

PRESENTATION OF KINNEVIK'S

Q2 2022

11 JULY 2022



PRESENTATION OF KINNEVIK'S SECOND QUARTER 2022 RESULTS

Kinnevik's Q2 2022

Agenda & Presenters

- 1 Highlights of the Quarter
- 2 Our Broad and Robust Growth Portfolio
- 3 Key Valuation Changes
- 4 Our Financial Position

Today's Presenters

Georgi Ganev
Chief Executive Officer

Erika Söderberg Johnson
Chief Financial Officer

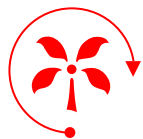
Torun Litzén
Director Corporate Communications

Samuel Sjöström
Chief Strategy Officer

WE ARE NAVIGATING A HIGHLY CHALLENGING ENVIRONMENT FROM A POSITION OF STRENGTH, WITH SHORT-TERM CHALLENGES AND LONG-TERM OPPORTUNITIES

Highlights of The Quarter

Q2 2022



NAV decreased by 10% to SEK 61.1bn or SEK 218 per share, as **the downward valuation trend continued without abatement**. On average, revenue multiples contracted by around 30% in the quarter, and the fair value of our unlisted portfolio declined by around 20% before taking liquidation preferences and material currency tailwind into account

budbee
Mathem

We made a **follow-on investment in Budbee**, valuing the company at SEK 7.3bn, supporting its continued strong organic and profitable growth. We also **participated in Mathem's funding round** valuing the company at SEK 2.3bn, in line with our first quarter 2022 valuation

TELE2

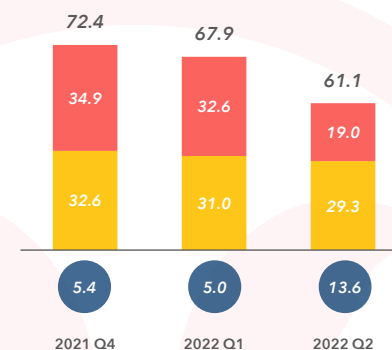
We divested 27% of our shareholding in Tele2 for SEK 6.0bn, providing us with additional financial strength at a time of market uncertainty. We have a net cash runway through 2024, and will continue to support our most promising companies and to take stock of **opportunities emerging in the prevailing market environment**



We published our inaugural **Climate Progress Report to follow-up on our climate target for the portfolio**. Between 2020 and 2021, the emissions-reporting companies in Kinnevik's portfolio have decreased their emissions intensity by 11%, thus achieving our annual target of 7%

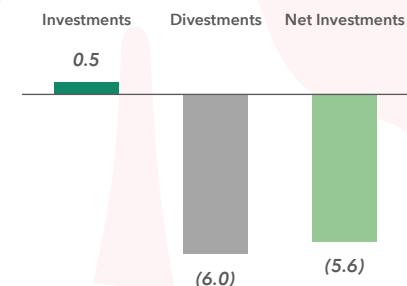
Net Asset Value

● Public, ● Private, ● Net Cash / (Debt), SEKbn



Investment Activity

Q2 2022, SEKbn



WE HAVE MADE GREAT STRIDES IN BUILDING A BALANCED GROWTH PORTFOLIO SPREAD ACROSS THE TYPICAL S-CURVE OF GROWTH AND TIME TO PROFITABILITY

A Broad and Robust Growth Portfolio

Balanced S-Curve Exposure, Illustrative

Omnipresent (Early-Stage Growth)

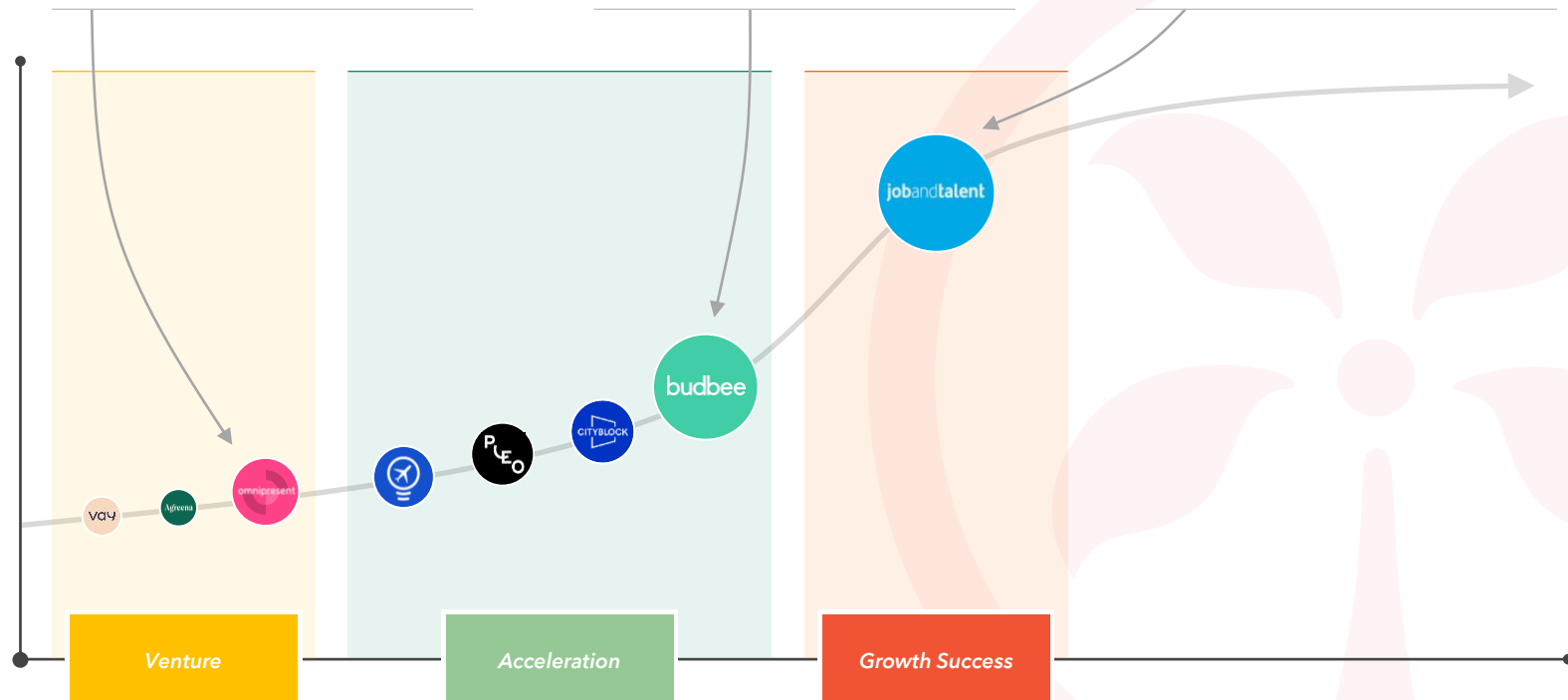
- We invested in March 2022
- During 2021, the company grew its team by 10x and revenue by 25x

Budbee (Mid-Stage Growth)

- We invested in 2018
- Since our first investment in 2018, the company has grown revenue by >30x and was profitable in its underlying operations during FY2021

Jobandtalent (Later-Stage Growth)

- We invested in end of 2021
- The company was profitable in 2021, and expects to double sales in 2022



WE INVESTED EARLY IN BUDBEE AND HAVE CONTINUED TO DEPLOY MORE CAPITAL AS THE COMPANY CONTINUES TO SHOW STRONG ORGANIC AND PROFITABLE GROWTH

Winning in Last-Mile Delivery

Budbee



Full year 2021 revenues amounted to SEK 835m **more than double** compared to the previous year



Reached **profitability at group level** in FY 2021



Raised SEK 400m at a valuation of SEK 7.3bn in May 2022, up >40% from our Q1 2022 mark



5,000 parcel lockers contracted across its markets, including installations in 700 Albert Heijn stores in the Netherlands

budbee



Fredrik Hamilton
CEO & Founder

The contract with Albert Heijn in the Netherlands and the oversubscribed capital raise, in which Kinnevik invested SEK 115m, mark **key milestones on Budbee's growth journey and are solid proof of their successful business model**. Kinnevik's investment in Budbee has generated a **return of 4.4x our aggregate invested capital, and 11x our first investment in 2018**

KINNEVIK ACHIEVED ITS CLIMATE TARGET FOR THE PORTFOLIO IN 2021

Climate Progress Report

On Track to Reach Our Long-Term Target

- In our first Climate Progress Report published end of June, **we follow-up on the fulfilment of Kinnevik's annual intensity reduction target for the portfolio**, and report on the performance against the Climate Sustainability Performance Target of our outstanding Sustainability Linked Bonds
- Between 2020 and 2021, the six companies in Kinnevik's portfolio reporting emissions have **decreased their emissions intensity by 11%, thus achieving our annual target of 7%**
- **Tele2 and GFG were the largest contributors to the overall reduction in 2021**, due to their relatively large weight in our portfolio as well as their strong performance in decreasing emissions intensity. Meanwhile, **Budbee and TravelPerk had the largest relative intensity decrease among the companies**

11%

The emission-reporting companies in Kinnevik's portfolio decreased their emissions intensity by 11% between 2020 and 2021, thus achieving our target of 7%

50%

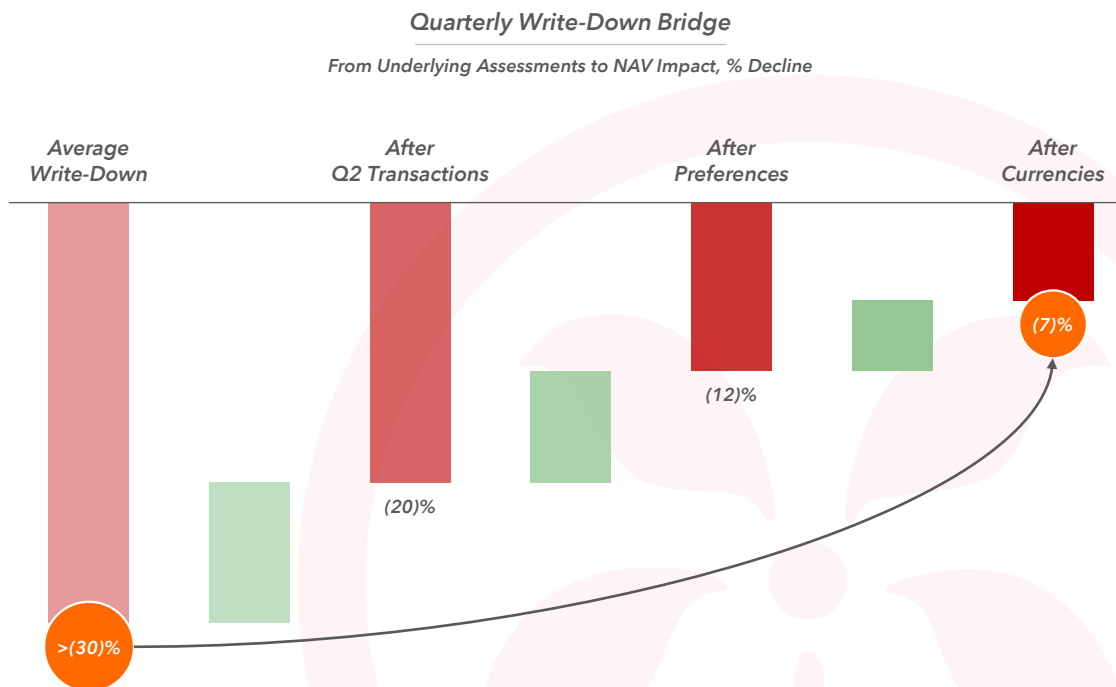
Kinnevik's long-term target is a 50% emissions intensity reduction by 2030 compared to 2020

AN UNDERLYING VALUE REASSESSMENT OF (30)% IS CUSHIONED BY A HANDFUL OF TRANSACTIONS, AND POSITIVE EFFECTS FROM PREFERENCES AND CURRENCIES

Q2 2022 Valuations of Unlisted Assets

Put in Perspective

- In or shortly after the second quarter, there were **transactions in a handful of investees that priced these companies in the current valuation environment**, primarily -
 - **Budbee**, raising SEK 400m at a SEK 7.3bn post-money valuation in late May, a >40% uplift to our Q1 2022 valuation
 - **Omio**, raising USD 80m at a valuation causing a >70% uplift to our Q1 2022 valuation
- Excluding the valuations supported by transactions during the second quarter, **we have written down the underlying value of our unlisted portfolio by more than 30% on average in Q2 2022** by contracting our valuation multiples on fairly equal footing with the peer group averages
- Including these valuations, the average write-down is around 20%
- **Liquidation preferences and currency tailwind provide a significant cushion** to this substantial write-down, bringing it to the 7% SEK fair value write-down posted in today's NAV statement



The valuation reassessments that are not triggered by transactions taking place in the quarter are generally in line with the share price decreases observed in their respective publicly listed peer groups

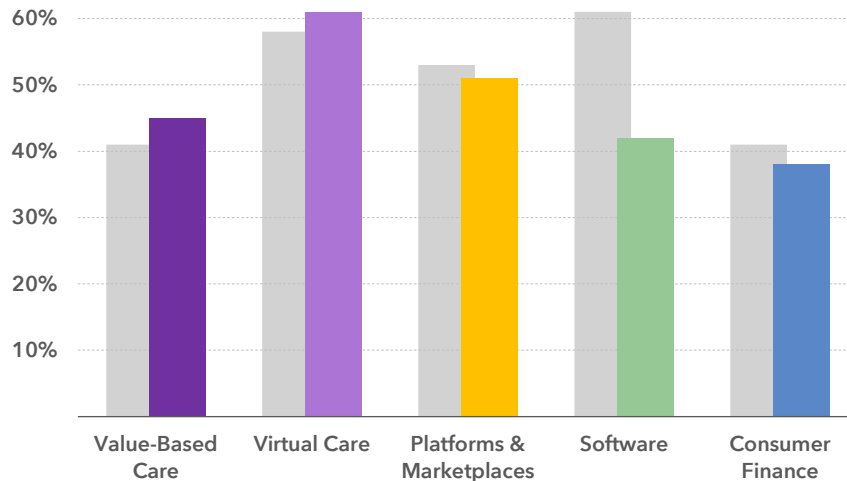
MULTIPLE CONTRACTION IN COMPANIES NOT PRICED IN Q2 IS SLIGHTLY MORE MODEST THAN THE LISTED BENCHMARKS THAT OUR INVESTEES ARE OUTGROWING

Q2 2022 Valuations of Unlisted Assets

Multiples & Top-Line Growth

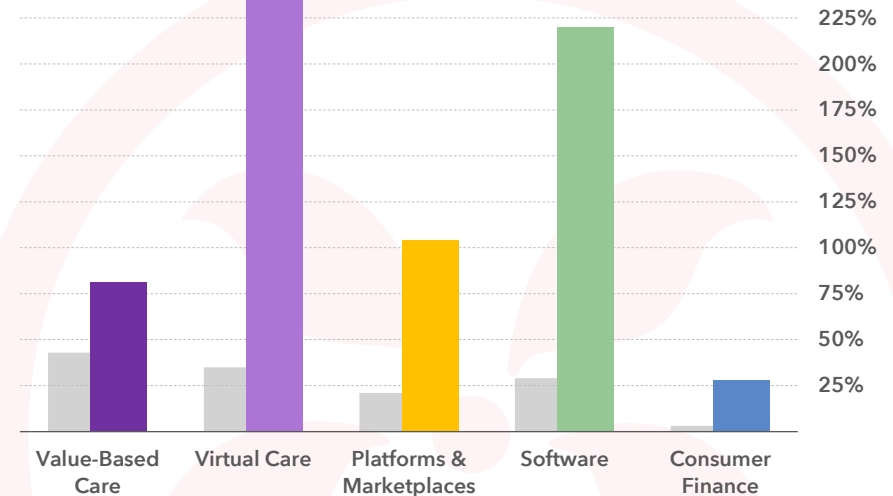
Multiple Contraction in H1 2022

Peer Average (Grey) & Investee Weighted Average (Colored)



Revenue Growth in H1 2022, Y/Y

Peer Average (Grey) & Investee Weighted Average (Colored)



Excluding the valuations underpinned by transactions during the second quarter, our valuation multiples have contracted by around 43% on average during the first half of 2022 (40% contraction including these transactions) - this is 12pp more modest than the average peer group contraction. Meanwhile, our investees outpace their valuation peers by >4.5x on average, growing by >135% Y/Y in H1 2022 (relative to peers at <30%)

LIQUIDATION PREFERENCES AND CURRENCIES HAVE A SIGNIFICANTLY POSITIVE EFFECT ON OUR CARRYING VALUES AS PER QUARTER-END

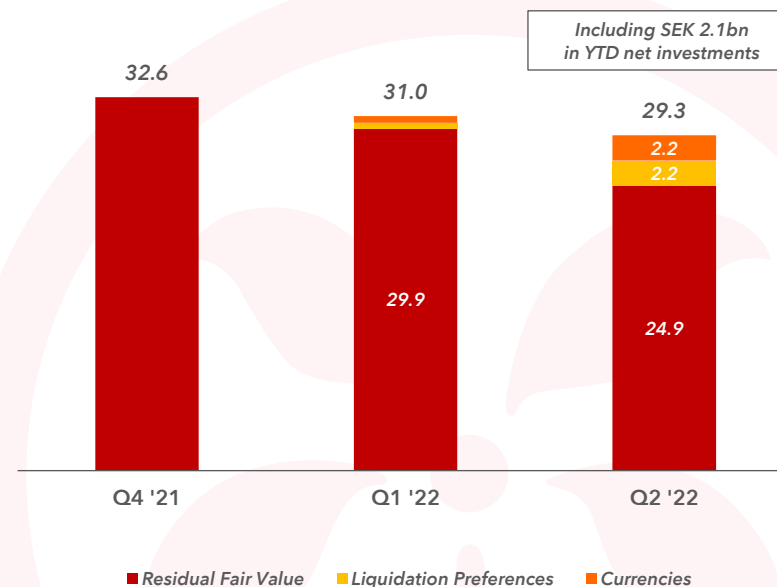
Q2 2022 Valuations of Unlisted Assets

Liquidation Preferences & Currencies

- **Liquidation preferences** can provide some protection against downside in sales or listings of businesses at a valuation lower than a previous private funding round
 - Our valuation framework (IFRS 13 and the IPEV Guidelines) define fair value as **the price that would be received to sell an asset in an orderly transaction**
 - We therefore take liquidation preferences into account when valuing our interests in our investee companies
- In constant currencies, the **positive effect stemming from liquidation preferences** amounts to **SEK 2.2bn per end of Q2 2022**. In quarter-end currency rates, the effect amounts to SEK 2.4bn
 - This means that as at end of June **without preferences the fair value of our unlisted assets would be SEK 2.4bn lower** (around 8%), and that SEK 2.4bn in underlying value appreciation is required before accruing an on-paper return on investment
 - This effect is centred around the new investments made in 2021 and early 2022
- The **Swedish krona has depreciated materially** during 2022, in particular against the US dollar
- In Q2 2022, **the dollar was up 10% against the krona**, and during H1 2022 it was up 13%
- **Had exchange rates been unchanged** from end of 2021, the fair value of our unlisted assets would be **SEK 2.2bn lower** (around 8%)

YTD Effect of Liquidation Preferences & Currencies

Bolstering Effect on Reported NAV, SEKbn



The change in fair value of our unlisted growth assets is negative SEK 5.4bn or (16)% YTD when adjusting for net investments
Without the effects from liquidation preferences and favorable currency movements, the YTD decline in fair value would be closer to SEK 10bn or >(30)%

BUDBEE IS THE ONLY MATERIAL WRITE-UP IN Q2, WITH OUR LARGER INVESTMENTS OTHERWISE BEING SUBJECTED TO MULTIPLE CONTRACTION IN LINE WITH PEERS

Q2 2022 Valuations of Unlisted Assets

Key Reassessments

budbee

- Valuation **increase of >40%** in line with where the company raised SEK 400m in the quarter, led by a SEK 200m investment from a small (c. 2.5%) existing shareholder
- At an approximate 50% premium to key peer InPost on an NTM basis, courtesy of considerably (around 4x) stronger growth and proven underlying profitability at group level

PEO

- **NTM revenue multiple contracting** by around 35% in Q2 and **by almost 45% YTD**, in line with peers when under-indexing movements in constituents with considerable exposure to pandemic-fueled sectors such as e-commerce and communication
- At a premium to peers considering considerably (around 4x) higher growth, but normalizes over the coming 12 months in relation to the valuations of the peer group's best-in-class companies


VillageMD

- Valuation is >20% below the WBA transaction that closed in Q4 2021 in SEK terms, and **>30% below** in USD terms
- YTD NTM revenue **multiple compression of almost 50%**, 5pp deeper than the average peer
- At a premium to the peer average on an NTM multiple basis, but increasingly in line or at a deeper discount to the more richly valued constituents of the peer group already on a 2023 revenue basis, as the company is outgrowing peers by >2x

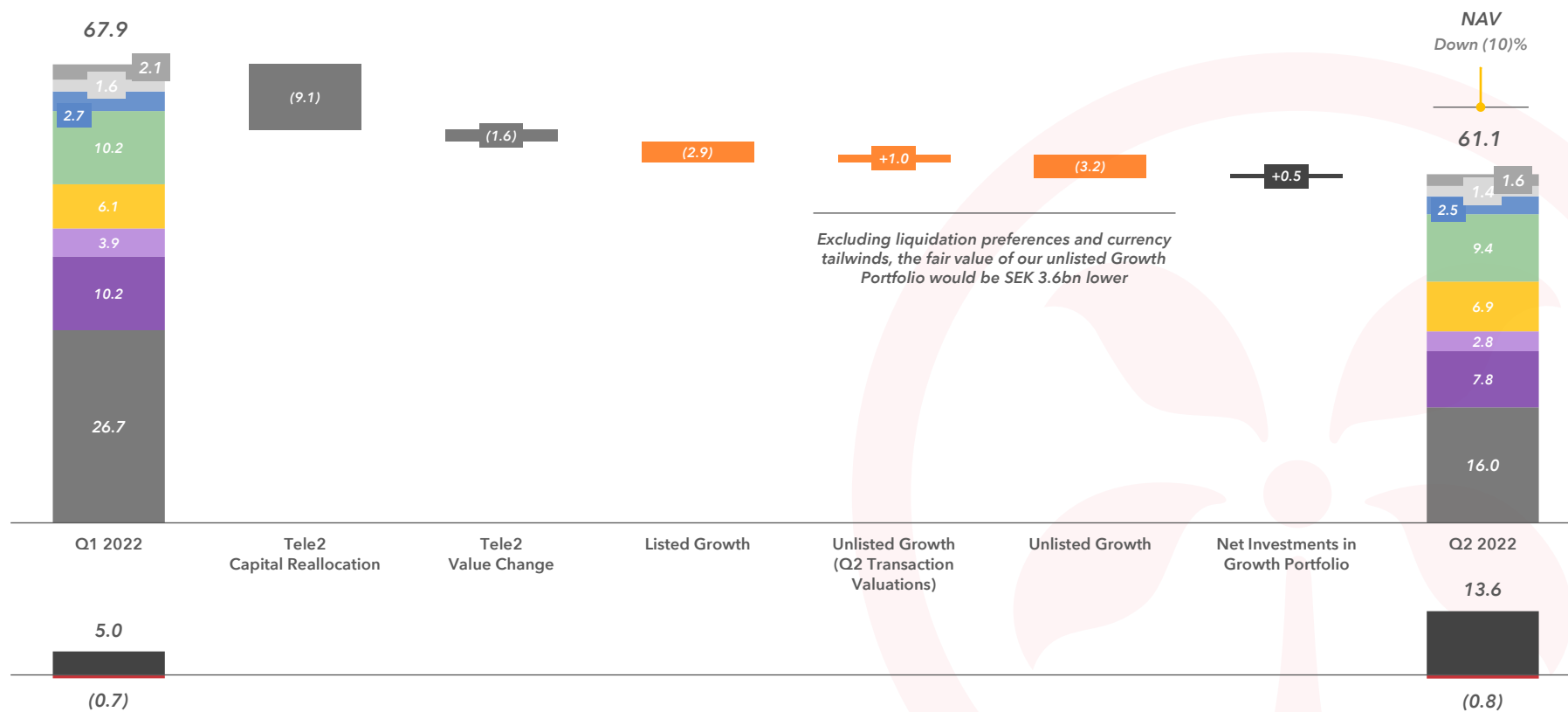

CITYBLOCK

- Valuation is down >25% YTD in SEK terms and **down >35% in USD terms**
- YTD NTM revenue **multiple compression of >50%**, almost 10pp deeper than the average peer
- At a slightly higher premium to the peer average on an NTM multiple basis than VillageMD, but similar pattern of catching up to the peer group already on a 2023 revenue basis, as also Cityblock is outgrowing peers by 2x

OUR NAV IS DOWN 10% WITH PRESSURE IN GROWTH BALANCED OUT BY OUR SIGNIFICANT NET CASH POSITION AND A MORE RESILIENT TELE2

Net Asset Value Development (SEKbn)

- Value-Based Care ● Virtual Care ● Platforms & Marketplaces ● Software ● Consumer Finance
- Early Bets & New Themes ● Emerging Markets & Other ● Tele2
- Net Cash / (Debt) ● Other Net Assets / (Liabilities)



OUR FINANCIAL POSITION ALLOWS US TO MAINTAIN OUR INVESTMENT MOMENTUM, AND WE AIM TO ALLOCATE CAPITAL IN A DISCIPLINED BUT FLEXIBLE FASHION

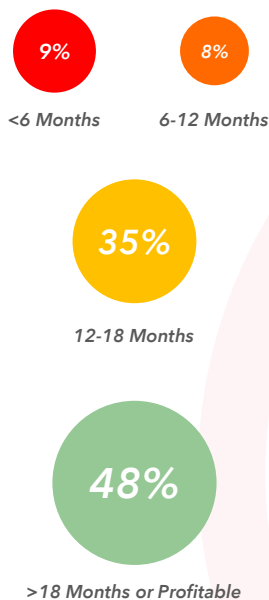
Capital Reallocation

Overview

- We held a **SEK 13.6bn net cash position** at quarter-end, and **expect to invest in the region of SEK 5bn during 2022**
- We expect these SEK 5bn to be **split fairly evenly between new investments and follow-on investments**
- Year to date, we have invested SEK 2.1bn, split 1.3bn into new investments and 0.8bn into follow-ons
- In addition to our own net cash position, our pro rata share of net cash in our investees exceeds SEK 2bn
- We estimate that **investees corresponding to almost 50% of fair value have cash runway extending into 2024**, with only around 9% having runway that ends during 2022
- On a value-weighted basis, our investees have around 18-24 months cash runway
- At a sustained **SEK 5bn p.a. investment momentum**, Kinnevik has **net cash runway well into 2024** even without any material capital inflows
- Our financial strength also provides us with **flexibility** to time our capital deployment in an attractive way in the current environment

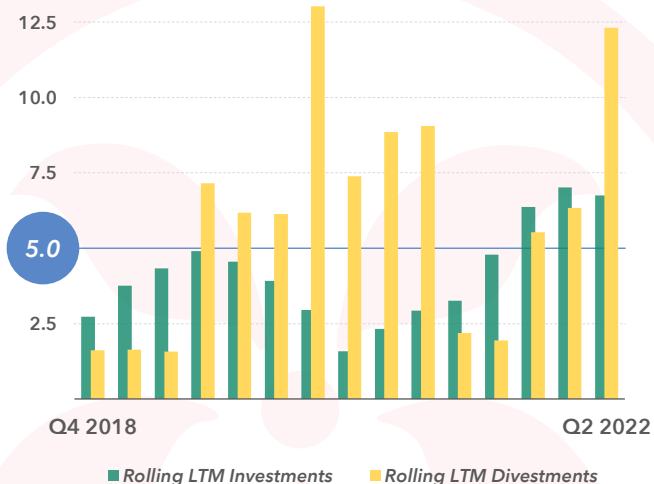
Investee Cash Runway

Indicative, % of Fair Value



Rolling LTM Investments & Divestments

Since Q4 2018, SEKbn



**Our financial strength provides us with the ability to exploit a depressed valuation environment
We intend to combine flexibility with discipline as we maintain our investment momentum**

A woman with her hair in a bun, wearing a red knit sweater and a dark jacket, stands on a wooden pier. She is holding binoculars to her eyes and looking out towards the sea. The background is a deep teal color representing the water. A large, semi-transparent red smiley face is overlaid on the image, centered behind the woman. The text "WE *invest* FOR A REIMAGINED EVERYDAY" is written across the middle of the image in white, with "invest" in italics.

WE *invest* FOR A REIMAGINED EVERYDAY

Q&A

