



PRESENTATION OF THE THIRD QUARTER OF 2018

25 OCTOBER 2018

AGENDA

- A** Operating Companies' Performance
- B** Kinnevik's Financial Position
- C** 2018 Priorities

TODAY'S PRESENTERS

Georgi Ganev

Chief Executive Officer

Joakim Andersson

Chief Financial Officer

Torun Litzén

Director Corporate Communications

SECTION A

OPERATING COMPANIES' PERFORMANCE

- *The Tele2 / Com Hem merger has been approved, closing in November*
- *Millicom announced a key strategic acquisition that connects the footprint in Central America to that in Colombia*
- *Investment activity continues to be high with investments in six new companies during the quarter*

Q3 2018 HIGHLIGHTS: STRATEGIC DEVELOPMENTS IN OUR PORTFOLIO ON TRACK, AND SIX NEW INVESTMENTS ANNOUNCED DURING THE QUARTER

NAV 30 SEPTEMBER 2018

SEK **78.8bn**

CHANGE IN NAV Q/Q

(18)%

1 YEAR TSR

10%

5 YEAR TSR

10%

Key portfolio development

- The proposed merger between Tele2 and Com Hem was approved by EGMs held 21 September. Subsequently, the European Commission also approved the proposed merger, meaning that the transaction now can be finalized
- On 7 October Millicom announced the acquisition of Cable Onda, the leading provider of telecom services in Panama. The acquisition strengthens Millicom's position in Central America and connects the Central American and Colombian footprints
- Westwing, the leading pure-play home & living e-commerce platform, was successfully listed on the Frankfurt Stock Exchange on 9 October resulting in an increase in the fair value of Kinnevik's stake of SEK 243m during the quarter

Investment management

- Total investments of SEK 1,529m in the third quarter in six new companies, including:
 - SEK 443m in GoEuro, an online travel agency that aggregates all major modes of transport in Europe
 - SEK 328m in Kolonial.no, the only pure-play online grocer in Norway
 - SEK 307m in Bread, a company providing purchase financing solutions for e-commerce merchants
- Total divestments of SEK 312m in the third quarter, whereof SEK 273m attributable to Linio

Financial position

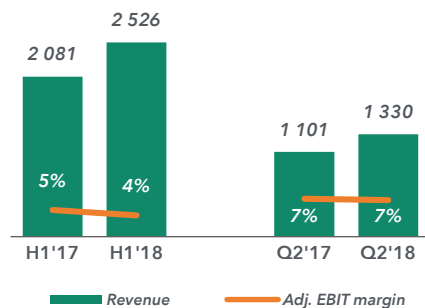
- Net asset value of SEK 78.8bn (SEK 286 per share), down SEK 17.6bn or 18% during the quarter, driven by Zalando as well as Kinnevik's distribution of its shares in MTG, which implied a value transfer of SEK 4.2bn or SEK 15 per Kinnevik share to shareholders
- Net debt position increased, driven by investment activity, by SEK 1.2bn to 4.1bn, corresponding to a leverage of 5% of portfolio value

OUR LARGE TELECOM COMPANIES HAD A STRONG QUARTER WHILE ZALANDO'S SHARE PRICE HAS DECREASED FOLLOWING REVISED GUIDANCE



REVISED FULL YEAR GUIDANCE
PRIMARILY IMPACTING PROFITABILITY

EURm



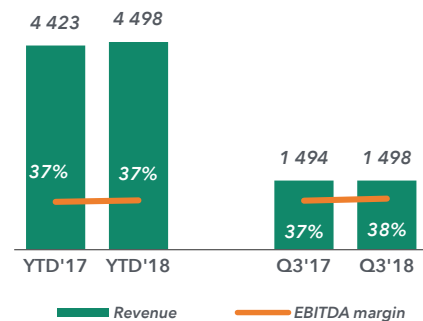
- Ahead of publishing its Q3 results, Zalando issued revised guidance for the full year
- Growth is expected to come in close to the bottom of the previously communicated 20-25% range (outperforming overall fashion market) and adjusted EBIT in the range of EUR 150-190m (previously: low end of EUR 220-270m target range)
- Zalando reports its Q3 2018 results on 6 November

Note: EBIT adjusted for share-based compensation.



STRONG CASH FLOW
GENERATION CONTINUES

USDm



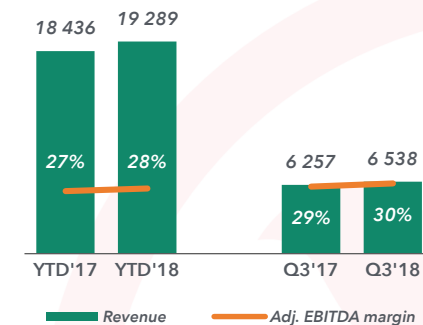
- Solid Latam service revenue growth of 4.7% and EBITDA growth of 4.2%
- Fourth consecutive quarter of positive organic mobile service revenue growth
- Investments in Colombia contribute to improving operating and financial performance
- Equity free cash flow of USD 243m YTD, up 18.9%

Note: Figures includes Guatemala (55% ownership) and Honduras (66.7% ownership) and excludes discontinued operations.



FULL YEAR GUIDANCE REVISED
UPWARDS, YET AGAIN

SEKm



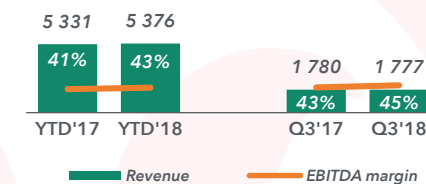
- The final quarter before the closing of the merger with Com Hem was a quarter of solid business trends
- Revenue grew 4% Y/Y and the adjusted EBITDA margin amounted to 30%
- Tele2 once again upgraded their full year guidance, with 2018 end-user growth expected to come in around mid-single digits (unchanged) and adjusted EBITDA in the range of SEK 7.0-7.2bn (up from SEK 6.8-7.1bn)

Note: Figures presented on a like-for-like basis. Discontinued operations include Tele2 Netherlands and the former operations in Austria, Italy and Russia.



FURTHER STRENGTHENING OF
THE COMPANY'S SPEED LEADERSHIP

SEKm



- Important improvements in operational KPIs achieved during the quarter as churn reached a record low in the Com Hem segment
- Revenue declined by 0.2% driven by a 7% decline in Boxer while the underlying EBITDA margin amounted to 45%
- Com Hem reached a key milestone within broadband with the commercial launch of 1.2 Gbit/s speeds, furthering the speed leadership of the company

Note: EBITDA stated before disposals excluding items affecting comparability and operating currency gains/losses.

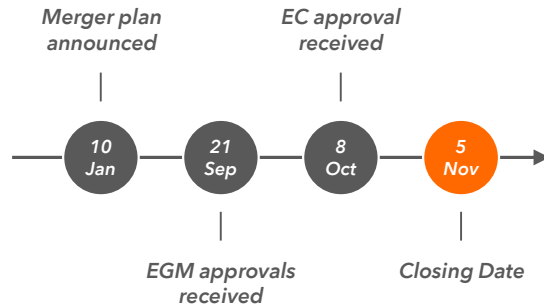
ACTIVE OWNERSHIP: THE TELE2 / COM HEM MERGER HAS RECEIVED ALL NECESSARY APPROVALS AND IS CLOSING IN NOVEMBER



Current Status

Progress Made & Next Steps

Timeline



- With the European Commission's decision, the proposed merger has now received **all necessary approvals**
- The merger is **expected to close on 5 November** with 1 November being the last day of trading in the Com Hem share

"I will leave a Tele2 that is **stronger and better positioned** to act as an integrated customer champion in an ever more digitalized world"

Allison Kirkby, CEO Tele2

Management Team



- Preparations ahead of the merger have progressed according to plan with a **full management team now in place**
- The team will be led by **incoming CEO Anders Nilsson**

"These team members gather **crucial competences** from the two merging companies"

Anders Nilsson, Incoming CEO Tele2

Financial Framework

Preliminary Credit Rating

BBB

- The combined entity will have a **solid financial profile** with a stable outlook
- S&P has assigned a preliminary BBB rating, given the **investment grade characteristics** of the financial framework

"The preliminary rating **confirms our sound financials**, and will support efficient financing for the company going forward"

Lars Nordmark, CFO Tele2

ACTIVE OWNERSHIP: TRANSFORMATIONAL ACQUISITION IN PANAMA, CONNECTING THE CENTRAL AMERICAN AND COLOMBIAN FOOTPRINTS



Transaction Highlights

1. Increases cable exposure to more than 40% of Latam service revenue
2. Significantly enhances Millicom's B2B capabilities
3. Completes Millicom's Central America footprint and connects it with the company's leading operations in Colombia
4. Panama is an investment grade country with a dollarized and fast-growing economy
5. Disposable income levels in Panama are among the highest in Latin America, yet penetration rates for digital services remain comparatively low
6. Strategic partnership with current shareholders who will retain 20% stake

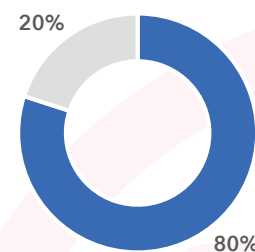
Background

- Cable Onda is the **leading provider of broadband internet, pay-TV, fixed telephony and B2B telecommunications** services in Panama
- The company **services more than 500,000 customers** using mostly its state-of-the-art Hybrid Fibre-Cable (HFC) network
- For the half-year ended 30 June 2018, Cable Onda generated **revenue of USD 195m and EBITDA of USD 83m**, corresponding to an EBITDA margin of 42%
- The transaction is subject to customary closing conditions and is **expected to close by year-end 2018**

Key Data Points

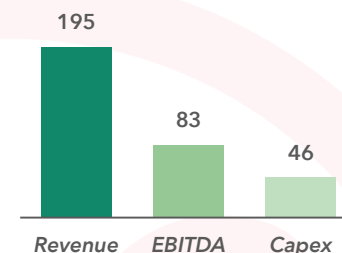
Ownership Split

• Millicom, • Local Partners



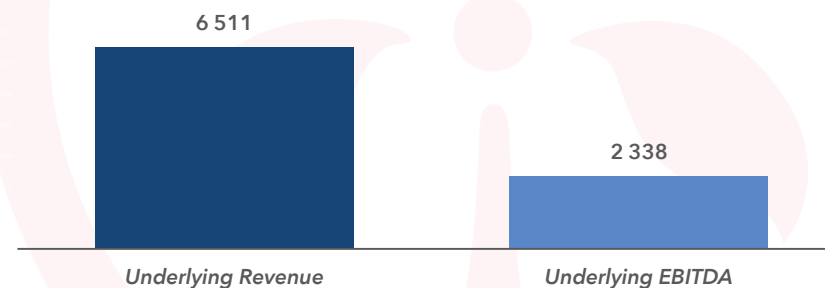
Cable Onda Financials

H1 2018, USDm



Pro Forma Financials¹

H1 2018 LTM, USDm



1) Illustrative pro forma 2018 financials for the combined company based on reported figures for the last 12 months as of 30 June, not including any adjustments for acquisition accounting, intercompany eliminations, nor any possible reconciliations for differences in accounting standards

OUR PRIVATE COMPANIES CONTINUED TO FOCUS ON GROWTH, STRATEGIC PARTNERSHIPS AND PRODUCT INNOVATION



- 10.6 million active customers at the end of Q2 2018
- Q2 2018 net merchandise value growth of 24% and net revenue growth of 21%¹
- The gross profit margin remained stable at around 43%. The adjusted EBITDA margin improved as a result of successful path-to-profit initiatives to (2.3)%²

Share of private portfolio:

33%



- 9.4 million responses in September 2018 (flat on a per-listing basis, reflecting an enhanced focus on conversion of replies into end transactions and monetisation)
- The company continued to execute on its cross-category strategy and registered yet another quarter during which all categories generated positive contribution margins

Share of private portfolio:

12%



- Over 384,000 customers at the end of Q3 2018 (32% growth)
- Assets under management of USD 15.2bn (39% growth)
- During the quarter Betterment announced its new Smart Saver offering, a low-risk portfolio aimed at helping clients take advantage of rising interest rates

Share of private portfolio:

8%



- At the end of September 2018, BIMA had 7.2 million active customers, representing a yearly increase of 36% excluding discontinued products
- In Q3 2018, BIMA launched operations in Malaysia in partnership with two shareholders, Axiata and Allianz. The launch further strengthens BIMA's position in the region

Share of private portfolio:

6%



- "GP at hand", the digital GP service in collaboration with the NHS, continued its growth to over 32,000 registered members
- Babylon signed an agreement with Prudential to provide its AI technology to customers in up to 12 markets in Asia; Prudential covers over 5 million health customers in the region

Share of private portfolio:

4%



- In excess of 90,000 members at the end of Q3 2018
- Strong momentum in the health services segment with solid growth within some of the largest health plans in the US
- The hypertension product is proving successful and Livongo announced the first cellular-enabled blood pressure monitoring system in the U.S. during the quarter

Share of private portfolio:

4%

1) Pro forma growth; Zalora excludes Thailand and Vietnam; Jabong and Namshi are excluded. Revenue and NMV growth at constant currencies

2) Excluding impairment losses, share-based payment expenses and a one-off provision release

Note: : All growth rates are year-on-year, unless otherwise stated

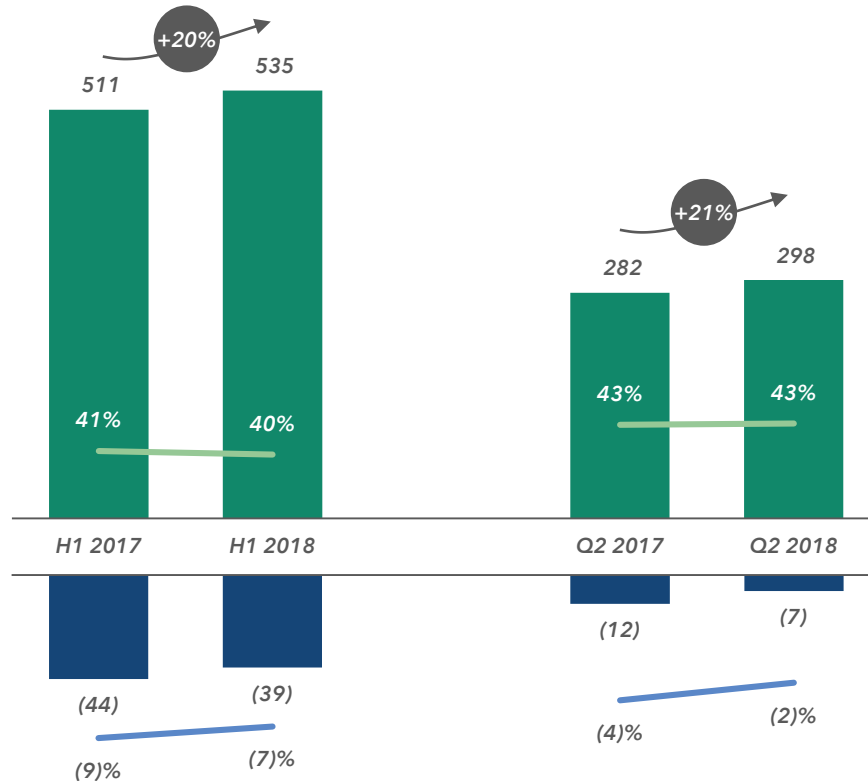
Source: Company Information

GLOBAL FASHION GROUP GREW STEADILY DURING THE SECOND QUARTER OF 2018 IN LOCAL CURRENCY



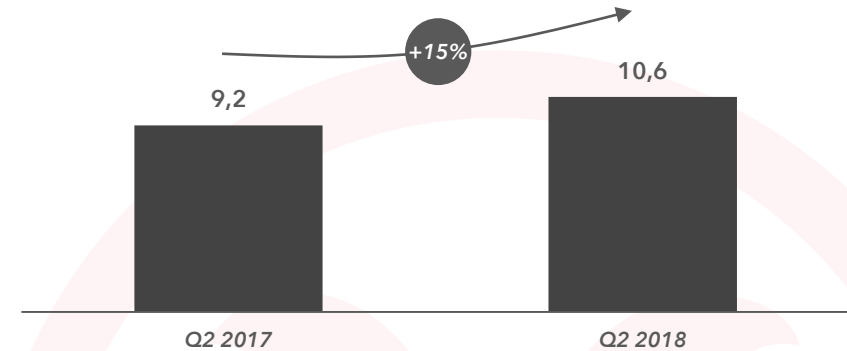
Growth & Margin Development

• Net Revenue, • Gross Margin, • Adjusted EBITDA¹, • Adjusted EBITDA Margin¹



KPI Development

Active Customers (millions)



Regional Update

- **Lamoda** grew net revenue by 9% and NMV by 15%. Gross margin increased to 50%, which includes the benefit of a one-off supplier bonus. During the quarter, Lamoda further developed its assortment within adjacent categories, along with further enhancing its offering in the Premium category
- **Dafiti** grew net revenue and NMV by 20% and 17% respectively, despite a national truck driver strike in May. Gross margin amounted to 44% in the quarter, driven by price investments across the region and country mix effects
- **Zalora** and **The Iconic** grew net revenue and NMV by 36% and 39% respectively. Gross margin declined to 36% in the quarter, driven by discounting at Zalora to clear old season stock

1) Excluding impairment losses, share-based payment expenses and a one-off provision release

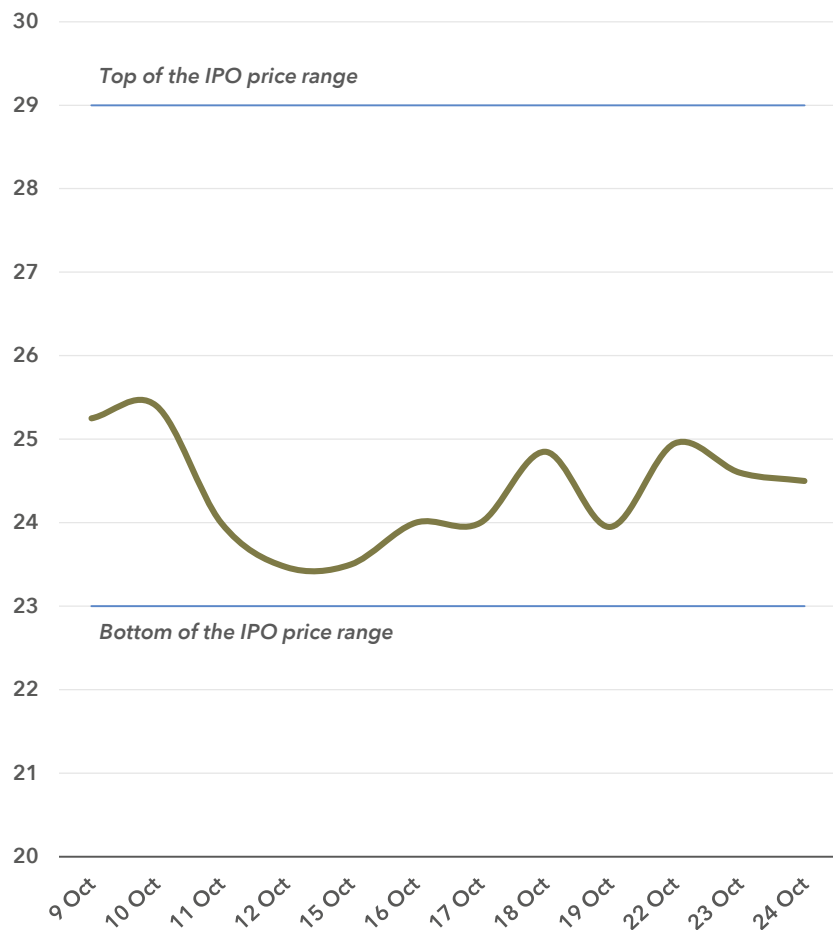
Note: All growth rates are constant currency and pro forma, unless otherwise stated

Source: Company Information

WESTWING STARTED TRADING ON THE FRANKFURT STOCK EXCHANGE ON 9 OCTOBER 2018



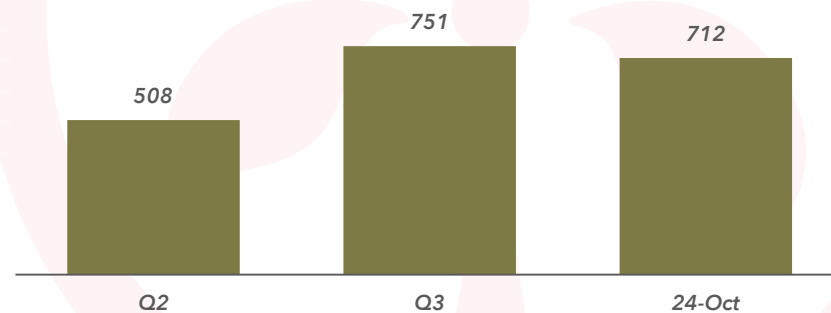
Share Price Development



Comments

- Westwing became Kinnevik's latest public investee company when it **commenced trading** on the **Frankfurt Stock Exchange on 9 October**
- The final offer price was set to EUR 26.00 and the share closed its first day of trading at EUR 25.25, a decrease of 3%
- As part of the IPO Westwing raised **EUR 132m of primary capital**, giving the company ample room to invest in growth going forward
- After the IPO, Kinnevik remains a large owner with **14% of the company**
- In the first half of the year, Westwing grew revenues by 22% and had an adjusted EBITDA margin of 2.3%, **well equipped for its future** as a listed company

Fair Value of Kinnevik's Stake



WE ADDED SIX NEW COMPANIES TO OUR PORTFOLIO DURING THE THIRD QUARTER

Our New Companies

Overview & Invested Amount



SEK 62m

- Swedish marketplace allowing restaurants and grocery stores to **sell surplus meals and food directly to consumers**



SEK 328m

- The only **pure-play online grocer in Norway**, leading the fast-growing online grocery market



SEK 213m

- German company leveraging **open banking** to offer savers the ability to tap into fixed deposit products across Europe



SEK 197m

- UK based **neobank focusing on underbanked customer segments** who typically lack KYC profile and credit history



SEK 307m

- US based provider of a **purchase financing solution for e-commerce merchants**



SEK 443m

- Online travel agency **aggregating all major modes of transport in Europe**

We have invested **SEK 1.5 billion** into **six new companies** during the third quarter

GOEURO IS A GOOD EXAMPLE OF HOW WE LIKE TO INVEST



Investment Overview

GoEuro

Description

- GoEuro is an Online travel agency that **aggregates all major modes of transport** in Europe
- It allows consumers to **compare journey options across rail, bus and air travel, and to make bookings that include multiple modes of transport** in one ticket

Case Validity

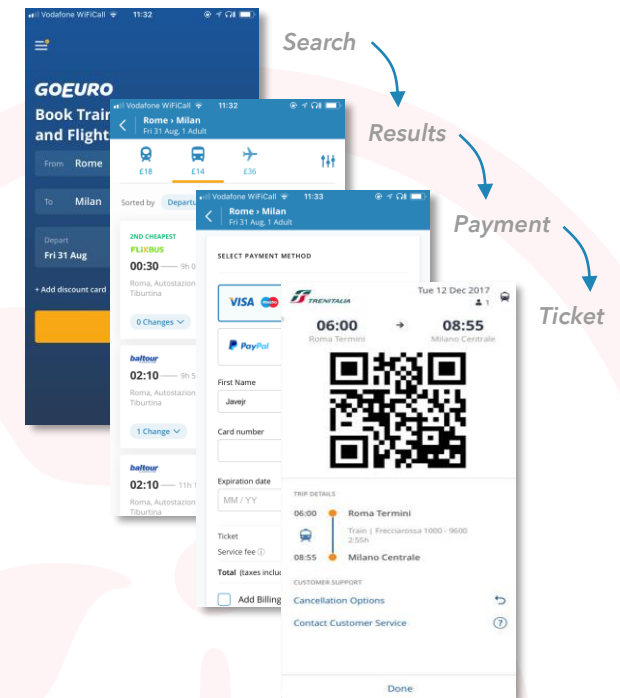
- Large sector with low online penetration** relative to airline booking
- Unmatched inventory and deep supply partnerships** with over 600 rail and bus operators across 15 countries
- Proven **track record of strong growth**

Strategic Fit

- Challenger business offering a better customer experience than incumbents**
- The company is driven by a **visionary and ambitious founder** and is **backed by a number of best-in-class, global investors**

Partnership

- Kinnevik has **partnered with like-minded, long-term oriented investor Temasek** to lead the next phase of the company's evolution



GoEuro has an appealing customer proposition and truly provides its customers with **more and better choice**

SECTION B

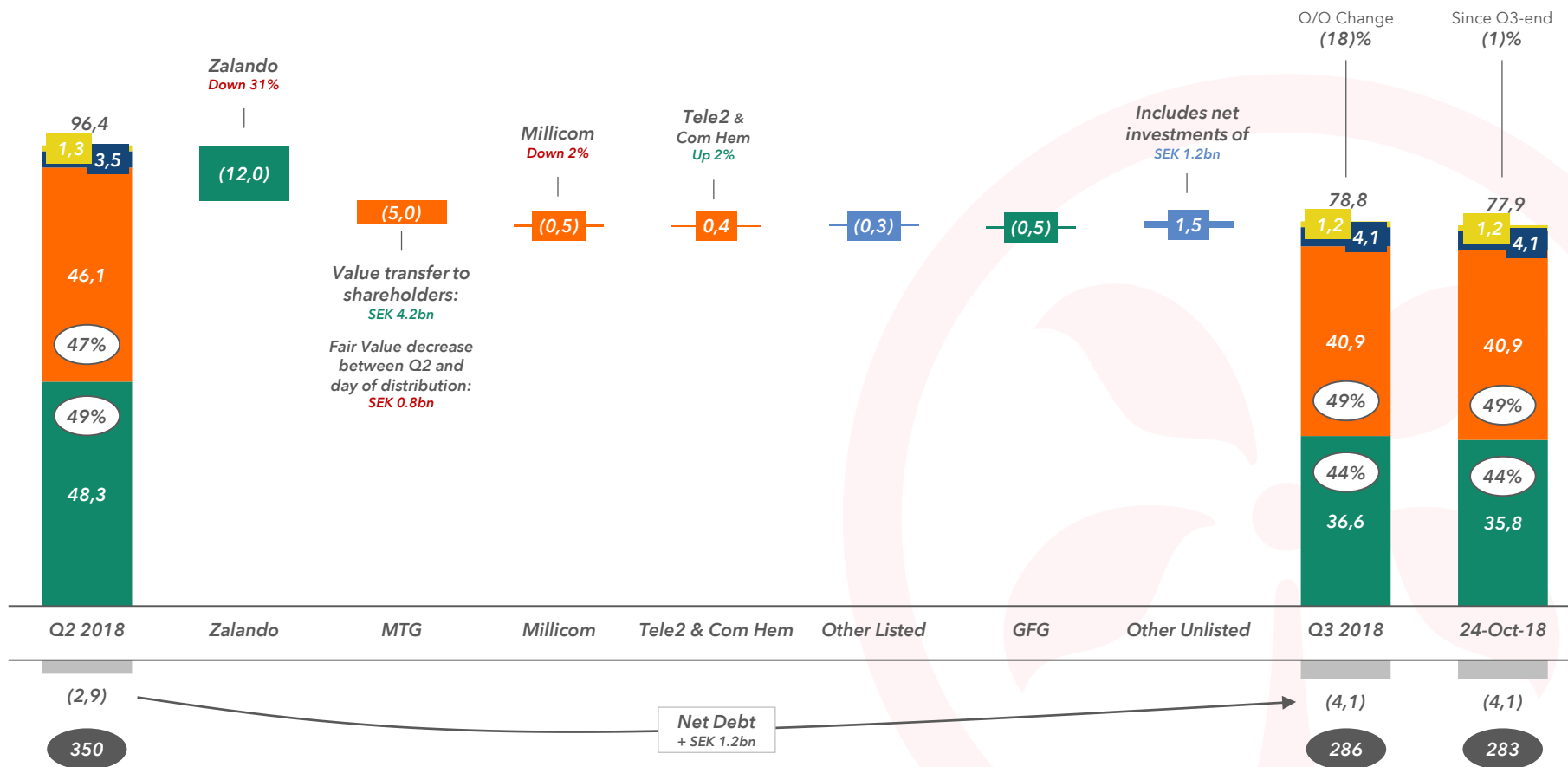
KINNEVIK'S FINANCIAL POSITION

- *Decrease in NAV of SEK 17.6bn as a consequence of weaker than expected share price development in Zalando and the distribution of MTG*
- *Net debt position of SEK 4.1bn corresponding to a leverage of 5% of Portfolio Value*

NEGATIVE NET ASSET VALUE DEVELOPMENT AS A CONSEQUENCE OF THE DISTRIBUTION OF MTG AND UNDERWHELMING SHARE DEVELOPMENT IN ZALANDO

NAV Development (SEKbn)

• E-Commerce & Marketplaces, • TMT, • Financial Services, • Healthcare & Other, • Net Debt, • NAV Per Share



MAINTAINED STRONG BALANCE SHEET IN LINE WITH FINANCIAL TARGETS

Investment Activity

SEKm

Q3 2018	Amount
Babylon	2
Bread	307
Deposit Solutions	213
GoEuro	443
Karma	62
Kolonial	328
Monese	174
Investments	1,529
Linio	273
Other	39
Divestments	312
Net Investments	1,217

Financial Position

SEKm

Item	SEKm
Net Cash / (Debt) Per 30 June 2018	(2,902)
Net Investments	(1,217)
Operating Expenses	(69)
Net Financial Expenses	(19)
Dividends Received	101
Dividends Paid	-
Net Cash / (Debt) Per 30 September 2018	(4,106)
Leverage	5%

Total Shareholder Return



SECTION C

2018 PRIORITIES

- *We continue to deliver on our priorities for 2018*

WE HAVE HAD A BUSY THIRD QUARTER, DELIVERING ON OUR KEY PRIORITIES

Key Priorities For 2018

Priorities & Developments

What We Said

Intensify Active Ownership

- Active ownership is a **core pillar of Kinnevik's strategy**, and key to building successful businesses
- We will **continue to focus on creating value** in our large listed companies

Accelerate Private Portfolio

- Identify and **accelerate the key assets in our private portfolio**, and invest in a number of new companies in the coming years

Increase Nordic Focus

- Increase our efforts to **identify new investments in our focus markets**, including the Nordics

What We Did

Q3



MTG distributed to our shareholders



Kolonial investment



Karma investment



Deposit Solutions investment



Monese investment



Bread investment



GoEuro investment



BUILDING THE BUSINESSES THAT PROVIDE
MORE AND BETTER CHOICE