
PRESENTATION OF THE FIRST QUARTER OF 2017

27 APRIL 2017

AGENDA

- A** Operating Companies' Performance
- B** Investment Management Activities
- C** Kinnevik Financial Position
- D** Summary Considerations

TODAY'S PRESENTERS

Joakim Andersson

Acting CEO, Chief Financial Officer

Chris Bischoff

Senior Investment Director

Torun Litzén

Director Corporate Communication

Q1 2017 HIGHLIGHTS: SOLID PERFORMANCE IN THE OPERATING COMPANIES AND HIGH INVESTMENT MANAGEMENT ACTIVITY

OPERATING COMPANIES' PERFORMANCE

- **E-Commerce:** Strong growth momentum, continued investments in improving the consumer experience and brand partner proposition
- **Communication:** Continued data growth and larger data buckets drive revenues and profitability improvements
- **Entertainment:** Investments in linear and streamed content drive record sales, as strategic transformation of MTG continues
- **Financial Services:** New partnerships and extended product offerings drive Betterment's assets under management and customer growth

INVESTMENT MANAGEMENT ACTIVITIES

- **Total investments of SEK 195m** in the first quarter, whereof
 - SEK 112m (USD 12.5m) for 3.5% in consumer digital healthcare company Livongo
 - SEK 74m (GBP 6.7m) into Babylon
- **Total divestments of SEK 2.1bn**, whereof
 - SEK 2.0bn (EUR 207m) from the sale of half of Kinnevik's prior shareholding in Rocket Internet
 - SEK 50m from the divestment of Metro Sweden
- On 27 April, Kinnevik announced it had agreed to acquire 18.5% of Com Hem for a cash consideration totalling SEK 3.7bn

FINANCIAL POSITION

- **Net Asset Value of SEK 79.5bn** (SEK 289 per share), up 10% or SEK 7.1bn in the quarter, led by a SEK 7.3bn, or 12%, increase in value of the listed investee companies, of which Millicom SEK 4.1bn and Tele2 SEK 1.9bn
- **Net cash position of SEK 0.4bn** at the end of the quarter
- **Bond issue of SEK 1.0bn** within newly established SEK 4.0bn MTN Program

ACQUISITION OF 18.5% IN COM HEM



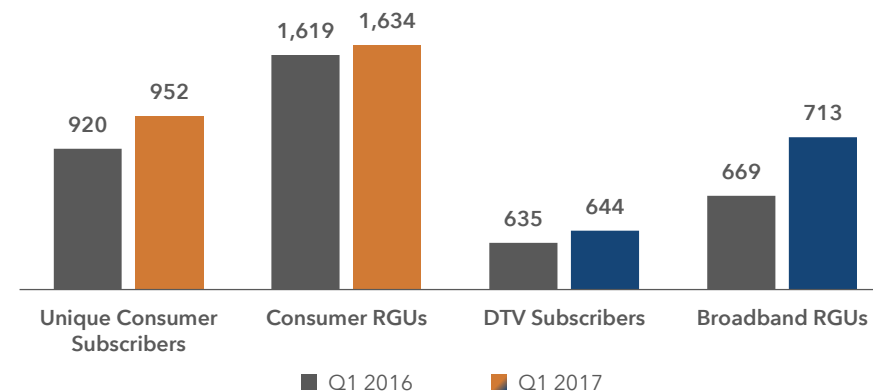
STRATEGIC RATIONALE

- Attractive position in the Swedish broadband and TV market, with more than two million connected households
- Solid growth, strong equity free cash flow and high yield
- Strong management team, well known to Kinnevik
- Enables Kinnevik to take a leading position in an asset complementing our existing mobile and media companies
- Kinnevik now holds three great companies within the Nordic media and communication landscape

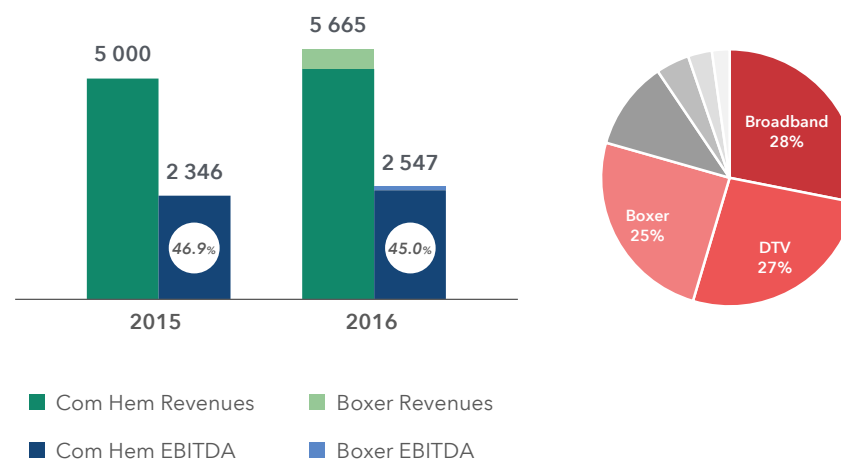
KEY TRANSACTION TERMS & FINANCIAL IMPACT

- c. 34m shares, corresponding to an 18.5% stake, purchased at SEK 110 per share, equivalent to SEK 3.7bn in total
- Expected closing on 4 May
- Financed with cash at hand and by drawing on existing financing facilities and capital market programs
- Leverage post transaction of c. 4%¹ well within target of not exceeding 10% of our portfolio value

LARGE AND GROWING SWEDISH CONSUMER FOOTPRINT



FINANCIAL HIGHLIGHTS AND 2017 Q1 REVENUE SPLIT



¹ Based on Kinnevik's Portfolio Value as at 2017-03-31, pro forma the SEK 3.7bn acquisition
Source: Com Hem 2016 Annual Report and Interim Report Q1 2017

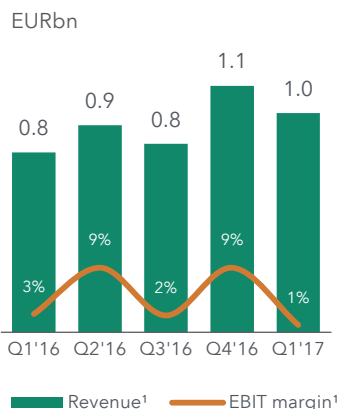
SECTION A

OPERATING COMPANIES' PERFORMANCE

STRONG GROWTH MOMENTUM IN OUR LARGE PUBLIC COMPANIES



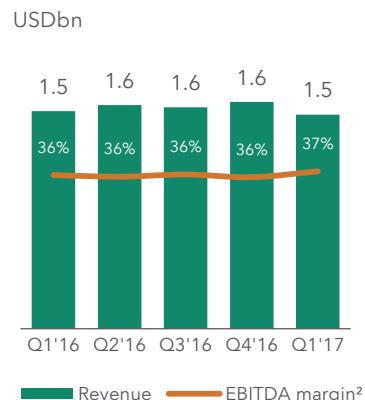
CONTINUED FOCUS ON GROWTH



- Revenues of EUR 971-987m corresponding to 22-24% growth, according to preliminary figures released on 19 April
- Adjusted EBIT of EUR 10-30m, corresponding to a margin of 1-3%
- Confirmed full-year guidance of revenue growth in the 20-25% range and an adjusted EBIT margin of 5-6%
- Detailed financial results for the first quarter 2017 will be published on 9 May 2017



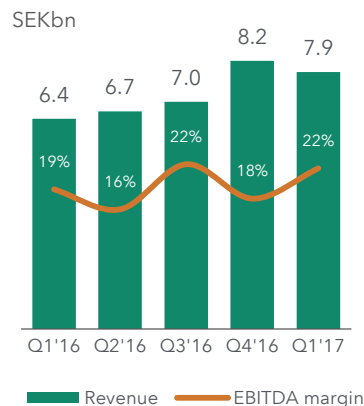
ON TARGET TO DELIVER ON STRATEGY



- Revenues of USD 1,505m, organic service revenue declined 1.5%
- EBITDA margin was stable and amounted to 36.8%
- The rapid build-out of the HFC network in Latin America continued, with 8.4 million homes passed, and the 4G customer base grew by almost 400,000 to 3.8 million
- In Senegal, Millicom signed an agreement for the sale of its Tigo business to Wari Group, and in Ghana, Millicom and Airtel signed an agreement to combine their operations



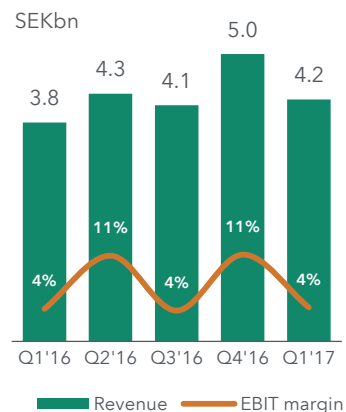
IMPROVED PROFITABILITY



- Revenues of SEK 7,875m, corresponding to 22% growth (3% on a like-for-like basis)
- EBITDA margin of 22%, and a like-for-like EBITDA growth of 28% year-on-year. The operating cash flow more than doubled on a rolling 12 month basis
- The benefits of the JV in Kazakhstan are starting to materialise, with more efficient operations and scale



RECORD SALES AND HIGHER PROFITS



- Revenues of SEK 4.2bn, corresponding to 8% organic revenue growth, MTG's highest first quarter revenues to date
- EBIT margin of 4% reflecting higher profits for both Nordic and International Entertainment businesses
- The portfolio realignment continued with the sale of the company's Czech and Baltic operations. The sales proceeds will be used to further accelerate MTG's digital transformation

¹ Q1 2017 trading update published 2017-04-19, figures represent bottom of preliminary range. EBIT adjusted for share-based compensation

² EBITDA for Q1-Q4 2016 is adjusted for restructuring and integration costs and other one-off items

Source: Company information

EXECUTING ON STRATEGY THROUGH CONSOLIDATION AND CAPITAL RE-ALLOCATION

CONSOLIDATION TO FOCUS ON HIGH-GROWTH SEGMENTS



Two-fold business reconfiguration - rapidly growing mobile data and cable revenue in Latin America, and enhancing operational efficiency

Sale of Senegal business

In February, Millicom signed an agreement for the sale of its Tigo business in Senegal

Combined operations in Ghana

In March, Millicom signed an agreement for Tigo and Airtel to combine their operations in Ghana

*"Looking ahead to 2017, we aim to accelerate further the implementation of our strategy in Latin America, targeting to roll out **state-of-the-art fiber to more than 1 million additional homes** in the year, and to **add more than 3 million new 4G mobile data customers**"*

- Millicom's Chief Executive Mauricio Ramos

CAPITAL RE-ALLOCATION REFLECTING STRATEGIC SHIFT



Re-allocation of capital reflecting transformation into a global digital entertainer from a traditional national broadcaster

Sale of Baltic broadcasting business

In March, MTG signed an agreement to sell its free-TV, pay-TV, digital and radio businesses in the Baltic region

Sale of Czech TV holding

In April, MTG completed the sale of its Czech TV holding (announced in January 2017)



"Proceeds from sale of the Czech business intended to be used to increase ownership in InnoGames"



"MTG's ESL delivers history's biggest esports event"



"Twitter partners with ESL and DreamHack to live stream esports"

DIVESTMENT TO FOCUS ON CORE BUSINESS AREAS



The sale of Lekmer enables a greater focus on the core business areas Marketplace, Fashion and Financial Services

Sale of Lekmer

In April, Qliro Group signed an agreement to sell its subsidiary Lekmer to Babyshop. Together with Lekmer, Babyshop will become partners to QFS and CDON Marketplace following the transaction, which is expected to be completed in Q2 2017

MARKETPLACE

CDON.COM
Marketplace

FASHION

NELLY.COM
NLY MAN
MEMBERS.COM

FINANCIAL SERVICES

Qliro



OUR PRIVATE COMPANIES CONTINUE TO GROW, LEVERAGING NEW PARTNERSHIPS



- 9.5 million active customers at the end of Q4 2016 (15% growth¹)
- Q4 revenues of EUR 317m (21% growth¹), NMV of EUR 323m (23% growth¹) and adjusted EBITDA² of EUR -28m, corresponding to a -9% margin, an improvement of 8 percentage points compared to Q4 2015
- The full-year 2016 margin improvement was driven by efficiency gains across fulfilment operations, marketing and fixed costs



- 11.0 million responses in March 2017 (52% growth on a per-listing basis)
- The first of the company's five categories achieved segmental profitability at the end of the quarter
- Continued focus on deeper participation in the transaction process, launching a platform to connect recruiters with consultants



- 244,000 customers at the end of Q1 2017 (61% growth)
- Assets under management of USD 8.3bn at the end of Q1 2017 (107% growth)
- Platform expanded beyond a single digital product to a multi-plan advice offering including access to Certified Financial Planners
- Betterment for Business announced a partnership with ADP, the largest provider of payroll and employment benefits in the U.S.



- 5.7 million active users in 16 markets at the end of Q1 2017 (24% growth excluding discontinued products)
- Announced a USD 16.8m investment from Axiata Digital, the digital services arm of Axiata Group. Axiata is one of Asia's largest telecommunication groups with a presence in 10 countries and over 320 million customers across the region



- 1.0 million active customers at the end of Q4 2016 (8% growth)
- Q4 2016 revenues of EUR 77m (18% growth), GMV of EUR 78m (17% growth) and adjusted EBITDA² of EUR 2m, corresponding to a 3% margin, an improvement of 9 percentage points compared to Q4 2015
- The company's inspirational content drove an increase in number of orders and all-time high average order values



- Over 700,000 registered users and providing thousands of triages and appointments per day, awarding the company sector-leading user ratings
- Successful launch of the NHS partnership to power its urgent care line with Babylon's automated triage for a test group of one million people

¹ Pro forma growth; includes Kanui and Tricac and excludes Mexico, Thailand, Vietnam, and Jabong. NMV and revenue growth at constant currencies

² Excluding share based compensation

Note: All growth rates are year-on-year

Source: Company information

GLOBAL FASHION GROUP ACHIEVED SALES EXCEEDING EURO 1 BILLION AND IMPROVED PROFITABILITY IN 2016

lamoda

IMPROVED OPERATIONAL EFFICIENCY

(EURm)	FY 2015	FY 2016
NMV Growth	231	300 40%
Net revenue Growth	235	305 40%
Gross profit Margin	97 41%	121 40%
Adj. EBITDA Margin	(34) (15)%	(25) (8)%
Active customers (m)	1.9	2.3

- Next phase of fulfilment center automation infrastructure resulting in significant operational efficiencies
- Optimised own delivery and external logistics partnerships to improve costs while maintaining best-in-class customer service
- Significantly scaled mobile traffic and conversions via ever-improving mobile app
- Several new brands added to the portfolio

NAMSHI

LAUNCH OF NEW BRANDS

(EURm)	FY 2015	FY 2016
NMV Growth	102	129 26%
Net revenue Growth	108	136 26%
Gross profit Margin	58 54%	72 53%
Adj. EBITDA Margin	(2) (2)%	3 2%
Active customers (m)	0.5	0.6

- Integrated additional courier partners to provide additional delivery options and scalability
- Launched various new brands and expanded into adjacent categories such as beauty and cosmetics

dafiti

SIGNIFICANT SYNERGIES

(EURm)	FY 2015	FY 2016
NMV Growth	252	331 15%
Net revenue Growth	254	316 10%
Gross profit Margin	99 39%	137 43%
Adj. EBITDA Margin	(64) (25)%	(19) (6)%
Active customers (m)	3.5	4.0

- Realised significant synergies across fulfilment costs from combination of operations with Kanui and Tricae
- Notable improvements in marketing efficiency from scale, with significant reductions as a percentage of net revenue versus last year
- Savings in general and administrative costs as part of path to profit initiatives

ZALORA THE ICONIC

EXPANSION OF MARKETPLACE

(EURm)	FY 2015	FY 2016
NMV Growth	212	279 43%
Net revenue Growth	208	261 36%
Gross profit Margin	72 35%	103 40%
Adj. EBITDA Margin	(91) (44)%	(55) (21)%
Active customers (m)	2.7	2.6

- Increased investment in the expansion of the marketplace platform allowing greater product assortment
- Continued investment in app functionality and customer experience to drive monthly active app users
- Fulfilment expense benefit from optimisation of logistic networks and consolidation of Zalora's warehouse in Malaysia

Note: Growth rates on a constant currency and pro forma basis; includes Kanui and Tricae and excludes Mexico, Thailand, Vietnam, and Jabong.

Adjusted EBITDA excludes share based compensation.

Source: Company information

SECTION B

INVESTMENT MANAGEMENT ACTIVITIES

OPPORTUNITY IN DIGITAL HEALTHCARE

THE GLOBAL HEALTHCARE MARKET

- Healthcare is an information intensive USD 8tn global market, representing 10% of global GDP, that is growing at circa 5% p.a.
- Healthcare faces the challenges of aging and growing populations, the proliferation of chronic diseases, heightened focus on care quality and value, evolving regulations, rising costs and infrastructure improvements
- Healthcare will need to undergo a fundamental shift in business, clinical and operating models
- Digitalisation has the potential to power that shift and make healthcare more effective, efficient and equitable

ATTRACTIONS FOR KINNEVIK

- Leverage transformation power of technology, including big data and AI
- Address wastage and inefficiencies in the supply of care
- Provide easy access to accurate and affordable care
- Deliver better outcomes in both developed and developing markets

KEY DRIVERS OF DIGITALISATION

We see three big shifts driving the adoption of digital solutions in healthcare over time:

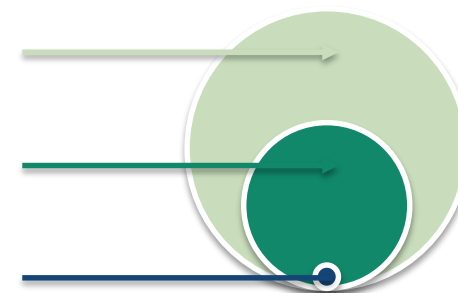
- In the face of mounting costs, payers are demanding better outcomes for the same price
- Consumers are seeking more control over their health, not just when they are sick but to also stay healthy
- Technology is proving it can deliver at least as good if not better outcomes at a fraction of the costs

DIGITALISATION OF HEALTHCARE

Global healthcare spend in 2016
USD 8tn

Estimated digital health spend in 2020
USD 60bn

Estimated digital health spend in 2016
USD 15bn



INVESTMENTS IN DIGITAL HEALTHCARE



- Babylon, founded in 2014, is a UK based digital primary care platform
- Babylon aims to combine the latest advancements in artificial intelligence with human doctors to provide accessible, accurate and affordable individualised healthcare globally
- The company's automated patient triage tool has proven to be as fast and accurate as a doctor or nurse, at a fraction of the cost. The service now powers the UK's NHS 111 urgent care line in a trial across over 1 million patients in London
- After the successful launch of triage, the company is developing an automated diagnosis product poised to substantially enhance doctors' reach and capability
- In March 2017, Babylon had around 700,000 registered users across the UK, Ireland and Rwanda, awarding the company sector-leading user ratings

Kinnevik led the Series A funding with a GBP 10m investment in January 2016 and co-led the Series B funding in April 2017 with a further GBP 17m investment as part of a GBP c. 50m round, increasing our stake to approximately 20%



- Livongo, founded in 2014, is a US based chronic disease management platform
- Livongo provides diabetes patients with a personalised, end-to-end service, from measurement of blood glucose levels to real-time, contextual feedback and access to live coaching by certified diabetes educators
- Diabetes is a lifetime chronic condition that affects 415 million people globally and is forecast to rise to 642 million by 2040
- The Livongo platform has been shown to decrease in-patient admissions by diabetes patients by up to 60%
- Livongo works with over half the Fortune 100 companies for whom it helps nearly 35,000 members manage their diabetes on a daily basis
- The company is extending its platform to other comorbidities, such as hypertension, and is planning to expand internationally

Kinnevik co-led a USD 52.5m Series D funding round in March 2017, investing USD 12.5m for a 3.5% stake

HIGH ACTIVITY LEVEL DURING THE FIRST QUARTER OF 2017

INVESTMENTS



- USD 12.5m investment for a 3.5% stake, as part of a total funding round of USD 52.5m



- GBP 6.7m investments in shareholder loans during Q1 2017
- Total shareholder loans of GBP 10.8m converted into equity plus an additional GBP 6.2m investment in April, increasing our ownership stake from 13% to approximately 20%

DIVESTMENTS



- SEK 2.0bn in proceeds from sale to institutional investors through an accelerated bookbuilding process
- 10.9 million shares sold, representing half of Kinnevik's prior shareholding and 6.6% of the company's share capital



- SEK 50m in proceeds for sale of Metro Sweden
- In line with Kinnevik's strategy to focus portfolio and resources on the larger digital consumer brands



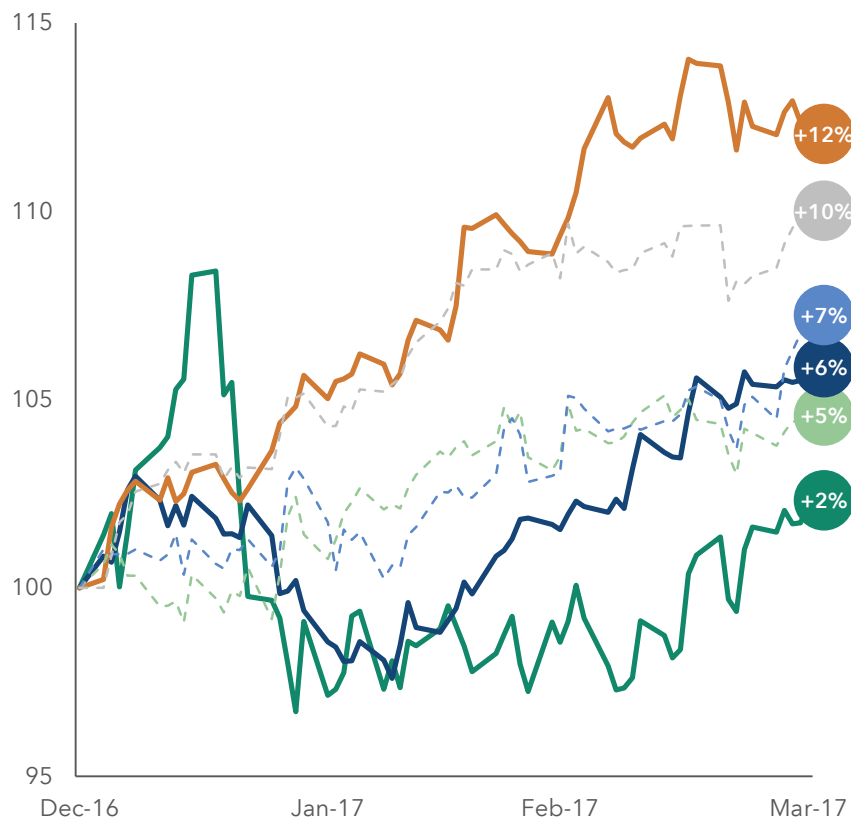
- As announced in February, Kinnevik has undertaken to support Black Earth Farming's asset sale
- Kinnevik owns 51.8m shares in Black Earth Farming, corresponding to 24.6% of the company's issued share capital

SECTION C

KINNEVIK FINANCIAL POSITION

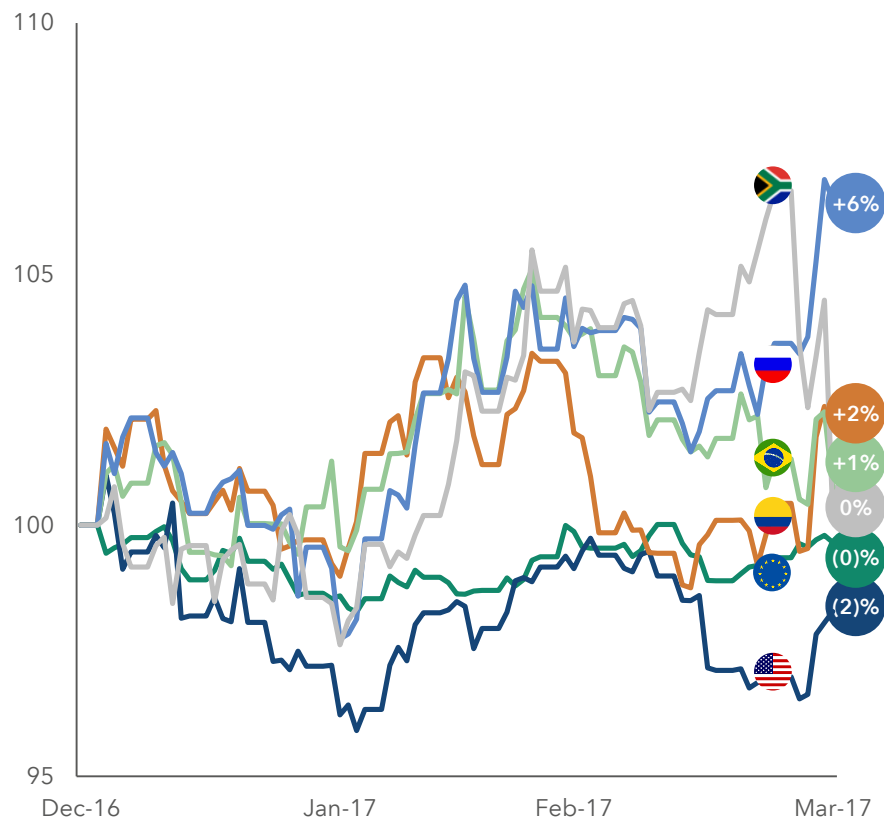
FAVOURABLE MARKET BACKDROP

BENIGN EQUITY MARKET ENVIRONMENT...



- Online Fashion
- Emerging Market Telcos
- - - DAX
- European Telcos
- - - OMXS30
- - - Nasdaq










...AND STRONG DEVELOPMENT OF KEY CURRENCIES VS. THE KRONA



- Euro
- Colombian Peso
- Russian Ruble
- US Dollar
- Brazilian Real
- South African Rand

CONTINUED CONSERVATIVE VALUATION OF OUR UNLISTED ASSETS

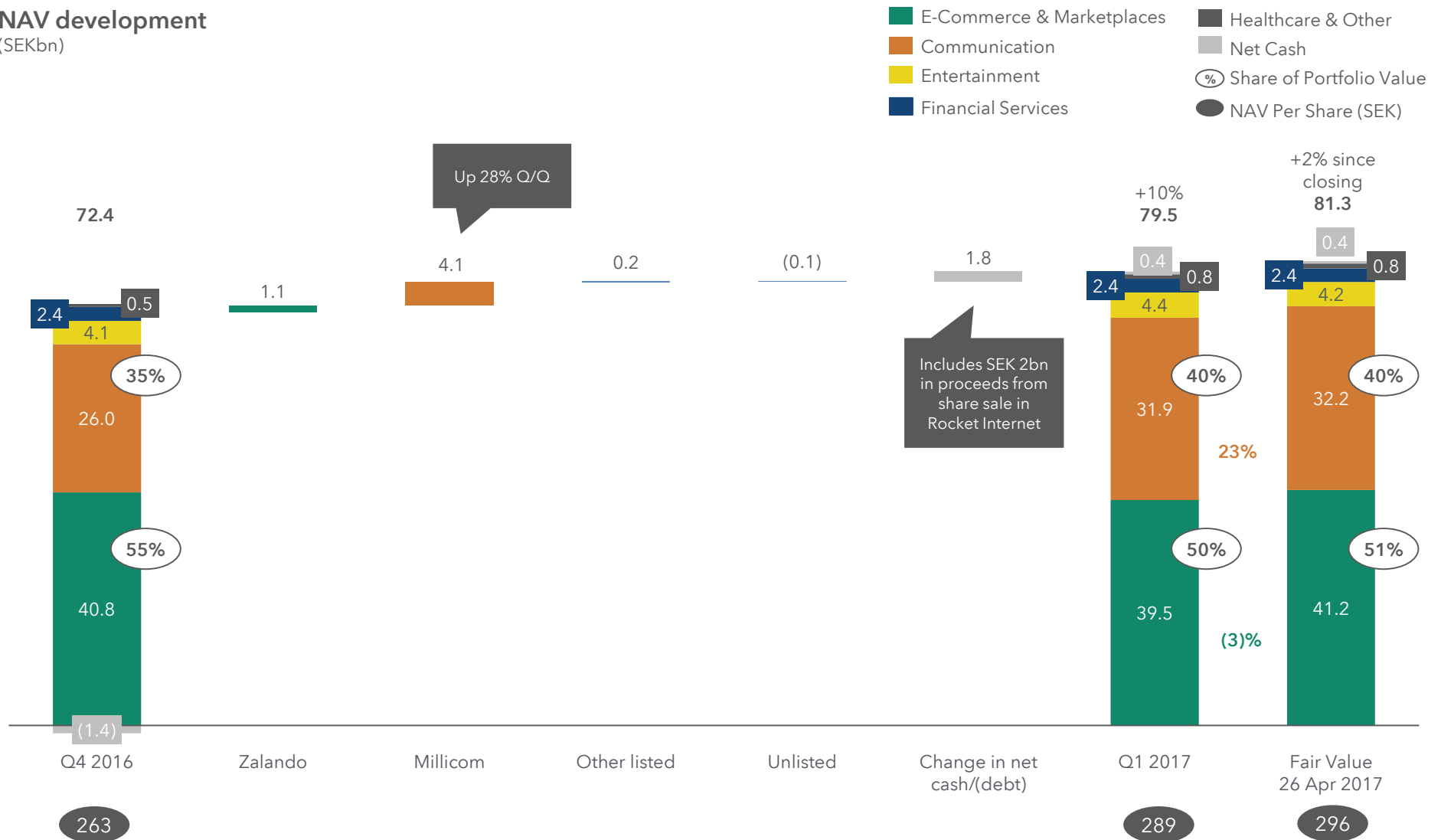
Fair value of Kinnevik's stake (SEKm)

Company	Q2 2016		Q3 2016		Q4 2016		Q1 2017		Method
	Fair Value	Fair Value	Net Invested	Change	Fair Value	Net Invested	Change	Fair Value	
 OFG GLOBAL FASHION GROUP	3 614	5 668	-	(27)	5 641	-	(204)	5 437	EV/LTM Revenue - 1.3x
 Quikr	1 527	1 544	-	(9)	1 535	-	(16)	1 519	DCF
 BAYPORT FINANCIAL SERVICES	1 120	1 132	-	69	1 201	-	(21)	1 180	LTV, Feb 2016
LAZADA	659	666	-	40	706	-	(12)	694	LTV at Partial Exit, Apr 2016
 Betterment	551	557	-	33	590	-	(10)	580	LTV, Mar 2016
 WESTWING HOME AND LIVING	415	429	-	-	429	-	4	433	EV/LTM Revenue - 0.9x
 BIMA	407	426	-	38	464	(62)	28	430	LTV, Mar 2017
 LINIO	212	359	-	(67)	292	-	37	329	EV/LTM Revenue - 0.9x
 babylon	109	107	46	1	154	74	63	291	LTV, Mar 2017
 Saltside TECHNOLOGIES	195	197	-	3	200	-	(1)	199	At cost
 Livongo	-	-	-	-	-	112	-	112	LTV, Apr 2017
 konga.com	101	133	10	(10)	133	9	(40)	102	EV/LTM Revenue - 1.8x
 home24	96	124	-	(30)	94	-	(16)	78	EV/LTM Revenue - 0.8x
<i>Other</i>	1 212	1 228	(43) ¹	(62)	1 139	(50)	(32)	770	Mixed
TOTAL	10 008	12 330	(43)	(13)	12 291	83	(220)	12 154	

¹ Does not include SEK 17m in dividends received

STRONG NET ASSET VALUE DEVELOPMENT DURING Q1 2017 DRIVEN BY SOLID PERFORMANCE IN TELECOM

NAV development (SEKbn)



MAINTAINED STRONG BALANCE SHEET IN LINE WITH FINANCIAL TARGETS

INVESTMENT ACTIVITY (SEKM)

Investments	Q1 2017
Livongo	112
Babylon	74
Other	9
Total	195
Divestments	Q1 2017
Rocket Internet	1 971
Other	112
Total	2 083
Net Divestments	
Total Q1 2017	1 888

FINANCIAL POSITION (SEKM)

Net Cash / (Debt) Per 31 December 2016	(1 367)
Net Divestments	1 888
Operating Expenses	(67)
Net Financial Expenses	(7)
Change in Investment Commitments	1
Dividend Received	-
Net Cash / (Debt) Per 31 March 2017	447

FINANCING ACTIVITY

- SEK 4.0bn MTN Program established in February
- SEK 1.0bn Bond issued in March with 5 years maturity
- SEK 114m repurchased on the SEK 1.2bn Bond with maturity in December 2017
- Total available funds amounting to SEK 8.7bn as at 31 March 2017, including cash, short term deposits and SEK 6.0bn undrawn credit facilities

SECTION D

SUMMARY CONSIDERATIONS

2017 PRIORITIES – CONTINUED EXECUTION IN FOCUS

GROW AND PROTECT VALUE FOR OUR LARGE PUBLIC COMPANIES

Continued support in the strategy execution of our large listed companies

DRIVE SUSTAINABLE GROWTH FOR OUR PRIVATE ASSETS

Taking an active lead shareholder role, providing best in class GRC support

INVEST IN SELECTED HIGH POTENTIAL NEW COMPANIES

Focused and disciplined investments into selected new high potential companies

ATTRACT, RETAIN AND REWARD TOP TALENT

Incentive structures designed to align employees' interests with those of shareholders

SUPPORT THE KINNEVIK CULTURE AND BRAND

Pro-active, transparent and open stakeholder management



BUILDING THE BUSINESSES THAT PROVIDE
MORE AND BETTER CHOICE