



The emerging market fintech investor

Results Presentation

1Q21

Summary



NAV mark continues its upward journey reaching fresh highs

NAV per share rose to a fresh all-time high of SEK 4.24 and NAV to USD 403.4 mln, driven by continued strong performance across the portfolio.



Strong start to year from VEF key holdings – Creditas and Konfio

2021 has kicked off on a strong footing for both Creditas and Konfio, which together account for 57% of our NAV. Creditas continues to broaden its financial offering around its 3 asset pillars (home, auto and payroll) while on the path to IPO. Konfio is on a clear path to become a leading broad based SME financial services offering in Mexico.



2 new portfolio companies added in 1Q21 - Rupeek and Minu

During the first quarter VEF added two new companies to the portfolio - USD 7 mln investment in Rupeek, India's fastest-growing asset-backed digital lending platform and USD 0.5 mln investment into minu, an employee financial wellness company and the leading pay on demand provider in Mexico.



Fintech theme gathering momentum – rich pipeline in the works

YTD 2021 has easily been the busiest period on the pipeline front in our history. We have engaged with ~90 opportunities YTD in our core geographies, vis-à-vis 130 for all of 2020. We maintain our focus, patience and diligence in the current busy climate.



ESG: Domicile change from Bermuda to Sweden

We recently announced VEF's planned domicile change from Bermuda to Sweden, an important step in our ESG journey and in ensuring that VEF is a long-term sustainable company and an attractive investment for all types of investors.

1Q21 financial highlights

NAV

- NAV of VEF's portfolio increased during 1Q21 to USD 403.4 mln. NAV per share increased by 4.3% to USD 0.49 per share.
- In local currency, NAV increased to SEK 3,520 mln. NAV per share increased by 10.8% to SEK 4.24 per share.
- Cash position, including liquidity investments, was USD 44.7 mln at the end of 1Q21.

Financial result

- Net result for 1Q21 was USD 15.3 mln (1Q20: USD -62.2 mln). Earnings per share were USD 0.02 (1Q20: USD -0.09).

	4Q19	3Q20	1Q21
NAV (USDm)	249.4	388.1	403.4
NAV (SEKm)	2,325	3,178	3,520
NAV per share (SEK)	0.38	0.47	0.49
NAV per share (USD)	3.55	3.83	4.24
VEFL SDB share price (SEK)	2.94	4.04	3.75

NAV reaches a new high of USD 403.4 mln

1Q20

- COVID-19 impact; NAV decrease of 25%

2Q20

- Clarity and confidence returns coupled with market recovery; 20% NAV recovery

3Q20

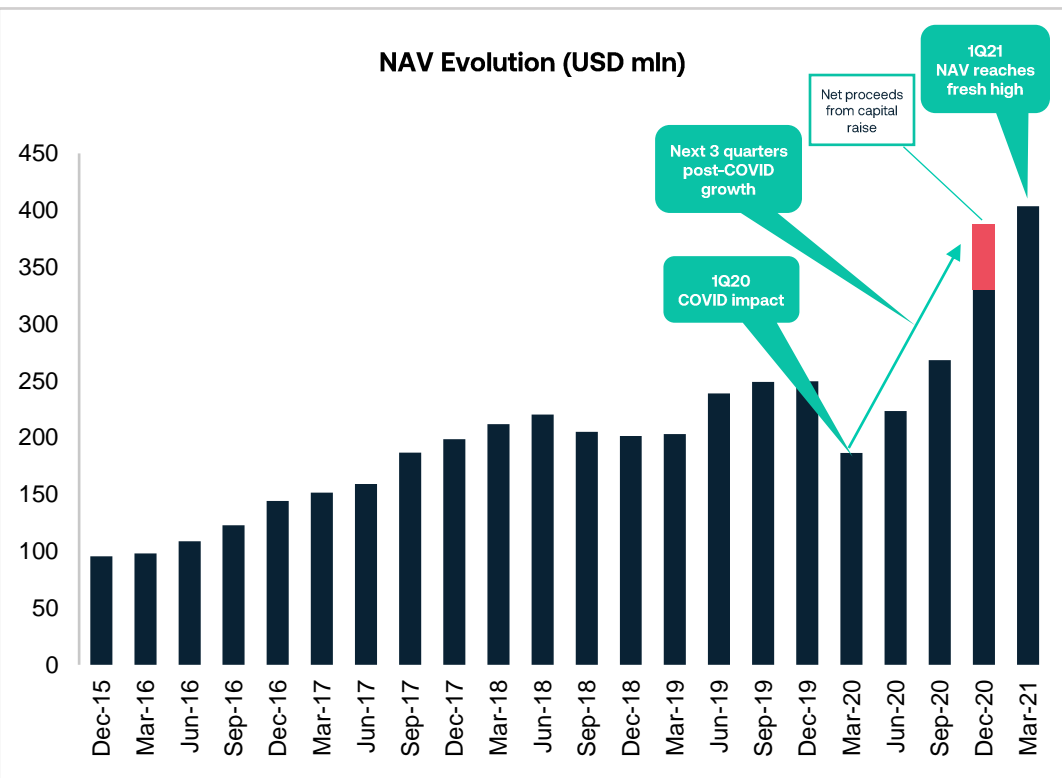
- Portfolio back on a growth footing; NAV growth of 20%

4Q20

- NAV growth of 45% QoQ to USD 388.1 mln, part driven by capital raise

1Q21

- NAV per share rose to a fresh all-time high of SEK 4.24 and NAV to USD 403.4 mln



Portfolio evolution through 1Q21

- We have 14 holdings as of 1Q21, diversified by geography, business type and stage of development.
- In 1Q21, we made 2 new investments: USD 7 mln in Rupeek, India's fastest growing asset-backed digital lending platform, and USD 0.5 mln in Minu, Mexico's leading salary on demand fintech.
- We also made a follow-on investment of USD 1.5 mln in portfolio company FinanZero.

Portfolio focus & concentration

- Brazil and broader LatAm account for 59/76% of our geographic spread.
- Creditas is our clear largest holding at 42% of NAV and continuing to compound off a larger base.
- Top 2 holdings are 57% / top 5 are 71% of NAV

Cash position

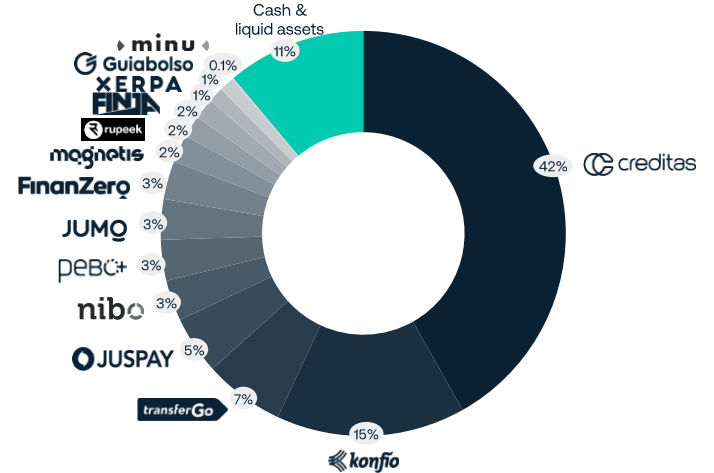
- USD 44.7 mln cash position at the end of 1Q21.

Pipeline

- Pipeline at its most exciting as it has been in recent times (seen 90 deals YTD vis-à-vis 130 in 2020) and we expect to convert more new investments in the coming months.

VEF portfolio NAV as of March 31st 2021

USD 403 mln

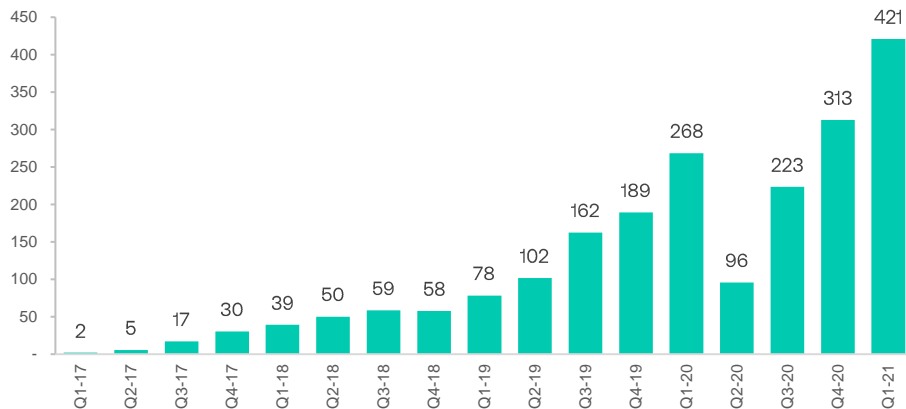


Key facts

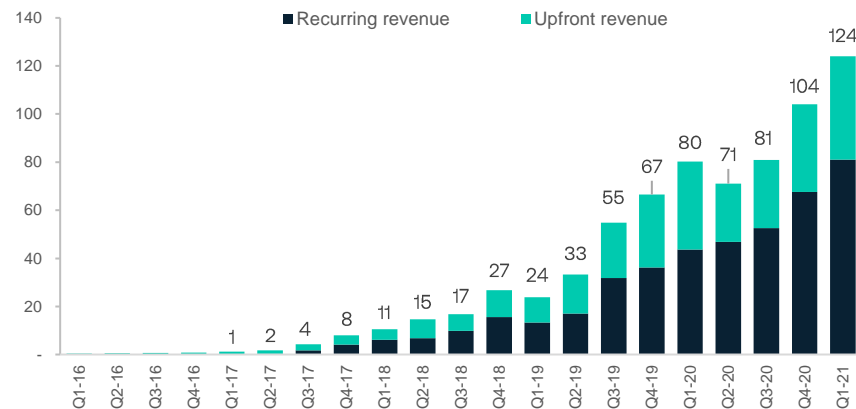
Focus	Asset Focused Ecosystem
Founded	2012
Key region	Brazil
Share of NAV:	41.8%

Fair value	USD 169.0 mln
Investment	USD 73.4 mln
Ownership stake	9.8%
Year of investment	2017

Origination (BRL mln)

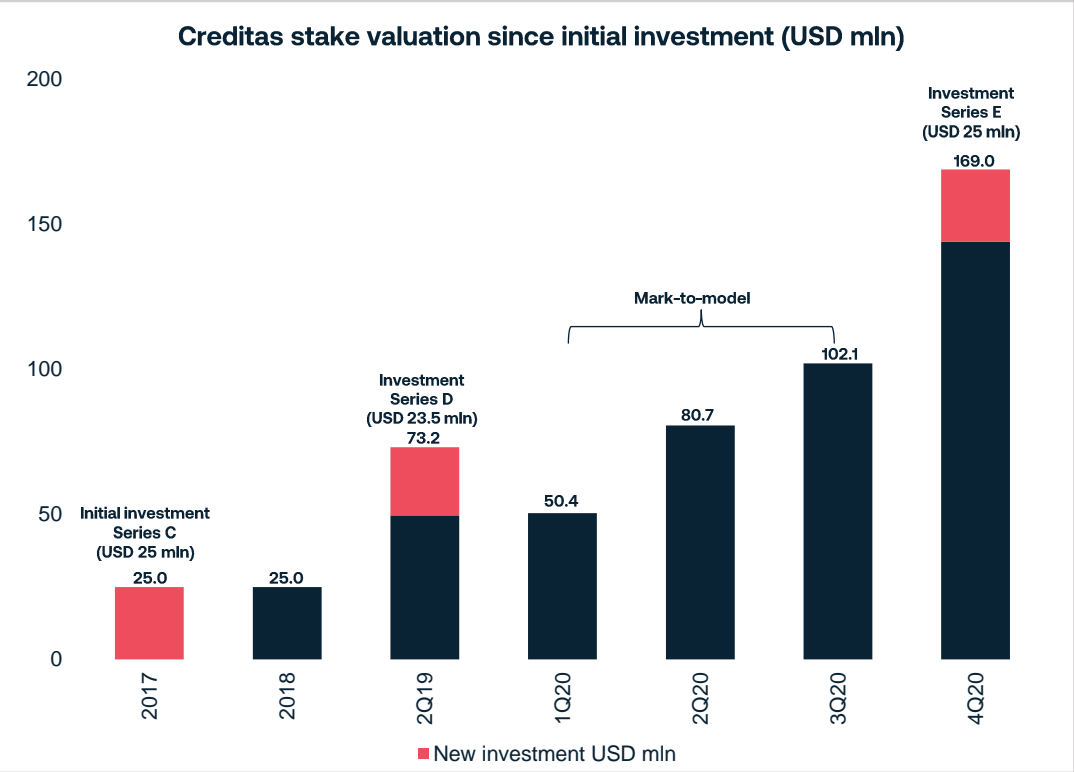


Revenue (BRL mln)



Series E Fundraising

- In 4Q20 Creditas raised a USD 255m Series E funding round, giving the business a USD 1.75b post-money valuation.
- New investors include LGT Lightstone, Tarsadia Capital, e.ventures, Sunley House and Wellington Management.
- Post the fundraising, Creditas now accounts for 42% of VEF's NAV.
- Now on a path towards IPO, Creditas has begun to share quarterly results of key operational metrics, with the objective of increasing transparency to the market, something which we welcome as a listed investment company.



Key facts

Focus	Diversified financial services for Mexican SMBs
Founded	2014
Key region	Mexico
Share of NAV:	15.1%

Fair value	USD 61.0 mln
Investment	USD 27.5 mln
Ownership stake	11.0%
Year of investment	2018



Mapping Konfio's Products, The External View

Konfio is increasingly covering the most relevant product/service needs for SMEs



- Internally developed
- Acquired
- Under construction
- Future

Key facts

Focus	Secured Lending Platform
Founded	2015
Key region	India
Share of NAV:	1.7%

Fair value	USD 7.0 mln
Investment	USD 7.0 mln
Ownership stake	1.4%
Year of investment	2021



Rupeek, which provides online gold loans at the doorstep, is India's fastest growing asset-backed digital lending platform* and is our second investment in India.



More than 90% of Indians don't have access to formal credit. At the same time, 95% of their net worth is held in some form of asset, with Indian households holding over 25,000 tonnes of gold worth ~USD 1.5 tn.



Rupeek is solving for this paradox by building products to make credit accessible to the masses in a fair and convenient manner and is contributing to the financial inclusion of the Indian population.



Rupeek currently disburses ~USD 800 mln annually and is growing 15% month-on-month. The company has also sustained high customer centricity with a consumer NPS being >65.



Based in Bangalore, Rupeek is backed by some of the prominent investors including Accel India, GGV, DST, Gemini and Bertelsmann.

Indian gold loan industry and Rupeek in figures

INDUSTRY



+\$1.5tn
Value of gold held by Indian households



+\$150b
Annual gold loan book in India



100m+
Potential gold loan borrowers in India

RUPEEK



#1
Rupeek is India's fastest growing tech start-up



\$800m
Annualized disbursement by Rupeek



c.15%
Month-on-month disbursement growth

Key facts

Focus	Salary on demand
Founded	2019
Key region	Mexico
Share of NAV:	0.1%

Fair value	USD 0.5 mln
Investment	USD 0.5 mln
Ownership stake	1.2%
Year of investment	2021



Minu is the market leader in pay on demand in Mexico, offering employees 24x7 instant access to their earned wages for a \$2 fixed fee.



Minu works with 100+ large enterprises in both the private and public sector, including TotalPlay, Telefonica, Scotiabank, OfficeMax, Rappi, Manpower and Cap Gemini



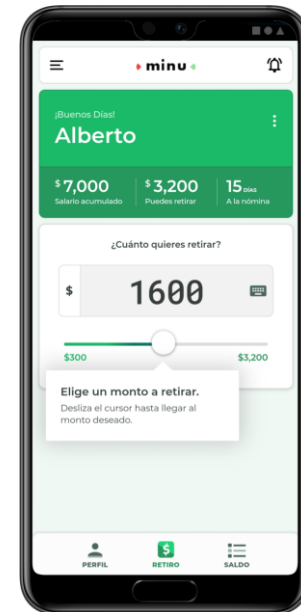
Minu solves for the employee liquidity gap, which is profound in the Mexican society where 75% of workers live from paycheck to paycheck with average wages of \$550/month.



Both employers and employees love Minu's solution and its impact: 92% employer NPS and 4.8/5.0 app ratings



Minu witnessed exponential growth in 2020 with an 18-times increase in the number of transactions last year



Pipeline heating up, but we remain disciplined and selective

- Deal flow as healthy as ever with fintech in emerging markets gaining momentum and high profile exits.
- Country by country approach to searching for opportunities and teams that we believe will be winners in their space.
- Leverage our deep fintech expertise, global lens on financial services and strong local partner network to identify opportunities that exceed our expected IRR hurdle.
- Have core countries and company target lists to focus our efforts.
- Countries of focus are Brazil, India and Mexico with large volume of big deals and frontiers like Egypt and Pakistan with a less developed ecosystem and smaller ticket opportunities.
- With two new investments so far in 2021, we are likely to make further new investments this year as we convert a busy pipeline.

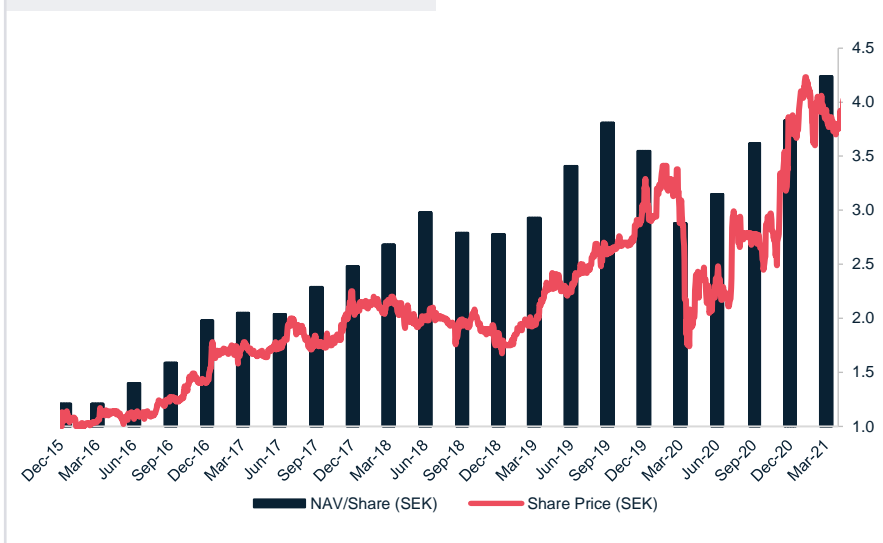
YTD 2021, we have already seen ~2.4x the deals we saw in first 4 months of 2020 and 72% of the total deals we saw in 2020. However, we remain highly selective and diligent despite the pipeline heating up.

Deal count by stage	YTD 2021 ⁽¹⁾	YTD 2020 ⁽²⁾	YoY %	Full year 2020	YTD 2021 as % of 2020
Leads	94	39	141% ▲	131	72%
Qualified Leads	51	23	122% ▲	69	74%

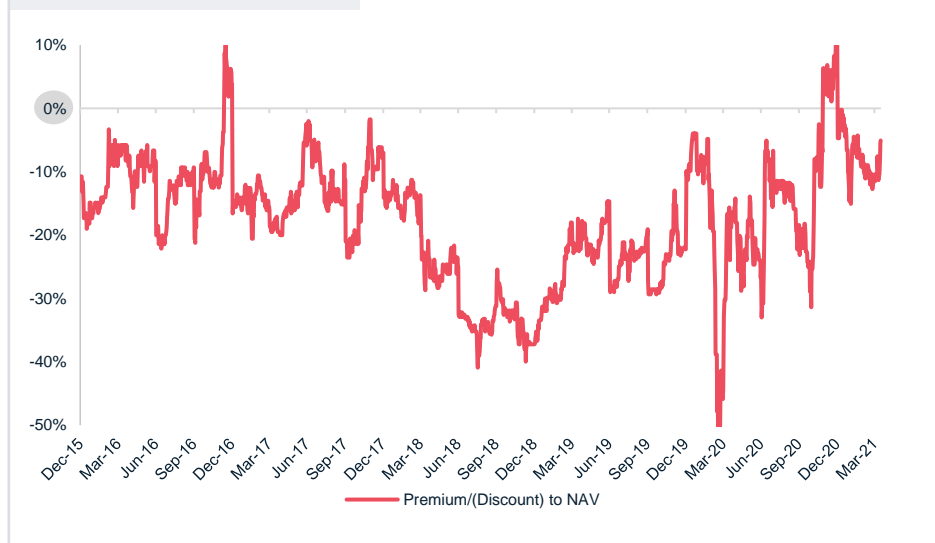
¹Deals seen as of April 25, 2021; ²Deals seen as of April 25, 2020

Share price, NAV/share and the premium/discount

NAV/share & share price development



Premium/(Discount) to NAV¹



Key figures

\$403M

NAV
(31-Mar-21)

\$360M

Market cap
(31-Mar-21)

SEK 4.24

NAV/share
(31-Mar-21)

SEK 3.76

Share price
(31-Mar-21)

Our capital positively impacts the financial inclusion of people and SMEs in EM while staying true to our mandate of maximizing returns

Sustainability at VEF

- **Two dimensions:** a) sustainability at VEF as a company and investor and b) sustainability in our portfolio companies
- VEF – recently announced redomestication from Bermuda to Sweden
- Biggest sustainability effect comes through our portfolio companies:
 - **Social impact through financial inclusion**
 - Responsible financing activities
 - Fair, ethical, non-discriminating and ESG compliant businesses
- **An investment decision-making process driven by a strong belief in:**
 - sustainability as a fundamental part of business; and
 - active and responsible shareholding:
 - **Pre investment ESG analysis:** Analysis of exposure to ESG risks is mandatory before investing
 - **Post investment ESG analysis:** Regular compliance reviews and active involvement where needed
- VEF is a supporter of the **UN Sustainable Development Goals**
- Access to financial services for people and small businesses is an important part in achieving the SDGs, eg. reduce poverty and hunger, reduce inequality and promote gender equality
- **1.7 billion people in the world have no access to financial services**

Fintech for financial inclusion

Majority of VEF portfolio companies play an important role in the furthering of financial inclusion, by providing:

- services to underserved consumers and SMEs or;
- access to financial services at fair and affordable terms.

	<ul style="list-style-type: none"> • JUMO is removing barriers to access and reaching segments that have been previously excluded from financial services • For 60% of Jumo customers it's first interaction with formal financial services • 27% earn less than USD 2 per day • 21% live in rural areas • 1/3 are women
	<ul style="list-style-type: none"> • Reduces the Brazilian consumer debt burden and offers loans at significantly more affordable terms • Creditas cuts interest rates 80-90% from the normal 100-400%/annum typically charged by unsecured consumer lenders and credit card providers in Brazil
	<ul style="list-style-type: none"> • Provides credit and other financial services to SMEs who often don't have access to formal credit • Majority of customers are first time users of formal financial services and have no credit history
	<ul style="list-style-type: none"> • Finja is Pakistan's leading digital lending platform for MSMEs • Serve more than 3,000 unique MSME and 200,00 unique retail customers, of which a majority are underserved

Outlook for 2021 and beyond



NAV continues to reach new highs and a strong basis for continued growth

YTD 2021 has started where 2020 left off and we remain encouraged by all we see in our portfolio and expect this trend to continue into 2021.



Creditas, compounding from a larger base

The value of VEF's position in portfolio North Star, Creditas, accounts for 42% of VEF's total NAV. Growing at a run-rate north of 100% YoY, we are starting to enjoy a larger base effect, from what is still early days of their journey into a scale opportunity space.



Portfolio break outs and ones to watch – Konfio and our Indian holdings, Juspay/Rupeek

Through 2021, we see clear potential for other names within the portfolio to break out to real size and scale within their focus space and geographies. Top of list, Konfio, a company that can win the Mexican SME financial services space. Our India portfolio, Juspay and Rupeek, also have a lot of value creation potential.



ESG at the fore: VEF moves jurisdiction to Sweden; portfolio companies at the front line of sustainable finance

We recently announced planned domicile change from Bermuda to Sweden, an important step in our ESG journey and in ensuring that VEF is a long-term sustainable company and an attractive investment for all types of investors. Many of our companies drive financial inclusion and fairness within their focus ecosystems.



Fintech theme gathering momentum – rich pipeline in the works

YTD 2021 has easily been the busiest period on the pipeline front in our history. We have engaged with ~90 opportunities YTD in our core geographies, vis-à-vis 130 for all of 2020. While we continue to see a healthy pipeline flow, we maintain our focus, patience and diligence in the current climate.



Key risks

Uncertain macro and markets outlook from ongoing COVID spread.

Appendix

1Q21 income statement

Expressed in USD thousands	Note	3M 2021	3M 2020
Result from financial assets at fair value through profit or loss ¹	3	16,304	-61,775
Dividend and coupon income		97	97
Other income		-	-
Total operating profit		16,401	-61,678
Administrative and operating expenses		-922	-731
Employee incentive programs	4	-123	239
Total operating expenses		-1,045	-492
Operating result		15,356	-62,170
Financial income and expenses			
Interest income/expense, net		63	-
Currency exchange gains/losses, net		-143	11
Net financial items		-80	11
Result before tax		15,276	-62,159
Taxation		-5	-13
Net result for the period		15,271	-62,172
Earnings per share (in USD) ²		0.02	-0.09
Diluted earnings per share (in USD) ³		0.02	-0.09

1. Financial assets at fair value through profit or loss are carried at fair value. Gains or losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category is presented in the income statement within 'Result from financial assets at fair value through profit or loss' in the year in which they arise.
2. Earnings/share is defined as result for the period divided by average weighted number of shares for the period.
3. Diluted earnings/share is defined as result for the period divided by average weighted number of shares for the period calculated on a fully diluted basis.

1Q21 balance sheet

Expressed in USD thousands	Note	Mar 31, 2021	Dec 31, 2020
NON-CURRENT ASSETS			
Tangible non-current assets			
Property, plant and equipment		197	211
Total tangible non-current assets		197	211
Financial non-current assets			
Financial assets at fair value through profit or loss	3		
Equity financial assets		359,234	333,952
Liquid financial assets		40,678	48,205
Other financial assets		-	-
Total financial non-current assets		399,912	382,157
CURRENT ASSETS			
Cash and cash equivalents		4,055	4,224
Tax receivables		51	58
Short-term loan receivables		-	2,176
Other current receivables		185	114
Total current assets		4,291	6,572
TOTAL ASSETS		404,400	388,940
SHAREHOLDERS' EQUITY (including net result for the financial period)		403,398	388,066
NON-CURRENT LIABILITIES			
Interest-bearing liabilities			
Long-term (lease) liabilities		70	70
Total non-current liabilities		70	70
CURRENT LIABILITIES			
Non-interest-bearing current liabilities			
Other current liabilities		170	192
Tax expenses		46	85
Accrued expenses		716	527
Total current liabilities		932	804
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES		404,400	388,940

VEF portfolio summary

Company	Country	Segment	Inv. date	Ownership %	Invested amount (USD mln)	Mar'21 fair value (USD mln)
 creditas	Brazil	Secured Lending Platform	Dec-17	9.8%	73.4	169.0
 konfio	Mexico	Diversified FS for Mexican SMBs	Jun-18	11.0%	27.5	61.0
 transferGo	Emerging Europe	Cross-Border Remittances	Jun-16	15.4%	11.0	25.9
 JUSPAY	India	Mobile Payments Platform	Apr-20	9.9%	13.0	18.7
 nibo	Brazil	Accounting SaaS provider for SMBs & accountants	Apr-17	20.1%	6.5	13.2
 PEBÜ+	Russia	Payments & Consumer Credit	Sep-15	23.0%	6.7	13.1
 JUMO	Africa	Mobile Money Marketplace	Oct-15	6.8%	14.6	13.1
 FinanZero	Brazil	Consumer Credit Marketplace	Mar-16	18.0%	4.2	12.3
 magnetis	Brazil	Digital Investments	Sep-17	17.5%	5.7	8.9
 rupeek	India	Secured Lending Platform	Mar-21	1.4%	7.0	7.0
 FINJA	Pakistan	Digital Lending & Payments	Jul-16	22.8%	3.2	6.7
 XERPA	Brazil	HR & Payroll Management	Sep-19	16.0%	8.5	4.9
 Guiabolso	Brazil	Personal Finance Manager	Oct-17	10.9%	30.0	4.8
 minu	Mexico	Salary on Demand	Mar-21	1.2%	0.5	0.5

VEF

USD 359 mln
(excl. cash and liquid assets)

Portfolio NAV distribution by geography – ex cash

