

Interim Report Quarter III 2018



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Management report

Structure of the group as at 30.09.2018. First five companies are registered in Estonian Commercial Register and the last company in Latvian Commercial Register:

| Company name | Activity | Holding |
|--------------------|--------------------------|----------------|
| Coop Pank AS | banking | parent company |
| Coop Liising AS | leasing | 100% |
| CP Vara AS | in liquidation | 100% |
| Coop Finants AS | other lending activities | 100% |
| AS Martinoza | real estate management | 100% |
| SIA Prana Property | real estate management | 100% |

The strategic and largest owner of Coop Bank is Coop Estonia, formed by cooperatives operating under common trademark, which owns a total of 60.38% of bank's share capital.

During the first 9 months of this year the number of clients of Coop Pank AS had increased by 6 thousand, by the end of September the bank had *ca* 43 thousand clients plus the bank's subsidiary Coop Finants, active in the field of small loans, had *ca* 99 000 clients. The Coop Sula (cashback) project, launched in spring, has also had a positive impact on the growth of Coop Pank's customer base, which aimed to substantially increase the availability of cash in rural areas. In the second half of the year, the Coop Sula project has expanded to over 350 Coop stores across Estonia, and the Estonian Traders Association awarded it with the title "Trade Act of the Year 2018". At the same time, the bank began to pay higher interest rates on deposits to companies. Compared to the market average (0.01%), Coop Pank significantly raised the interest rate, paid to corporate clients – reaching up to 0.25% on account balance per annum.

In Q3 Coop Pank continued to extend its activities in cooperation with the retail business Coop. Several new bank offices and banking spots were opened this year. By the end of September Coop Pank had 16 bank offices and 29 banking spots in various Coop stores all over Estonia. On 1 October Coop Pank opened a new bank office in shopping centre Lõunakeskus, Tartu.

Continuous growth of the business volumes and profit of Coop Pank have been core objectives for 2018. For supporting its growth strategy, Coop Pank issued bonds to LHV pension funds in March, in the amount of 5 million euros with the maturity of 3 years. Also, based on the loan agreement, concluded with European Investment Fund in 2017, we introduced the loan in the amount of 4 million euros.

In the first week of October, the competition Best Companies of the Year, organised by Enterprise Estonia and Estonian Employers' Confederation, awarded prizes to the best Estonian companies. Coop Bank was nominated for the Innovator of the Year category and ranked among the top three.

On 2 October, Coop Pank completed its first year on the Estonian banking market under new business name. The bank continues to onboard new clients, actively participates in both the corporate and private lending markets, and will continue to expand its business and cooperation with Coop retail trade.



Overview of financial results

| Income statement, EUR thousand* | Q3 2018 | Q2 2018 | quarterly change | Q3 2017 | annual change |
|------------------------------------|------------|------------|---------------------|------------|------------------|
| Net interest income | 4 315 | 3 935 | 10% | 3 396 | 27% |
| Net fee and commissions income | 601 | 687 | -13% | 598 | 1% |
| Other income | 116 | 202 | -43% | 3 413 | -97% |
| Total net operating income | 5 032 | 4 824 | 4% | 7 407 | -32% |
| Operating expenses | -3 399 | -3 405 | 0% | -2 892 | 18% |
| Loan losses | -473 | 34 | -1 491% | -437 | 8% |
| Net profit | 1 160 | 1 453 | -20% | 4 078 | -72% |

* Q3 of 2017 includes extraordinary revenues from the sale of real estate.

| Business volumes, EUR thousand | Q3 2018 | Q2 2018 | quarterly change | Q3 2017 | annual change |
|-----------------------------------------------|------------|------------|---------------------|------------|------------------|
| Loan portfolio | 305 710 | 285 385 | 7% | 214 640 | 42% |
| Cash and bonds | 101 030 | 120 048 | -16% | 119 695 | -16% |
| Due to customers and loans received | 359 176 | 362 546 | -1% | 309 422 | 16% |
| Equity (attributable to owners of the parent) | 47 579 | 46 377 | 3% | 45 072 | 6% |





| Ratios (quarterly ratios, expressed on annualised basis) | Q3 2018 | Q2 2018 | quarterly change | Q3 2017 | annual change |
|------------------------------------------------------------------------------------------|------------|------------|---------------------|------------|------------------|
| Average equity (attributable to parent company), EUR thousand | 46 978 | 45 651 | 1 327 | 43 033 | 3 945 |
| Return on equity ROE % | 9.9 | 12.7 | -2.9 | 37.9 | -28.0 |
| (net profit / average equity) | | | | | |
| Cash and interest-bearing assets, average, EUR thousand | 412 076 | 392 674 | 19 402 | 317 645 | 94 432 |
| Net interest margin NIM % (net interest income / interest-bearing assets, average) | 4.2 | 4.0 | 0.2 | 4.3 | -0.1 |
| Cost / income ratio % (total operating cost / total income) | 67.5 | 70.6 | -3.0 | 39.0 | 28.5 |

(total operating cost / total income)



Capitalisation

| Capital base, EUR thousand | 30.09.2018 | 31.12.2017 |
|---------------------------------------------------------------------------------------------|------------|------------|
| Tier 1 capital | | |
| Paid-in share capital and share premium | 38 374 | 38 374 |
| Statutory reserve capital | 2 288 | 2 070 |
| Retained earnings | 3 799 | 387 |
| Eligible profit of the reporting period | 1 950 | 1 932 |
| Other accumulated comprehensive loss | -66 | 0 |
| Goodwill accounted for as intangible asset (-) | -6 757 | -6 757 |
| Intangible assets (-) | -2 092 | -1 166 |
| Adjustment of value arising from requirements of reliable measurement (-) | -11 | -14 |
| Other deductions from Tier 1 capital (-) | -473 | -1 388 |
| Other transitional adjustments of own funds | 598 | 0 |
| Total Tier 1 capital | 37 610 | 33 438 |
| Subordinated debt | 5 000 | 5 000 |
| Tier 2 capital | 5 000 | 5 000 |
| Eligible capital for capital adequacy calculation | 42 610 | 38 438 |
| Risk-weighted assets RWA | | |
| Central government and central banks using standardised approach | 953 | 1 424 |
| Credit institutions, investment companies and local governments using standardised approach | 3 899 | 6 452 |
| Companies using standardised approach | 36 886 | 23 090 |
| Retail claims using standardised approach | 59 687 | 41 207 |
| Claims secured by mortgage on real estate using standardised approach | 84 333 | 78 431 |
| Claims past due using standardised approach | 1 523 | 5 271 |
| Items subject to particularly high risk using standardised approach | 20 851 | 7 155 |
| Other assets using standardised approach | 11 078 | 12 346 |
| Total credit risk and counter-party credit risk | 219 210 | 175 376 |
| Operational risk using basic indicator approach | 21 509 | 17 735 |
| Total risk-weighted assets (total risk exposure) | 240 719 | 193 111 |
| Capital adequacy ratio % | 17.70% | 19.90% |
| Tier 1 capital ratio % | 15.62% | 17.32% |

Requirements to own funds:

| Core Tier 1 capital ratio |
|----------------------------------------|
| Tier 1 capital ratio |
| Total capital ratio (capital adequacy) |
| Systemic risk buffer |
| Capital conservation buffer |

4.50% core Tier 1 capital/total risk exposure
6.00% Tier 1 capital/total risk exposure
8.00% total capital/total risk exposure
1.00% of total risk exposure
2.50% of total risk exposure

As at the end of the reporting period, the Group is in conformity with all regulative capital requirements.

Capital adequacy has decreased by 2.20 pp, compared to the end of 2017, mainly due to significant growth of business volumes and, hence, the increase of risk-weighted assets. During the nine months of 2018, own funds also increased due to the inclusion pf profits of 2017 and 1st semester of 2018 in own funds.



Risk-weighted assets and own funds

Consolidated interim financial statements

Consolidated comprehensive income statement

| | | | | - 07 | - 0.14 |
|------------------------------------------------|------|------------|-------------|------------|-------------|
| EUR thousand | Note | Q3 2018 | 9 M 2018 | Q3 2017 | 9 M 2017 |
| | Note | 2010 | 2010 | 2017 | 2017 |
| Interest income | | 5 134 | 14 020 | 3 915 | 9 230 |
| Interest expense | | -819 | -2 224 | -519 | -1 323 |
| Net interest income | 2 | 4 315 | 11 796 | 3 396 | 7 907 |
| Fee and commissions income | | 939 | 2 807 | 887 | 2 261 |
| Fee and commissions expense | | -338 | -968 | -289 | -717 |
| Net fee and commissions income | 3 | 601 | 1 839 | 598 | 1 544 |
| Revenue from sale of assets | | 148 | 473 | 123 | 492 |
| Cost of assets sold | | -171 | -461 | -96 | -472 |
| Change in fair value of investment property | | -7 | 75 | 109 | 109 |
| Rental income | | 14 | 62 | 133 | 478 |
| Expense for receiving rental income | | -23 | -90 | -104 | -219 |
| Other income | | 155 | 504 | 3 319 | 3 463 |
| Net gain on financial instruments | | 0 | 0 | -71 | -265 |
| designated at fair value Other net income | | 116 | 563 | 3 413 | 3 586 |
| | | 110 | 505 | 5 415 | 5 500 |
| Payroll expense | | -2 073 | -6 046 | -1 805 | -4 986 |
| Operating expense | | -1 115 | -3 396 | -975 | -2 603 |
| Depreciation | | -211 | -566 | -112 | -325 |
| Other operating expense | | -3 399 | -10 008 | -2 892 | -7 914 |
| Net profit before provision of loan impairment | | 1 633 | 4 190 | 4 515 | 5 123 |
| Provision for loan impairment | | -473 | -1 080 | -437 | -768 |
| Net profit from the reporting period | | 1 160 | 3 110 | 4 078 | 4 355 |
| Other comprehensive income/expense | | 15 | -151 | 0 | 0 |
| Comprehensive income for the | | 1 175 | 2 959 | 4 078 | 4 355 |
| reporting period | | | | | |
| Net profit attributable to: | | | | | |
| Owners of parent company | | 1 160 | 3 110 | 4 078 | 4 242 |
| Non-controlling interest | | 0 | 0 | 0 | 113 |
| Net profit for the reporting period | | 1 160 | 3 110 | 4 078 | 4 355 |
| Comprehensive income attributable to: | | | | | |
| Owners of parent company | | 1 175 | 2 959 | 4 078 | 4 242 |
| Non-controlling interest | | 0 | 0 | 0 | 113 |
| Comprehensive income for the reporting period | | 1 175 | 2 959 | 4 078 | 4 355 |



Consolidated statement of financial position

| EUR thousand | Note | 30.09.2018 | 31.12.2017 |
|-------------------------------------------|---------|------------|------------|
| Assets | | | |
| Cash on hand | | 22 525 | 22 771 |
| Balances with central banks | 4 | 50 019 | 44 815 |
| Loans and advances to credit institutions | 4 | 18 826 | 31 287 |
| Bonds | 5 | 9 660 | 11 563 |
| Loans and advances to customers | 6,7,8,9 | 305 710 | 238 282 |
| Goodwill | | 6 757 | 6 757 |
| Other assets | 10 | 14 076 | 15 903 |
| Total assets | | 427 573 | 371 378 |
| | | | |
| Liabilities | | | |
| Due to credit institutions | | 8 002 | 5 002 |
| Due to customers and loans received | 11 | 359 176 | 310 968 |
| Subordinated debt | | 5 112 | 5 026 |
| Other liabilities | 12 | 7 704 | 5 206 |
| Total liabilities | | 379 994 | 326 202 |
| Owner's equity | | | |
| Share capital | | 38 199 | 38 199 |
| Share premium | | 175 | 175 |
| Reserves | | 2 362 | 2 070 |
| Retained earnings | | 6 909 | 4 732 |
| Change in fair value of bond portfolio | | -66 | 0 |
| Total equity | | 47 579 | 45 176 |
| Total liabilities and equity | | 427 573 | 371 378 |



Consolidated cash flow statement

| Cash flows from operating activities 14 015 8 855 Interest paid 14 015 8 855 Interest paid 1334 1332 Fee and commission received 2 807 2 261 Fee and commission paid -968 -717 Other income received 488 3742 Payroll expense paid -6 024 -4 770 Other operating activities before the change -3 206 -2 757 Cash flows from operating activities 5 614 5 282 Change in assets related to operating activities 5 614 5 282 Change in assets related to operating activities -68 452 -61 952 Change in tabuloty reserve in central bank -434 -566 Other assets 5 666 -8 380 Change in customer deposits 3 8 604 55 619 Change in customer deposits 3 8 604 55 619 Change in customer deposits 3 8 604 55 619 Change in deposits of credit institutions 3 000 -18 858 Change in customer deposits 2 844 2 021 Net cash flows from investment property acquired -1 622 <t< th=""><th></th><th></th><th></th></t<> | | | |
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| Change in customer deposits38 60455 619Change in deposits of credit institutions3 000-185Other liabilities2 2442 021Net cash flows from operating activities-18 858-8 161Cash flows from investment activities-18 858-8 161Property, plant and equipment, and investment property acquired-1 622-864Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from financing activities1 921-1 823Cash flows from financing activities5 0000Loars received4 0000Total cash flows from financing activities9 00013 198Issue of bonds5 0000Loars received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Other assets | 566 | -8 380 |
| Change in deposits of credit institutions3 000-185Other liabilities2 2442 021Net cash flows from operating activities-18 858-8 161Cash flows from investment activities-18 858-8 161Property, plant and equipment, and investment property acquired-1 622-864Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents include:88 329106 844Cash and cash equivalents include:88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Change in liabilities related to operating activities | | |
| Other liabilities2 2442 021Net cash flows from operating activities-18 858-8 161Cash flows from investment activities-1 622-864Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities013 198Issue of bonds5 0000Loans received4 0000Total cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Change in customer deposits | 38 604 | 55 619 |
| Net cash flows from operating activities-18 858-8 161Cash flows from investment activitiesProperty, plant and equipment, and investment property acquired-1 622-864Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities1 921-1 823Share capital contribution013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Change in deposits of credit institutions | 3 000 | -185 |
| Cash flows from investment activitiesProperty, plant and equipment, and investment property acquired-1 622-864Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from financing activities1 921-1 823Cash flows from financing activities013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 978 | Other liabilities | 2 244 | 2 021 |
| Property, plant and equipment, and investment property acquired-1 622-864Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Net cash flows from operating activities | -18 858 | -8 161 |
| Property, plant and equipment, and investment property acquired-1 622-864Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Cash flows from investment activities | | |
| Property, plant and equipment, and investment property sold1 8716 487Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities013 198Issue of bonds00Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents include:88 329106 844Cash and cash equivalents include:88 329106 844Cash and cash equivalents include:88 32922 525Demand deposits in central banks46 97846 862 | | -1 622 | -864 |
| Obtaining of subsidiary company, net cash flow0-8 815Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash and cash equivalents include:88 32922 52522 234Demand deposits in central banks46 97846 86210 800 | | | |
| Financial assets at fair value through other comprehensive income1 6721 369Total cash flows from investment activities1 921-1 823Cash flows from financing activities013 198Share capital contribution013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | | | |
| Total cash flows from investment activities1 921-1 823Cash flows from financing activities013 198Share capital contribution013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | | | |
| Share capital contribution013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | | | |
| Share capital contribution013 198Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Cash flows from financing activities | | |
| Issue of bonds5 0000Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | - | 0 | 13 198 |
| Loans received4 0000Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | • | | |
| Total cash flows from financing activities9 00013 198Change in cash and cash equivalents-7 9373 214Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | | | |
| Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | | | |
| Cash and cash equivalents at the beginning of the period96 266103 630Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | | | |
| Cash and cash equivalents at the end of the period88 329106 844Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Change in cash and cash equivalents | -7 937 | 3 214 |
| Cash and cash equivalents include:88 329106 844Cash on hand22 52522 234Demand deposits in central banks46 97846 862 | Cash and cash equivalents at the beginning of the period | 96 266 | 103 630 |
| Cash on hand 22 525 22 234 Demand deposits in central banks 46 978 46 862 | Cash and cash equivalents at the end of the period | 88 329 | 106 844 |
| Cash on hand 22 525 22 234 Demand deposits in central banks 46 978 46 862 | Cash and cash equivalents include: | 88 329 | 106 844 |
| Demand deposits in central banks 46 978 46 862 | | | |
| | | | |
| | Demand and short-term deposits in credit institutions | 18 826 | 37 748 |

The recording of statutory reserve in central bank is adjusted for the reference year: earlier displayed under cash and cash equivalents, now under cash flows from operating activities.



Consolidated statement of changes in equity

| | Share capital | Share pre- mium | Statutory reserve capital | Other reserves | Change in fair value | Retained earnings | Total share of parent company shareholders | Non- controlling interest | Total equity |
|-------------------------------------------------------------|------------------|-----------------------|---------------------------------|-------------------|----------------------------|----------------------|-----------------------------------------------------|---------------------------------|-----------------|
| Equity as at 31.12.2016 | 25 001 | 174 | 1 970 | 0 | 0 | 2 146 | 29 291 | 286 | 29 577 |
| Increase of share capital | 13 198 | 0 | 0 | 0 | 0 | 0 | 13 198 | 0 | 13 198 |
| Acquiring non- controlling interest | 0 | 0 | 0 | 0 | 0 | -1 659 | -1 659 | -399 | -2 058 |
| Change in reserves | 0 | 0 | 100 | 0 | 0 | -100 | 0 | 0 | 0 |
| Net profit 01.0130.09.2017 Other | 0 | 0 | 0 | 0 | 0 | 4 242 | 4 242 | 113 | 4 355 |
| comprehensive income 01.0130.09.2017 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total comprehensive income for the reporting period | 0 | 0 | 0 | 0 | 0 | 4 242 | 4 242 | 113 | 4 355 |
| Equity as at 30.09.2017 | 38 199 | 174 | 2 070 | 0 | 0 | 4 629 | 45 072 | 0 | 45 072 |
| Net profit 01.1031.12.2017 Other | 0 | 0 | 0 | 0 | 0 | 103 | 103 | 0 | 103 |
| comprehensive income 01.1031.12.2017 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total comprehensive income for the reporting period | 0 | 0 | 0 | 0 | 0 | 103 | 103 | 0 | 103 |
| Rounding difference | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |
| Equity as at 31.12.2017 | 38 199 | 175 | 2 070 | 0 | 0 | 4 732 | 45 176 | 0 | 45 176 |
| The effect of change of methodology to loan portfolio | 0 | 0 | 0 | 0 | 0 | -630 | -630 | 0 | -630 |
| The effect of change of methodology to bond portfolio | 0 | 0 | 0 | 0 | 85 | -85 | 0 | 0 | 0 |
| Change in reserves | 0 | 0 | 218 | 0 | 0 | -218 | 0 | 0 | 0 |
| Share options | 0 | 0 | 0 | 74 | 0 | 0 | 74 | 0 | 74 |
| Net profit Other | 0 | 0 | 0 | 0 | 0 | 3 110 | 3 110 | 0 | 3 110 |
| comprehensive _income | 0 | 0 | 0 | 0 | -151 | 0 | -151 | 0 | -151 |
| Total comprehensive income for the reporting period | 0 | 0 | 0 | 0 | -151 | 3 110 | 2 959 | 0 | 2 959 |
| Equity as at 30.09.2018 | 38 199 | 175 | 2 288 | 74 | -66 | 6 909 | 47 579 | 0 | 47 579 |



Notes to consolidated financial statements

Note 1 Accounting principles

The interim report has been prepared in conformity with International Accounting Standard IAS 34 "Interim Financial Reporting" as approved by the EU. The interim report should be read parallel to the Annual Report 2017, prepared in conformity with International Financial Reporting Standards (IFRS).

Subsidiaries are consolidated line by line, by eliminating all intra-group transactions, receivables and liabilities, profits and losses. The definitions of consolidation group as established by EU Regulation No 575/2013 and by IFRS are the same.

All figures in financial statements are in thousands of euros unless noted otherwise.

The accounting principles used in Q3 Interim Report 2018 are generally in conformity with accounting principles used in Annual Report 2017, the accounting of financial assets changed according to IFRS 9 that became effective on 01.01.2018. The effect of initial implementation of the standard is recorded in the statement of changes in equity. After initial implementation of the IFRS 9, the Group uses the transition exemption and does not adjust comparative information in 2018 financial statements. Further details of classification and measuring of financial instruments on the basis of IFRS 9 and the effect of implementation moment to equity (01.01.2018) are presented in Note 24 – Subsequent events - of group's Annual Report 2017 – Subsequent events (the report is available on Coop Pank webpage www.cooppank.ee).

Main changes in accounting principles of Coop Pank are related to debt instruments – loans to customers and debt securities. Beginning from 01.01.2018 the Group classifies and records securities at fair value through other comprehensive income (the accounting principle has changed compared to the earlier one) and loans at amortized cost (the accounting principle has not changed). Classification is a combination of entity's business model for managing financial assets and whether the contractual cash flows represent solely principal and interest payments.

Bonds are classified as recordable at fair value through other comprehensive income if following conditions are fulfilled:

- entity's business model includes holding the assets for collecting cash flows as well as for sale;
- contractual cash flows represent solely principal and interest payments.

The income/expense from the changes in fair value are recorded under comprehensive income and accumulated in equity Accumulated income/expense are classified from equity to income statement after the recording of debt instrument is ended Interest income is accounted on interest-bearing financial assets using the effective interest rate method and expected credit losses are recognized in income statement.

By implementation of IFRS 9, the Group was most significantly influenced by introducing the expected credit losses model for assessment of financial assets. The expected credit losses model is based on:

- probability of delay in payments assessment of the current situation and a forecast for the future scenario by using macro-economic forecasts;
- amount of the claim outstanding at default assessment of the amount of credit position by the moment of probable default;
- loss given default assessment of the amount that could not be regained given default, considering the quality and value of collateral.

The model has three stages, based on the change of credit risk, applicable through the whole lifecycle of a loan. Stage 1 is based on the assessment of 12-month period credit loss and applies to all records, except in the case



of significant increase of credit risk, compared to initial recording. Stage 2 is implemented in the case of significant increase of credit risk and Stage 3 indicates default; Stages 2 and 3 are based on the assessment of potential credit loss throughout the whole lifecycle of the claim.

On each balance sheet date, the Bank assesses whether the credit risk has increased significantly compared to the initial recognition, the assessment is based on quantitative and qualitative indicators – claims delayed for 30-90 days and financial assets, classified under increased level of monitoring, or claims with changed agreement conditions due to client's financial difficulties. In case of significant increase of credit risk, compared to the initial recognition, respective impairment is recognised, and the financial assets moves to Stage 2. In case further balance sheet date assessments indicate improvement of credit quality and the loan can no longer be qualified under the criteria of increased credit risk, the financial asset moves back to Stage 1. Claims in Stage 3 are handled as financial assets with decreased credit quality. The definition of default of these claims is in conformity with the capital requirements regulation and includes financial assets in delay over 90 days.

Bank has adopted internal policies for measuring and forecasting the expected credit losses and for determining respective input data and calculations. The models, assessment and input are designed and adjusted, if necessary, by the risk management function of the Bank.

| Interest income | Q3 2018 | 9 M 2018 | Q3 2017 | 9 M 2017 |
|-------------------------------------|---------|----------|---------|----------|
| Consumer loans and instalment | 2 087 | 5 760 | 1 869 | 3 690 |
| Corporate loans | 1 347 | 3 396 | 589 | 1 420 |
| Loans to individuals | 1 035 | 3 010 | 899 | 2 601 |
| Leasing | 506 | 1 284 | 290 | 766 |
| Bonds | 97 | 311 | 152 | 436 |
| Other assets | 7 | 94 | 43 | 117 |
| Interest income on liabilities | 55 | 165 | 73 | 200 |
| Total | 5 134 | 14 020 | 3 915 | 9 230 |
| Interest expense | | | | |
| Due to customers and loans received | -654 | -1 773 | -377 | -935 |
| Subordinated debt | -86 | -256 | -78 | -233 |
| Interest expense on assets | -79 | -195 | -64 | -155 |
| Total | -819 | -2 224 | -519 | -1 323 |
| Net interest income | 4 315 | 11 796 | 3 396 | 7 907 |

Note 2 Net interest income

Note 3 Net fee and commission income

| Fee and commission income | Q3 2018 | 9 M 2018 | Q3 2017 | 9 M 2017 |
|---------------------------------------|---------|----------|---------|----------|
| Charges on card transactions | 479 | 826 | 147 | 332 |
| Account opening and management fees | 180 | 538 | 129 | 366 |
| Bank transfer fees | 147 | 481 | 156 | 578 |
| Gain on foreign exchange transactions | 89 | 259 | 101 | 388 |
| Other fee and commission income | 44 | 703 | 354 | 597 |
| Total | 939 | 2 807 | 887 | 2 261 |
| Fee and commission expense | | | | |
| Charges on card transactions | -209 | -600 | -164 | -412 |
| Bank transfer fees | -23 | -202 | -62 | -207 |
| Other fee and commission expense | -106 | -166 | -63 | -98 |
| Total | -338 | -968 | -289 | -717 |
| Net fee and commission income | 601 | 1 839 | 598 | 1 544 |



Note 4 Balances with central banks, loans and advances to credit institutions

| | 30.09.2018 | 31.12.2017 |
|----------------------------------------------------|------------|------------|
| Statutory reserve in central bank | 3 041 | 2 607 |
| Demand deposits in central bank | 46 978 | 42 208 |
| Total of balances with central banks | 50 019 | 44 815 |
| EU member states, excl. Estonia | 10 911 | 26 014 |
| Estonia | 7 717 | 5 048 |
| All other countries | 191 | 225 |
| Total of loans and advances to credit institutions | 18 819 | 31 287 |

Note 5 Bonds

| | 30.09.2018 | 31.12.2017 |
|-------------------------------------------|------------|------------|
| Government bonds | 1 906 | 2 848 |
| Bonds of other non-financial corporations | 7 754 | 8 715 |
| Total | 9 660 | 11 563 |

As at 30.09.2018, bonds are accounted at fair value through other comprehensive income. As at 31.12.2017, bonds in the amount of 503 thousand euros were accounted as held-to-maturity and the rest of bonds at fair value through profit and loss.

Note 6 Loans and advances to customers

| | 30.09.2018 | 31.12.2017 |
|--------------------------------------------|------------|------------|
| Total receivables from private individuals | 194 328 | 163 724 |
| Total receivables from corporates | 114 993 | 78 202 |
| Total receivables | 309 321 | 241 926 |
| Impairment of loans and advances | -3 611 | -3 644 |
| Total | 305 710 | 238 282 |

Note 7 Impairment of loans and advances

| | 30.09.2018 | 31.12.2017 |
|--------------------------------------------------|------------|------------|
| Balance at the beginning of the reporting period | -3 644 | -2 253 |
| The effect of IFRS 9, implemented on 01.01.2018 | -630 | 0 |
| Additional balance from acquiring the subsidiary | 0 | -1 050 |
| Impairments posted during the reporting period | -1 238 | -1 550 |
| Loans written off during the reporting period | 1 901 | 1 209 |
| Balance at the end of the reporting period | -3 611 | -3 644 |



| | | 30.09.2018 | | 31.12.2017 |
|---------------------|--------------|------------------|--------------|---------------------|
| Private individuals | Loan balance | Collateral cover | Loan balance | Collateral cover |
| 1-30 days | 10 272 | 33.8% | 7 166 | 31.6% |
| 31-60 days | 2 038 | 35.4% | 2 077 | 26.9% |
| 61-90 days | 491 | 20.1% | 707 | 18.0% |
| over 90 days | 1 584 | 35.2% | 3 976 | 13.8% |
| Total | 14 385 | | 13 926 | |

Note 8 Past due receivables from customers

| | | 30.09.2018 | | 31.12.2017 |
|--------------|--------------|------------------|--------------|------------|
| | | | | Collateral |
| Corporates | Loan balance | Collateral cover | Loan balance | cover |
| 1-30 days | 4 172 | 71.4% | 3 440 | 56.3% |
| 31-60 days | 1 253 | 98.4% | 162 | 80.2% |
| 61-90 days | 143 | 55.5% | 125 | 66.1% |
| over 90 days | 348 | 76.4% | 349 | 64.2% |
| Total | 5 916 | | 4 076 | |

The collateral coverage ratio is calculated on contractual basis: credit claim to customer / market value of collateral, followed by weighting the result with the percentage of loan balance in respective group.

Note 9 Distribution of financial assets and liabilities by maturity dates

The tables include future receivable and payable interests.

| 30.09.2018 | Up to 3 months | 3-12 months | 1-5 years | Over 5 years | Total |
|----------------------------------------------------------------|-------------------|----------------|--------------|-----------------|---------|
| Assets | | | | | |
| Cash on hand | 22 525 | 0 | 0 | 0 | 22 525 |
| Balances with central banks | 43 110 | 0 | 0 | 0 | 43 110 |
| Loans and advances to credit institutions | 18 825 | 0 | 0 | 0 | 18 825 |
| Bonds | 92 | 1 227 | 9 287 | 0 | 10 606 |
| Loans and advances to customers | 25 932 | 52 431 | 176 040 | 139 866 | 394 269 |
| Other financial assets | 379 | 0 | 0 | 188 | 567 |
| Total financial assets | 110 863 | 53 658 | 185 327 | 140 054 | 489 902 |
| Liabilities | | | | | |
| Due to credit institutions | 8 002 | 0 | 0 | 0 | 8 002 |
| Due to customers | 176 586 | 127 426 | 43 969 | 8 137 | 356 118 |
| Other financial liabilities | 4 856 | 0 | 0 | 0 | 4 856 |
| Subordinated debt | 84 | 253 | 1 350 | 6 409 | 8 096 |
| Total financial liabilities | 189 528 | 127 679 | 45 319 | 14 546 | 377 072 |
| Off-balance-sheet liabilities | | | | | |
| Unused credit limits and overdrafts | 33 849 | 0 | 0 | 0 | 33 849 |
| Financial guarantees | 2 091 | 0 | 0 | 0 | 2 0 9 1 |
| Total of carrying and off-balance-sheet amounts of liabilities | 225 468 | 127 679 | 45 319 | 14 546 | 413 012 |
| Maturity gap between financial assets and liabilities | -114 605 | -74 021 | 140 008 | 125 508 | 76 890 |



| 31.12.2017 | Up to 3 months | 3-12 months | 1-5 years | Over 5 years | Total |
|----------------------------------------------------------------|-------------------|----------------|--------------|-----------------|---------|
| Assets | | | | | |
| Cash on hand | 22 771 | 0 | 0 | 0 | 22 771 |
| Balances with central banks | 44 815 | 0 | 0 | 0 | 44 815 |
| Loans and advances to credit institutions | 30 625 | 664 | 0 | 0 | 31 289 |
| Bonds | 0 | 3 143 | 8 420 | 0 | 11 563 |
| Loans and advances to customers | 22 418 | 41 797 | 100 951 | 144 620 | 309 786 |
| Other financial assets | 304 | 0 | 0 | 186 | 490 |
| Total financial assets | 120 933 | 45 604 | 109 371 | 144 806 | 420 714 |
| Liabilities | | | | | |
| Due to credit institutions | 5 006 | 0 | 0 | 0 | 5 006 |
| Due to customers | 177 853 | 82 076 | 50 102 | 2 640 | 312 671 |
| Other financial liabilities | 3 216 | 0 | 0 | 0 | 3 216 |
| Subordinated debt | 84 | 253 | 1 350 | 6 660 | 8 347 |
| Total financial liabilities | 186 159 | 82 329 | 51 452 | 9 300 | 329 240 |
| Off-balance-sheet liabilities | | | | | |
| Unused credit limits and overdrafts | 30 219 | 0 | 0 | 0 | 30 219 |
| Financial guarantees | 1 187 | 0 | 0 | 0 | 1 187 |
| Total of carrying and off-balance-sheet amounts of liabilities | 217 565 | 82 329 | 51 452 | 9 300 | 360 646 |
| Maturity gap between financial assets and liabilities | -96 632 | -36 725 | 57 919 | 135 506 | 60 068 |

Note 10 Other assets

| Other assets | 30.09.2018 | 31.12.2017 |
|-------------------------------|------------|------------|
| Assets held for sale | 6 904 | 7 323 |
| Property, plant and equipment | 2 230 | 2 433 |
| Intangible assets | 2 092 | 1 166 |
| Investment property | 1 246 | 2 398 |
| Other financial assets | 567 | 490 |
| Other assets | 1 037 | 2 093 |
| Total | 14 076 | 15 903 |

Note 11 Due to customers

| Due to customers | 30.09.2018 | 31.12.2017 |
|---------------------|------------|------------|
| Private individuals | 215 692 | 151 787 |
| Corporates | 143 484 | 159 181 |
| Total | 359 176 | 310 968 |
| | | |
| Demand deposits | 127 574 | 153 031 |
| Term deposits | 231 602 | 157 937 |
| Total | 359 176 | 310 968 |



Note 12 Other liabilities

| Other liabilities | 30.09.2018 | 31.12.2017 |
|-----------------------------|------------|------------|
| Other financial liabilities | 4 856 | 3 216 |
| Other liabilities | 2 848 | 1 990 |
| Total | 7 704 | 5 206 |

Note 13 Contingent liabilities

| | 30.09.2018 | 31.12.2017 |
|-----------------------------|------------|------------|
| Financial guarantees | 2 091 | 1 187 |
| Credit lines and overdrafts | 33 849 | 30 219 |
| Total | 35 940 | 31 406 |

Note 14 Related parties

Related parties are:

- a shareholder of significant influence and companies that are part of its group;
- management of the group: i.e. members of the Management Board and the Supervisory Board of parent company, head of internal audit and entities controlled by them;
- individuals, who have the same economic interest as management, and entities related to them.

The terms of the loans granted to related parties do not differ from the loans granted to other customers regarding interest rates. Transactions with related parties are based on the price list and/or are carried out at market value.

| Balances | 30.09.2018 | 30.09.2017 |
|--------------------------------------------------------|------------|------------|
| Shareholders: | | |
| Deposits | 1 258 | 37 |
| Members of the Management Board and Supervisory Board, | | |
| Loans | 119 | 111 |
| Deposits | 1 533 | 1 011 |

| Transactions | 30.09.2018 | 30.09.2017 |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|------------|
| Shareholders: | | |
| Interest expense | 6 | 0 |
| Members of the Management Board and Supervisory Board, and persons and companies associated with them: | | |
| Interest income of the reporting period | 3 | 2 |
| Sale of other goods and services | 0 | 1 |
| Purchase of other goods and services | 79 | 284 |
| Compensation paid to members of the Management Board and Supervisory Board Maximum termination benefits payable to members of the management board, o | 412 | 516 |
| a contingent basis | 175 | 172 |



Shareholders, Supervisory Board and Management Board of Coop Pank AS

Shareholders with over 10% holding as at 30.09.2018:

- Coop Investeeringud OÜ 38,77%
- Andres Sonn 19,87%

In addition, the member cooperatives of Coop Eesti Keskühistu hold the total of 21.60% of the share capital, however, separately none of them hold over 10%.

Members of Supervisory Board do not hold shares of Coop Pank, Members of Management Board hold 7 thousand shares of Coop Pank, which accounts for 0.01% of the share capital.

Chairman of the Supervisory Board: Jaanus Vihand Members of the Supervisory Board: Priit Põldoja, Jaan Marjundi, Roman Provotorov, Märt Meerits

Chairman of the Management Board: Margus Rink Members of the Management Board: Hans Pajoma, Kerli Lõhmus, Janek Uiboupin

Statement of the Management Board of Coop Pank AS

The Management Board of Coop Pank is of the opinion, that information in this interim report, consisting of the management report and financial reports, is in conformity with requirements to interim reports and gives a true and fair view of the financial condition and results of operations of Coop Pank Group, the presented data and additional information is true and comprehensive. Current interim report is not audited.

23.10.2018

Margus Rink Chairman of the Management Board Hans Pajoma Member of the Management Board

Kerli Lõhmus Member of the Management Board Janek Uiboupin Member of the Management Board



klienditugi@cooppank.ee www.cooppank.ee

