2019 Highlights

2 Portfolio Exits in 2019: Tinkoff & iyzico

• Tinkoff Bank: 6.1x CoC return and 65% IRR
• iyzico: 3.1x CoC return and 63% IRR

Creditas: Recent investment round led by SoftBank

• Our largest portfolio company, Creditas, recently raised a USD 231 mln Series D investment round led by SoftBank.

Brazilian Fintech: A growing focal point of our investment thesis

• Brazil is the most exciting fintech market globally. VEF is one of the best plays on this theme, with 5 investments and over half of our NAV focused here.

NAV and Share Price Performance

• NAV is up 18.5% YTD
• Share price is up 48.6% YTD
2Q19 Financial Highlights

Net asset value

- NAV of VEF’s portfolio increased by 17% during the quarter to USD 238.7 mln or USD 0.37 per share.
- In local currency, NAV was SEK 2,212 mln and SEK 3.41 per share.
- Cash position at the end of 2Q19 was USD 25.2 mln pre-iyzico fund flows.

Financial result

- Net result for 2Q19 was USD 35.5 mln (2Q18: USD 7.9 mln). EPS were USD 0.05 (2Q18: USD 0.01).
- Net result for 1H19 was USD 37.1 mln (1H18: 20.9 mln). EPS were USD 0.06 (1H18: 0.03).

<table>
<thead>
<tr>
<th></th>
<th>June 30, 2018</th>
<th>Dec 31, 2018</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net asset value (USD mln)</td>
<td>220.16</td>
<td>201.42</td>
<td>238.67</td>
</tr>
<tr>
<td>Net asset value (SEK mln)</td>
<td>1,973</td>
<td>1,806</td>
<td>2,212</td>
</tr>
<tr>
<td>Net asset value per share (SEK)</td>
<td>2.98</td>
<td>2.78</td>
<td>3.41</td>
</tr>
<tr>
<td>VEMF SDB share price (SEK)</td>
<td>2.01</td>
<td>1.75</td>
<td>2.50</td>
</tr>
</tbody>
</table>
## 2Q19 Income Statement

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Result from financial assets at fair value through profit or loss</td>
<td>39,934</td>
<td>21,976</td>
<td>37,836</td>
<td>7,771</td>
</tr>
<tr>
<td>Dividend and coupon income</td>
<td>251</td>
<td>1,887</td>
<td>97</td>
<td>1,780</td>
</tr>
<tr>
<td><strong>Total operating profit</strong></td>
<td><strong>40,185</strong></td>
<td><strong>23,863</strong></td>
<td><strong>37,933</strong></td>
<td><strong>9,551</strong></td>
</tr>
<tr>
<td>Operating expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General administrative expenses</td>
<td>-1,946</td>
<td>-1,935</td>
<td>-1,446</td>
<td>-877</td>
</tr>
<tr>
<td>Employee incentive programs</td>
<td>-1,101</td>
<td>-909</td>
<td>-861</td>
<td>-647</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td><strong>-3,047</strong></td>
<td><strong>-2,844</strong></td>
<td><strong>-2,307</strong></td>
<td><strong>-1,524</strong></td>
</tr>
<tr>
<td>Operating result</td>
<td>37,138</td>
<td>21,019</td>
<td>35,626</td>
<td>8,027</td>
</tr>
<tr>
<td>Financial income and expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Currency exchange gains/losses, net</td>
<td>170</td>
<td>-76</td>
<td>115</td>
<td>-83</td>
</tr>
<tr>
<td><strong>Net financial items</strong></td>
<td><strong>170</strong></td>
<td><strong>-76</strong></td>
<td><strong>115</strong></td>
<td><strong>-83</strong></td>
</tr>
<tr>
<td>Result before tax</td>
<td>37,308</td>
<td>20,943</td>
<td>35,741</td>
<td>7,944</td>
</tr>
<tr>
<td>Taxation</td>
<td>-245</td>
<td>-10</td>
<td>-240</td>
<td>-10</td>
</tr>
<tr>
<td><strong>Net result for the period</strong></td>
<td><strong>37,063</strong></td>
<td><strong>20,933</strong></td>
<td><strong>35,501</strong></td>
<td><strong>7,934</strong></td>
</tr>
</tbody>
</table>

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.
# 2Q19 Balance Sheet

<table>
<thead>
<tr>
<th>Expressed in USD thousands</th>
<th>Jun 30, 2019</th>
<th>Dec 31, 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NON-CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tangible non-current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>124</td>
<td>146</td>
</tr>
<tr>
<td><strong>Total tangible non-current assets</strong></td>
<td>124</td>
<td>146</td>
</tr>
<tr>
<td><strong>Financial non-current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial assets at fair value through profit or loss</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity financial assets</td>
<td>218,248</td>
<td>152,002</td>
</tr>
<tr>
<td>Liquid financial assets</td>
<td>13,077</td>
<td>44,896</td>
</tr>
<tr>
<td>Other financial assets</td>
<td>16</td>
<td>18</td>
</tr>
<tr>
<td><strong>Total financial non-current assets</strong></td>
<td>231,341</td>
<td>196,916</td>
</tr>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>12,091</td>
<td>5,479</td>
</tr>
<tr>
<td>Tax receivables</td>
<td>46</td>
<td>23</td>
</tr>
<tr>
<td>Other current receivables</td>
<td>271</td>
<td>101</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>12,408</td>
<td>5,603</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>243,873</td>
<td>202,665</td>
</tr>
<tr>
<td><strong>SHAREHOLDERS’ EQUITY (including net result for the financial period)</strong></td>
<td>238,670</td>
<td>201,422</td>
</tr>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-interest bearing current liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>4,866</td>
<td>163</td>
</tr>
<tr>
<td>Tax expenses</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>335</td>
<td>1,080</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>5,203</td>
<td>1,243</td>
</tr>
<tr>
<td><strong>TOTAL SHAREHOLDERS’ EQUITY AND LIABILITIES</strong></td>
<td>243,873</td>
<td>202,665</td>
</tr>
</tbody>
</table>
VEF Business Overview and Update
VEF – Emerging Markets Fintech Investors

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

Sector
We target all lines of financial services inclusive of payments, credit, mobile money and financial marketplaces. The “right” target sector is very market-dependent.

Minority stakes and board seat
VEF targets sizeable minority stakes of 10–20% with board representation. We are active and supportive shareholders.

Private equity access vehicle
VEF is structured as a listed investment company while our mandate is to invest in emerging private companies. Permanent capital is a unique positive given our mandate.

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.
Where Fintech Meets Emerging Markets

Credit
- Consumer
- SME
- P2P
- Credit Scoring

Payments
- Offline
- Online
- Mobile
- Remittances

Other Fintech
- Accounting SaaS
- Wealth Management
- Digital Banks
- Mobile Wallets
- Comparison Websites
- Personal Finance Managers
- Insurance
Portfolio Commentary

As at June 30th, 2019

- There were 11 holdings in the portfolio, diversified by geography, business type and stage of development.
- Exits – Completed/announced exits of Tinkoff & iyzico in 1H19, both yielding 60%+ IRRs each.
- Creditas and Konfio are starting to emerge as the relative size portfolio champions with most likely impact on NAV evolution going forward.
- USD 25.2 mln capital position pre-fund flows from iyzico sale.
- Pipeline remains healthy and our options and opportunities to continue to deploy capital in a value accretive way are very clear.
Portfolio NAV Distribution by Geography (ex cash)

- Brazil: 50%
- Turkey: 16%
- Mexico: 11%
- Africa: 7%
- Russia: 8%
- Emerging Europe: 6%
- Pakistan: 2%

Total: 100%
## VEF Portfolio

<table>
<thead>
<tr>
<th>Company</th>
<th>Geography</th>
<th>Business Type</th>
<th>% Ownership</th>
<th>Invested Amount (USD mln)</th>
<th>Jun’19 Fair Value (USD mln)</th>
<th>Investment Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>credititas</td>
<td>Brazil</td>
<td>Secured Lending Platform</td>
<td>9.7%</td>
<td>48.5</td>
<td>73.2</td>
<td>Dec-17</td>
</tr>
<tr>
<td>iyzico</td>
<td>Turkey</td>
<td>Payment Processing</td>
<td>21.1%</td>
<td>11.0</td>
<td>33.9</td>
<td>Jan-17</td>
</tr>
<tr>
<td>konfio</td>
<td>Mexico</td>
<td>SME Lending</td>
<td>11.7%</td>
<td>25.0</td>
<td>25.0</td>
<td>Jun-18</td>
</tr>
<tr>
<td>peBC+</td>
<td>Russia</td>
<td>Payments &amp; Consumer Credit</td>
<td>25.0%</td>
<td>8.8</td>
<td>18.4</td>
<td>Sep-15</td>
</tr>
<tr>
<td>JUMO</td>
<td>Africa</td>
<td>Mobile Money Marketplace</td>
<td>6.8%</td>
<td>14.6</td>
<td>16.4</td>
<td>Oct-15</td>
</tr>
<tr>
<td>transferGo</td>
<td>Emerging Europe</td>
<td>Cross-Border Remittances</td>
<td>16.2%</td>
<td>8.9</td>
<td>12.8</td>
<td>Jun-15</td>
</tr>
<tr>
<td>Guiabolso</td>
<td>Brazil</td>
<td>Personal Finance Management</td>
<td>10.9%</td>
<td>30.0</td>
<td>10.9</td>
<td>Oct-17</td>
</tr>
<tr>
<td>nibo</td>
<td>Brazil</td>
<td>Accounting SaaS</td>
<td>20.1%</td>
<td>5.3</td>
<td>10.0</td>
<td>Apr-17</td>
</tr>
<tr>
<td>FinanZero</td>
<td>Brazil</td>
<td>Consumer Credit Marketplace</td>
<td>18.0%</td>
<td>2.7</td>
<td>7.8</td>
<td>Mar-16</td>
</tr>
<tr>
<td>magnatis</td>
<td>Brazil</td>
<td>Digital Investment Advisor</td>
<td>16.9%</td>
<td>3.7</td>
<td>6.5</td>
<td>Sep-17</td>
</tr>
<tr>
<td>Fina</td>
<td>Pakistan</td>
<td>Mobile Wallet</td>
<td>20.4%</td>
<td>2.0</td>
<td>3.3</td>
<td>Jul-16</td>
</tr>
<tr>
<td>Vostok Emerging Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>218.2</td>
<td></td>
</tr>
</tbody>
</table>
Tinkoff Exit – 65% IRR

Exit Rationale

1. A publicly listed security
   We are focused on investing in the private space, providing access for shareholders to the fast-growth EM fintech space they cannot otherwise access, so the public holding was always short-to-medium term in nature.

2. Significant return on capital
   The return on the position had gone significantly north of our benchmark goals at a time when public markets have entered volatile territory.

3. Allocation of capital
   We look at Tinkoff and compare it to our alternatives – 1) putting more money into our current portfolio companies, 2) investing in new companies and 3) buying back our own shares in the market. It is a good time for us to have a strong capital position to work with.
### iyzico Exit – 63% IRR

<table>
<thead>
<tr>
<th>Return on Investment</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of position (USD mln)</td>
<td>11</td>
</tr>
<tr>
<td>Total proceeds (USD mln)</td>
<td>33.9</td>
</tr>
<tr>
<td>Date entered position</td>
<td>Jan-17</td>
</tr>
<tr>
<td>Date exited position</td>
<td>Sep-19</td>
</tr>
<tr>
<td>Years in position</td>
<td>2.3</td>
</tr>
<tr>
<td>IRR</td>
<td>63%</td>
</tr>
<tr>
<td>CoC return</td>
<td>3.1</td>
</tr>
</tbody>
</table>

#### iyzico – Turkey’s leading online payments solution

**Exit Rationale**

1. Founders desire to sell
   In general, we back great entrepreneurs and look to stay with them through to the point of their exit. In this instance, after much healthy board debate, the founders felt exiting was the right path. We saw the logic and were happy to back them on this decision.

2. Significant return on capital
   The return on capital on the position is significant and comfortably north of our benchmark goals.

3. Turkey is a market, similar in many ways to Russia, that offers up fewer opportunities to exit quality assets versus others like Brazil or South Africa which have a more robust exit ecosystem through the cycle.
VEF Shares and Corporate Governance
<table>
<thead>
<tr>
<th>Date</th>
<th>Latest Share Price (SEK)</th>
<th>NAV / Share * (SEK)</th>
<th>Discount</th>
<th>NAV * (USD mln)</th>
<th>Market Cap (USD mln)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aug 9, 2019</td>
<td>2.60</td>
<td>3.41</td>
<td>23.8%</td>
<td>238.7</td>
<td>180.1</td>
</tr>
</tbody>
</table>

* As at June 30, 2019
Our IR and Marketing Focus to Date

Investor marketing and conversion has been excellent, the story resonates and we have a growing following in the market. We continually have new smaller shareholders in the base while a number of size investors are looking for blocks.
## VEF Shareholder Structure

<table>
<thead>
<tr>
<th>Owner</th>
<th>Holding, SDRs</th>
<th>Holding, %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Libra Fund*</td>
<td>161,110,674</td>
<td>24.4%</td>
</tr>
<tr>
<td>Ruane Cunniff &amp; Goldfarb*</td>
<td>118,888,736</td>
<td>18.0%</td>
</tr>
<tr>
<td>Fidelity FIL</td>
<td>66,149,599</td>
<td>10.0%</td>
</tr>
<tr>
<td>Swedbank Robur Funds</td>
<td>57,674,245</td>
<td>8.7%</td>
</tr>
<tr>
<td>Wellington Management*</td>
<td>33,736,296</td>
<td>5.1%</td>
</tr>
<tr>
<td>Alecta Pension Insurance</td>
<td>33,500,000</td>
<td>5.1%</td>
</tr>
<tr>
<td>Bank Julius Baer &amp; Co</td>
<td>18,354,000</td>
<td>2.8%</td>
</tr>
<tr>
<td>LGT Bank</td>
<td>18,011,000</td>
<td>2.7%</td>
</tr>
<tr>
<td>Handelsbanken Luxembourg</td>
<td>15,288,000</td>
<td>2.3%</td>
</tr>
<tr>
<td>Avanza Pension</td>
<td>9,157,076</td>
<td>1.4%</td>
</tr>
<tr>
<td><strong>10 Largest Holders</strong></td>
<td><strong>531,869,626</strong></td>
<td><strong>80.4%</strong></td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td><strong>129,626,369</strong></td>
<td><strong>19.6%</strong></td>
</tr>
<tr>
<td><strong>Total Shares</strong></td>
<td><strong>661,495,995</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

*Holding as per the latest notification to the Company.

Based on Euroclear Sweden AB data and holdings known to the company. Including foreign nominees.
Governance Structure

**Board of Directors**

**Ranjan Tandon**
Board Member
Experience:
- Founder and Chairman, Libra Advisors
- Merrill Lynch, DCM, Halliburton

**Per Brillioth**
Board Member
Experience:
- MD of Vostok New Ventures
- Chairman of Pomegranate AB
- EM investing 22 yrs.

**Lars O Grönstedt**
Chairman of the Board
Experience:
- Chairman and MD of Handelsbanken
- Vice Chairman of Swedish National Debt Office

**Milena Ivanova**
Board Member
Experience:
- Renaissance Capital Deputy Head of Research
- UniCredit Markets & Investment Banking

**Voria Fattahi**
Board Member
Experience:
- Investment Director at Volati AB
- Investment AB Kinnevik
- Apax Partners

**David Nangle**
Managing Director and Board Member
Experience:
- Renaissance Capital Head of Research and Fin. Sector Research
- ING Barings Head of EMEA Financials Research

**Management**

- Alexis Koumoudos
  Investment Manager
- Éire Smith
  Research Associate
- Henrik Stenlund
  CFO/COO
- Elisabet Hultén
  Deputy CFO
- Helena Caan Mattsson
  General Counsel

**Investment Team/IR**

**Finance & Legal**
Our Portfolio Companies
## VEF Portfolio

<table>
<thead>
<tr>
<th>Company</th>
<th>Geography</th>
<th>Business Type</th>
<th>% Ownership</th>
<th>Invested Amount (USD mln)</th>
<th>Jun’19 Fair Value (USD mln)</th>
<th>Investment Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>creditas</td>
<td>Brazil</td>
<td>Secured Lending Platform</td>
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<td>21.1%</td>
<td>11.0</td>
<td>33.9</td>
<td>Jan-17</td>
</tr>
<tr>
<td>konfio</td>
<td>Mexico</td>
<td>SME Lending</td>
<td>11.7%</td>
<td>25.0</td>
<td>25.0</td>
<td>Jun-18</td>
</tr>
<tr>
<td>pebo+</td>
<td>Russia</td>
<td>Payments &amp; Consumer Credit</td>
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<td>18.4</td>
<td>Sep-15</td>
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<tr>
<td>JUMO</td>
<td>Africa</td>
<td>Mobile Money Marketplace</td>
<td>6.8%</td>
<td>14.6</td>
<td>16.4</td>
<td>Oct-15</td>
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<tr>
<td>transferGo</td>
<td>Emerging Europe</td>
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<td>8.9</td>
<td>12.8</td>
<td>Jun-15</td>
</tr>
<tr>
<td>Guiabolso</td>
<td>Brazil</td>
<td>Personal Finance Management</td>
<td>10.9%</td>
<td>30.0</td>
<td>10.9</td>
<td>Oct-17</td>
</tr>
<tr>
<td>nibo</td>
<td>Brazil</td>
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<td>20.1%</td>
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<td>10.0</td>
<td>Apr-17</td>
</tr>
<tr>
<td>FinanZero</td>
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<td>7.8</td>
<td>Mar-16</td>
</tr>
<tr>
<td>magnatis</td>
<td>Brazil</td>
<td>Digital Investment Advisor</td>
<td>16.9%</td>
<td>3.7</td>
<td>6.5</td>
<td>Sep-17</td>
</tr>
<tr>
<td>FINA</td>
<td>Pakistan</td>
<td>Mobile Wallet</td>
<td>20.4%</td>
<td>2.0</td>
<td>3.3</td>
<td>Jul-16</td>
</tr>
<tr>
<td>Vostok Emerging Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>218.2</td>
<td></td>
</tr>
</tbody>
</table>
Creditas

Key Facts

• **Type:** Secured consumer lending
• **Founded:** 2012  **Year of investment:** 2017
• **Ownership Stake:** 9.7%
• **Key region:** Brazil

Creditas is a leading digital-first secured lending platform with the mission of reducing the Brazilian consumer debt burden.

1. Secured lending represents a USD 3 tln opportunity in Brazil where consumers face some of the highest interest rates in the world.

2. 70% of homes and cars in Brazil are owned debt-free. Creditas allows consumers to use these assets to reduce high borrowing costs.

3. Principal revenue generation drive through their home equity and auto-secured loans, with further segments to follow.

4. Strong management team of former consultants, founders and experience in secured lending credit businesses.

Source: The World Bank, IMF

Source: Banco Central do Brasil
PagSeguro

NYSE’s Biggest IPO Since Snap Is $2.3 Billion for Brazil Fintech

By Felipe Marques
24 January 2018, 12:28 GMT  Updated on 24 January 2018, 16:42 GMT

- Payment processor PagSeguro priced its shares range
- It’s the largest IPO by a Brazilian company since 2018

XP Investimentos

MARKET NEWS  MAY 12, 2017 / 2:39 AM / A YEAR AGO

Brazil's Itaú acquires 49.9 percent in XP Investimentos for $2 billion

Reuters Staff
Konfío is a digital-first unsecured lending platform, with a mission to support the growth of Mexico’s vast and underserved small business community.

1. Mexico is Latin America’s 2nd largest market with a population of 127mn (number 10 globally) and over 7mn SMEs.

2. Within the Mexican SME credit space, Konfío focuses on the top end credit of the small business segment which is viewed as a USD 45 bln opportunity.

3. Konfío leverages tech, big data and recent Mexican fiscal control to offer loans to creditworthy customers historically underserved by traditional banks.

4. Excellent founder and top management team with some of the strongest VCs in LatAm supporting their success.
**REVO**

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

1. Revo provides financing options for leading merchants in Russia, allowing millions of shoppers to buy now and pay later.

2. Works with Russia’s online and offline merchants to increase conversion and basket size, focused on small-ticket categories with USD 100 bln of annual sales and growing.

3. Transaction volumes grew more than 70% in 2018, with over 850 new stores also added to the platform.

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

5. Similar to offline pay-later solutions in Turkey/Brazil and online solution of Affirm and Klarna in the US and Europe.

**Key Merchant Partners**

[Images of merchant logos: Avon, OneTwoTrip!, Utkonos, Детский мир, Incity, Reebok, adidas, Moshpo, Alba, Lamoda, PayU, Melon, kari]
JUMO

Key Facts

- **Type:** Mobile Money Marketplace
- **Founded:** 2013  
  **Year of investment:** 2015
- **Ownership Stake:** 6.8%
- **Key region:** South Africa

1. Jumo is the largest and fastest-growing technology platform operating inclusive mobile financial services marketplaces in emerging markets.

2. Focus on key mobile money markets in Africa and sub-continent with an Asian growth story.

3. Integrates through MNOs with their client bases offering the product suite of FSPs through their marketplace.

4. Over 11.5mln unique customers to date with 4.4mln 90-day active. For 80% of our customers it is their first interaction with formal financial services.

5. Model has no real peer today. Very strong and deep management bench.
TransferGo

Key Facts

- **Type:** Cross Border Remittances
- **Founded:** 2012 **Year of investment:** 2016
- **Ownership Stake:** 16.2%
- **Key region:** EU

1. TransferGo is a rapidly-growing, 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 in the world.

3. High market share in key corridors resulting from focused approach to corridor roll-out.

4. Deep bank integration facilitates the fastest guaranteed settlement times amongst peers.

5. Global remittance volumes total USD 689 bln annually, with the share of digital money transfers growing rapidly.

Digital Percentage of Money Transfers

Source: FT Partners

Remittance market size, by region of money sent (S$bn)

Source: World Bank
TransferGo: Monthly Revenue (bars) and Active Users (line), Sep 2015–Dec 2018
Source: Company data

From East to West
Between 1990 and 2012, almost 20 million people left from Central, Eastern and Southeastern Europe.
(millions of people)

Source: OECD Database, Eurostat, IMF
Guiabolso

**Key Facts**

- **Type:** Personal finance management
- **Founded:** 2012
- **Year of investment:** 2017
- **Ownership Stake:** 10.9%
- **Key region:** Brazil

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1. Personal finance manager with the mission of transforming the financial well being of Brazilians. The Credit Karma of Brazil.

2. Leverage proprietary bank data aggregation technology to better inform and offer the most appropriate financial services to users.

3. Have 5.3mln customers today of which more than 3.3mln have linked their bank data to Guiabolso.

4. Principal revenue generation drive through their consumer credit marketplace. More segments to follow.

5. Very strong founding team, mix of former consultants and from successful startups.
Nibo is the leading Brazilian accounting SaaS provider for SMBs and accountants.

Has over 100k paying SMBs serviced through 1.9k accountant customers.

Large addressable market of +10mn SMBs with a regulatory requirement to employ accounting services in Brazil and ~100k accountants.

Proven model seen scale and succeed in other markets, ex. Intuit (US) and Xero (NZ).

Strong team, and business model driven by one of the world’s most complex tax and accounting market regulations in the world.

Key Facts

- **Type:** Accounting SaaS
- **Founded:** 2012  **Year of investment:** 2017
- **Ownership Stake:** 20.1%
- **Key region:** Brazil

Nibo SaaS dashboard

1. Cash Control
2. Finance Management
3. General Ledger

Nibo for accountants

- Accounting analysis
- Communication
- Document storage

Accounting software

- Accounting
- Tax calculations
- Payroll calculations
FinanZero

- **Type**: Consumer Loan Marketplace
- **Founded**: 2016
- **Year of investment**: 2016
- **Ownership Stake**: 18.0%
- **Key region**: Brazil

**Key Facts**

1. FinanZero is a pioneering digital marketplace for consumer loans in Brazil.
2. Partnered with 35 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, i.e. Lendo in Sweden.
5. Founding team have a successful track record and experience from leading consumer loan broker in Sweden.

**Business model - online broker of consumer loans**

1. Applications from customers
2. Highest quality applicants, based on lenders preferences/settings
3. Loan offers, delivered in the way the lender provides
4. Best offers available, full transparency

1 + 2 = Loan comparison service
1 + 2 + 3 + 4 = Loan broker service. Makes money from commission on paid-out loan
<table>
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<th>Key Facts</th>
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<tr>
<td><strong>Type:</strong> Digital investment advisor</td>
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<td><strong>Founded:</strong> 2012</td>
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<td><strong>Ownership Stake:</strong> 16.9%</td>
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Magnetis is the leading Brazilian digital investment advisor, offering automated investment portfolios tailored to clients' requirements.

1. Large addressable market of USD 720 bln (retail money invested across fixed income, funds, and in savings accounts).

2. Addresses challenges faced by Brazilians to access minimum insured returns, as bank deposit savings rates are capped below this level.

3. Strong team with vast experience of investing in Brazil and in-depth knowledge of regulatory architecture and requirements in a space with limited competition.

4. Recently announced strategic partnership agreement with GPS Investimentos, a Julius Baer Group company, accompanied by a funding round.

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1. Build a portfolio tailored to you
2. Invest in a few clicks
3. Track your progress and invest more
Finja

Key Facts

- **Type:** Mobile payments / loans marketplace
- **Founded:** 2012 **Year of investment:** 2017
- **Ownership Stake:** 20.4%
- **Key region:** Pakistan

1. Pakistan is a scale emerging market running behind India in fintech evolution, but is catching up.

2. Finja is a leading mobile wallet play in Pakistan, with both a merchant and consumer focus.

3. Payments freemium model at its base, credit, payroll and other financial add-ons to drive customer value and revenues.

4. Quality partners in FINCA Microfinance Bank and Descon Group which are key to local success.

5. Strong founding team with experience in mobile wallets, online marketplaces and financial products in Pakistan.
Outlook and Guidance 2019
Outlook for 2019 and beyond

Exciting diversified portfolio
VEF has assembled an exciting and diversified fintech portfolio, with sizable holdings in some of the best fintech assets across the emerging world.

Exits and large funding rounds
2019 saw our first 2 portfolio exits: Tinkoff (Russia) and iyzico (Turkey), both generating 60%+ IRRs, while Softbank recently led a $231mn mega funding round in portfolio favourite, Creditas (Brazil), putting it in a very strong position to win the secured credit opportunity in Brazil.

Brazil a growing focus
EMEA and Latin America are core regions of strength, while at a country level Brazil continues to be our EM market of choice, accounting for c. 50% of our NAV. We have strong belief in the future of scale frontier markets like Egypt and Pakistan. We continue to be patient with India.

NAV on the up, strong cash position
Since inception our NAV is up over 3x with our share price tracking it. Strong cash and near cash position leaves us well placed for new opportunities as well as supporting existing investments.

Well-positioned
We are more convinced than ever by the long-term structural growth story that is EM fintech, and VEF is extremely well-positioned for continued value creation.