

Coop Pank Group 2025 Q2 unaudited results

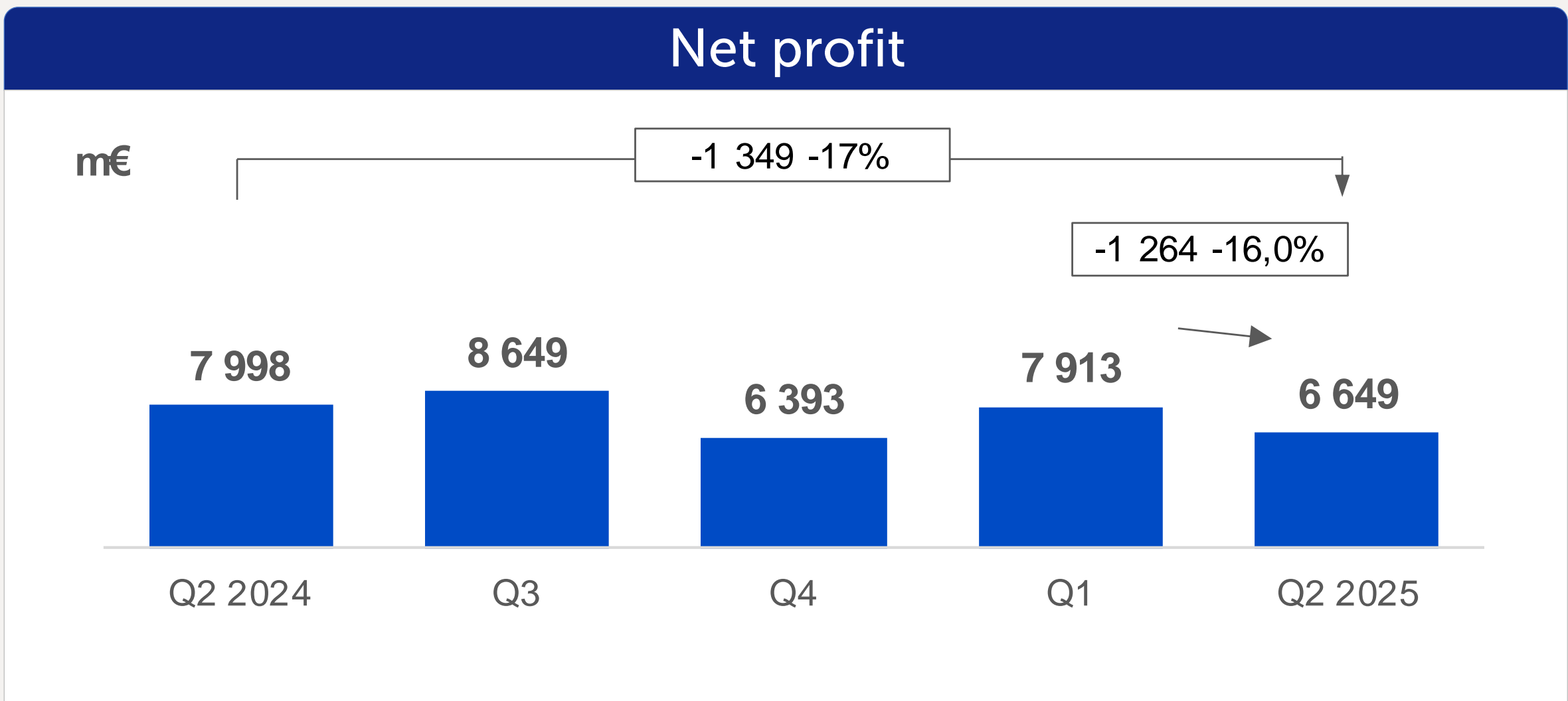
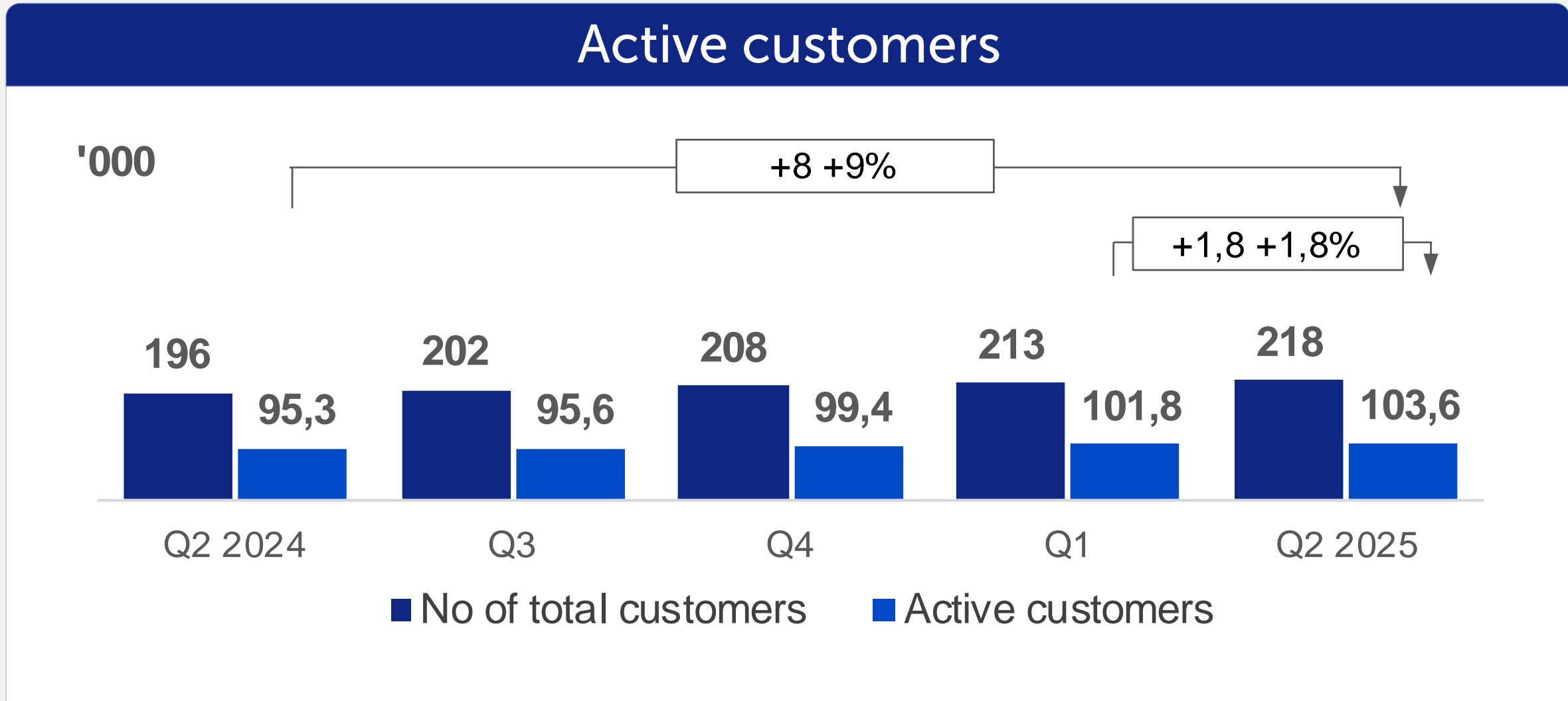
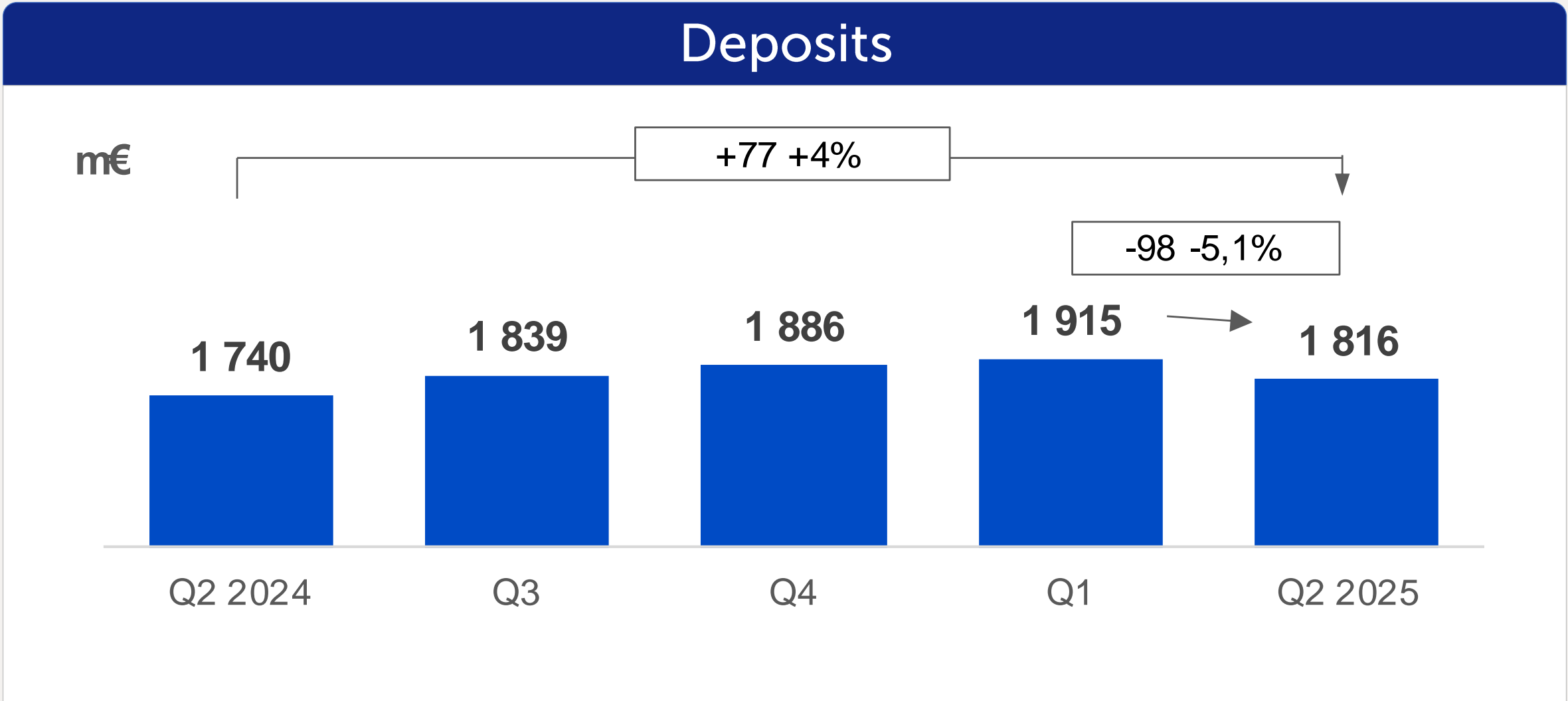
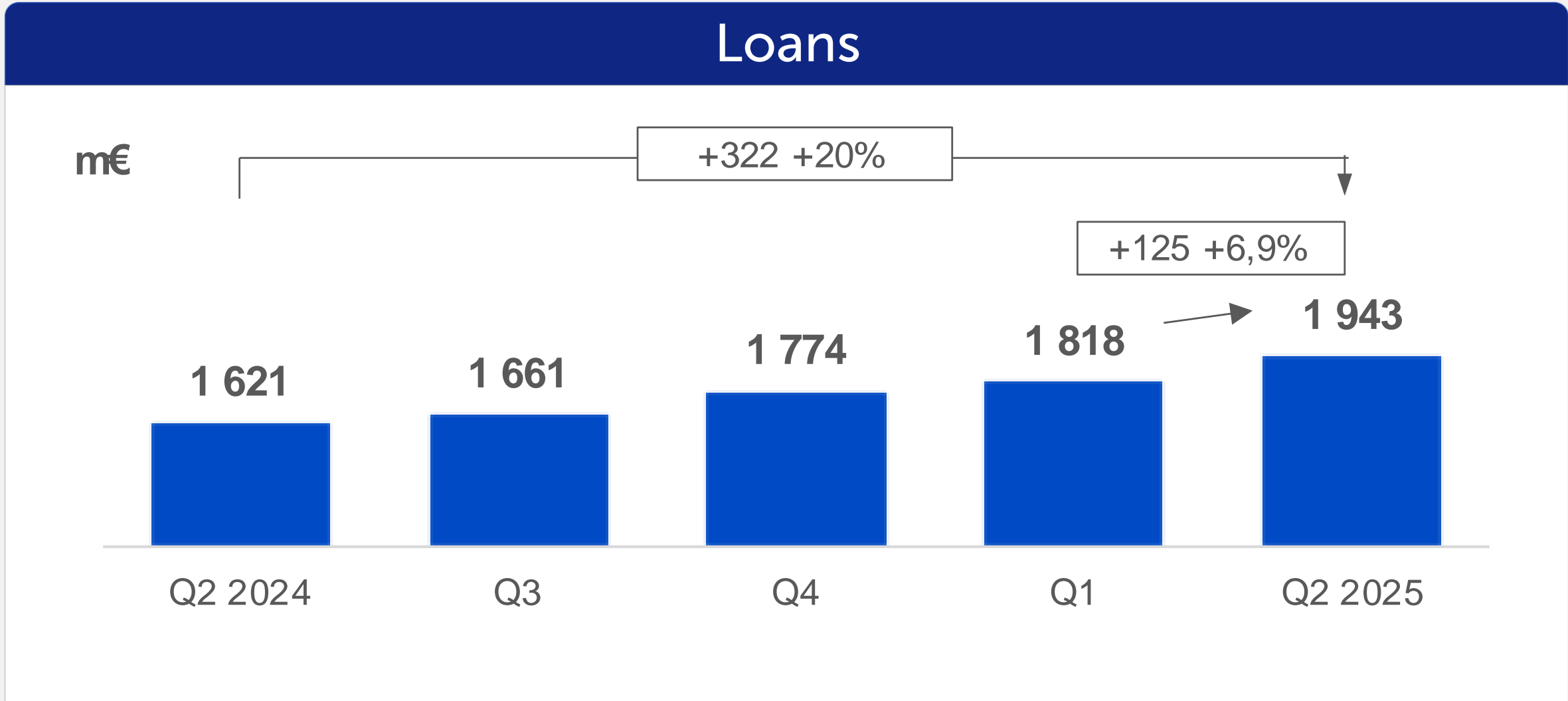
18.07.2025

Key notes from Q2

- Economic environment – cautious; we grow with established risk profile
- Interest rates with a falling trend. Changes in interest income and expenses are balanced
- Record growth of loan portfolio + 125 m€ – we grow 2 times faster than the market as a whole
- Quality of loan portfolio remains high
- Costs under control – costs have not increased compared to the Q2 last year
- New banking plans and cashback – in cooperation with Coop stores we launched a unique cashback offer
- Dividends – net dividend 7 cents, 98% to Estonian residents and companies
- Most recommended bank in Estonia /Kantar EMOR, April 2025/



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 Q2 2025 – compared to Q1 2025

Key indicators in quarterly comparison

| | Q2 2025 | Q1 2025 | Quarterly change | |
|--------------------------------------|---------------|---------------|------------------|-------------|
| Net operating income ('000 €) | 19 544 | 19 310 | +233 | +1% |
| Interest | 18 003 | 17 930 | +74 | +0% |
| incl interest income | 31 260 | 32 058 | -798 | -2% |
| incl interest expense | -13 257 | -14 128 | +871 | -6% |
| Service fees and commissions | 1 166 | 1 155 | +11 | +1% |
| Other | 375 | 225 | +150 | +67% |
| Operating expenses | -10 091 | -9 519 | -572 | +6% |
| Operating profit | 9 453 | 9 791 | -338 | -3% |
| Impairment costs | -1 367 | -226 | -1 141 | +504% |
| Profit before income tax | 8 086 | 9 565 | -1 479 | -15% |
| Income tax | -1 437 | -1 652 | +215 | -13% |
| Net profit | 6 649 | 7 913 | -1 264 | -16% |
| | | | | |
| Net loan portfolio (m€) | 1 943 | 1 818 | +125 | +7% |
| Deposits and loans received | 1 816 | 1 915 | -98 | -5% |
| Equity | 220 | 220 | +1 | +0% |
| | | | | |
| ROE | 12,1% | 14,7% | -2,6% | |
| Net interest margin (NIM) | 3,0% | 3,1% | -0,1% | |
| Cost of financing | 2,5% | 2,8% | -0,3% | |

- Loan portfolio increased +€125 m€ (+7%)
- Net interest income increased +0,1 m€
 - Interest income decreased 0,8 m€, including the decrease in margins -1,8 m€ and increase +1,4 m€ due to business volume growth, other impacts -0.4 m€.
 - Interest expenses decreased by 0.9 m€ incl. 0.6 m€ due to the decrease in interest rates and an additional 0.3 m€ due to decrease in deposit volume.
- Operating expenses in Q2 10.1 m€ (+0.6 m€, +6%)
- Cost of impairment of financial assets 1.4 m€ (+1.1 m€)
 - Loan portfolio quality remains good
- Net profit 6.6 m€ (-1.3 m€, -16%)

Results of Q2 2025 – compared to Q2 2024

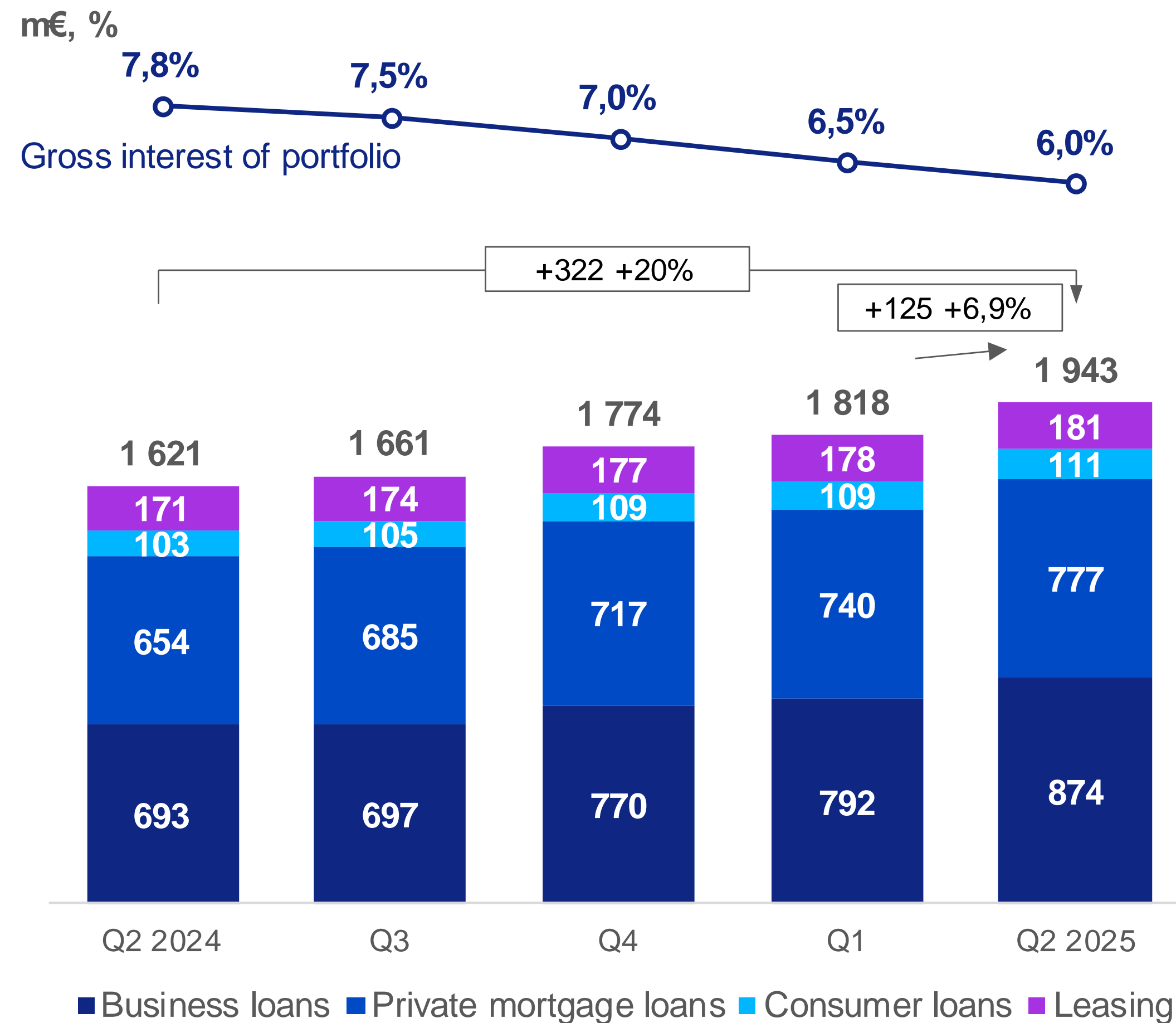
Key indicators in year on year comparison

| | Q2 2025 | Q2 2024 | Quarterly change | |
|--------------------------------------|---------------|---------------|------------------|-------------|
| Net operating income ('000 €) | 19 544 | 20 465 | -921 | -5% |
| Interest | 18 003 | 19 319 | -1 316 | -7% |
| incl interest income | 31 260 | 34 691 | -3 431 | -10% |
| incl interest expense | -13 257 | -15 372 | +2 115 | -14% |
| Service fees and commissions | 1 166 | 1 000 | +166 | +17% |
| Other | 375 | 146 | +229 | +157% |
| Operating expenses | -10 091 | -10 091 | -0 | +0% |
| Operating profit | 9 453 | 10 374 | -921 | -9% |
| Impairment costs | -1 367 | -1 224 | -143 | +12% |
| Profit before income tax | 8 086 | 9 150 | -1 064 | -12% |
| Income tax | -1 437 | -1 152 | -285 | +25% |
| Net profit | 6 649 | 7 998 | -1 349 | -17% |
| | | | | |
| Net loan portfolio (m€) | 1 943 | 1 621 | +322 | +20% |
| Deposits and loans received | 1 816 | 1 740 | +77 | +4% |
| Equity | 220 | 195 | +25 | +13% |
| | | | | |
| ROE | 12,1% | 16,4% | -4,3% | |
| Net interest margin (NIM) | 3,0% | 3,9% | -0,9% | |
| Cost of financing | 2,5% | 3,4% | -1,0% | |

- Loan portfolio increased +322 m€ (+20%)
- Interest income decreased due to the decrease in Euribor and margins. The increase in the loan portfolio did not compensate for this
 - Total change -3.4 m€ incl. business volume growth +5.9 m€; interest rate impact -8.0 m€; other impacts -1.3 m€.
- Interest expenses decreased by 2.1 m€ incl. 3.4 m€ due to the decrease in interest rates. At the same time, with the growth in deposits, additional interest expense of 1.3 m€ was added
- Operating expenses in Q2 10.1 m€
 - Operating expenses at the same level as last year
- Cost of impairment of financial assets 1.4 m€ (+0.1 m€, +12%)
- Income tax expense increased due to the increase in the advance income tax rate to 18% (2024: 14%)
- Net profit 6.6 m€ (-1.3 m€, -17%)

Loan portfolio continues to grow

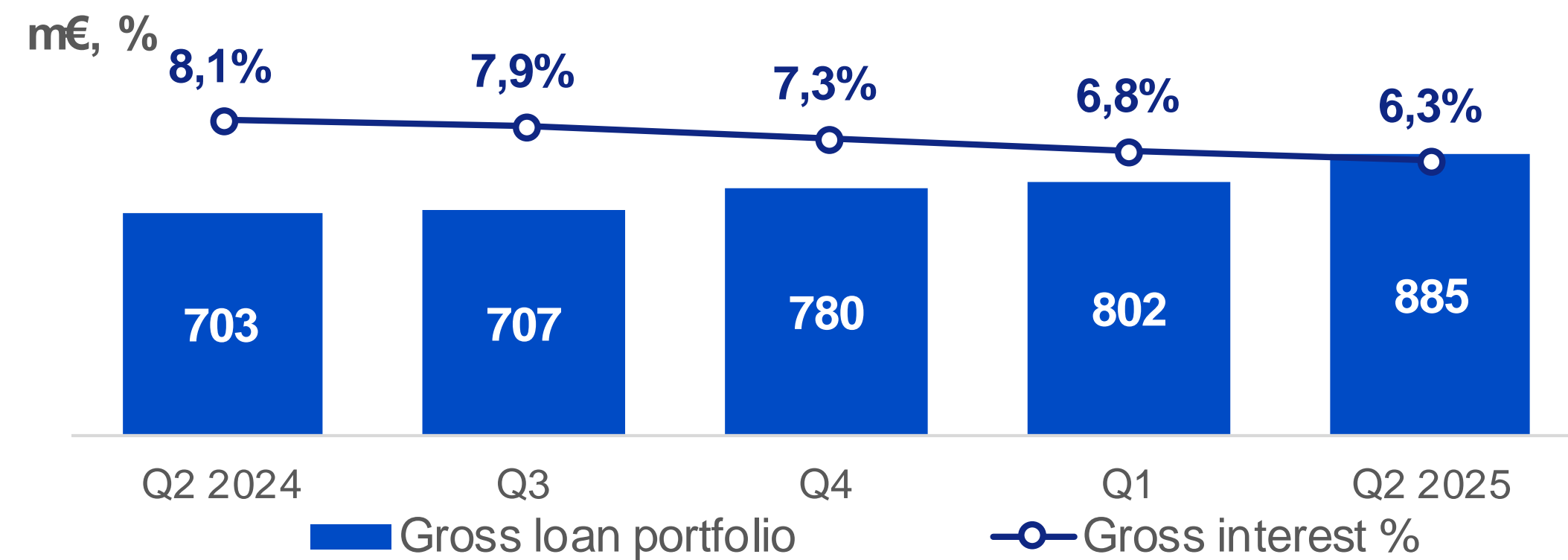
Net loan portfolio



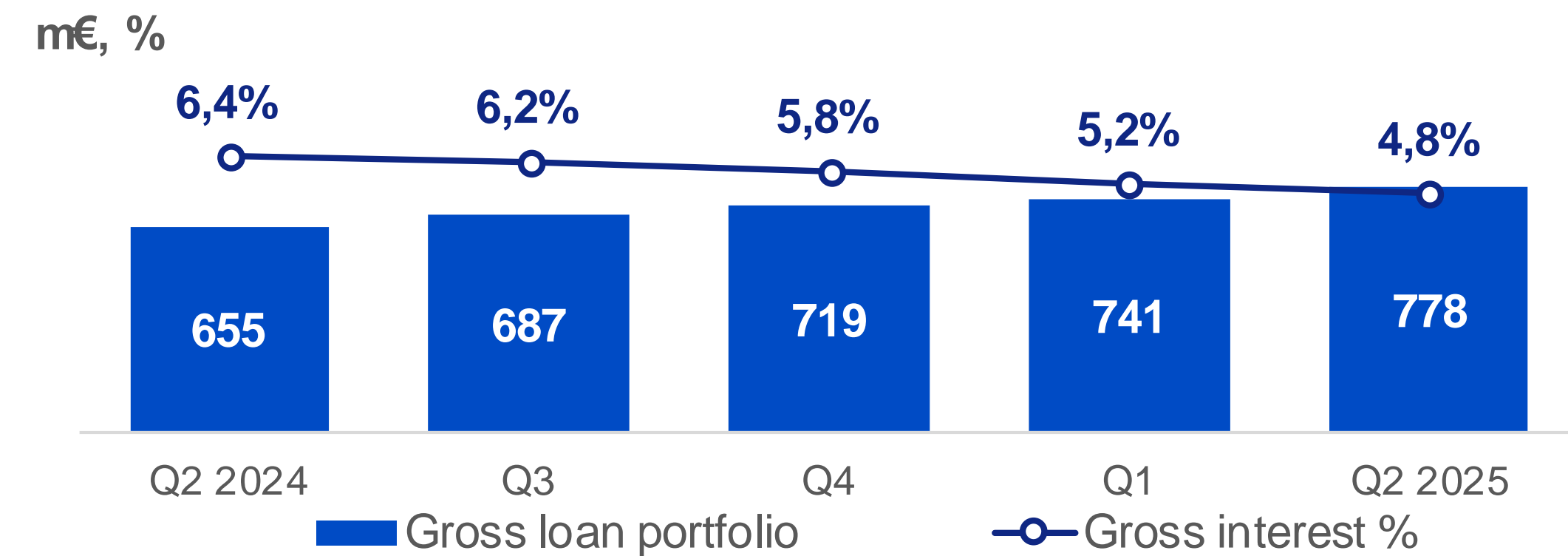
- Quarterly growth of loan portfolio +125 m€ (+6.9%)
 - Business loans +82 m€ (+10%)
 - Private mortgage loans +37 m€ (+5%)
 - Leasing +3 m€ (+2%)
 - Consumer loans +2 m€ (+2%)
- Euribor continues to decline, 2025 Q2 average 6-month Euribor 2.13% (2025 Q1 2.50%)
- The change in Euribor will have an impact with a delay of up to 6 months.

Loan portfolio interest by business lines

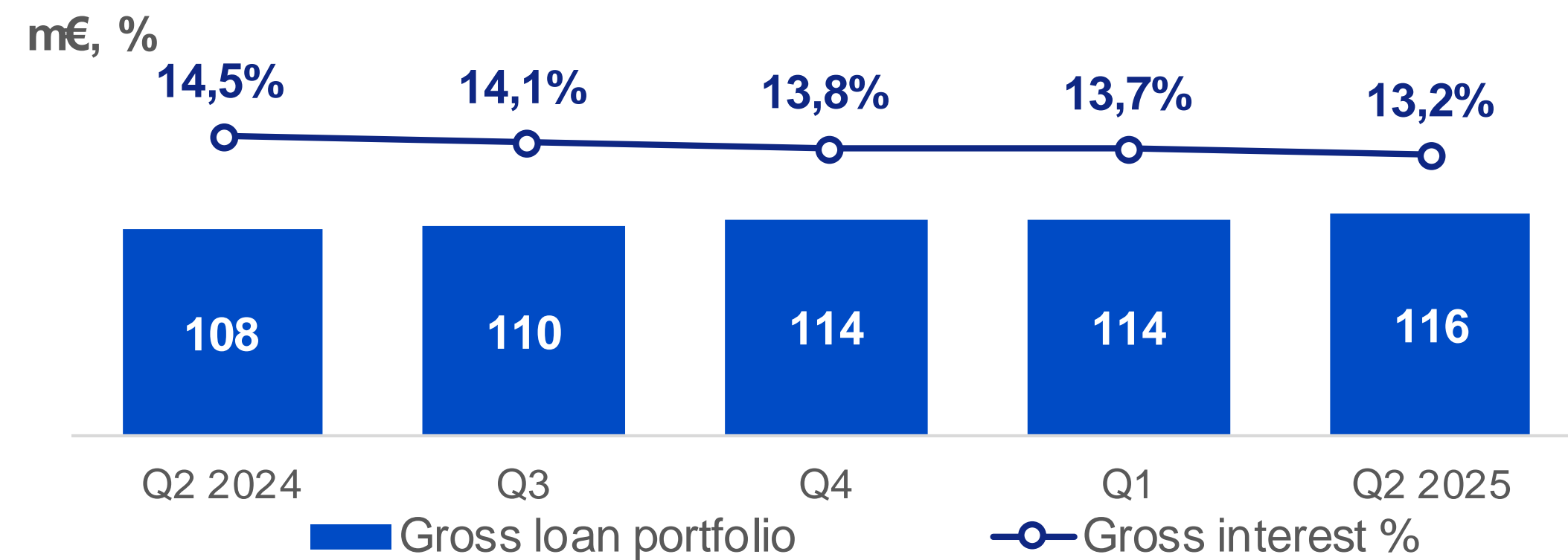
Business loans



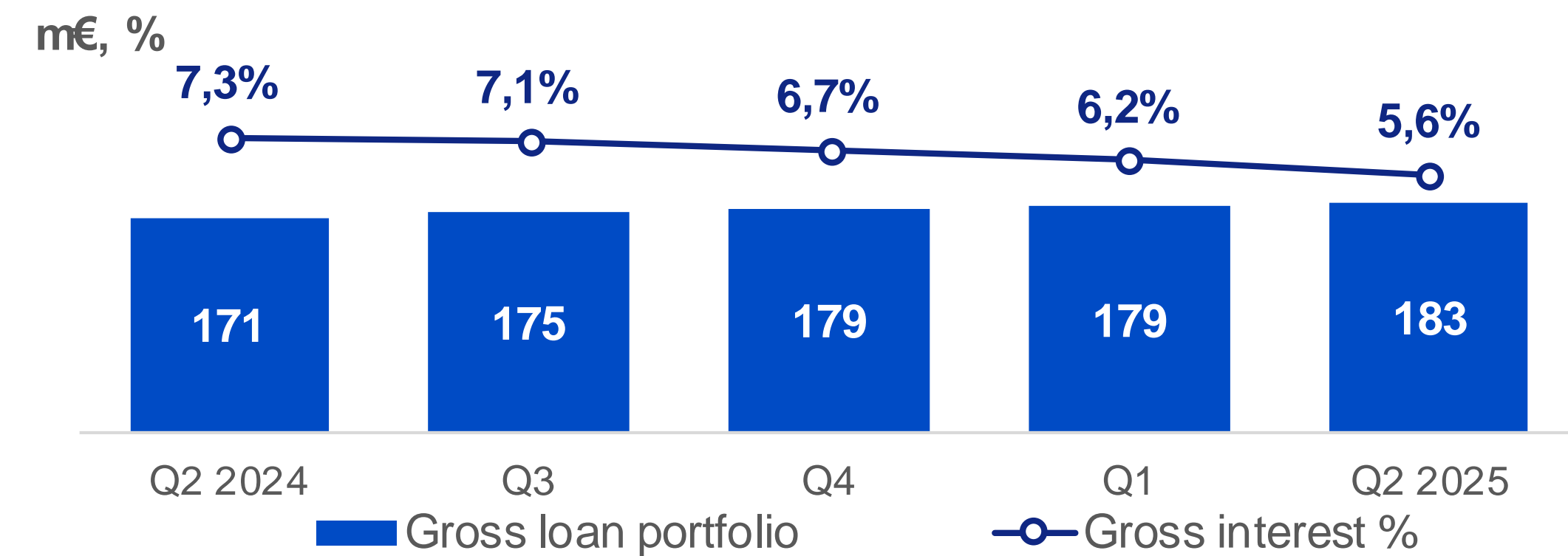
Private mortgage loans



Private consumer loans

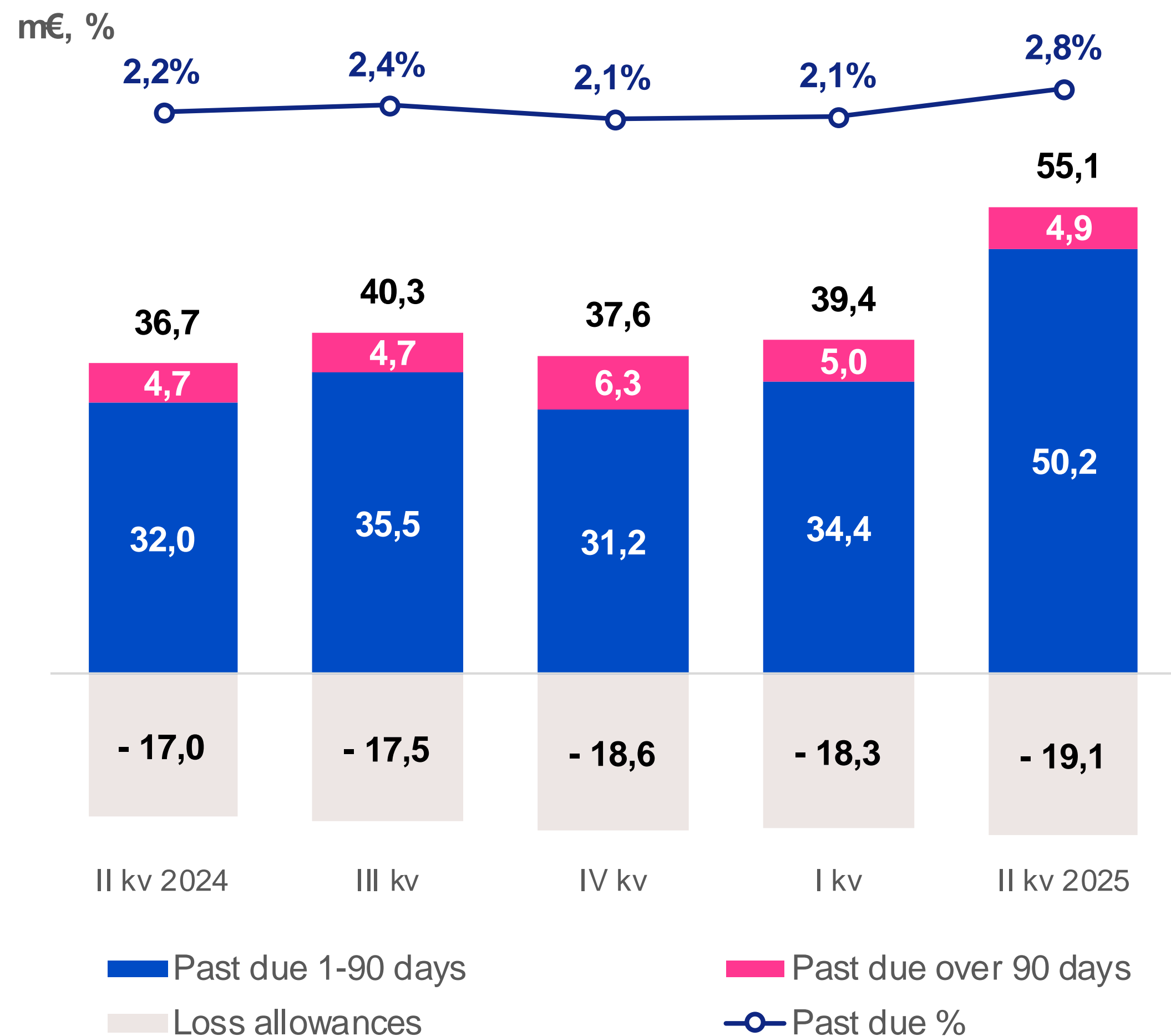


Leasing



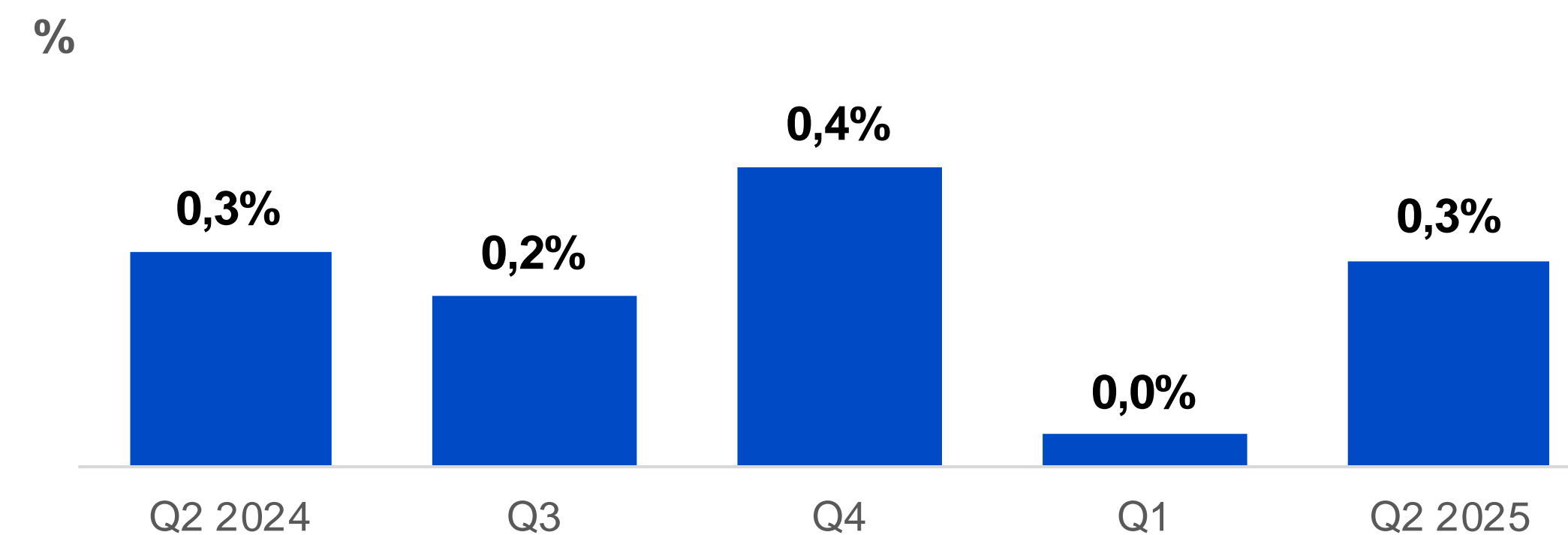
Quality of loan portfolio

Loans past due and loss allowances in balance sheet



- Past due portfolio at 2.8% level
- Credit risk cost ratio 0.3% in Q2 2025

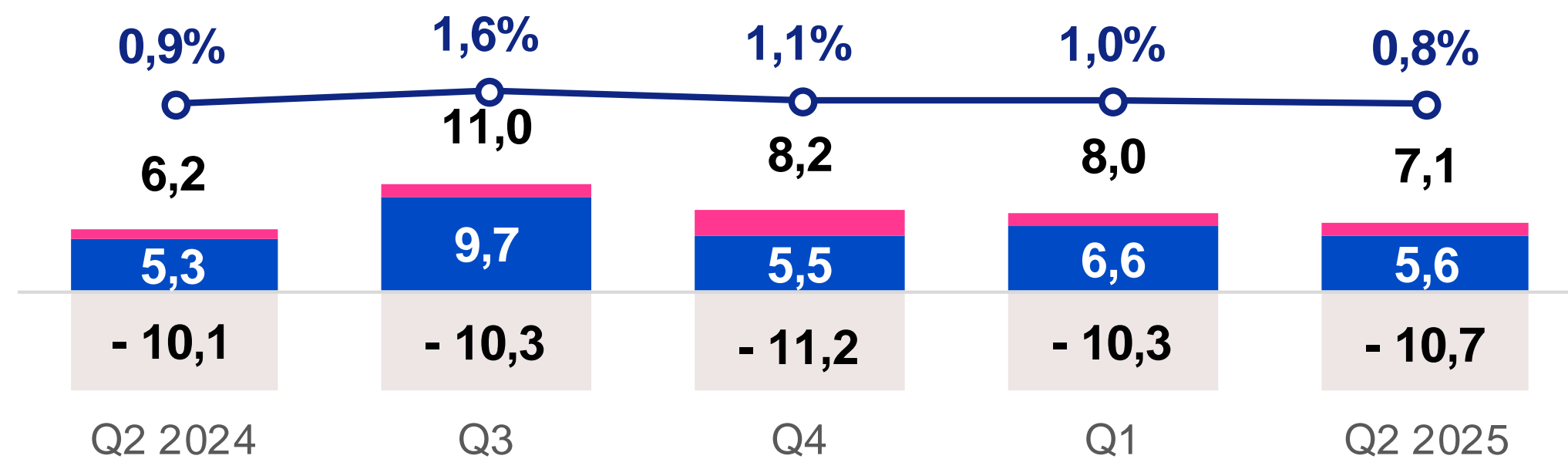
Credit risk cost ratio



Loan portfolio quality by business lines

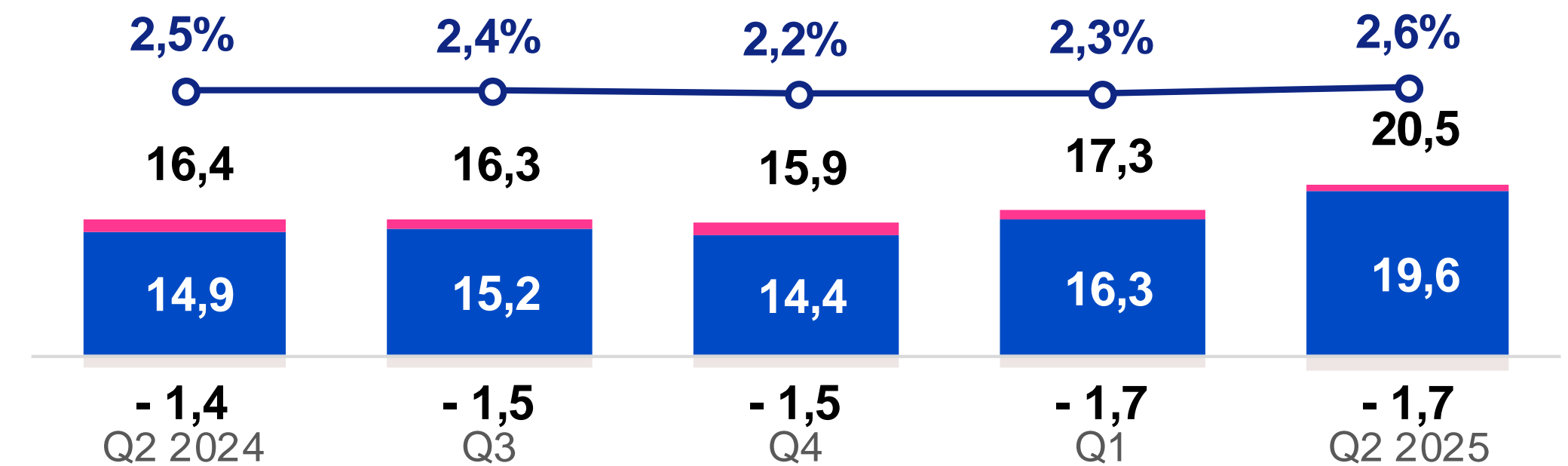
Business loans

m€, %



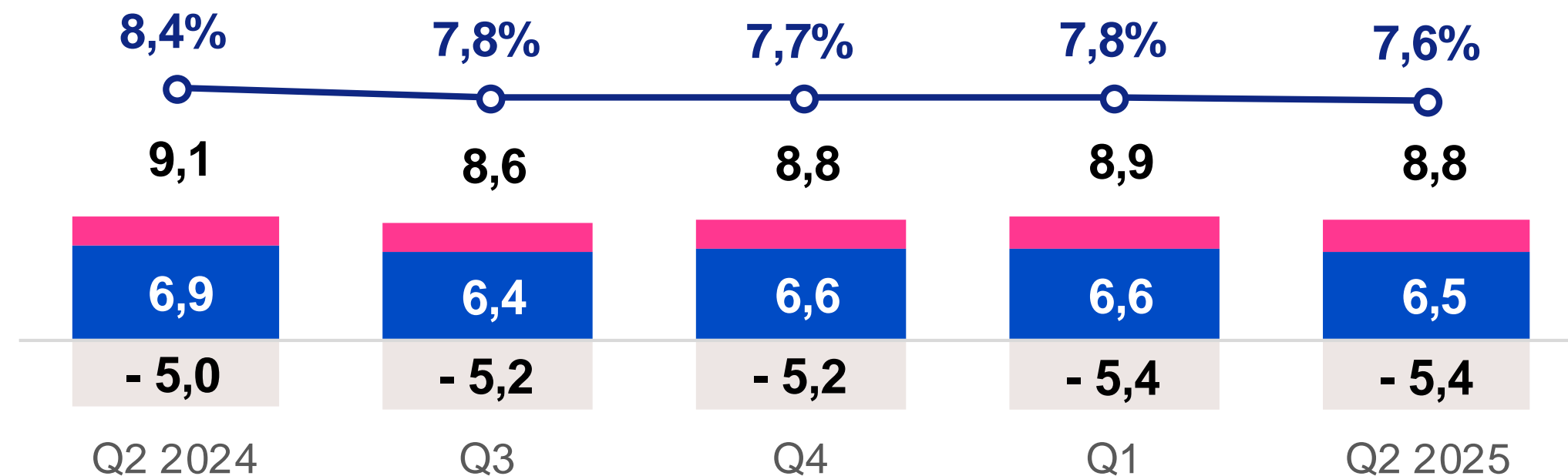
Private mortgage loans

m€, %



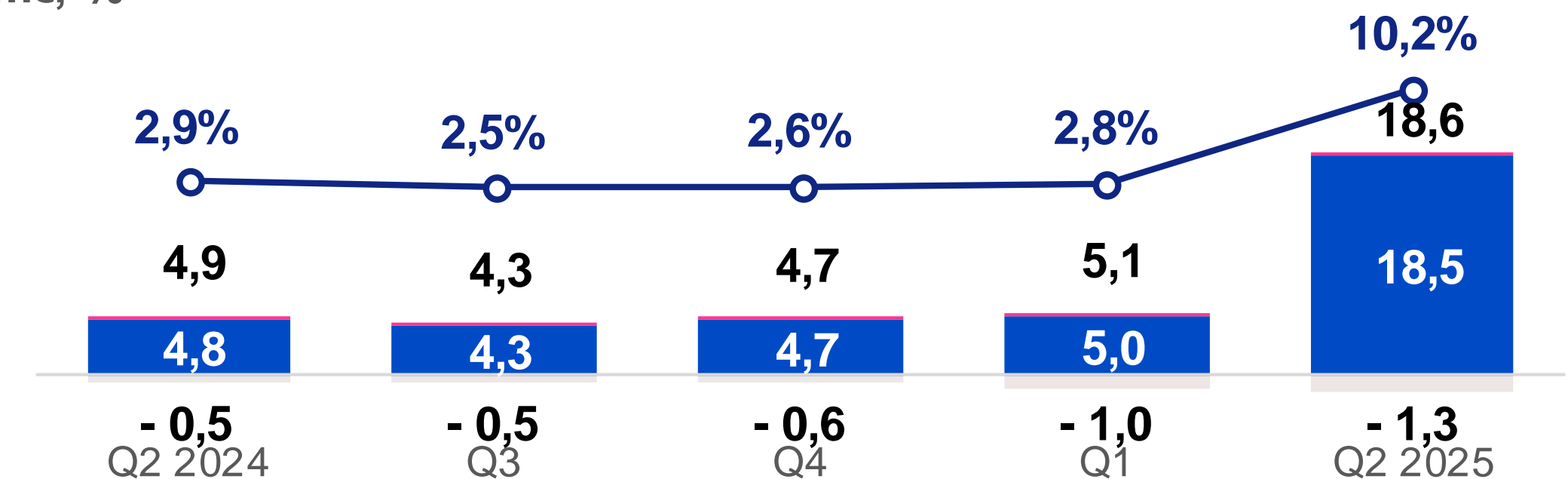
Private consumer loans

m€, %



Leasing

m€, %

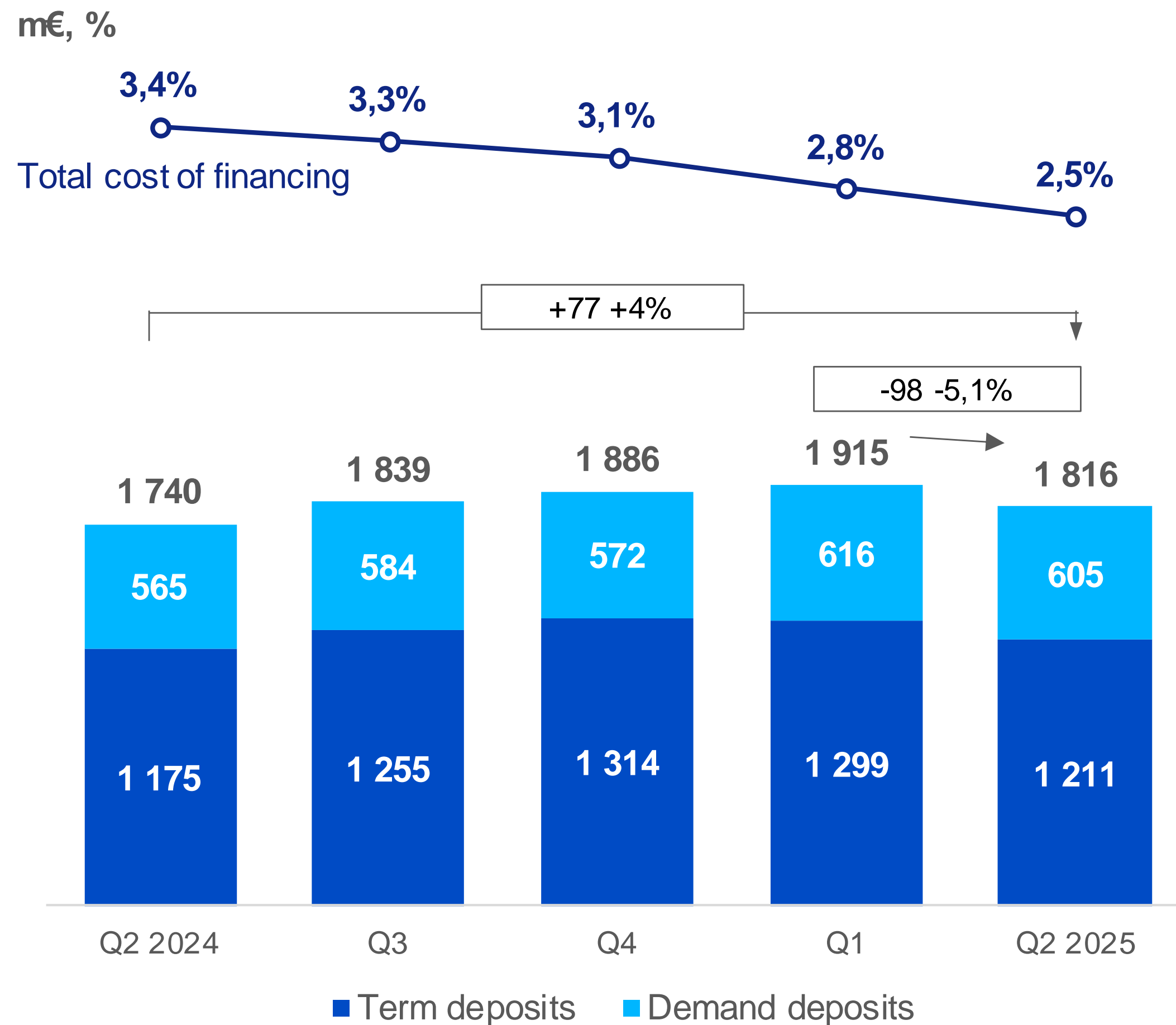


Total residual of loan principal amounts past due; loss allowances in balance sheet; share of overdue contracts in total (gross) portfolio

■ Past due 1-90 days ■ Past due over 90 days ■ Loss allowances —○— Past due %

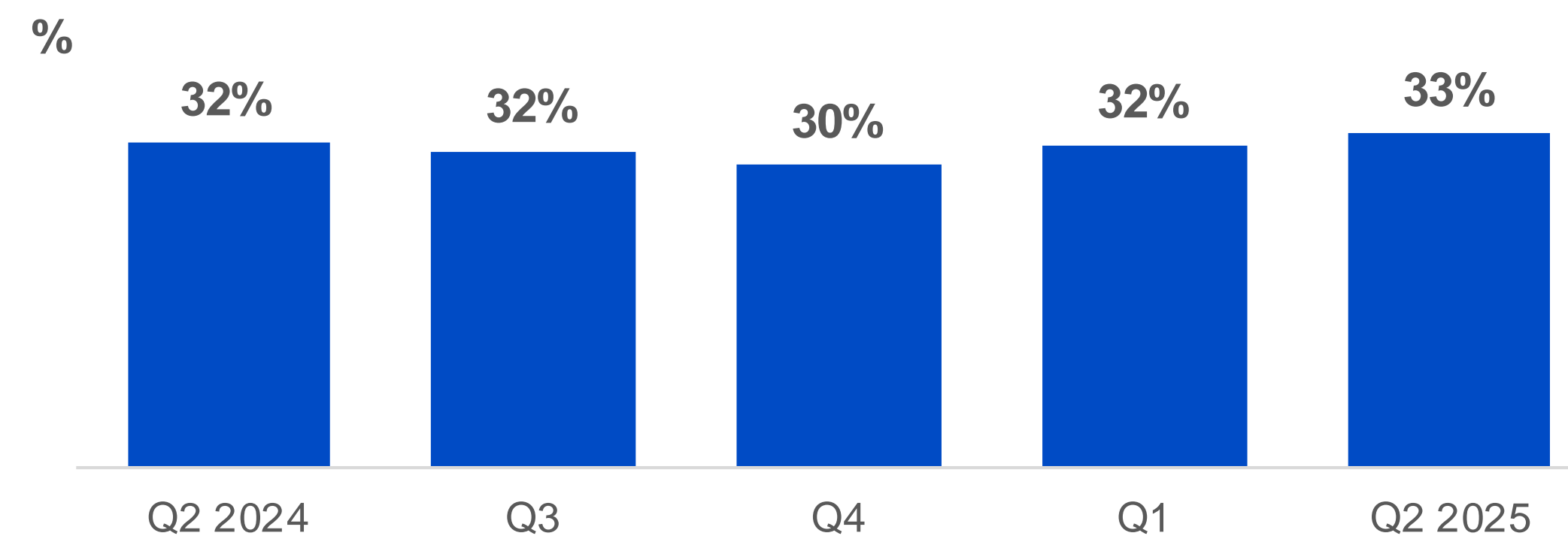
Cost of financing is decreasing

Cost of financing and deposits



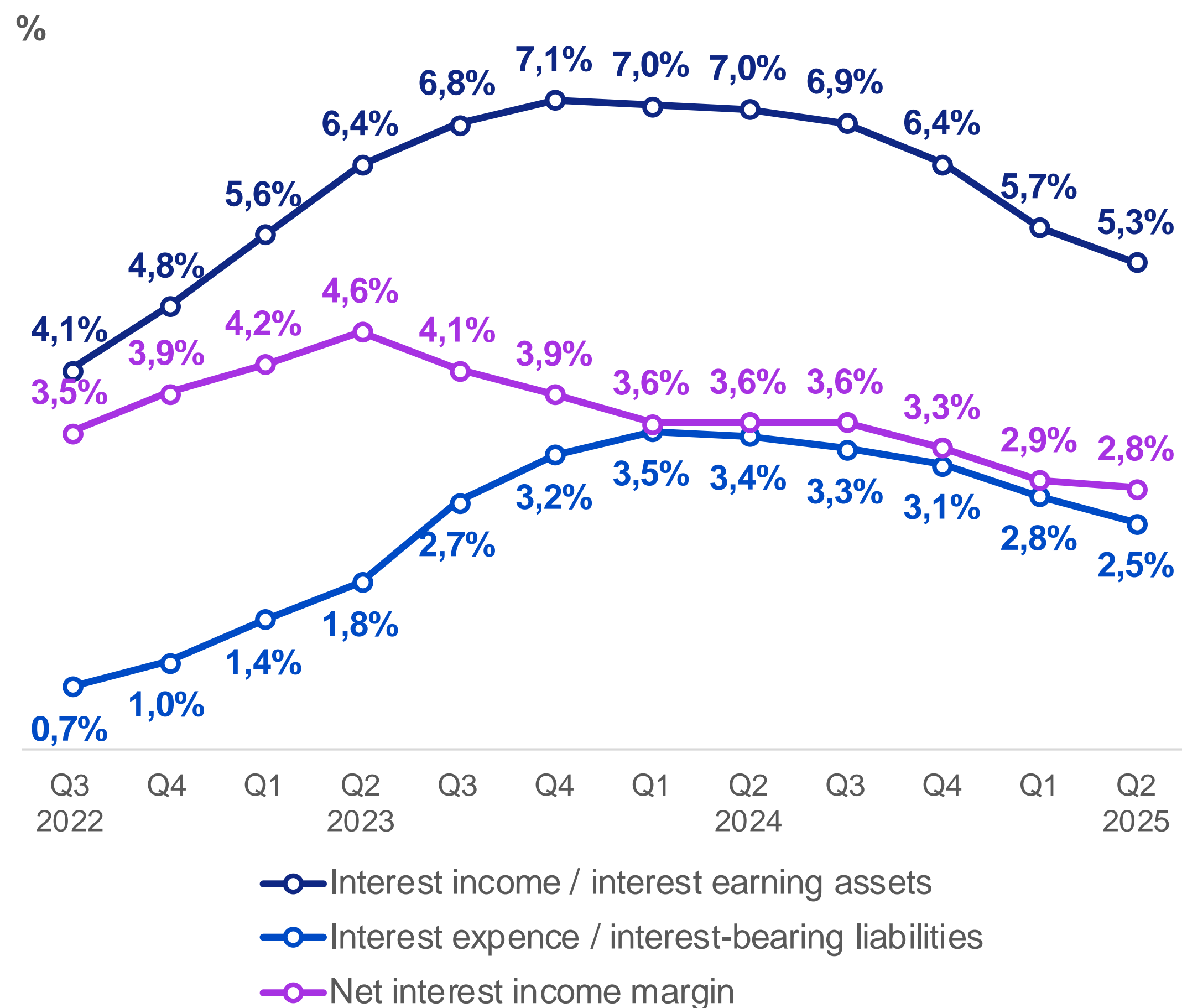
- Deposits increased by 98 m€ (-5.1%) in Q2
 - +0.4 m€ from private clients (-0.4 m€ demand deposits, +0.8 m€ term deposits)
 - -78 m€ from business clients (-10 m€ demand deposits, -68 m€ term deposits)
 - -21 m€ from Raisin platform and other financial institutions
- Follow-up activities of the covered bond issue (issue of 250 m€ in March)
- The cost of financing is declining
- Proportion of demand deposits at 33% level

Proportion of demand deposits in total deposits

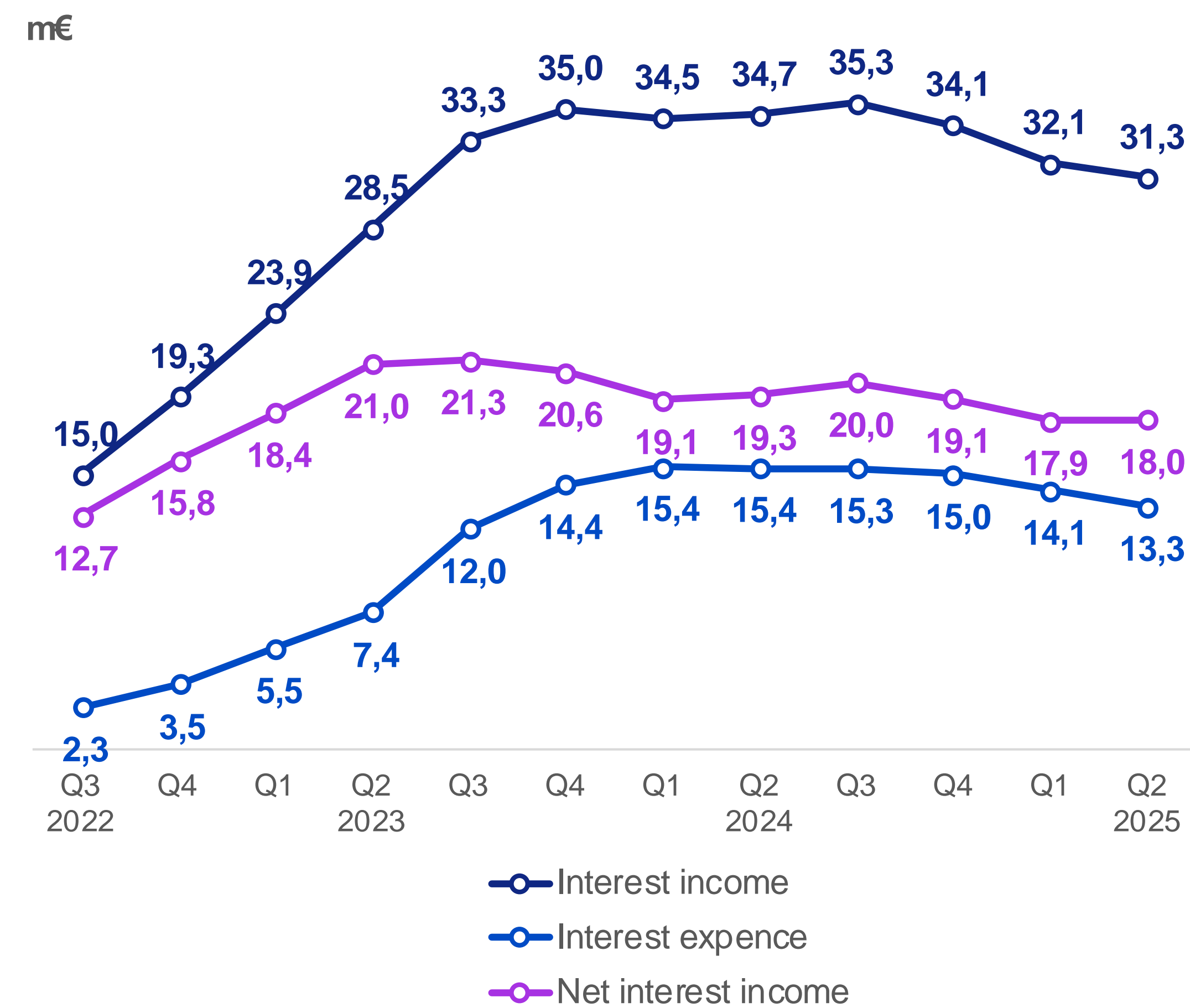


Interest income and financing cost

Interest margins

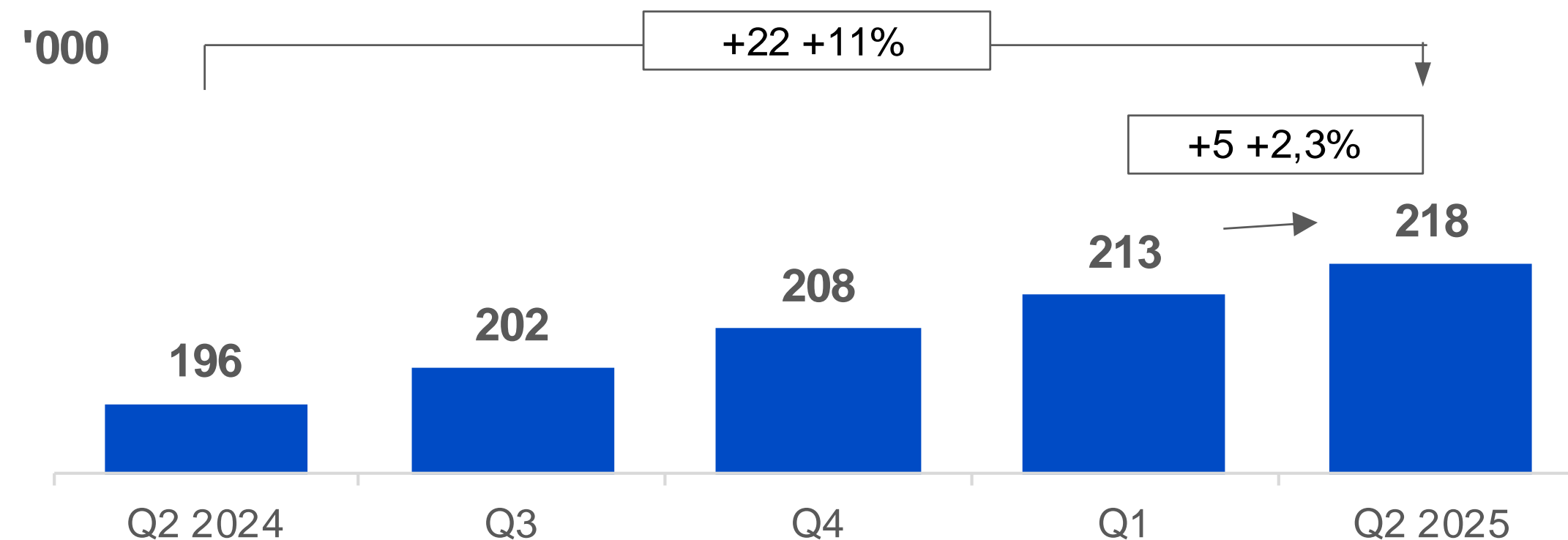


Interest income, expenses and net interest income



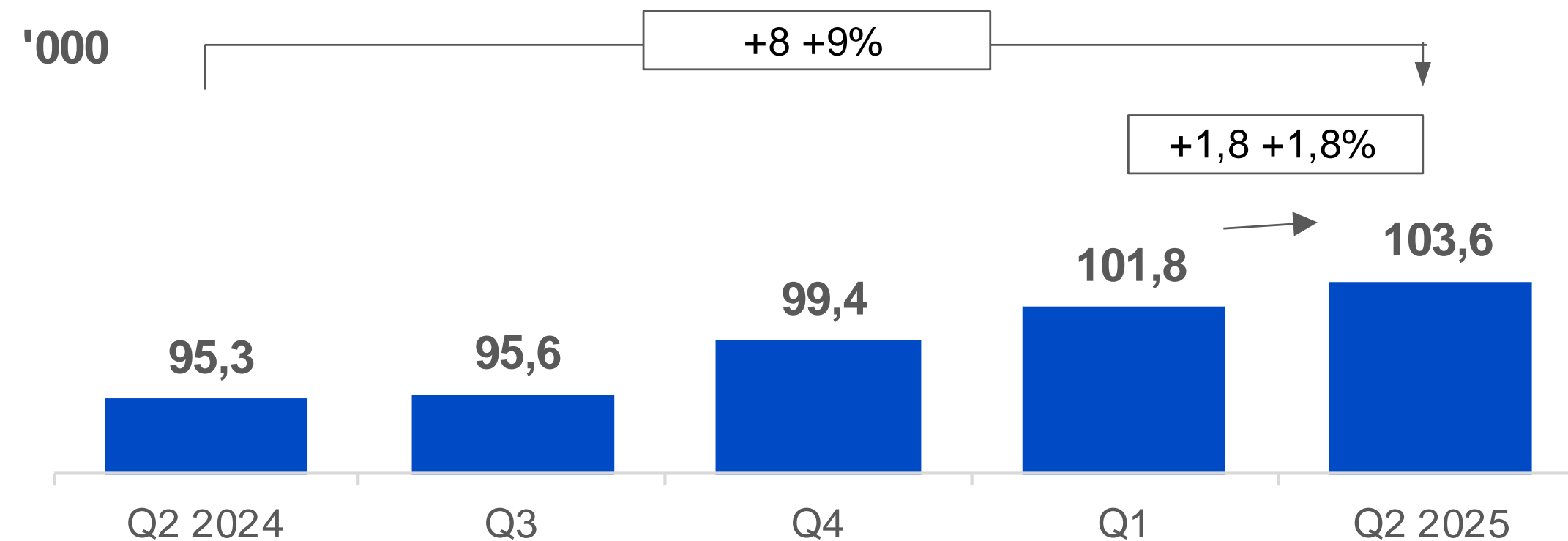
Client base and market share

Total no of clients with bank account

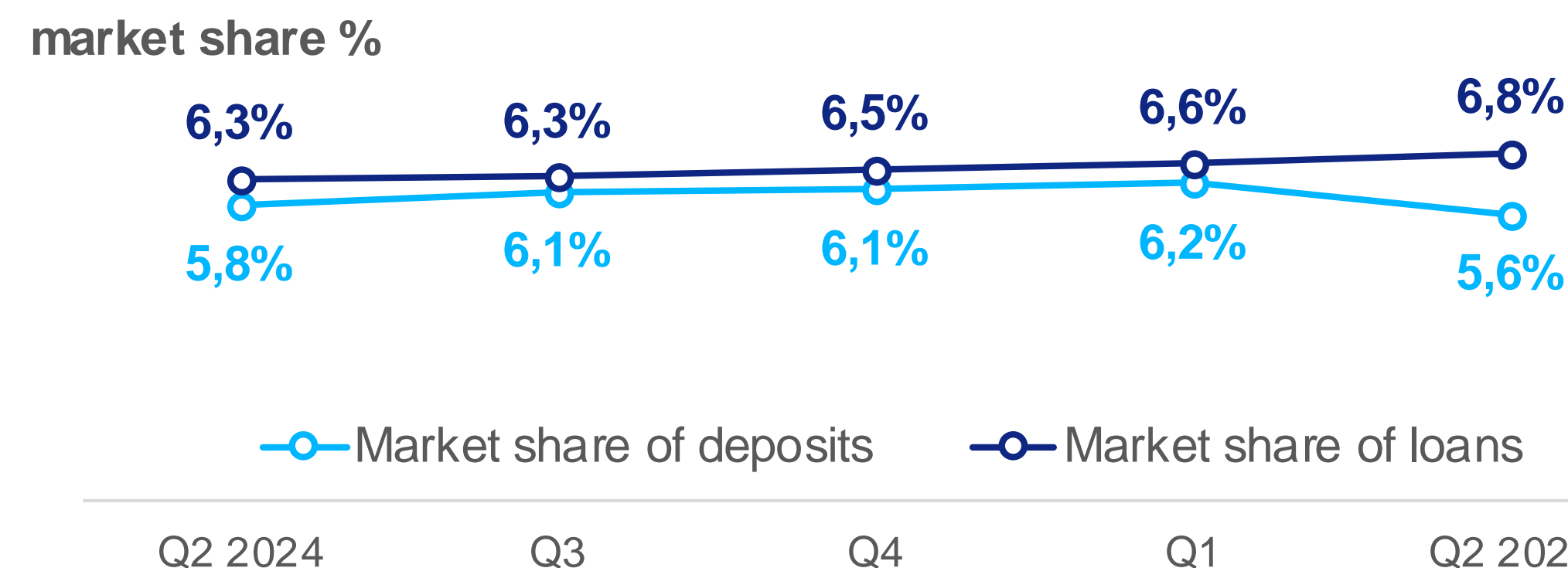


- No of clients increased by 5 000 (+2.3%) (+5 000 in Q1 2025)
- 1 800 (+1.8%) new active clients in Q2 2025 (+2 400 in Q1 2025)
- Bank's market share changed in Q2 2025*
 - Market share of loan portfolio 6.6% => 6.8%
 - Market share of deposits portfolio 6.2% => 5.6%

No of active clients



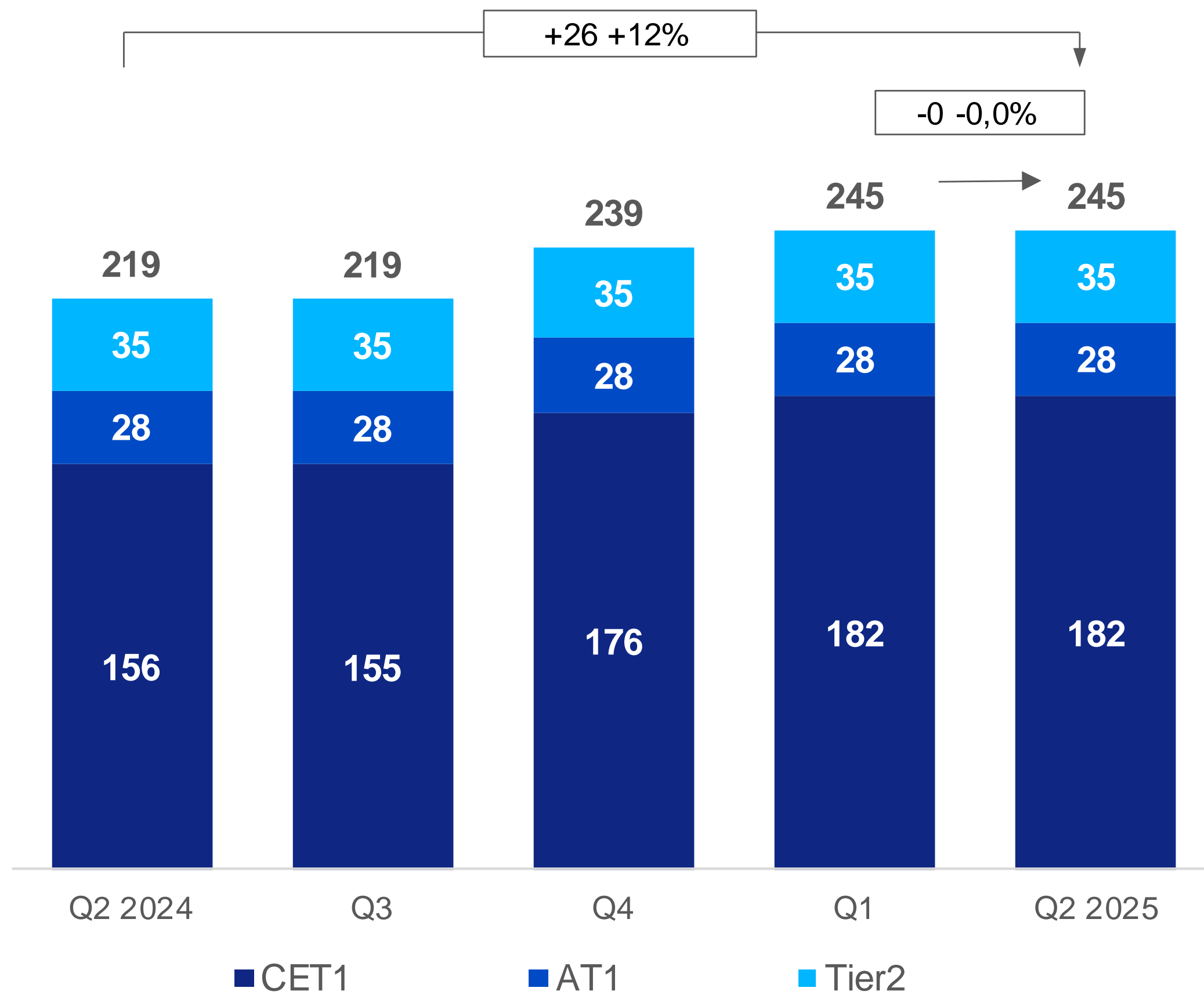
Market share



Capital base supports growth plans

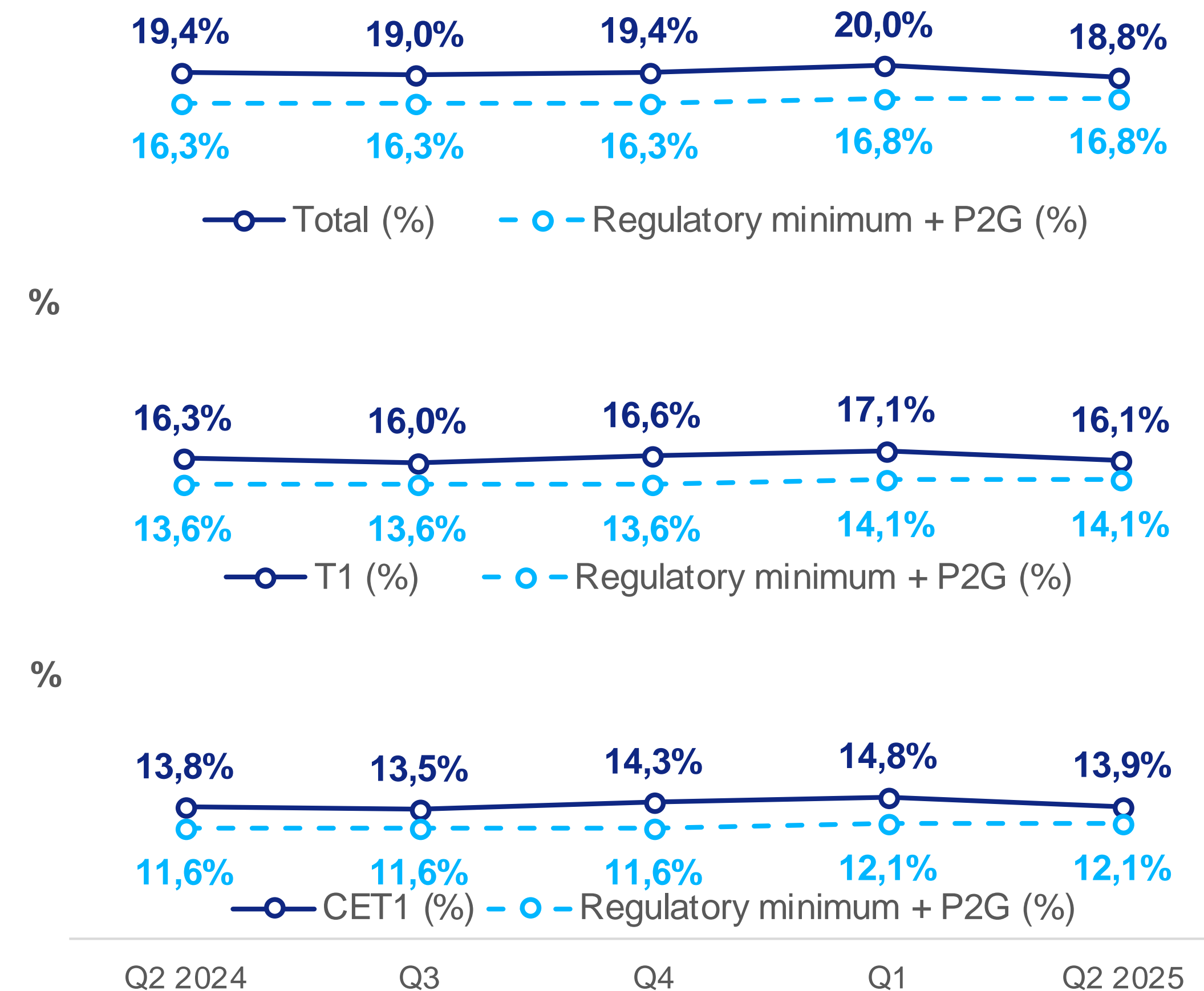
Quarterly capitalization

m€



Capital adequacy

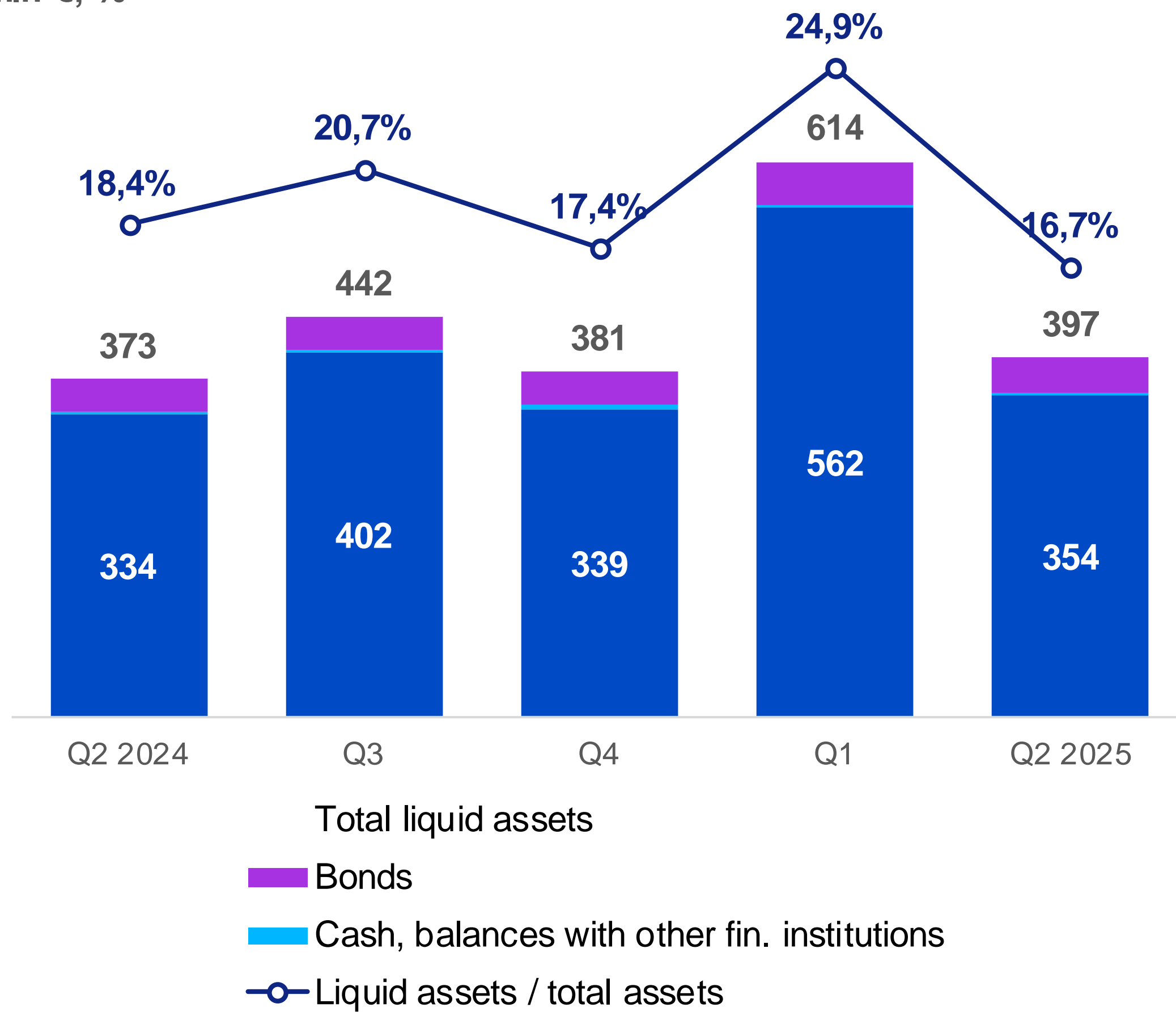
%



Liquidity

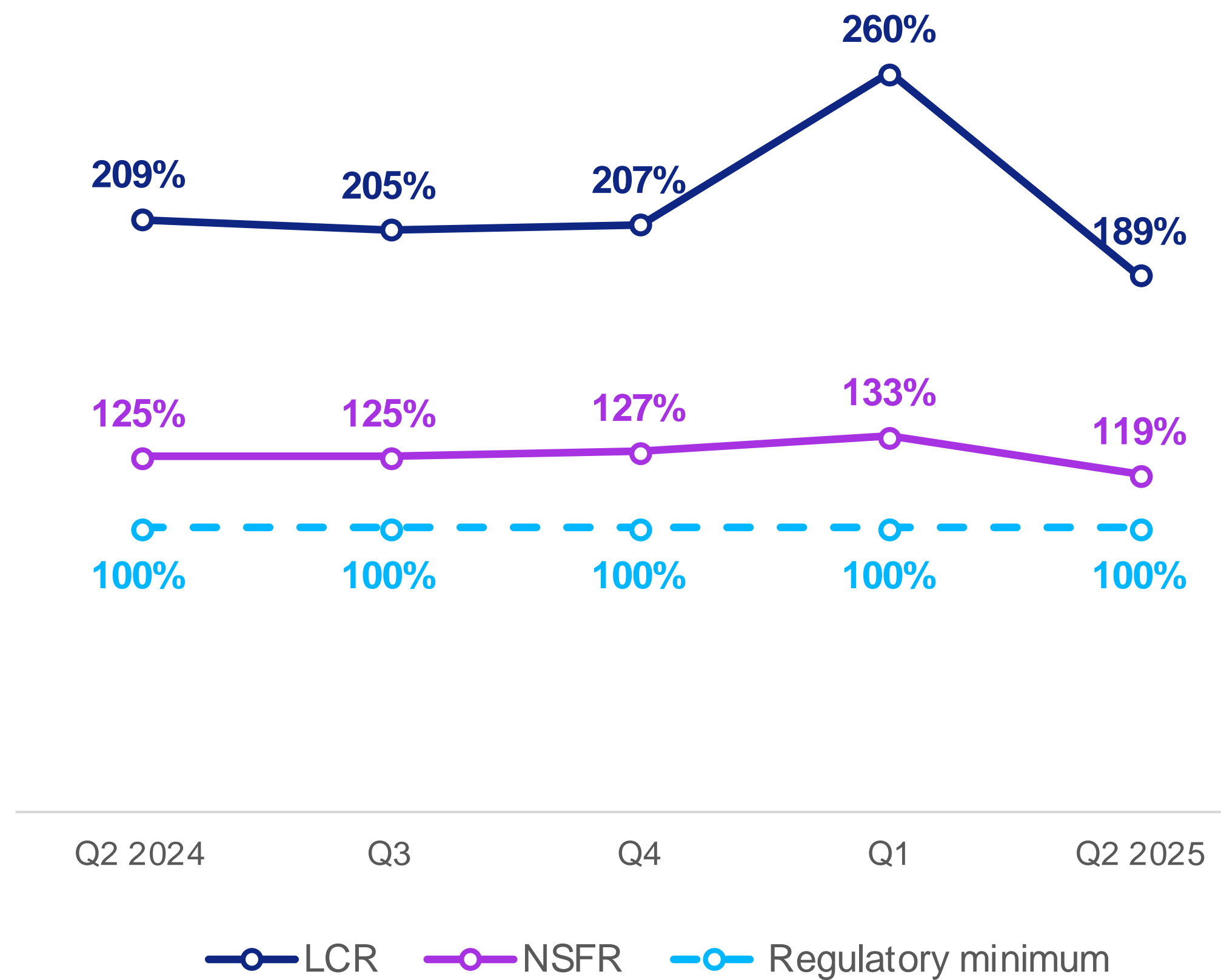
Liquid assets

mln €; %



Liquidity coverage ratio (LCR)

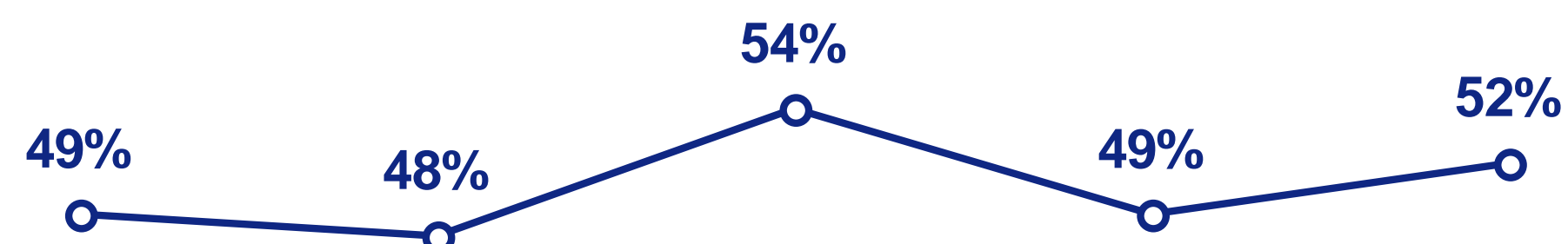
%



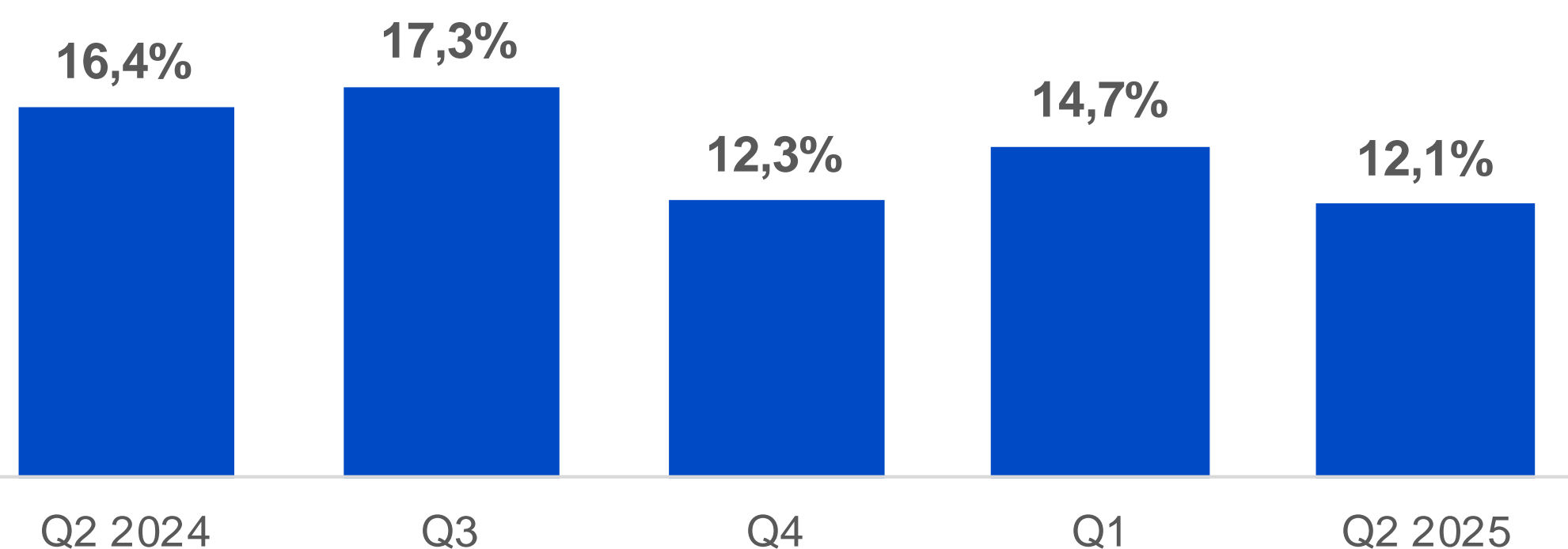
Performance indicators

Cost / Income ratio (CIR) and ROE

Cost / Income ratio %



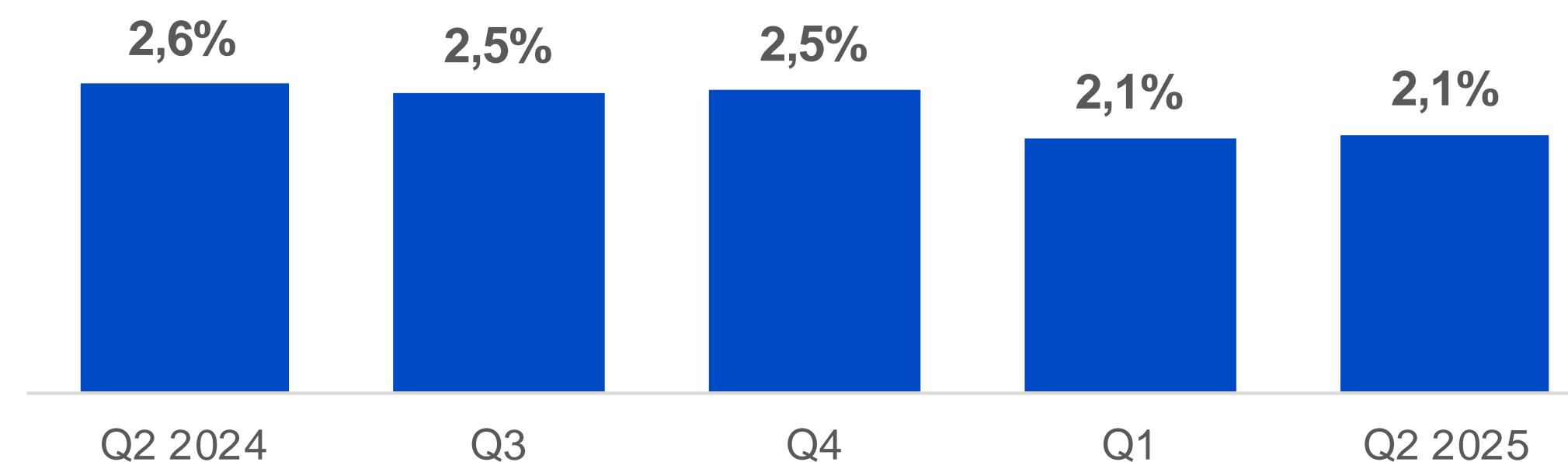
ROE %



- CIR 52% (long term goal <50%)
 - Net income 19.5 m€, +0.2 m€ (+1%) compared to the previous quarter
 - Operating expenses 10.1 m€, +0.6 m€ (+6%) compared to the previous quarter
- ROE 12.1% (long term goal >15%)
 - Growth in business volumes increases the income
 - Base rates and interest margins on the decline
 - Loan portfolio quality remains good

Operating expenses / average loan portfolio

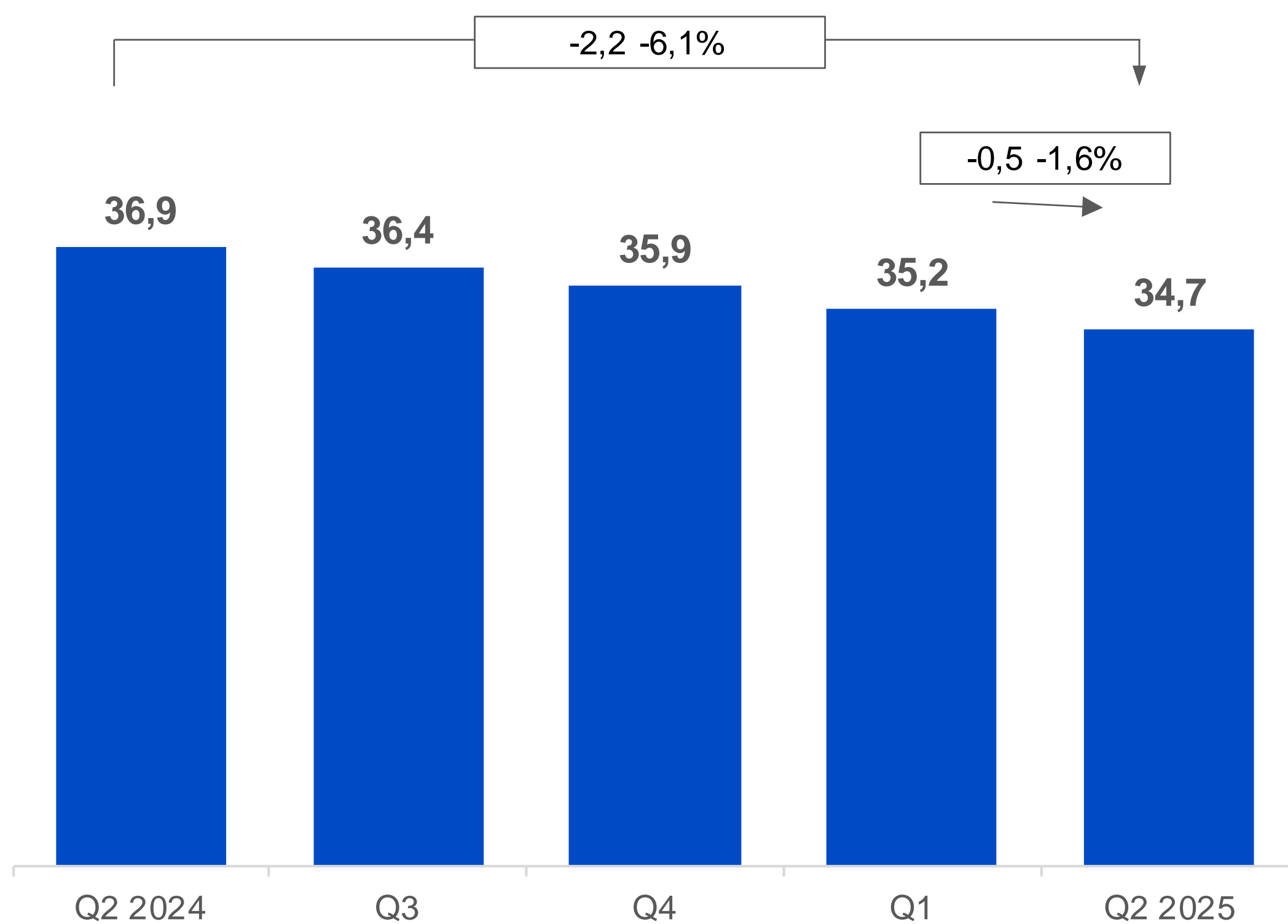
%



Shareholders

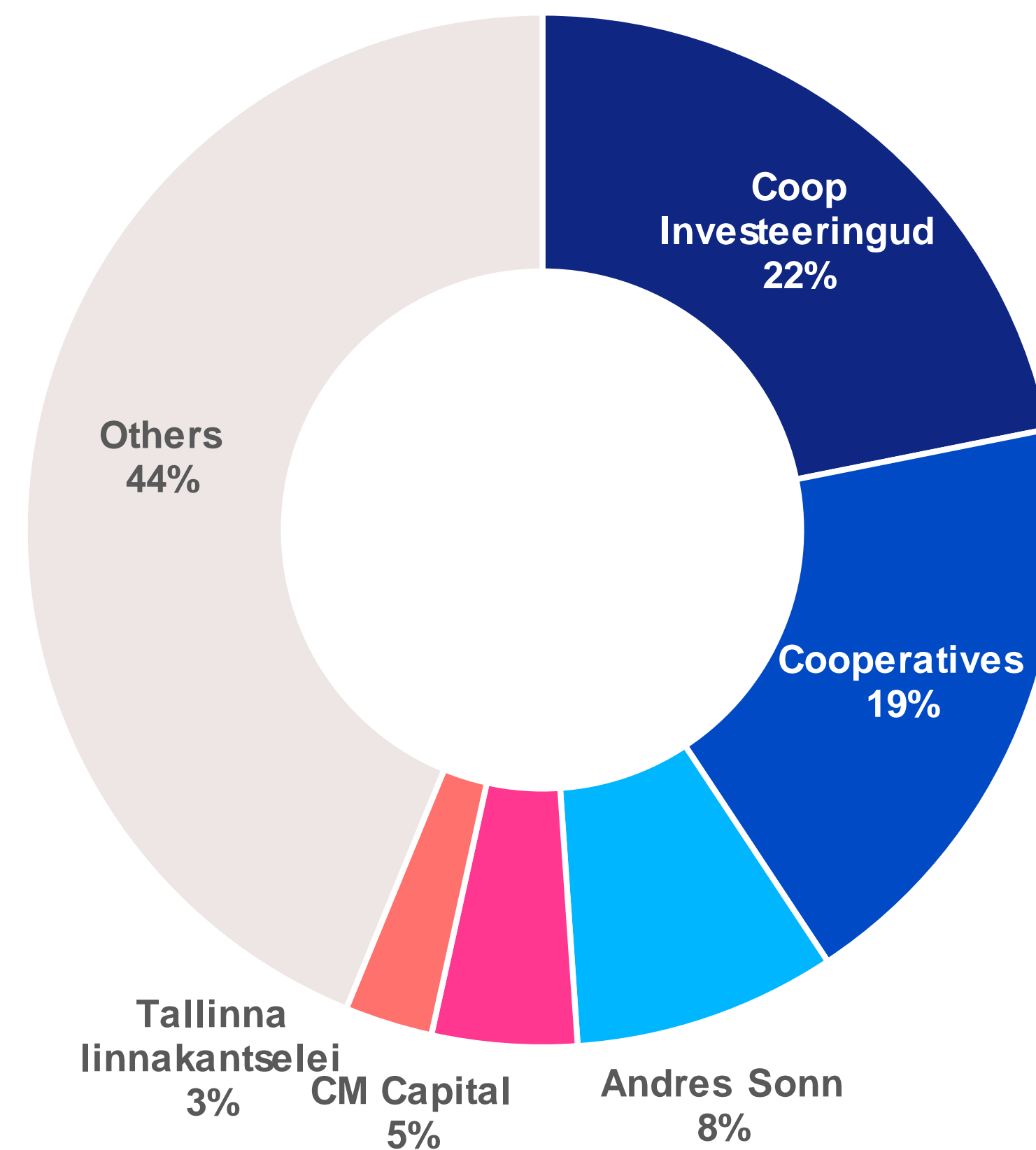
No of Coop Pank shareholders

'000



TOP shareholders

Shareholder distribution of Coop Pank as at 30.06.2025

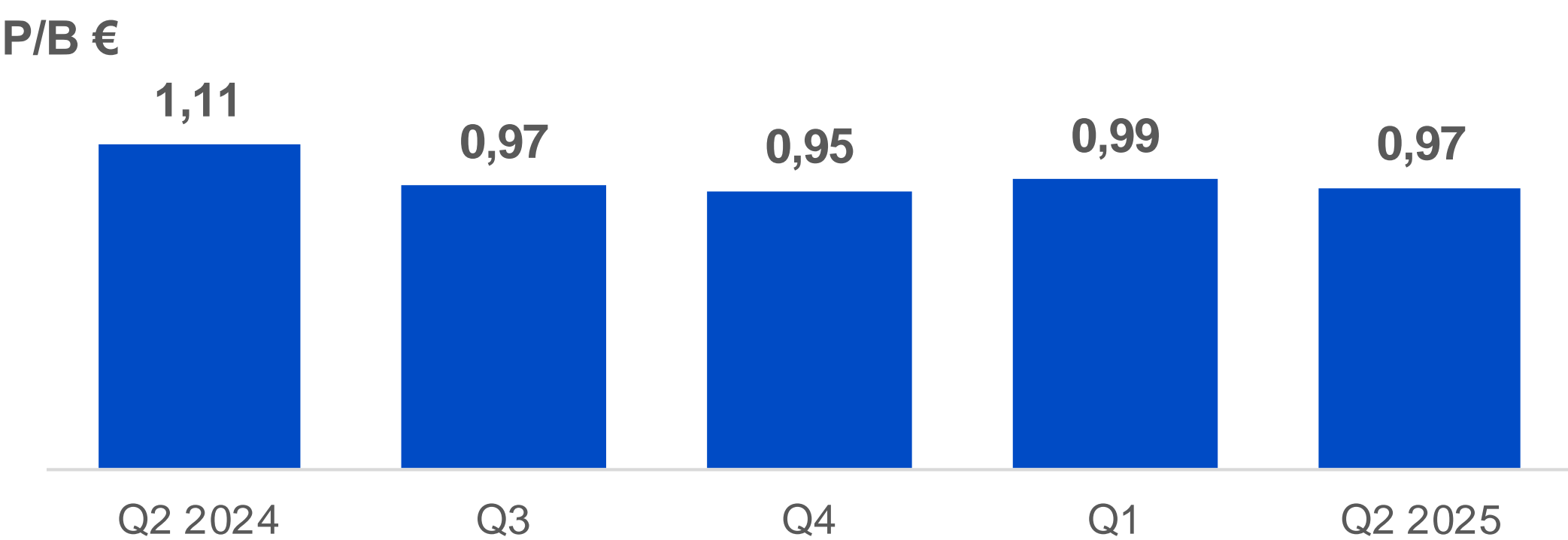


Share price

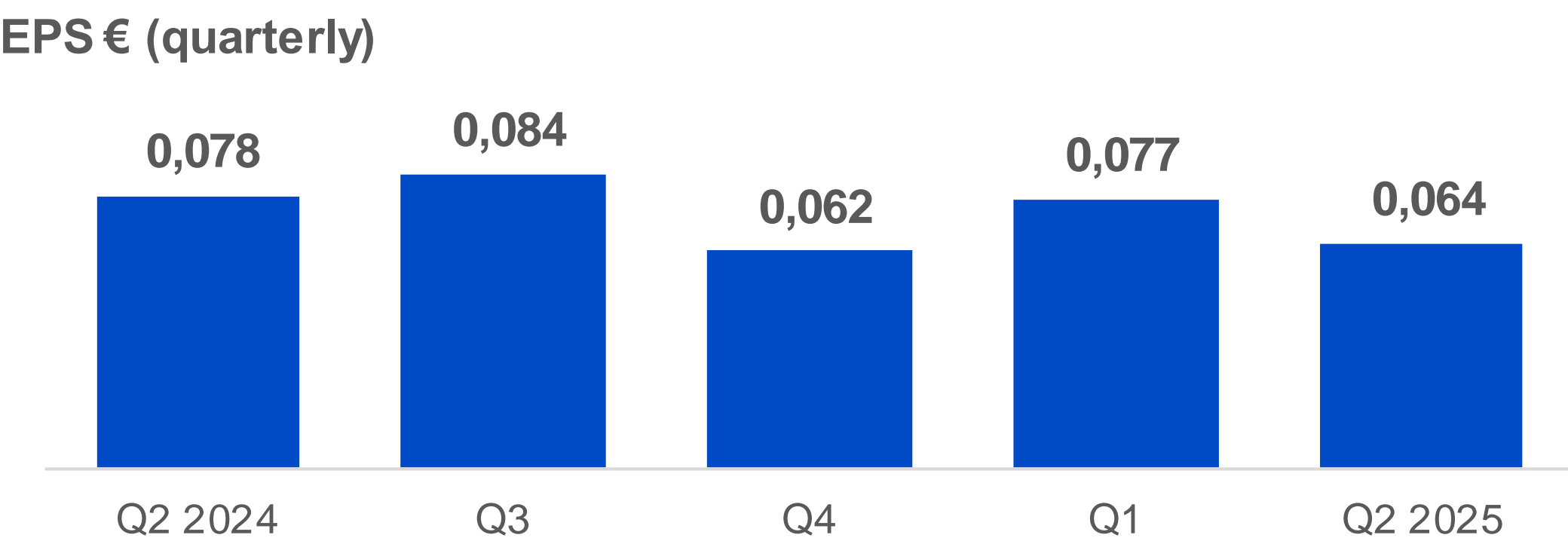
Coop Pank share price and trading volume by dates



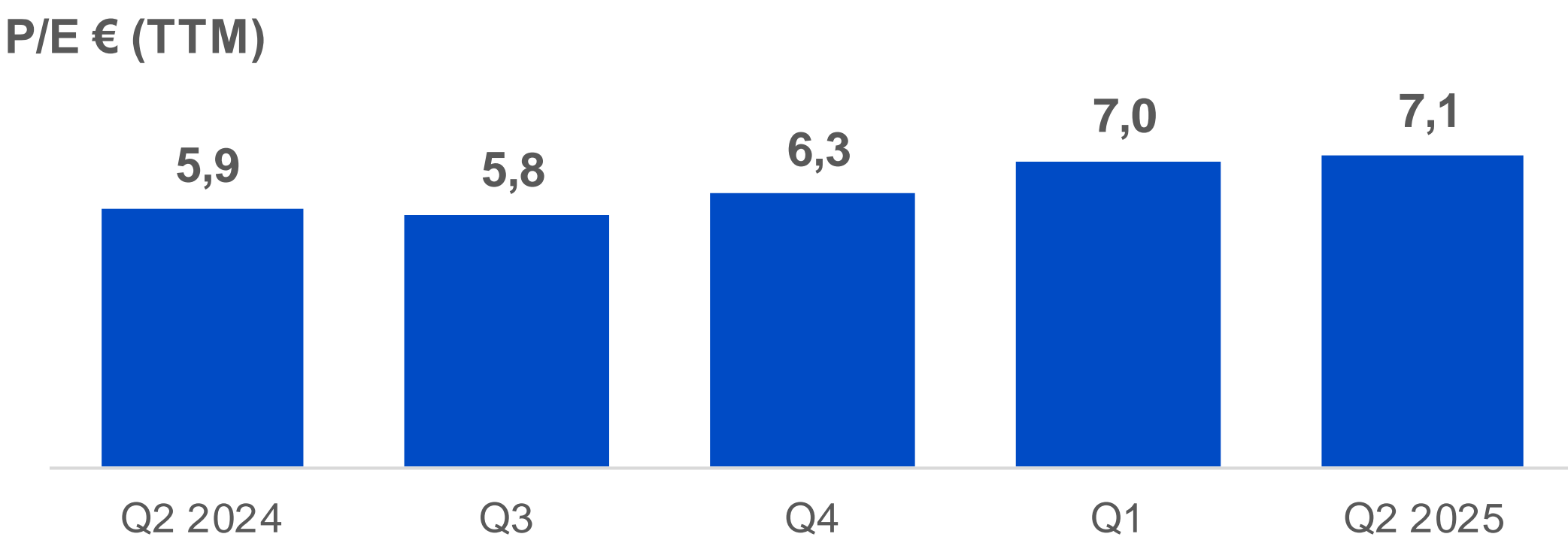
P/B ratio



Net income per share (EPS)

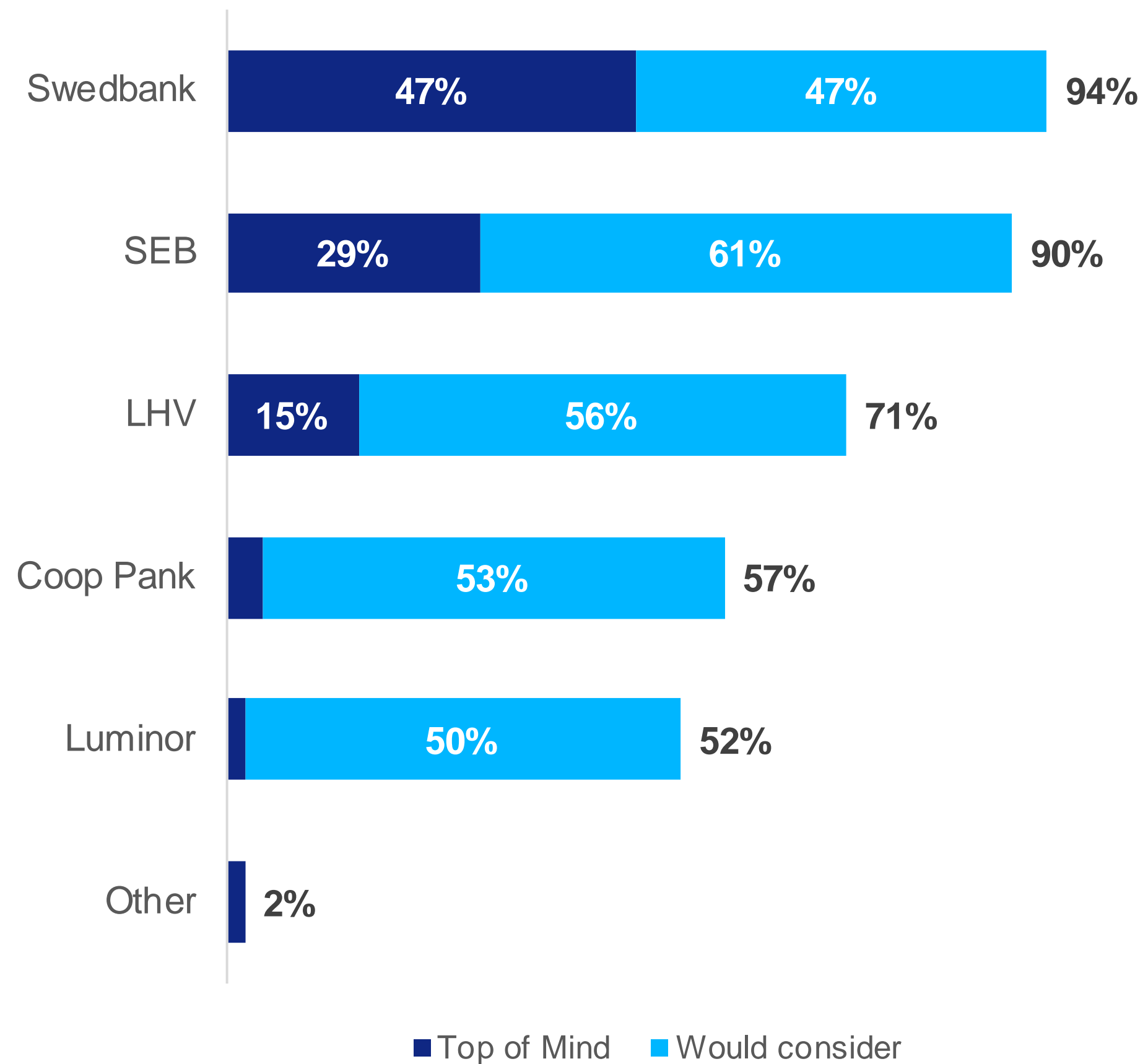


P/E ratio

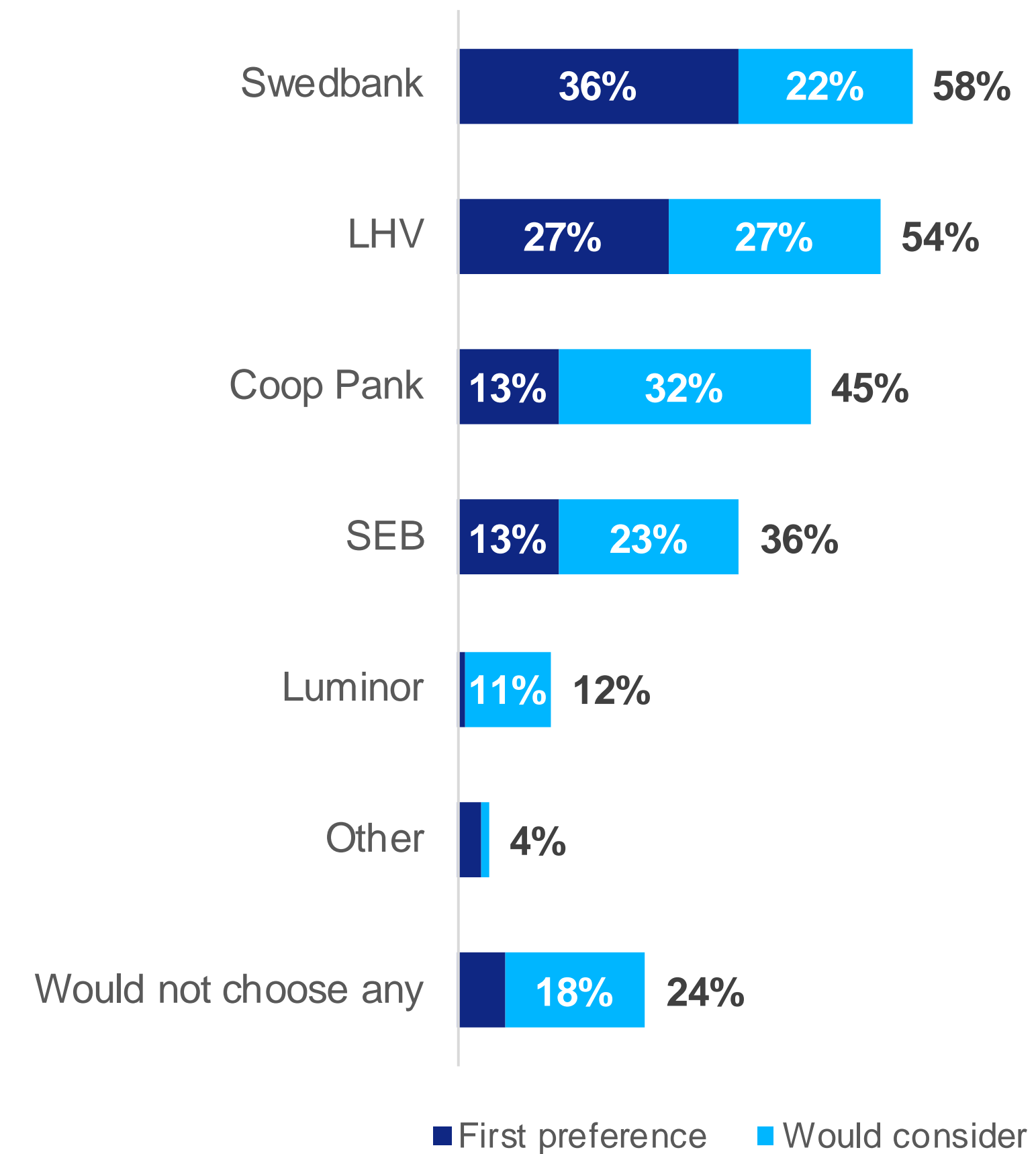


Brand awareness and preference as a financial partner

Brand awareness of Coop Pank



Preference as a financial partner



Summary: Q2 2025 results

- Loan portfolio growth +20% YoY
- Growth of active customers +9% YoY
- Net profit 6.6 m€ (-17% YoY)
- CIR 52% (Q1 2025: 49%)
- ROE 12.1% (Q1 2025: 14.7%)

Loan portfolio
+20% YoY



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