



The emerging market fintech investor

Results Presentation

1Q23

Key events of the quarter



1Q23 NAV – Early signs of NAV recovery

NAV ended the quarter at USD 410 mln, up 7.5% QoQ. Fintech listed shares trended higher over the quarter, a key factor.



Juspay a key positive driver in the quarter

A move to model valuation approach, released value from Juspay into our NAV. Juspay remains one of our fastest growing companies and clearest engines of value accretion. Creditas saw a moderate QoQ valuation mark increase as we transition our valuation process. 91% of our portfolio (71% at 4Q22) is now valued on a market-based approach.



Creditas released robust 4Q22 IFRS numbers

In 4Q22, Creditas posted robust 118/57% YoY revenue/loan growth. 2023 is a year to prioritise margin recovery, cost efficiency and path to profitability.



Solid capital position

We sit on USD 46 mln of capital at end of 1Q23. A comfortable level of cash with controllables embedded.



Proceeds from our Sustainability bond allocated

One year on from issue, we released our bond allocation report. Funds raised were used to finance and refinance VEF's investments in companies that derive 90% or more of their revenues from one or several sustainable finance categories; Konfio, Solfácil, Rupeek and Mahaana.



Market volatility and the discount

We understand the many reasons why an investment company like VEF can trade where it does at a point like this in the macro/market cycle. That said, we continue a focused approach to address this misalignment of value.

NAV

- NAV of VEF's portfolio increased in 1Q23 to USD 410.4 mln. NAV per share has increased by 7.5% to USD 0.39 per share during 1Q23.
- In SEK, NAV increased to SEK 4,261 mln. NAV per share increased by 7.0% to SEK 4.09 per share during 1Q23.
- Cash position, including liquidity investments, was USD 45.7 mln at the end of 1Q23.

Financial result

- Net result for 1Q23 was USD 28.4 mln (1Q22: USD -24.1 mln). Earnings per share were USD 0.03 (1Q22: USD -0.02).

	FY20	FY21	FY22	1Q23
NAV (USD mln)	388.1	761.7	381.8	410.4
NAV (SEK mln)	3,178	6,885	3,981	4,261
NAV per share (USD)	0.47	0.73	0.37	0.39
NAV per share (SEK)	3.83	6.61	3.82	4.09
VEFAB share price (SEK)	4.04	6.05	2.45	1.90

NAV Evolution

USD mln



Strong rebound in high growth and tech-heavy indexes across 1Q 2023

Despite continued macro uncertainty and banking crisis concerns driving volatility throughout the quarter, markets closed 1Q 2023 in positive territory, with tech-heavy indexes outperforming, delivering double-digit returns. All performance figures in USD

Global Fintech Indexes

ARKF

-65%
2022 return

+32%
1Q 2023 return

FINX

-52%
2022 return

+8%
1Q 2023 return

Market Indexes

Nasdaq

-33%
2022 return

+17%
1Q 2023 return

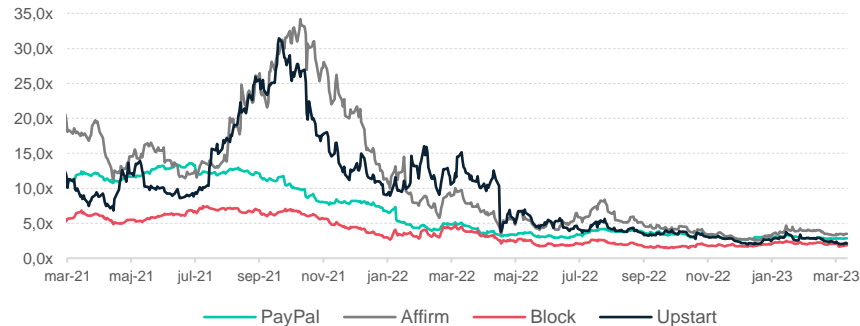
S&P 500

-19%
2022 return

+7%
1Q 2023 return

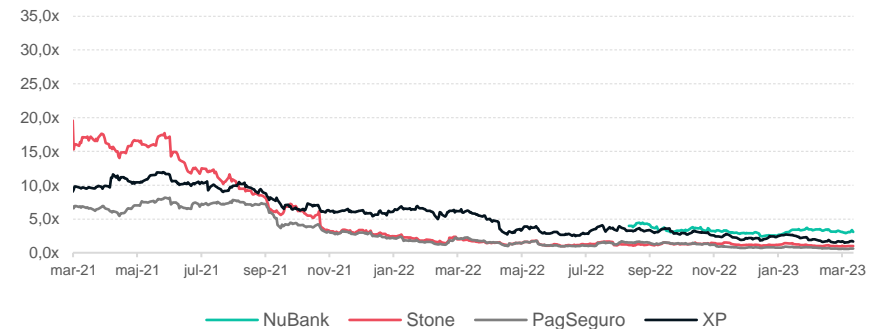
Developed Markets

Rolling EV / NTM revenue multiple
xNTM Revenue



















LATAM Fintech

Rolling EV / NTM revenue multiple
xNTM Revenue



Evolution of our valuation marks in 1Q23

Fair value USD (mln)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	QoQ % change	YoY % change	1Q23 % of invested portfolio
 creditas	169.0	169.0	169.0	394.1	394.1	195.9	211.3	193.1	198.7	3%	-50%	48.1%
 JUSPAY	18.7	24.7	28.7	42.4	42.4	47.5	47.5	47.5	62.8	32%	48%	15.2%
 Konfio	61.0	75.4	135.6	135.6	135.6	61.1	61.1	40.1	48.9	22%	-64%	11.9%
 GRINGO					12.2	12.2	12.2	12.2	20.6	68%	68%	5.0%
 solfácil					20.0	20.0	20.0	20.0	20.0	0%	0%	4.8%
 transferGo	25.9	27.8	29.2	29.3	28.4	18.1	16.9	16.3	16.2	-1%	-43%	3.9%
 nibo	13.2	13.4	11.9	12.6	10.4	6.7	6.7	6.8	9.5	39%	-9%	2.3%
 Rupeek	7.0	7.0	7.0	13.2	13.2	13.2	15.2	15.2	8.6	-44%	-35%	2.1%
 FinanZero	12.3	12.6	12.3	11.9	10.8	8.3	7.5	8.1	8.1	0%	-25%	2.0%
 BLACKBUCK			10.0	10.0	10.0	10.0	7.1	6.9	7.6	10%	-24%	1.8%
 Abhi		0.9	0.9	1.4	1.4	7.6	7.6	7.6	7.6	0%	462%	1.8%
 JUMO	13.1	16.3	18.4	18.4	18.4	9.6	8.8	2.3	2.2	-6%	-88%	0.5%
 ahaana							1.0	1.0	1.0	0%		0.2%
 minu	0.5	0.5	0.5	0.5	0.5	0.4	0.4	0.5	0.5	-11%	7%	0.1%
 mognotis	8.9	10.5	10.5	10.5	10.5	8.2	6.0	2.6	0.4	-87%	-97%	0.1%
 FINJA	6.7	7.4	7.4	7.4	7.4	7.4	2.9	0.4	0.3	-39%	-96%	0.1%
 pebc+	13.1	15.7	13.8	13.2	0.0	0.0	0.0	0.0	0.0	0%	0%	0.0%
Total portfolio companies (incl. exits)	359.2	385.9	455.5	700.3	715.2	426.4	432.3	380.8	412.8	7%	-44%	100.0%

Valuation approach and key take-aways (1/2)

T₀
Latest significant equity transaction

T + 12 months

T₀ – T+12 months

T+12 months onwards...

- For companies who have closed a significant equity transaction within the last 12 months, the terms and valuation of that transaction serve as the primary anchor for our fair value analysis
- Typical characteristics of significant transactions include priced equity rounds, a meaningful fundraise quantum (relative to the previous rounds/valuation), and participation from new third-party investors
- We then run shadow MTM analysis (relative comparisons of transaction implied valuation multiples vs public comps), to sense check whether there has been any significant movement in market conditions or company performance

MTM validates latest transaction valuation

MTM indicates valuation adjustment required

Latest Transaction Valuation

- Where the MTM analysis supports and validates the valuation at the latest transaction, we retain that transaction valuation as the fair value in our NAV










Calibration Methodology

- In the case that there has been a substantial change in market conditions or performance of the company, we leverage the calibration methodology to objectively adjust the latest transaction valuation to reflect the updated environment/performance

Mark-to-Model (MTM)

- Once 12 months has elapsed since the latest significant equity transaction, we determine the fair value of our holdings based on a mark-to-model valuation
- Our MTM methodology follows an objective and robust process, which critically reviews the following key drivers on a quarterly basis:
 - i. The most suitable publicly traded comparable companies
 - ii. The recent performance and current trading/valuation of the above identified peer set
 - iii. VEF's expectations for underlying performance, and our proprietary financial models for each company
 - iv. Other factors which may impact the value of our positions, including FX movements, or changes to our position within the cap table in the case of any transactions within the quarter
- Whilst the majority of our positions are held through preference share structures typically offering various protections including liquidation preferences, we maintain a conservative approach to valuation and do not factor in potential upside from our preference positions

Valuation approach and key take-aways (2/2)

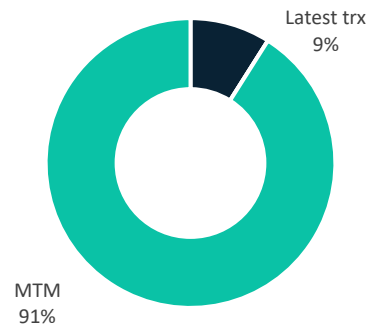
Company	1Q fair value (USD mln)	Change QoQ (USD mln)	Valuation methodology	Comments / Last transaction details
 creditas	198.7	+5.6	MTM	Moved to MTM from calibration
 JUSPAY	62.8	+15.4	MTM	Moved to MTM from last trx following 12 months and business performance
Konfio	48.9	+8.8	MTM	-
 GRINGO	20.6	+8.3	MTM	Moved to MTM from last trx following 12 months and business performance
 selfácil	20.0	-	Latest trx	USD 30 mln extension of USD 130 mln Series C, closed Jun-22
 transferGo	16.2	-0.2	MTM	-
nibo	9.5	+2.7	MTM	-
 Rupeek	8.6	-6.6	MTM	Moved to MTM from last trx following business plan focused on profitability
FinanZero	8.1	+0.0	Latest trx	USD 4 mln funding round closed Jul-22
 BLACKBUCK	7.6	+0.7	MTM	-
A. abhi	7.6	-	Latest trx	USD 17 mln Series A closed Apr-22
JUMQ	2.2	-0.1	MTM	-
 Ahaana	1.0	-	Latest trx	USD 2.1 mln seed round closed in Aug-22
 minu	0.5	-0.1	MTM	-
mognetis	0.4	-2.3	Latest trx	USD 2 mln round closed Mar-23
FINJA	0.3	-0.2	MTM	-
pebc+	0.0	-	-	-

Portfolio valuation

- Total 1Q23 NAV is USD 410.4 mln, up USD 28.5 mln QoQ
- The main movements in USD terms were the move of Juspay, Gringo and Rupeek to MTM (+USD 15.4 mln, +USD 8.3 mln and -USD 6.6 mln respectively) and the latest MTM of Konfio and Creditas (+USD 8.8 mln and +USD 5.6 mln respectively)
- Of our 16 portfolio companies (excluding Revo), at 1Q23, 5 are valued based on the last transaction and the remaining 11 are mark-to-model

Breakdown of portfolio valuation methodologies

% based on USD NAV contribution, as of 1Q23

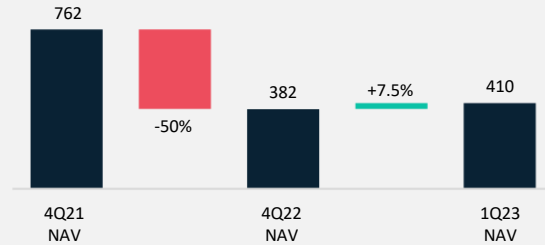


NAV and portfolio performance

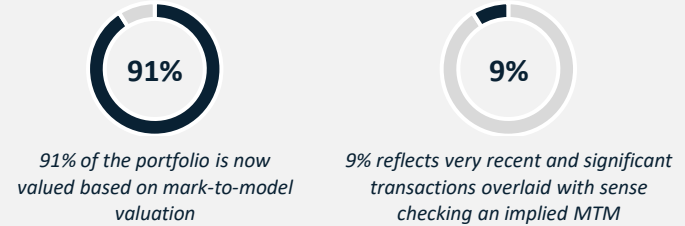
NAV

NAV and portfolio fair value conservatively reflects the current environment through a robust valuation framework

- 1** NAV significantly reset in 2022 to reflect the environment, now resuming our growth trajectory in 1Q23 (\$ mln)



- 2** Majority of the portfolio valued based on mark-to-model, with the remaining reflecting very recent and significant transactions



Portfolio performance

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

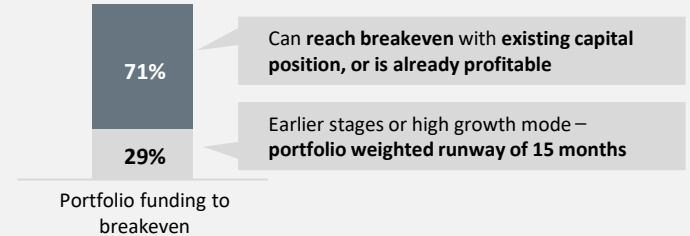
- 1** Portfolio continues to execute well delivering strong growth



~ **120%** 2022 | ~ **56%** 2023E portfolio weighted YoY revenue growth

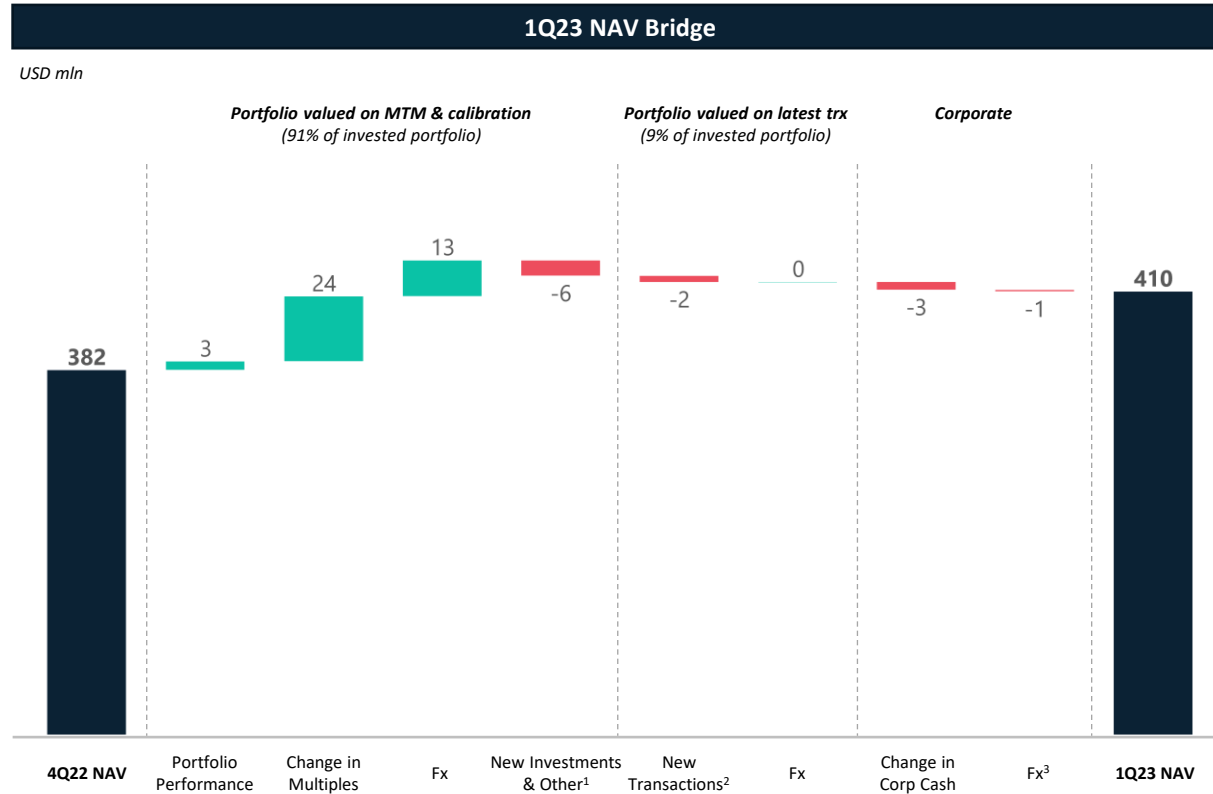
Our portfolio companies are executing well, despite adjustments made to growth plans to improve efficiency and extend runway in the current environment

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



1Q23 NAV Evolution

Evolution in NAV primarily driven by moves to MTM and market impact in 1Q23



Key takeaways

- Total USD NAV ended the quarter at **USD 410.4 mln**, up **USD 28.5 mln / 7.5% QoQ**
- Over **90% of the portfolio valuation is now tied directly to public market trading** which accounted for the vast majority of 1Q23 NAV movement, within which:
 - Underlying **portfolio performance remains strong**, delivering positive contribution QoQ
 - Change in multiples reflects a combination of the **rebound in public markets** across the first quarter and the impact of **moving a number of portfolio companies to MTM in 1Q23**
- New transactions represents the net impact of revised valuation marks and dilution during the quarter
- With the exception of the PKR, all other key portfolio currencies strengthened relative to the dollar across 1Q23, in particular MXN (+8%) and BRL (+4%)
- Minor Fx loss attributable to the SEK appreciation driving translation effects of our sustainability bond

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

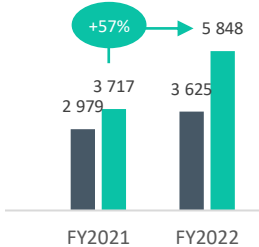
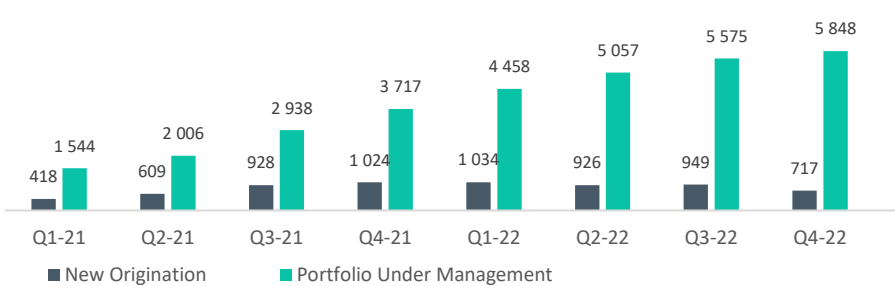
²Includes new investments made during the quarter, changes to valuation based on latest transactions and any accretion/dilution of our position

³Relates to the translation impact of our SEK 500 mln sustainability bond

4Q 2022 update

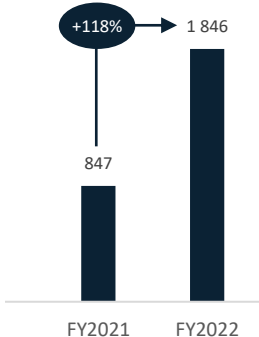
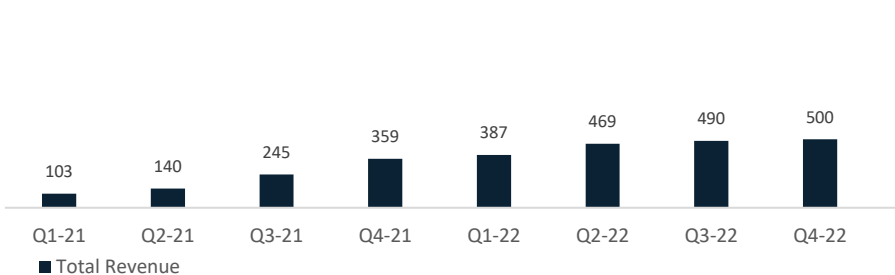
Portfolio Under Management & New Originations

BRL mln



Total Revenue

BRL mln



Summary overview

New environment in 2022

- Elevated inflation and rates with macro deterioration

Clear impact on operational margins, driven by:

- Increase in SELIC: c.70% of Creditas loans are pre-fixed while 100% of funding is floating
- Frontloading IFRS provisions: c.50% of future credit losses are recognized at origination

Creditas initiatives in response

- Keep portfolio growth high and sustainable:** conservative H2 balancing growth and profitability, delivering +57% YoY growth in FY2022
- Accelerate repricing of loan portfolio:** between Sep-21 and Dec-22 price increase from 32% to 56% p.a. (average portfolio pricing has now increased to 41%)
- Increase gross profit:** margins bottomed at 10.1% in 2Q22, already recovered to 14.8%. Expect trend to continue and regain 40%+ gross profit margins through a combination of loan repricing, growing portfolio, stabilized cost of funding and lower IFRS provision impacts
- Andbank acquisition:** acquired a full banking license providing funding flexibility plus additional capital
- Reduction of customer acquisition cost:** brought down CAC to the lowest ever level driven by increased automation and returning/repeating users
- Rationalizing overhead:** significantly reduced hiring after March 2022 and continue increasing productivity per employee and gaining operating leverage
- Creditas Auto migration:** towards a more asset-light business model reducing capex/cash consumption

Financial results

Creditas P&L (IFRS)

BRL mln	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Portfolio under management	95.1	255.7	679.4	1,246.3	3,717.1	5,847.8
New origination	54.3	205.2	532.2	904.0	2,979.1	3,625.4
Revenues	23.7	68.6	126.3	251.7	846.7	1,846.1
Operational Margin	20.7	42.9	79.8	132.4	255.6	218.4
Net income	(2.1)	(47.0)	(210.9)	(255.1)	(715.7)	(1,076.8)

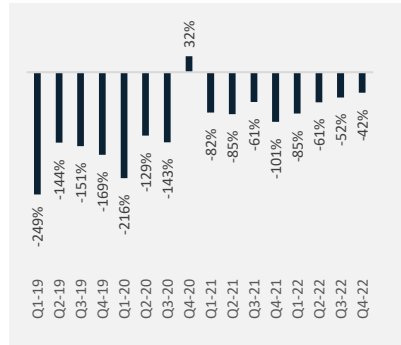
Path to profitability & future outlook

With peak inflation and interest rates likely behind us, Creditas' path to profitability will be driven by:

- Maintaining robust origination growth
- Expanding gross profit / operational margin (stabilization of SELIC, portfolio repricing and lower impact of frontloading IFRS provisions)
- Lower impact of falling CAC
- Operational leverage as they continue growing the revenue base to absorb a much more efficient overhead

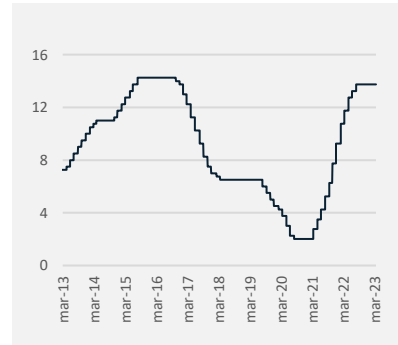
Net Income

% of Revenue



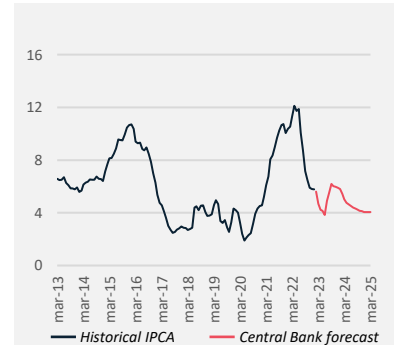
Brazilian Central Bank Rate

SELIC, %



Brazilian Inflation

IPCA (CPI), YoY%



Product suite



Payments orchestration platform

India's leading platform with multiple payment options and smart routing systems to boost transaction success rates for merchants



Payments authentication

Payment browser simplifying payment authentication: One Time Password (OTP) auto-read and device-based authentication



UPI in a box

Highly reliable UPI stack for merchants and a first of its kind, On-Cloud UPI Payment Service Provider (PSP) to power large transaction volumes for banks



Tokenization

Enables merchants to seamlessly transition from card-based payments to token-based payments



Payouts

Instant refunds, vendor payments, salary disbursement, credit card bill payment and reward disbursement

New: Juspay international launch Jan-2023



hyperswitch

Open-source payments switch
All-in-one payment orchestration for international merchants

Value proposition

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

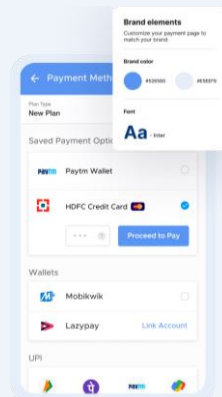
5-10% higher conversion

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

Infrastructure

80% reduction in payment ops

Fully managed infrastructure and automated workflows



Key stats

\$100 bln+

Annualised TPV

50%+

YoY TPV Growth

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

300+ Enterprise clients



amazon

Flipkart



G Pay



VEF's maiden sustainability bond allocation and impact report



SEK 500 mln of sustainability bonds outstanding, fully allocated in line with our sustainability bond framework

Sustainability bond allocation

The gross proceeds from issued sustainability bonds were used to finance and refinance VEF's investments in companies that derive 90% or more of their revenues from one or several sustainable finance categories

Konfio'

244 mln



s=lfácil

181 mln



rupeek

64 mln



ahaana

10 mln



Total allocation (SEK):

500 mln

Sustainability bond framework

The sustainability bond framework was developed in accordance with the Sustainability Bond Principles and the Green Bond Principles, published in 2021 by the ICMA¹



Financial inclusion

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



Financial fairness and wellness

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



Financial infrastructure and enablement

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

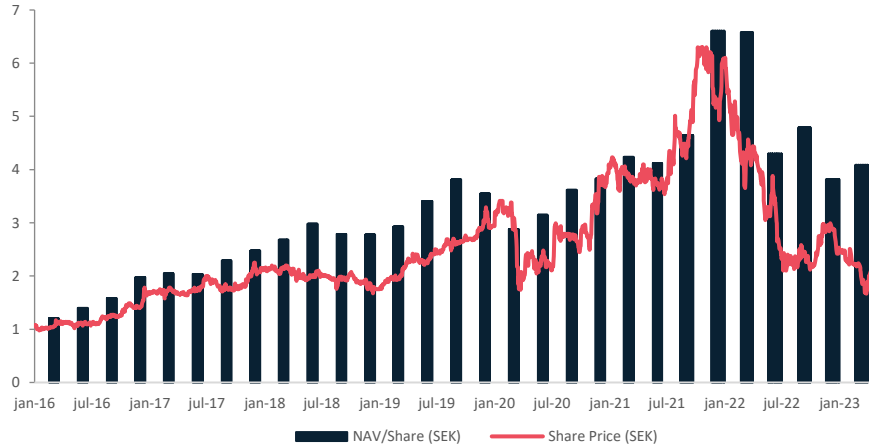


Renewable energy

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

Share price, NAV/share and the premium/discount

NAV/share & share price development



Premium/(Discount) to NAV



\$410M
NAV (1Q23)

\$234M
Market cap¹

SEK 4.09
NAV/share (1Q23)

SEK 2.31
Share price¹

Closing the discount to NAV

The discount to NAV averaged 43% through 1Q23. We have several ongoing initiatives aimed at addressing the discount:

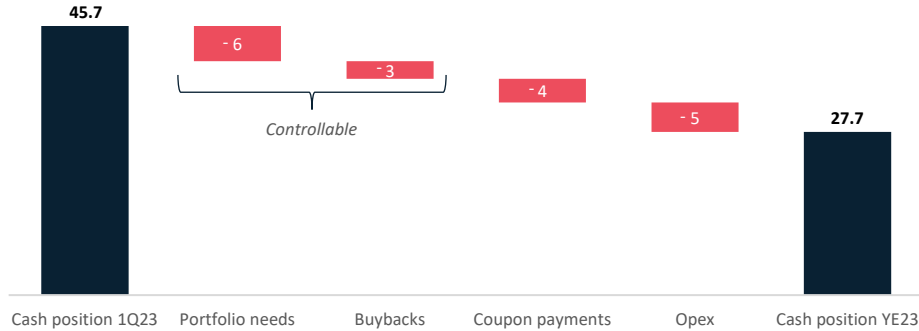
VEF initiative	Details	Anticipated effects
Buyback	<ul style="list-style-type: none"> • Initiated Aug-22 • Up to USD 10 mln in size • Bought back 12.8 mln VEF shares until the end of 1Q23, avg. discount to our 4Q22 NAV mark of 35% 	<ul style="list-style-type: none"> • Demonstrate confidence in our NAV • The most obvious investment action in our toolbox
IR/PR	<ul style="list-style-type: none"> • On the front foot marketing our story globally • New broker initiations (KBW Aug-22, Carnegie Oct-22) • Leveraging off our portfolio companies (Creditas & Konfio GS conference, VEF published research on Rupeek, Solfácil) 	<ul style="list-style-type: none"> • Increase breadth and depth of our shareholder base • Showcase our best portfolio companies
Increased transparency	<ul style="list-style-type: none"> • Our valuation approach per company and why • Expected growth of our total portfolio 2023 • Portfolio cash needs over the next 12 months • Creditas IFRS quarterly disclosure 	<ul style="list-style-type: none"> • Demonstrate strength of underlying portfolio growth • Estimate investable cash position • Prepare Creditas for medium term IPO
Investment performance	<ul style="list-style-type: none"> • NAV resumes strong growth: c.120% 2022 portfolio weighted YoY revenue growth • VEF's patience in this investment window to allow us to selectively invest in best-in-class Fintechs 	<ul style="list-style-type: none"> • NAV growth resumption to demonstrate we are long portfolio of quality names • New investments to re-inforce VEF is riding a trend of multi-year secular growth in EM fintech

Capital position – comfort with controllables

Solid cash position to cover business and portfolio needs

Expected cashflows to YE23

USD mln



Capital management scenarios and levers:

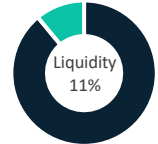
- Portfolio companies are generally well funded, but most important our largest ones are
- We have no enforced investment plan from here. We can choose to support and invest when the right opportunities arise - no obligations to invest. All about risk management and IRR focus
- Possible to raise equity, debt or exit positions to raise capital into a better operating environment
- Our buyback plans are under our control
- Opex is something we always look to right-size in line with NAV and company performance

VEF Sustainability Bond

- SEK 500 mln outstanding
- Frame of SEK 1,000 mln
- Interest: Stibor 3m + 725 bp paid quarterly
- Maturity: April 2025

Proceeds from the bond issue are mainly invested in USD through liquidity placements and investments in portfolio companies. Since issue the debt in USD terms has decreased from USD 53 mln to USD 48 mln due to the weakening of the SEK.

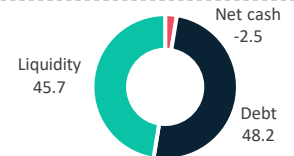
High liquidity to NAV ratio of 11%



Comfortable debt to NAV ratio of 12%



Net cash position of USD -2.5 mln





2022 played a strong defence and reset valuations:

1. Strengthened our balance sheet, raising our first sustainability bond
 2. At portfolio level, we overly focused on our size holdings, namely Creditas, Konfio and Juspay (~75% of portfolio), ensuring they were in a strong capital position to continue to grow at a healthy clip through to planned break even
 3. Reduced our NAV in 2022 ~50%, to a market aligned level
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2023, positive start. Optimistic about portfolio value accretion potential:

1. Creditas and Konfio – micro level resets in place, both well placed into macro/markets recovery
 2. Juspay – a key engine of medium-term NAV growth
 3. A number of exciting names coming through in the portfolio – Gringo, Solfácil and Abhi towards the top of that list
-



Capital position – comfortable with controllables

We sit on USD 46 mln at 1Q23 end, a comfortable and controllable level for our business/capital needs



Investment opportunities starting to appear – start of a fresh vintage

A number of quality fintech companies, who's underlying businesses we always liked, but whose valuations had run away with themselves through 2021, have started to come back into play

Appendix

1Q23 income statement


















KUSD	Note	1Q 2023	1Q 2022
Result from financial assets at fair value through profit or loss		32,288	-21,721
Coupon income		-	97
Other income		-	164
Administrative and operating expenses		-2,420	-2,598
Operating result		29,868	-24,058
Financial income and expenses			
Interest income		5	-
Interest expense		-1,284	-6
Currency exchange gains/losses, net		-146	-60
Net financial items		-1,425	-66
Result before tax		28,443	-24,124
Taxation		-	-1
Net result for the period		28,443	-24,125
Earnings per share, USD		0.03	-0.02
Diluted earnings per share, USD		0.03	-0.02

1Q23 balance sheet

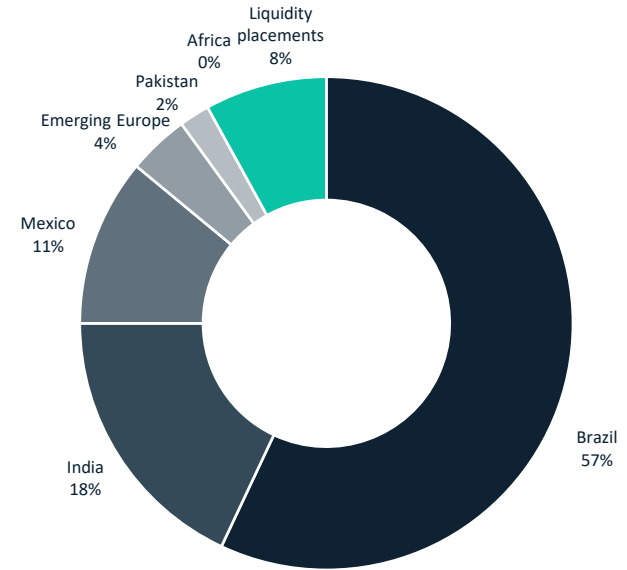
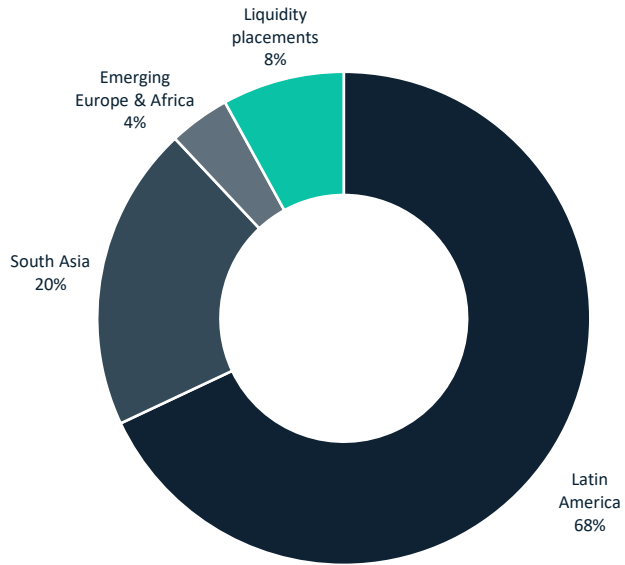


KUSD	Note	Mar 31, 2023	Dec 31, 2022
NON-CURRENT ASSETS			
Tangible non-current assets			
Property, plant and equipment		145	156
Total tangible non-current assets		145	156
Financial non-current assets			
Financial assets at fair value through profit or loss			
Equity financial assets		412,792	380,800
Liquid financial assets		37,172	39,877
Other financial assets		34	32
Total financial non-current assets		449,998	420,709
CURRENT ASSETS			
Tax receivables		71	64
Other current receivables		165	449
Prepaid expenses		208	104
Cash and cash equivalents		8,506	8,612
Total current assets		8,950	9,229
TOTAL ASSETS		459,093	430,094
SHAREHOLDERS' EQUITY (including net result for the financial period)		410,364	381,831
NON-CURRENT LIABILITIES			
Long-term liabilities		47,284	46,979
Total non-current liabilities		47,284	46,979
CURRENT LIABILITIES			
Accounts payable		105	76
Other current liabilities		187	241
Accrued expenses		1,153	967
Total current liabilities		1,445	1,284
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES		459,093	430,094

VEF portfolio summary

Company	Country	Segment	Investment date	Ownership %	Invested amount (USD mln)	1Q23 fair value (USD mln)
 creditas	Brazil	Asset focused ecosystem	Dec-17	8.5%	103.4	198.7
 JUSPAY	India	Mobile payments platform	Apr-20	10.2%	21.1	62.8
 Konfio	Mexico	Diversified FS for Mexican SMEs	Jun-18	10.3%	56.5	48.9
 GRINGO	Brazil	Super-app for drivers	Feb-22	10.2%	12.2	20.6
 solfácil	Brazil	Solar energy financing platform	Mar-22	2.6%	20.0	20.0
 transferGo	Emerging Europe	Cross-border remittances	Jun-16	12.5%	13.9	16.2
 nibo	Brazil	Accounting SaaS provider for SMEs & accountants	Apr-17	20.1%	6.5	9.5
 Rupeek	India	Secured lending platform	Mar-21	2.3%	13.9	8.6
 FinanZero	Brazil	Consumer credit marketplace	Mar-16	19.0%	5.2	8.1
 BLACKBUCK	India	Online trucking platform	Jul-21	1.0%	10.0	7.6
 abhi	Pakistan	Salary on demand	Jun-21	11.5%	1.8	7.6
 JUMO	Africa	Mobile money marketplace	Oct-15	4.5%	14.6	2.2
 ahaana	Pakistan	Digital wealth management	Aug-22	13.8%	1.0	1.0
 minu	Mexico	Salary on demand	Mar-21	1.2%	0.5	0.5
 magnetis	Brazil	Digital investments	Sep-17	5.4%	6.7	0.4
 FINJA	Pakistan	Digital lending & payments	Jul-16	21.2%	2.9	0.3
 pebc+	Russia	Payments & consumer credit	Sep-15	23.0%	6.7	0.0

Portfolio distribution by geography



The logo consists of the letters 'VEF' in a bold, white, sans-serif font. The 'V' is stylized with a small gap at the bottom, and the 'E' and 'F' are solid and blocky.

The emerging market fintech investor

Thank you