

A stylized world map composed of many small, overlapping, light-colored shapes, creating a textured, mosaic-like effect. The map is centered on the Atlantic Ocean and is rendered in a light orange or beige color against a white background.

>EF Vostok Emerging Finance

Investor Presentation

4Q / FY16 Results

4Q16 financial highlights

- Positive net result for the period:
 - 4Q16 was USD 21.4 mln and EPS was USD 0.03.
 - FY16 net result to USD 48.7 mln and FY16 EPS of USD 0.07.
- Positive net result in the quarter is primarily driven by positive share price development in TCS (only listed holding), which increased +44.5% QoQ.
- Portfolio NAV:
 - grew to USD 144.3 mln (122.8 mln / 95.5 mln end of Q316/FY15) over the quarter/year or SEK 1.99 per share, as at 31 December 2016.
 - continued to grow to USD 148.2 mln or SEK 2.03 per share as at 28 February 2017.
- In December 2016, VEF invested an additional USD 1.57 mln in JUMO.

4Q Report 2016: Income Statement

(USD thousands)	January 1, 2016– December 31, 2016	October 1, 2016– December 31, 2016
Results from financial assets at fair value	48,141	20,847
Dividend and coupon income	3,031	1,601
Total Operating Income	51,172	22,448
Operating expenses	-2,031	-658
Operating result	49,141	21,790
Net financial items	-483	-350
Result before tax	48,657	21,440
Taxation	-1	-1
Profit for the period	48,656	21,439

4Q Report 2016: Statement of Financial Position

(USD thousands)	December 31, 2016	December 31, 2015
Financial non-current assets	120,155	34,768
Current assets	25,027	62,327
Total assets	145,182	97,095
Equity	144,326	95,548
Trade payables	–	1,491
Other current liabilities	732	21
Accrued expenses	124	34
Total equity and liabilities	145,182	97,095








Reflecting on 2016, we summarise our key achievements ...

- We began the year on the front foot having just closed a successful rights issue in December 2015, raising SEK 588 mln
- Started the year with 4 portfolio companies across 2 geographies, we ended 2016 with 7 portfolio companies across 5 geographies, and have added another since.
- We continue to meet our rights issue investor promises of building out a diversified portfolio of quality fintech holdings across a number of different lines of financial services and across a number of different scalable emerging geographies,
- Deepened our experience and position in the emerging fintech ecosystem through travel and closer integrations with fintech players across numerous emerging markets, all while deepening the team bench at VEF.
- Our NAV per share and share price continue to grow and reflect all of aforementioned factors.

... and have followed this up with an eventful and positive start to 2017:

- We have made follow on investments into portfolio companies Jumo and REVO/Sorsdata.
- The REVO/Sorsdata transaction was a benchmark transaction as we welcome Baring Vostok, Russia's leading PE house, who led a USD 20 mln funding round for the company.
- We announced our latest portfolio investment, a USD 9 mln investment into lyzico, Turkey's leading online payments player.
- Pipeline continues to keep us busy, as we are advanced with a couple of opportunities, with real potential to put more money to work and add to the portfolio depth, diversity and quality.

Portfolio

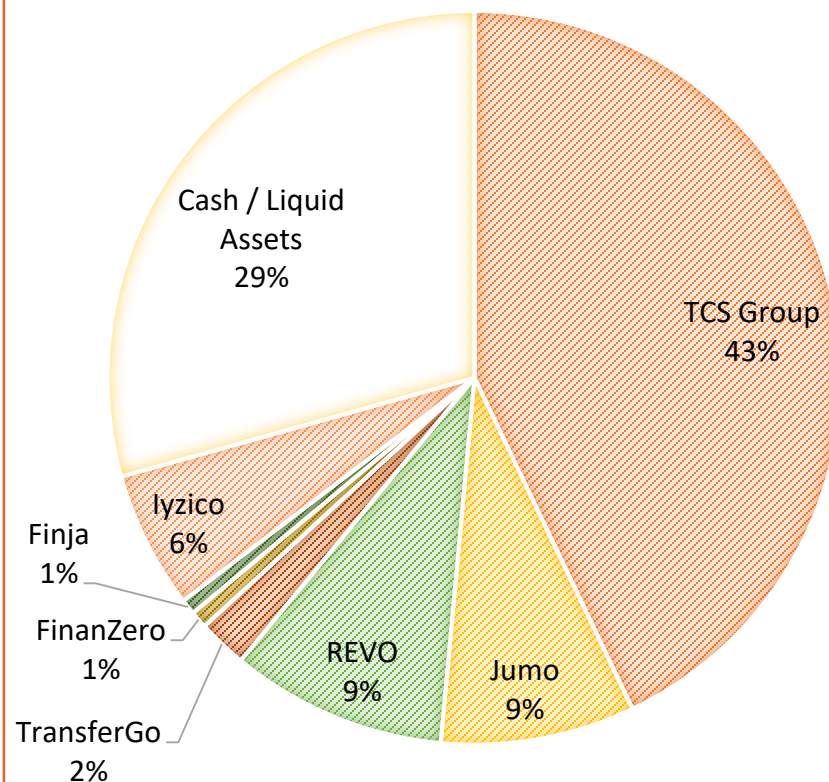
<u>Company</u>	<u>Geography</u>	<u>Business Type</u>	<u>% of Portfolio</u>	<u>28 Feb 2017 Fair value (\$)</u>	<u>Investment year</u>
 Tinkoff	Russia	Digital Banking	42.9%	63,797,940	2007
 pebc+	Russia	Payments & Consumer Credit	9.5%	14,153,151	2015
 JUMO	Africa	Mobile Money Marketplace	8.6%	12,705,768	2015
 FinanZero	Brazil	Consumer Credit Marketplace	0.8%	1,106,164	2016
 transferGo	Emerging Europe	Remittances	2.2%	3,176,098	2016
 FINJA	Pakistan	Mobile Wallet	0.6%	1,001,379*	2016
 iyzico easy payment	Turkey	Payment Processing	6.1%	9,000,000	2017

Portfolio commentary

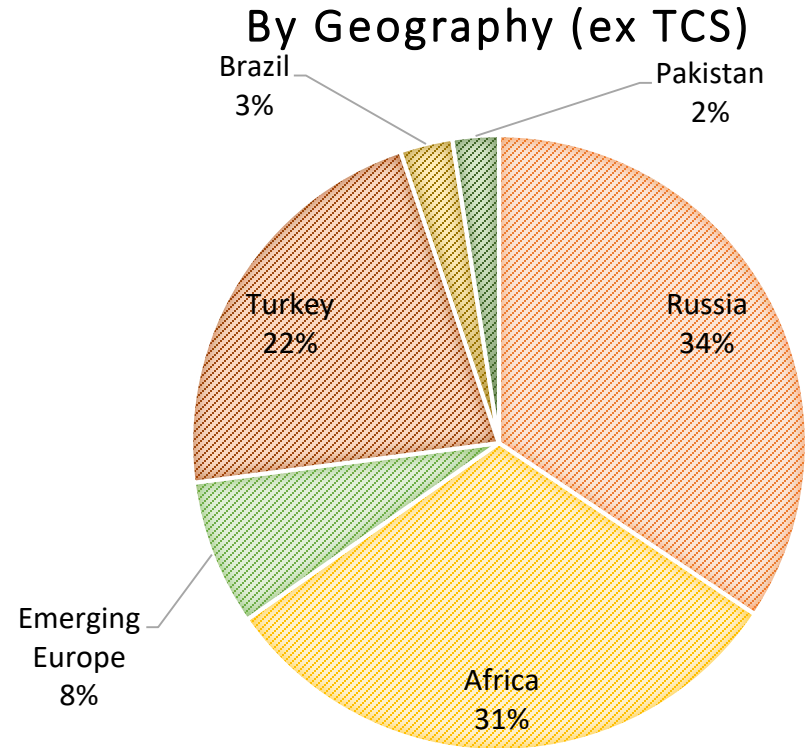
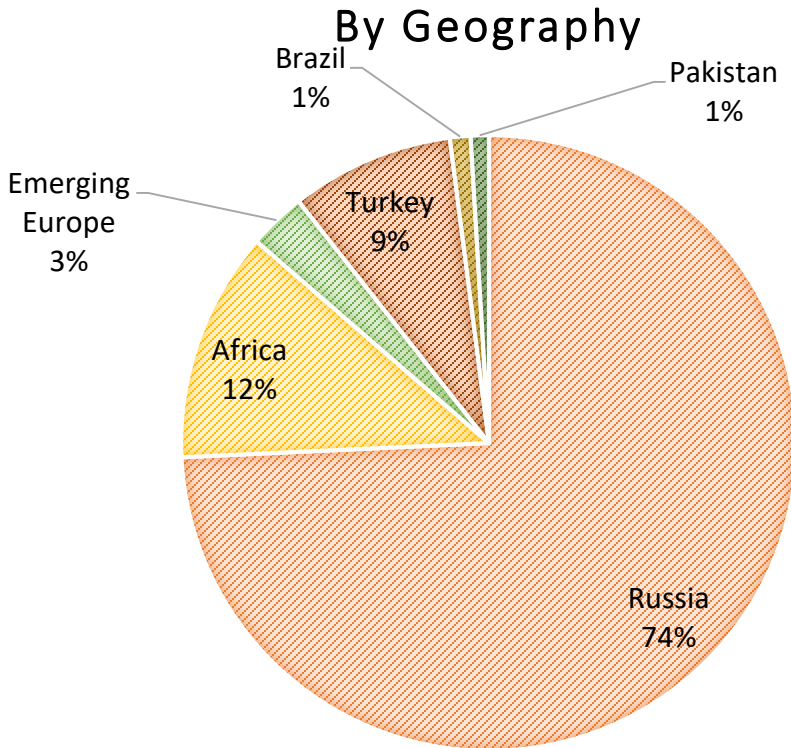
- We have 7 holdings in the portfolio today plus cash
- Tinkoff CS remains our largest holding given recent performance
- Strong cash position is a key a strength of our business and leaves us well positioned
- We would expect the number of holdings to grow and their relative size to grow over time

VEF Portfolio as at February 28, 2017

NAV \$148.2m

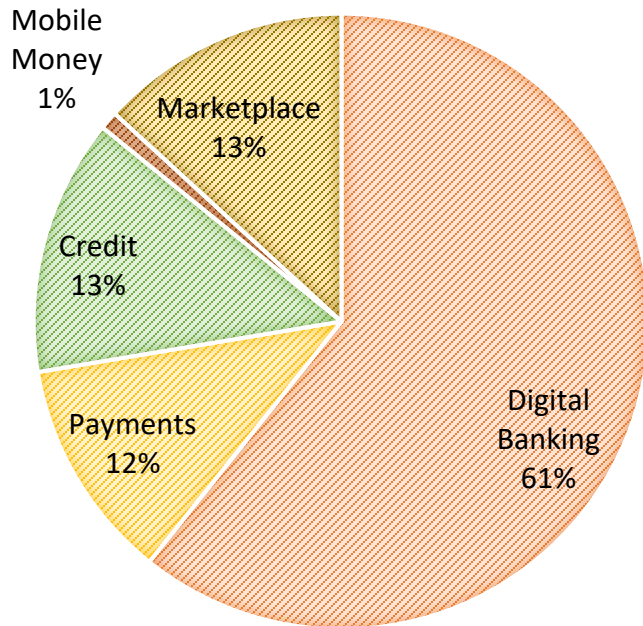


Portfolio distribution by geography

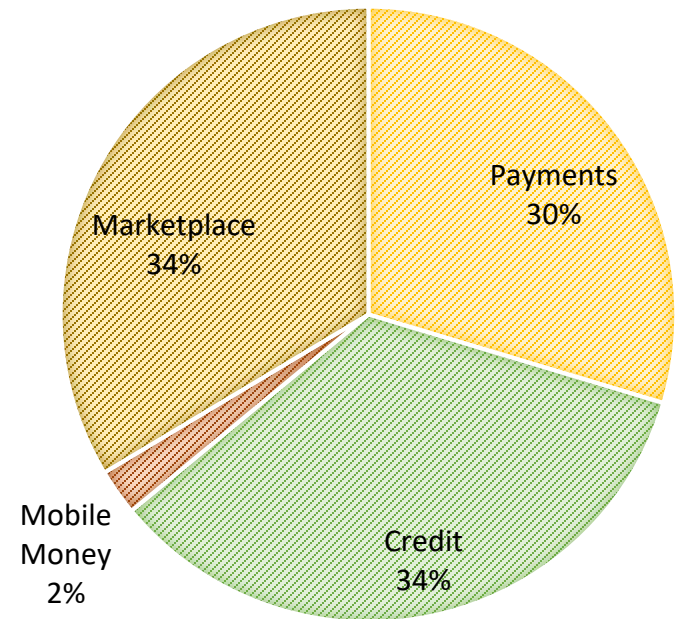


Portfolio distribution by business type

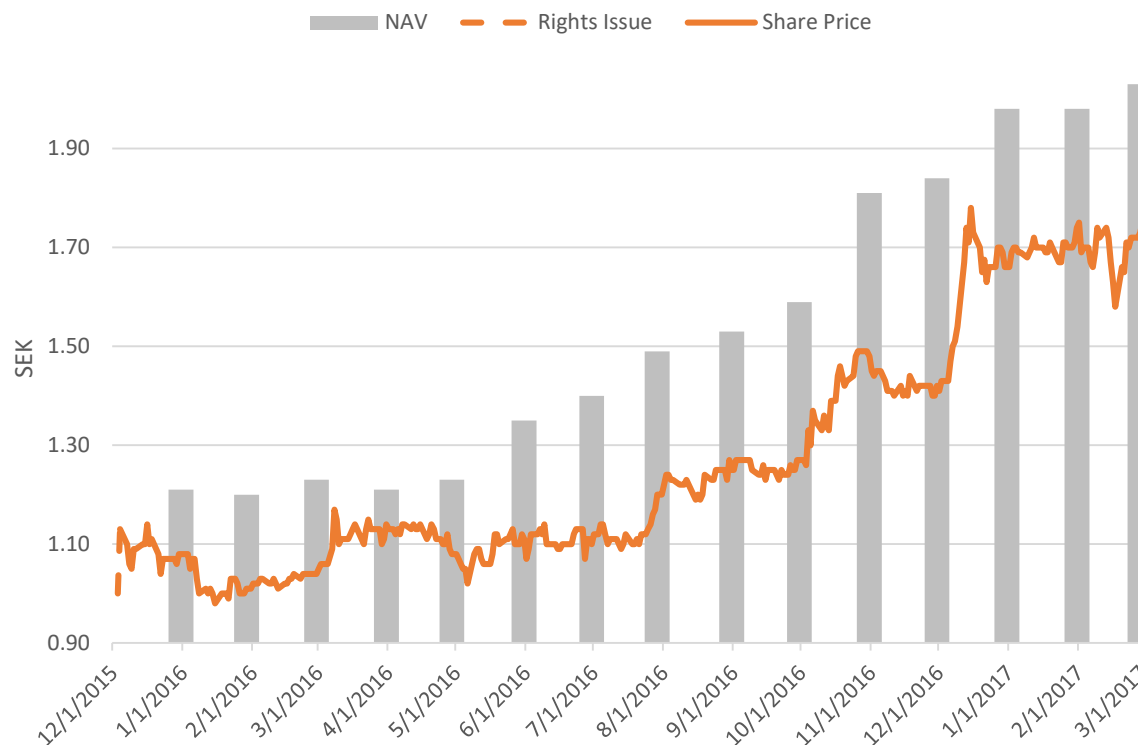
By Business Type



By Business Type (ex TCS)



VEF share price and NAV evolution



Date	Latest Share Price (SEK)	NAV / Share (SEK)	Discount	NAV (USD mn)	Market Cap (SEK mn)	Market Cap (USD mn)
28/02/2017	1.73	2.03	14.6%	148.2	1,144.4	126.6

VEF shareholder structure

Owner	Largest Shareholders	
	Holding, SDRs	Holding, %
Libra Fund	154,000,000	23.3%
Fidelity FMR	66,149,599	10.0%
Swedbank Robur Funds	57,674,245	8.7%
Fidelity FIL	47,961,763	7.3%
Wellington Management	36,281,441	5.5%
Alecta Pension Insurance	34,250,000	5.2%
Ruane Cunniff	32,967,270	5.0%
Svenska Handelsbanken AB	21,120,134	3.2%
Bank Julius Baer & Co	18,354,000	2.8%
Largest owners	468,758,452	71.9%
Total	661,495,995	100.00%

“At Vostok Emerging Finance, we invest in some of the most exciting fintech companies in developing markets”

Geography

Within emerging and frontier markets, we focus on the more populous and scalable markets cross referenced against competition for opportunities

Sector

We target all lines of financial services inclusive of payments, remittances, mobile money, digital banks, financial marketplaces and consumer/SME credit

Minority stakes and board seat

VEF targets sizeable minority stakes of 10–20% with board representation where appropriate. We focus on equity investing, but have an ability to invest across the capital spectrum

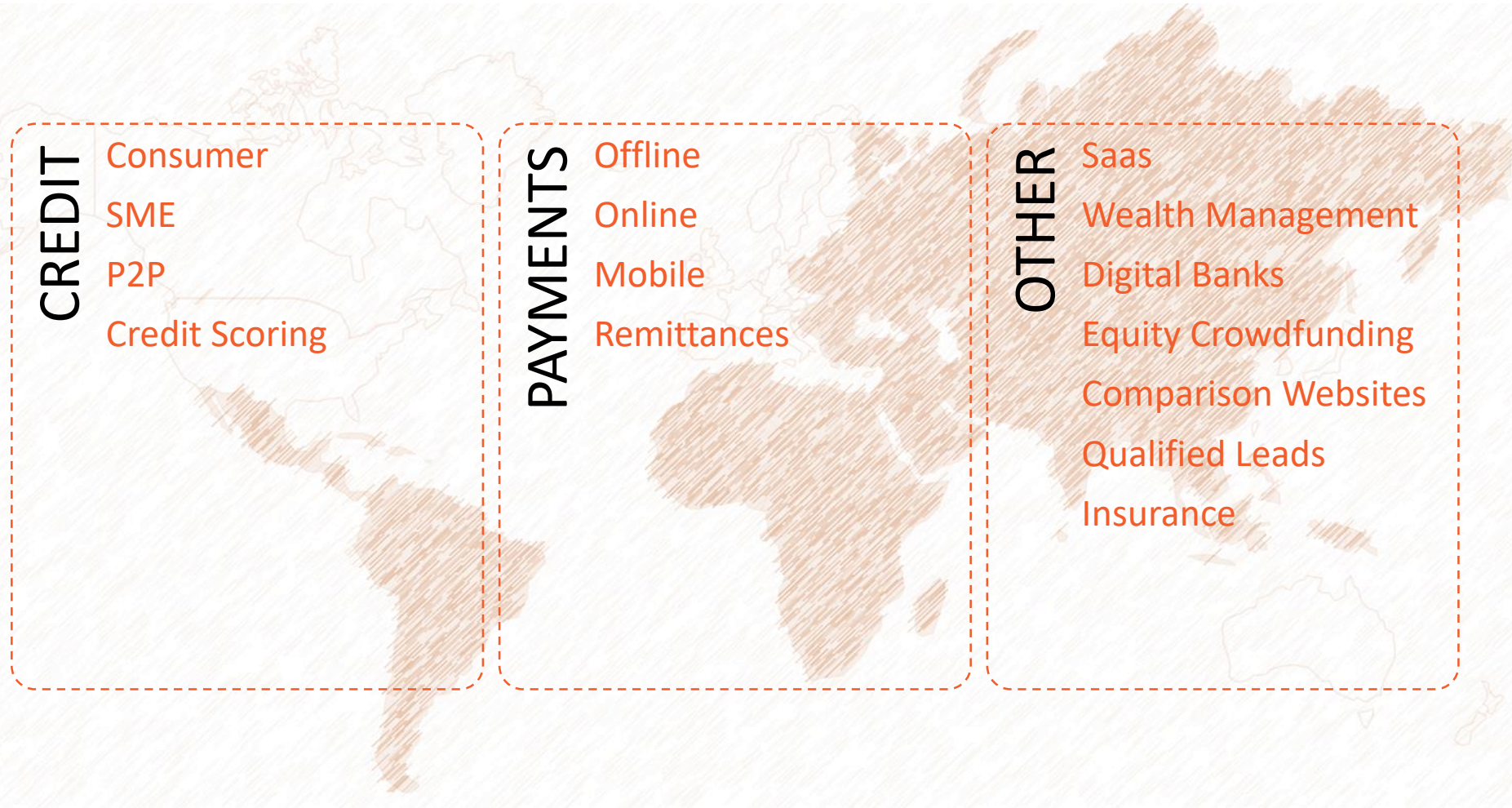
Private equity access vehicle

While VEF itself is a listed investment company, our mandate is focused on investing in emerging private companies

Unique Fintech Investment


There are very few ways to play the growing fintech investment theme in public markets. VEF is a unique asset in this regard.

Where Emerging Markets meet fintech



Created post Vostok Nafta split

Vostok
Nafta
Investment
Ltd



(1997–2015)



VO NE VE
ST W NT
OK UR
ES

VNV portfolio



(2015+)



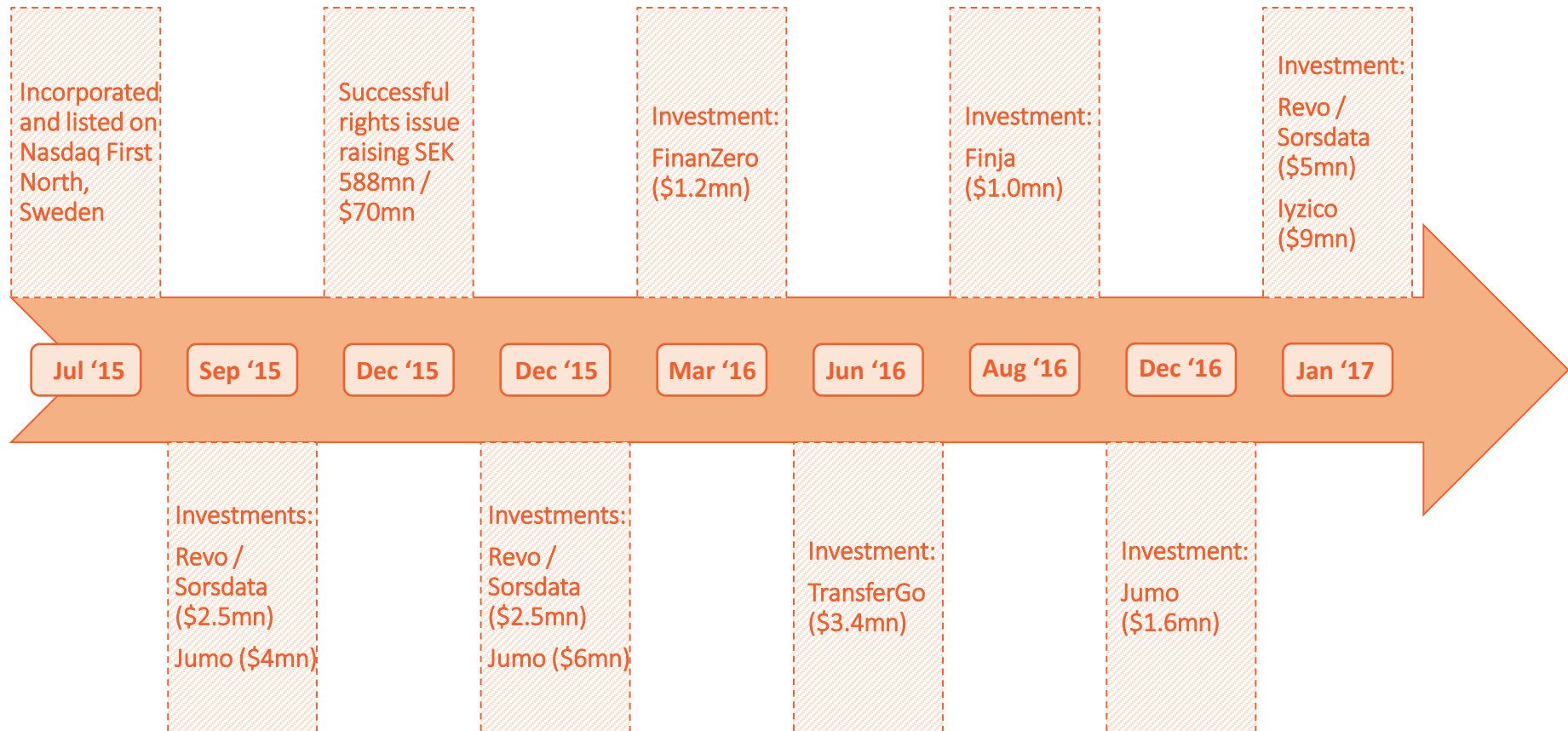
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Vostok Emerging Finance

VEF portfolio



(2015+)

History and recent highlights



Board of Directors

Lars O Grönstedt

Chairman of the Board

Experience:

- Chairman and MD of Handelsbanken
- Vice Chairman of Swedish National Debt Office

Per Brillioth

Board Member

Experience:

- MD of Vostok New Ventures
- Chairman of Pomegranate AB
- EM investing 22 yrs

David Nangle

Managing Director and Board Member

Experience:

- Renaissance Capital Head of Research and Financial Sector Research
- ING Barings Head of EMEA Financials Research

Voria Fattahi

Board Member

Experience:

- Investment Director at Volati AB
- Investment AB Kinnevik
- Apax Partners

Milena Ivanova

Board Member

Experience:

- Renaissance Capital Deputy Head of Research
- UniCredit Markets & Investment Banking

Anders F. Börjesson

General Counsel

Björn von Sivers

Experience:

- Vostok New Ventures

Alexis Koumoudos

Experience:

- Partner at Skyline Capital Management

Henrik Stenlund

Experience:

- Pomegranate AB
- CEO Strix Television

Nadja Borisova

CFO

Anahita Zafari

Deputy CFO








Legal

Investment Team & IR

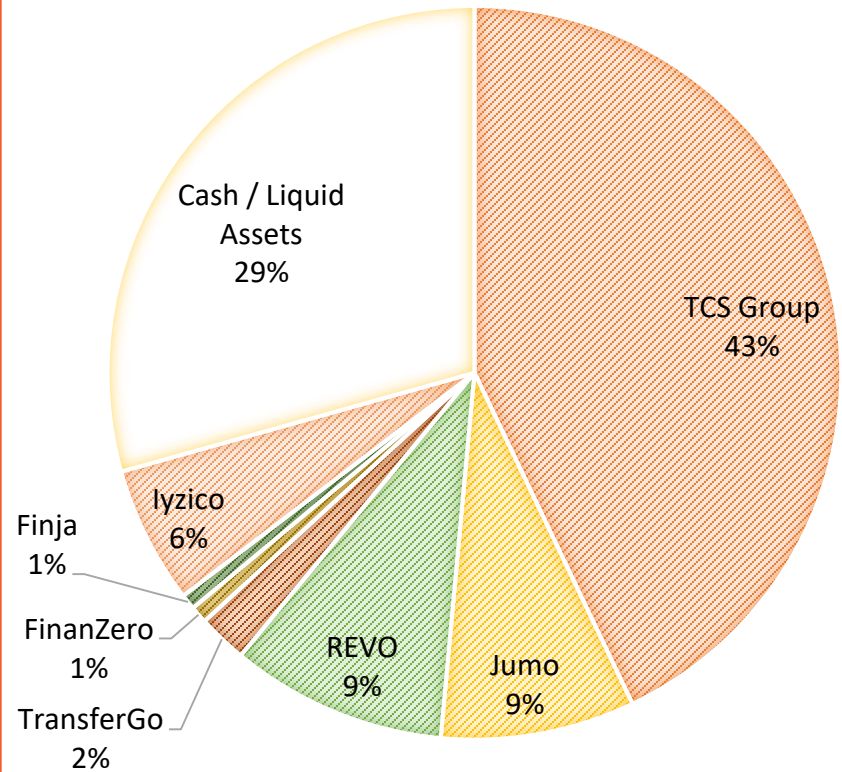
Finance

The Portfolio

Portfolio

	Company	% of Portfolio	28 Feb 2017 Fair value, \$	Investment year
Russia	 Tinkoff	42.9%	63,797,940	2007
		9.5%	14,153,151	2015
Africa		8.6%	12,705,768	2015
LatAm		0.8%	1,106,164	2016
Emerging Europe		2.2%	3,176,098	2016
Asia		0.6%	1,001,379*	2016
Middle East		6.1%	9,000,000	2017

VEF Portfolio as at Feb 28, 2017
NAV \$148.2m



Tinkoff Bank



Key Facts

- **Business Type:** Digital Banking
- **Founded:** 2006 **Year of investment:** 2007
- **Ownership Stake:** 3.5%
- **Key region:**

1 A market still dominated by old world financial institutions, but with Europe's largest online population

2 The number 1 fintech and digital banking play in Russia

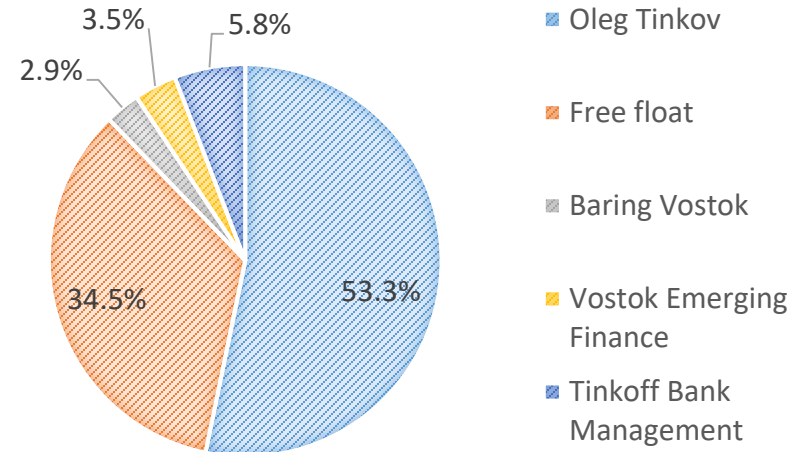
3 Continues to innovate, diversify and broaden product suite

4 Consistency of a strong deep management bench

5 Track record of growth and significant profitability

Recent highlights

- RoAE in 4Q16 rose to 51.4% from a high 43.4% in the previous quarter
- A new dividend policy announced, targeting quarterly payout of 50% of previous quarter's net income



Source: TCS (June 30, 2016)

Tinkoff Bank

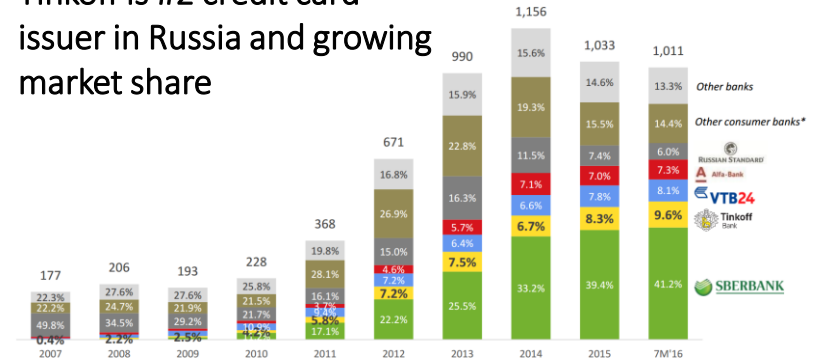


Major changes in Russian retail finance, driven by:

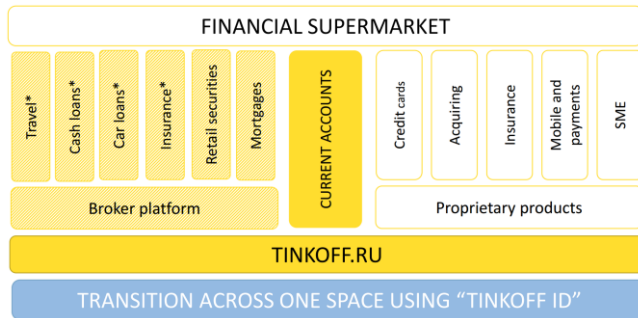
- Economic situation
- The regulator
- New technology



Tinkoff is #2 credit card issuer in Russia and growing market share



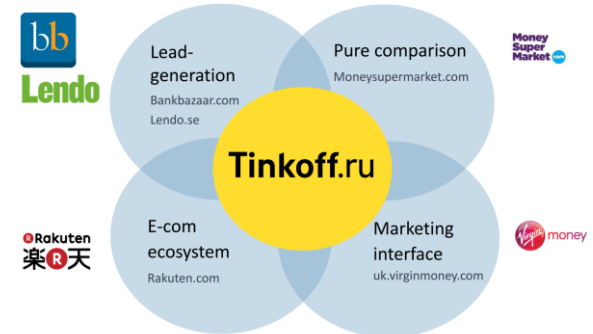
Tinkoff.ru – the concept



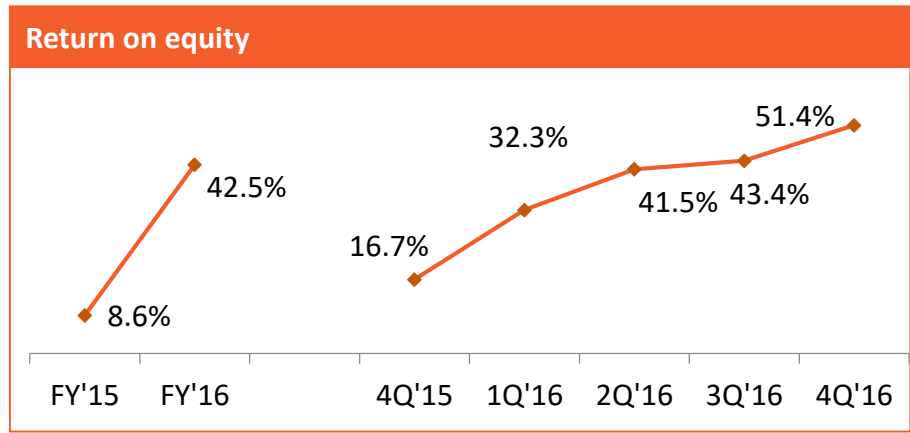
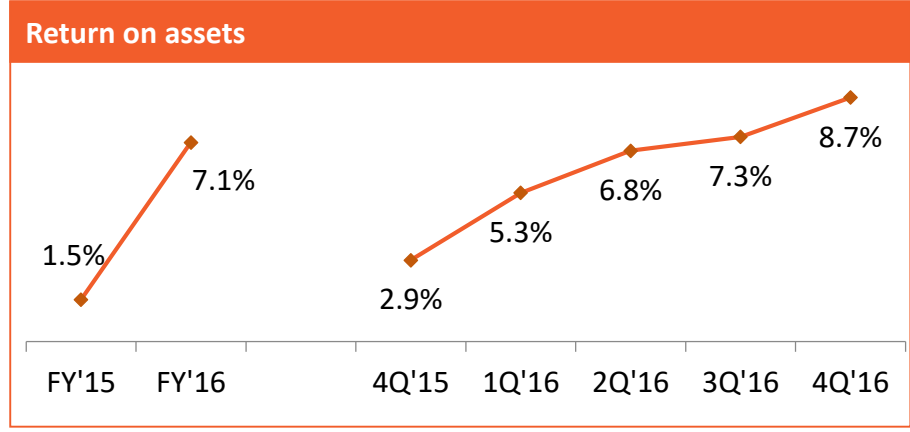
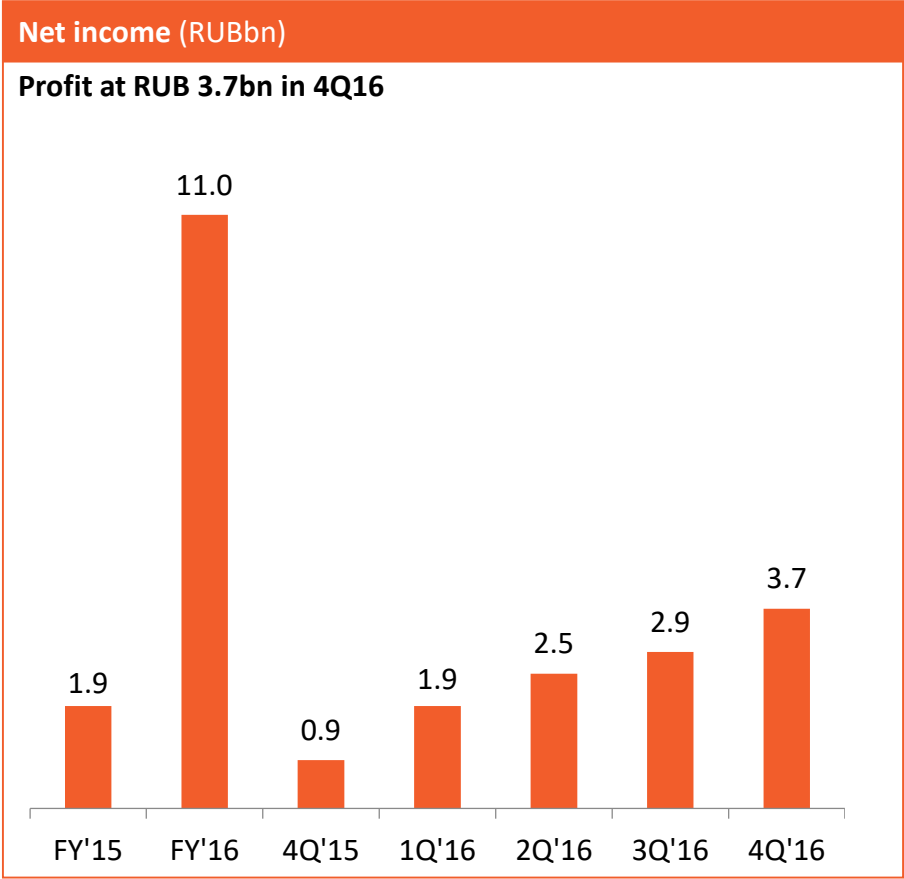
Unique Opportunity:

- Smoothen cyclicity of credit business
- Add non-credit revenue
- Create financial ecosystem to better serve customers

Tinkoff.ru – the concept



Tinkoff Bank



REVO



Key Facts

- **Type:** Merchant payments / consumer credit
- **Founded:** 2012 **Year of investment:** 2015
- **Ownership Stake:** 25%
- **Key region:**

1 Works with Russia's on and offline merchants at POS to increase conversion and basket size

2 Focus on small ticket categories with \$100bn of annual sales and growing

3 Provides instant pay later solutions for the consumer

4 Customer data leveraged for direct marketing, promotion and loyalty programs

5 Similar to offline pay-later solutions in Turkey/Brazil and online solution of Affirm (US)

Key Merchant Partners

AVON



Детский мир

INCITY



MELON
FASHION GROUP

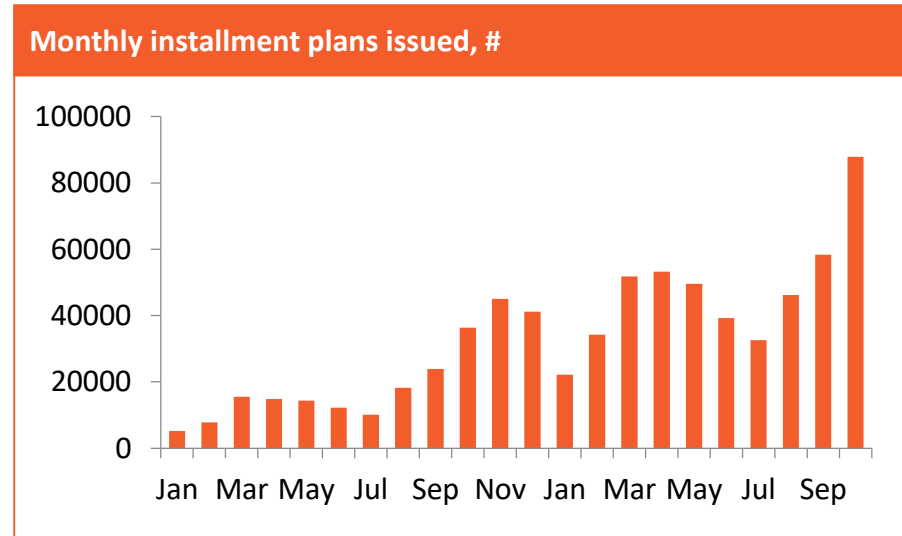
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REVO



Metrics	Dec 2014	Dec 2015	Mar 2016	Jun 2016	Sep 2016
No. of active stores	572	1,620	1,970	1,833	1,998
No. of installments granted	9,969	41,217	51,774	39,220	58,344
Avg. installment plan (Rub)	3,852	4,103	4,225	4,087	4,436
Avg. duration of installment plan (months)	4.9	4.6	4.7	4.8	4.9
Avg. APR of installment plans	83.8%	95.9%	95.3%	92.0%	91.8%



JUMO



Key Facts

- **Type:** Mobile Money Marketplace
- **Founded:** 2013 **Year of investment:** 2015
- **Ownership Stake:** 7.6%
- **Key region:** 

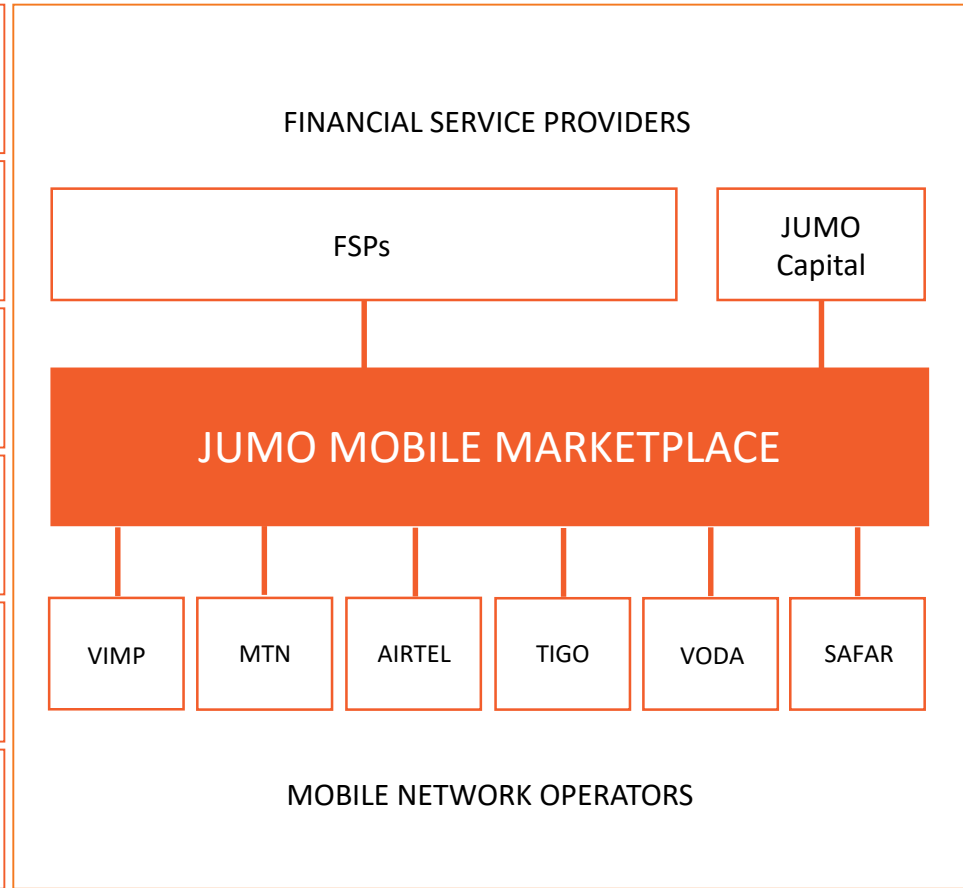
1 Mobile money marketplace for individuals and small businesses

2 Focus on key mobile money markets of Africa and beyond

3 Marketplace works with MNOs and their cclient bases on one side and connects in FSPs and their product suite on the other

4 Delivered over 8mn loans to 3mn unique customers to date

5 Very strong and deep management bench



TransferGo

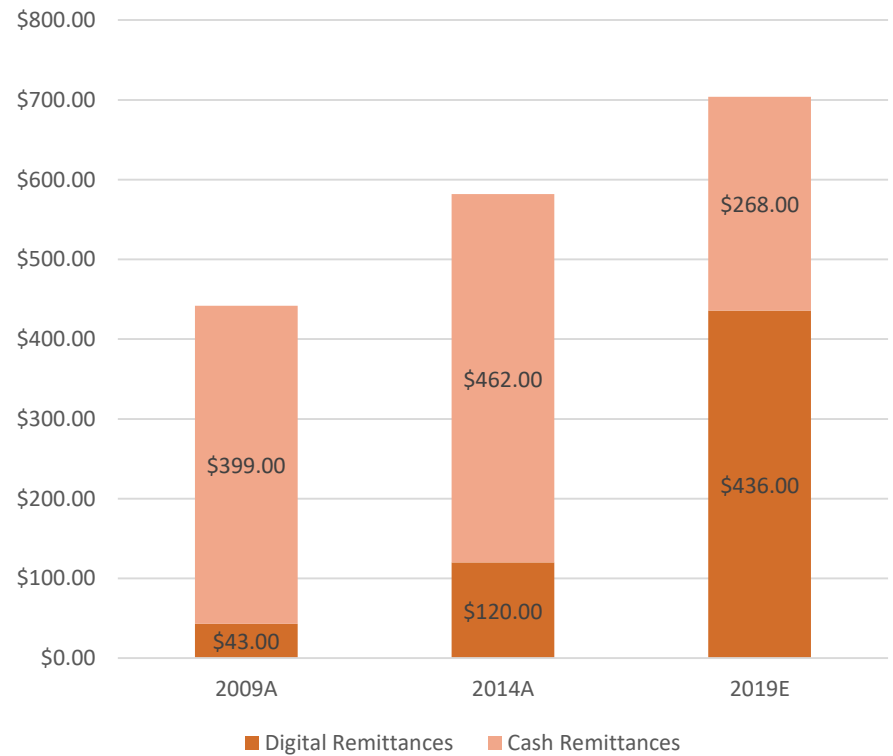


Key Facts

- **Type:** Cross Border Remittances
- **Founded:** 2012 **Year of investment:** 2016
- **Ownership Stake:** 9.8%
- **Key region:**

- 1 Low cost cross border remittance provider focusing on Western to Eastern Europe
- 2 Targeting blue-collar workers, some of the most consistent and regular remittance customers
- 3 High market share in key corridors resulting from focused approach to corridor roll-out
- 4 Deep bank integration facilitates fastest guaranteed settlement times amongst peers
- 5 Global remittance volumes totalling \$600b annually and digital growing share

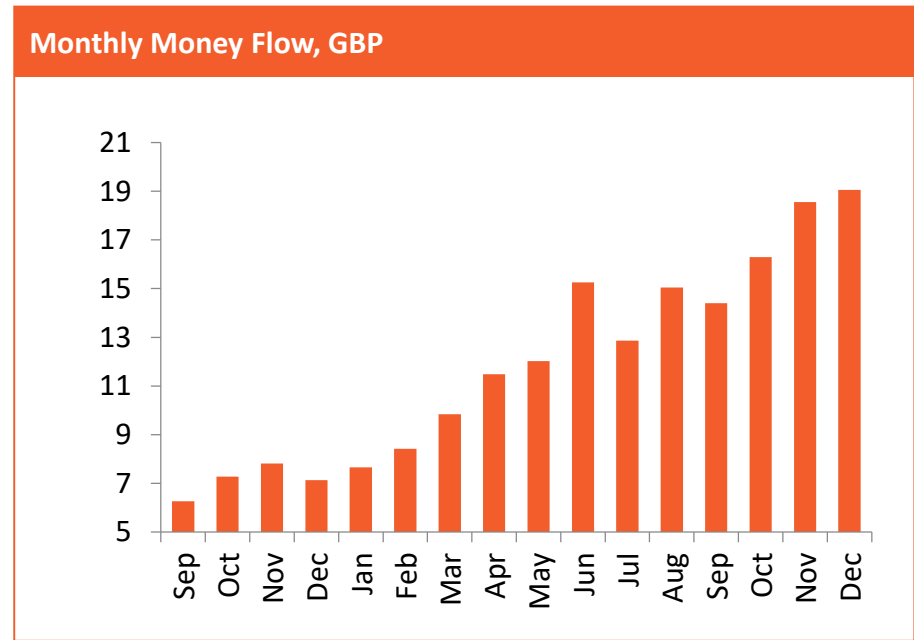
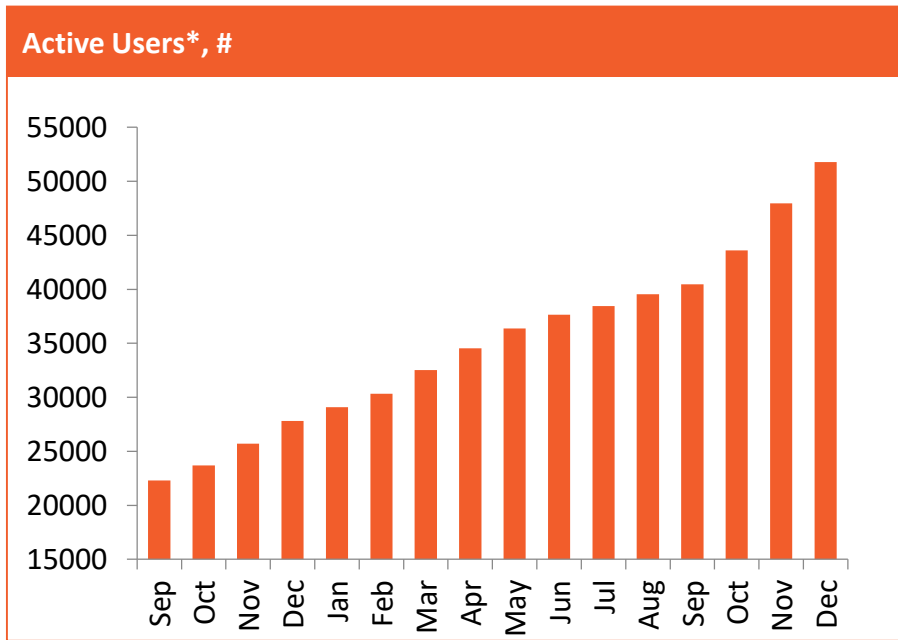
Global Remittance Volumes (\$bn)



TransferGo



Metrics	Sep 2015	Dec 2015	Mar 2016	Jun 2016	Sep 2016	Dec 2016
No. of active users*	22,300	27,800	32,522	37,645	40,461	51,792
Money flow (GBP mn)	6.3	7.1	9.8	15.3	14.4	19.0
Avg. ticket size (GBP)	270	240	269	370	370	335



* Transacted over last 90 days

FinanZero



Key Facts

- **Type:** Consumer Loan Marketplace
- **Founded:** 2016 **Year of investment:** 2016
- **Ownership Stake:** 20%
- **Key region:** 🇧🇷

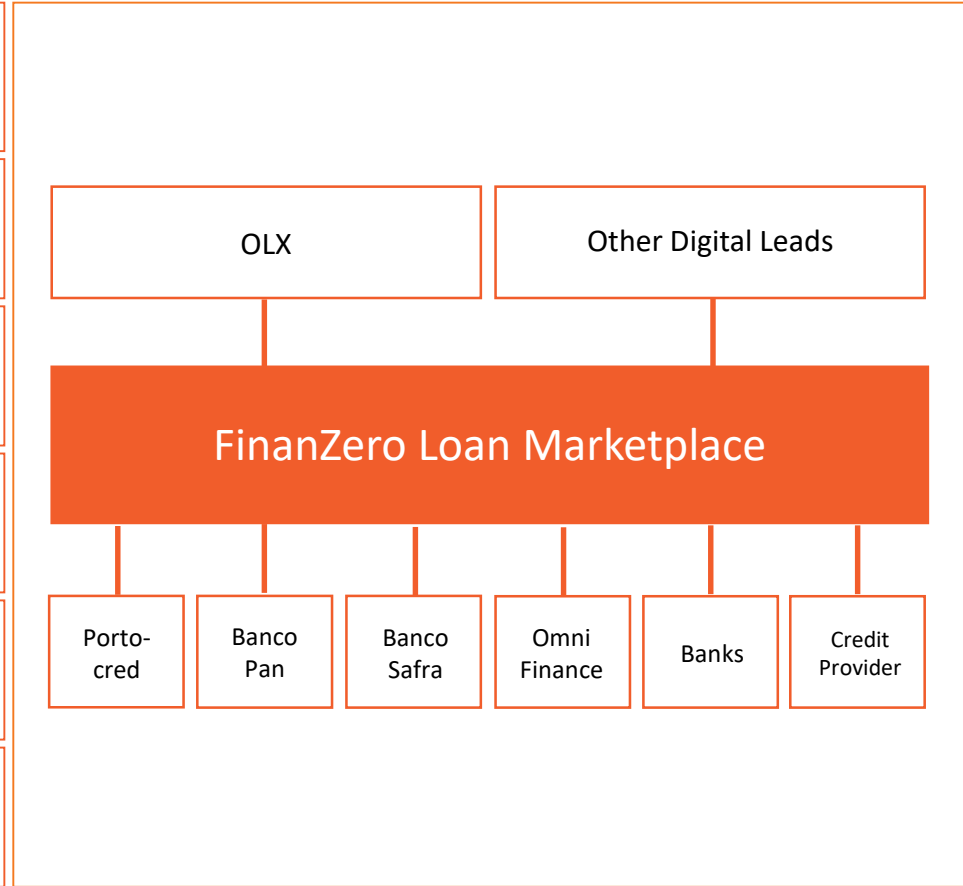
1 Pioneering marketplace for consumer loans in Brazil

2 Partnered with range of banks and credit institutions offering most suitable loans for consumer

3 Fully integrating with banks handling lending process from start to finish

4 Proven model seen scale and succeed in other markets

5 Founding team have a successful track record and experience from leading consumer loan broker in Sweden



Iyzico



Key Facts

- **Type:** Payment Processor
- **Founded:** 2012 **Year of investment:** 2017
- **Ownership Stake:** 20%
- **Key region:**

1 Leading Turkish payment solution provider for online retailers

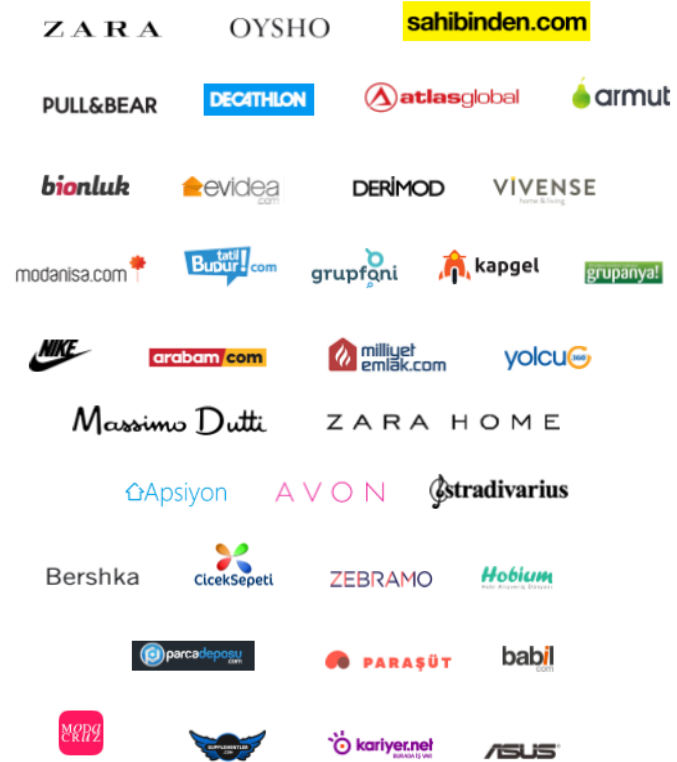
2 Has over 8,500 live merchants and 160,000 seller accounts under marketplaces

3 Turkey is Europe's largest consumer card market that remains under-penetrated in online payments

4 Proven model seen scale and succeed in other markets

5 Founding team have a successful track record and experience at global leaders in the space

Key Merchant Partners



Outlook and Guidance

Opportunities and outlook for 2017

...

Pipeline continues to be healthy, balancing current portfolio needs with adding new names

...

A lot of focus to date on the EMEA region but we are seeing an increasing number of opportunities in Latin America

...

Well on track to deliver on our target of building a portfolio with 10 +/- holdings by adding 1 on average each quarter

...

Cash is king – Strong cash position leaves us well positioned for new opportunities as well as supporting existing investments

...

The model and thesis is working well and we are in a very good position to continue to create shareholder value