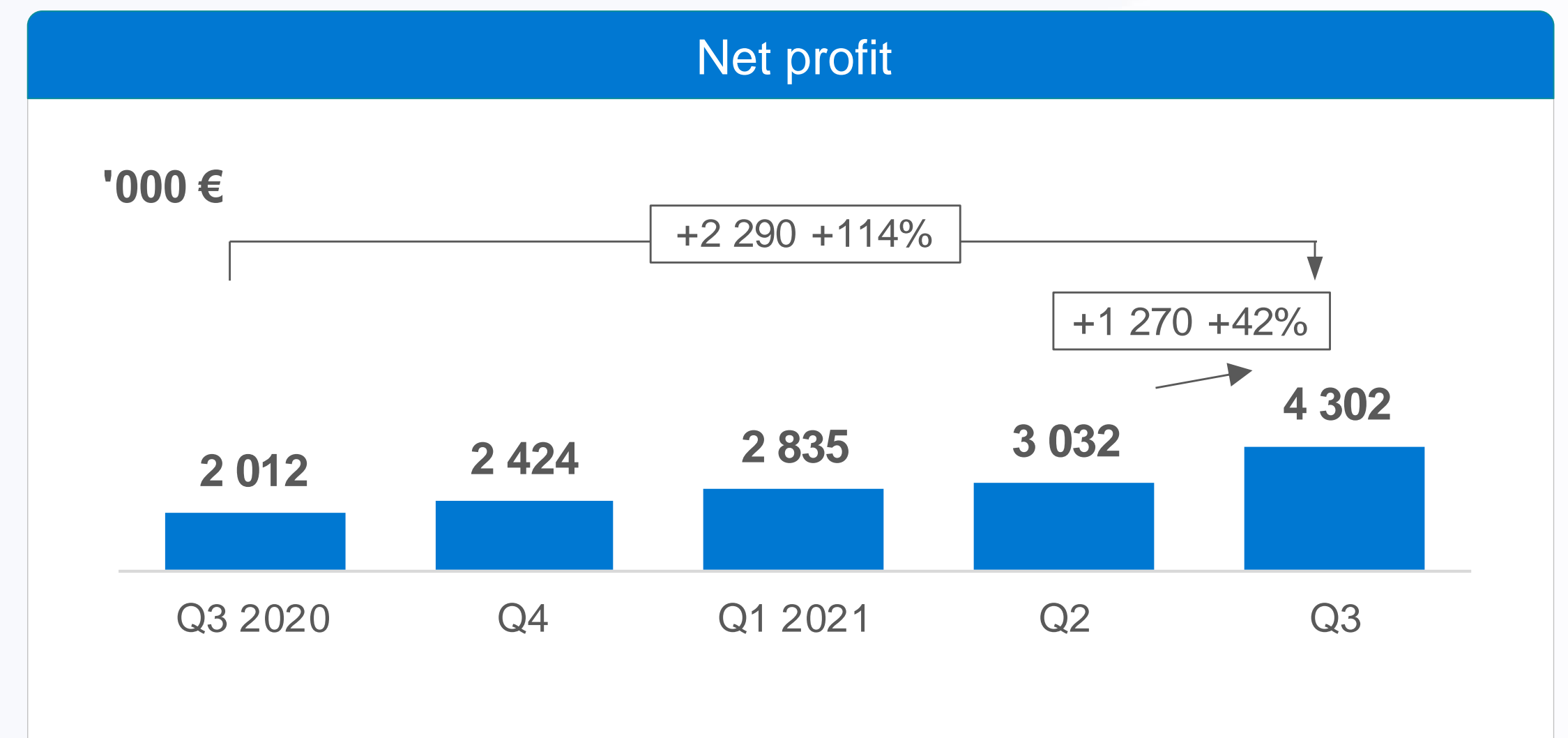
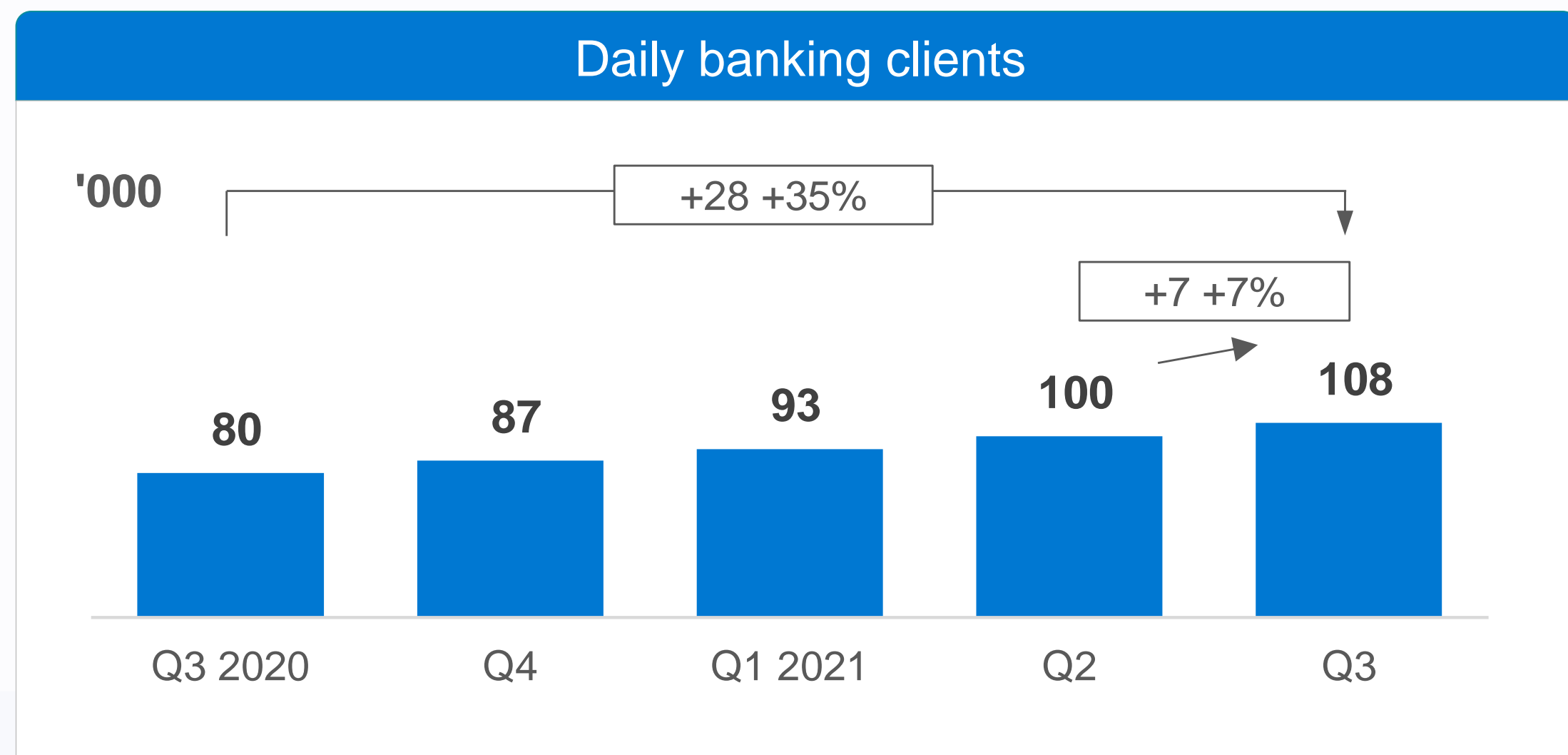
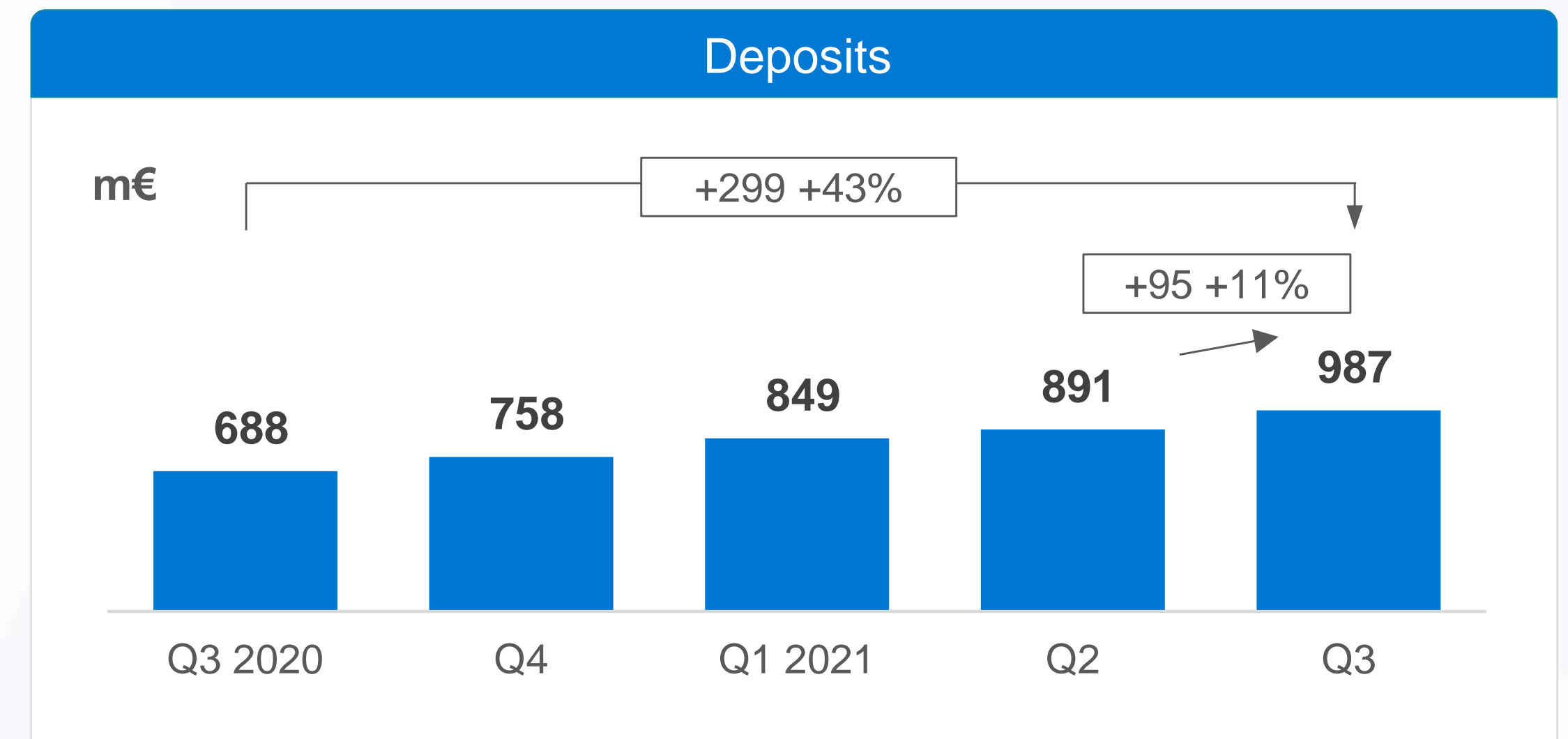
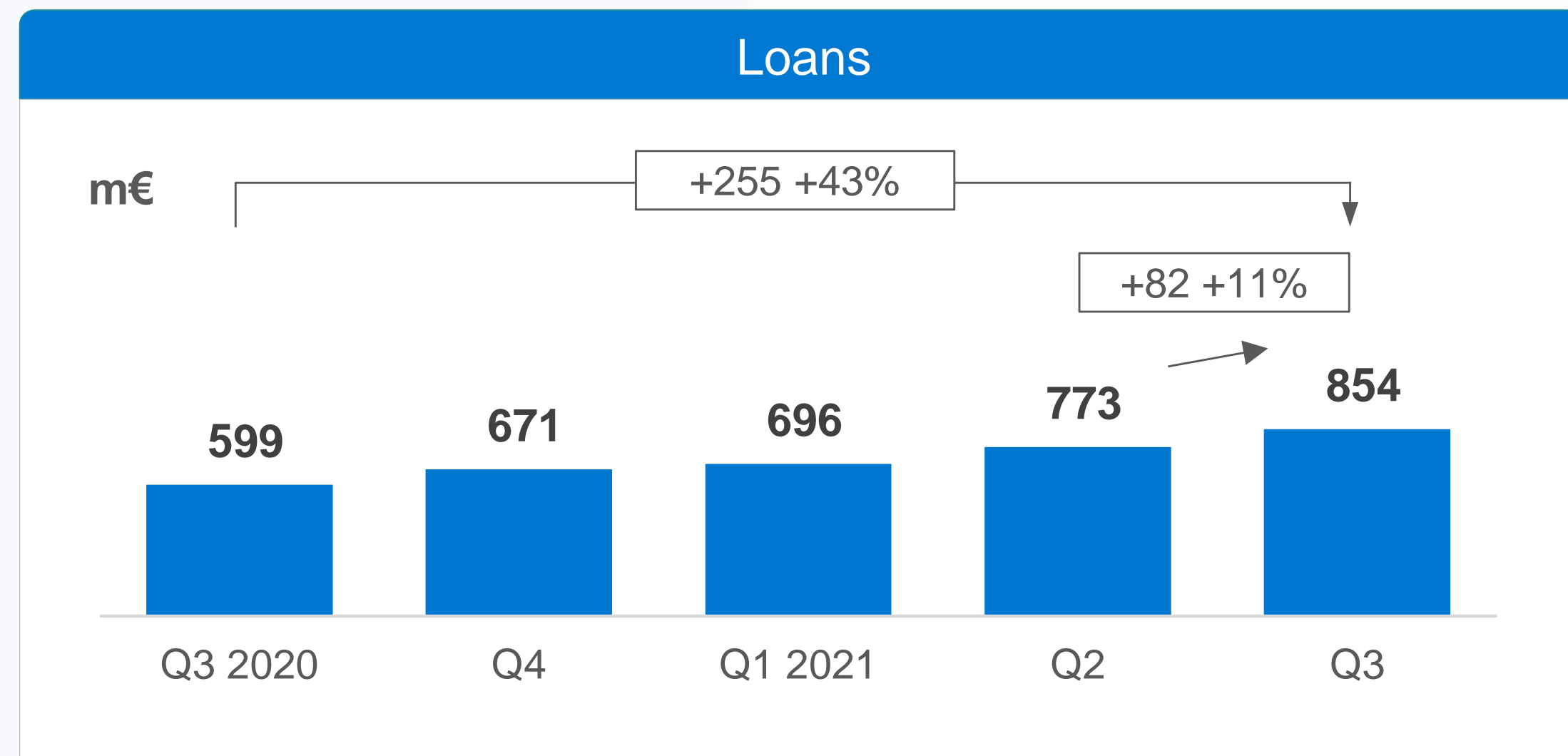




# Coop Pank Group 2021 Q3 unaudited results

20.10.2021

# Business volumes in quarterly comparison



# Results of Q3 2021 – compared to Q3 2020

## Key indicators in year on year comparison

	Q3 2021	Q3 2020	Year on Year change	
<b>Net operating income ('000 €)</b>	<b>10 327</b>	<b>7 988</b>	<b>+2 339</b>	<b>+29%</b>
Interest	9 345	7 353	+1 992	+27%
Service fees and commissions	752	558	+194	+35%
Other	230	77	+153	+199%
Operating expenses	-5 788	-4 726	-1 062	+22%
<b>Operating profit</b>	<b>4 539</b>	<b>3 262</b>	<b>+1 277</b>	<b>+39%</b>
Impairment costs	-10	-1 139	+1 129	-99%
Profit before income tax	4 529	2 123	+2 406	+113%
Income tax	-227	-111	-116	+105%
<b>Net profit</b>	<b>4 302</b>	<b>2 012</b>	<b>+2 290</b>	<b>+114%</b>
Net loan portfolio (m€)	854	599	+255	+43%
Deposits and loans received	987	688	+299	+43%
Equity	108	94	+14	+15%
ROE	16.2%	8.6%	+7.6%	
Net interest margin (NIM)	3.5%	4.0%	-0.4%	
Cost of financing	0.7%	0.9%	-0.2%	
Cost / income ratio (CIR)	56%	59%	-3.1%	
Capital adequacy ratio	16.8%	18.9%	-2.1%	

- Revenues +2.3m€ (+29%)
  - Net interest increased +2.0m€ as loan portfolio grew by 255m€
  - Service fees +0.2m€ as no of clients and client activity increased
- Operating expenses +1.1m€ (+22%)
  - Payroll expenses
  - IT costs incl. amortization of non-tangible assets
- Impairment costs -99%
  - Q3 2021 impairments were low due to high quality of loan portfolio and faster repayments of consumer loans (pension reform)
- Net profit +114%

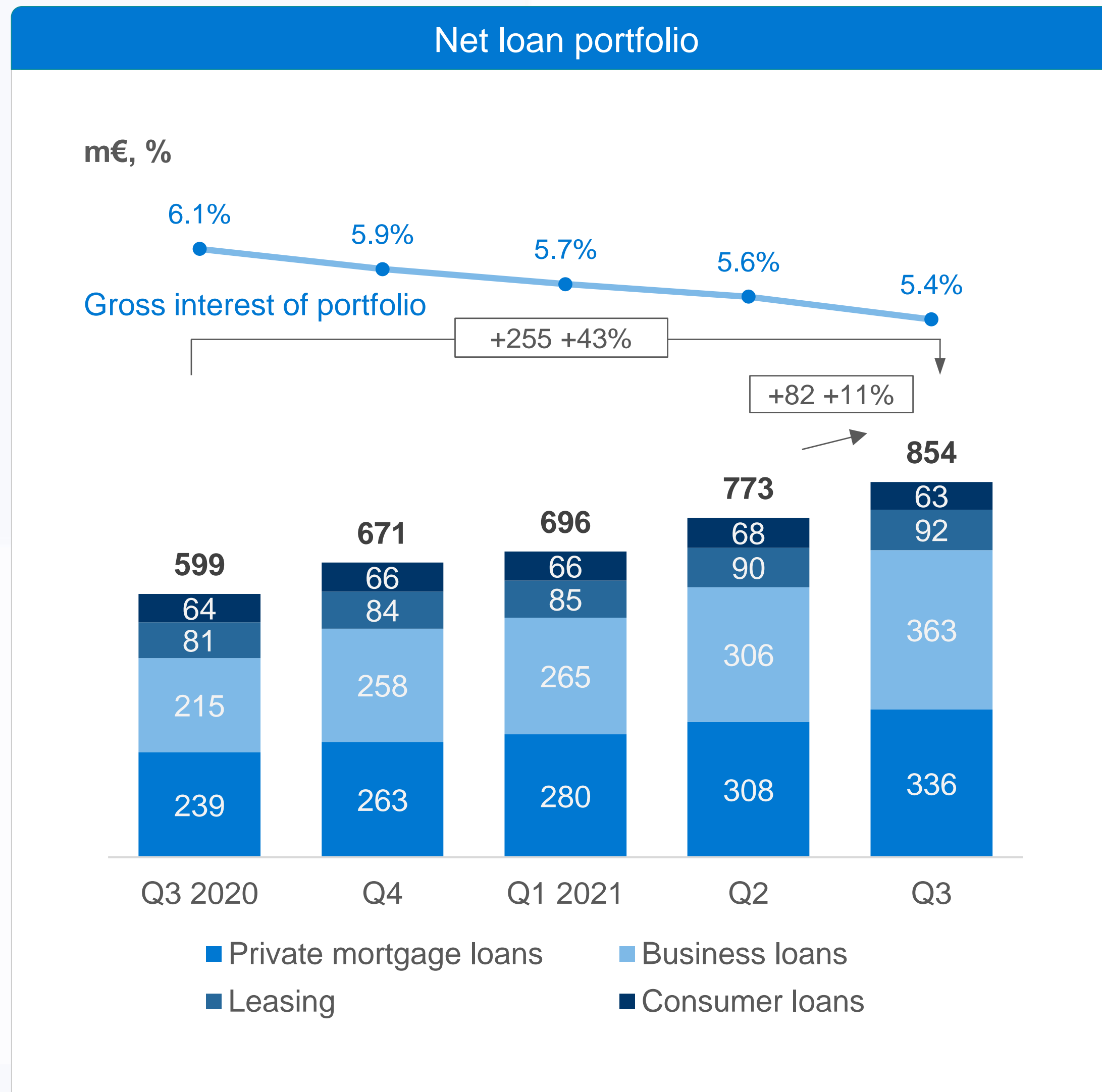
# Results of Q3 2021 – compared to Q2 2021

## Key indicators in quarterly comparison

	Q3 2021	Q2 2021	Quarterly change	
<b>Net operating income ('000 €)</b>	<b>10 327</b>	<b>9 341</b>	<b>+986</b>	<b>+11%</b>
Interest	9 345	8 325	+1 020	+12%
Service fees and commissions	752	783	-31	-4%
Other	230	233	-3	-1%
Operating expenses	-5 788	-5 336	-452	+8%
<b>Operating profit</b>	<b>4 539</b>	<b>4 005</b>	<b>+534</b>	<b>+13%</b>
Impairment costs	-10	-753	+743	-99%
Profit before income tax	4 529	3 252	+1 277	+39%
Income tax	-227	-220	-7	+3%
<b>Net profit</b>	<b>4 302</b>	<b>3 032</b>	<b>+1 270</b>	<b>+42%</b>
Net loan portfolio (m€)	854	773	+82	+11%
Deposits and loans received	987	891	+95	+11%
Equity	108	104	+4	+4%
ROE	16.2%	11.9%	+4.3%	
Net interest margin (NIM)	3.5%	3.4%	+0.1%	
Cost of financing	0.7%	0.8%	-0.1%	
Cost / income ratio (CIR)	56%	57%	-1.1%	
Capital adequacy ratio	16.8%	18.9%	-2.1%	

- Revenues +1.0m€ (+11%)
  - Net interest +1.0m€ (+12%), loan portfolio +82m€
- Operating expenses +0.5m€ (+8%)
  - Payroll expenses
  - IT costs incl. amortization of non-tangible assets
- Impairment costs -99%
- Net profit +42%

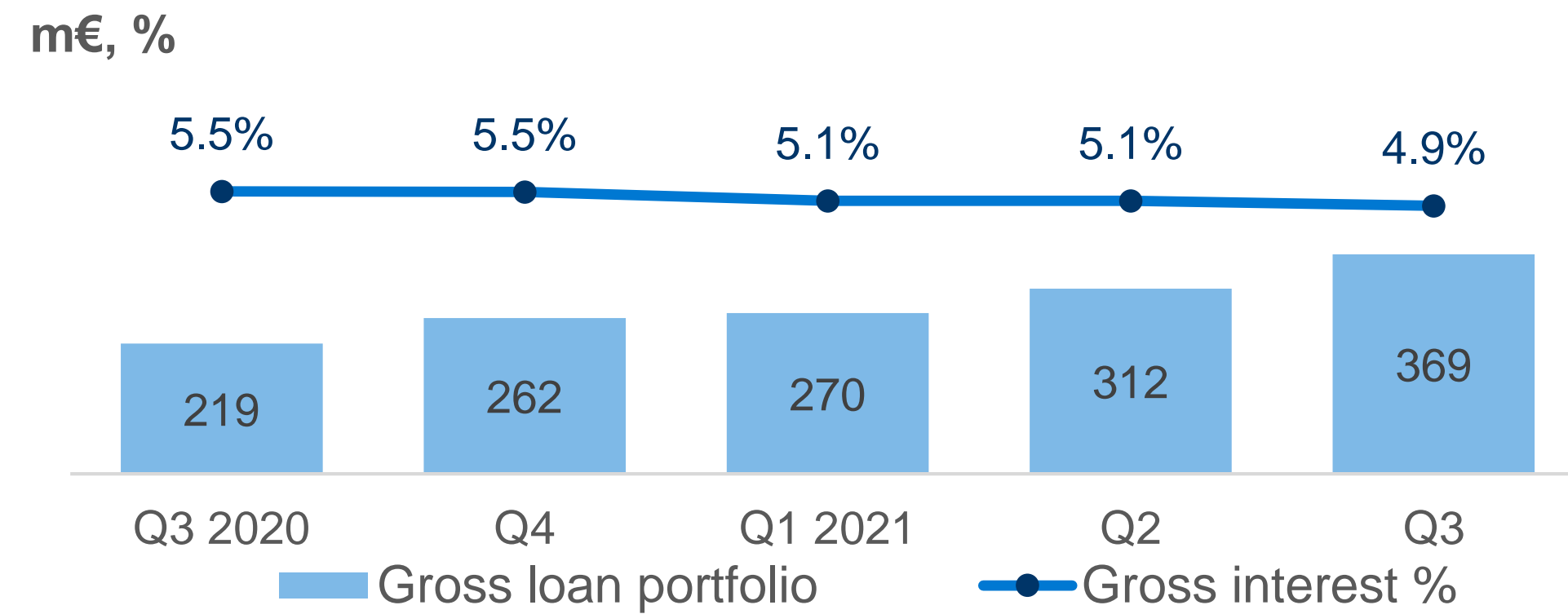
# Loan portfolio growth driven by business loans



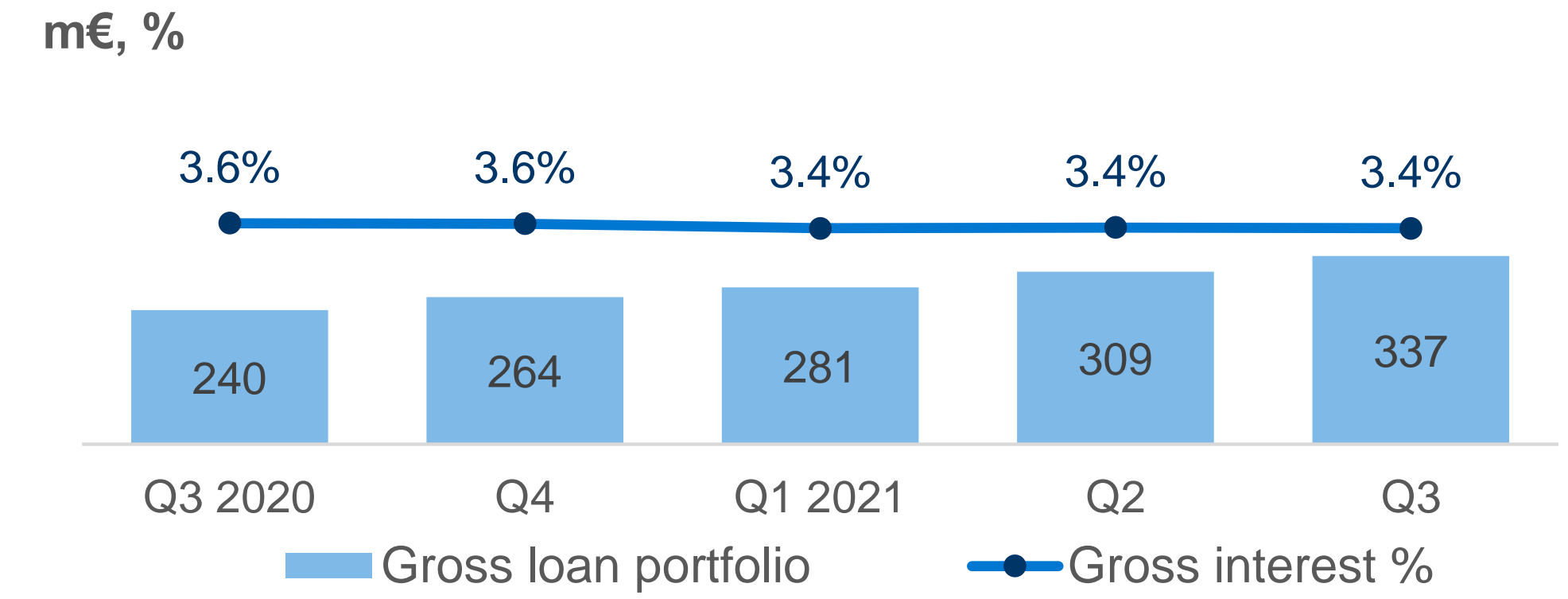
- Quarterly growth of loan portfolio +82m€ (11%)
  - Business loans +57m€ (+19%)
  - Private mortgage loans +28m€ (+9%)
  - Leasing +2m€ (+3%)
  - Consumer loans -5m€ (-7%)
- Gross interest of portfolio is decreasing
  - Increased competition
  - We are taking part in financing even bigger corporate/private clients which offer lower returns
  - Decreased proportion of consumer loans in total group loans impacts interest margin (see next slide)

# Loan portfolio interest by business lines

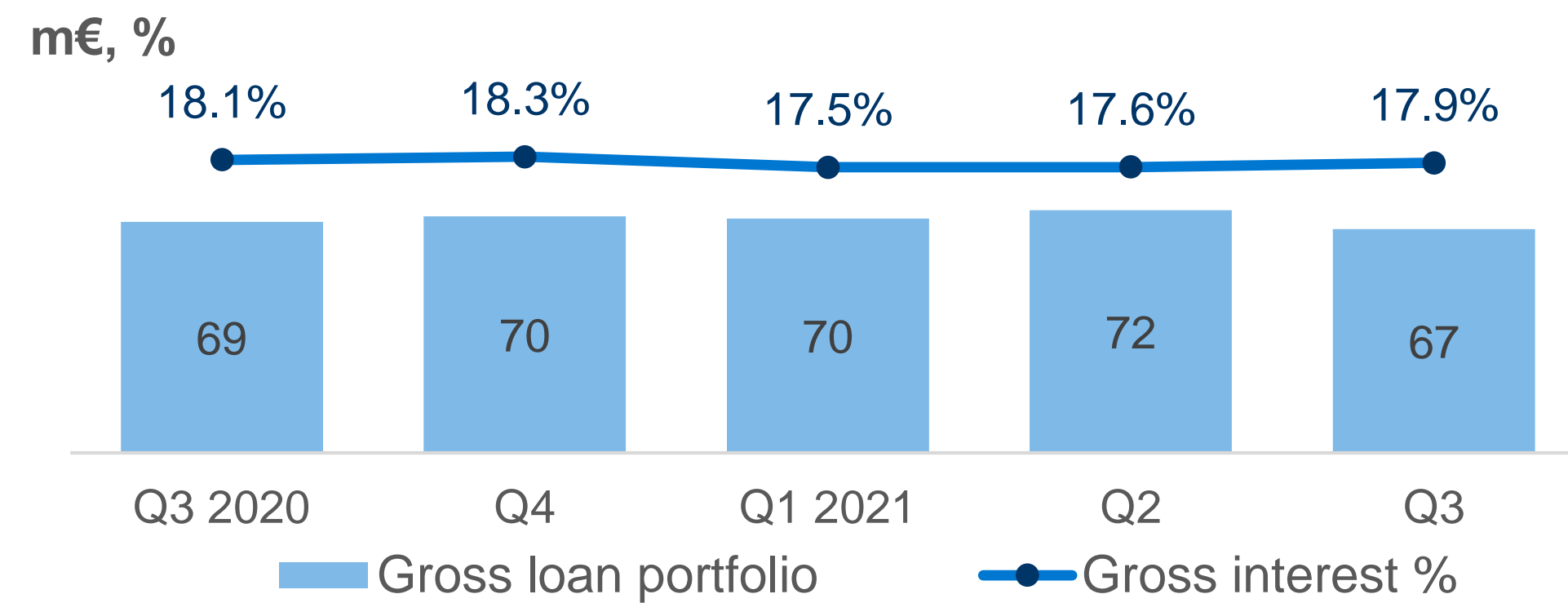
## Business loans



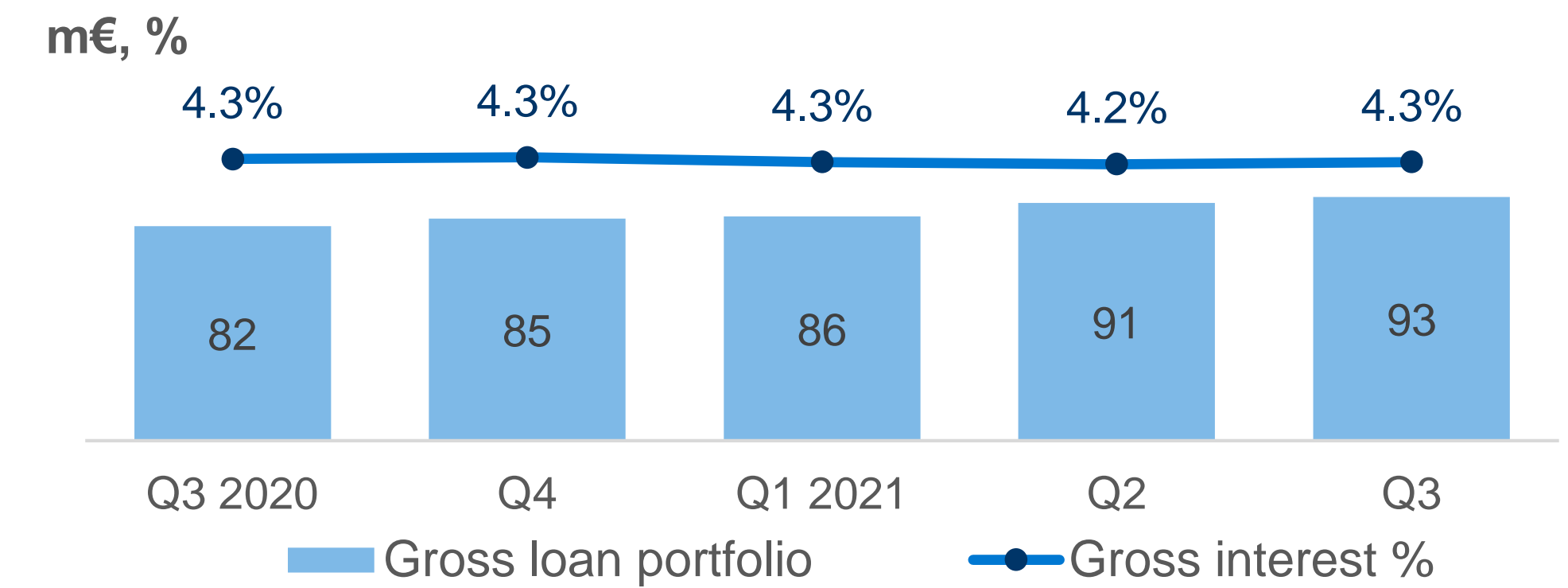
## Private mortgage loans



## Private consumer loans



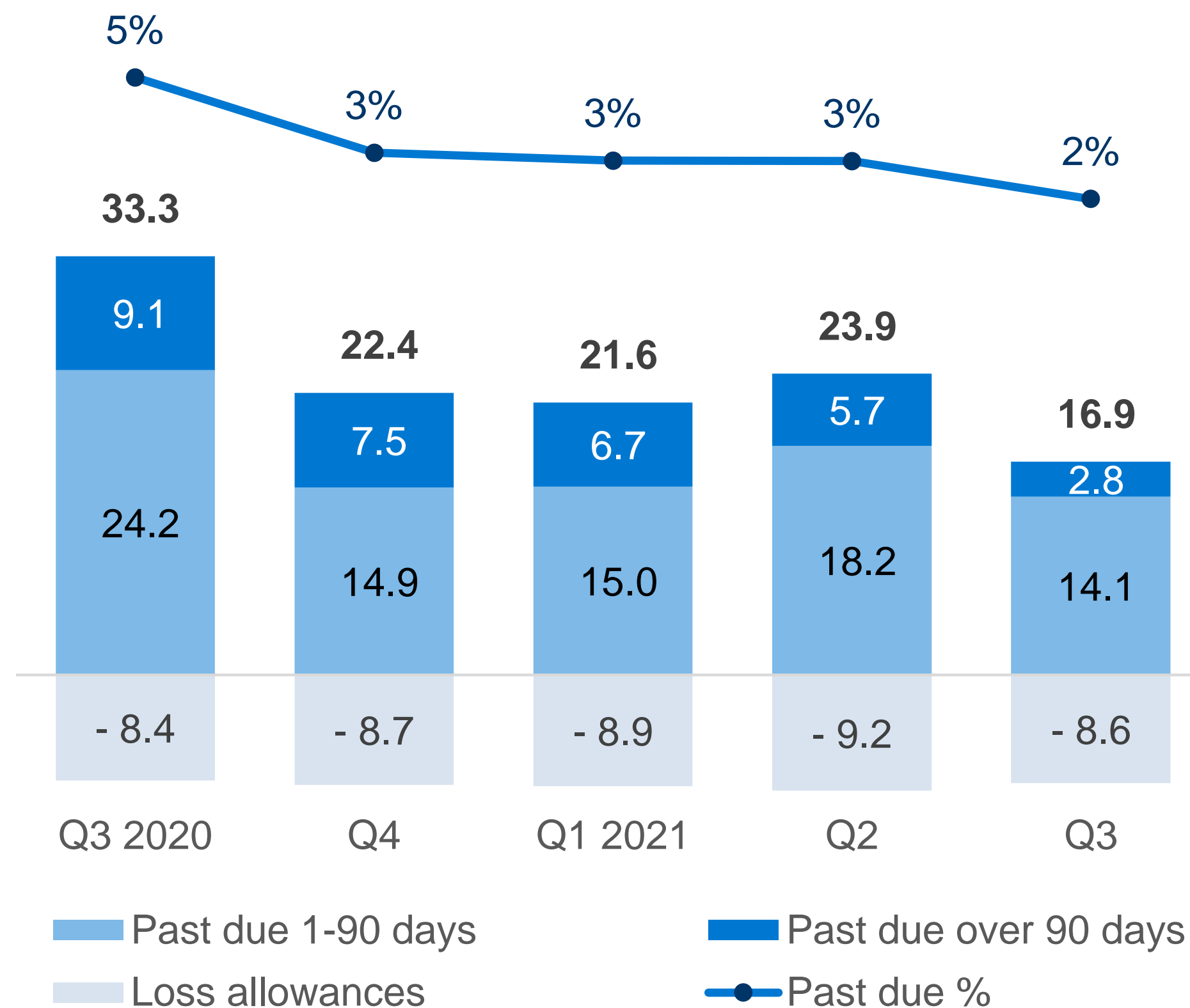
## Leasing



# Quality of loan portfolio

## Loans past due and loss allowances in balance sheet

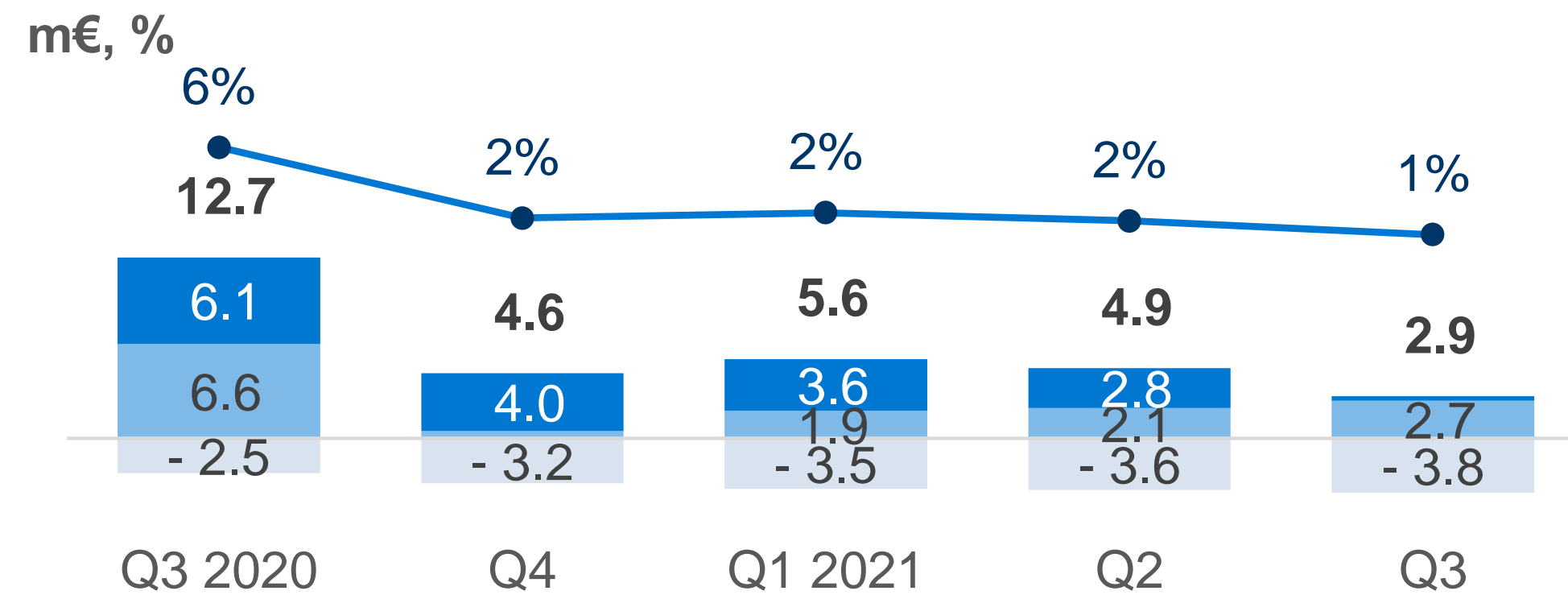
m€, %



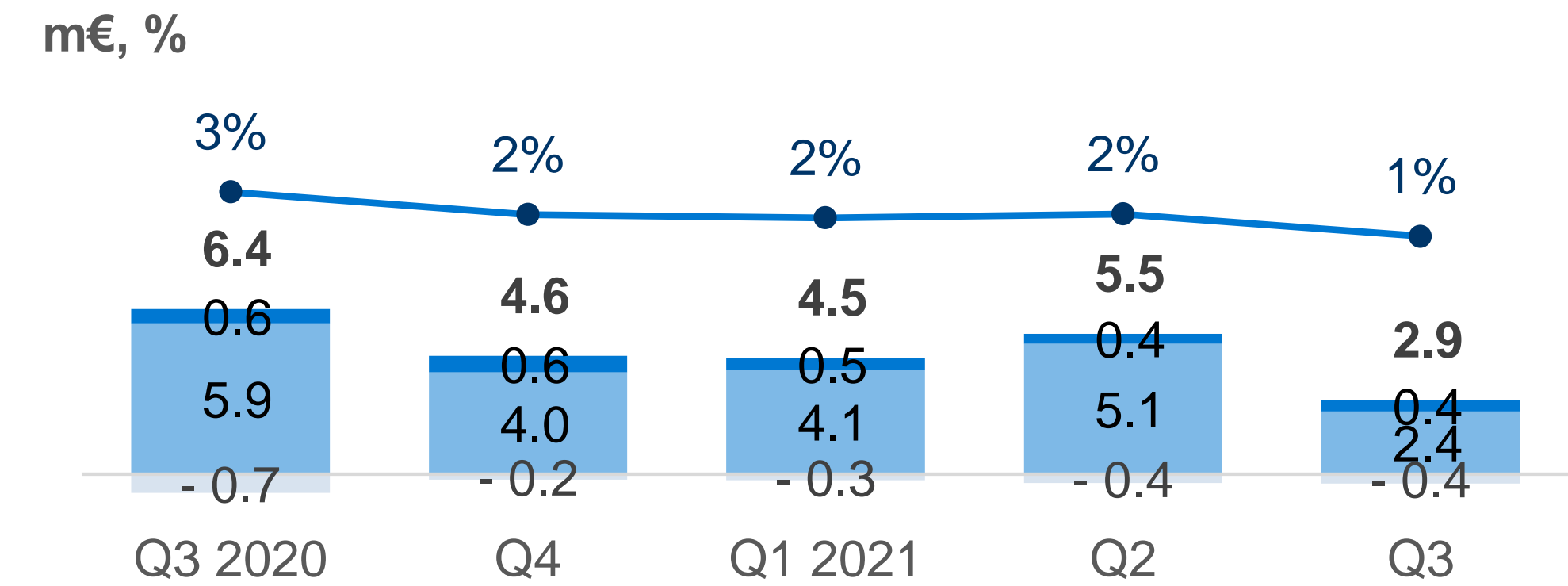
- Quality of loan portfolio is high:  
Past due portfolio only 2% in Q3 2021
- Amount of payment holidays remains at a low level  
(ca 4m€ Q3 2021: 0.4% of total portfolio)
- Credit risk cost ratio 0.3% in Q3 2021  
(Q2 2021 0.4%; Q1 2021 0.5%)

# Loan portfolio quality by business lines

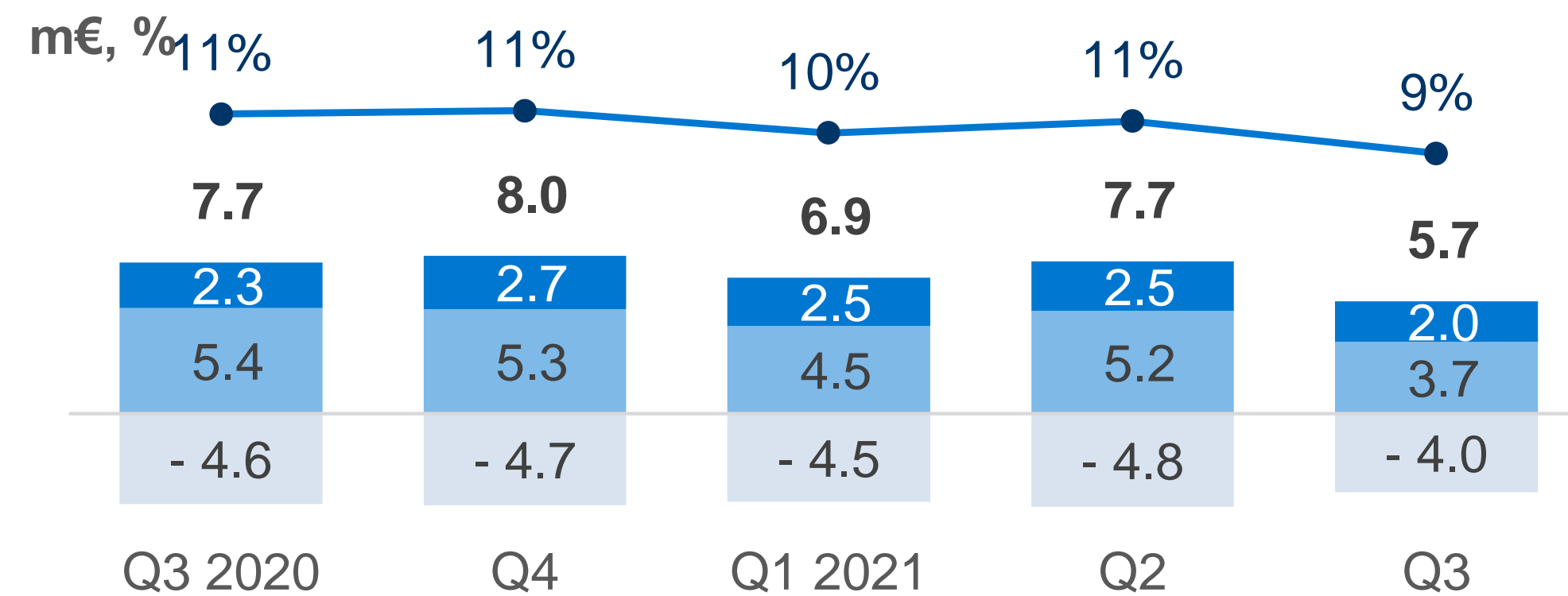
## Business loans



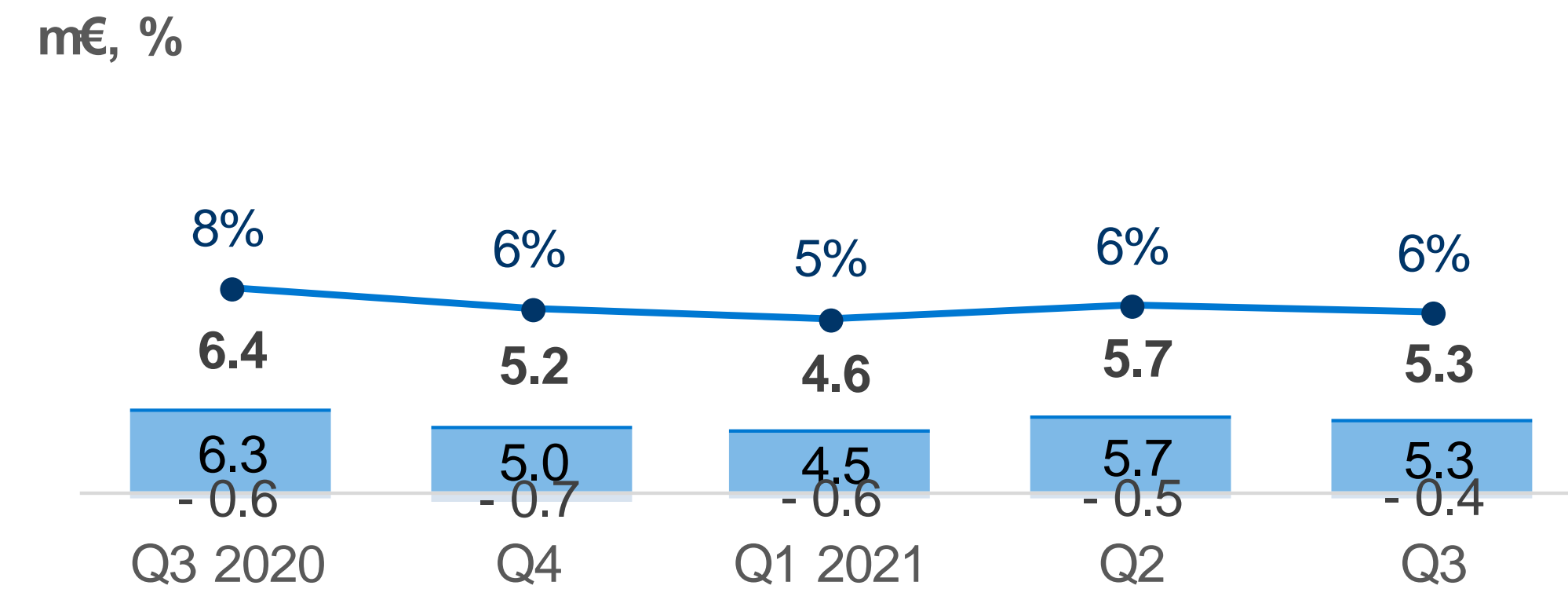
## Private mortgage loans



## Private consumer loans



## Leasing



Total residual of loan principal amounts past due; loss allowances in balance sheet; share of overdue contracts in total (gross) portfolio

Past due over 90 days

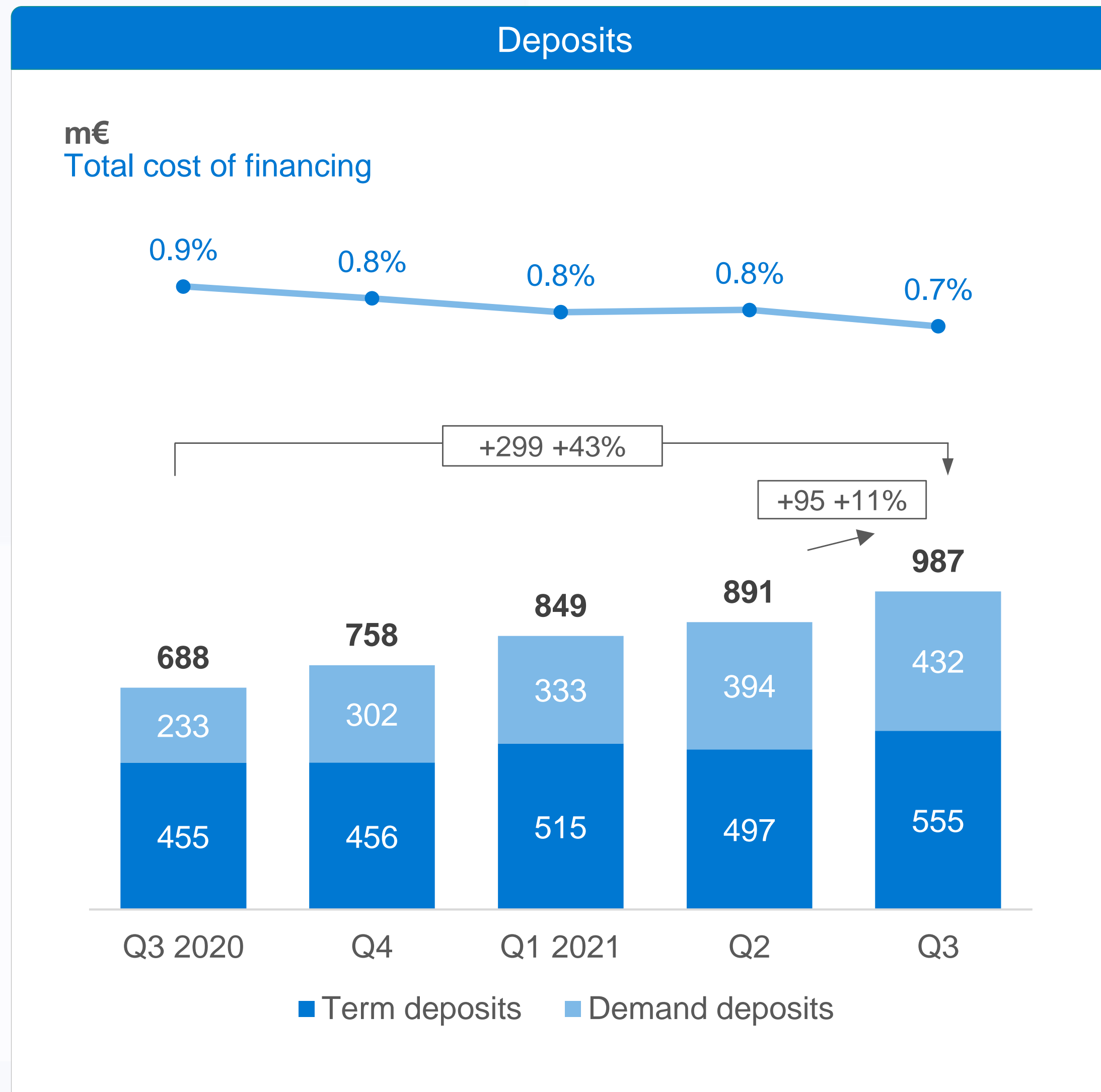
Past due 1-90 days

Loss allowances

Past due %



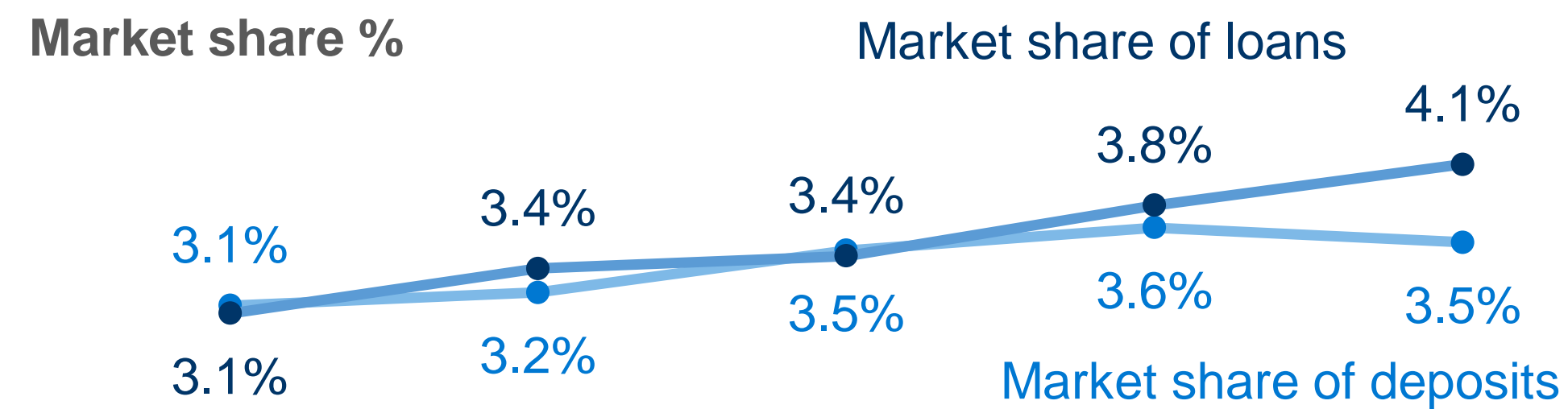
# Amount of deposits increased, cost is decreasing



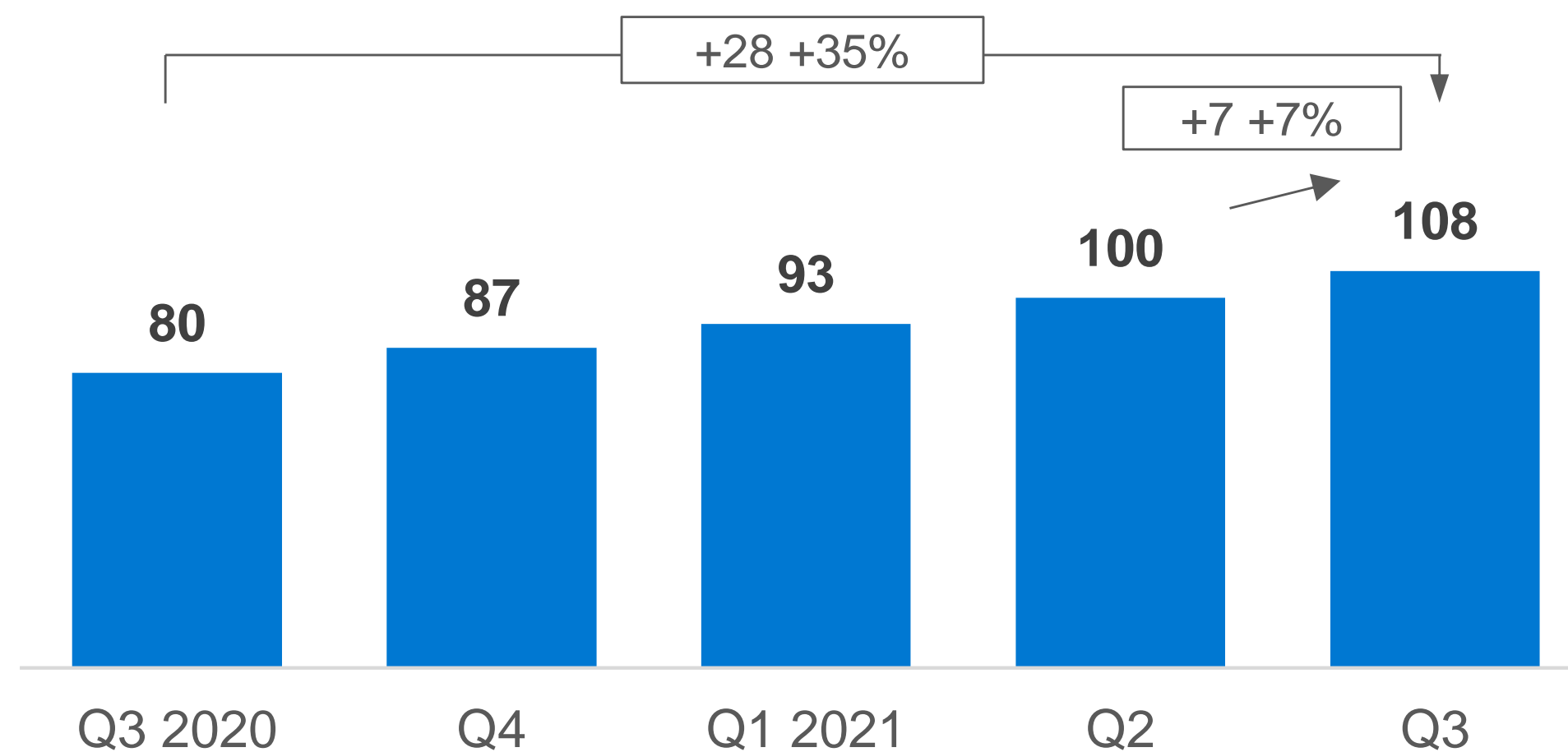
- Deposits grew by 95m€ (11%) compared to Q2 2021
  - +77m€ from business clients (+42m€ demand deposits, +35m€ term deposits)
  - +25m€ from private clients (+22m€ demand deposits, +3m€ term deposits)
  - -7m€ impact from Raisin platform and other financial institutions
- Proportion of demand deposits in total deposits at 44% (44% in Q2 2021; 34% in Q3 2020)
- Total cost of financing (0.7%) decreased in Q3 due to increased amount of domestic deposits with lower interest rate

# We are growing client base and market share

## Market share and number of bank clients



## No of customers (thousand)

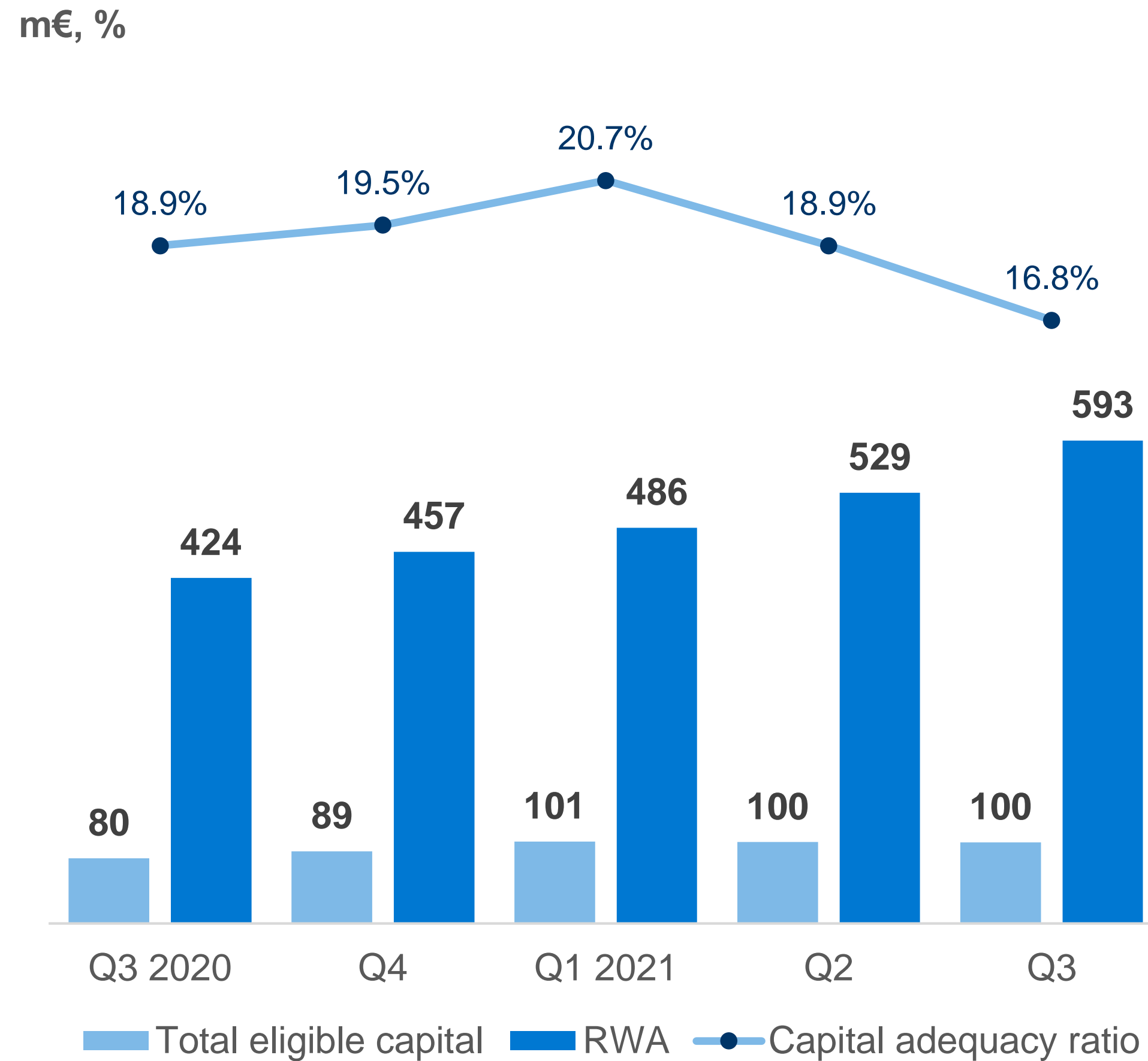


- 7 300 new clients with bank account in Q3 2021 (+7 000 in Q2 2021; +5 400 in Q3 2020)
  - +6 700 private clients
  - +600 business clients
- Bank's market share changed in Q3 2021\*
  - Market share in loan portfolio 3.8% => 4.1%
  - Market share in deposits 3.6% => 3.5%

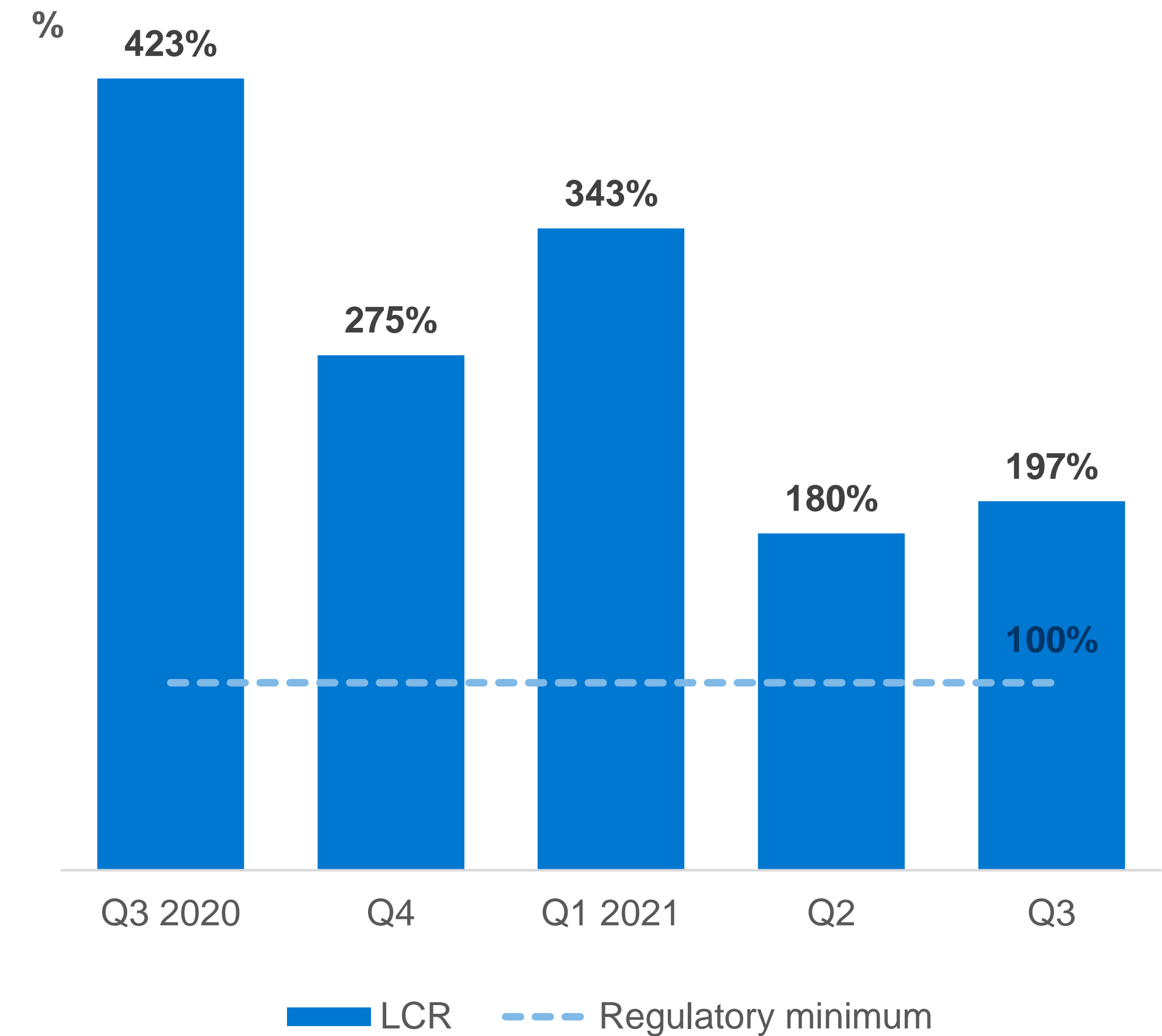
\*Source: market share statistics as at August 2021

# Capital base supports growth plans

## Quarterly capitalization

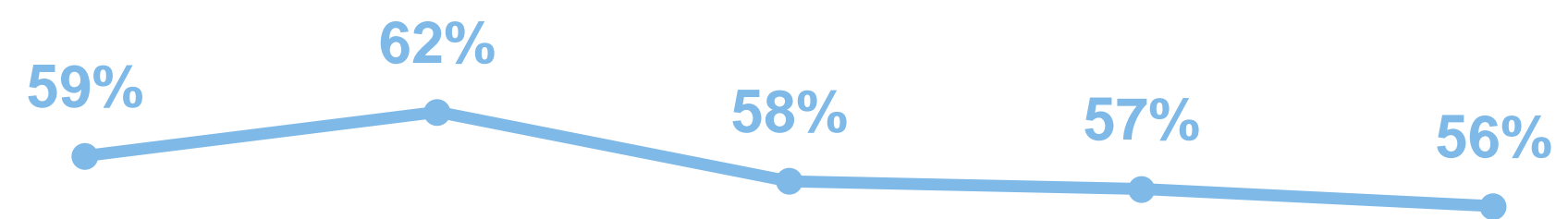


## Liquidity coverage ratio (LCR)

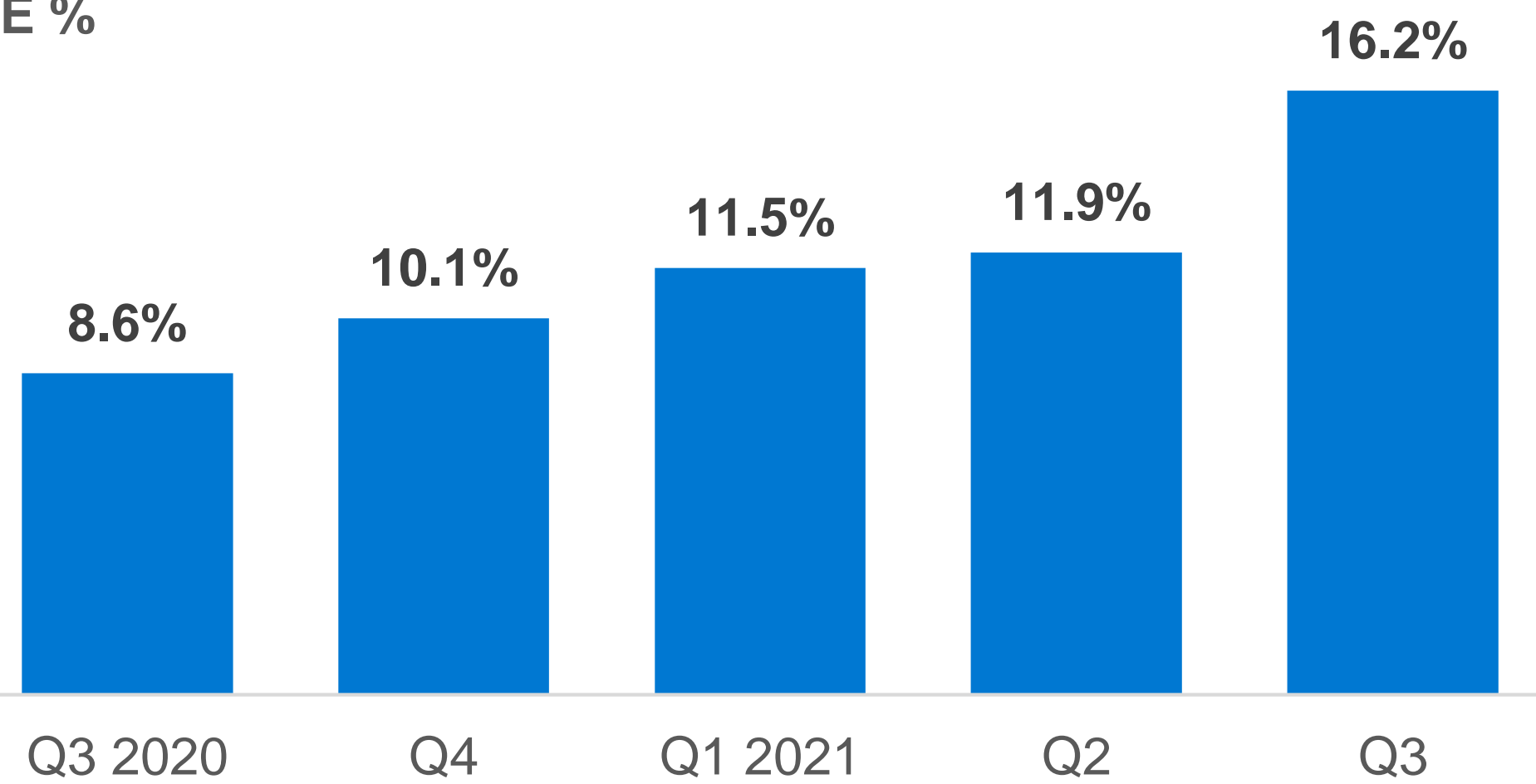


## Cost / income ratio (CIR) and ROE

### Cost / income ratio %



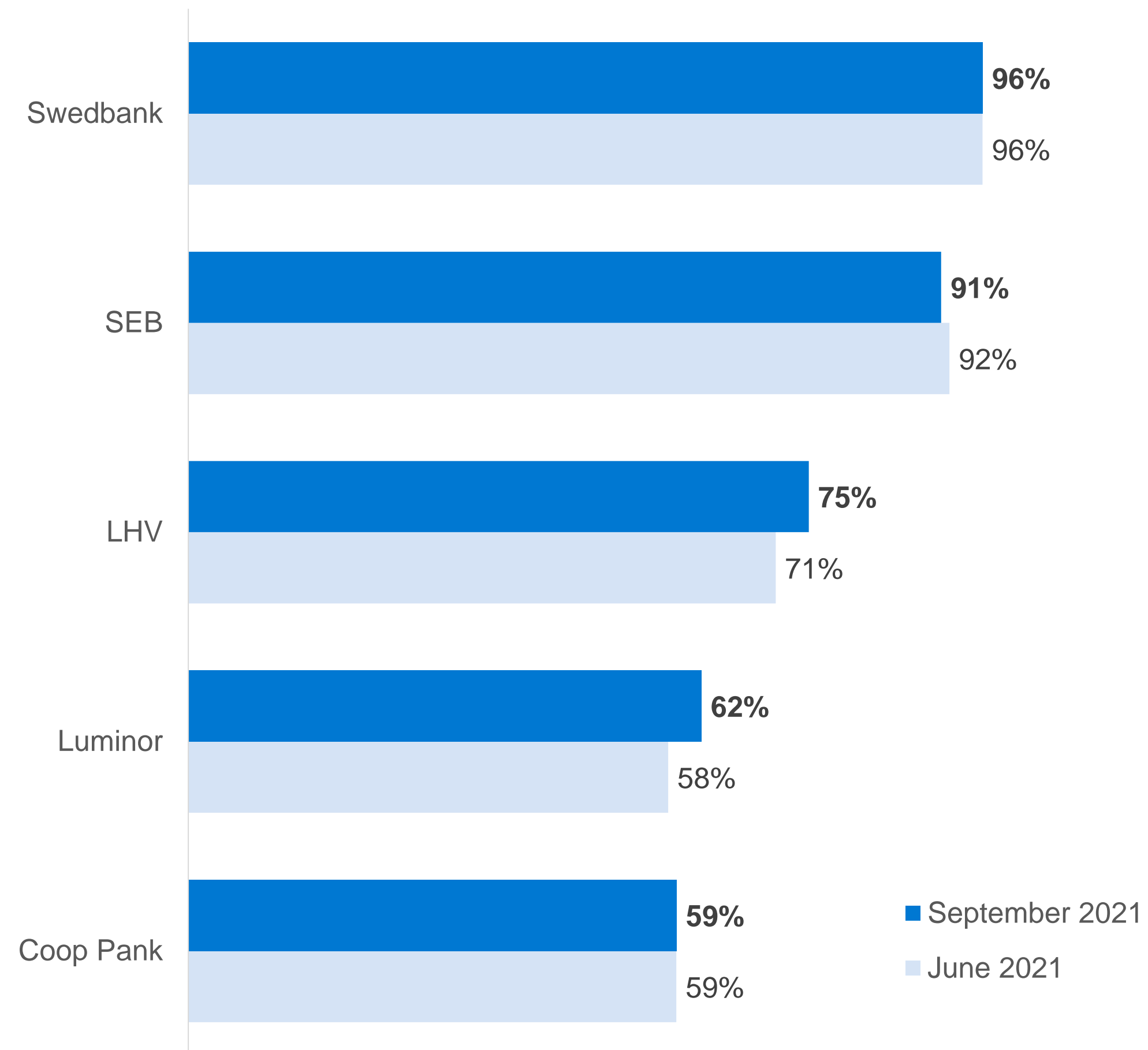
### ROE %



- Decreased CIR
  - Revenues +1.0m€ (+11%)
  - Costs +0.5m€ (+8%)
- Increased ROE
  - Strong monthly net profits in Q3 2021
  - Exceptionally low impairment cost in Q3 2021

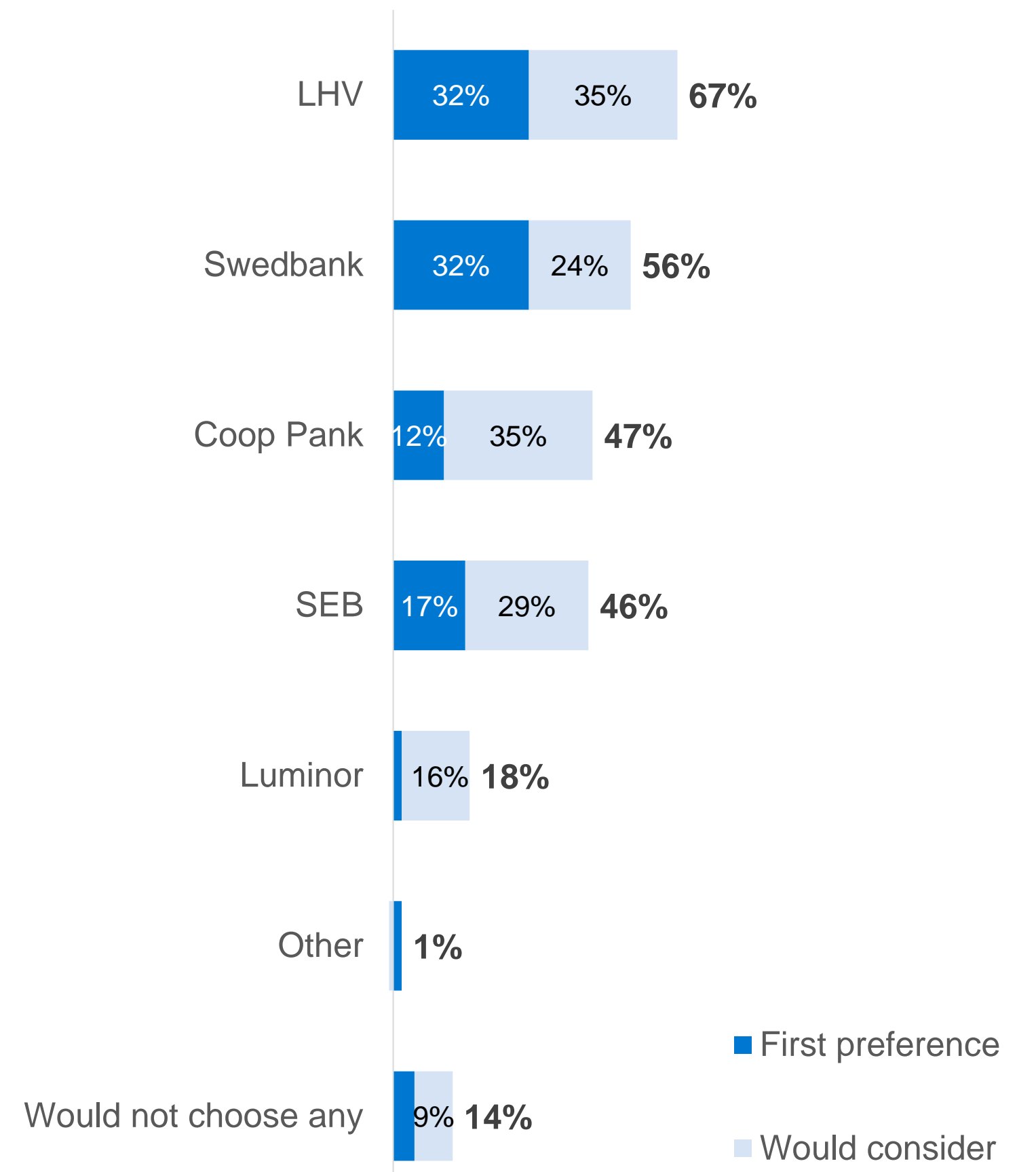
# Brand awareness and preference as a financial partner

## Brand awareness of Coop Pank



Source: reports of Initiative brand study, September 2021 and June 2021

## Preference as a financial partner



Source: report of Initiative brand study, September 2021

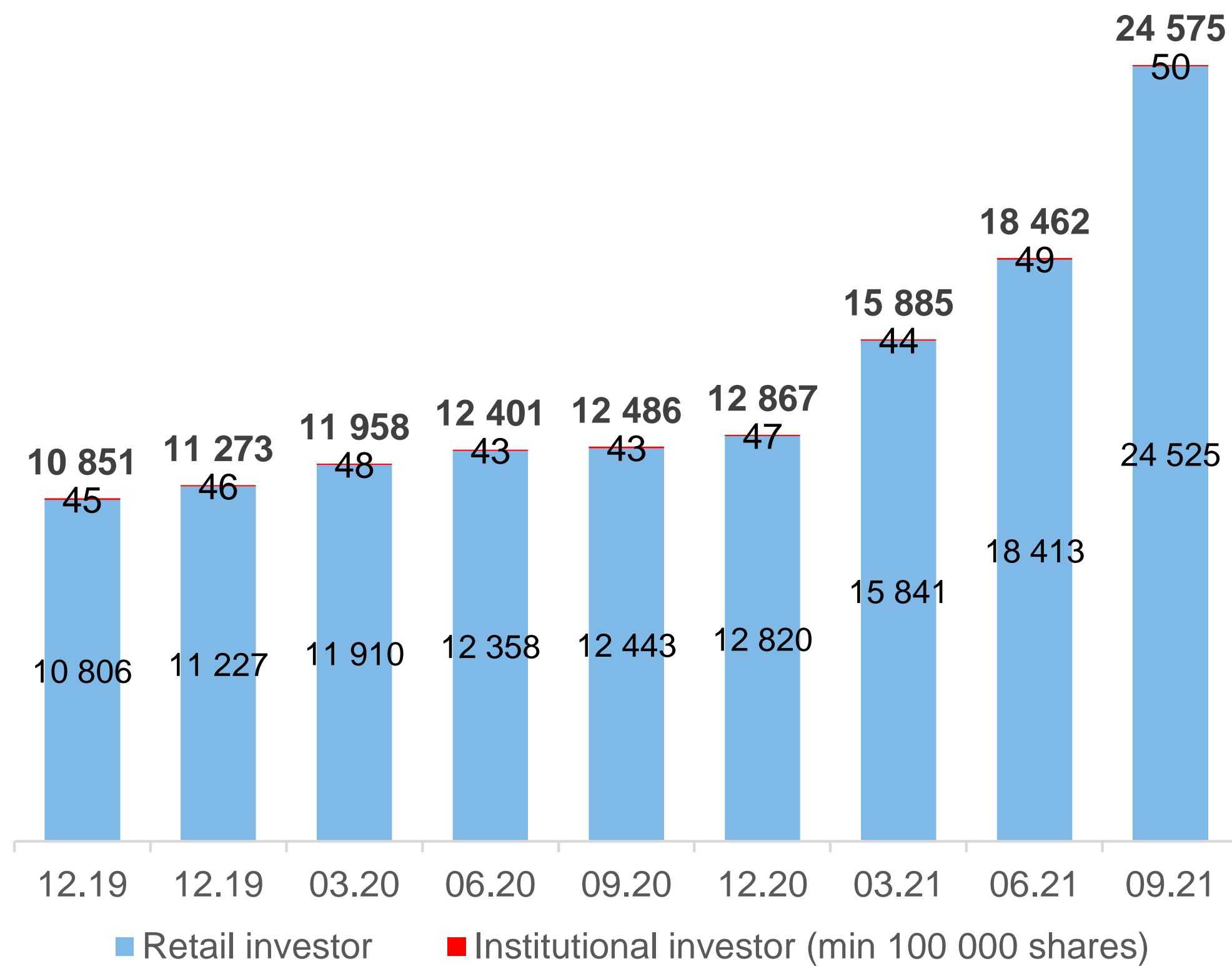
# Summary: Q3 2021 results

- Loan portfolio grew by 82m€ in Q3 (+43% YoY)
- Deposits increased by 95m€ in Q3 (+43% YoY)
- 7 300 new customers (+35% YoY)  
The Bank now has a total of 108 000 clients with bank account
- Net profit 4.3m€ (+114% YoY)

7 300 new clients  
4.3m€ profit

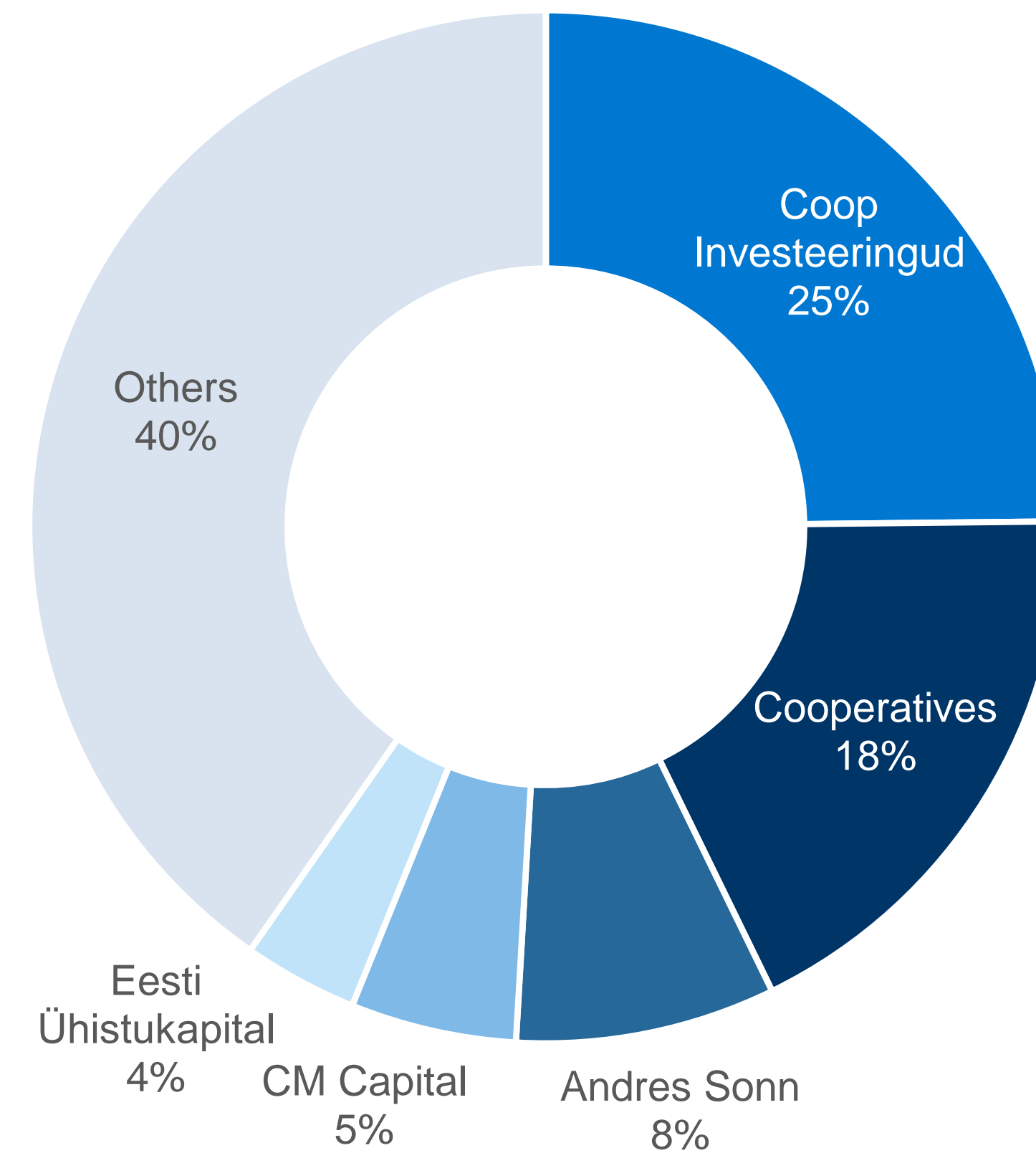
## No of Coop Pank shareholders

No of shareholders



## TOP shareholders

Shareholder distribution of Coop Pank as at 30.09.2021



# Share price

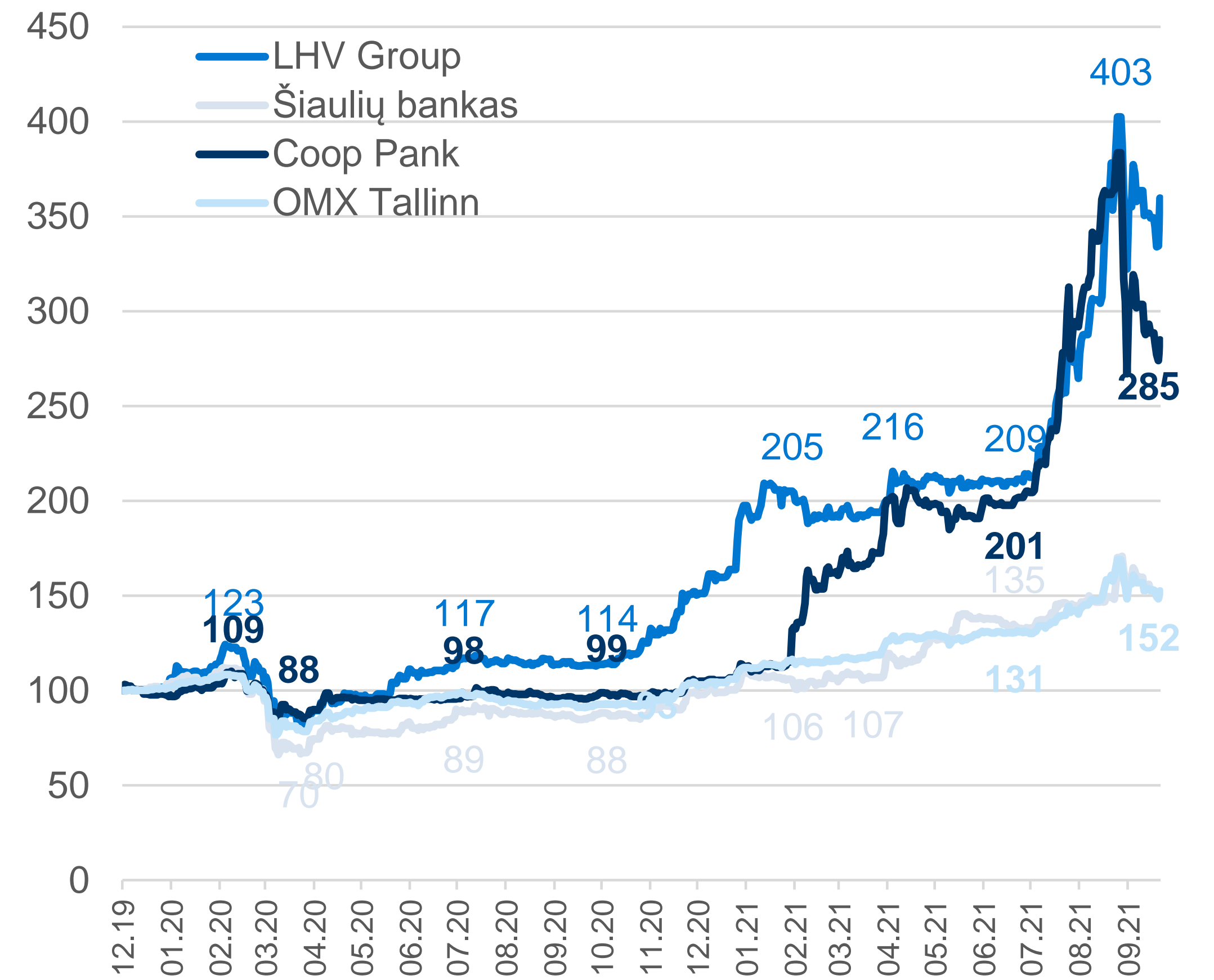
## Coop Pank share price and trading volume by dates

Share price (€) and trading volume (thousand shares)



## Coop Pank share price compared to other banks

Share prices indexed to 100 as at 10.12.2019





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<https://www.cooppank.ee/en/for-investors>