

PRESENTATION OF KINNEVIK'S

Q4 2023

1 FEBRUARY 2024



Q4 2023

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Today's Presenters

Georgi Ganev
Chief Executive Officer

Samuel Sjöström
Chief Financial Officer

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KEY EVENTS OF THE QUARTER

Q4 CLOSED A CHALLENGING YEAR OF NAV DECLINE AND PORTFOLIO RESHAPING, LAYING A FOUNDATION FOR VALUE CREATION OVER THE COMING YEARS

Key Events of The Quarter

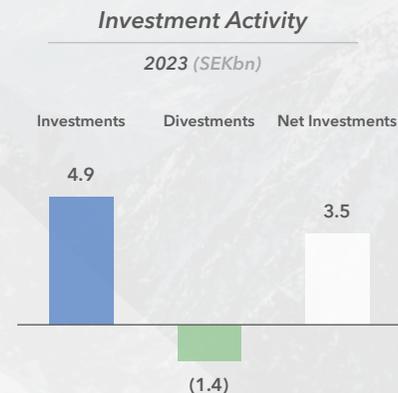
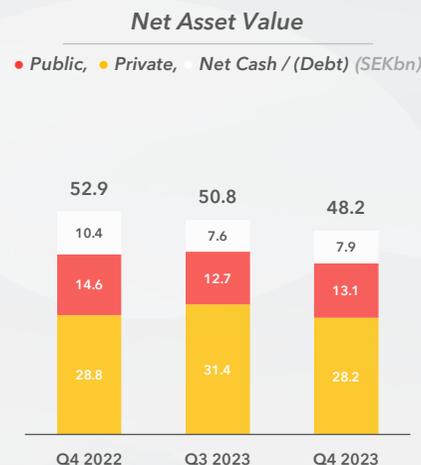
Q4 2023

- **NAV of SEK 48.2bn** or 171 per share, down (5)% in the quarter
- **Private portfolio** written down by 11% in the quarter, with stability in software and virtual care, lower multiples, and material currency headwinds
- Net investments of SEK 0.3bn consisting of smaller follow-on transactions
- >60% growth in private portfolio in 2023, fueled by **>100% growth in core software and virtual care businesses** but held back by **struggling e-commerce**
- **Increased share of portfolio made up of our most long-term promising companies** through capital allocation and relative value development - expected to continue in 2024 through both levers
- **TravelPerk extended its 2023 funding round** that we anchored earlier during the year, with Softbank investing to bring total raise to USD 104m and the company's valuation to USD 1.4bn
- In 2023, TravelPerk grew revenue by 70% and **grew gross profit by 90%**, with **annualized booking volumes approaching USD 2bn**
- **Aira** closed its financing round, raising in total **EUR 145m**, upsized from the initial EUR 85m target, supported by a co-leading investment from Temasek



 TravelPerk

[AIRA]



QUARTERLY VALUATION DEVELOPMENTS

PRIVATE PORTFOLIO DOWN 11% DUE TO FX AND AN INTENT TO ENTER 2024 WITH LOWER EXPECTATIONS, LOWER MULTIPLES, AND A STRONGER PORTFOLIO BALANCE

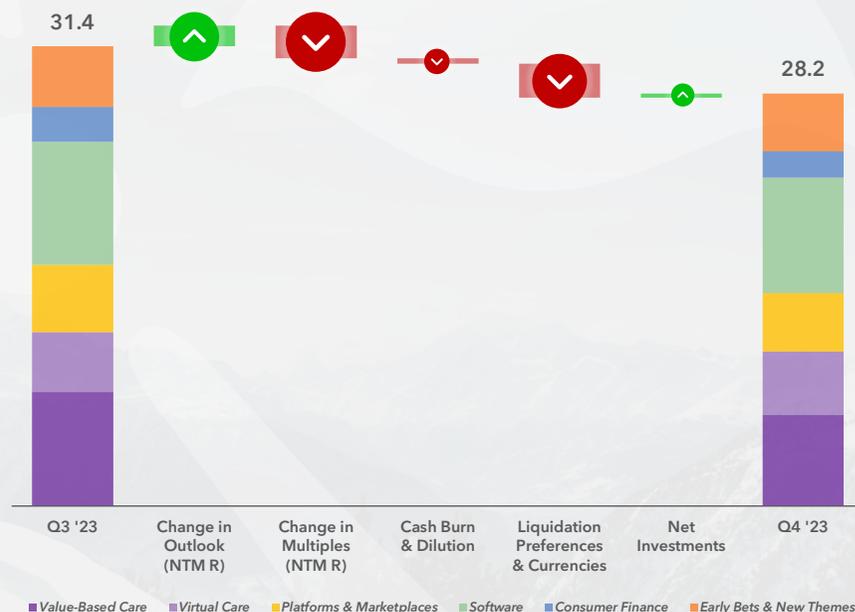
Private Company Valuations

Drivers & Parameters

- ▶ **Valuation revisions following 2023 trend** - weak e-commerce, careful approach to multiples in value-based care, and **strong performance in software and virtual care**
- ▶ Private portfolio fair value **write-down of SEK 3.5bn or 11%** (down SEK 5bn or 15% during 2023)
 - **FX headwind of SEK 1.7bn** in Q4 (negative SEK 0.6bn during 2023)
 - **Multiple contraction of 7%** despite public peers expanding 8% (contraction of 21% in 2023 versus peers up 5%)
 - Average investee **growth of >60% in 2023** (4x public peers), investee **outlooks scrutinized at depth**, valuations underpinned by expectations meaningfully below investee budgets
 - **Transactions validating our mark-to-market approach** in 22% of private portfolio in Q4, and almost **50%** over 2023
 - SEK 1.9bn accrued impact from **liquidation preferences** at year-end - down 0.7bn in Q4 and **down 1.3bn** in 2023
 - Long-tail of smaller, lower-conviction businesses written off or down materially, forcing **portfolio concentration**

Q4 2023 Value Drivers

Illustrative (SEKbn)



With >60% average revenue growth in 2023, profitability improvements, and >20% average multiple contraction, we enter 2024 with a stronger portfolio balance, careful expectations, and multiples in line with public markets

EXPECT SOFTWARE AND VIRTUAL CARE BUSINESSES TO CONTINUE TO GROW SHARE OF PORTFOLIO IN 2024 THROUGH STRONG OPERATIONAL PERFORMANCE

Our Largest Virtual Care & Software Companies

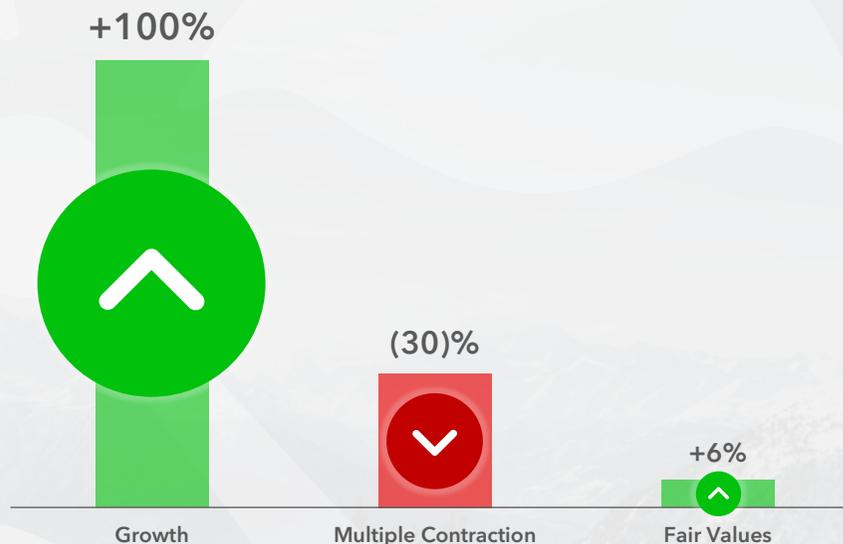
Key Valuation Revisions & Considerations

PEO
cedar
Spring Health
TravelPerk
MEWS

- Our **largest companies in our core categories** virtual care and software
- Fair values **flat** in Q4 '23 (up 6% in 2023), with 2% multiple contraction and 6% currency headwinds
- **Growth** in revenues and gross profit of **100% in 2023**, expected to grow by **50-60% in 2024**
- Average **EBITDA margin loss of around (15)% expected in 2024**, balancing continued growth with profitability, reaching break-even on a staggered monthly basis over 2024-25
- Valued at 9.5x NTM revenue or 16x NTM gross profit - **in line with high-growth peers** despite an **equal or stronger average 'rule of 40'** (growth plus EBITDA margins)
- **SEK 1.9bn deployed** into this core group in 2023, **working to unlock opportunities to invest more** during 2024

2023 Full-Year Development

Y/Y Growth in '23, NTM Multiples & Fair Values (SEK)



Q4 '22 % Share
Private Portfolio

29%

39%

Q4 '23 % Share
Private Portfolio

CAREFUL APPROACH TO VALUE-BASED CARE VALUATIONS CONSIDERING THE SOON ONE-YEAR ANNIVERSARY OF KEY PEERS BEING TAKEN PRIVATE

Maturing Value-Based Care

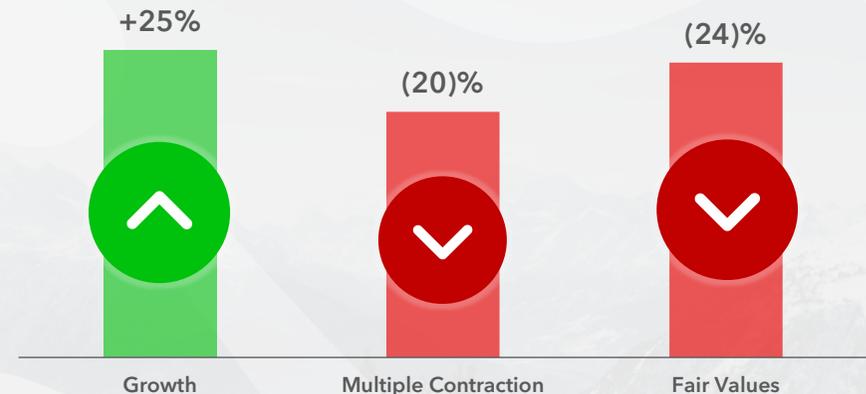
Key Valuation Revisions & Considerations

VillageMD cityblock

- Taking multiples further below trading range of key *delisted value-based care peers*
- **>7% dollar headwind** in the quarter
- **VillageMD down 24%** (>35% below key delisted VBC businesses on EV/NTM revenue)
- **Grew revenues by 14%** in WBA's fiscal '24 Q1 (ending November '23), with guidance of **EBITDA break-even in fiscal '24** in healthcare segment that VillageMD makes up majority of
- Additional caution in valuation level considering our **lack of influence** added this quarter
- **Cityblock down 19%** (>25% below key delisted VBC businesses on EV/NTM revenue)
- Negative scale impact due to **footprint rationalization, pro forma growth of around 40 percent** expected in '24
- EBITDA **break-even** expected in 2025, **slightly delayed** due to negative scale impact

2023 Full-Year Development

Y/Y Growth in '23, NTM Multiples & Fair Values (SEK)



Q4 '22 % Share
Private Portfolio

26%

20%

Q4 '23 % Share
Private Portfolio

CONTINUED SLUGGISH GROWTH IN E-COMMERCE EXPECTED IN 2024, VALUATIONS BASED ON CONSERVATIVE FORECASTS, % SHARE OF PORTFOLIO HALVED IN 2023

Challenges & Consolidation in e-Commerce

Key Valuation Revisions & Considerations

budbee instabox

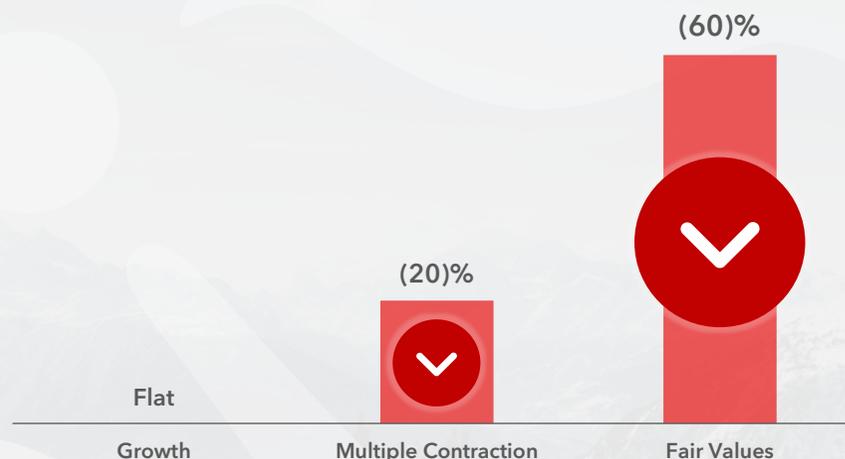
- **27% write-down in Q4 '23** (19% including our convertible investment)
- Swedish e-Commerce and parcel market characterized by **declining volumes and price pressure** through 2023
- Outlook materially below company expectations to provide **buffer for an unimproved 2024**
- **Multiple contraction of 24%** in Q4, below valuation levels warranted by growth and profitability relative to public comparable businesses such as InPost

oda Mathem

- Merger providing improved long-term outlook relative to stand-alone options
- 9% underlying write-down translating into a **35% fair value impact due to currency depreciation and maximum potential dilutive effects**
- Norway expected to grow by 15% in '24, with low near-term expectations in Sweden reflecting underlying market uncertainty

2023 Full-Year Development

Y/Y Growth in '23, NTM Multiples & Fair Values (SEK)



Q4 '22 % Share
Private Portfolio

11%

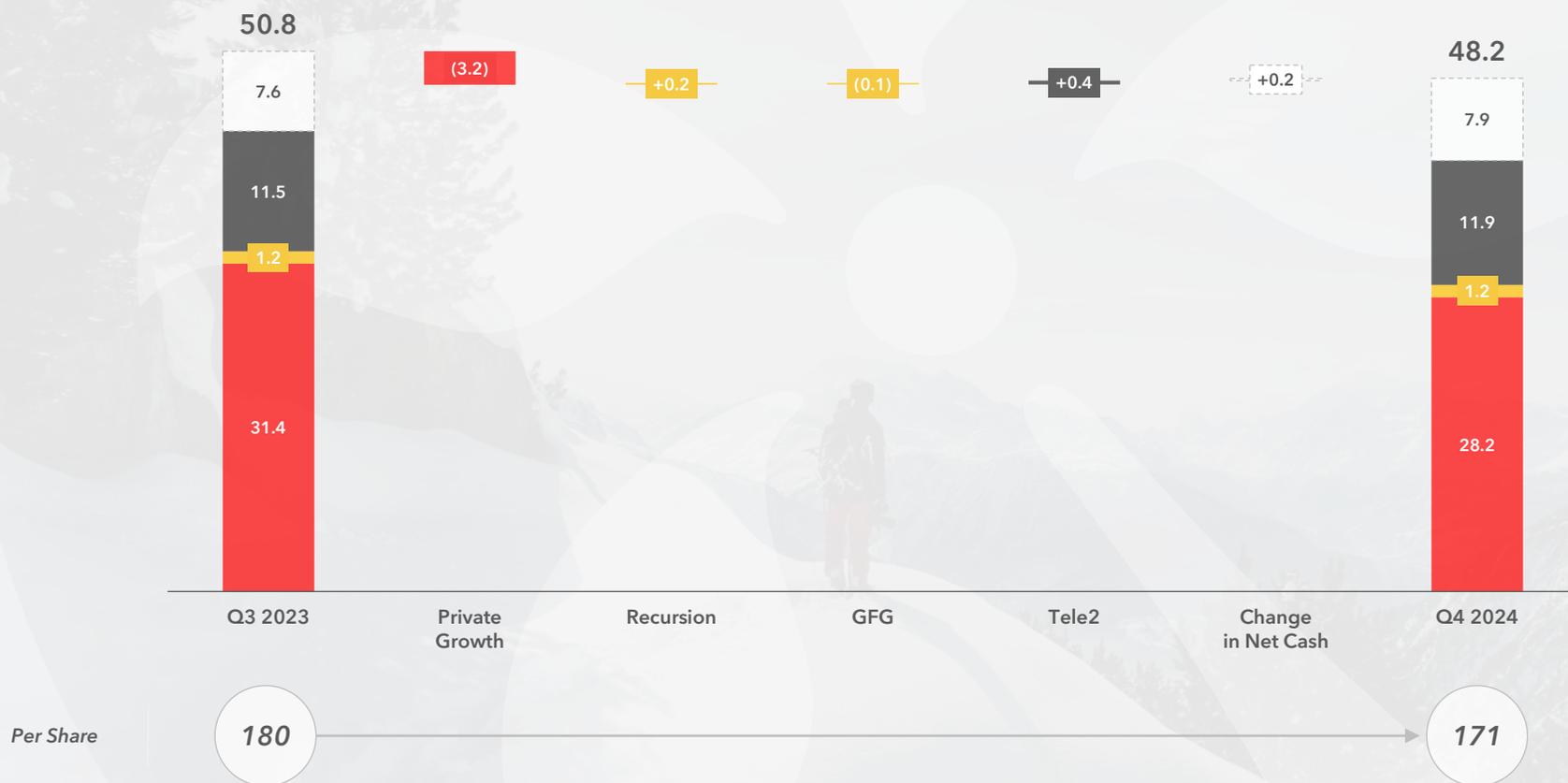
5%

Q4 '23 % Share
Private Portfolio

NAV DECLINED 5% IN THE QUARTER, ENDING 2023 WITH SEK 7.9BN IN NET CASH

NAV Development in Q4 2023

● Private Growth, ● Public Growth, ● Tele2, ● Net Cash / (Debt) (SEKbn)



Note: Total Net Asset Value including Other Net Assets / Liabilities

2023 IN REVIEW

OUR 2023

PRIORITIES

Continued *disciplined* capital allocation

Support and maximize the impact of our *highest-conviction* investments

Minimize capital and exposure to our *lowest-conviction* investments

Pursue *new investments* selectively, leveraging our financial strength and long-term perspective

Capture opportunities arising during a period of a risk-averse sentiment

OUR 2023

RESULTS

SEK 4.9bn invested and 2.3bn inflows from divestments and Tele2 dividends, ending 2023 with **SEK 7.9bn in net cash**

Growth Portfolio concentration in Spring, TravelPerk, Pleo, Mews and Cityblock increased from 30 to 41%

Declined or sub-pro rata participation in several funding rounds, **exited or wrote off 6 businesses**

Aira, Enveda and **Charm** added to the portfolio with a SEK 0.7bn aggregate investment

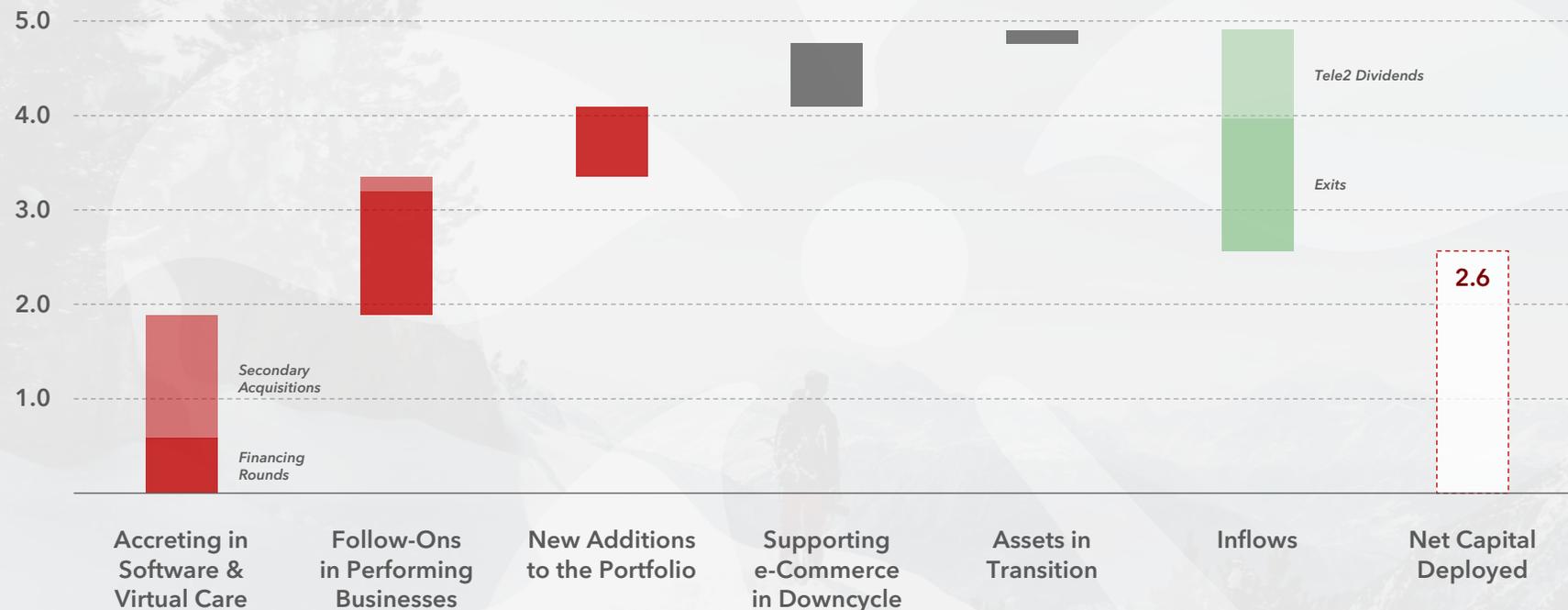
SEK 1.5bn invested in **secondary acquisitions** in high-conviction businesses at attractive valuations

NAV development was disappointingly weak in a transitional 2023 during which we focused on reallocating capital to enter 2024 with a more concentrated and attractive portfolio empowered by a strong balance sheet

IN 2023, WE DEPLOYED SEK 2.6BN NET OF EXITS AND TELE2 DIVIDENDS, DRIVING HIGHER PORTFOLIO CONCENTRATION AND CONTINUED GROWTH

Capital Allocation

2023 Outflows & Inflows (SEKbn)

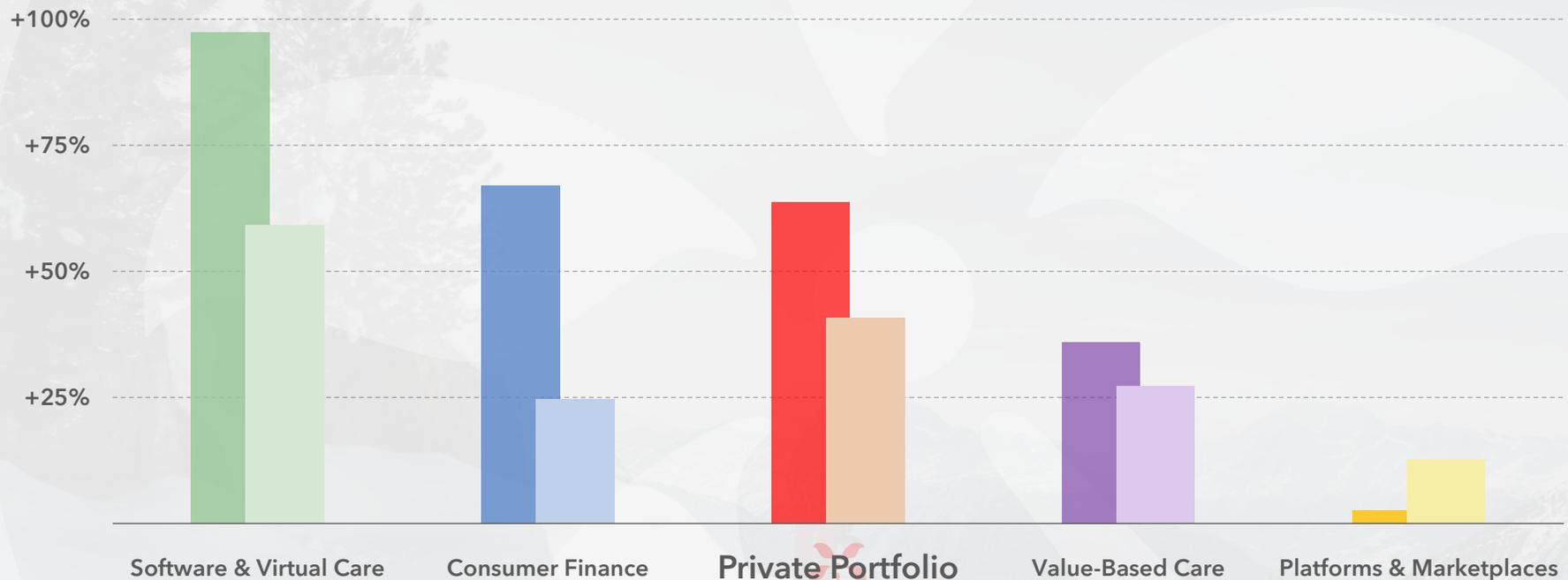


Nearly 40% of our 2023 investments was directed into our largest software and virtual care companies, underpinned by our SEK 1.6bn investment into Spring Health - we are confident to deploy further capital into this group in 2024

PRIVATE PORTFOLIO GREW REVENUES BY >60% IN 2023, WEIGHED DOWN BY WEAKNESS IN CYCLICAL E-COMMERCE AND A MATURING VILLAGEMD

Topline Growth

2023 (Dark) & 2024 Expectations (Light)



We expect a weak market in 2024 for our Platforms & Marketplaces, and a slow-down in growth in Consumer Finance as interest rates stabilizes - our ambition is to improve our growth and margin profile further by continued portfolio rebalancing and capital allocation

IMPROVEMENTS IN INVESTEE PROFITABILITY AND RUNWAY, BUT IT IS VITAL TO ACKNOWLEDGE GROWTH AND UNIT ECONOMICS AS LONG-TERM VALUE DRIVERS

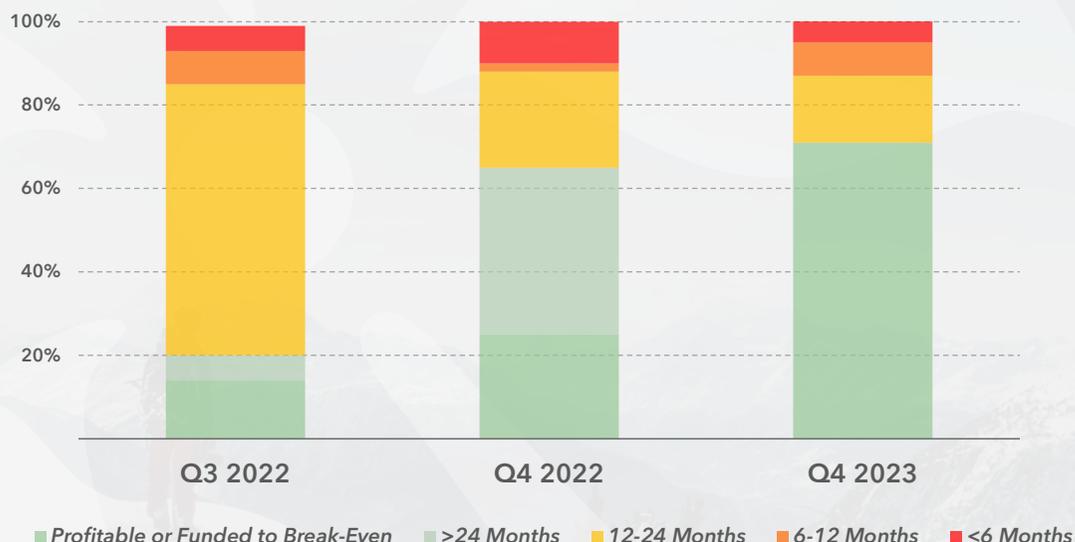
Profitability & Runway

Past & Current Estimates of Private Portfolio

- **Pivot towards profitability** during the second half of 2022, before which >85% of the private portfolio by value needed to raise capital in the then upcoming 24 months
- Profitability improvements, new financing, and weaker companies diminishing in value, have together driven a **shift in portfolio profile**
- **71% of private portfolio** value now rests in companies that are either **profitable or funded to break-even**, up from 25% in Q4 2022
- **14%** of private portfolio value in companies that will **need to raise capital** before end of 2024
- Continued balance between growth and profitability considering unit economics, financial strength, and access to financing

Change in Cash Runway Estimates

% of Private Portfolio Fair Value, Q4 '23 versus Q4 '22 & Q3 '22



We enter 2024 with a well-funded portfolio after a 2023 of improved profitability and portfolio concentration into our strongest companies

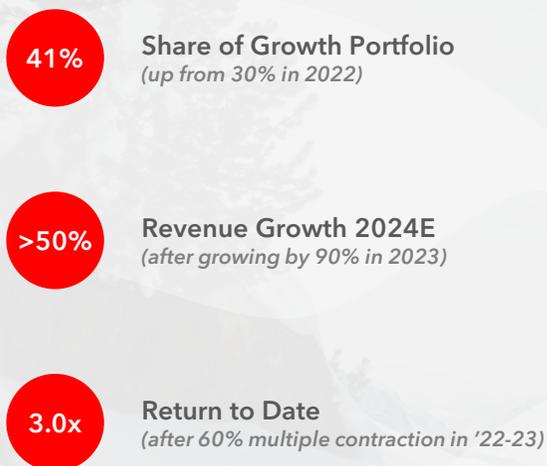
PORTFOLIO CONTINUES TO BECOME MORE CONCENTRATED TOWARDS TRUSTED PERFORMERS WITH LONG-TERM POTENTIAL, AND NEW CLUSTERS ARE EMERGING

Portfolio Concentration

Key Investees

PEO
cityblock
Spring Health
TravelPerk
MEWS

Core Growth Companies



Agreena
AIRA
Enveda
H2green steel
Recursion.
Solugen

Newer Ventures



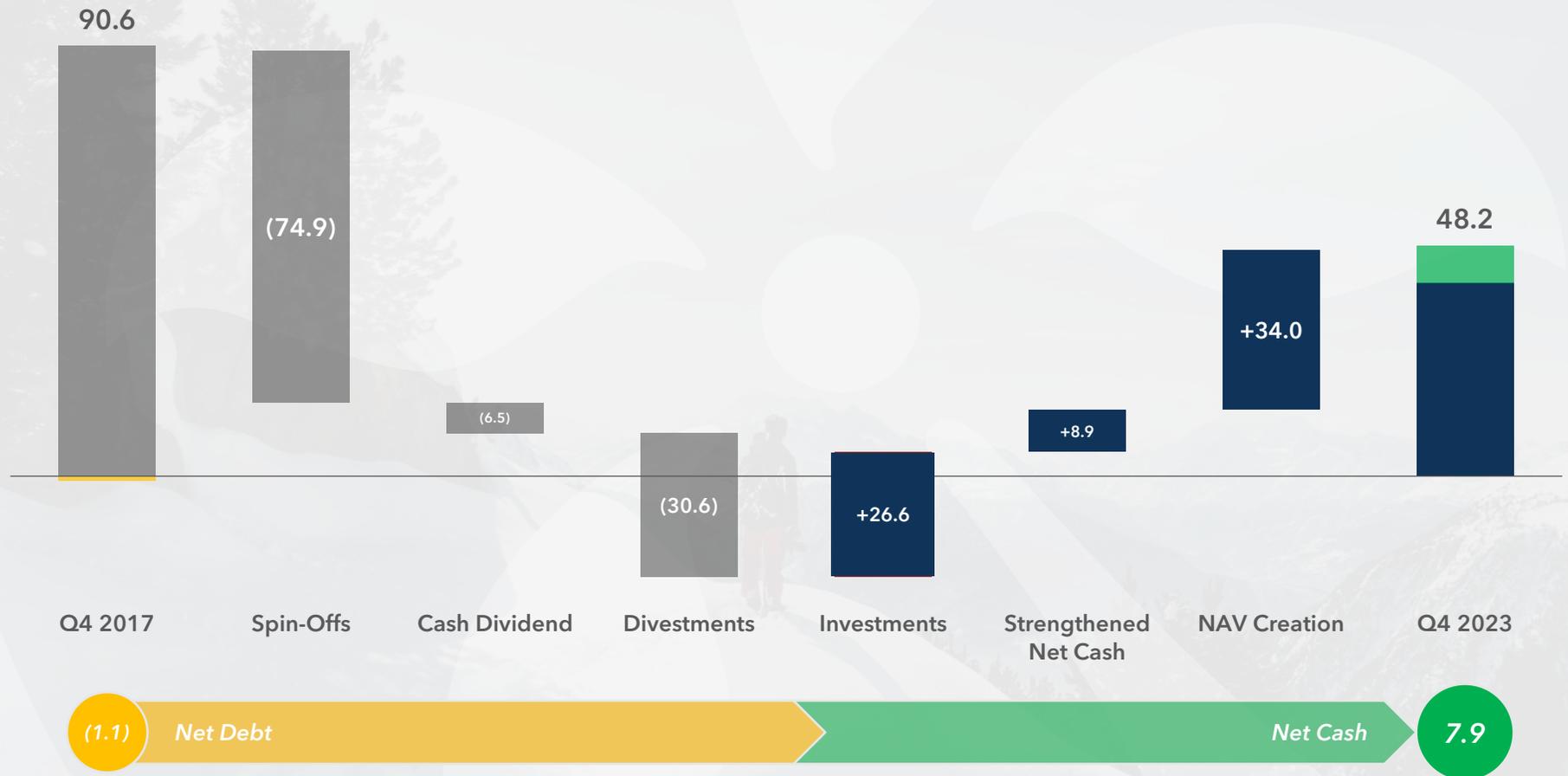
Further investment in our core growth companies will primarily come through secondary, M&A-driven financing and pre-IPO rounds - whereas investment in our newer ventures will primarily come through milestone-driven funding rounds

ENTERING A NEW PHASE

WE HAVE EXECUTED ON OUR STRATEGY WITH FORCEFUL CAPITAL RE-ALLOCATION WHILE DISTRIBUTING MORE THAN SEK 80BN IN VALUE TO OUR SHAREHOLDERS

Net Asset Value Turnover

SEKbn



AFTER FIVE YEARS OF RAMPING UP AND ONE YEAR OF TRANSITIONING, IN 2024 WE ARE ENTERING THE NEXT PHASE OF KINNEVIK'S SOON 90-YEAR YOUNG HISTORY

ENTERING A NEW PHASE

	Ramping Up 2018-22	Transition 2023	Building 2024 & Onward
# of Investees in Growth Portfolio	From 0 to 30+		Fluctuating Around Current Number
% of Investment Funded by Growth Portfolio Exits	40%		Moving Towards Self-Sustainability
% of Growth Portfolio Private	>90%		Lower but >60%
Average Investee Tenure	3-4 Years		Longer
Portfolio Concentration	Low Due to Deployment Pace & Investee Tenure		Higher

We have established a portfolio, team, track record and network within our focus sectors, which combined with our strong financial position makes us well-positioned in 2024 and beyond to continue making bold bets and building our growth portfolio

2024 AND ONWARD WILL BE CHARACTERIZED BY PORTFOLIO CONCENTRATION,
INVESTEE PERFORMANCE, AND VIBRANT YET DISCIPLINED CAPITAL REALLOCATION

2024 OUTLOOK

Continued focus on *portfolio concentration*

Operational performance of our most important investees will be the main driver of NAV development (rather than capital deployment)

We expect to deploy *SEK 3-5bn in net investments* on average p.a. over 2024-26 - strategy execution not impacted by dormant exit market

Q&A



