

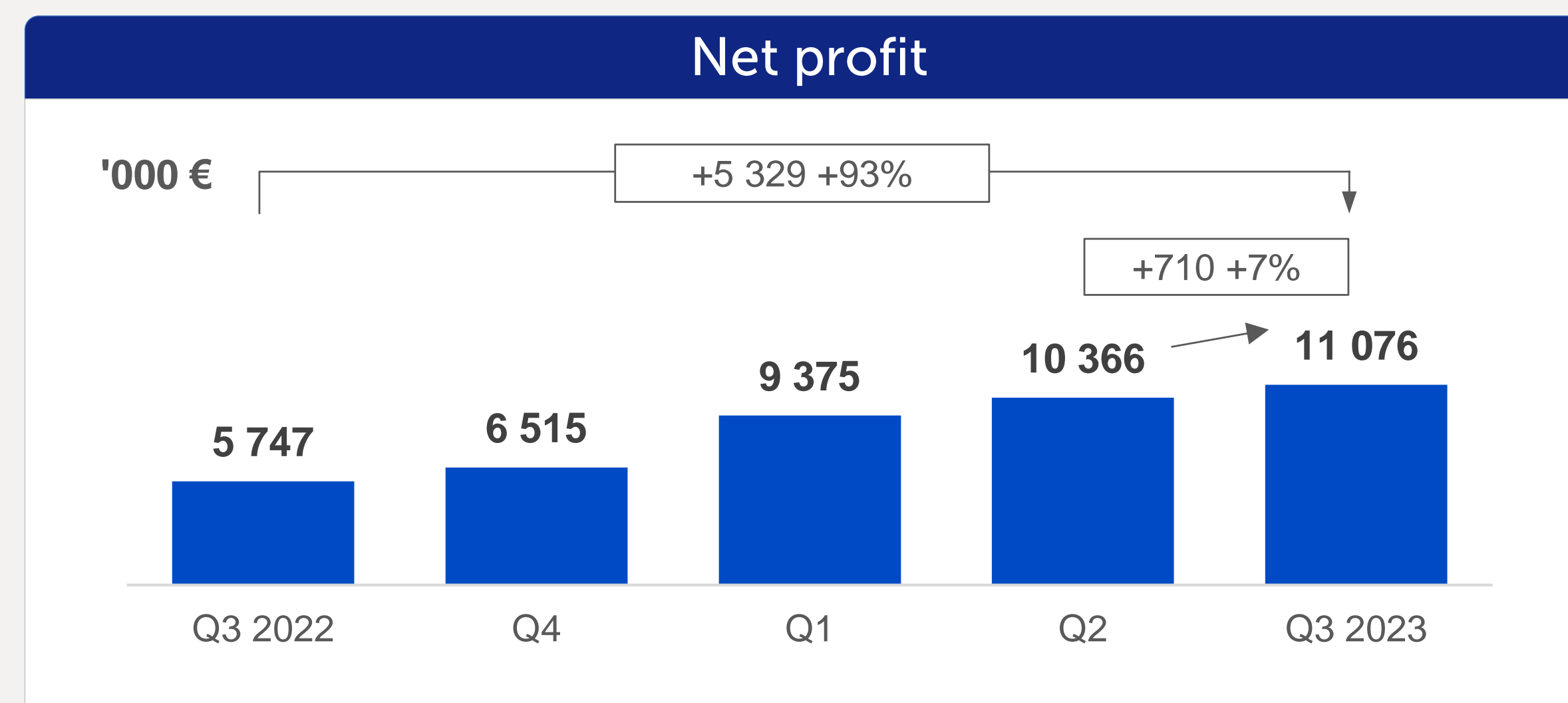
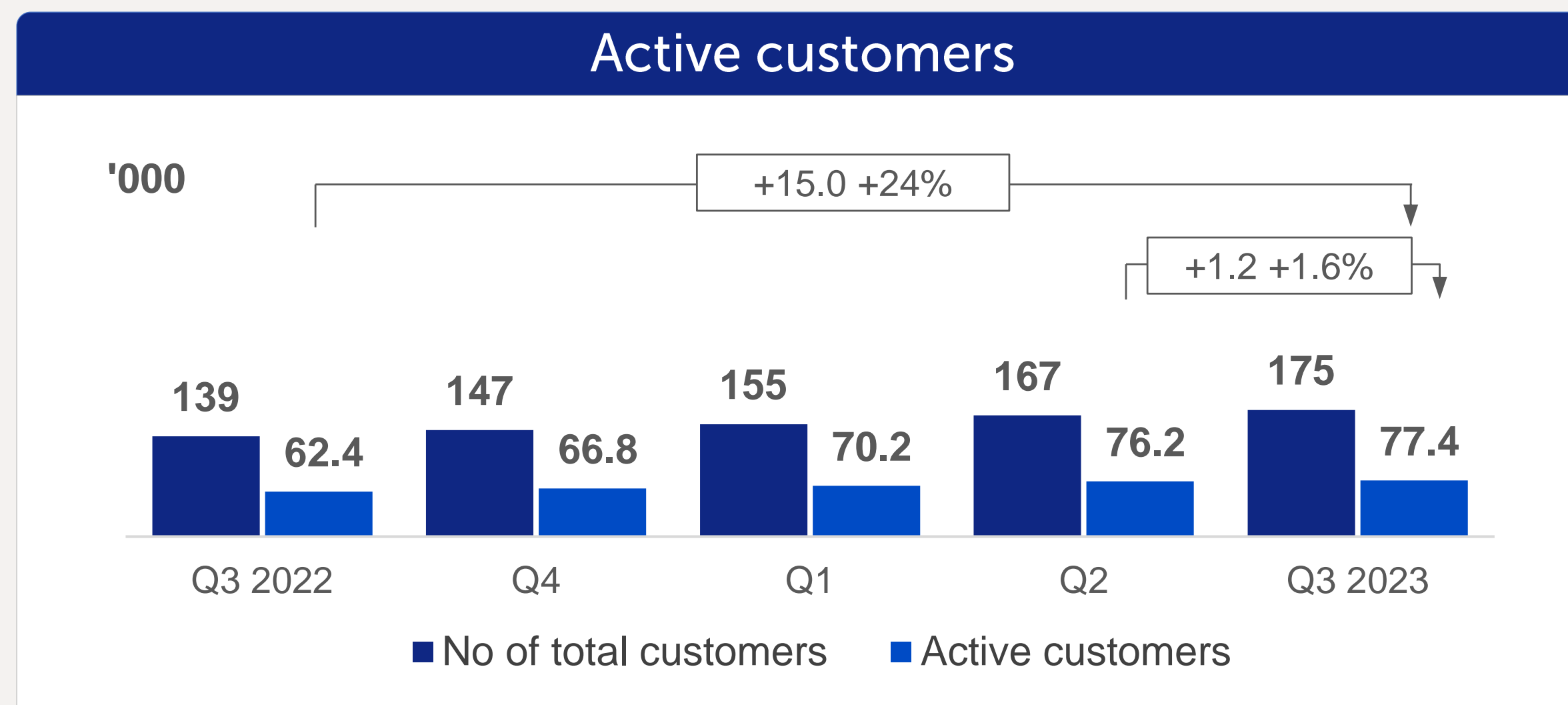
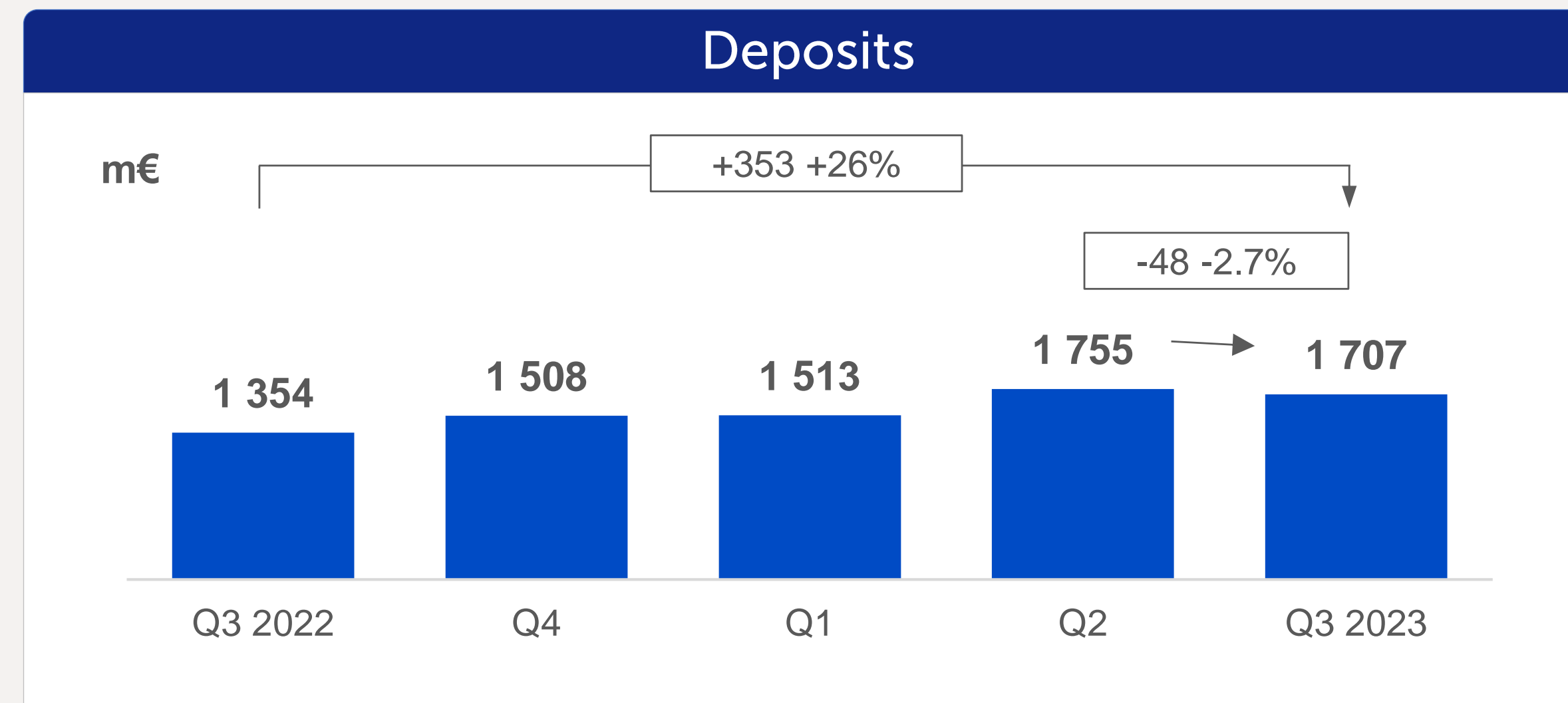
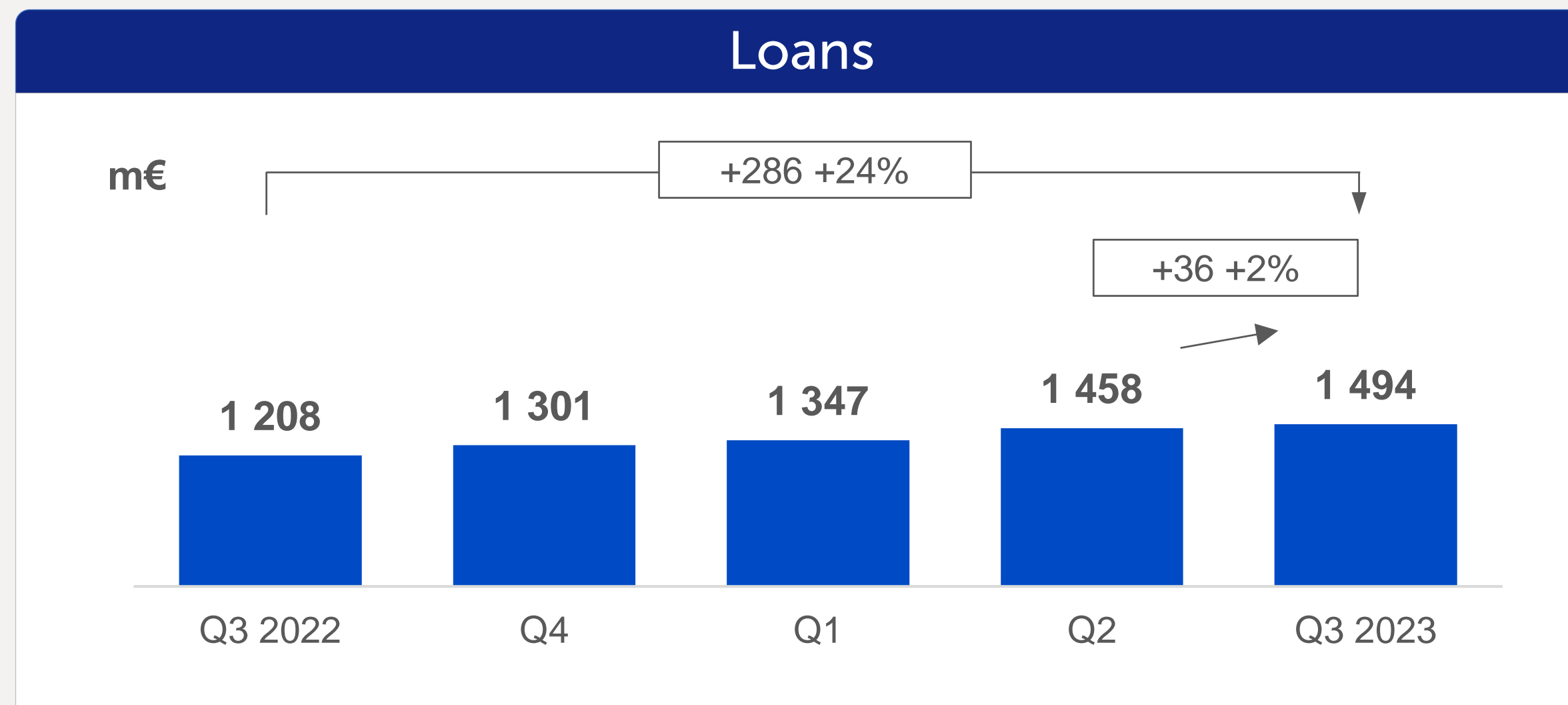
Coop Pank Group 2023 Q3 unaudited results

20.10.2023

Key notes from Q3

- Loan portfolio increased moderately
- After the successful increase of deposits in June, correction took place during Q3.
- Interest rates on deposits continue to rise.
- The loan portfolio quality remains high. Short term debt has slightly increased.
- Record high quarterly profit and ROE, CIR remains on low level.
- 12 million euros of capital was raised in September using AT1 notes.

Business volumes in quarterly comparison



Increase calculations refer to active customers. Active client has made at least 4 transactions in the last 60 days

Results of Q3 2023 compared to Q3 2022

Key indicators in year-on-year comparison

	Q3 2023	Q3 2022	Year on Year change	
Net operating income ('000 €)	22 738	13 847	+8 891	+64%
Interest	21 257	12 721	+8 536	+67%
incl interest income	33 286	15 011	+18 274	+122%
incl interest expense	-12 029	-2 290	-9 739	+425%
Service fees and commissions	1 147	978	+169	+17%
Other	334	148	+186	+126%
Operating expenses	-9 022	-6 929	-2 093	+30%
Operating profit	13 716	6 918	+6 798	+98%
Impairment costs	-1 296	-672	-624	+93%
Profit before income tax	12 420	6 246	+6 174	+99%
Income tax	-1 344	-499	-845	+169%
Net profit	11 076	5 747	+5 329	+93%
Net loan portfolio (m€)	1 494	1 208	+286	+24%
Deposits and loans received	1 707	1 354	+353	+26%
Equity	176	123	+54	+44%
ROE	25.9%	19.1%	+6.8%	
Net interest margin (NIM)	4.4%	3.5%	+0.9%	
Cost of financing	2.7%	0.7%	+2.0%	

- Revenues +8.9m€ (+64%)
 - Net interest increased +8.5m€ as loan portfolio grew by 286m€ and euribor increased
 - Approx. 40% of net interest increase originated from increased business volumes, the rest from higher euribor
- Operating expenses +2.1m€ (+30%)
 - Payroll expenses
 - Marketing costs
 - Increase of contribution rate to deposit Guarantee Fund
- Impairment costs +0.6m€ (+93%)
 - Loan portfolio growth (+24%)
- Net profit increase +5.3m€ (+93%)

Results of Q3 2023 compared to Q2 2023

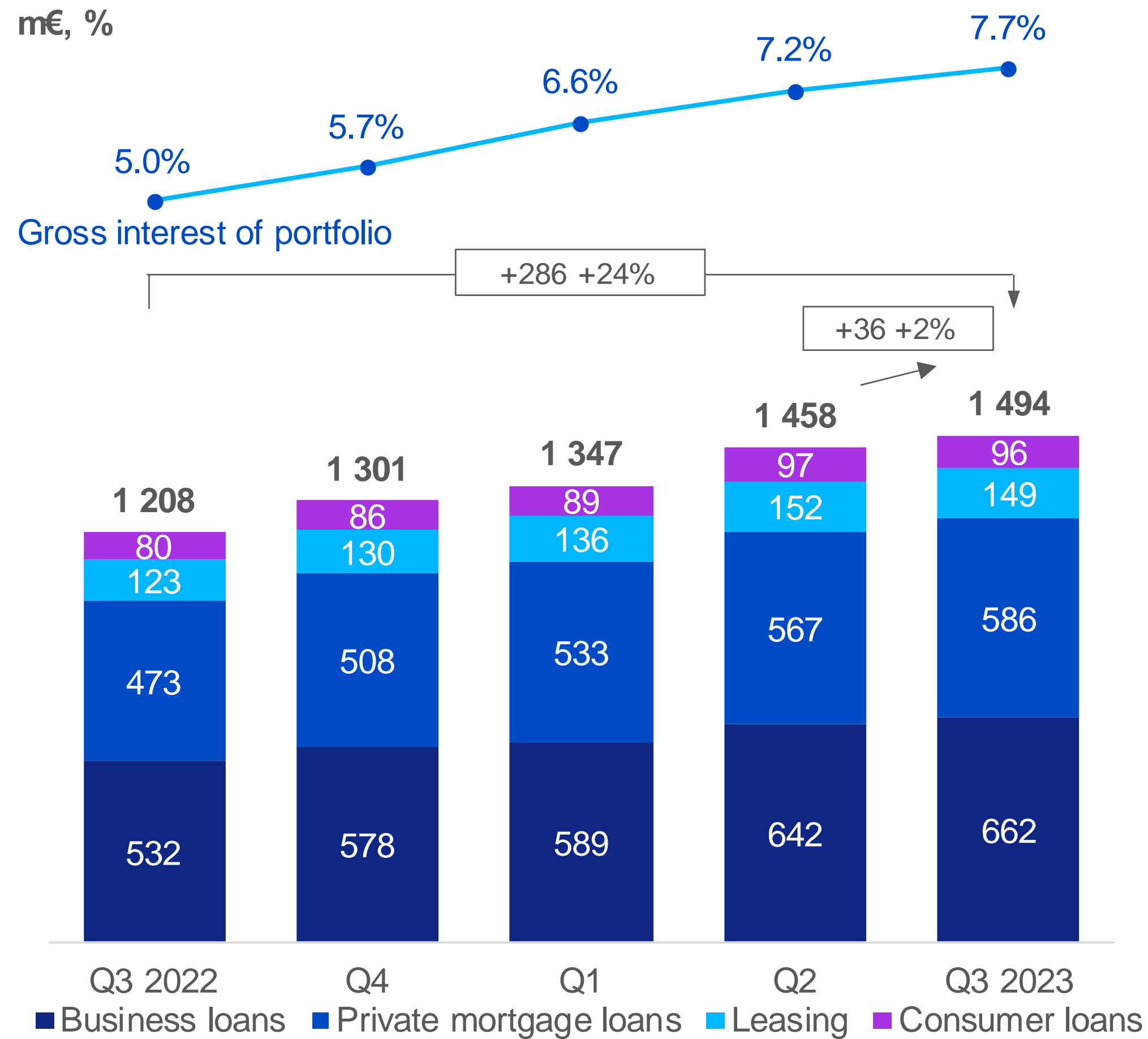
Key indicators in quarterly comparison

	Q3 2023	Q2 2023	Quarterly change	
Net operating income ('000 €)	22 738	22 390	+348	+2%
Interest	21 257	21 044	+213	+1%
incl interest income	33 286	28 486	+4 800	+17%
incl interest expense	-12 029	-7 442	-4 587	+62%
Service fees and commissions	1 147	1 183	-36	-3%
Other	334	163	+171	+105%
Operating expenses	-9 022	-8 565	-457	+5%
Operating profit	13 716	13 825	-109	-1%
Impairment costs	-1 296	-2 232	+936	-42%
Profit before income tax	12 420	11 593	+827	+7%
Income tax	-1 344	-1 227	-117	+10%
Net profit	11 076	10 366	+710	+7%
Net loan portfolio (m€)	1 494	1 458	+36	+2%
Deposits and loans received	1 707	1 755	-48	-3%
Equity	176	165	+11	+7%
ROE	25.9%	25.6%	+0.3%	
Net interest margin (NIM)	4.4%	4.6%	-0.2%	
Cost of financing	2.7%	1.8%	+0.9%	

- Revenues +0.3m€ (+2%)
 - Net interest +0.2m€ due to increased loan portfolio (+36m€) and higher euribor, what was balanced by increased interest expense from deposits
- Operating expenses +0.5m€ (+5%)
 - Payroll expenses
 - IT costs
- Impairment costs -0.9m€ (-42%)
 - Loan portfolio growth (+2%)
 - Larger than usual provisions made in Q2 2023 due to economic forecast
- Net profit increase +0.7m€ (+7%)

Loan portfolio continues to grow

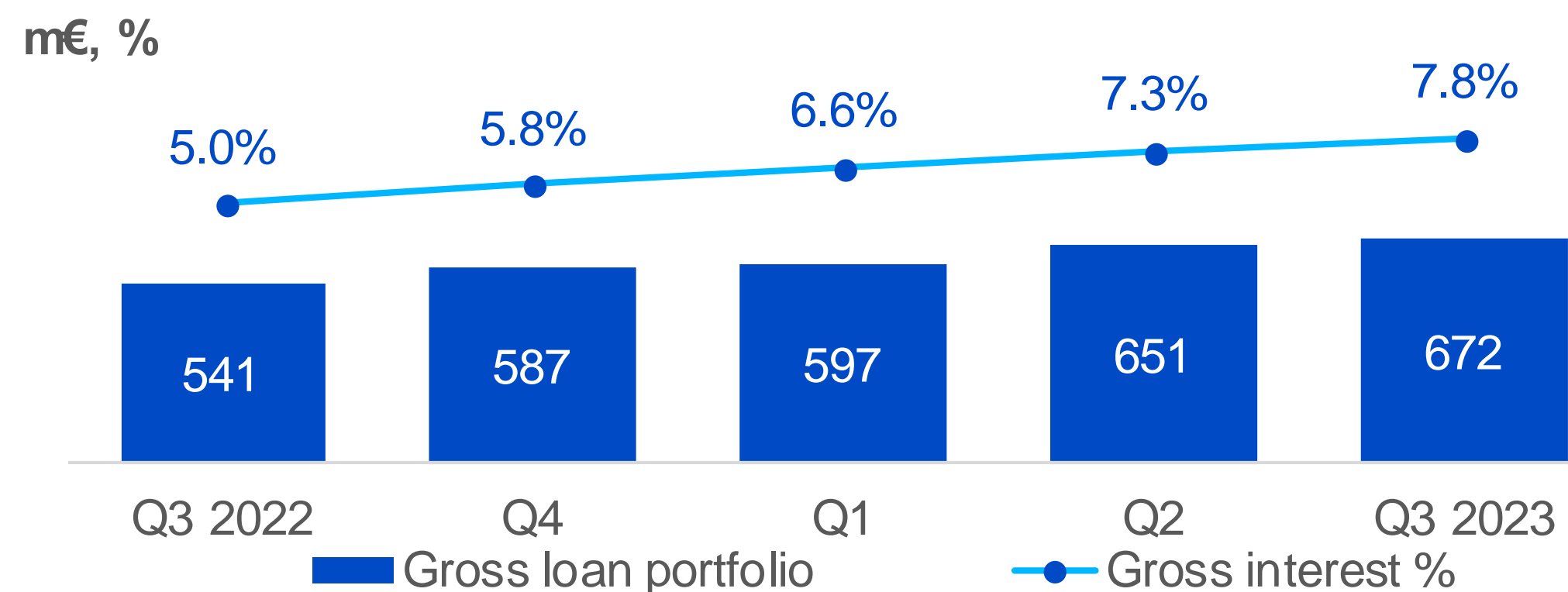
Net loan portfolio



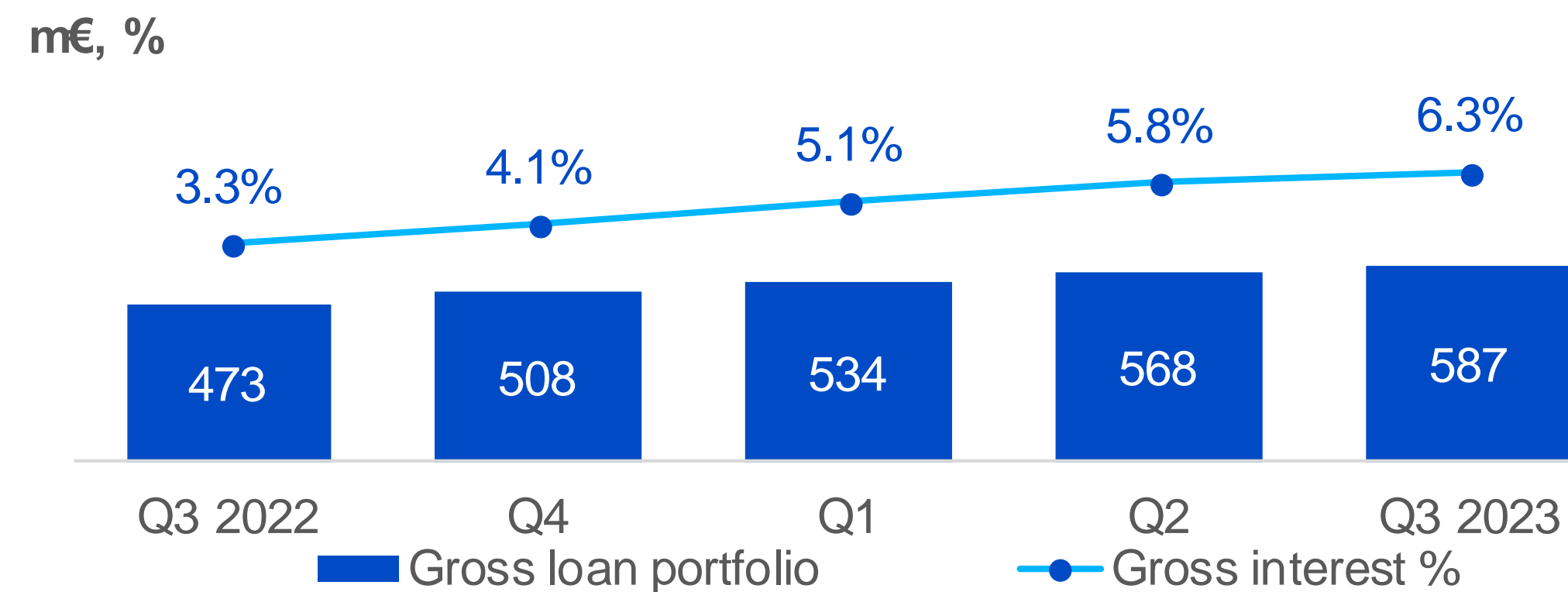
- Quarterly growth of loan portfolio +36m€ (+2%)
 - Business loans +20m€ (+3%)
 - Private mortgage loans +20m€ (+3%)
 - Consumer loans -1m€ (-1%)
 - Leasing -3m€ (-2%)

Loan portfolio interest by business lines

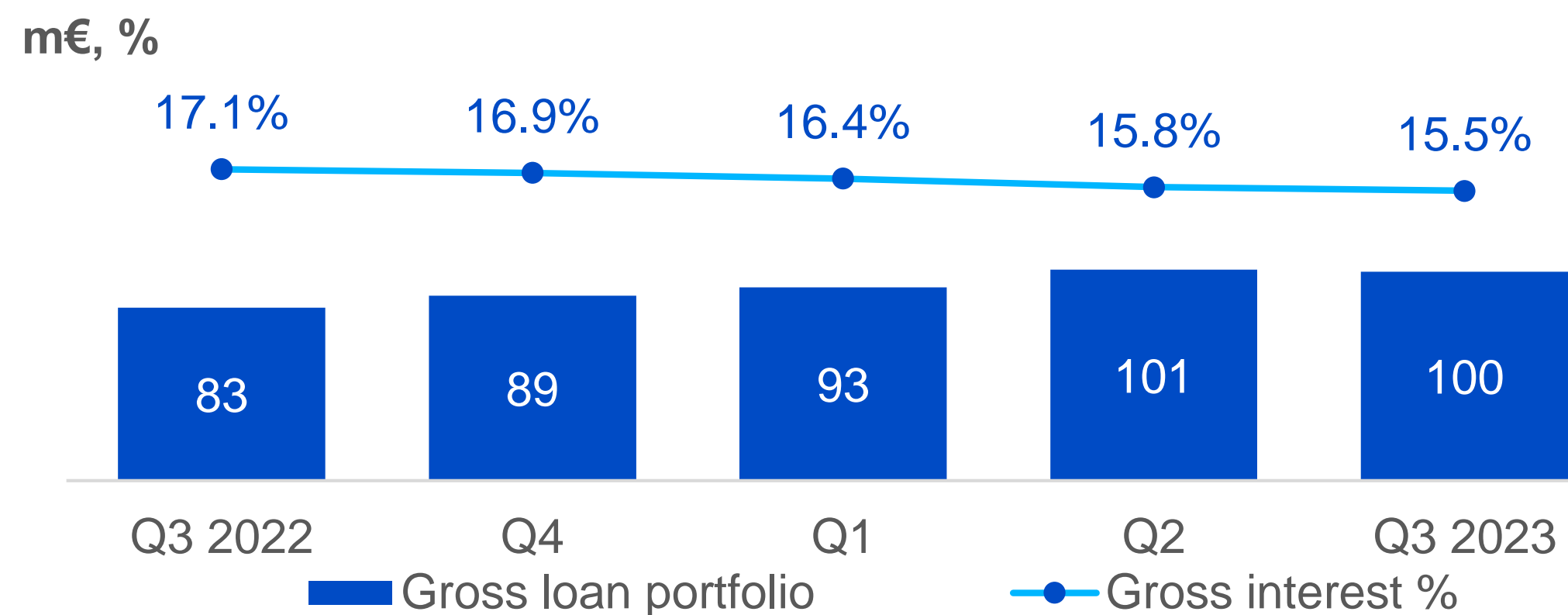
Business loans



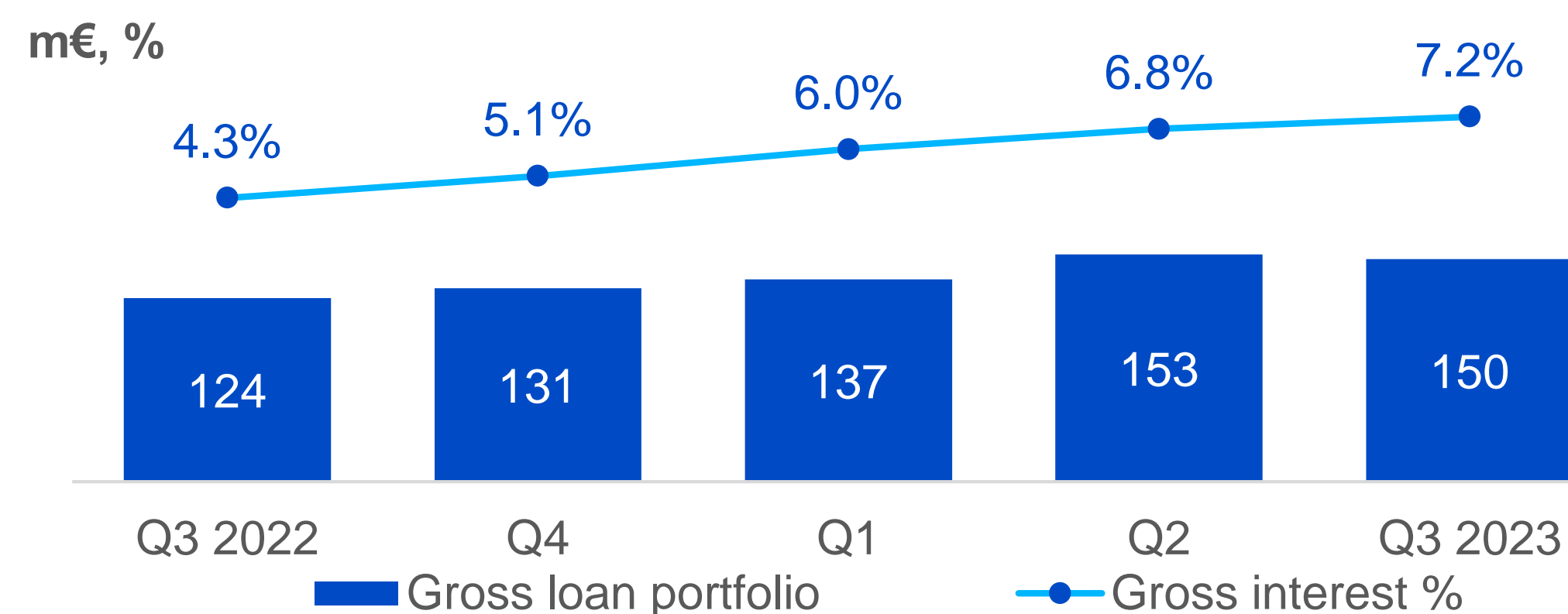
Private mortgage loans



Private consumer loans

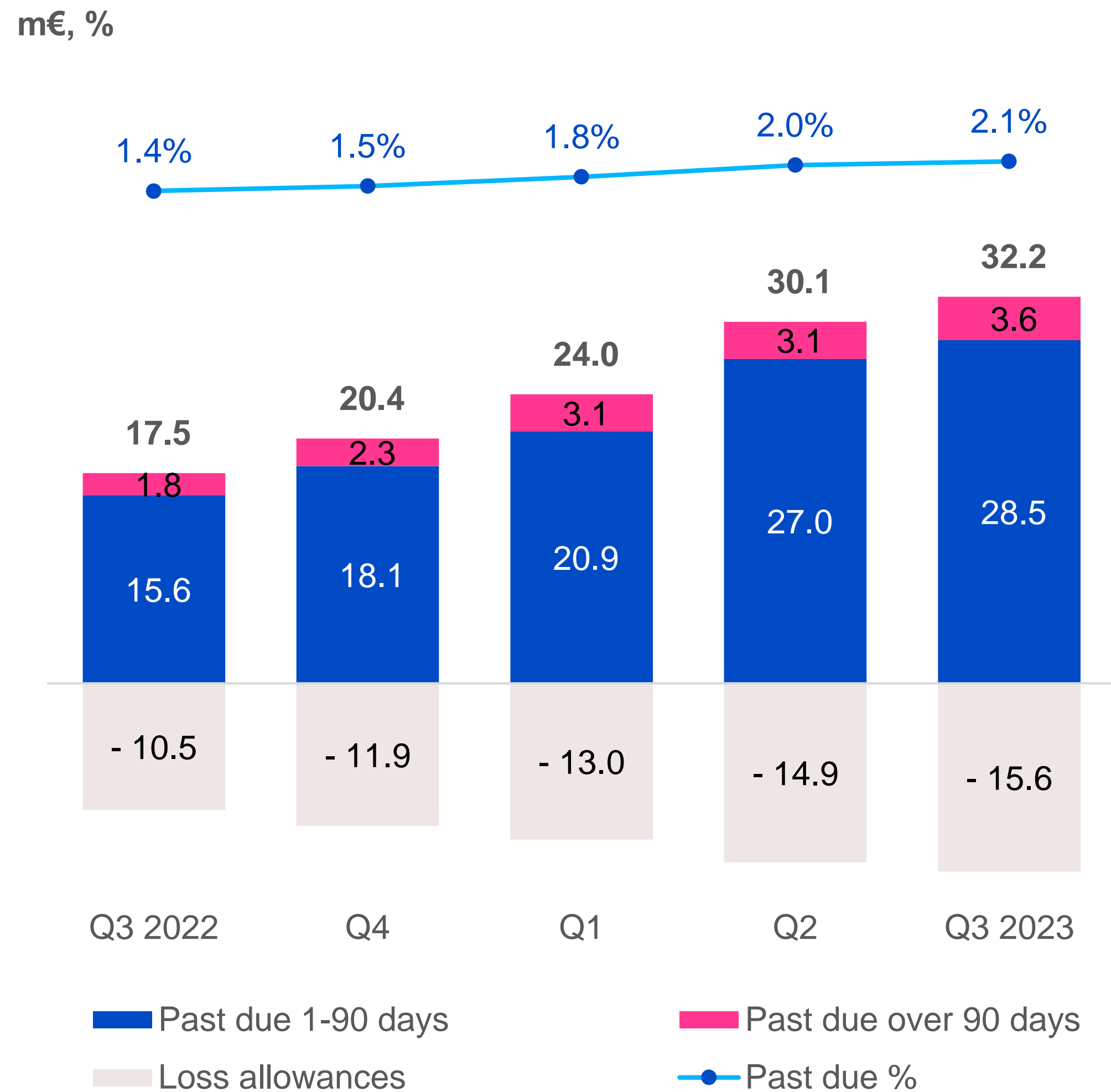


Leasing



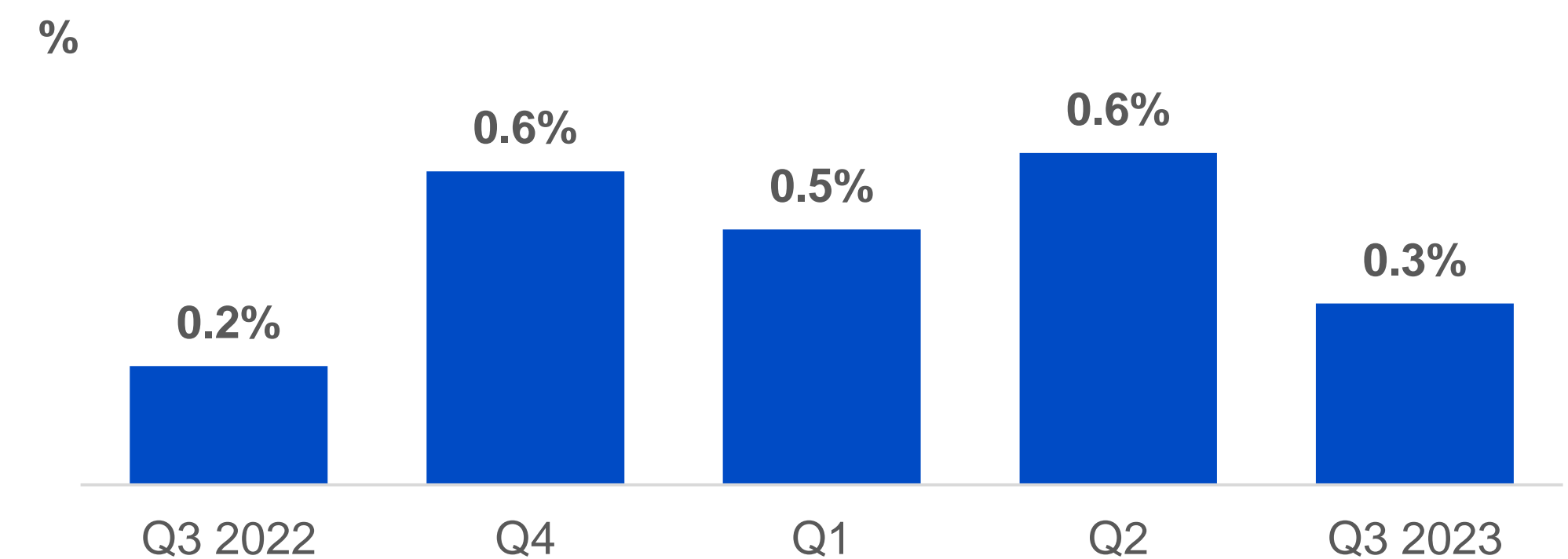
Quality of loan portfolio

Loans past due and loss allowances in balance sheet



- Past due portfolio at a low 2.1% level
- Credit risk cost ratio 0.3% in Q3 2023

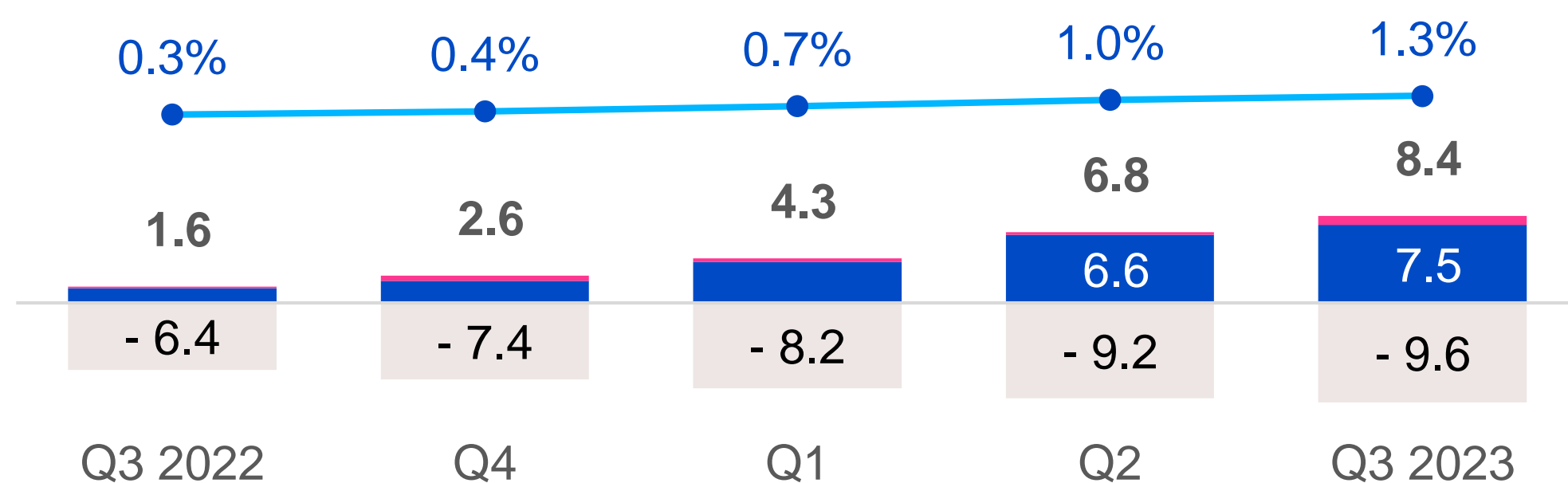
Credit risk cost ratio



Loan portfolio quality by business lines

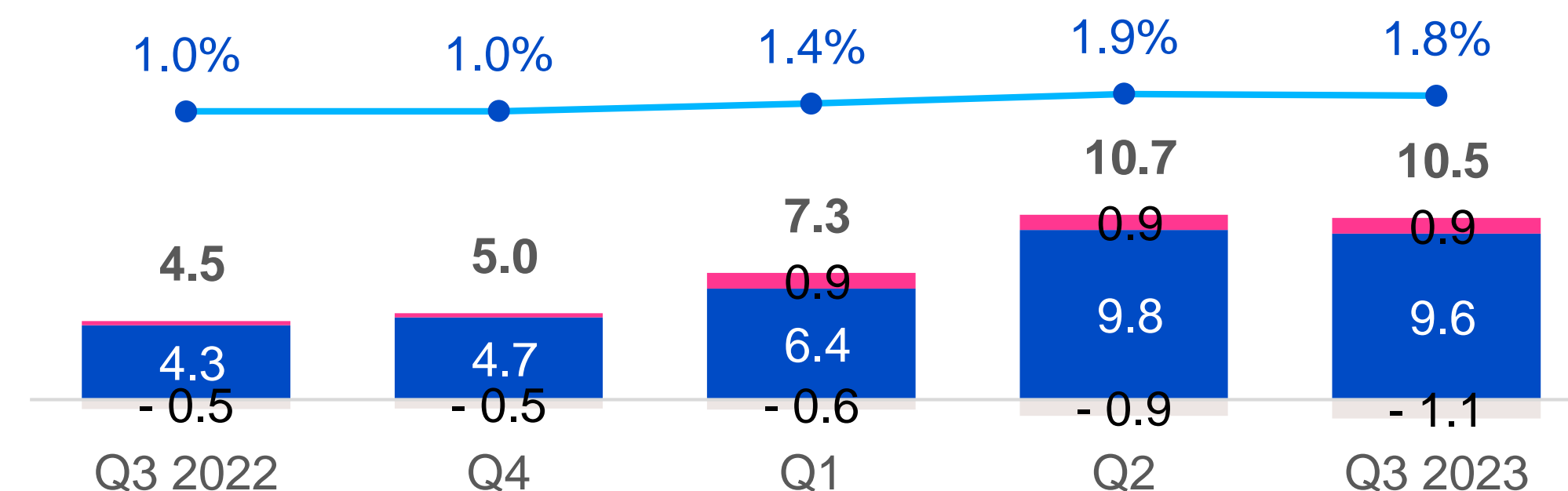
Business loans

m€, %



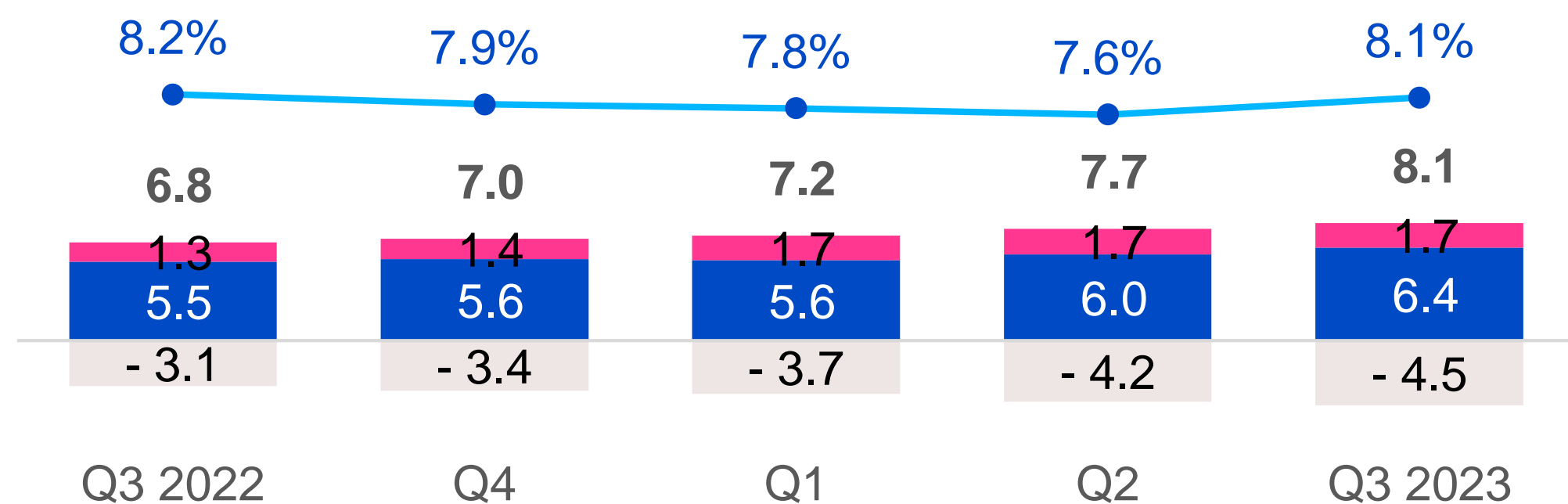
Private mortgage loans

m€, %



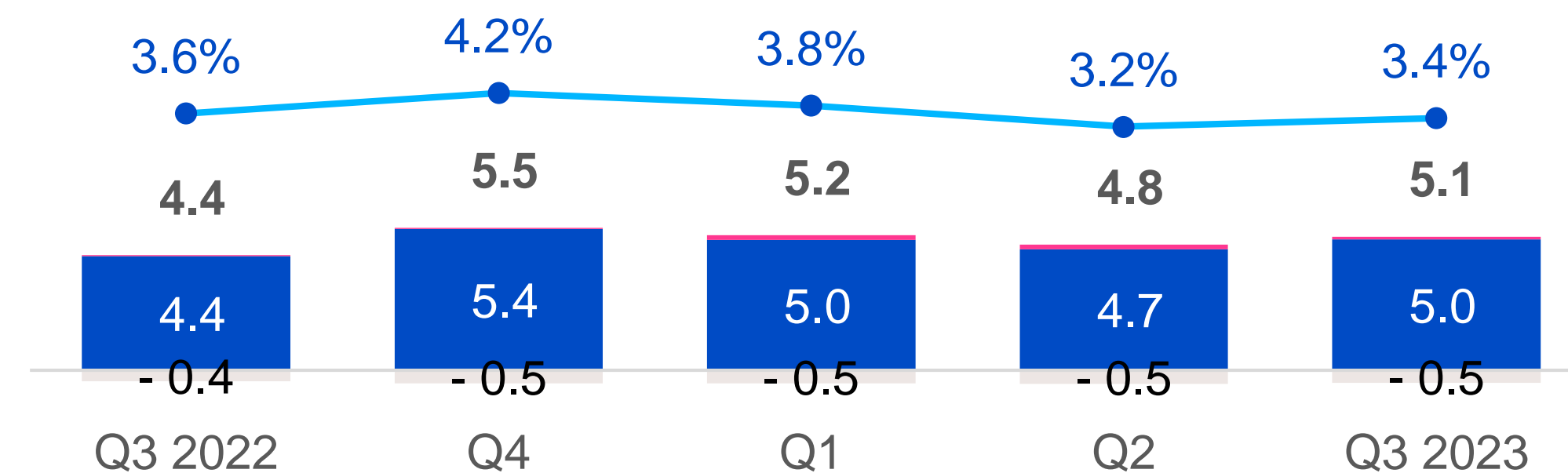
Private consumer loans

m€, %



Leasing

m€, %

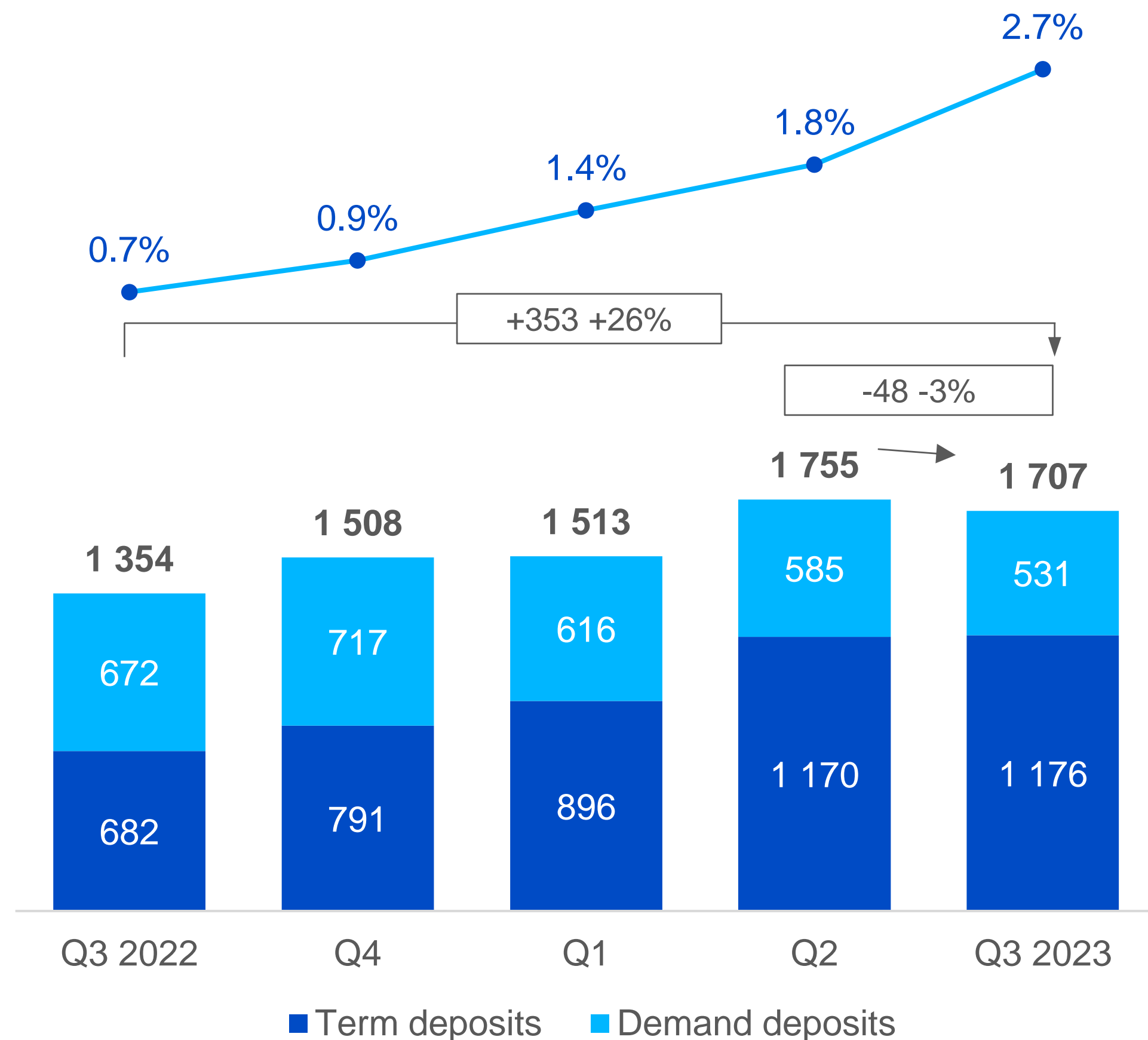


Total residual of loan principal amounts past due; loss allowances in balance sheet; share of overdue contracts in total (gross) portfolio

Interest costs of deposits are increasing

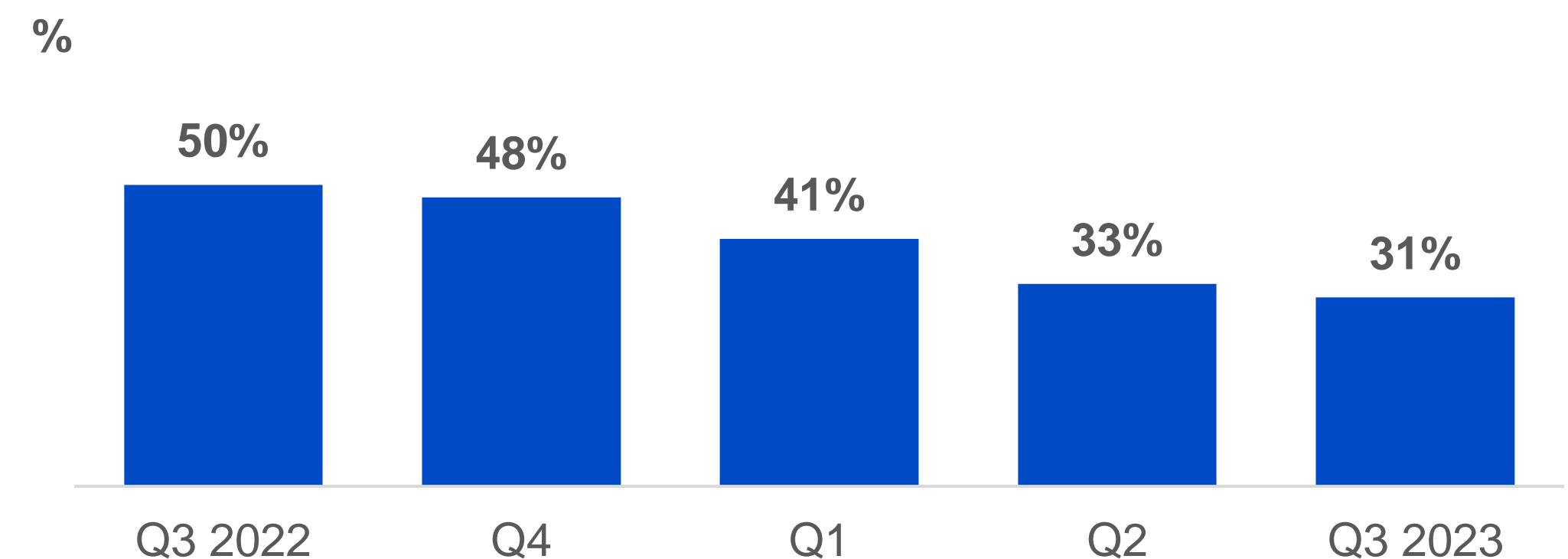
Deposits

m€
Total cost of financing



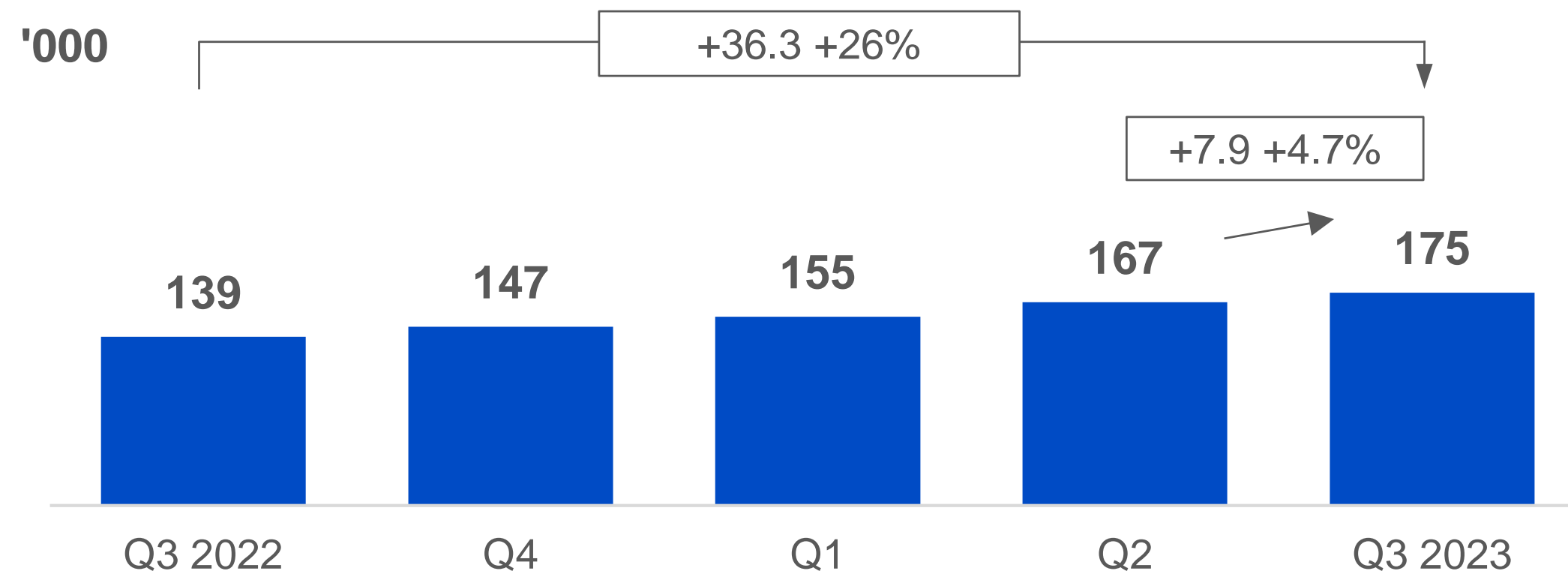
- Deposits decreased by -48m€ (-3%) in Q3
 - +10m€ from private clients (-3m€ demand deposits, +13m€ term deposits)
 - -35m€ from business clients (-51m€ demand deposits, +16m€ term deposits)
 - -22m€ from Raisin platform and other financial institutions
- Increase of financing cost has continued
- Proportion of demand deposits at 31%

Proportion of demand deposits in total deposits



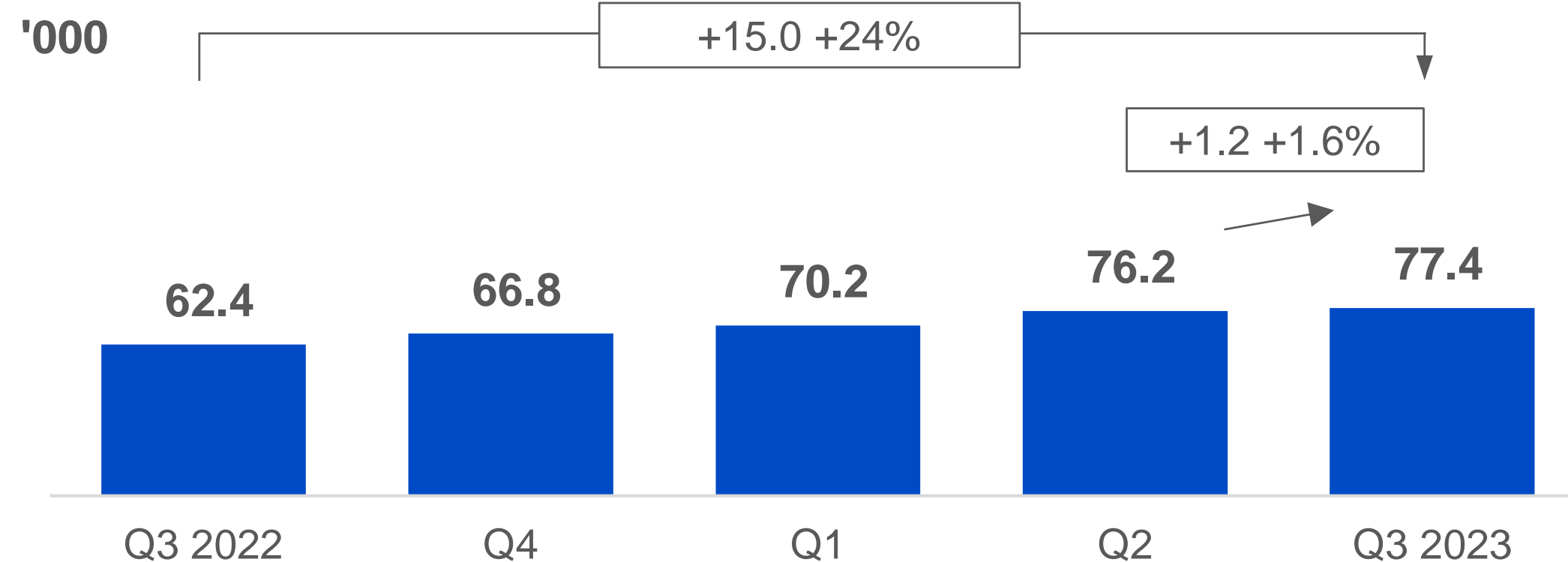
Client base and market share

Total no of clients with bank account

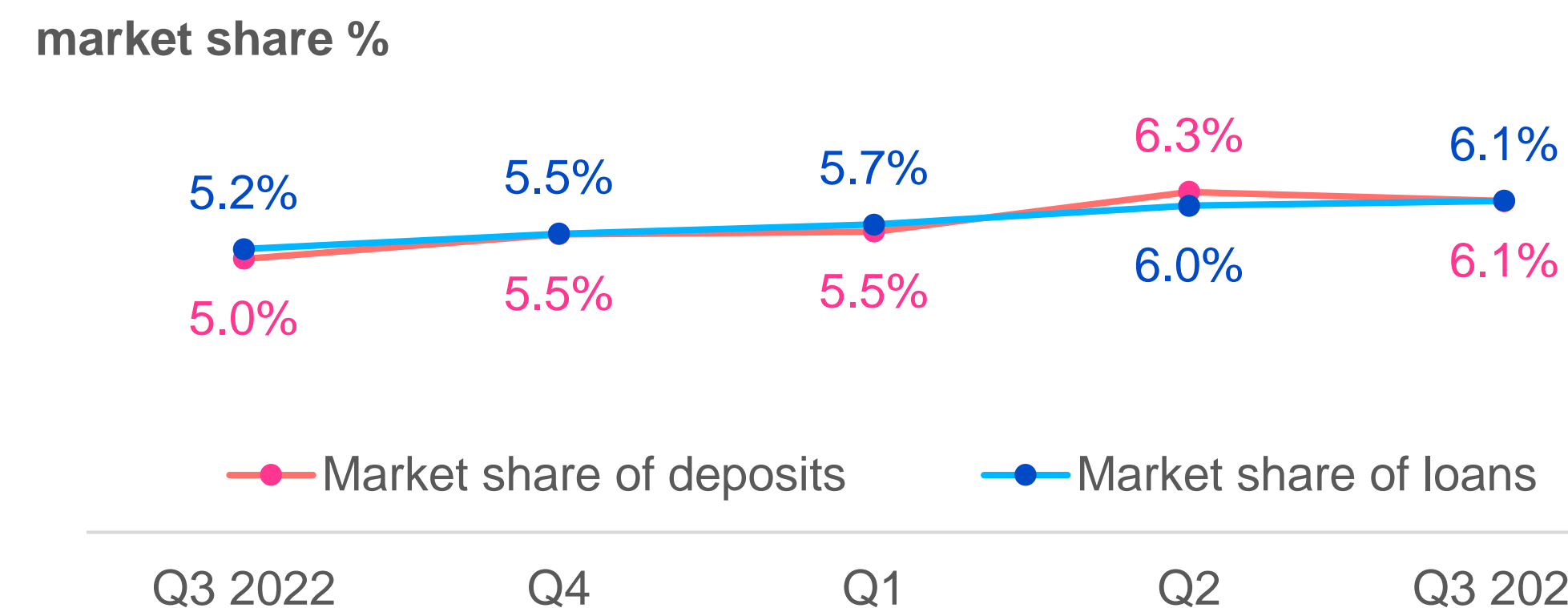


- No of clients increased by 7 900 (+4.7%) (+12 000 in Q2 2023)
- 1 200 (+1.6%) new active clients in Q3 2023 (+6 000 in Q2 2023)
- Bank's market share changed in Q3 2023*
 - Market share of loan portfolio 6.0% => 6.1%
 - Market share of deposits portfolio 6.3% => 6.1%

No of active clients

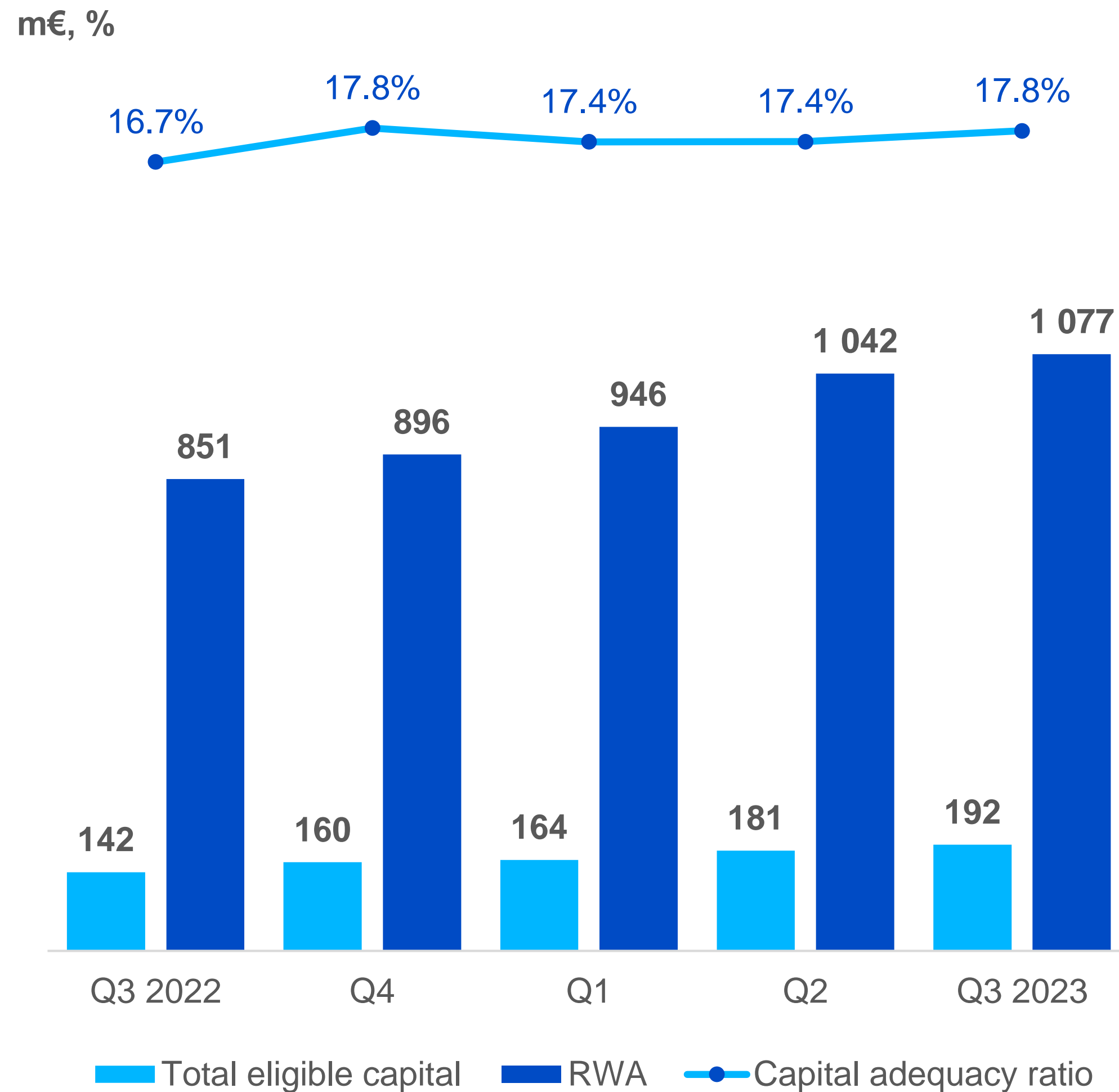


Market share

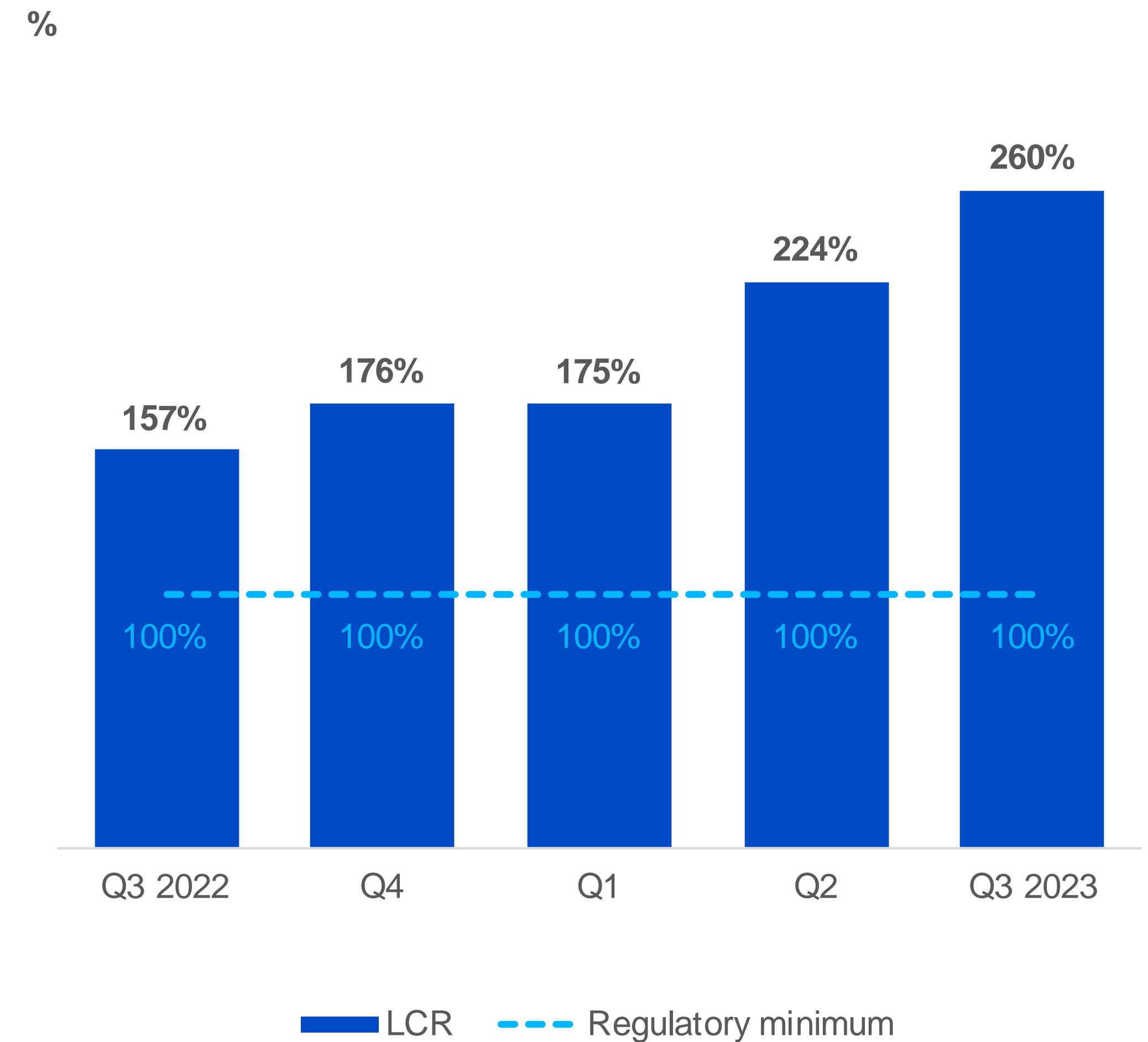


Capital base supports growth plans

Quarterly capitalization



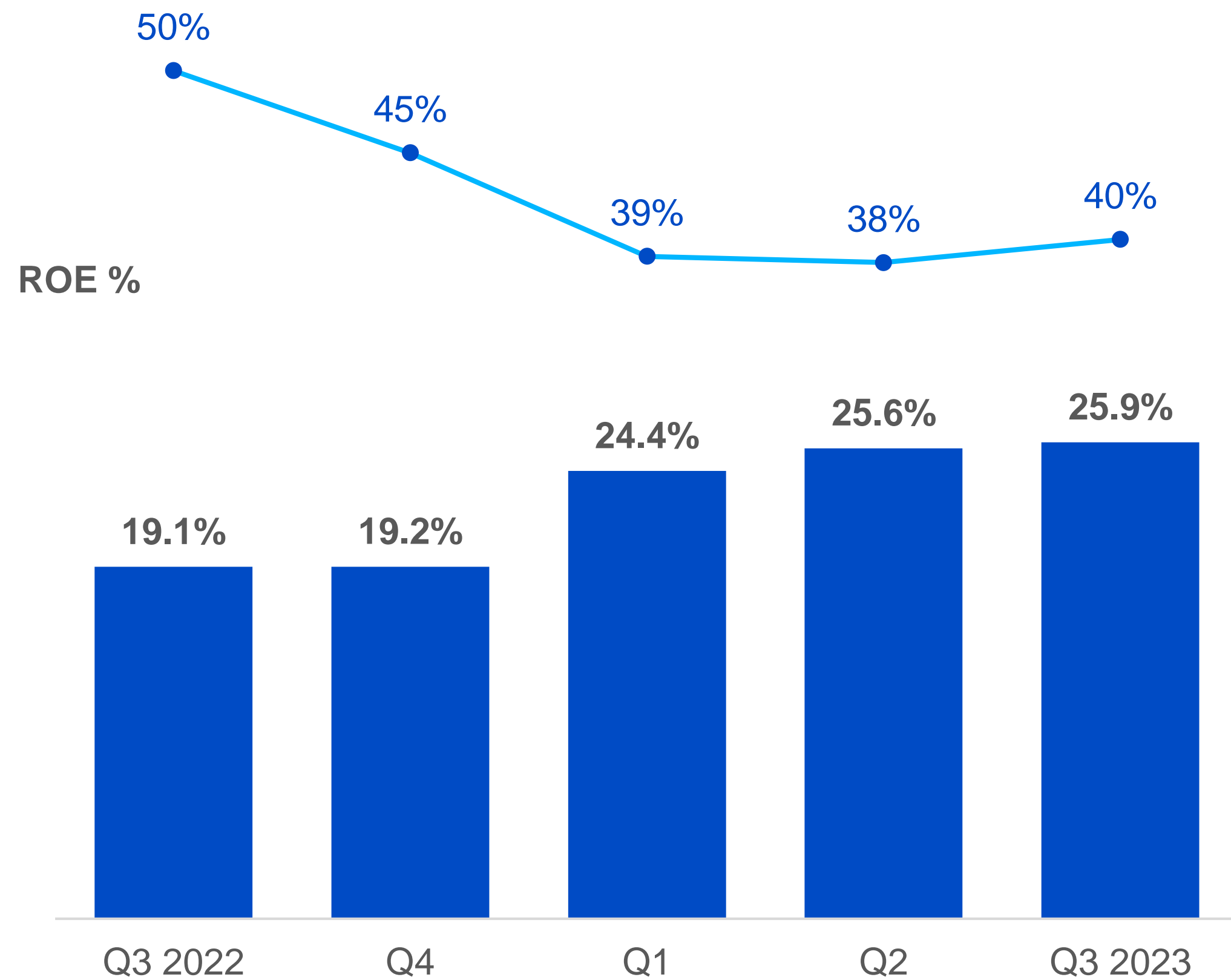
Liquidity coverage ratio (LCR)



Performance indicators

Cost / income ratio (CIR) and ROE

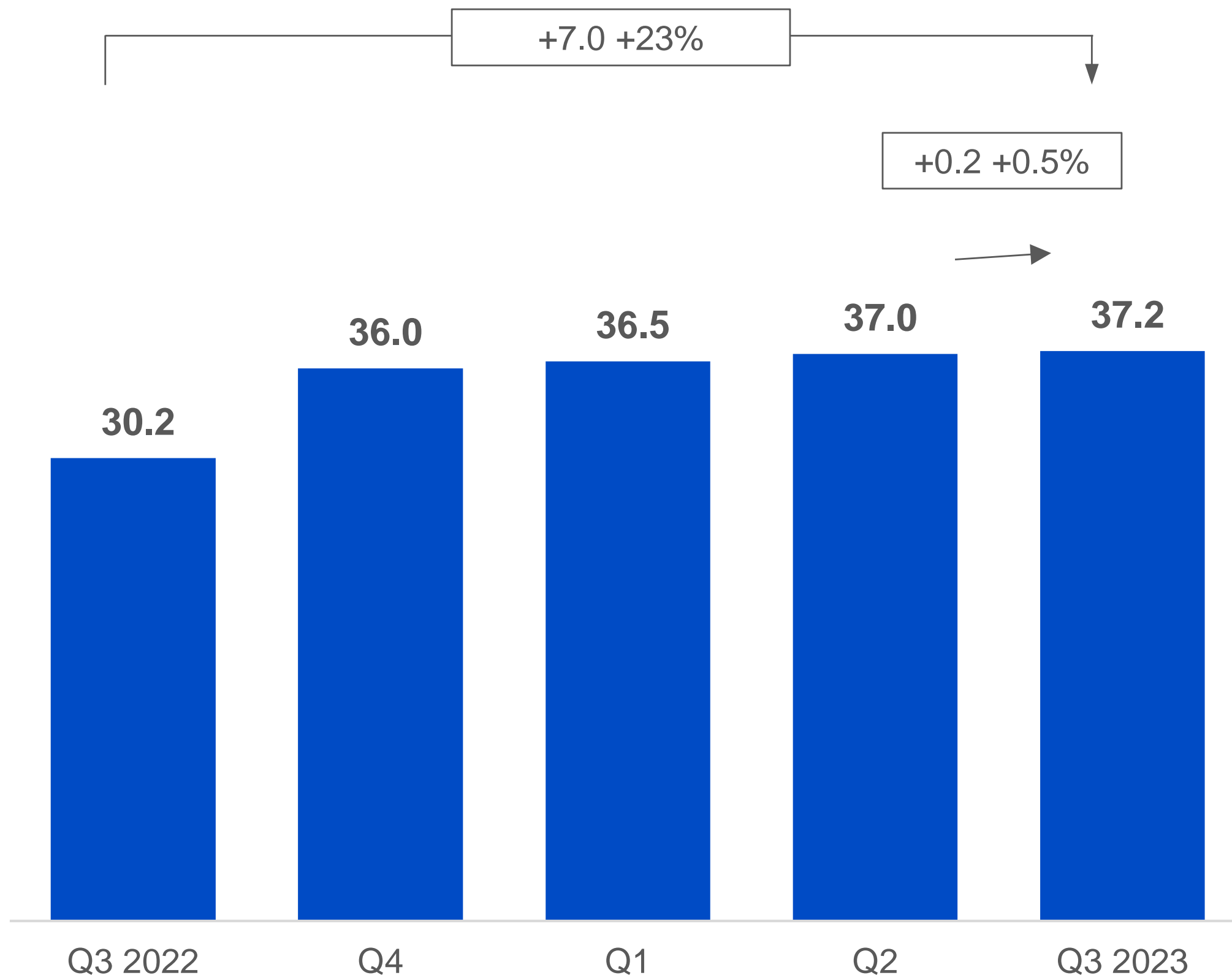
Cost / Income ratio %



- CIR 40% (long term goal <50%)
 - Revenues +0.3m€ (+2%)
 - Costs +0.5m€ (+5%)
- ROE 25.9% (long term goal >15%)
 - Growing business volumes support scale effect in costs
 - Quality of loan portfolio remains high

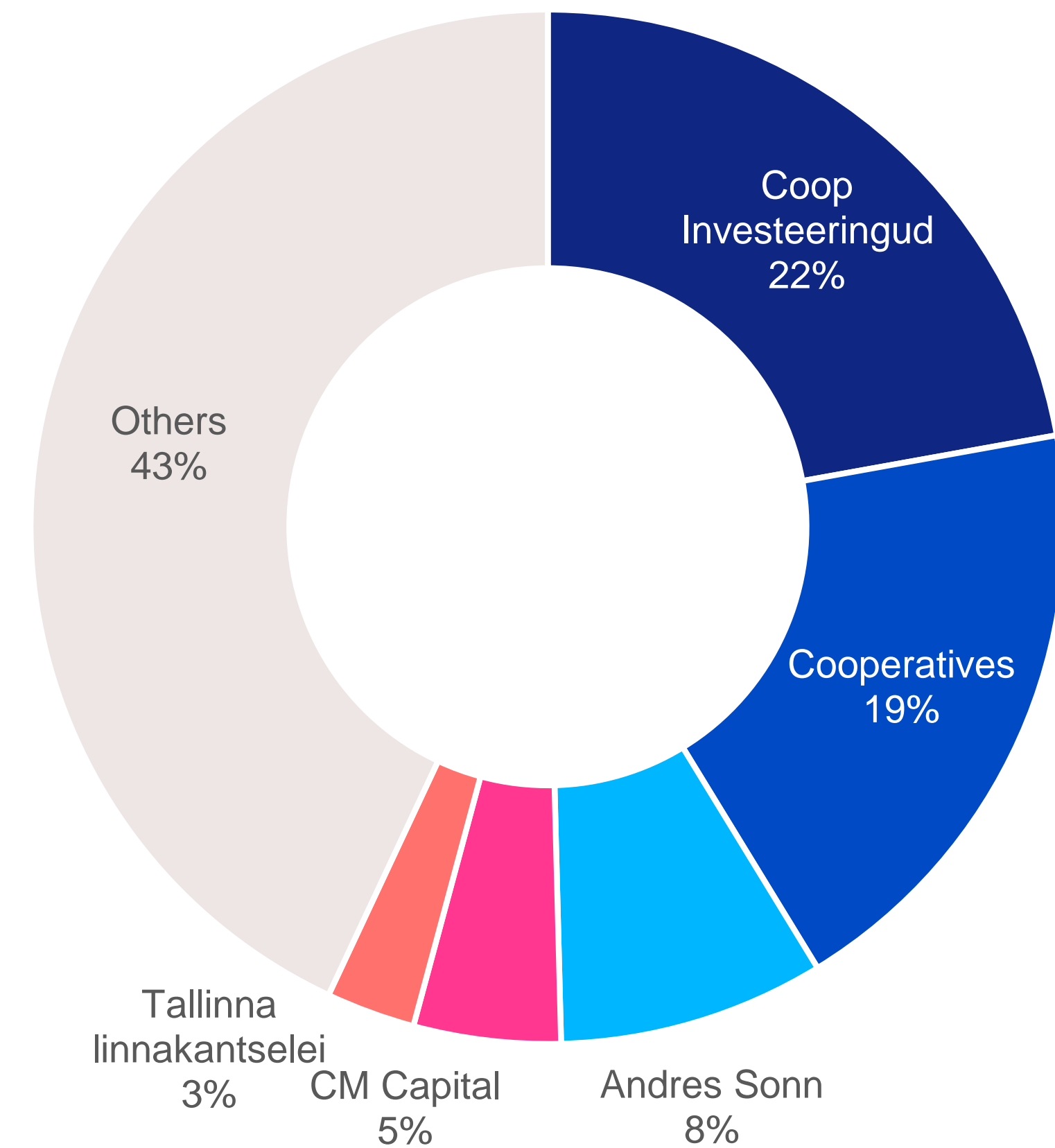
No of Coop Pank shareholders

'000



TOP shareholders

Shareholder distribution of Coop Pank as at 30.09.2023



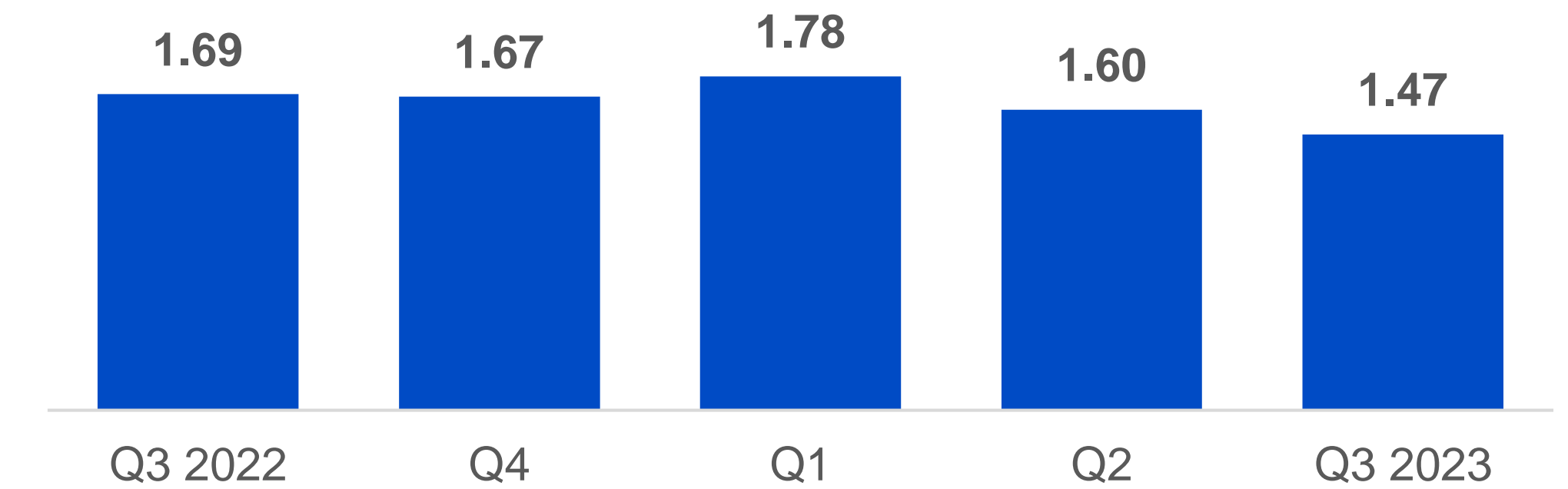
Share price

Coop Pank share price and trading volume by dates



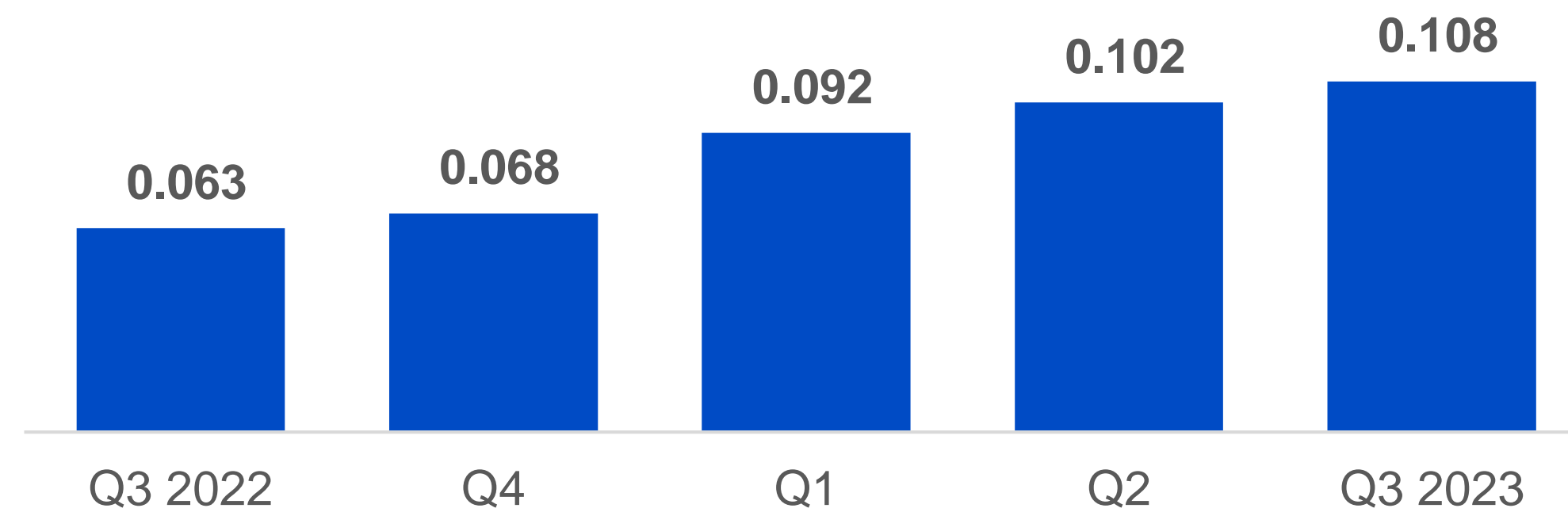
P/B ratio

P/B €



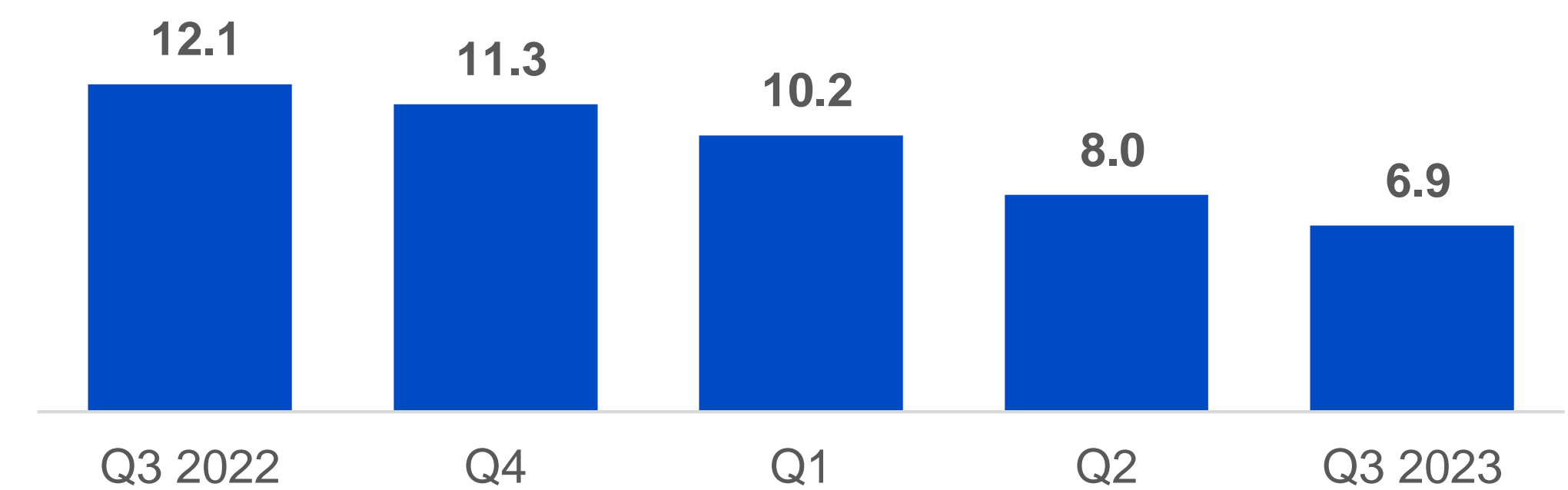
Net income per share (EPS)

EPS € (quarterly)




P/E ratio

P/E € (TTM)



Summary: Q3 2023 results

- Loan volumes continue to grow +24% YoY
- Net profit 11.1m€ (+93% YoY)
- CIR 40% (Q3 2022 50%)
- ROE 25.9% (Q3 2022 19.1%)



11.1m€ profit
ROE 25.9%

Margus Rink

Chairman of Board, CEO
margus.rink@cooppank.ee

Paavo Truu

Member of Board, CFO
paavo.truu@cooppank.ee

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