



The emerging market fintech investor

# Investor Presentation

April 2024

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# VEF at a Glance – the emerging market fintech investor



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

## Listed investment company

- Listed in Sweden since Dec-2015 – VEF AB (publ)
- We were spun out from VNV Global, with a 3% stake in Tinkoff and raised USD 70 mln of initial capital
- Admitted to Nasdaq Stockholm's Main Market in Jun-2022
- Unique access vehicle: unlocking access to highly attractive fast-growing private fintech assets with public market liquidity

## Exclusive fintech focus with deep industry expertise

- Deep sector knowledge built through the evaluation of hundreds of deals and sitting on 15<sup>1</sup> boards across all lines of fintech
- Unique global fintech lens
- Strong track record of value creation with two successful exits in Russia's and Turkey's leading fintech companies, Tinkoff and izico

## Global emerging market specialists

- Extensive Emerging Markets investing experience
  - David Nangle, CEO: 20+ years EM financial services
  - Alexis Koumoudos, CIO: 10+ years EM investing
  - Execution of 20+ private transactions across Emerging Markets

**\$202M**  
Market cap<sup>2</sup>

**\$448M**  
NAV (1Q24)

**15**  
Portfolio companies

**\$18M**  
Cash & liquidity<sup>3</sup>

**+7.2%**  
2015-1Q24  
Share price CAGR<sup>4</sup>

**+17.5%**  
2015-1Q24  
NAV per share CAGR<sup>4</sup>

<sup>1</sup>Including board seats exited

<sup>2</sup>Market cap as at 12 April 2024

<sup>3</sup>Cash and liquidity investments as at 31 March 2024

<sup>4</sup>CAGR since inception as at 31 March 2024

## Targeted investment approach with a clear mandate...



### SECTOR

We target all lines of financial services inclusive of payments, credit and savings/investments. The “right” target sector is very market-dependent.



### GEOGRAPHY

Within emerging markets, we focus on the more populous and scalable markets, referenced against competition for opportunities and point in the cycle.



### MINORITY STAKES AND A BOARD SEAT

VEF targets sizeable minority stakes of 10–20% with board representation in its portfolio companies. We are active and supportive shareholders.



### UNIQUE FINTECH INVESTMENT

There are very few ways to play the growing fintech investment theme in public markets and even less in the emerging world. VEF is a unique access asset in this regard.

## ...and deep expertise across the fintech spectrum

<b>CREDIT</b>		<ul style="list-style-type: none"> <li>• Consumer</li> <li>• SME</li> <li>• Secured</li> <li>• Unsecured</li> </ul>	
<b>PAYMENTS</b>		<ul style="list-style-type: none"> <li>• Offline</li> <li>• Online</li> <li>• Mobile</li> <li>• Remittances</li> </ul>	
<b>PERSONAL FINANCE</b>		<ul style="list-style-type: none"> <li>• Digital Banks</li> <li>• Personal Finance Managers</li> <li>• Mobile Wallets</li> </ul>	
<b>INVESTMENTS</b>		<ul style="list-style-type: none"> <li>• Wealth Management</li> <li>• Roboadvisors</li> <li>• Digital Brokers</li> </ul>	
<b>EMBEDDED FINTECH</b>		<ul style="list-style-type: none"> <li>• Accounting SaaS</li> <li>• HR &amp; Payroll Management</li> <li>• BNPL</li> <li>• Logistics</li> </ul>	
<b>INSURTECH</b>		<ul style="list-style-type: none"> <li>• Online comparison and brokerage</li> <li>• Full-stack digital</li> </ul>	
<b>WEB3</b>		<ul style="list-style-type: none"> <li>• Cryptocurrencies</li> <li>• Blockchain</li> <li>• Digital assets</li> </ul>	

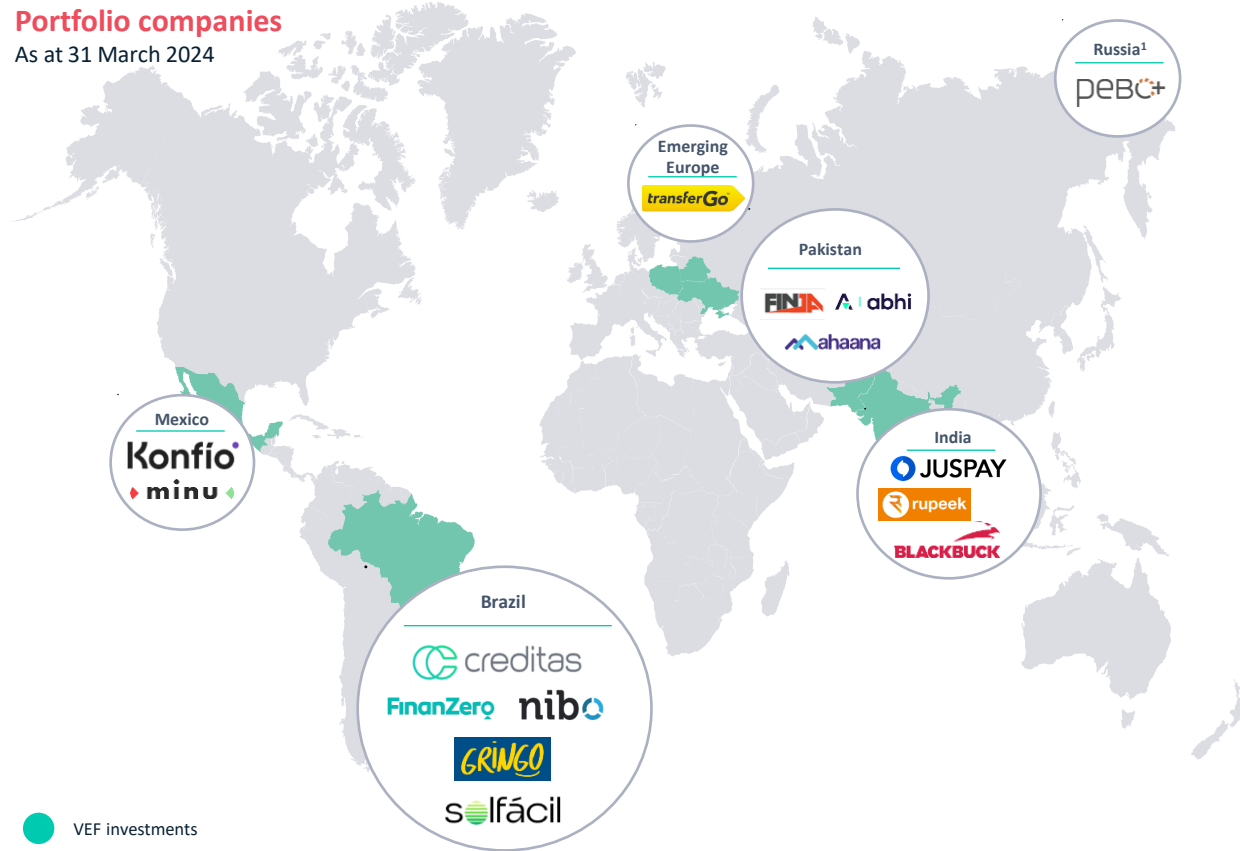
= VEF investments

# A diversified portfolio across scale emerging markets

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

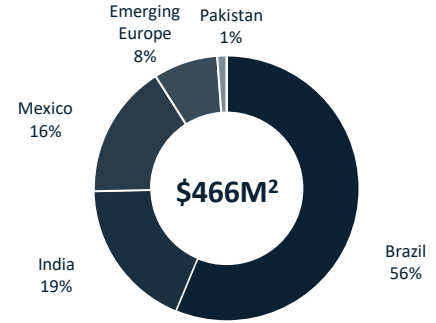
## Portfolio companies

As at 31 March 2024

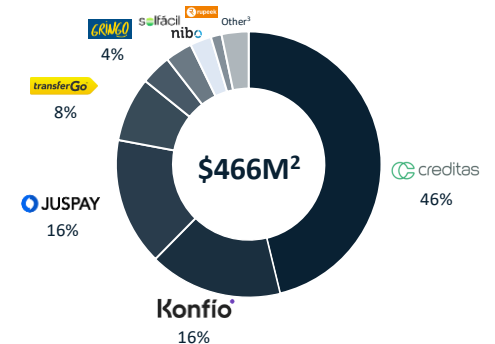


## Portfolio composition

### Geographic Breakdown<sup>2</sup>



### Portfolio Companies<sup>2</sup>



<sup>1</sup>Position in Revo is held at zero, hence VEF holds no exposure to Russia

<sup>2</sup>Based on 1Q24 invested portfolio, excl. cash, debt and liquidity investments

<sup>3</sup>Includes all companies individually valued at less than 1% of the total portfolio and portfolio company valuations that cannot be disclosed due to regulatory restrictions

# Strong track record of investing in benchmark private fintech names across EM



We are now present in one of the top 3 private fintech assets each in Brazil, Mexico & India. We have a track record of backing and successfully exiting fintech champions in Russia and Turkey

## Current investments in two of LatAm's fintech champions

Mexico

**Konfio**

Market leader in digital SME financial services.

Brazil

**creditas**

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

## Successful exits from fintech leaders in Russia & Turkey

Turkey

**iyzico**

Leading digital payments player successfully exited yielding ~3x CoC and ~57% IRR – Turkey's biggest fintech exit.

Russia

**Tinkoff Bank**

Russia's largest digital bank successfully exited yielding ~6x CoC and ~65% IRR. Number 1 digital bank in Russia/EM.

India

**JUSPAY**

India's leading mobile payments platform for online merchants.

## Investment in India's leading digital payments company

● VEF current investments comprising 78% of invested portfolio<sup>1</sup>

● VEF exits

<sup>1</sup>Based on 1Q24 invested portfolio, excl. cash, debt and liquidity investments

<sup>2</sup>According to Deloitte Touche Tohmatsu India's "Technology Fast 50" 2020

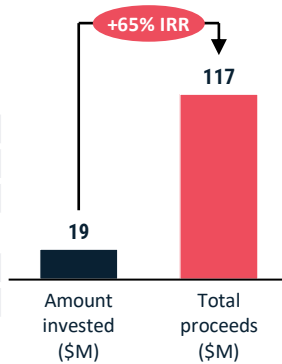
# Clear mandate with a proven strategy – strong track record of delivering returns

## Proven track-record in value-creation and successful exits



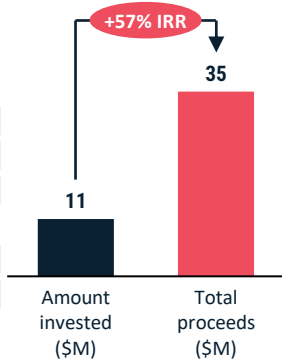
Date entered	Jun-15
Date exited	Feb-19
Holding period	3.6 yrs

IRR	65%
CoC	6.1x



Date entered	Jan-17
Date exited	Dec-19
Holding period	2.6 yrs

IRR	57%
CoC	3.2x



## 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

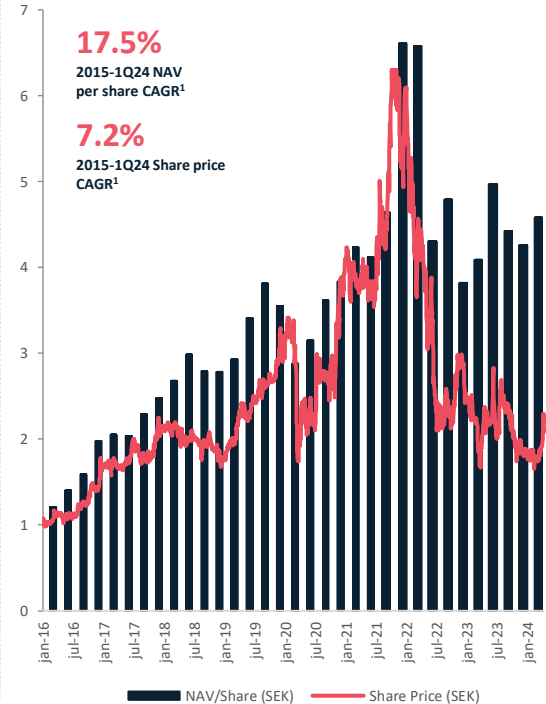
### India



India's leading mobile payments platform for online merchants

## Driving our strong history of long-term shareholder return

### NAV/share & share price development



# Backed by blue-chip institutional capital

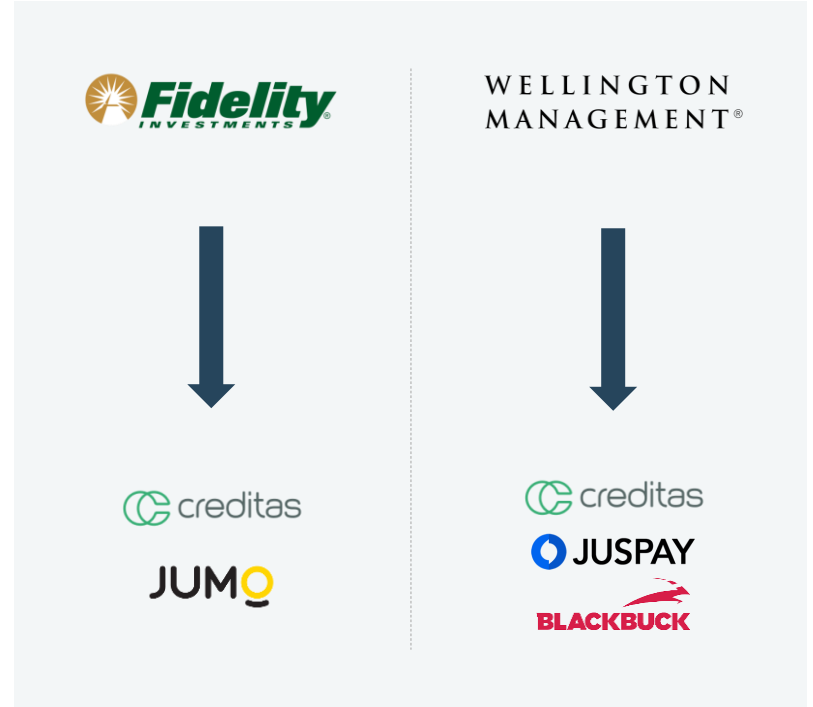
## Long-term supportive institutional shareholder base

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

Shareholder	Holding [% of TSO] <sup>1</sup>
Ruane, Cunniff & Goldfarb	19.9%
Fidelity <sup>2</sup>	12.3%
Swedbank Robur	8.4%
CITY OF LONDON <small>Investment Manager, Company Limited</small>	5.1%
LIBRA Advisors	3.4%
WASATCH <small>GLOBAL INVESTORS</small>	3.0%
AVI <small>Asset Value Investors</small>	2.2%
ROBECO <small>The Investment Engineers</small>	1.9%
WELLINGTON MANAGEMENT <sup>3</sup>	<1%
PICTET <small>1844</small>	<1%
H HIGHCLERE <small>Investment</small>	<1%
BAILLIE GIFFORD	<1%
Principal <sup>4</sup>	<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



<sup>1</sup>Based on Euroclear Sweden AB data and holdings known to the company. Including foreign nominees. As at April 2024

<sup>2</sup>Includes Fidelity Investments (FMR) (9.93%) and Fidelity International (FIL) (2.40%)



# Established reputation and deep relationships within local ecosystems provides a competitive moat and access to unique opportunities

1

## Unique global fintech lens

- Deep **sector expertise** and a **global lens** to emerging market fintech
- Differentiated insights from our **global portfolio**, continuous **pipeline discussions**, and supplementary **research on public fintech players**
- Established reputation as a **benchmark name in emerging market fintech** investing



Brazil



Mexico



India



2

## Strong network of local VC partners

- **Local VC circles** play a **critical role in sourcing and curating** early-stage opportunities
- We have built **strong relationships with the best local VCs** and have co-invested and have sat on boards with the majority of the key players
- **Key for ongoing sourcing** and successful building out of our portfolio companies



3

## Spending time on the ground in our core markets

- Spending **time on the ground** developing insights into local ecosystems/markets
- Focus our time around our portfolio companies, local VC partners, and **meet with emerging fintech players** establishing relationships early-on and building our pipeline



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



>6% collective holding in VEF<sup>1</sup>

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



**Éire Smith**  
Principal

- 6+ years experience investing in emerging market fintech



**Shashi Shekhar Mahajan**  
Principal

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



**Evin Mc Kay**  
Principal

- 4 years investment banking with Morgan Stanley, most recently with an exclusive focus on technology



**Fernanda Cortes Mora**  
Analyst

- Prior experience with Redwood Ventures in Mexico and working for Kueski, the Latam digital lender



**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

Joined VEF

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Sustainability

NAV Evolution

USD mln



## Evolution of our valuation marks in 1Q24

Fair value USD (mln)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	QoQ % change	YoY % change	1Q24 % of holdings
 <b>Creditas</b>	394.1	195.9	211.3	193.1	198.7	212.9	183.5	188.8	215.5	14.1%	8.5%	46.2%
<b>Konfio</b>	135.6	61.1	61.1	40.1	48.9	85.6	79.8	95.3	75.5	-20.8%	54.4%	16.2%
 <b>JUSPAY</b>	42.4	47.5	47.5	47.5	62.8	74.9	66.5	74.1	72.5	-2.0%	15.5%	15.6%
 <b>transferGo</b>	28.4	18.1	16.9	16.3	16.2	21.8	30.9	27.0	36.6	35.7%	126.7%	7.9%
 <b>GRINGO</b>	12.2	12.2	12.2	12.2	20.6	18.8	17.3	17.3	17.3	0.0%	-16.0%	3.7%
 <b>selfácil</b>	20.0	20.0	20.0	20.0	20.0	20.0	11.6	15.6	15.4	-1.4%	-22.9%	3.3%
<b>nibo</b>	10.4	6.7	6.7	6.8	9.5	10.2	11.2	12.7	12.1	-4.5%	27.9%	2.6%
 <b>Rupeek</b>	13.2	13.2	15.2	15.2	8.6	7.7	7.7	7.7	6.1	-21.2%	-28.8%	1.3%
<b>Other<sup>1</sup></b>	30.0	33.6	26.5	24.5	25.0	26.4	23.4	21.4	15.3	N/A <sup>2</sup>	N/A <sup>2</sup>	3.3%
<b>Total portfolio companies (incl. exits)</b>	<b>686.2</b>	<b>408.3</b>	<b>417.5</b>	<b>375.8</b>	<b>410.3</b>	<b>478.2</b>	<b>432.1</b>	<b>460.0</b>	<b>466.5</b>	1.4%	13.7%	100.0%

# Valuation approach and key take-aways (1/3)

$T_0$   
Latest significant  
equity transaction

$T_0 - T+12$  months

- **Significant equity transaction** within the last 12 months serves as the primary anchor for our fair value analysis.
- **Shadow MTM** analysis (relative comparisons of transaction implied valuation multiples vs public comps). Sense check whether there has been any significant movement in market conditions or company performance since transaction.

MTM validates latest  
transaction valuation

MTM indicates valuation  
adjustment required

## Latest Transaction Valuation

- Retain transaction valuation as the fair value in our NAV

## Calibration Methodology

- Leverage calibration methodology to objectively adjust the latest transaction valuation to reflect the updated environment/performance

$T + 12$  months

$T+12$  months onwards...

## Mark-to-Model (MTM)

- Post 12 months fair value determined based on a mark-to-model valuation
- MTM methodology considers the following key drivers on a quarterly basis:
  - Relative valuation of most suitable publicly traded **comparable** companies
  - VEF's proprietary **financial models** for each company
  - Other factors including FX movements, changes to net cash or our shareholding within the quarter
- Actively **consider the scale and maturity evolution** of each portfolio company, **transitioning valuation framework towards multiples further down the P&L** as they reach profitability

*Whilst the majority of our positions are preference shares typically offering downside protections, we maintain a conservative approach to valuation and do not factor in potential upside from our preference positions*

# MTM valuation methodology evolution (2/3)

## Maturing Portfolio

VEFs larger portfolio companies are maturing

Revenue	Prioritize sustainable growth into large opportunities
Gross Profit	Prioritize unit economics, approaching steady-state margins
EBIT	Forego growth for profit, solving for breakeven

Methodology adjustment

Incorporating multiples further down the income statement which we believe will be drivers of valuation

## Implementation









2023	2024	1Q24

Impact

90%+ of MTM valuations now incorporating multiples further down the P&L<sup>1</sup>

- Some headwind to NAV growth reflected in 'change in multiples'
- Give more comfort with our process and confidence in our NAV

## Valuation approach and key take-aways (3/3)

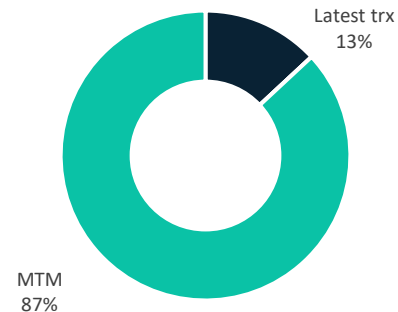
Company	1Q fair value (USD mln)	Change QoQ (USD mln)	Valuation methodology	Multiple	Comments / Last transaction details
 Creditas	215.5	+26.7	MTM	Rev + GP	-
 Konfio	75.5	-19.8	MTM	Rev + GP	-
 JUSPAY	72.5	-1.5	MTM	Rev + GP	-
 transferGo	36.6	+9.6	Latest trx	-	USD 10 mln funding round closed Mar-24
 GRINGO	17.3	-	Latest trx	-	Series C funding round closed Aug-23
 selfácil	15.4	-0.2	MTM	Rev + GP	-
 nibo	12.1	-0.6	MTM	Rev + GP	-
 Rupeek	6.1	-1.6	Latest trx	-	USD 6 mln funding round closed Mar-24
Other <sup>1</sup>	15.3	-6.1	Various	-	-

### Portfolio valuation

- Total USD NAV ended the quarter at USD 447.6 mln, up +1.2% / USD 5.4 mln QoQ
- The main drivers of NAV evolution in the quarter were Creditas (+USD 26.7 mln) and TransferGo (+USD 9.6 mln) predominantly offset by the decline in Konfio (-USD 19.8 mln)
- Of our 14 portfolio companies (excluding Revo), at 1Q24, 4 are valued based on the last transaction and the remaining 10 are mark-to-model

### Breakdown of holdings valuation methodologies

% based on USD NAV contribution, as at 1Q24





# Key NAV and portfolio performance metrics 1Q24

## NAV

Portfolio valuation shifting back to marks validated by recent and sizeable latest transactions, with majority of MTM holdings now incorporating multiples further down the P&L



### Latest transaction

13% reflects very recent and significant transactions overlaid with sense checking an implied MTM

TransferGo USD 10 mln round  
Mar 2024

Gringo Series C round  
Sep 2023



### Mark-to-model

87% of the holdings are valued based on mark-to-model valuation

90%+

of MTM valuations now incorporating multiples further down the P&L<sup>1</sup>



## Portfolio performance

Our portfolio continues to execute and is well funded and prepared to navigate the current environment

**1** Portfolio continues to execute well delivering strong growth

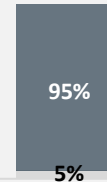


~ 30%

portfolio weighted NTM revenue growth

Our portfolio companies are executing well, despite adjustments made to growth plans to improve efficiency and extend runway in the current environment

**2** Portfolio is well funded and prepared to navigate the current environment



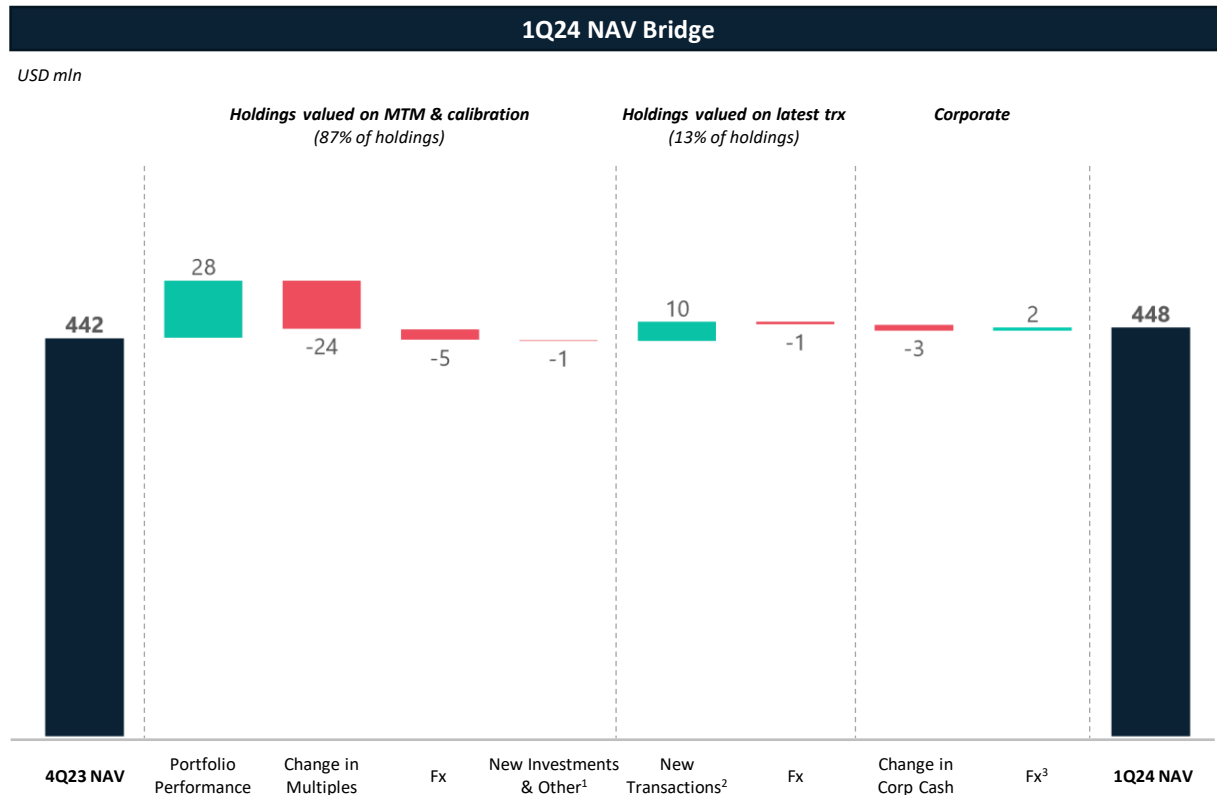
Can reach breakeven with existing capital position, or is already profitable

Earlier stages or high growth mode – portfolio weighted runway of 18 months

Portfolio funding to breakeven

# 1Q24 NAV Evolution

Evolution in NAV primarily driven by a combination of portfolio performance and new transaction valuations, largely offset by the impact of transitioning to multiples further down the P&L for portfolio companies approaching profitability and reaching steady-state margins



- ### Key takeaways
- Total USD NAV ended the quarter at **USD 447.6 mln**, up **USD 5.4 mln / 1.2% QoQ**
  - **~90% of the holdings valuation is tied directly to public market trading** which accounted for the majority of 1Q24 NAV evolution, within which:
    - Underlying **portfolio performance remains robust**, delivering positive NAV contribution
    - **Change in multiples largely** reflects impact of **transitioning to multiples further down the P&L** for portfolio companies approaching profitability and reaching steady-state margins
    - Fx attributable to the depreciation of the BRL in the quarter, partially offset by strength in MXN
    - Other relates to dilution and aggregate changes in net cash positions of portfolio companies
  - New transactions reflects the **latest funding round at TransferGo at a valuation above our previous mark**
  - Change in corporate cash a function of ongoing opex and coupon payments
  - Fx gains attributable to the net effect of SEK depreciation driving translation effects on our sustainability bond and SEK liquidity balances

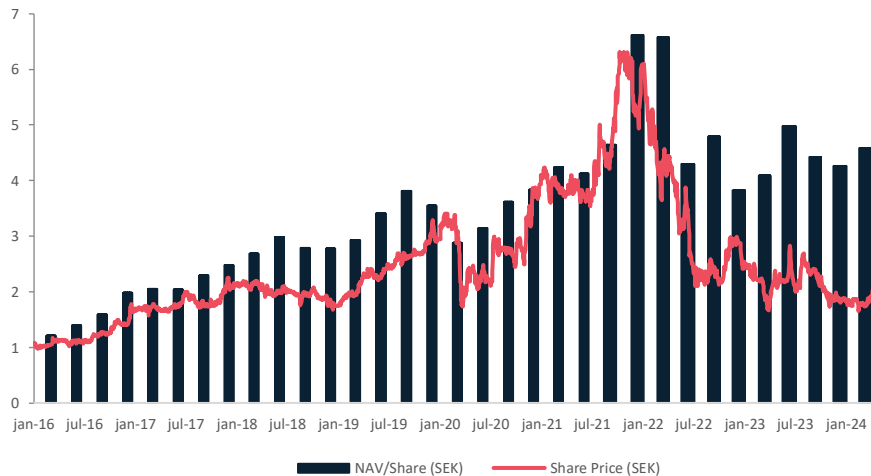
<sup>1</sup>Includes new investments made during the quarter, changes in net cash/debt position at portfolio companies and any accretion/dilution of our position

<sup>2</sup>Includes new investments made during the quarter, changes to valuation based on latest transactions and any accretion/dilution of our position

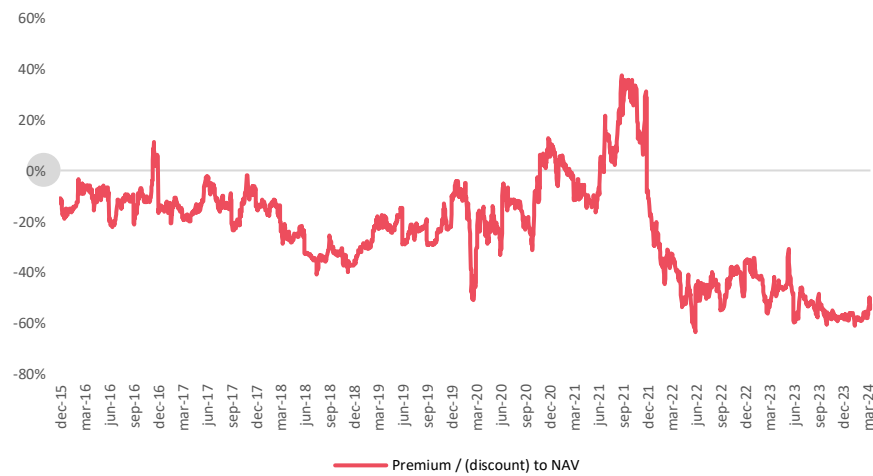
<sup>3</sup>Relates to the translation impact of our SEK 400 mln sustainability bond outstanding

# Share price, NAV/share and the premium/discount

### NAV/share & share price development



### Premium/(Discount) to NAV



**\$448M**  
NAV (1Q24)

**\$202M**  
Market cap<sup>1</sup>

**SEK 4.58**  
NAV/share (1Q24)

**SEK 2.09**  
Share price<sup>1</sup>

## Closing the discount to NAV

The discount to NAV averaged 58% through 1Q24. We have several ongoing initiatives aimed at addressing the discount:

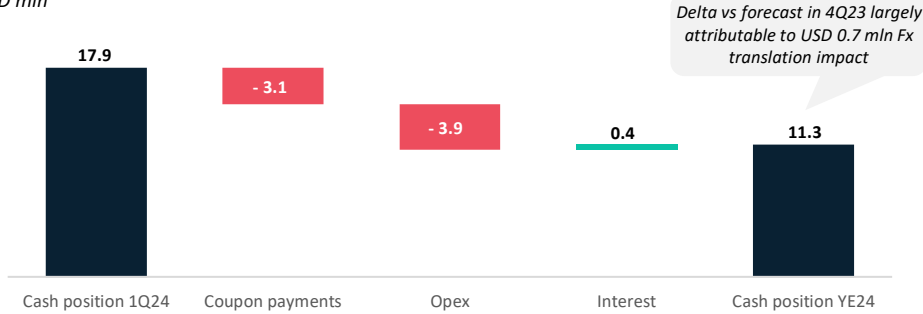
VEF initiative	Details	Anticipated effects
<b>IR/PR combined strategy</b>	<ul style="list-style-type: none"> <li>• <b>Marketing via digital channels:</b> To a global audience via various media channels</li> <li>• <b>Large portfolio companies out marketing:</b> Actively engaging with investors at industry events</li> <li>• <b>Jefferies initiation:</b> New coverage of VEF by Jefferies, a global investment bank</li> <li>• <b>Swedish investors in focus:</b> Engaging with both retail/institutional &amp; equity/bond investors</li> <li>• <b>VEF-authored research:</b> Recently published research on VEF breakout star, Gringo</li> </ul>	<ul style="list-style-type: none"> <li>• Increase breadth and depth of our investor base</li> <li>• Showcase our best portfolio companies</li> </ul>
<b>Increased transparency</b>	<ul style="list-style-type: none"> <li>• <b>Evolution of portfolio valuation</b> to reflect more mature portfolio companies</li> <li>• <b>Expected NTM growth</b> of our total portfolio</li> <li>• Medium term portfolio <b>cash needs</b></li> <li>• <b>Creditas IFRS quarterly disclosure</b></li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate strength of underlying portfolio growth</li> <li>• Estimate investable cash position</li> <li>• Prepare Creditas for medium term IPO</li> </ul>
<b>Investment performance</b>	<ul style="list-style-type: none"> <li>• <b>NAV growth:</b> c. 30% portfolio weighted NTM revenue growth</li> </ul>	<ul style="list-style-type: none"> <li>• NAV growth to demonstrate we are long portfolio of quality names</li> </ul>
<b>Balance sheet strengthening</b>	<ul style="list-style-type: none"> <li>• <b>Balance sheet strengthening:</b> Top priority in 2024 is to strengthen our balance sheet. Exits are a high priority. We feel better today than 3 or 6 months ago about exit prospects.</li> </ul>	<ul style="list-style-type: none"> <li>• Lower our traded discount to NAV and get back on the front foot investing</li> </ul>

# Capital position – comfort with controllables

Solid cash position to cover coupon payments and opex

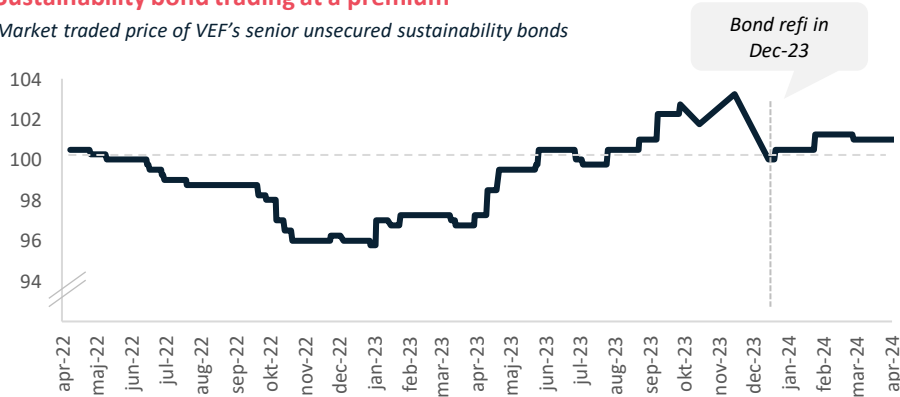
## Expected cashflows to YE24

USD mln



## Sustainability bond trading at a premium

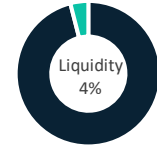
Market traded price of VEF's senior unsecured sustainability bonds



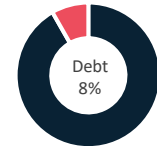
### VEF sustainability bond

- SEK 400 mln outstanding
- Frame of SEK 1,000 mln
- Interest: Stibor 3m + 650 bps paid quarterly
- Maturity: Dec 2026

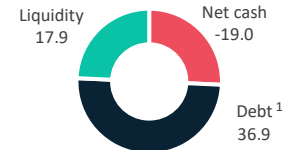
High liquidity to NAV ratio of 4%



Comfortable debt to NAV ratio of 8%



Net cash position of USD -19.0 mln



## VEF investment case and outlook



### NAV tailwinds in place

2023 16% growth in NAV (USD 60.4 mln) benefitting from strong macro and market level performance. At a portfolio level, growth remains robust. forecasts have bottomed out – in many cases we are starting to revise up estimates again.



### Optimistic about our portfolio

Creditas and Konfio – refocused and well capitalised, both well placed into macro and market recovery. Juspay – classic structural growth play on Indian payments – a key engine of medium-term NAV growth. A number of exciting names coming through in the portfolio – Gringo, Solfácil, BlackBuck, TransferGo and Abhi towards the top of that list.



### Portfolio weighted towards “healthy” emerging markets

90%+ of the portfolio is focused on Brazil (interest rate falling and macro cycle turning), India (strong structural growth) and Mexico (US nearshoring beneficiary), a strong backdrop for portfolio performance in 2024.



### Quality, maturity and balance in portfolio

Our portfolio is maturing and is more robust than 18 months ago. A better risk/reward balance is showcased by the majority of our companies being profitable or cash flow positive, or on a clear path to that destination.



### Venture industry continues to show signs of recovery:

We see increased activity in investing across stages, new fund launches and most importantly exits (M&A, IPO and secondary sales) occurring again. All positive top-down trends that provide a growing tailwind for the industry and VEF within it.



### Balance sheet and traded discount are strategic priorities for 2024

Top priority in 2024 is to strengthen our balance sheet. Exits are a priority and we are confident we can deliver in 2024. Our goal is to lower our traded discount to NAV and get back on the front foot investing, as we feel increasingly good about pipeline in this fresh cycle.

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## VEF portfolio overview

Company	Description	Stake <sup>1</sup>	% of Portfolio <sup>1</sup>
<b>creditas</b>	Brazil's leading digital-first secured lending platform	8.8%	46.2%
<b>Konfio</b>	Provides credit, payments and software tools for Mexican SMEs	10.3%	16.2%
<b>JUSPAY</b>	Leading mobile payments platform for online merchants in India	10.2%	15.6%
<b>transferGo</b>	Provides low-cost, fast, reliable digital money transfer services to migrants across Europe	11.3%	7.9%

Company	Description	Stake <sup>1</sup>	% of Portfolio <sup>1</sup>
<b>GRINGO</b>	Gringo is building a "super-app" for drivers in Brazil	9.8%	3.7%
<b>Solfácil</b>	Solfácil is building a digital ecosystem for solar energy adoption in Brazil	2.6%	3.3%
<b>nibo</b>	Leading accounting SaaS provider for SMEs in Brazil	20.1%	2.6%
<b>rupeek</b>	One of India's leading asset-backed digital lending platform	2.5%	1.3%
<b>Other</b>	Includes all companies individually valued at less than 1% of the total portfolio and portfolio company valuations that cannot be disclosed due to regulatory restrictions	-	3.3%



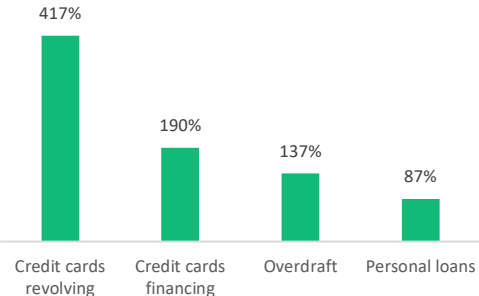
# VEF key portfolio companies

		Company		
		creditas 	Konfio 	JUSPAY 
Company	Overview	Brazil's leading digital-first secured lending platform	Provides digital banking products including credit, payments and software tools for Mexican SMEs	Leading mobile payments platform for online merchants in India
	Key Products	<ul style="list-style-type: none"> <li>- Auto equity / finance</li> <li>- Home equity</li> <li>- Payroll lending</li> <li>- Insurance &amp; ancillary services</li> </ul>	<ul style="list-style-type: none"> <li>- Working capital finance</li> <li>- SME corporate credit cards</li> <li>- Payment acquiring</li> <li>- SME accounting and ERP SaaS</li> </ul>	<ul style="list-style-type: none"> <li>- Payments orchestration platform</li> <li>- Payments authentication</li> <li>- UPI in a box</li> <li>- Tokenization</li> <li>- Payouts</li> </ul>
	KPIs	FY2023 Results <ul style="list-style-type: none"> <li>- Loan portfolio: USD 1.2 bln</li> <li>- Revenues: USD 401 mln</li> <li>- YoY Revenue growth: +25%</li> </ul>	Loan portfolio (May-23): USD 381 mln Loan portfolio CAGR ('17-22): 110%+	Annualised GMV: USD 100 bln+ TPV growth: ~5x in last 3 years Avg. trans per day: ~30 mln
VEF Position <sup>1</sup>	Year of Investment	2017	2018	2020
	Investment / Fair Value	USD 108 mln / USD 215 mln	USD 57 mln / USD 76 mln	USD 21 mln / USD 73 mln
	Ownership Stake	8.8%	10.3%	10.2%

## Market opportunity

### Extraordinary interest rates...

Average APR on lending products in Brazil (2023)



### ...despite an enormous pool of unlevered assets



## Creditas value proposition

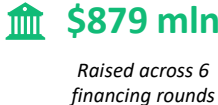
### Addressing credit affordability through collateralized lending

	Home equity & sale advance
	Auto equity & auto finance
	Payroll loan & salary advance

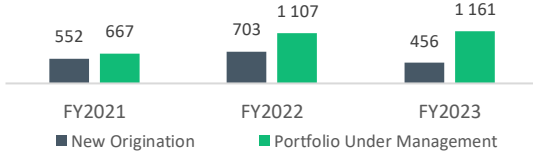
Unique all-digital approach



## Key stats<sup>1</sup>



### Portfolio & originations USD mln<sup>2</sup>

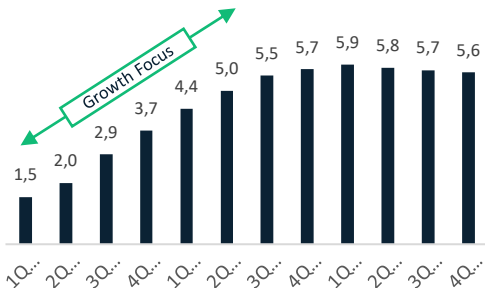


<sup>1</sup>Converted to USD at spot exchange rate as at 31 Dec 2023  
<sup>2</sup>Originations converted to USD based on average exchange rate throughout calendar year. Portfolio converted based on spot exchange rate as at 31 Dec of the respective period

## 4Q23 update – operational breakeven in Dec-23

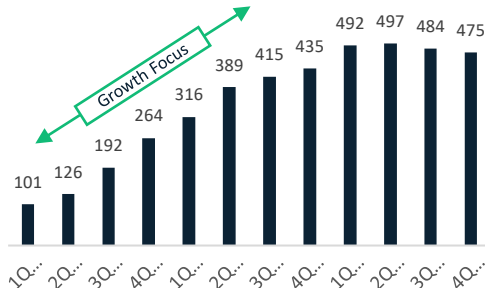
### Portfolio Under Management

BRL bln



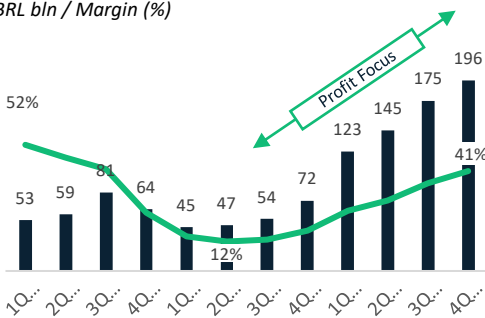
### Revenues

BRL mln



### Gross Profit

BRL bln / Margin (%)



### Net Income

BRL mln



## Summary overview

### Strong delivery - achieving operational breakeven in Dec-23

- **Robust top-line growth:** 4Q23 revenues reached BRL 474.9 mln, up 9% YoY whilst full year 2023 delivered +25% YoY. Portfolio evolution remains modest given continued focus on profitability
- **Focus on portfolio repricing and credit quality:** new originations now pricing at 62% vs 32% in Sep-21. Pre-fixed portfolio now re-priced to a blended yield of 48%, up 16 p.p. from 2021 trough
- **Increase gross profit:** margins bottomed at 12.1% in 2Q22, already recovered to 41.3%. Gross profit for the quarter was BRL 196.0 mln, +171% YoY. Expect trend to continue and regain 40-45% steady state gross profit margins through repricing, growing portfolio, stabilized cost of funding and lower IFRS provision impacts
- **Disciplined cost base:** significant reduction in CAC to lowest ever levels (driven by increased automation and returning/repeating users) and rationalized overheads
- **Achieved breakeven:** reduced net losses from BRL 363 mln in 4Q21 to just BRL 56.7 mln in 4Q23 and achieved operational breakeven in Dec-23
- **Well positioned for profitable growth:** foundations in place to take advantage of new cycle with attractive tailwinds to deliver profitable growth

### Well capitalized, opening new funding avenues

- Completed 2 transactions to strengthen its capital structure:
  1. Closed **USD 75 mln equity convertible note** with broad based support across existing shareholders
  2. Raised first international bond: **first closing of international senior bond at USD 40 mln** despite very difficult market

# Delivered healthy 4Q23 numbers with continuously improving margins

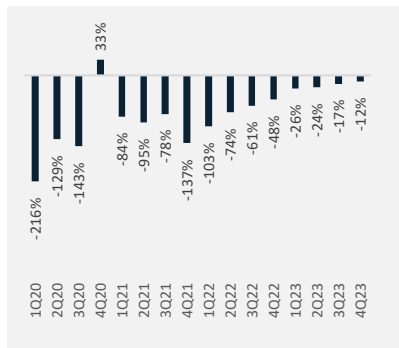
## Financial results

### Creditas P&L (IFRS)

BRL mln	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	4Q23
Portfolio under management	95.1	255.7	679.4	1,246.3	3,717.1	5,741.1	5,632.7	5,632.7
New origination	54.3	205.2	532.2	904.0	2,979.1	3,629.6	2,277.9	550.3
Revenues	23.7	68.6	126.3	251.7	832.6	1,555.5	1,948.4	474.9
Gross profit	20.7	42.9	79.8	132.4	255.6	218.4	638.6	196.0
Net income	(2.1)	(47.0)	(210.9)	(255.1)	(715.7)	(1,076.7)	(384.9)	(56.7)

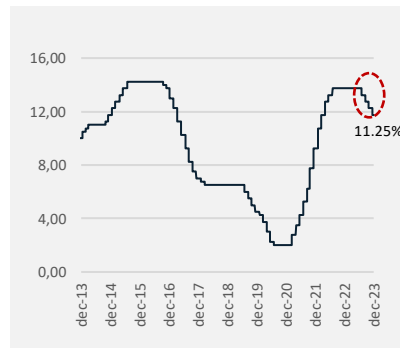
### Net Income

% of Revenue



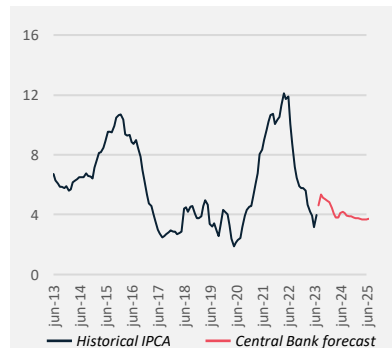
### Brazilian Central Bank Rate

SELIC, %



### Brazilian Inflation

IPCA (CPI), YoY%



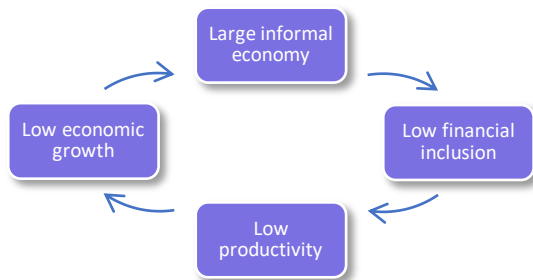
## Path to profitability & future outlook

With peak inflation and interest rates behind us, Creditas has delivered operational breakeven in Dec-23 with a clear path to driving profitability:

- Accelerating origination growth
- Continue expanding gross profit / operational margin
  - Reduction of SELIC: 5x 50bps thus far, with more expected through rest of 2024
  - Continued portfolio repricing
  - Lower impact of frontloading IFRS provisions
- Falling CAC
- Operational leverage as they continue growing the revenue base to absorb a much more efficient overhead

## Market opportunity

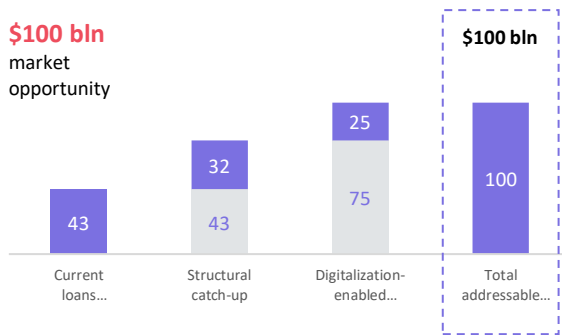
Only 11% of SMEs in Mexico have access to credit



The market is poised for structural catchup & digitalization-enabled expansion

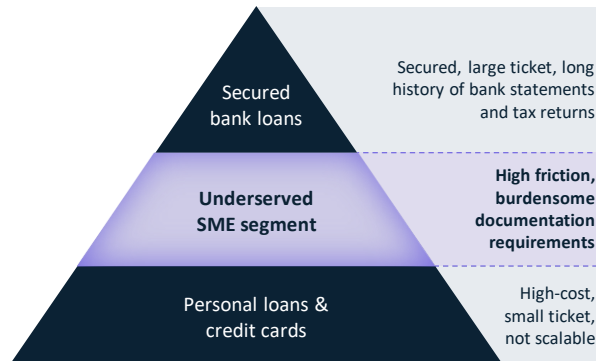
Mexican SME credit market, USD bln<sup>1</sup>

\$100 bln market opportunity

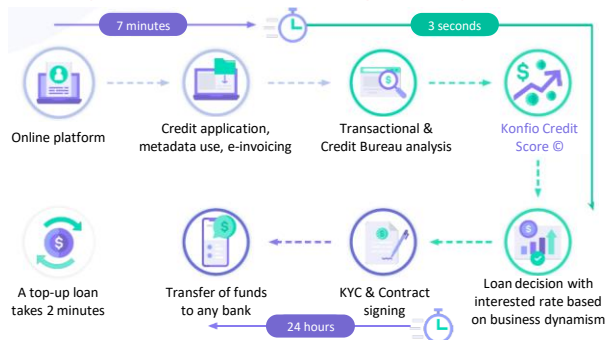


## Konfio value proposition

Konfio gives a neglected segment of the market access...



...to digital financial services at greater speed



## Key stats

	Konfio <sup>1</sup>	Traditional banks
Approval time & process	10 minutes, 100% digital	2-3 weeks, in-person
Guarantee	None	Required: Guarantor, real estate, other
Documentation	Tax ID	>12 months bank statements & tax returns
Deposit account	Any bank	Same bank
Average loan size	USD 12,300	USD 43,000

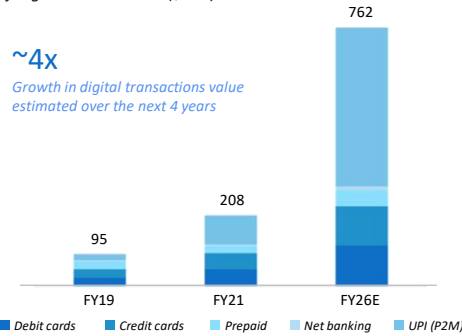
Total loan portfolio & market share



## Market opportunity

Serving a \$750 bln+ complex Indian digital payment market<sup>1</sup>

Value of digital transactions (\$ bln)

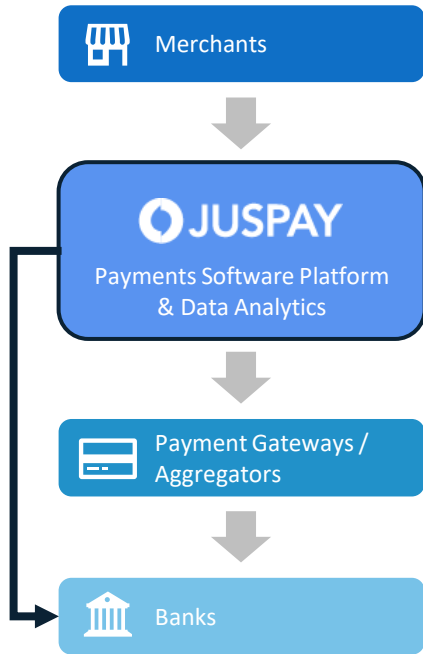


With multiple friction points...

- Low success rate**  
Average success rate in India vs 90%+ in USA
- Multiple friction points**  
Average payment time per transaction due to 2FA
- Payment integrations**  
Distinct payment options with low performance
- Poor UI / UX**  
Drop-offs / lower conversion from UX induced friction

## Juspay value proposition

Solving the payment experience gap through industry's first independent Payment Software Platform



Experience

**Superior UX improves NPS**

*Native SDK with 1-click experience*

*Blended Native Payment Page, in-App UPI, 1-click card payments and more innovative offerings*

Integration

**5-10% higher conversion**

*Orchestration platform with 100+ integrations, intelligent routing, automatic retries*

Infrastructure

**80% reduction in payment ops**

*Fully managed infrastructure and automated workflows*

# Juspay KPIs and product suite

Leading mobile payments platform for online merchants in India



## Key stats

**\$100 bln+**

Annualised TPV

**~5x**

TPV growth in last 3 years

**30 mln+**

Avg. daily transactions

**1.5 bln+**

App installs with Juspay SDKs

**99.95%**

Best in class uptime

**150%+**

M12 enterprise net revenue retention

**400+** clients



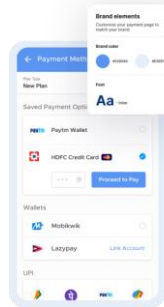
## International expansion

✓ Recently launched payment orchestration solution for international market

**hyperswitch**

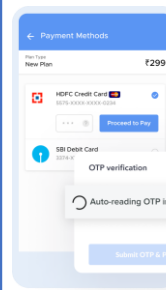
## Product suite

### Payments orchestration platform



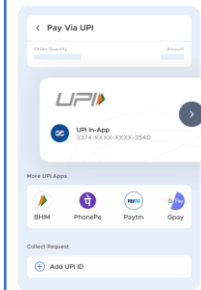
- ✓ India's leading payment orchestration platform
- ✓ Smart routing across 100+ PSPs to boost transaction success rates

### Payments authentication



- ✓ Payment browser simplifying payment authentication
- ✓ One Time Password auto-read
- ✓ Device-based authentication

### UPI in a box



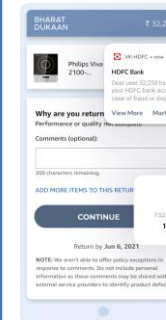
- ✓ Highly reliable UPI stack for merchants
- ✓ On-Cloud UPI Payment Service Provider to power large transaction volumes for banks

### Tokenization



- ✓ Single integration for all Network and Issuer tokenization solutions
- ✓ Seamless transition from card-based payments to token-based payments

### Payouts



- ✓ Unified solution for all payouts
- ✓ Instant refunds, vendor payments, salary disbursement, bill payment and reward disbursement

### Analytics and reconciliation



- ✓ Real time visibility and automatic anomaly detection
- ✓ Automated and simplified reconciliation platform

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**Sustainability**



# VEF sustainable investing



Sustainability as a fundamental part of VEF's business model

## Our capital plays an important role in furthering financial inclusion



*VEF supports the UN Sustainable Development Goals*

*Main contribution is via portfolio companies*

1. Financial services to consumers and MSMEs who are un- or underserved by traditional financial institutions
2. Access to financial services at fair and affordable terms
3. Improve access to renewable energy



**Konfio**

*Credit and financial services to underserved MSMEs*

**creditas**

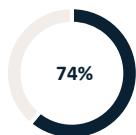
*Fair & affordable credit to Brazilian consumers*

**Mahaana**

*Saving products to underserved consumers in Pakistan*

**solfácil**

*Digital ecosystem for solar energy adoption in Brazil*



*74% of portfolio value in impactful companies contributing directly to the SDGs*

## Successfully refinanced sustainability bond in November 2023

*VEF proprietary sustainability framework focusses on sustainable investments and sustainability as an integral part of the business*

### Financial inclusion

- Enabling improved access to the financial products: savings, insurance, loans & payments

### Financial fairness and wellness

- Enabling improved financial fairness, health and wellbeing: lowering price of financial products, improved access to financial products & transparent fee structures/costs

### Financial infrastructure and enablement

- Enabling development of services related to financial infrastructure buildout in areas such as payments

### Renewable energy

- Enabling access to renewable energy sources through financing and distribution solutions offering private individuals the opportunity to install solar cells or wind power

*“Many of the companies that we invest in and sit on the boards of, are pioneers in financial inclusion for the under- and unbanked, while others are driving down the price of financial services to their markets/segments of focus”*

**Dave Nangle, CEO**

# VEF

## Thank you

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