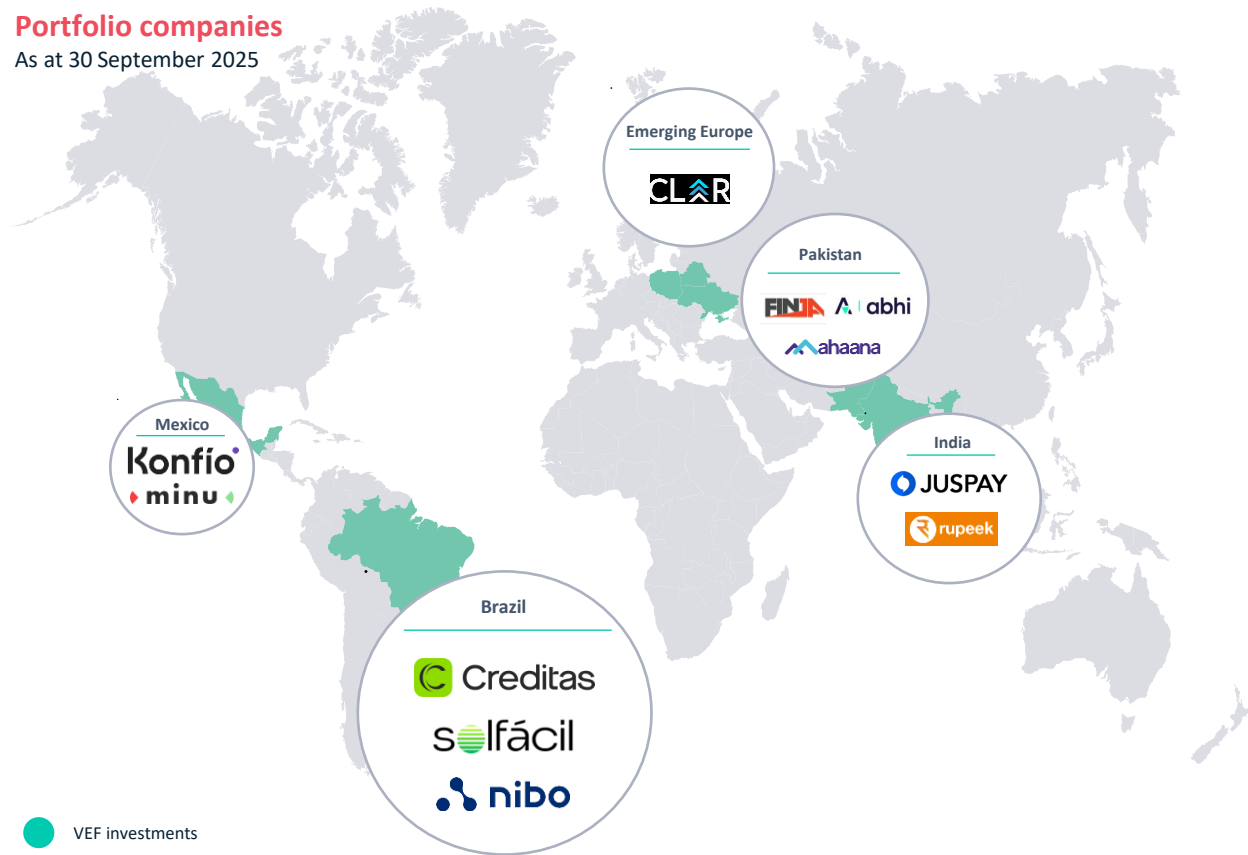
VEF Outlook

A diversified portfolio across scale emerging markets

VEF has backed entrepreneurs across the emerging world since inception in 2015

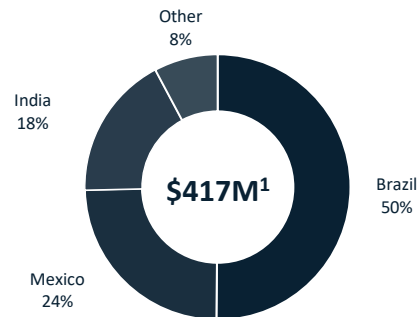
Portfolio companies

As at 30 September 2025

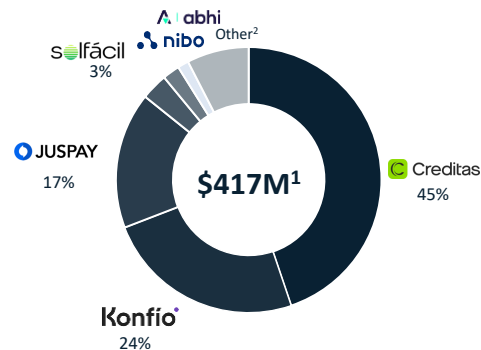


Portfolio composition

Geographic Breakdown¹



Portfolio Companies¹



VEF portfolio overview

Company	Description	Stake	% of Portfolio ¹
 Creditas	Brazil's leading digital-first secured lending platform	8.9%	44.8%
 Konfio	Provides credit, payments and software tools for Mexican SMEs	10.0%	24.3%
 JUSPAY	Leading mobile payments platform for online merchants in India	8.1%	16.6%

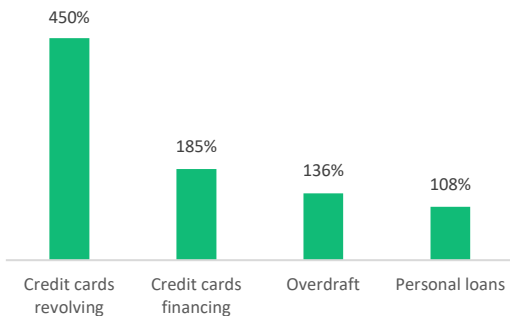
Company	Description	Stake	% of Portfolio ¹
 solfácil	Solfácil is building a digital ecosystem for solar energy adoption in Brazil	2.5%	3.2%
 nibo	Leading accounting SaaS provider for SMEs in Brazil	21.3%	2.1%
 alabhi	Offers gold-backed lending, earned wage access/payroll solutions and SME financing in Pakistan and the UAE	10.2%	1.3%
Other	Other portfolio companies ²	-	7.5%

Creditas – Brazil's leading digital-first secured lending platform

Market opportunity

Extraordinary interest rates...

Average APR on lending products in Brazil (2Q25)



...despite an enormous pool of unlevered assets



48 Million

Residences debt-free
66% of all Brazilian residences



28 Million

Cars debt-free
74% of all Brazilian cars

Creditas value proposition

Addressing credit affordability through collateralized lending



Home

Home equity & sale advance



Auto

Auto equity & auto finance



Benefits

Payroll loan & salary advance

Unique all-digital approach



Key stats¹



\$8.8 bln+

Loaned to customers
since 2012



40+

Capital market
issuances



\$1.2 bln

Portfolio
(Jun 2025)



\$614 mln

LTM origination
(Jun 2025)



\$401 mln

LTM revenue
(Jun 2025)

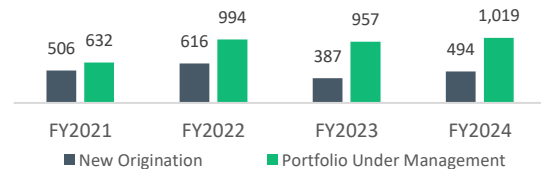


\$162 mln

LTM gross profit
(Jun 2025)

Portfolio & originations

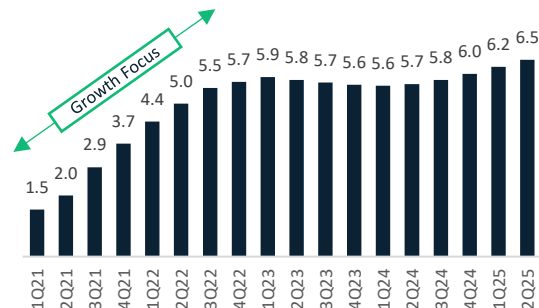
USD mln¹



2Q25 update

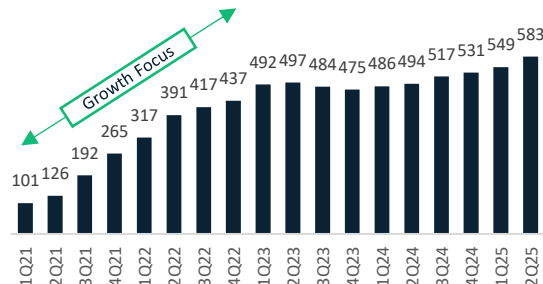
Portfolio Under Management

BRL bln



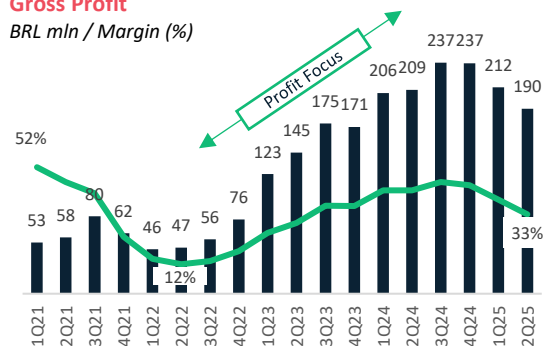
Revenues

BRL mln



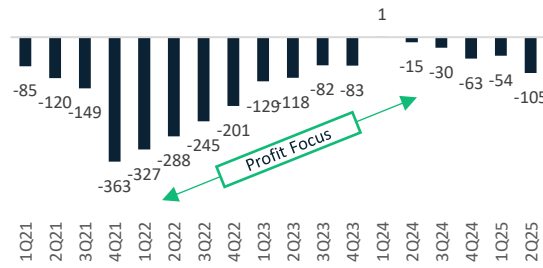
Gross Profit

BRL mln / Margin (%)



Adjusted Net Income

BRL mln



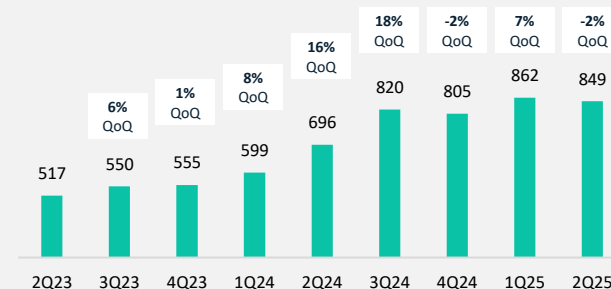
Summary overview

Maintaining robust unit economics whilst re-accelerating growth

- Accelerating growth:** In 2Q25, originations amounted to BRL 849 mln, broadly in line with the prior quarter and up 22% vs 2Q24, ending the quarter with a BRL 6,466 mln portfolio, +14% YoY
- Gross margins temporarily below steady-state level:** Gross profit for 2Q25 came to BRL 190 mln. Gross margins contracted to 33% on the back of central bank rate hikes, the trailing effect of increased origination on provisions and the elimination of fees in Private Payroll loans in the transition to eConsignado
- Disciplined cost base:** costs below gross profit increased 2% QoQ (slight impact from one-offs). CAC-to-origination at/near record levels, continued optimisation of user experience and strong cost control
- Continue **targeting neutral cash flow** as a key operational guardrail, financing growth without the need for external capital

Creditas quarterly originations

BRL mln



A Curated Ecosystem of SME-Focused Financial Services

Targeting Underserved SMEs in Mexico

- Working capital loans
- Payments
- Corporate cards
- Banking services

Secured, large ticket, long history of bank statements and tax returns

Secured Bank Loans

High friction, traditional burdensome requirements

Underserved SME Segment

High-cost, small ticket, not scalable

Personal Products Supplier Financing

84% of Konfío clients received their first formal loan from Konfío

Key Konfío stats

Leading digitally native SME banking platform in Mexico...

\$540 mln

SME loan portfolio

\$1.7 bln

cumulative disbursements

75k+

SMEs served to date

...with deep data and intelligence edge, delivering unique value proposition

1.4 bln+

Invoices processed

<10 mins

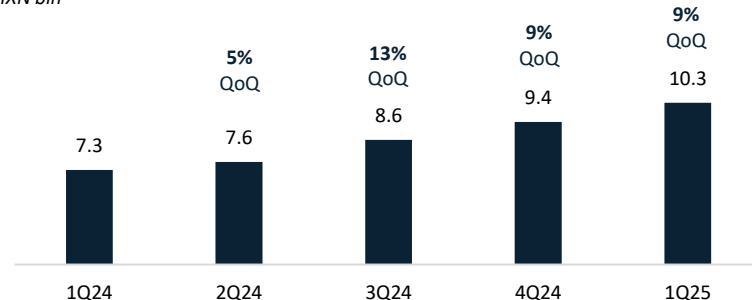
Loan approvals

<1 day

Loan disbursement

Loan portfolio

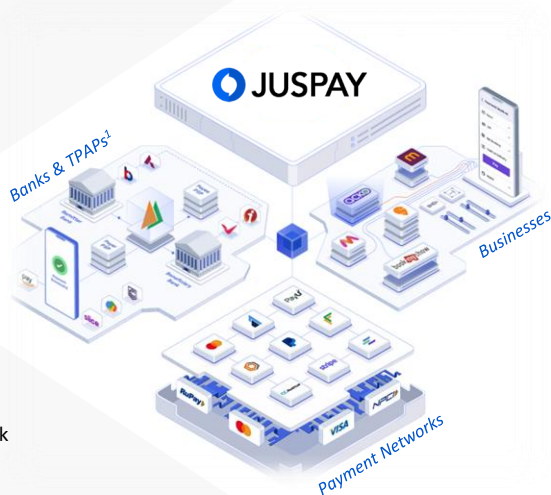
MXN bln



Access to the entire Indian payment ecosystem with one single integration

Merchant payments platform

- Powering entire payment stacks for enterprises
- Payments orchestration
- B2B payments
- Instant, unified payouts
- Card tokenisation
- Analytics and reconciliation



Juspay UPI 360° stack

- Connecting merchants and banks to India's instant payment network
- India's first UPI PSP on-cloud
- End-to-end UPI infrastructure solutions – issuing, acquiring and PPI

Key Juspay stats

Dominant player in the Indian payments ecosystem...

\$450 bln+

Annualised TPV

~5x

TPV growth in last 3 years

130%+

Net revenue retention

....best-in-class scalability, reliability and efficiency

30 mln+

Avg. daily transactions

99.99%

Best-in-class uptime

75%+

High transaction success rates

....and serving India's largest enterprise clients, banks and UPI TPAPs¹

Flipkart

amazon

AXIS BANK

RBL BANK

G Pay amazon pay

DREAM11

HDFC BANK

CRED paytm

....now expanding globally

hyperswitch

Recently launched payment orchestration solution for the international market

International clients

HSBC

agoda

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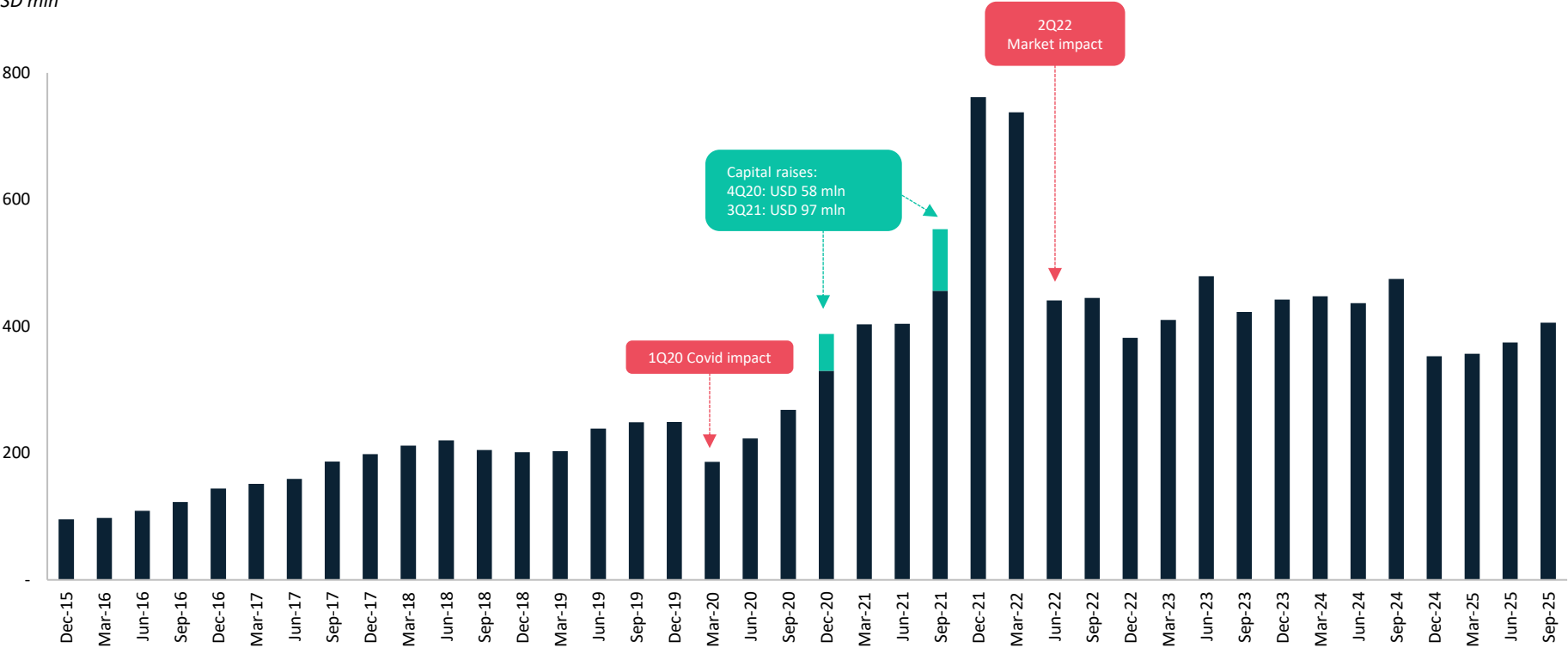
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VEF Outlook

NAV Evolution

USD mln



Valuation approach and key take-aways

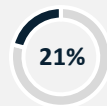
Company	3Q fair value (USD mln)	Change QoQ (USD mln)	Valuation methodology	Multiple	Comments / Last transaction details
 Creditas	186.8	+6.9	MTM	Rev + GP	-
 Konfio	101.5	+28.6	MTM	Rev + GP	-
 JUSPAY	69.3	-	Latest trx	-	USD 60 mln Series D round closed Apr-25
 solfácil	13.5	-	Latest trx	-	Size funding round closed Jan-25
 nibo	8.7	-1.9	MTM	Rev + GP	-
 abhi	5.6	+0.5	MTM	Revenue	-
Other ¹	31.5	0.0	Various	-	-

¹Includes all companies individually valued at less than 1% of the total portfolio and/or companies that cannot be disclosed due to special circumstances

²21% / 79% of holdings based on NAV contribution

³Over 95% on NAV contribution basis

Portfolio valuation shifting back to marks validated by recent and sizeable latest transactions



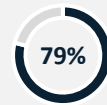
Latest transaction

21% of holdings reflects very **recent and significant transactions** overlaid with implied MTM sense check²



USD 60 mln Series D
Apr 2025

Majority of MTM holdings now incorporating multiples further down the P&L



Mark-to-model & calibration

79% of holdings are valued based on **mark-to-model valuation or calibration**³

95%+

of MTM valuations now incorporating multiples further down the P&L³



Quality

Confident with the quality of the companies that dominate our portfolio **and their delivery/outlook** as we move through 2025
Many moving parts which define our success over time, but **quality performing compounding assets form the basis of that success**

Profitable & self-sustaining



>90% of the portfolio are now **self-sustaining** having **already reached breakeven/profitability**¹



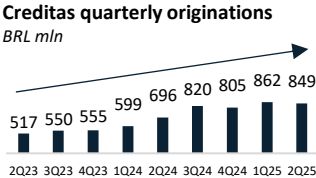
Top 3 portfolio companies all reached self-sustaining BE/profitability profile

Robust growth



~ 30% portfolio weighted NTM revenue growth
~ 30% portfolio weighted NTM gross profit growth

Creditas
Re-acceleration of growth
22% YoY origination growth delivered in 2Q25
Targeting 25-30%+ profitable growth



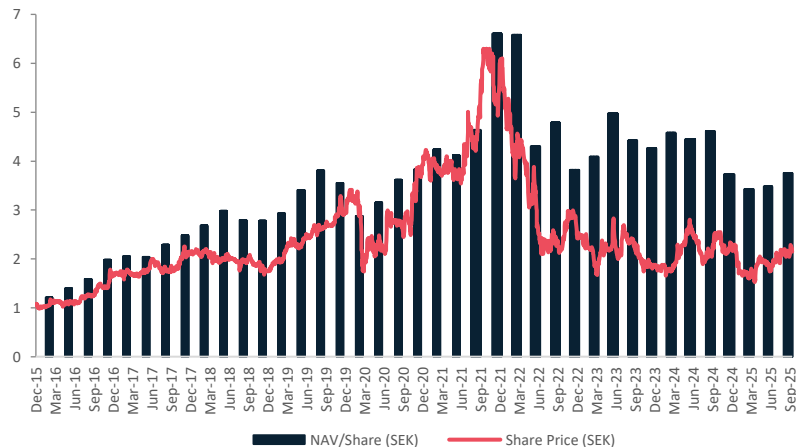
Raising fresh capital

Portfolio companies **well capitalized across the board**
Juspay the latest stand-out fundraise closing a USD 60 mln Series D

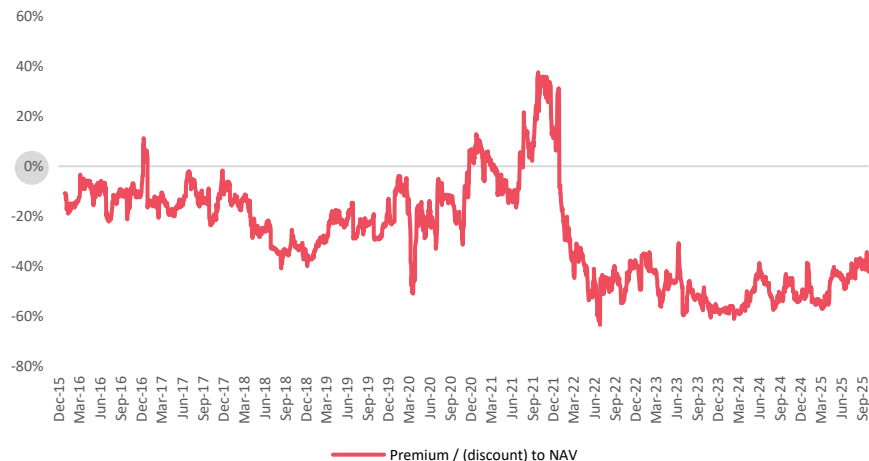
JUSPAY USD 60 mln Series D
Apr 2025

Share price, NAV/share and the premium/discount

NAV/share & share price development



Premium/(Discount) to NAV



\$406M
NAV (3Q25)

\$232M
Market cap¹

SEK 3.75
NAV/share (3Q25)

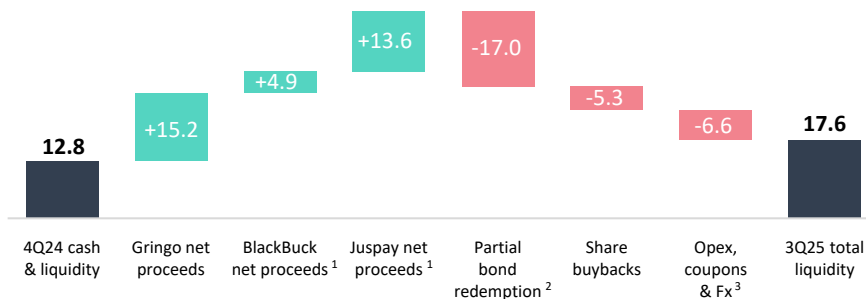
SEK 2.15
Share price¹

Strengthening cash & balance sheet

Partial bond redemption completed, share buyback programme live and comfortable capital position

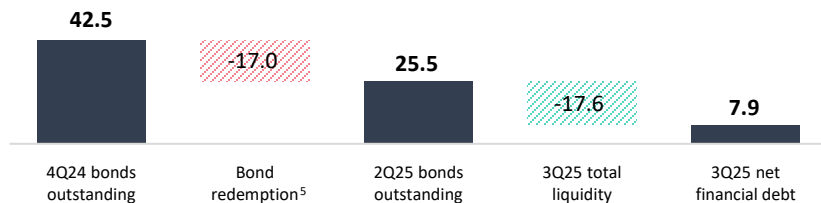
Liquidity evolution & capital position

USD mln



De-leveraging remains core priority: USD 7.9 mln net debt position at quarter end

USD mln⁴



¹Net of withholding taxes and transaction fees

²SEK 160 mln redemption at 101% call premium, translated to USD based on USD/SEK Fx rate as at 30 June 2025

³Includes opex, coupon payments and net Fx translation effects on corporate cash balances

⁴Bond balances translated to USD based on USD/SEK Fx rate as at 30 September 2025

⁵Face value of bonds redeemed (excluding call premium)

Robust pro forma capital position

- USD 37 mln gross proceeds now realised over the past 12 months, bolstering our balance sheet and capital position
- Total liquidity of USD 17.6 mln at 3Q25, having completed an SEK 160 mln partial bond redemption and USD 5.3 mln in cumulative share buybacks year to date
- USD 7.9 mln of net financial debt outstanding

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VEF Outlook

Healthy capital flows continue across both primary rounds and secondaries/exits

Trends in the exits/capital backdrop remain encouraging, with numerous sequential successful fintech IPOs in the US YTD. Capital flows returning to emerging markets, with notable benchmark funding rounds closed across our core markets

US IPO markets re-open

Growing number of successful fintech IPOs YTD

\$5 bln+

Raised via IPOs YTD

\$47 bln

Fintech mk cap created¹

May 2025		\$620 mln Raised at IPO	➤	\$4 bln IPO valuation
Jun 2025		\$1.05 bln Raised at IPO	➤	\$8 bln IPO valuation
Jun 2025		\$864 mln Raised at IPO	➤	\$12 bln IPO valuation
Sep 2025		\$1.4 bln Raised at IPO	➤	\$15 bln IPO valuation
Sep 2025		\$788 mln Raised at IPO	➤	\$5 bln IPO valuation
Sep 2025		\$425 mln Raised at IPO	➤	\$3 bln IPO valuation

Scale capital flows returning to emerging market fintech

Benchmark fintech funding/secondary rounds YTD



omie

\$160 mln

QITECH

\$63 mln

onfly

\$40 mln

neon

\$129 mln

agi

\$63 mln

paytrack

\$40 mln



Klar

\$190 mln

KAVAK

\$125 mln

CLARA

\$80 mln

PLATA

\$160 mln

kapital

\$100 mln

Félix

\$75 mln



CRED

\$75 mln

JUSPAY

\$60 mln

smallcase

\$50 mln

**Insurance
Dekho**

\$70 mln

Zolve

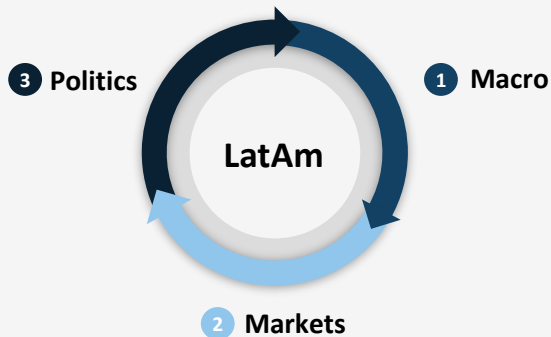
\$51 mln

scapia

\$40 mln

The stars are aligned in Latin America

Flywheel of structural tailwinds evolving in LatAm...



- **Weaker USD & favourable terms of trade**
High real rates create a strong tailwind for equities
- **Compelling valuations**
Multiples remain near historic lows
- **Underweight positioning**
Equity exposure by global & local investors at record lows
- **Global capital flows diversifying from the US**
LatAm stands as an attractive destination
- **Political recalibration in upcoming electoral cycle**
Could tilt pendulum back towards more centrist regimes

...providing robust backdrop for VEF outlook



Private markets lag publics



Tailwinds for NAV growth



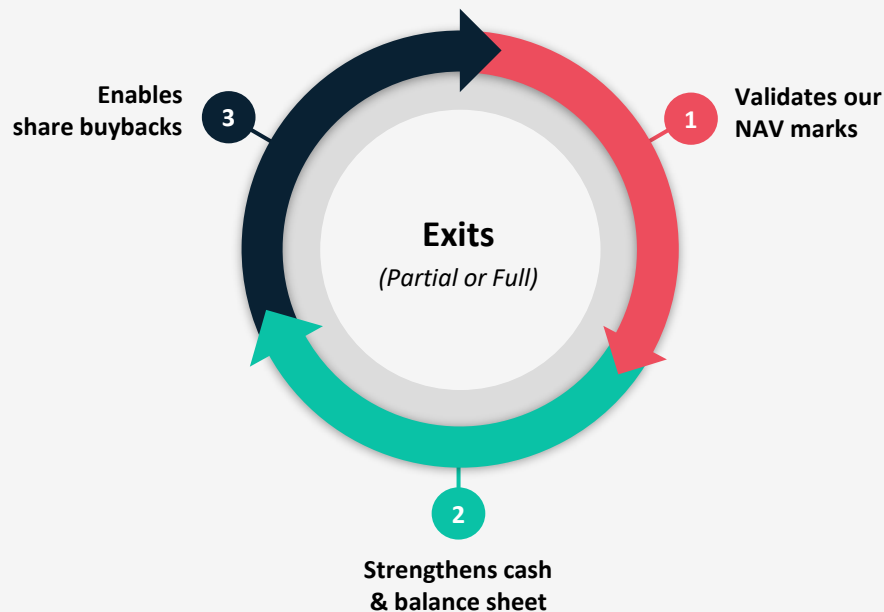
Improved liquidity environment



Opportunities to crystallise strong unrealised IRRs

Exits – key lever in closing the discount to NAV

NAV growth and portfolio exits/partial exits will be the key catalysts in closing the discount to NAV



1 Validates our NAV marks
Reflects the true valuation at which we can crystallize our investments

2 Strengthens cash & balance sheet
Ability to repay debt, and paves the path to get back on the front foot investing

3 Enables share buybacks
Further support in narrowing the discount, with attractive IRR for VEF and our shareholders

✓ ***BlackBuck, Gringo & Juspay announced, additional opportunistic realizations remains core priority for 2025/26***

Continue to build and refine a focused pipeline of quality EM fintech assets



VEF investment case and outlook

It's all about the portfolio



Profitable – portfolio has a much more balanced risk/reward than in the past, with over 90% already reaching break-even¹. The remainder are on a clear path to that destination with current capital or have comfortable runway.



Growing – with break even broadly achieved, sustainable growth is in focus. Creditas and Konfio are successfully reigniting growth, while growth continues unabated at Juspay. We expect c.30% portfolio weighted NTM revenue and gross profit growth.



Raising fresh capital – Juspay just closed their fresh funding round, following Solfácil and Konfio's recent raises. We expect to see more as we move through year-end and into 2026, as recovery in the venture industry gains momentum.

Exits



Exit markets are back. We welcome our recent exits from BlackBuck, Gringo and Juspay (partial). We will continue to opportunistically realise some of our assets at ~NAV, a key validity proof point to the market. We are confident we can deliver more in 2025/26.

Capital allocation



YTD, Capital in has prioritized de-levering our balance sheet and share buybacks. Continued focus on lowering our traded discount to NAV.

Pipeline



While pipeline work is a constant, today we have a small number of quality fintech names firmly on radar. We are going deep and looking to increase conviction and position ourselves and our capital for the right investment moment.



Thank you

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