



The emerging market fintech investor

Results Presentation

3Q22

Key events of the quarter



3Q22 NAV – a more stable quarter

Post 2Q22 NAV reset, VEF USD NAV was broadly flat QoQ in 3Q22, driven by relatively more stable inputs versus 1H22.



Continue our robust valuation approach

Our NAV and portfolio fair value conservatively reflects the current environment through a robust valuation framework. 74% of our portfolio is now valued on a mark to model/calibration approach.



Creditas released 1H22 IFRS numbers and strategic outlook

Creditas latest financial release highlighted a company delivering strong growth (Portfolio/Revenue +151%/248% YoY) and very well placed to deliver robust financial trends through 2023 and to break even.



Solid capital position

We sit on USD 56 mln of capital at end of 3Q22. A comfortable level of cash with controllables embedded



Back on the front foot - Buybacks and attacking our discount

With our defence set, and comfort in our NAV mark, we started to lean back on the front foot through 3Q22, introducing a share buyback and upping IR and PR as we move to reduce our traded discount to NAV.

3Q22 financial highlights

NAV

- NAV of VEF's portfolio decreased during 9M22 to USD 444.9 mln. NAV per share has decreased by 42.0% to USD 0.42 per share during 9M22.
- In SEK, NAV decreased to SEK 5,023 mln. NAV per share decreased by 28% to SEK 4.79 per share during 9M22.
- Cash position, including liquidity investments, was USD 56.3 mln at the end of 9M22.

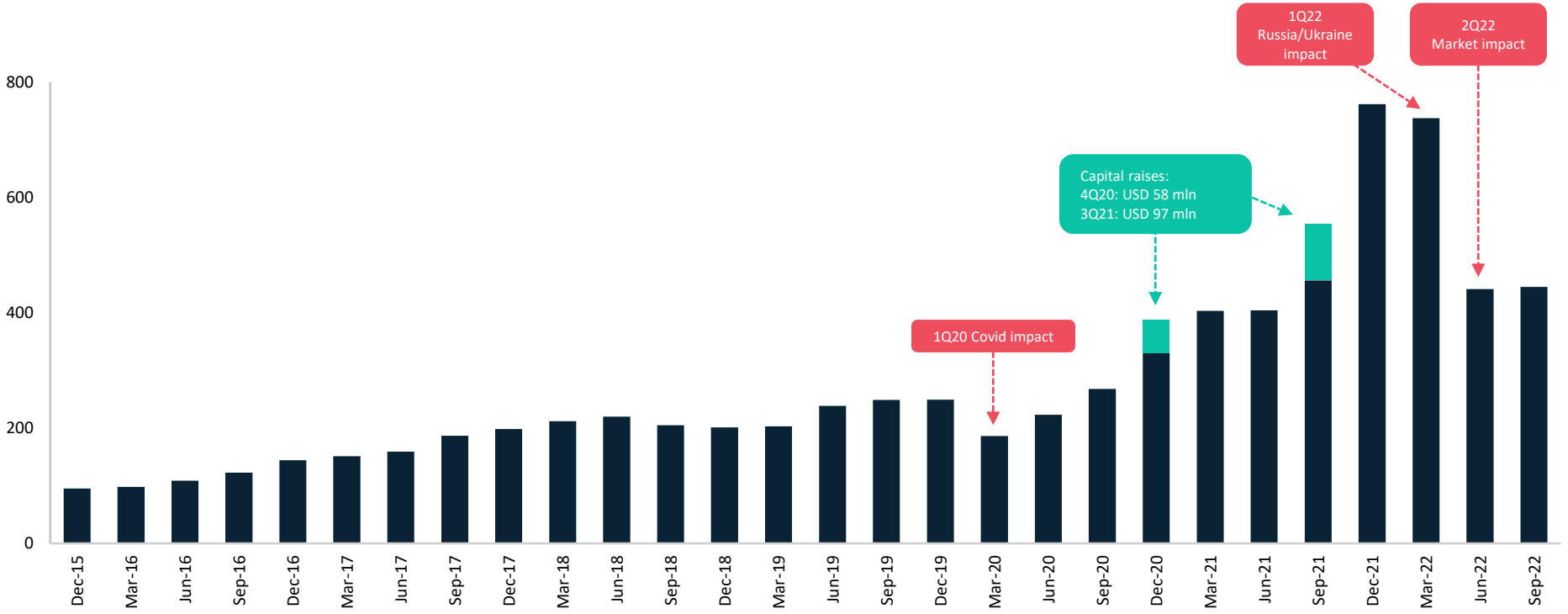
Financial result

- Net result for 3Q22 was USD 4.8 mln (3Q21: USD 51.8 mln). Earnings per share were USD 0.01 (3Q21: USD 0.06).
- Net result for 9M22 was USD -315.8 mln (9M21: USD 67.5 mln). Earnings per share were USD -0.30 (9M21: USD 0.08).

	FY20	FY21	1H22	3Q22
NAV (USD mln)	388.1	761.7	441.2	444.9
NAV (SEK mln)	3,178	6,885	4,483	5,023
NAV per share (USD)	0.47	0.73	0.42	0.42
NAV per share (SEK)	3.83	6.61	4.30	4.79
VEFAB share price (SEK)	4.04	6.05	2.32	2.16

NAV Evolution

USD mln



Markets and key fintech stocks flat to moderately down over the quarter

Public fintech largely tracked the broader market in Q3, closing the quarter down low single digits. All performance figures in USD.

Global Fintech Indices

ARKF

-1%
3Q 2022 return

-62%
3Q 2022 YTD return

-69%
1 year return

FINX

-5%
3Q 2022 return

-49%
3Q 2022 YTD return

-55%
1 year return

Market Indices

Nasdaq

-4%
3Q 2022 return

-32%
3Q 2022 YTD return

-27%
1 year return

S&P 500

-5%
3Q 2022 return

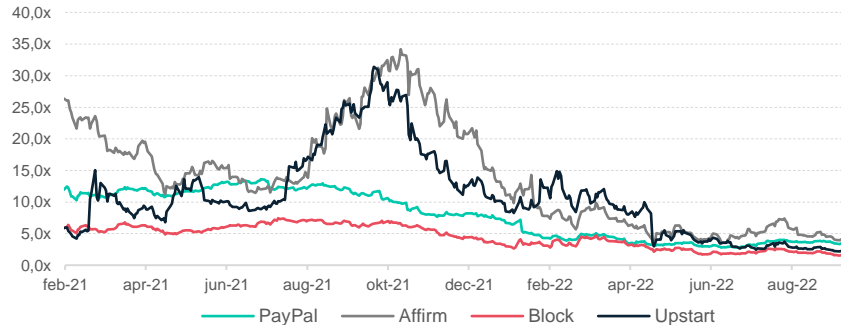
-25%
3Q 2022 YTD return

-17%
1 year return

Developed Markets

Rolling EV / NTM revenue multiple

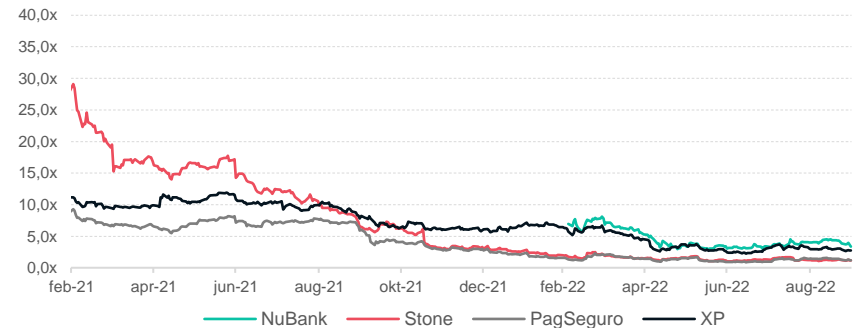
xNTM Revenue



LATAM Fintech

Rolling EV / NTM revenue multiple

xNTM Revenue



Evolution of our valuation marks in 3Q22

Fair value USD (thousands)	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ % change	YoY % change	3Q22 % of invested portfolio
credits	102,078	169,023	169,023	169,023	169,023	394,123	394,069	195,936	211,328	8%	25%	48.9%
Konfio	40,279	48,504	60,982	75,427	135,582	135,582	135,582	61,061	61,099	0%	-55%	14.1%
JUSPAY	13,000	17,372	18,714	24,703	28,701	42,420	42,420	47,471	47,471	0%	65%	11.0%
SOLFACIL							20,000	20,000	20,000	0%		4.6%
transferGo	25,167	28,634	25,942	27,805	29,223	29,271	28,419	18,126	16,905	-7%	-42%	3.9%
rupeek			7,000	7,000	7,000	13,152	13,152	13,188	15,195	15%	117%	3.5%
GRINGO							12,250	12,250	12,250	0%		2.9%
JUM	8,551	9,540	13,055	16,332	18,409	18,409	18,409	9,582	8,829	-8%	-52%	2.0%
labhi				900	900	1,350	1,350	7,585	7,585	0%	743%	1.8%
FinanZero	8,957	9,933	12,307	12,618	12,290	11,882	10,818	8,298	7,467	-10%	-39%	1.7%
BLACKBUCK					10,000	10,000	10,000	10,000	7,120	-29%	-29%	1.7%
nibo	13,066	13,610	13,152	13,377	11,916	12,560	10,377	6,676	6,683	0%	-44%	1.5%
magnetis	7,695	8,330	8,922	10,526	10,526	10,526	10,526	8,200	6,040	-26%	-43%	1.4%
FINJA	4,181	6,748	6,748	7,352	7,352	7,352	7,352	7,352	2,925	-60%	-60%	0.7%
ahaana									1,000			0.2%
minu			450	450	450	450	450	362	424	17%	-6%	0.1%
peBC+	11,585	11,083	13,145	15,651	13,843	13,235	0	0	0	0%	-100%	0.0%
Total portfolio companies (incl. exits)	248,236	333,952	359,234	385,913	455,472	700,311	715,175	426,435	432,321	1%	-5%	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, determining fair value on a common equity basis

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

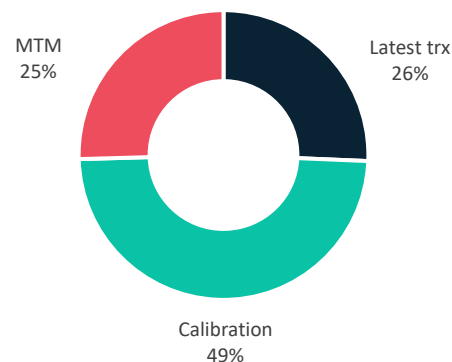
Company	3Q fair value (USD mln)	Change QoQ (USD mln)	Valuation methodology	Last transaction details
 Creditas	211.3	+15.4	Calibration	USD 50 mln extension to its USD 260 mln Series-F, closed Jul-22
Konfio	61.1	+0.0	MTM	-
 JUSPAY	47.5	-	Latest trx	USD 36 mln Series C tranche 2 (50% secondary), closed Jun-22
 SOLFACIL	20.0	-	Latest trx	USD 30 mln extension of USD 130 mln Series C, closed Jun-22
 transferGo	16.9	-1.2	MTM	-
 rupeek	15.2	+2.0 ¹	Latest trx	USD 14 mln Series E2 extension round closed Aug-22
 GRINGO	12.2	-0.0	Latest trx	USD 34 mln Series B round closed Mar-22
JUM	8.8	-0.8	MTM	-
 abhi	7.6	-	Latest trx	USD 17 mln Series A closed Apr-22
FinanZero	7.5	-0.8	Latest trx	USD 4 mln funding round closed Jul-22
 BLACKBUCK	7.1	-2.9	MTM	-
nibo	6.7	+0.0	MTM	-
mognotis	6.0	-2.2	MTM	-
 FINJA	2.9	-4.4	MTM	-
 ahaana	1.0	-	Latest trx	USD 2.1 mln seed round closed in Aug-22
 minu	0.4	+0.1	MTM	-
pebo+	0.0	-	-	-

Portfolio valuation

- Total 3Q22 NAV is USD 444.9 mln, up USD 3.7 mln QoQ
- The main movements in USD terms were the increase in the value of Creditas by USD 15.4 mln and the mark-down of Finja, BlackBuck and Magnetis by USD 4.4, 2.9 and 2.2 mln respectively
- Of our 16 portfolio companies (excluding Revo), in 3Q22, 7 are valued based on the last transaction, 1 using calibration methodology, and the remaining 8 are mark-to-model

Breakdown of portfolio valuation methodologies

% based on USD NAV contribution, as of 3Q22



NAV and portfolio performance

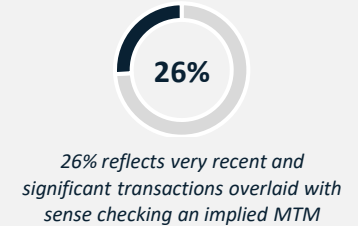
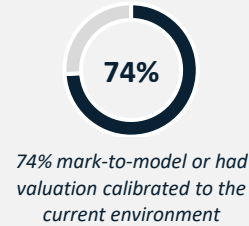
NAV

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

- NAV has already been significantly reset to reflect the current market environment



- 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

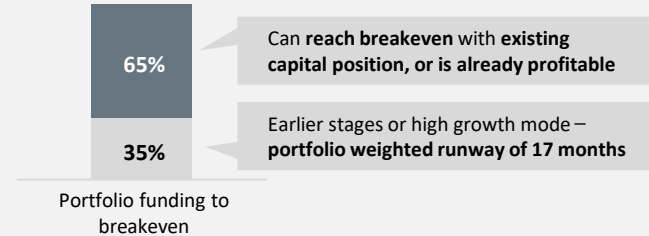
- Portfolio continues to execute well delivering strong growth



~ 120% | 2022E 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

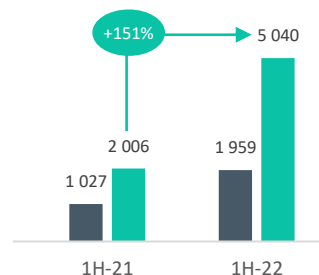
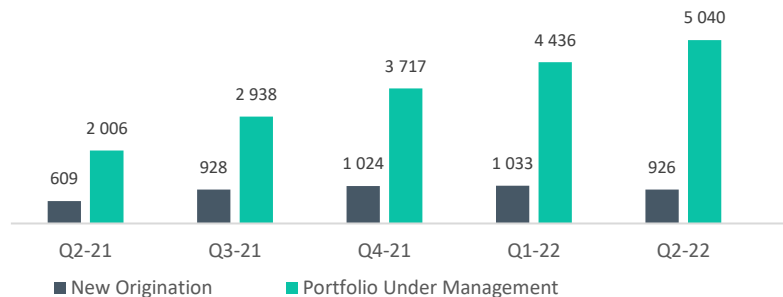
- Portfolio is well funded and prepared to navigate the current environment



1H 2022 update

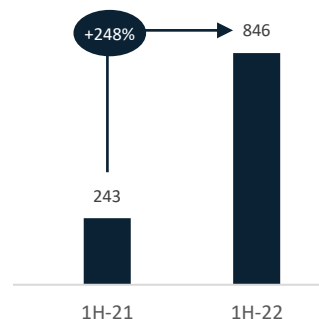
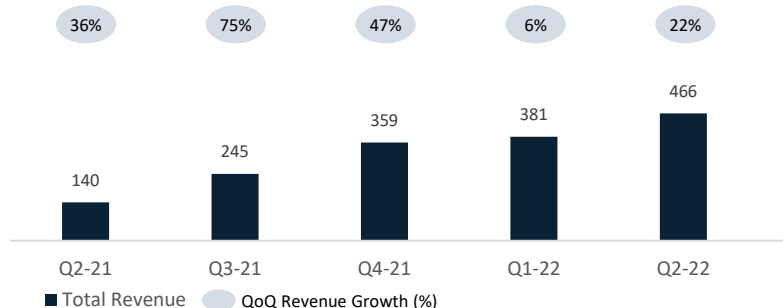
Portfolio Under Management & New Originations

BRL mln



Total Revenue

BRL mln



Summary overview

New environment in 2022

- Rising inflation and rates with ensuing 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:** still high but more moderate growth in H2-22
- Accelerate repricing of loan portfolio:** between Sep-21 and Sep-22 price increase from 32% to 49% p.a. as competing unsecured products are more expensive than ever
- Increase gross profit:** expect to regain 40-50% gross profit margins through a combination of loan repricing, growing portfolio, stabilized cost of funding and lower IFRS provision impacts
- Andbank acquisition:** in July signed an agreement to acquire 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:** optimized staffing with a strong focus on productivity/efficiency. Productivity per employee increased 65% YTD

Creditas 1H 2022 trading statement (cont'd)

Financial results

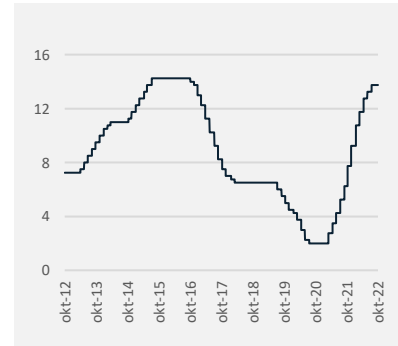
Creditas P&L (IFRS)

BRL mln	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	H1 2022
Portfolio under management	95.1	255.7	679.4	1,246.3	3,717.1	5,040.1
New origination	54.3	205.2	532.2	904.0	2,979.1	1,959.1
Revenues	23.7	68.6	126.3	251.7	846.7	846.1
Operational Margin	20.7	42.9	79.8	132.4	258.7	90.5
Net income	(2.1)	(47.0)	(210.9)	(255.1)	(712.7)	(612.4)

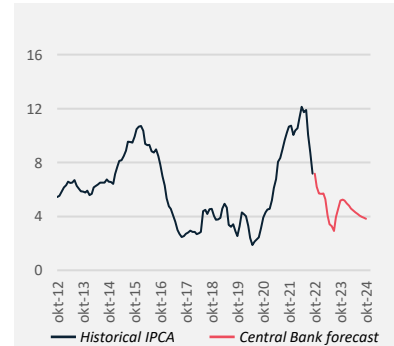
Net Income % of Revenue



Brazilian Central Bank Rate SELIC, %



Brazilian Inflation IPCA (CPI), YoY%



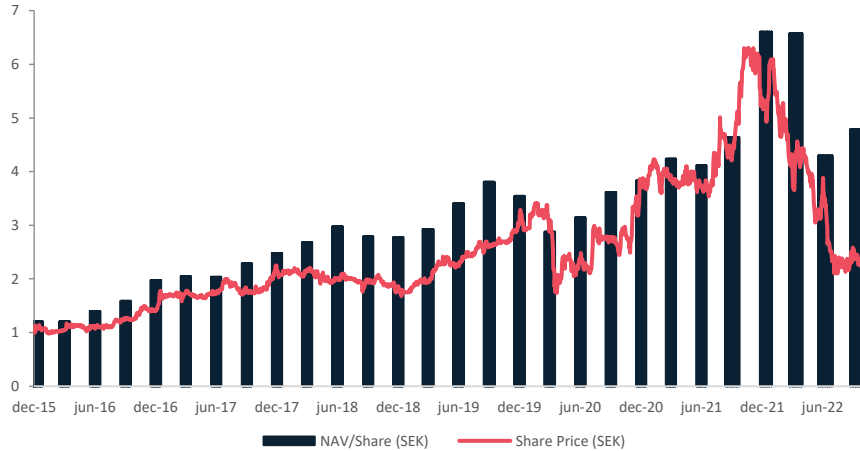
Path to profitability & future outlook

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

- Maintaining robust origination growth
- Expanding gross profit (stabilization of SELIC, portfolio repricing and lower impact of frontloading IFRS provisions)
- Lower impact of CAC
- Operational leverage as they continue growing the revenue base to absorb existing overhead that will grow at a significantly lower pace

Share price, NAV/share and the premium/discount

NAV/share & share price development



Premium/(Discount) to NAV



\$445M
NAV (3Q22)

\$201M
Market cap¹

SEK 4.79
NAV/share (3Q22)

SEK 2.16
Share price¹

Closing the discount to NAV

The discount to NAV averaged 46% through 3Q22. We have several ongoing initiatives aimed at addressing the discount:

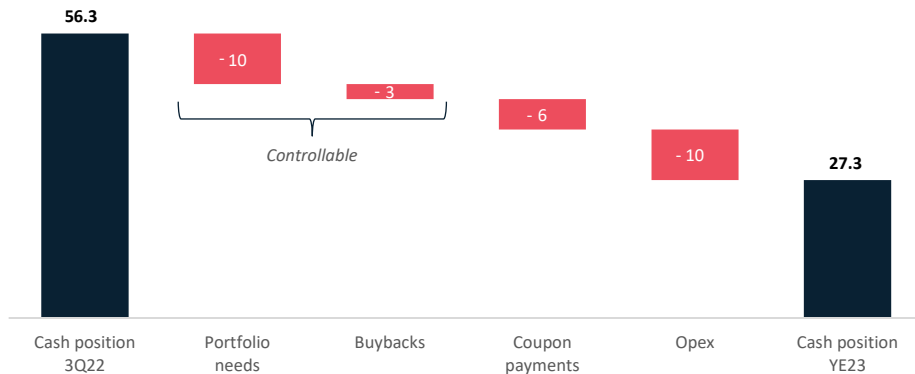
VEF initiative	Details	Anticipated effects
Buyback	<ul style="list-style-type: none"> • Initiated Aug-22 • Up to USD 10 mln in size • Bought back 5.8 mln VEF shares until the end of 3Q22, avg. discount to our 2Q22 NAV mark of 45% 	<ul style="list-style-type: none"> • Demonstrate confidence in our NAV • The most obvious investment action in our toolbox right now
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) 	<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 2022 • 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% 2022E 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:

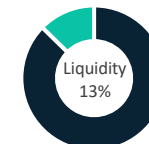
- Portfolio companies are generally well funded, but most important our largest ones are
- We have no specific capex investment plan from here. We can choose to support and invest when the right opportunities arise - no obligations to invest. All about risk management and IRR focus
- We can raise equity, debt or exit positions to raise capital into a better operating environment
- We can choose to cut back on our buyback plans at any time
- 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 44 mln due to the weakening of the SEK.

High liquidity to NAV ratio of 13%



Comfortable debt to NAV ratio of 10%



Solid net cash position of USD 12 mln



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



“VEF invests into Mahaana, Pakistan’s first Digital Wealth Management Company”

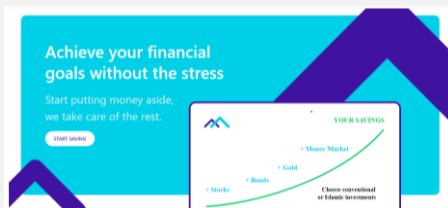
23 August 2022

VEF invested USD 1 mln into Mahaana, Pakistan’s firsts Digital Wealth Management Company, as part of the USD 2.1 mln seed round led by VEF, SparkLabs Group and local strategic partner IGI Holdings.

Pakistan is a greatly under penetrated market with only 0.02% of population using savings products. Mahaana is well positioned to be a leading contributor to Pakistan's journey to responsible wealth & asset management, to implement innovative, secure, and responsible savings plans.

“In a country where more than 50% of the population is under debt and spends 30% of their monthly income on repaying debts, the company sees opportunities for every person in Pakistan to create a financial security net in the form of their retirement funds and savings”

– **Muhammad Shamoan Tariq, Mahaana founder and CEO**



“JUMO earns B Corp Certification”

28 September 2022

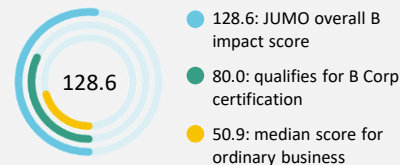
To become a certified B Corp, companies undergo a rigorous review of the impact of their operations and business model on their workers, customers, communities and environment.

JUMO is one of a small number of fintech organisations to have achieved this certification. JUMO’s platform financially empowers underserved communities by making saving and borrowing more accessible at the best rates, so SMEs and micro-SMEs can invest in their businesses and communities.

“B Corp’s high standards are the benchmark for companies who believe that profit and purpose must be aligned. This has always been a milestone that we have worked towards and we are proud to join the ranks of the certified B Corp companies”

– **Andrew Watkins-Ball, JUMO Founder and CEO**

Overall B impact score



JUMO driving financial inclusion

- 27% of customers earn less than \$2/day and 89% less than \$10/day
- 37% live in rural areas
- 62% are farmers or MSMEs

VEF investment case and outlook



1H22 played defence as market mood music changed:

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 (67% of portfolio), ensuring they were in a strong capital position to continue to grow at a healthy clip through to planned break even
 3. Addressed our NAV mark in our 2Q22 filing and rebased it to a more conservative level
-



With our defence in place, in 3Q22 we started to lean back on the front foot:

1. We spent increasing time in our core investment ecosystems with VC partners, portfolio companies and pipeline
 2. Marketing the VEF story to global investors, off strong underlying trends in our portfolio companies and a rebased NAV
 3. We launched a share repurchase program – buying back our portfolio of quality private fintech assets at a deep discount to our NAV, a NAV marked to public market peer valuations
-



Capital position – comfortable with controllables

We sit on USD 56.3 mln at 3Q22 end, a comfortable and controllable level for our business/capital needs



Creditas – very well placed into recovery

The analyst in us loves the way Creditas's financials and their outlook is set up right now – volume growth + widening margins and falling relative costs. This is a window for focus and execution, which are Creditas's forte.

Appendix


















3Q22 income statement

Expressed in USD thousands	Note	9M 2022	9M 2021	3Q 2022	3Q 2021
Result from financial assets at fair value through profit or loss	4	-313,752	73,878	3,553	54,345
Coupon income		293	292	98	97
Other income		179	8	15	8
Administrative and operating expenses		-6,127	-6,230	-1,426	-2,213
Operating result		-319,407	67,948	2,240	52,237
Financial income and expenses					
Interest income		-	62	-	-
Interest expense		-1,785	-	-1,091	-
Currency exchange gains/losses, net		5,380	-472	3,720	-463
Net financial items		3,595	-410	2,629	-463
Result before tax		-315,812	67,538	4,869	51,774
Taxation		-31	-14	-30	-
Net result for the period		-315,843	67,525	4,839	51,774
Earnings per share, USD		-0.30	0.08	0.01	0.06
Diluted earnings per share, USD		-0.30	0.08	0.00	0.06

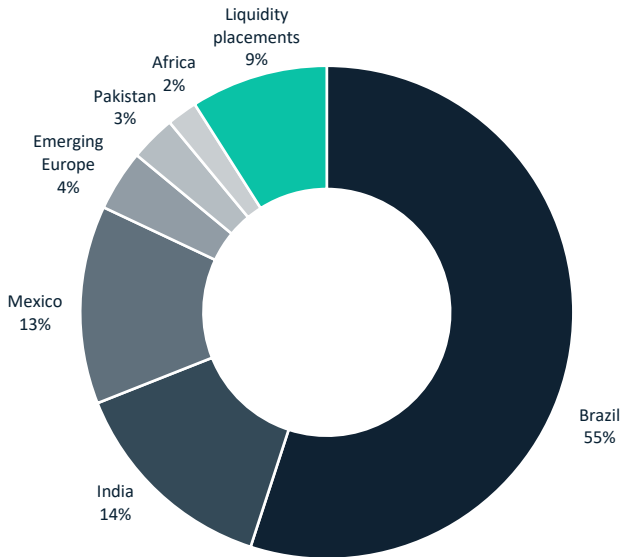
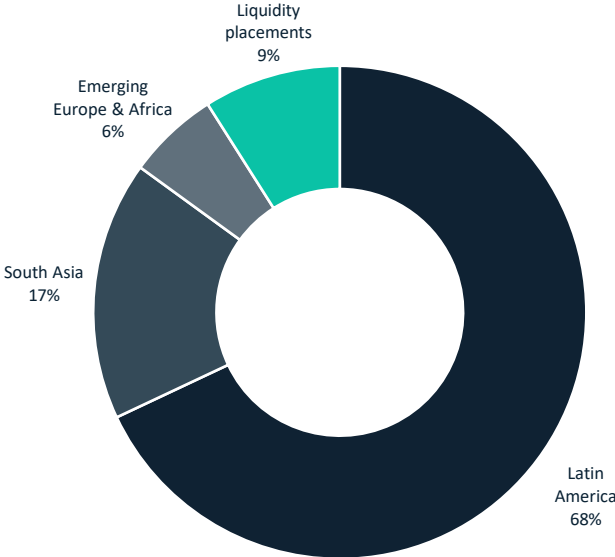
3Q22 balance sheet

Expressed in USD thousands	Note	Sep 30, 2022	Dec 31, 2021
NON-CURRENT ASSETS			
Tangible non-current assets			
Property, plant and equipment		12	102
Total tangible non-current assets		12	102
Financial non-current assets			
Financial assets at fair value through profit or loss	4		
Equity financial assets		432,321	700,311
Liquid financial assets		45,540	50,642
Other financial assets		21	27
Total financial non-current assets		477,882	750,980
CURRENT ASSETS			
Tax receivables		22	109
Other current receivables		457	387
Prepaid expenses and accrued income		117	138
Cash and cash equivalents		10,740	11,131
Total current assets		11,336	11,765
TOTAL ASSETS		489,230	762,847
SHAREHOLDERS' EQUITY (including net result for the financial period)		444,905	761,728
NON-CURRENT LIABILITIES			
Long-term debt	6	43,180	-
Total non-current liabilities		43,180	-
CURRENT LIABILITIES			
Accounts payable		50	138
Tax liabilities		-	51
Other current liabilities		153	534
Accrued expenses		942	396
Total current liabilities		1,145	1,119
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES		489,230	762,847

VEF portfolio summary

Company	Country	Segment	Investment date	Ownership %	Invested amount (USD mln)	3Q22 fair value (USD mln)
 creditas	Brazil	Asset focused ecosystem	Dec-17	8.7%	98.4	211.3
 Konfio	Mexico	Diversified FS for Mexican SMEs	Jun-18	10.3%	56.5	61.1
 JUSPAY	India	Mobile payments platform	Apr-20	9.9%	21.1	47.5
 SOLFACIL	Brazil	Solar energy financing platform	Mar-22	2.6%	20.0	20.0
 transferGo	Emerging Europe	Cross-border remittances	Jun-16	12.3%	13.9	16.9
 Rupeek	India	Secured lending platform	Mar-21	2.3%	13.9	15.2
 GRINGO	Brazil	Super-app for drivers	Feb-22	10.2%	12.2	12.2
 JUMO	Africa	Mobile money marketplace	Oct-15	4.6%	14.6	8.8
 abhi	Pakistan	Salary on demand	Jun-21	11.5%	1.8	7.6
 FinanZero	Brazil	Consumer credit marketplace	Mar-16	18.4%	5.2	7.5
 BLACKBUCK	India	Online trucking platform	Jul-21	1.0%	10.0	7.1
 nibo	Brazil	Accounting SaaS provider for SMEs & accountants	Apr-17	20.1%	6.5	6.7
 magnotis	Brazil	Digital investments	Sep-17	17.1%	6.7	6.0
 FINJA	Pakistan	Digital lending & payments	Jul-16	22.0%	2.9	2.9
 ahaana	Pakistan	Digital wealth management	Aug-22	13.8%	1.0	1.0
 minu	Mexico	Salary on demand	Mar-21	1.2%	0.5	0.4
 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. The 'E' and 'F' are solid and blocky.

The emerging market fintech investor

Thank you