

#### YEAR-END RELEASE 2018

"My first year as CEO of Kinnevik has been a year of continued transformation where we have executed on a strategically important merger and made ten new investments in our focus areas"

Georgi Ganev, CEO of Kinnevik

| NAV 31 DEC 2018 SEK 70.5BN | CHANGE IN NAV Q/Q |  |
|----------------------------|-------------------|--|
| 1 YEAR TSR -16%            | 5 YEAR TSR        |  |

#### **KEY PORTFOLIO DEVELOPMENTS**

- Tele2 has continued to execute on its strategy by completing transformational mergers in Sweden and the Netherlands, as well as exercising the put option relating to the joint venture in Kazakhstan
- On 9 January 2019, Millicom completed the listing of the company's shares on the Nasdaq Stock Market in New York, allowing the company to reach a broader investor base as well as improving the liquidity of the stock

#### **INVESTMENT MANAGEMENT ACTIVITIES**

- Total investments of SEK 392m in the fourth quarter, whereof SEK 227m in Travelperk, an end-to-end platform allowing businesses to efficiently manage corporate travel, SEK 111m in Livongo, and SEK 54m in other existing assets
- In relation to the Tele2 / Com Hem merger, Kinnevik received SEK 1.2bn in cash and SEK 3.6bn in Tele2 shares in exchange for its shares in Com Hem
- On 14 February 2019 Kinnevik announced that it has committed to invest SEK 0.9bn into MatHem, Sweden's leading independent online grocery retailer, resulting in a 38% ownership stake for Kinnevik

#### **FINANCIAL POSITION**

- Net asset value of SEK 70.5bn (SEK 256 per share), down SEK 8.2bn or 10% during the quarter, driven by negative share price development in Zalando and other e-commerce assets, partially offset by Tele2 and Millicom
- Net debt position decreased by SEK 1.2bn to SEK 2.9bn, as a consequence of the Tele2 / Com Hem merger as well as Kinnevik receiving the second tranche of Millicom's annual dividend during the quarter, resulting in leverage of 4% of Portfolio Value by the end of the year

#### 2018 DIVIDEND RECOMMENDATION

• Kinnevik's Board of Directors recommends an ordinary dividend of SEK 8.25 per share for 2018 equivalent to a dividend yield of 3.9%. The Annual General Meeting will be held on 6 May 2019

| SEKm                           | 31 Dec 2018 | 30 Sep 2018 | 31 Dec 2017 |
|--------------------------------|-------------|-------------|-------------|
| Net Asset Value                | 70 503      | 78 775      | 90 633      |
| Net Asset Value per share, SEK | 255.71      | 286.33      | 329.44      |
| Share Price, SEK               | 213.00      | 269.70      | 276.40      |
| Net Cash / (Net Debt)          | -2 887      | -4 106      | -1 062      |

| SEKm                                     | Q4 2018 | Q4 2017 | FY 2018 | FY 2017 |
|--|---------|---------|---------|---------|
| Net Profit/Loss                          | -8 280  | 4 960   | -13 656 | 20 359  |
| Net Profit/Loss per Share, SEK           | -30.04  | 18.00   | -49.58  | 73.90   |
| Change in Fair Value of Financial Assets | -8 590  | 5 055   | -15 184 | 18 395  |
| Dividends Received                       | 449     | -       | 1 887   | 2 260   |
| Dividend Paid                            | -       | -       | -6 497  | -2 201  |
| Investments                              | 392     | 116     | 2 731   | 4 774   |
| Divestments                              | 1 197   | 3       | 1 610   | 5 280   |

CHIEF EXECUTIVE'S REVIEW

### Chief Executive's Review

#### Dear Shareholders,

My first year as CEO of Kinnevik has been a year of continued transformation for Kinnevik where we executed on a strategically important merger and made ten new investments in our focus areas. In the second half of the year, against the backdrop of volatile equity markets with particularly weak performance in fashion e-commerce, we saw a significant drop in the share price of Zalando, impacting our Net Asset Value and Total Shareholder Return. This notwithstanding, we remain focused on creating value through active ownership and through making further investments in both new and existing companies.

#### **OUR FOURTH QUARTER RESULTS**

Kinnevik's NAV decreased by 10% to SEK 70.5bn, or SEK 256 per share, in the fourth quarter, driven mainly by the negative share price development in Zalando. Our TMT assets performed well during the year, with Millicom delivering on all financial targets and continuing its focus on its Latin American markets. Tele2 had a busy year and in the fourth quarter alone closed or announced three milestone transactions in Sweden, the Netherlands and Kazakhstan. Financially, the company delivered yet another solid quarter to end the busy year, and communicated increased synergy estimates relating to the merger with Com Hem.

The value of our private assets decreased to SEK 11.9bn, with the fair value of Global Fashion Group being negatively impacted by the de-rating of fashion e-commerce trading multiples. Operationally however, Global Fashion Group is developing positively and in line with its plan of healthy growth and continuous improvements towards profitability. We also see positive operational momentum in our other large private companies. Quikr, our Indian classified's business, is showing strong revenue growth as their strategy of verticalization is paying off with annualized revenues growing by more than 80% and three out of five categories being at or around break-even. Betterment, our U.S. roboadvisor business, grew its customer base by close to 30% and launched new smart savers products.

#### CAPTURING THE DIGITALISATION OF FOOD

The Nordic countries have long been hailed as leaders in innovation, digital transformation and the adoption of new technologies. Yet in some sectors, the Nordic countries are lagging behind the true innovators. Food is one such sector. We believe this will change, and that the food sector is on the brink of a period of transformation over the next ten years far more forceful than the changes the sector has experienced during the past hundred years. The strongest underlying trend is that of a shift from offline to online, and with our deep understanding of e-commerce and of the digital consumer, we want to be driving this shift.

The way we grow, package, ship and eat food has changed dramatically and will continue to change at an accelerating pace. Innovation and awareness of what we eat and how that affects our health is increasing, and food is correspondingly becoming an integrated part of one's identity, beliefs and desires, as well as a tool for managing wellness. Innovative

business models have the power to contribute to us limiting the burden on our planet by reducing waste and optimizing transportation. We strongly believe in delivering both economic and social value, and correspondingly we find that food fits squarely with our investment thesis.

Today, we announce our investment in MatHem, Sweden's leading independent pure-play online grocery retailer. The company covers more than half of Swedish households and had a turnover of approximately SEK 1.5bn in 2018 while completing over one million deliveries, highlighting the strategic value of a platform with regular and recurring services delivered to people's homes. Using this strategic position as a starting point, the ambition is to deepen the relationship with customers, extending it beyond the scope of the online grocer itself.

### BALANCE SHEET AND SHAREHOLDER REMUNERATION

We end the year with a net debt position of SEK 2.9bn corresponding to a leverage of 4% of portfolio value, well within our leverage target. The Board proposes a dividend of SEK 8.25 to be paid out in two tranches, in May and in November, on the back of Millicom and Tele2 both having proposed to split their dividend payments in a similar fashion.

#### **CONCLUDING REMARKS**

When I set my priorities a year ago, my focus was on active ownership, increased activity in the private portfolio and an increased engagement in the Nordics. In 2019, we will continue to drive this agenda, but I expect the number of new investments during 2019 to be fewer in favor of more sizeable investments, as demonstrated by the investment in MatHem we announce today. We will also remain focused on accelerating the key companies in our private portfolio, and continuing to support and invest in them as they grow and require more capital. I would like to extend my thanks to you, our shareholders, for your continued support. We have an excellent set of growth companies in our portfolio and a long-term vision of value creation which we are committed to delivering on.

Georgi Ganev Chief Executive Officer

KINNEVIK IN SUMMARY

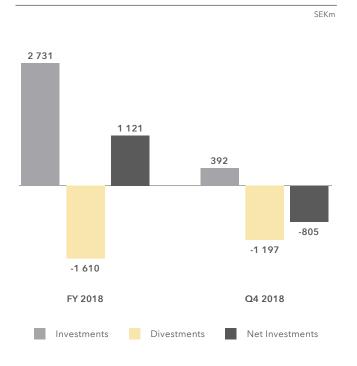
## Kinnevik in summary

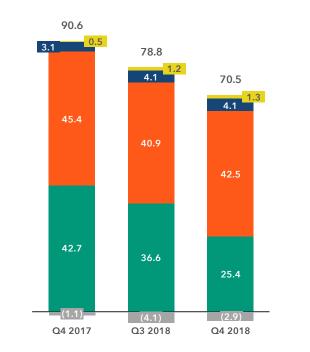
Kinnevik is an industry focused investment company with an entrepreneurial spirit. Our purpose is to build digital businesses that provide more and better choice. We do this by working in partnership with talented founders and management teams to create, develop and invest in fast growing businesses in developed and emerging markets. We believe in delivering both shareholder and social value by building companies that contribute positively to society. Kinnevik was founded in 1936 by the Stenbeck, Klingspor and von Horn families. Kinnevik's shares are listed on Nasdaq Stockholm's list for large cap companies under the ticker codes KINV A and KINV B.

#### INVESTMENT ACTIVITY

#### PORTFOLIO DEVELOPMENT

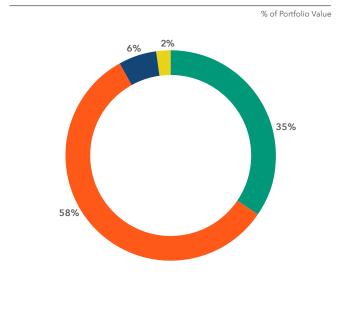


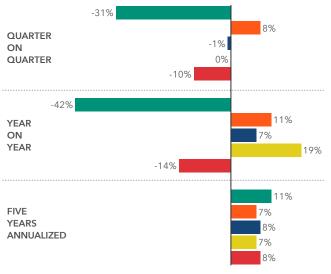




#### PORTFOLIO COMPOSITION

#### PORTFOLIO RETURN RATES





One and five-year returns are annualized internal rates of return (IRR). The returns are based on fair values at the beginning and end of the respective period, includes cash and non-cash items and is calculated on a SEK gross basis.

E-Commerce & Marketplaces TMT Financial Services
Healthcare & Other Net Cash/(Debt) Total Portfolio

## **Net Asset Value**

| Fair Value 3 2018 5 30 Sep | Fair Value<br>2017<br>31 Dec | Total Return<br>2018 |
|----------------------------|------------------------------|----------------------|
| 1 27 187                   | 34 097                       | -47%                 |
| 4 568                      | 5 239                        | -37%                 |
| 3 1 622                    | 1 358                        | 21%                  |
| 2 751                      | 479                          | 1%                   |
| 2 730                      | 218                          | 61%                  |
| 1 542                      | 767                          | -49%                 |
| 5 1 179                    | 516                          | 2%                   |
| 2 36 579                   | 42 674                       | -42%                 |
| 7 19 391                   | 20 942                       | 5%                   |
| 2 16 295                   | 15 350                       | 15%                  |
| 4 999                      | 4 226                        | 21%                  |
|                            | 4 645                        | 9%                   |
| 1 200                      | 277                          | -34%                 |
| 5 40 885                   | 45 440                       | 11%                  |
| 2 1 175                    | 1 082                        | 8%                   |
| 1 156                      | 1 064                        | 8%                   |
| 876                        | 806                          | 8%                   |
| 914                        | 126                          | -1%                  |
| 5 4 121                    | 3 078                        | 6%                   |
| 580                        | 105                          | 25%                  |
| 511                        | 375                          | 1%                   |
| 2 142                      | -                            | 1%                   |
| 2 1 233                    | 480                          | 12%                  |
| 4 3                        | 45                           |                      |
| 82 821                     | 91 717                       | -14%                 |
| 7 -4 106                   | -1 062                       |                      |
| 9 60                       | -22                          |                      |
| 78 775                     | 90 633                       | -15%                 |
| 1 286.33                   | 329.44                       | -15%                 |
| 269.70                     | 276.40                       | -16%                 |
| )                          | 269.70                       | 269.70 276.40        |

<sup>&</sup>lt;sup>1</sup> Includes investments and divestments.

<sup>&</sup>lt;sup>2</sup> For split see page 11.

## **E-Commerce & Marketplaces**



Zalando is an online fashion platform for women, men and children, offering a broad assortment of shoes, apparel and accessories from around 2,000 global and local brands as well as private labels. With its localised offering, Zalando addresses country specific customer preferences in each of its 17 European markets.

- Zalando reported Q3 2018 revenue growth of 12% and Adjusted EBIT margin of (3)%
- The fulfilment network ramp-up continues with the Szczecin site successfully operating at capacity. The site will serve Zalando deliveries to customers from all 17 European markets
- Zalando continues to expand its offering, launching the beauty segment for men as well as expanding to new markets

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32% KINNEVIK STAKE SEK 17.9BN

OFG GLOBAL FASHION GROUP

Global Fashion Group (GFG) is an online fashion destination for growth markets. GFG operates with five branded platforms, Lamoda, Dafiti, Zalora, The Iconic and Namshi, offering over 3,000 international and local brands across 24 countries with a 1.9 billion population.

- GFG reported Q3 2018 Net Merchandise Value growth of 23%, with growth particularly strong in Zalora and The Iconic. The EBITDA margin of (8)% represented a 5pp yearly improvement
- Lamoda furthered its partnership with Inditex, adding two new brands to the marketplace
- The Iconic launched its designated Kids category to further enhance relevance to its customer base and capture an additional growth opportunity

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35% KINNEVIK STAKE SEK 3.3BN

## **Qliro Group**

Qliro Group is a Nordic e-commerce group in consumer goods and complementary financial services. Qliro Group operates CDON Marketplace, Nelly and Qliro Financial Services (QFS).

- Qliro reported negative revenue growth in Q4 2018 of 14% and EBITDA margin of 3.4%
- QFS grew its loan book with 45% to over SEK 1.5 billion, driven by the personal loan segment. Total operating income increased by 26%
- Nelly continues to focus on growth and grew the number of customers with 11% while average order value grew 10% during the quarter

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Quikr is an online classifieds platform operating in India. Headquartered in Bangalore, Quikr serves over 20 million unique monthly visitors and focuses its operations on five verticals; Goods, Cars & Bikes, Jobs, Homes, and Services.

- Based on the second half of CY 2018, Quikr generated just under USD 50m in annualised cash revenue at a year on year growth rate of over 80%
- Three of the five categories the company operates in continued to be at or around break-even profitability, driven by the fact that over 95% of traffic comes from unpaid sources and efficient channelling of the user base to cross-sell across categories and into transactional models

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29% KINNEVIK STAKE

SEK 391M

17%
KINNEVIK STAKE

SEK 1.6BN FAIR VALUE

## **E-Commerce & Marketplaces**

## WESTWING

Westwing is a home & living e-commerce brand and platform operating across Europe. Through its "shoppable magazine" Westwing inspires its customers with a curated product selection including textiles, furniture, rugs and lamps.

- Revenue growth of 15% in Q3 2018, driven by the DACH region's full Westwing model of daily themes, permanent assortment and private label
- Adjusted EBITDA margin up from (4.9)% to (2.9)% year on year, driven by attractive private label portfolio and strong growth within the relatively more profitable DACH segment
- Own label and private label comprise 5,000 products with a growing share of revenue, currently 18% of GMV

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Home 24 is an online shop for furniture and home accessories in seven core markets in Europe and Brazil. The broad range of products includes furniture, lamps, home accessories and garden equipment.

- Home24 published their Trading Update with preliminary and unaudited financials on 13 February, reporting Q4 2018 revenue growth of 15% and FX-adjusted revenue growth of 19%
- The Adjusted EBITDA margin decreased to (13)% for the full year, reflecting the weaker than anticipated demand experienced earlier in the year as well as key investments ramping up
- The company reconfirmed its forecast for 2019 with revenue growth at or above the level of 2018 and adjusted EBITDA being break even by year end

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13% KINNEVIK STAKE SEK 482M

12% KINNEVIK STAK SEK 352M



GoEuro is the largest multi-modal travel platform in Europe allowing consumers to book various modes of transport, including trains, buses and flights. The company currently operates in 15 countries, with over 800 supply partners and over 27 million monthly users.

- In Q4 2018, Onsite Booking Volumes grew over 140% year on year. These represent the value of transactions completed on GoEuro's own website and app, rather than off-site bookings that redirect to partner websites for a consumer to complete a transaction
- Onsite bookings now account for the majority of all transactions, marking a fundamental transition of the business that allows it to provide a superior end-to-end user experience

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Millicom is a provider of cable and mobile services dedicated to emerging markets in Latin America and Africa. The company offers high-speed broadband and digital lifestyle services through its principal brand Tigo.

- Millicom reported Q4 2018 organic service revenue growth of 3.7% and an EBITDA margin of 38% in the Latam segment
- The acquisition of Cable Onda was finalised during the fourth quarter, and on 9 January 2019 the company completed the secondary listing of the its shares on the Nasdaq Stock Exchange in New York
- The company also announced its medium term growth plan for the Latam segment
- Proposed dividend of USD 2.64 per share

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3/% KINNEVIK STAKE SEK 21.2BN

TELE2

Tele2 offers mobile services, fixed broadband and telephony, data network services, content services and global IoT solutions to 17 million customers in 8 countries across Europe.

- Tele2 reported Q4 2018 organic revenue growth of 3% and an EBITDA margin of 28%
- Both Tele2 and Com Hem delivered on their respective full-year guidance for 2018, and Tele2 announced that synergy estimates are raised from SEK 900m to SEK 1,350m to be realized within three years, instead of five as previously indicated
- Proposed dividend of SEK 4.40 per share, with additional shareholder remuneration after the closing of the divestments of the operations in Kazakhstan and the Netherlands

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27%
KINNEVIK STAKE

SEK 21.2BN

FINANCIAL SERVICES

## Financial Services

## **Betterment**

Betterment is the largest independent online financial advisor in the United States. The company operates a vertically integrated platform that provides fully automated, personalised advice and access to low cost, globally diversified investment portfolios.

- Assets under management amounted to USD 14.3bn at the end of December 2018, an increase of 15% year on year. Number of customers totalled over 398,000, an annual increase of 26%
- During the quarter the company launched Cash Analysis which examines the expenses in checking accounts on a daily basis to project optimal balance ranges
- "Betterment for Advisors" launched a new advisor dashboard to help their advisors better manage clients' accounts

16% KINNEVIK STAKE Go to company website >

SEK 1.2BN



**FINANCIAL SERVICES** 

Bayport provides financial solutions to formally and informally employed individuals in emerging markets. The company's operations span 9 countries across Africa and Latin America.

- As per Q4 2018, Bayport's customer base exceeded 495,000, representing Y/Y growth of c. 12%
- New products, such as voluntary standalone Personal Accident in Colombia or Mopani Mine funeral insurance in Zambia, continue to show strong traction
- The company strengthened its management team with a newly appointed Group Deputy CFO, as well as new hires in Ghana, Tanzania, Mexico, and Mozambique

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**22**%

KINNEVIK STAKE

SEK 1.2BN



Milvik offers, under the brand BIMA, affordable and uniquely designed life and health insurance products via mobile phones. BIMA is active in 14 countries across Africa, Asia, Latin America and the Caribbean.

- At the end of December 2018, BIMA had 7.2 million active customers, representing a yearly increase of 31% excluding discontinued products and markets
- In Q4 2018, BIMA launched BIMA Sehat, a health and teledoctor service in Pakistan, building on its existing insurance product offering in the market

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33% KINNEVIK STAKE SEK 873M
FAIR VALUE

HEALTHCARE





Babylon is a digital healthcare service company based in the United Kingdom. Combining mobile tech and artificial intelligence with medical expertise, Babylon's mission is to make healthcare more accessible and affordable for people everywhere.

- "GP at hand", the digital GP service in collaboration with the NHS, continued its growth to over 41,000 registered members
- Babylon has surpassed 3 million direct members spanning the UK, Rwanda and other international markets, and tens of millions more can access its services via partnerships such as with Prudential
- The company announced it's making a USD 100 million investment to double the size of its technology team and develop the next generation of Al-powered healthcare services

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AKE

SEK 500M



Livongo is a California based consumer digital health company that empowers people with chronic conditions to live better and healthier lives. Livongo has developed a new approach for diabetes management that combines the latest technology with coaching.

- Livongo's member base grew to over 100,000 members after another record-setting year expanding the client base to more than 600 clients. The management team has been strengthened to become one of the most accomplished in digital health globally
- The company announced Applied Health Signals to better describe its category of companies that aggregate, interpret, apply and iterate health data to improve health outcomes
- Livongo acquired myStrength, a leading US based behavioural health company, to address the health of the whole person both in physical and mental wellbeing

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10%

KINNEVIK STAKE

SEK 700M

FINANCIAL REVIEW

### Financial review

#### INVESTMENT ACTIVITY

| Investee Company (SEKm)         | Q4<br>2018 | FY<br>2018 |
|---------------------------------|------------|------------|
| Livongo                         | 111        | 456        |
| GoEuro                          | -          | 443        |
| Kolonial                        | -          | 328        |
| Bread                           | -          | 307        |
| Deposit Solutions               | 50         | 263        |
| Travelperk                      | 227        | 227        |
| Monese                          | -          | 197        |
| Cedar                           | -          | 141        |
| Babylon                         | 2          | 122        |
| Budbee                          | -          | 80         |
| Pleo                            | 1          | 68         |
| Karma                           | -          | 62         |
| Other                           | 1          | 37         |
| Investments                     | 392        | 2 731      |
| ComHem <sup>1</sup>             | 1 187      | 1 187      |
| Linio                           | -          | 273        |
| Other                           | 10         | 150        |
| Divestments                     | 1 197      | 1 610      |
| Net Investments / (Divestments) | -805       | 1 121      |

 $<sup>^1\,</sup>$  In the Tele2 / Com Hem merger, Kinnevik received SEK 1.2bn in cash and SEK 3.6bn in Tele2 shares in exchange for its shares in Com Hem

#### **DIVIDEND AND CAPITAL STRUCTURE**

As of 31 December 2018, Kinnevik carried net debt of SEK 2.9bn, corresponding to a leverage of 4% of portfolio value.

During 2018, Kinnevik has received ordinary dividends of SEK 1.9bn from Tele2, MTG, Com Hem and Millicom.

In May, Kinnevik paid out an ordinary dividend of SEK 2.3bn and in August, Kinnevik distributed its shares in MTG, with a corresponding value of SEK 4.2bn.

For the financial year 2018, the Board of Directors of Millicom and Tele2 have recommended the following dividends:

| Kinnevik's part of d<br>be paid from listed | Amount<br>(SEKm)   |                  |
|---|--------------------|------------------|
| Millicom                                    | USD 2.64 per share | 926 <sup>1</sup> |
| Tele2 SEK 4.40 per share                    |                    | 825              |
| Total ordinary divid                        | lends              | 1 751            |

| Recommended cash dist   | Amount             |       |
|-------------------------|--------------------|-------|
| Kinnevik's shareholders | (SEKm)             |       |
| Ordinary dividend       | SEK 8.25 per share | 2 272 |

<sup>&</sup>lt;sup>1</sup> Based on a USD/SEK exchange rate of 9.27

#### FINANCIAL TARGETS

#### **Attractive Returns**

Kinnevik's objective is to generate a long term total return to our shareholders in excess of our cost of capital. We aim to deliver an annual total shareholder return of 12-15% over the business cycle.

#### Low Leverage

Given the nature of Kinnevik's investments, our goal is to carry low leverage, not exceeding 10% of portfolio value.

#### **Increasing Shareholder Remuneration**

Kinnevik aims to pay an annual dividend growing in line with dividends received from our investee companies and the cash flow generated from our investment activities.

Kinnevik will make share buybacks when our shares trade at a significant discount to their intrinsic value, as perceived by Kinnevik, and the company has significant net cash (taking into consideration its dividend expectations, net investment plan and operating cost).

#### **EVENTS AFTER THE REPORTING PERIOD**

On 14 February 2019 Kinnevik announced that it has committed to invest SEK 0.9bn into MatHem, Sweden's leading independent online grocery retailer, resulting in a 38% ownership stake

#### **TOTAL SHAREHOLDER RETURN**







Past 10 years



Past 5 years



Past 12 months

Total shareholder return is calculated on the basis of shareholders reinvesting all cash dividends, dividends in kind and mandatory share redemption proceeds into the Kinnevik share.

FINANCIAL REVIEW

#### **VALUATION OF UNLISTED FINANCIAL ASSETS**

## Change in fair value and dividends received

|                                 |                         |                        | _                         |                 | ids received    |                    |
|---------------------------------|-------------------------|------------------------|---------------------------|-----------------|-----------------|--------------------|
| Investment (SEKm)               | Kinnevik's<br>Ownership | Net Invested<br>Amount | Fair Value<br>31 Dec 2018 | Oct-Dec<br>2018 | Jan-Dec<br>2018 | Valuation Method   |
|                                 |                         |                        |                           |                 |                 |                    |
| Global Fashion Group 1,2        | 35%                     | 5 658                  | 3 284                     | -1 284          | -1 955          | Revenue multiple   |
| Kolonial                        | 15%                     | 328                    | 309                       | -20             | -19             | Latest transaction |
| Quikr                           | 17%                     | 879                    | 1 643                     | 21              | 285             | DCF                |
| Saltside                        | 61%                     | 195                    | 199                       | -               | 4               | DCF                |
| GoEuro                          | -                       | 443                    | 443                       | -2              | -               | Latest transaction |
| Travelperk                      | 13%                     | 227                    | 223                       | -4              | -4              | Latest transaction |
| Other <sup>1</sup>              | Mixed                   | 194                    | 192                       | -13             | 399             | Mixed              |
| Total E-Commerce & Marketpla    | ces                     | 7 924                  | 6 293                     | -1 302          | -1 290          |                    |
| Total TMT                       | Mixed                   | 1 096                  | 164                       | -36             | -137            | Mixed              |
| Bayport <sup>3,4</sup>          | 22%                     | 467                    | 1 172                     | -3              | 90              | Latest transaction |
| Betterment <sup>4</sup>         | 16%                     | 1 065                  | 1 153                     | -3              | 89              | Latest transaction |
| Milvik/BIMA                     | 33%                     | 257                    | 873                       | -3              | 67              | Latest transaction |
| Bread                           | -                       | 307                    | 298                       | -1              | -9              | Latest transaction |
| Deposit Solutions               | 7%                      | 263                    | 274                       | -4              | 11              | Latest transaction |
| Monese                          | -                       | 197                    | 202                       | -6              | 5               | Latest transaction |
| Other                           | Mixed                   | 155                    | 164                       | -7              | -6              | Mixed              |
| Total Financial Services        |                         | 2 711                  | 4 136                     | -27             | 247             |                    |
| Babylon                         | 20%                     | 430                    | 500                       | -13             | 3               | Latest transaction |
| Livongo                         | 10%                     | 569                    | 700                       | 9               | 139             | Latest transaction |
| Cedar                           | 8%                      | 141                    | 142                       | -               | 1               | Latest transaction |
| Total Healthcare                |                         | 1 140                  | 1 342                     | -4              | 143             |                    |
| Other                           | Mixed                   |                        | 4                         | 1               | 47              | Mixed              |
| Total Unlisted Financial Assets |                         | 12 871                 | 11 939                    | -1 368          | -990            |                    |

 $<sup>^{\</sup>rm 1}\,$  Net invested amounts include SEK 1.0bn in share distributions received from Rocket Internet.

 $<sup>^{\,2}\,</sup>$  Ownership not adjusted for employee stock option plans and employee equity at subsidiary level.

<sup>&</sup>lt;sup>3</sup> Ownership on a fully diluted as converted basis.

<sup>&</sup>lt;sup>4</sup> Supported by complementary valuation methods.

FINANCIAL REVIEW

#### FAIR VALUES AS AT 31 DECEMBER 2018

At the end of December, the fair value of Kinnevik's unlisted financial assets amounted to a total of SEK 11,939m, to be compared with an accumulated invested amount (net after dividends received) of SEK 12,871m. The change in fair value, plus dividends received, amounted to negative SEK 1,368m in the quarter, as specified in the table on the previous page.

#### LIQUIDATION PREFERENCES

Kinnevik's unlisted investee companies adopt different financing structures, and may at times issue shares with liquidation preference rights. Liquidation preferences determine how proceeds from a liquidity event are allocated between shareholders. This allocation may become increasingly complex as a company raises several funding rounds at different valuations. As Kinnevik's participation often varies between funding rounds, Kinnevik's share of proceeds may significantly deviate from its percentage ownership of the investee company's issued equity. Accordingly, an increase or decrease in value of an investee company's equity where liquidation preferences are applicable may result in a disproportionate increase or decrease in the fair value of Kinnevik's shareholding in that investee company. An unlisted investee company's transition into a publicly listed company may also affect the value of Kinnevik's shareholding due to the dismantling of such provisions.

#### **GLOBAL FASHION GROUP**

The fair value of Kinnevik's 35 percent shareholding in **Global Fashion Group** ("**GFG**") amounts to SEK 3,284m, based on a total value of GFG's fully diluted equity of EUR 0.7bn. The valuation of GFG implies an average multiple of 0.5x the company's last twelve months' net revenues as at 30 September 2018. The implied average multiple corresponds to a 40 percent discount to a group of listed and profitable developed market fashion e-commerce peers (compared to 47 percent as at 30 September 2018), and discounts vary between GFG's different regional businesses. The implied discount not only reflects differences in historic growth and profitability, but also Kinnevik's assessment of equity risk premiums across GFG's partly emerging market focused footprint.

### OTHER E-COMMERCE

The fair value of Kinnevik's 15 percent shareholding in **Kolonial** amounts to SEK 309m, based on a total value of Kolonial's equity of NOK 2.0bn. The valuation is based on a funding round and secondary transaction during the third quarter of 2018.

#### **MARKETPLACES**

The fair value of Kinnevik's 17 percent shareholding in **Quikr** amounts to SEK 1,643m, based on a total value of Quikr's fully diluted equity of USD 1,081m. The valuation of Quikr is based on a discounted cash flow analysis. A number of allstock transactions have been concluded at an approximate 49 percent premium to the USD 1,081m valuation, but due to the lack of a significant cash element in each of these

transactions they are not considered as sufficiently robust to be used as basis for the assessment of the fair value of Kinnevik's shareholding.

The fair value of Kinnevik's 61 percent shareholding in **Saltside** amounts to SEK 199m. The valuation of Saltside is based on a discounted cash flow analysis.

The fair value of Kinnevik's shareholding in **GoEuro** amounts to SEK 443m and is based on a funding round during the third quarter of 2018.

The fair value of Kinnevik's 13 percent shareholding in **Travelperk** amounts to SEK 223m and is based on a funding round during the fourth quarter of 2018.

#### FINANCIAL SERVICES

The fair value of Kinnevik's 22 percent shareholding in **Bayport** amounts to SEK 1,172m, based on a total value of Bayport's fully diluted equity of USD 608m. The valuation of Bayport is based on a funding round during the third quarter of 2017, and is supported by price-to-earnings and price-to-book multiples of a group of listed financial services peers.

The fair value of Kinnevik's 16 percent shareholding in **Betterment** amounts to SEK 1,153m, based on a total value of Betterment's fully diluted equity of USD 800m. The valuation of Betterment is based on a funding round during the third quarter of 2017, and is supported by a discounted cash flow analysis.

The fair value of Kinnevik's 33 percent shareholding in **Bima** amounts to SEK 873m, based on a total value of Bima's fully diluted equity of approximately USD 290m. The valuation is based on a funding round in the fourth quarter of 2017.

The fair value of Kinnevik's shareholding in **Bread** amounts to SEK 298m and is based on a funding round during the third quarter of 2018.

The fair value of Kinnevik's 7 percent shareholding in **Deposit Solutions** amounts to SEK 274m, based on a total value of Deposit Solution's equity of approximately EUR 400m. The valuation is based on a funding round during the third quarter of 2018.

The fair value of Kinnevik's shareholding in **Monese** amounts to SEK 202m and is based on a funding round during the third quarter of 2018.

### **HEALTHCARE**

The fair value of Kinnevik's 20 percent shareholding and other interest in **Babylon** amounts to SEK 500m, and is based on a funding round during the second quarter of 2017.

The fair value of Kinnevik's 10 percent shareholding in **Livongo** amounts to SEK 700m, and is based on a funding round during the second quarter of 2018.

The fair value of Kinnevik's 8 percent shareholding in **Cedar** amounts to SEK 142m, and is based on a funding round during the second quarter of 2018.

## Condensed Consolidated Income Statement and report concerning Total Comprehensive Income

| SEK m   | Note | 2018<br>1 Oct-<br>31 Dec | 2017<br>1 Oct-<br>31 Dec | 2018<br>Full year | 2017<br>Full year |
|---|------|--------------------------|--------------------------|-------------------|-------------------|
| Change in fair value of financial assets          | 4    | -8 590                   | 5 055                    | -15 184           | 18 395            |
| Dividends received                                | 5    | 449                      | 0                        | 1 887             | 2 260             |
| Administration costs                              |      | -150                     | -96                      | -339              | -245              |
| Other operating income                            |      | 16                       | 28                       | 32                | 41                |
| Other operating expenses                          |      | 0                        | 0                        | -5                | 0                 |
| Operating profit/loss                             |      | -8 275                   | 4 987                    | -13 609           | 20 451            |
| Financial net                                     |      | -4                       | -25                      | -46               | -90               |
| Profit/loss after financial net                   |      | -8 279                   | 4 962                    | -13 655           | 20 361            |
| Tax   |      | -1                       | -2                       | -1                | -2                |
| Net profit/loss for the period                    |      | -8 280                   | 4 960                    | -13 656           | 20 359            |
| Net profit/loss per share before dilution         |      | -30.04                   | 18.03                    | -49.58            | 74.00             |
| Net profit/loss per share after dilution          |      | -30.04                   | 18.00                    | -49.58            | 73.90             |
| Other comprehensive income                        |      |                          |                          |                   |                   |
| Cash flow hedging, gains/losses during the period |      | -                        | 11                       | -                 | 29                |
| Total other comprehensive income for the period   |      | -                        | 11                       | -                 | 29                |
| Total comprehensive income for the period         |      | -8 280                   | 4 971                    | -13 656           | 20 388            |
| Outstanding shares at the end of the period       | 2    | 75 717 450               | 275 115 735              | 275 717 450       | 275 115 735       |
| Average number of shares before dilution          | 2    | 75 420 307               | 275 116 053              | 275 416 805       | 275 115 947       |
| Average number of shares after dilution           | 2    | 75 810 041               | 275 514 428              | 275 818 034       | 275 492 517       |

#### CONSOLIDATED EARNINGS FOR THE FOURTH QUARTER

The change in fair value of financial assets and dividends received amounted to a loss of SEK 8,141m (profit of 5,055) for the fourth quarter of which a loss of SEK 6,773m (profit of 4,831) was related to listed holdings and a loss of SEK 1,368m (profit of 224) was related to unlisted holdings. See note 4 for further details.

#### **CONSOLIDATED EARNINGS FOR THE YEAR**

The change in fair value of financial assets including dividends received amounted to a loss of SEK 13,297m (profit of 20,655) for the year of which a loss of SEK 12,307m (profit of SEK 21,099m) was related to listed holdings and a loss of SEK 990m (loss of 444) was related to unlisted holdings. See note 4 and 5 for further details. The increase in administration costs is mainly explained by higher investment activities and the changes in the structure of the long-term incentive plan for 2018, resolved by the AGM, where the greater part of the cost for the subsidy for the preference shares are taken when the preference shares are received. Improved financial net is due to lower borrowing costs and exchange differences.

# Condensed Consolidated Cash Flow Statement

| SEK m  | Note  | 2018<br>1 Oct-<br>31 Dec | 2017<br>1 Oct-<br>31 Dec | 2018<br>Full year | 2017<br>Full year |
|--|-------|--------------------------|--------------------------|-------------------|-------------------|
| Dividends received                                       | 5     | 449                      | -                        | 1 887             | 2 260             |
| Cash flow from operations                                |       | -54                      | -47                      | -268              | -201              |
| Cash flow from operations before interest net and income | taxes | 395                      | -47                      | 1 619             | 2 059             |
| Interest, received                                       |       | 0                        | 0                        | 0                 | 10                |
| Interest, paid   |       | 0                        | -19                      | -48               | -76               |
| Cash flow from operations                                |       | 395                      | -66                      | 1 571             | 1 993             |
| Investments in financial assets                          |       | -371                     | -139                     | -2 710            | -4 843            |
| Sale of shares and other securities                      |       | 1 195                    | 3                        | 1 589             | 5 304             |
| Cash flow from investing activities                      |       | 824                      | -136                     | -1 121            | 461               |
| Amortization   |       | -1 500                   | -761                     | 0                 | -1 611            |
| Borrowing  |       | 508                      | -                        | 508               | 2 833             |
| Cash dividend paid                                       |       | -                        | -                        | -2 270            | -2 201            |
| Cash flow from financing activities                      |       | -992                     | -761                     | -1 762            | -979              |
| Cash flow for the period                                 |       | 227                      | -963                     | -1 312            | 1 475             |
| Cash and short-term investments, opening balance         |       | 259                      | 2 761                    | 1 798             | 323               |
| Cash and short-term investments, closing balance         |       | 486                      | 1 798                    | 486               | 1 798             |
| SUPPLEMENTARY CASH FLOW INFORMATION                      |       |                          |                          |                   |                   |
| Investments in financial assets                          | 4     | -392                     | -116                     | -2 731            | -4 774            |
| Current period investments, not yet paid                 |       | 21                       | -                        | 21                | -                 |
| Prior period investments, paid in current period         |       | -                        | -23                      | -                 | -69               |
| Cash flow from investments in financial assets           |       | -371                     | -139                     | -2 710            | -4 843            |

## **Condensed Consolidated Balance Sheet**

| SEK m   | Note | 2018<br>31 Dec | 2017<br>31 Dec |
|---|------|----------------|----------------|
| ASSETS  |      |                |                |
| Fixed assets  |      |                |                |
| Financial assets accounted at fair value through profit and loss        | 4    | 73 430         | 91 717         |
| Tangible fixed assets   |      | 54             | 58             |
| Other fixed assets  |      | 24             | 3              |
| Total fixed assets  |      | 73 508         | 91 778         |
| Other current assets  |      | 54             | 46             |
| Short-term investments  |      | 149            | 1 750          |
| Cash and cash equivalents   |      | 337            | 48             |
| TOTAL ASSETS  |      | 74 048         | 93 622         |
| SHAREHOLDERS' EQUITY AND LIABILITIES                                    |      |                |                |
| Shareholders' equity attributable to equityholders of the Parent Compan | у    | 70 503         | 90 633         |
| Interest bearing liabilities, long-term                                 |      | 2 871          | 2 863          |
| Interest bearing liabilities, short-term                                |      | 500            | 0              |
| Non interest bearing liabilities  |      | 174            | 126            |
| TOTAL EQUITY AND LIABILITIES  |      | 74 048         | 93 622         |

## **Key Ratios**

| Ratio   | Note | 2018<br>31 Dec | 2017<br>31 Dec |
|---|------|----------------|----------------|
| Debt/equity ratio   |      | 0.05           | 0.03           |
| Equity ratio  |      | 95%            | 97%            |
| Net debt for the Group, including net loans to investee companies | 6    | -2 769         | -1 062         |
| Leverage  |      | 4%             | 1%             |

# Condensed Report of Changes in Equity for the Group

#### Attributable to the Parent Company's shareholders

| SEK m                                     | Share<br>capital | Other<br>contributed<br>capital | Hedging reserve | Retained earnings<br>including net<br>result for the year | Total share-<br>holders' equity |
|---|------------------|---------------------------------|-----------------|---|---------------------------------|
| Opening balance 1 January 2017            | 27               | 8 840                           | -29             | 63 596  | 72 434                          |
| Profit for the period                     |                  |                                 |                 | 20 359  | 20 359                          |
| Other comprehensive income                |                  |                                 | 29              |   | 29                              |
| Total comprehensive income for the period | 0                | 0                               | 29              | 20 359  | 20 388                          |
| Transactions with shareholders            |                  |                                 |                 |   |                                 |
| Effect of employee share saving programme |                  |                                 |                 | 12  | 12                              |
| Cash dividend                             |                  |                                 |                 | -2 201  | -2 201                          |
| Closing balance 31 December 2017          | 27               | 8 840                           | -               | 81 766  | 90 633                          |
| Profit/Loss for the period                |                  |                                 |                 | -13 656   | -13 656                         |
| Other comprehensive income                |                  |                                 | -               |   | 0                               |
| Total comprehensive income for the year   | 0                | 0                               | -               | -13 656   | -13 656                         |
| Transactions with shareholders            |                  |                                 |                 |   |                                 |
| New issue                                 | 1                |                                 |                 |   | 1                               |
| Effect of employee share saving programme |                  |                                 |                 | 22  | 22                              |
| Distribution in kind                      |                  |                                 |                 | -4 227  | -4 227                          |
| Cash dividend                             |                  |                                 |                 | -2 270  | -2 270                          |
| Closing balance 31 December 2018          | 28               | 8 840                           | -               | 61 635  | 70 503                          |

## Notes for the Group (SEKm)

#### **NOTE 1 ACCOUNTING PRINCIPLES**

The consolidated financial statements are prepared in accordance with the International Financial Reporting Standards (IFRS), as adopted by the EU. This report was prepared in accordance with the Annual Accounts Act and IAS 34, Interim Financial Reporting. Information in accordance with IAS 34, Interim Financial Reporting is provided in the notes as well as on other places in the interim report.

From 1 January 2018 Kinnevik will apply IFRS 9 Financial Instruments, which replaces IAS 39 Financial Instruments: Recognition and Measurement and introduce requirements for the classification and measurement, impairment, derecognition and requirements for general hedge accounting. Classification and measurement under IFRS 9 is based on the entity's business model for managing the financial asset and the characteristics of the contractual cash flows of the asset. The change does not cause any transition effects for Kinnevik.

The accounting principles and calculation methods applied in this report are, in all material aspects, the same as those described in the 2017 Annual Report.

#### **Future IFRS amendments**

The Group will adopt IFRS 16 Leases from January 1, 2019. The standard provides a single lease accounting model for lessees, which imply that mainly all leases shall be included in the statement of financial position. The right-of-use asset (the lease asset) and the liability are measured to the present value of the future lease payments payable. The right-of-use asset also includes any initial direct costs incurred in obtaining the lease contract. In the income statement depreciations of the right-of-use asset and interest expenses are recognised. The Group will recognise the right-of-use asset in the line item where equivalent assets would be recognised if they were owned. In subsequent periods the right-of-use asset is recognized at cost less depreciations and any impairment losses and adjusted for any remeasurement of the lease liability. The Group will recognise the lease liability included in interest-bearing loans. In the subsequent periods the liability will be recognized at amortised cost and deducted with lease payments made. The lease liability is remeasured whenever, inter alia, changes in lease period and lease payments occur.

The Group's leases consist mainly of a rental contract for the company's office in UK. Since the contract could have been terminated but was prolonged during 2018 there will be no initial effect to adjust in the opening balance for 2019. The Group adopts the exemptions for short-term lease contracts (12 months or less) and lease contracts where underlying asset amounts to low value. Those will be recognised in the operating result in the same way as current operating lease contracts. The non-cancellable lease contracts for the Group amounted to SEK 15m, whereof SEK 0m are short-term lease contracts or lease contracts where the underlying asset is of lower value. The discount rate amounts to 1.8 percent. Per 1 January 2019, the lease liability is SEK 15m. The Group's preliminary assessment is therefore that the transition to IFRS 16 will have an effect on material fixed assets and interest-bearing loans of approximately SEK 15m per 1 January 2019.

#### **NOTE 2 RISK MANAGEMENT**

Kinnevik has a model for risk management, which aims to identify, control and reduce risks. The identified risks and how they are managed are reported to the Kinnevik Board of Directors on a quarterly basis.

Kinnevik's financing and management of financial risks is centralised within Kinnevik's finance function and is conducted on the basis of a finance policy established by the Board of Directors. Kinnevik is exposed to financial risks mainly in the form of changes in the value of the stock portfolio, changes in currency and interest rates, and financing risks. Operational risks are managed within each company with an operating business. Kinnevik is also exposed to political risks since the companies in which Kinnevik has invested have substantial operations in less developed markets in Latin America, Sub-Saharan Africa and South East Asia.

For a more detailed description of Kinnevik's risks and uncertainties, as well as risk management, refer to Note 17 for the Group in the 2017 Annual Report.

#### **NOTE 3 RELATED PARTY TRANSACTIONS**

Related party transactions for the period are of the same character as the transactions described in the 2017 Annual Report.

#### NOTE 4 FINANCIAL ASSETS ACCOUNTED AT FAIR VALUE THROUGH PROFIT AND LOSS

Kinnevik's unlisted holdings are valued using IFRS 13 and the International Private Equity and Venture Capital Valuation Guidelines, whereby a collective assessment is made to establish the valuation method that is most suitable for each individual holding. Firstly, it is considered whether any recent transactions have been made at arm's length in the relevant company. For new share issues, consideration is taken to if the newly issued shares have preferential rights, such as liquidation preferences to the company's assets senior to earlier issued shares. For companies where no or few recent arm's length transactions have been carried out, a valuation is conducted either by applying relevant multiples to the company's historical sales or profits, or by discounting future expected cash flows. When performing a valuation based on multiples, consideration is given to differences in size, historic growth, profitability and geographic exposure.

The valuation process for Kinnevik's unlisted holdings is led by a valuation team independently from the respective holding's investment manager. Accuracy and reliability of financial information used in the valuations is ensured through continuous contacts with the management of each holding and regular reviews of their accounts. Information and opinions on applicable valuation methods are obtained periodically from investment managers and well-renowned investment banks and audit firms. The valuations are discussed with the CFO and CEO after which a proposal is discussed with the Audit Committee and the external auditors. After their scrutiny and potential adjustments, the valuations are approved and included in Kinnevik's accounts.

Below is a summary of the valuation methods applied in the accounts as per 31 December 2018:

| Company              | Summary   |
|----------------------|---|
| Global Fashion Group | <ul> <li>Sum-of-the-parts applying varying multiples on each region's last twelve months' net revenues</li> <li>Peer group includes Zalando, Asos and Boozt</li> <li>Implied average multiple of 0.5x, corresponding to an aggregate discount of 40%</li> <li>Fully diluted equity value of EUR 0.7bn, liquidation preferences considered in valuing Kinnevik's shareholding</li> </ul> |
| Kolonial             | <ul> <li>Latest transaction value from funding round during the third quarter of 2018</li> <li>Equity value of NOK 2.0bn</li> </ul>   |
| Quikr                | <ul> <li>Discounted cash flow analysis</li> <li>Fully diluted equity value of USD 1,081m</li> </ul>   |
| Saltside             | ■ Discounted cash fow analysis  |
| GoEuro               | ■ Latest transaction value from funding round during the third quarter of 2018  |
| Travelperk           | ■ Latest transaction value from funding round during the fourth quarter of 2018   |
| Bayport              | <ul> <li>Latest transaction value from funding round during the third quarter of 2017</li> <li>Supported by a peer group's average price-to-earnings and price-to-book multiples</li> <li>Fully diluted as-converted equity value of USD 608m</li> </ul>  |
| Betterment           | <ul> <li>Latest transaction value from funding round during the third quarter of 2017</li> <li>Supported by a discounted cashs flow analysis</li> <li>Fully diluted equity value of USD 800m</li> </ul>   |
| Milvik/BIMA          | <ul> <li>Latest transaction value from funding round during the fourth quarter of 2017</li> <li>Fully diluted equity value of approximately USD 290m</li> </ul>   |
| Bread                | ■ Latest transaction value from funding round during the third quarter of 2018  |
| Deposit Solutions    | <ul> <li>Latest transaction value from funding round during the third quarter of 2018</li> <li>Fully diluted equity value of EUR 400m</li> </ul>  |
| Monese               | ■ Latest transaction value from funding round during the third quarter of 2018  |
| Babylon              | ■ Latest transaction value from funding round during the second quarter of 2017   |
| Livongo              | ■ Latest transaction value from funding round during the second quarter of 2018   |
| Cedar                | ■ Latest transaction value from funding round during the second quarter of 2018   |

For Global Fashion Group, an increase in the multiple by 10% would have increased estimated fair value by SEK 171m. Similarly, a decrease in the multiple by 10% would have decreased estimated fair value by SEK 272m. Should Global Fashion Group have been valued using the same multiples and foreign exchange rates as at 30 September 2018, the fair value would have amounted to SEK 4,550m, SEK 1,266m higher than the assessed fair value as at 31 December 2018.

When establishing the fair value of other financial instruments, methods that in every individual case are assumed to provide the best estimation of fair value have been used. For assets and liabilities maturing within one year, a nominal value adjusted for interest payments and premiums is assumed to provide a good approximation to fair value.

This note includes information per class of financial instruments that are valued at fair value, distributed in the levels stated below:

- Level 1: Fair value established based on listed prices in an active market for the same instrument.
- Level 2: Fair value established based on valuation techniques with observable market data, either directly (as a price) or indirectly (derived from a price) and not included in Level 1.
- Level 3: Fair value established using valuation techniques, with significant input from data that is not observable in the market.

| Change in fair value of financial assets | 2018<br>1 Oct-<br>31 Dec | 2017<br>1 Oct-<br>31 Dec | 2018<br>Full year | 2017<br>Full year |
|--|--------------------------|--------------------------|-------------------|-------------------|
| Black Earth Farming                      | -                        | -3                       | -                 | -309              |
| Com Hem                                  | -173                     | 296                      | 600               | 496               |
| Home24                                   | -378                     | -                        | 53                | -                 |
| Millicom                                 | 1 778                    | 681                      | 227               | 6 152             |
| MTG                                      | -                        | 667                      | -419              | 995               |
| Qliro Group                              | -151                     | -55                      | -375              | 401               |
| Rocket Internet                          | -                        | -                        | -                 | 81                |
| Seamless                                 | -                        | -                        | -                 | 1                 |
| SDS                                      | -1                       | -5                       | -3                | -13               |
| Tele2                                    | 1 236                    | 1 143                    | 2 181             | 4 184             |
| Westwing                                 | -269                     | -                        | -269              | -                 |
| Zalando                                  | -9 263                   | 2 107                    | -16 173           | 6 851             |
| Total Listed holdings                    | -7 222                   | 4 831                    | -14 179           | 18 839            |
| Babylon                                  | -13                      | 4                        | 3                 | 77                |
| Bayport                                  | -3                       | 3                        | 90                | -119              |
| Betterment                               | -3                       | 3                        | 89                | -53               |
| Bread                                    | -1                       | -                        | -9                | -                 |
| Cedar                                    | -                        | -                        | 1                 | -                 |
| Deposit Solutions                        | -4                       | -                        | 11                | -                 |
| Global Fashion Group                     | -1 284                   | 256                      | -1 955            | -402              |
| GoEuro                                   | -2                       | -                        | -                 | -                 |
| Home24                                   | -                        | 127                      | 81                | 86                |
| Kolonial                                 | -20                      | -                        | -19               | -                 |
| Lazada                                   | -                        | -                        | -                 | 261               |
| Livongo                                  | 9                        | 2                        | 139               | -8                |
| Milvik/BIMA                              | -3                       | 307                      | 67                | 298               |
| Monese                                   | -6                       | -                        | 5                 | -                 |
| Quikr                                    | 21                       | -140                     | 285               | -177              |
| Travelperk                               | -4                       | -                        | -4                | -                 |
| Westwing                                 | -1                       | 34                       | 271               | 50                |
| Other*                                   | -54                      | -372                     | -60               | -457              |
| Total Unlisted Holdings                  | -1 368                   | 224                      | -1 005            | -444              |
| Total                                    | -8 590                   | 5 055                    | -15 184           | 18 395            |

<sup>\*</sup> Other includes i.a. Budbee, Enuygun, Iroko, Karma, Linio, Pleo and Zanui.

31 December 2018

|                                |                   | of December 2010  |                       |                |                |
|--------------------------------|-------------------|-------------------|-----------------------|----------------|----------------|
| Book value of financial assets | Class A<br>shares | Class B<br>shares | Capital/<br>Votes (%) | 2018<br>30 Dec | 2017<br>31 Dec |
| Com Hem                        | -                 | -                 | -                     | -              | 4 226          |
| Home24                         | 3 111 953         | -                 | 12.0/12.0             | 352            | -              |
| Millicom                       | 37 835 438        | -                 | 37.5/37.5             | 21 169         | 20 942         |
| MTG                            | -                 | -                 | -                     | -              | 4 645          |
| Qliro Group                    | 42 613 642        | -                 | 28.5/28.5             | 391            | 767            |
| SDS                            | -                 | -                 | -                     | -              | 8              |
| Tele2                          | 20 733 965        | 166 879 154       | 27.3/42.0             | 21 172         | 15 350         |
| Westwing                       | 2 797 139         | -                 | 13.5/13.5             | 482            | -              |
| Zalando                        | 78 427 800        | -                 | 31.6/31.6             | 17 924         | 34 097         |
| Total Listed Holdings          |                   |                   |                       | 61 491         | 80 035         |
| Babylon                        |                   |                   | 19.6/19.6             | 500            | 375            |
| Bayport                        |                   |                   | 21.8/21.8             | 1 172          | 1 082          |
| Betterment                     |                   |                   | 16.3/16.3             | 1 153          | 1 064          |
| Bread                          |                   |                   | -                     | 298            | -              |
| Cedar                          |                   |                   | 7.5/7.5               | 142            | -              |
| Deposit Solutions              |                   |                   | 6.9/6.9               | 274            | -              |
| Global Fashion Group           |                   |                   | 35.4/35.4             | 3 284          | 5 239          |
| GoEuro                         |                   |                   | -                     | 443            | -              |
| Home24                         |                   |                   | -                     | -              | 218            |
| Kolonial                       |                   |                   | 15.0/15.0             | 309            | -              |
| Livongo                        |                   |                   | 9.7/9.7               | 700            | 105            |
| Milvik/BIMA                    |                   |                   | 33.4/33.4             | 873            | 806            |
| Monese                         |                   |                   | -                     | 202            | -              |
| Quikr                          |                   |                   | 17.1/17.1             | 1 643          | 1 358          |
| Saltside                       |                   |                   | 60.8/60.8             | 199            | 195            |
| Travelperk                     |                   |                   | 13.2/13.2             | 223            | -              |
| Westwing                       |                   |                   | -                     | -              | 479            |
| Other*                         |                   |                   | -                     | 524            | 761            |
| Total Unlisted Holdings        |                   |                   |                       | 11 939         | 11 682         |
| Total                          |                   |                   |                       | 73 430         | 91 717         |

<sup>\*</sup> Other includes i.a. Budbee, Enuygun, Iroko, Karma, Linio, Pleo and Zanui.

| Investments in financial assets      | 2018<br>1 Oct-<br>31 Dec | 2017<br>1 Oct-<br>31 Dec | 2018<br>Full year | 2017<br>Full year |
|--------------------------------------|--------------------------|--------------------------|-------------------|-------------------|
| Com Hem                              | -                        | -                        | -                 | 3 730             |
| SDS                                  | -                        | -                        | -                 | 21                |
| Total Listed Holdings                | -                        | -                        | -                 | 3 751             |
| Babylon                              | 2                        | -                        | 122               | 144               |
| Betterment                           | -                        | -                        | -                 | 527               |
| Milvik/BIMA                          | -                        | 106                      | -                 | 106               |
| Bread                                | -                        | -                        | 307               | -                 |
| Cedar                                | -                        | -                        | 141               | -                 |
| Deposit Solutions                    | 50                       | -                        | 263               | -                 |
| GoEuro                               | -                        | -                        | 443               | -                 |
| Home24                               | -                        | -                        | -                 | 38                |
| Kolonial                             | -                        | -                        | 328               | -                 |
| Livongo                              | 111                      | 1                        | 456               | 113               |
| Monese                               | -                        | -                        | 197               | -                 |
| Travelperk                           | 227                      | -                        | 227               | -                 |
| Other                                | 2                        | 9                        | 247               | 95                |
| Total Unlisted Holdings              | 392                      | 116                      | 2 731             | 1 023             |
| Total                                | 392                      | 116                      | 2 731             | 4 774             |
| Changes in unlisted assets (level 3) | 2018<br>1 Oct-<br>31 Dec | 2017<br>1 Oct-<br>31 Dec | 2018<br>Full year | 2017<br>Full year |
| Opening balance                      | 13 671                   | 11 344                   | 11 682            | 12 291            |
| Investments                          | 392                      | 116                      | 2 731             | 1 023             |
| Disposals / Exit proceeds            | - 5                      | - 3                      | - 419             | -1 188            |
| Reclassification                     | - 751                    | 1                        | -1 050            | -                 |
| Change in fair value                 | -1 368                   | 224                      | -1 005            | - 444             |
| Closing balance                      | 11 939                   | 11 682                   | 11 939            | 11 682            |

### **NOTE 5 DIVIDENDS RECEIVED**

|                                  | 2018<br>1 Oct-<br>31 Dec | 2017<br>1 Oct-<br>31 Dec | 2018<br>Full year | 2017<br>Full year |
|----------------------------------|--------------------------|--------------------------|-------------------|-------------------|
| Millicom                         | 449                      | -                        | 890               | 883               |
| Tele2                            | -                        | -                        | 610               | 797               |
| MTG                              | -                        | -                        | 169               | 162               |
| Com Hem                          | -                        | -                        | 203               | 68                |
| Black Earth Farming              | -                        | -                        | -                 | 350               |
| Other                            | -                        | -                        | 15                | -                 |
| Total dividends received         | 449                      | -                        | 1 887             | 2 260             |
| Of which cash dividends          | 449                      | -                        | 1 887             | 2 260             |
| Of which ordinary cash dividends | 449                      | -                        | 1 872             | 1 910             |

#### **NOTE 6 INTEREST BEARING ASSETS AND LIABILITIES**

Kinnevik's total interest bearing assets amounted to SEK 623m as of 31 December 2018. The total amount of interest bearing liabilities was SEK 3,371m. Kinnevik was in a net debt position of SEK 2,769m as of 31 December 2018, including loans to investee companies (net debt SEK 1,062m as of 31 December 2017). Net debt excluding loans to portfolio companies amounted to SEK 2,887m.

Kinnevik's total credit facilities (including issued bonds) amounted to SEK 8,980m as of 31 December 2018, whereof SEK 6,000m related to unutilised revolving credit facilities and SEK 2,850m related to bonds.

The Group's available liquidity, including short-term investments and available unutilized credit facilities, totalled SEK 6,116m as of 31 December 2018 (SEK 7,995m as at 31 December 2017).

| SEKm  | 2018<br>31 Dec | 2017<br>31 Dec |
|---|----------------|----------------|
| Interest bearing assets   |                |                |
| Loans to investee companies                                       | 118            | -              |
| Short-term investments  | 149            | 1 750          |
| Cash and cash equivalents   | 337            | 48             |
| Other interest bearing assets                                     | 19             | 3              |
| Total interest bearing assets                                     | 623            | 1 801          |
| Interest bearing long-term liabilities                            |                |                |
| Capital markets issues  | 2 850          | 2 850          |
| Accrued borrowing cost  | -13            | -17            |
| Other interest bearing liabilities                                | 34             | 30             |
|   | 2 871          | 2 863          |
| Interest bearing short-term liabilities                           |                |                |
| Commercial papers   | 500            | -              |
|   | 500            | -              |
| Total interest bearing liabilities                                | 3 371          | 2 863          |
| Net interest bearing liabilities                                  | -2 748         | -1 062         |
| Debt, unpaid investments/divestments                              | -21            | 0              |
| Net debt for the Group, including net loans to investee companies | -2 769         | -1 062         |

The outstanding loans carry an interest rate of Stibor or similar base rate with an average margin of 0.8%. All bank loans have variable interest rates (up to 3 months) while financing from the capital markets vary between 1 to 12 months for the loans under the commercial paper program and 3 to 5 years for the outstanding bonds (as per date of issue).

As of 31 December 2018, the average remaining tenor was 2.9 years for all credit facilities including the bonds. Kinnevik had not provided any security for any of its outstanding loans.

## **Condensed Parent Company Income Statement**

| SEK m                                     | 2018<br>1 Oct-<br>31 Dec | 2017<br>1 Oct-<br>31 Dec | 2018<br>Full year | 2017<br>Full year |
|---|--------------------------|--------------------------|-------------------|-------------------|
| Administration costs                      | -140                     | -95                      | -316              | -235              |
| Other operating income and costs          | 3                        | 0                        | 5                 | 5                 |
| Operating loss                            | -137                     | -95                      | -311              | -230              |
| Dividends received, external              | -                        | -                        | 705               | 858               |
| Result from associated companies          | -                        | -                        | 6 684             | 0                 |
| Result from subsidiaries                  | -2 263                   | -205                     | -10               | 8 410             |
| Financial net                             | -19                      | -20                      | -44               | -23               |
| Profit/loss after financial items         | -2 419                   | -320                     | 7 024             | 9 015             |
| Group contribution                        | -7                       | -109                     | -7                | -109              |
| Profit/loss before taxes                  | -2 426                   | -429                     | 7 017             | 8 906             |
| Taxes                                     | -                        | -                        | -                 | -                 |
| Net profit/loss for the period            | -2 426                   | -429                     | 7 017             | 8 906             |
| Total comprehensive income for the period | -2 426                   | -429                     | 7 017             | 8 906             |

## **Condensed Parent Company Balance Sheet**

| SEK m                                     | 2018<br>31 Dec | 2017<br>31 Dec |
|---|----------------|----------------|
| ASSETS                                    |                |                |
| Tangible fixed assets                     | 4              | 3              |
| Financial fixed assets                    | 62 932         | 52 368         |
| Short-term receivables                    | 38             | 33             |
| Short-term investments                    | 149            | 1 750          |
| Cash and cash equivalents                 | 202            | 39             |
| TOTAL ASSETS                              | 63 325         | 54 193         |
| SHAREHOLDERS' EQUITY AND LIABILITIES      |                |                |
| Equity                                    | 51 155         | 48 825         |
| Provisions                                | 26             | 26             |
| Long-term interest bearing liabilities    | 2 841          | 5 117          |
| Short-term interest bearing liabilities   | 9 196          | -              |
| Other short-term liabilities              | 107            | 225            |
| TOTAL SHAREHOLDERS' EQUITY AND LIABLITIES | 63 325         | 54 193         |

The Parent Company's liquidity, including short-term investments and unutilized credit facilities, totalled SEK 6,981m (7,918) at 31 December 2018. The Parent Company's interest bearing external liabilities amounted to SEK 3,341m (2,855) on the same date. Investments in tangible fixed assets amounted to SEK 2m (0) during the period.

Distribution by class of shares on 31 December 2018 was as follow:

|   | Number of shares | Number of votes | Par value<br>(SEK 000s) |
|---|------------------|-----------------|-------------------------|
| Outstanding Class A shares, 10 votes each | 33 755 432       | 337 554 320     | 3 375                   |
| Outstanding Class B shares, 1 vote each   | 241 374 737      | 241 374 737     | 24 137                  |
| Outstanding Class D-G shares, 1 vote each | 587 281          | 587 281         | 59                      |
| Class B shares in own custody             | 536 469          | 536 469         | 54                      |
| Registered number of shares               | 276 253 919      | 580 052 807     | 27 625                  |

The total number of votes for outstanding shares amounted at 31 December 2018 to 579,516,338 excluding 536,469 class B treasury shares. On 21 May 2018, the Annual General Meeting of Kinnevik resolved that holders of class A shares should be entitled to reclassify their class A shares into class B shares. Reclassification was made possible between 4 June 2018 up to and including 18 June 2018. During this period, 7,401,712 class A shares were requested to be reclassified into class B shares. In May, 200,000 class C shares were issued and repurchased and reclassified into class B shares held in treasury in order to ensure delivery of shares to participants in outstanding long-term incentive programs.

A new issue of 587,281 reclassifiable, sub-ordinated, incentive shares, divided into four classes, to the participants in Kinnevik's long-term share incentive plan resolved on by the 2018 AGM were registered by the Swedish Companies Registration Office (Sw. Bolagsverket) during November 2018.

During the year 14,010 class B shares were delivered to participants in the share-based plan from 2015.

The Board has authorization to repurchase up to a maximum of 10% of all shares in the Company over 12 months, ending at the AGM of 2019. There are no convertibles or warrants in issue.



#### **DEFINITIONS OF ALTERNATIVE PERFORMANCE MEASURES**

Kinnevik presents some performance measures in the interim report that are not defined by IFRS. Kinnevik believes that these performance measures adds valuable information to the company's investors and the company's management since they enable assessment of the Kinnevik's and its portfolio companies' performance and position. Since all companies do not calculate their performance measures in the same manner, these are not always comparable with similar measures used by other companies. Such performance measures shall therefore not be used in replacement of measures defined by IFRS.

Alternative performance measures in Kinnevik's interim report include:

Active customers Number of customers having made at least one order within the last 12 months

Debt/equity ratio Interest-bearing liabilities including interest-bearing provisions divided by share-

holders' equity

Equity ratio Shareholders' equity including non-controlling interest as percentage of total assets

Gross merchandise value, GMV Total value of all sale transactions during the period, including taxes but excluding

shipping costs

Internal rate of return, IRR The annual rate of return calculated in quarterly intervals on a SEK basis that renders

a zero net present value of (i) fair values at the beginning and end of the respective measurement period, (ii) investments and divestments, and (iii) cash dividends and

dividends in kind

Investments All investments in listed and unlisted financial assets, including loans to portfolio

companies

Leverage Net debt as a percentage of portfolio value

Net asset value, NAV Net value of all assets on the balance sheet, equal to the shareholders' equity

Net cash/(net debt) Interest bearing receivables (excluding net outstanding receivables relating to portfolio

companies), short-term investments and cash and cash equivalents less interest-bearing liabilities including interest-bearing provisions and unpaid investments/divestments

**Net investments**The net of all investments and divestments in listed and unlisted financial assets

Net merchandise value, NMV Gross merchandise value after actual and provisioned returns and rejections

Onsite volumes The value of transactions completed on a company's own website and app

Portfolio value Value of all assets on the balance sheet, less cash and cash equivalents

Total shareholder return, TSR Annualized total return of the Kinnevik B share on the basis of shareholders reinvesting

all cash dividends, dividends in kind, and mandatory share redemption proceeds into the Kinnevik B share, before tax, on each respective ex-dividend date. The value of Kinnevik B shares held at the end of the measurement period is divided by the price of the Kinnevik B share at the beginning of the period, and the resulting total return

is then recalculated as an annual rate

#### KINNEVIK ANNUAL GENERAL MEETING 2019

The Annual General Meeting will be held on 6 May 2019 in Stockholm. Shareholders wishing to have matters considered at the Annual General Meeting should submit their proposals in writing to agm@kinnevik.com or to The Company Secretary, Kinnevik AB, Box 2094, SE-103 13 Stockholm, Sweden, at least seven weeks before the Annual General Meeting, in order for the proposal to be included in the notice to the meeting. Further details on how and when to register will be published in advance of the meeting.

## NOMINATION COMMITTEE AHEAD OF THE 2019 ANNUAL GENERAL MEETING

In accordance with the resolution of the 2018 Annual General Meeting in Kinnevik, Cristina Stenbeck has convened a Nomination Committee comprising representatives of Kinnevik's largest shareholders in terms of voting interest. The Nomination Committee comprises Cristina Stenbeck representing Verdere S.à r.l. and Camshaft S.à r.l., Hugo Stenbeck representing AMS Sapere Aude Trust, James Anderson representing Baillie Gifford, Ramsay Brufer representing Alecta, and Marie Klingspor.

Information about the work of the Nomination Committee can be found on Kinnevik's corporate website at www.kinnevik.com.

#### **FINANCIAL REPORTS**

Kinnevik's Annual Report 2018 will be published on Kinnevik's website on 29 March 2019. Dates for 2019 reporting:

26 April Interim Report January-March 2019
 19 July Interim Report January-June 2019
 24 October Interim Report January-September 2019

Stockholm 14 February 2019

The Board of Directors

#### **REVIEW REPORT**

#### Introduction

We have reviewed the interim report for Kinnevik AB for the period 1 January - 31 December 2018. The Board of Directors and the Chief Executive Officer are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

#### Scope of Review

We conducted our review in accordance with the International Standard on Review Engagements (ISRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with ISA and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not, in all material respects, prepared for the Group in accordance with IAS 34 and the Annual Accounts Act, and for the Parent Company in accordance with the Annual Accounts Act.

Stockholm 14 February 2019

Deloitte AB

Jan Berntsson

Authorized Public Accountant

This information is information that Kinnevik AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out below, at 08.00 CET on 14 February 2019.

For further information, visit www.kinnevik.com or contact:

Torun Litzén Director Investor Relations Phone +46 (0)70 762 00 50 Email press@kinnevik.com

Kinnevik is an industry focused investment company with an entrepreneurial spirit. Our purpose is to build the digital consumer businesses that provide more and better choice. We do this by working in partnership with talented founders and management teams to create, invest in and lead fast growing businesses in developed and emerging markets. We believe in delivering both shareholder and social value by building well governed companies that contribute positively to society. Kinnevik was founded in 1936 by the Stenbeck, Klingspor and von Horn families. Kinnevik's shares are listed on Nasdaq Stockholm's list for large cap companies under the ticker codes KINV A and KINV B.