



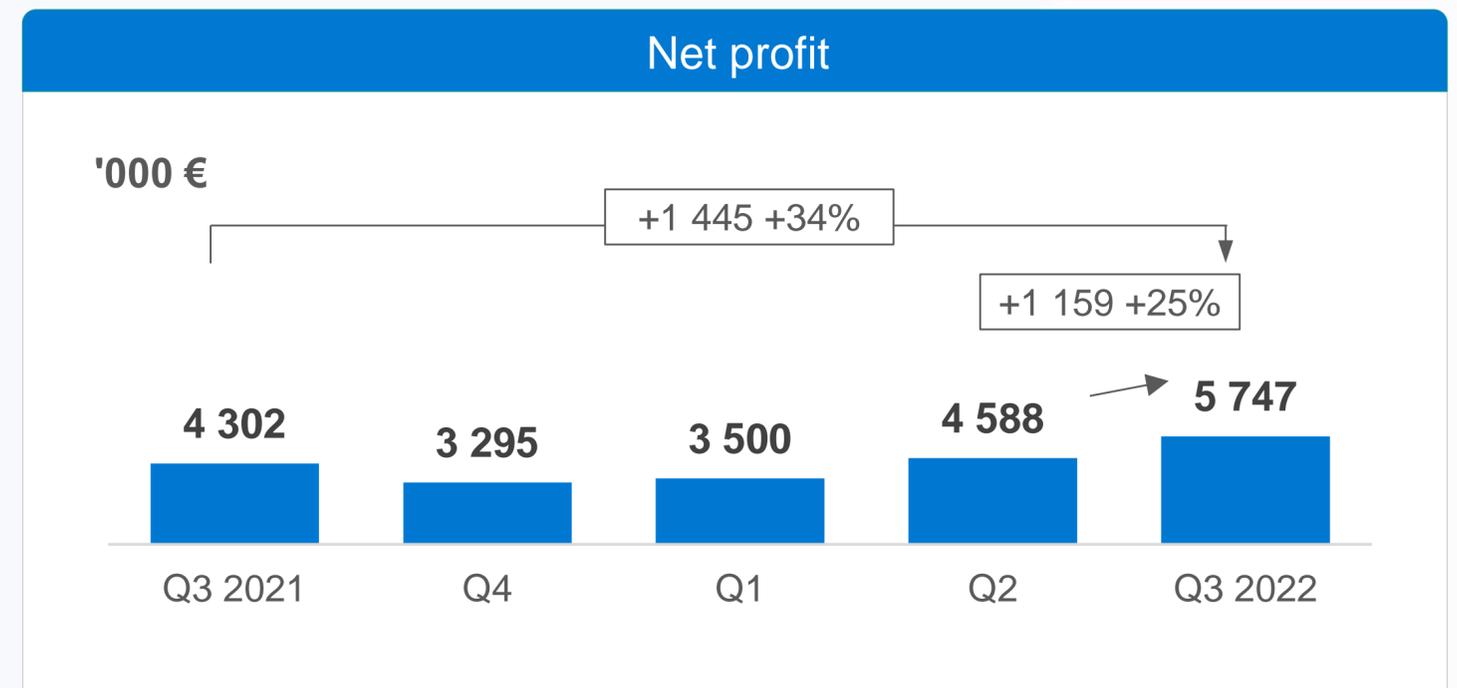
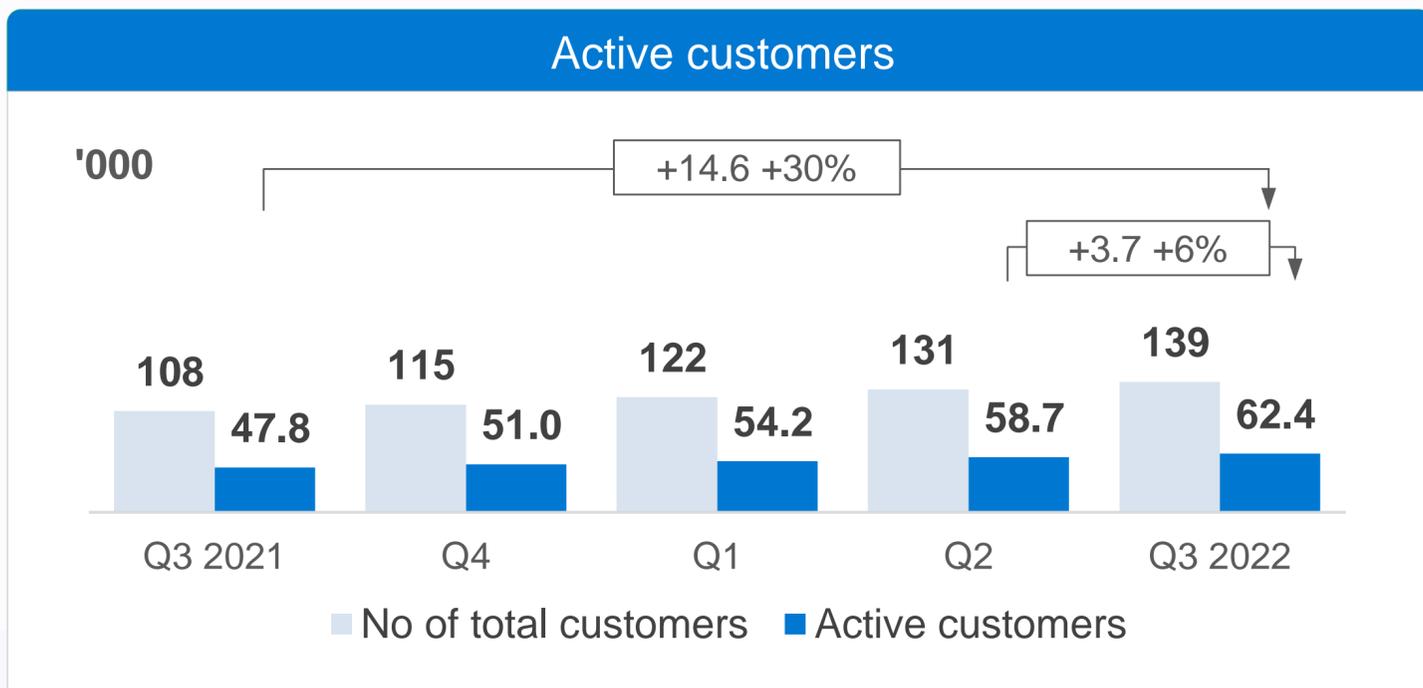
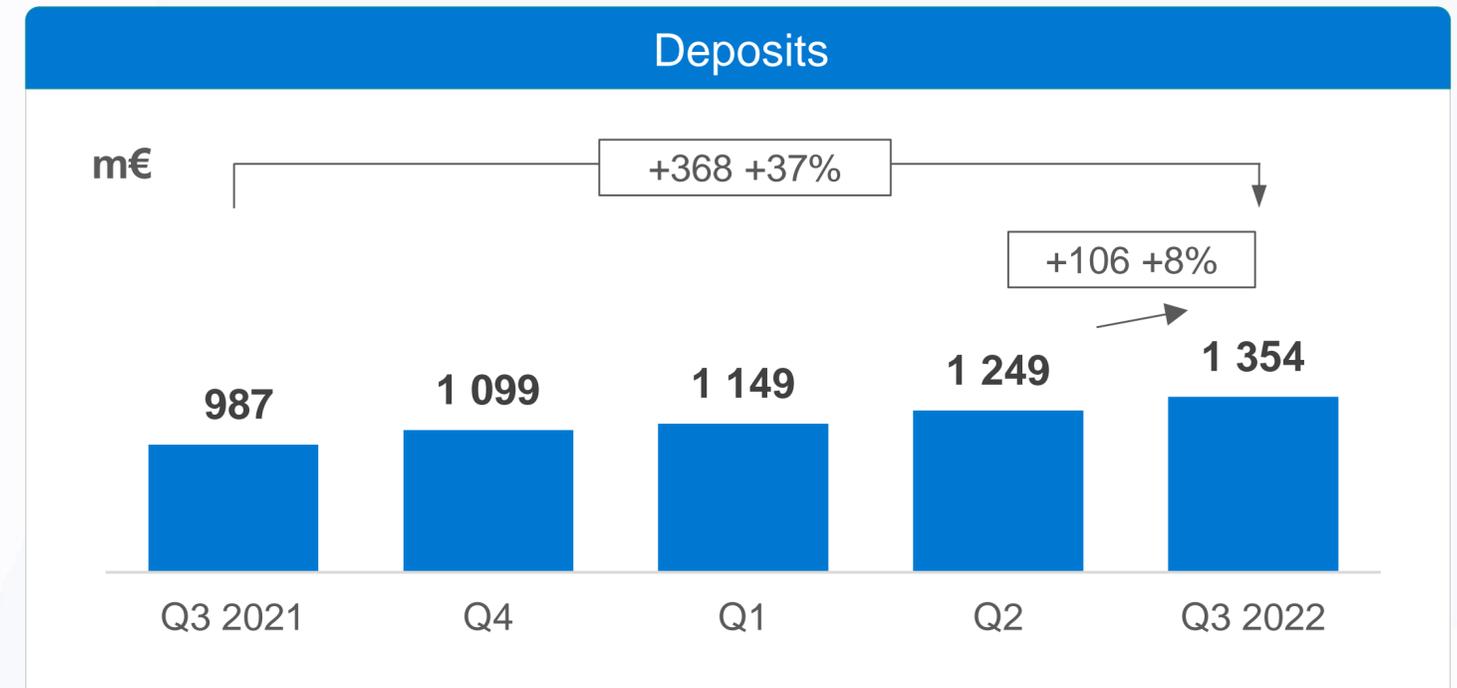
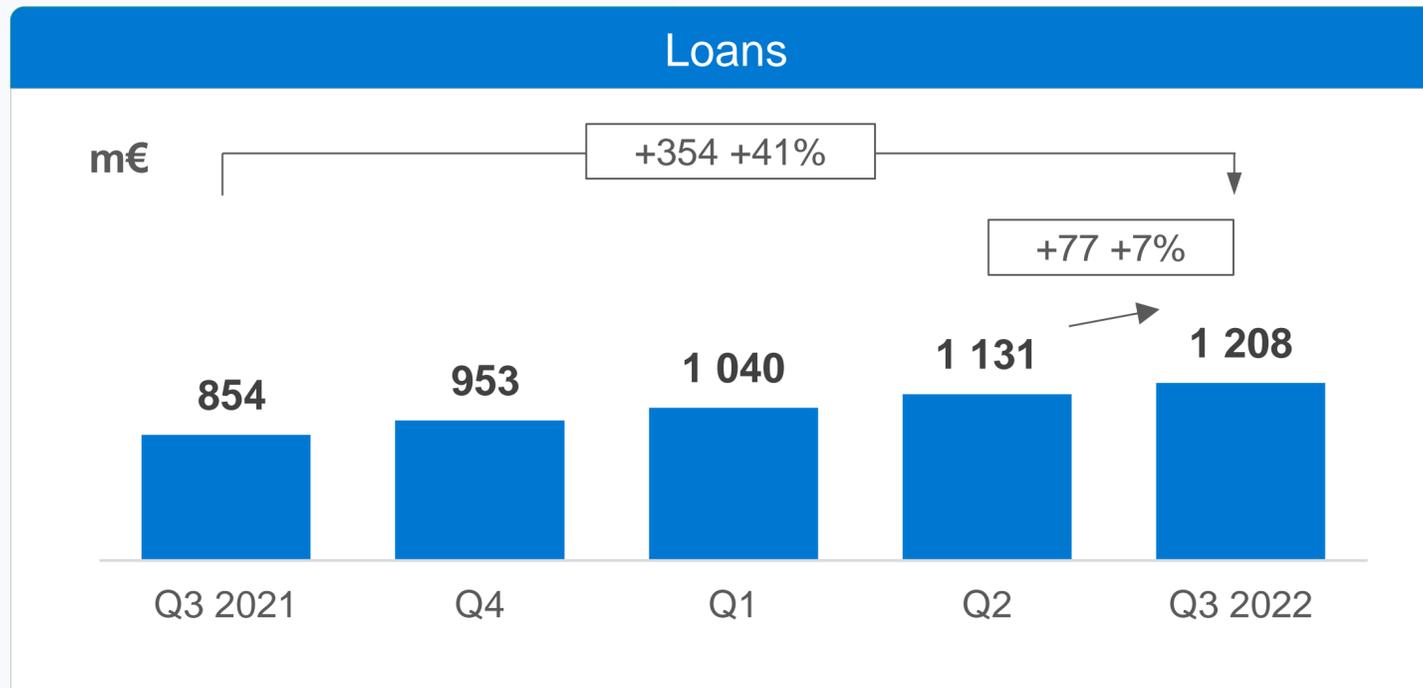
Coop Pank Group 2022 Q3 unaudited results

19.10.2022

Key notes from Q3

- Attracting deposits demands greater effort and higher interest cost
- Growth of loan portfolio continued but first signs of decrease in demand are visible
- Higher euribor rate brings in additional interest revenues
- Past due portfolio remains at low level, loan provisions minimal
- Record high quarterly profit, CIR, ROE
- Increase of the share capital planned in Q4 to support further growth

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 2022 – compared to Q3 2021

Key indicators in year on year comparison

	Q3 2022	Q3 2021	Year on Year change	
Net operating income ('000 €)	13 847	10 327	+3 520	+34%
Interest	12 721	9 345	+3 376	+36%
Service fees and commissions	978	752	+226	+30%
Other	148	230	-82	-36%
Operating expenses	-6 929	-5 788	-1 141	+20%
Operating profit	6 918	4 539	+2 379	+52%
Impairment costs	-672	-10	-662	+6620%
Profit before income tax	6 246	4 529	+1 717	+38%
Income tax	-499	-227	-272	+120%
Net profit	5 747	4 302	+1 445	+34%
Net loan portfolio (m€)	1 208	854	+354	+41%
Deposits and loans received	1 354	987	+368	+37%
Equity	123	108	+14	+13%
ROE	19.1%	16.2%	+2.9%	
Net interest margin (NIM)	3.5%	3.5%	-0.1%	
Cost of financing	0.7%	0.7%	+0.0%	
Cost / income ratio (CIR)	50%	56%	-6.0%	
Capital adequacy ratio	16.7%	16.8%	-0.1%	

- Revenues +3.5m€ (+34%)
 - Net interest increased +3.4m€ as loan portfolio grew by 354m€ and euribor increased
- Operating expenses +1.1m€ (+20%)
 - Payroll expenses
 - IT costs incl. amortization of non-tangible assets
- Impairment costs +0.7m€
 - Exceptionally low impairments at the same time last year due to improved quality of loan portfolio and repayments of consumer finance loans (pension reform)
- Net profit +34%

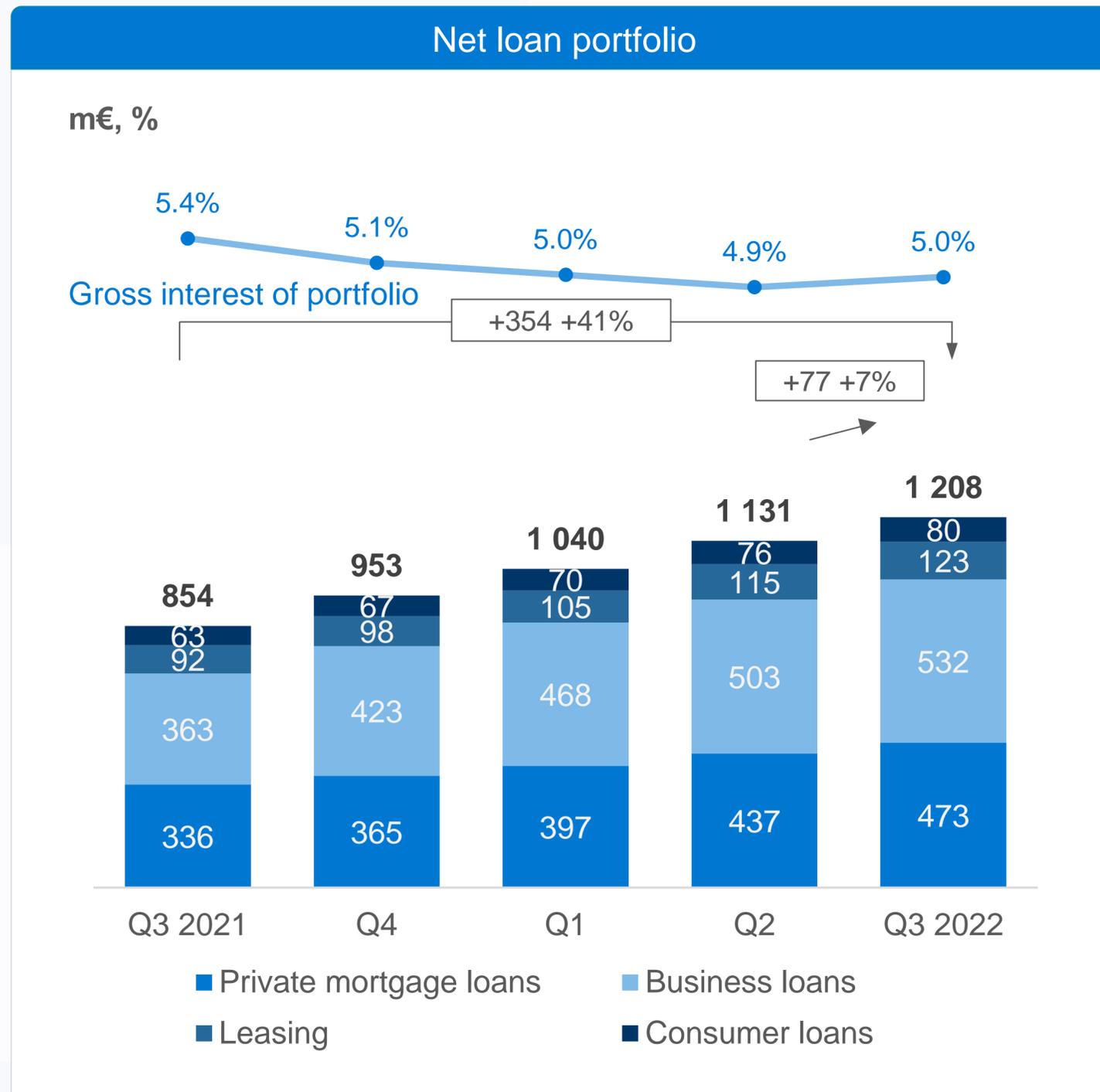
Results of Q3 2022 – compared to Q2 2022

Key indicators in quarterly comparison

	Q3 2022	Q2 2022	Quarterly change	
Net operating income ('000 €)	13 847	12 757	+1 090	+9%
Interest	12 721	11 629	+1 092	+9%
Service fees and commissions	978	904	+74	+8%
Other	148	224	-76	-34%
Operating expenses	-6 929	-6 610	-319	+5%
Operating profit	6 918	6 147	+771	+13%
Impairment costs	-672	-1 181	+509	-43%
Profit before income tax	6 246	4 966	+1 280	+26%
Income tax	-499	-378	-121	+32%
Net profit	5 747	4 588	+1 159	+25%
Net loan portfolio (m€)	1 208	1 131	+77	+7%
Deposits and loans received	1 354	1 249	+106	+8%
Equity	123	117	+6	+5%
ROE	19.1%	15.8%	+3.4%	
Net interest margin (NIM)	3.5%	3.4%	+0.0%	
Cost of financing	0.7%	0.5%	+0.2%	
Cost / income ratio (CIR)	50%	52%	-1.8%	
Capital adequacy ratio	16.7%	16.7%	-0.0%	

- Revenues +1.1m€ (+9%)
 - Net interest +1.1m€ (+9%), loan portfolio +77m€, increasing euribor
- Operating expenses +0.3m€ (+5%)
 - Payroll expenses
- Impairment costs -0.5m€ (-43%)
 - Larger than usual provisions in Q2 as negative changes in macroeconomic outlook were taken into account at the time
- Net profit +25%

Loan portfolio continues to grow

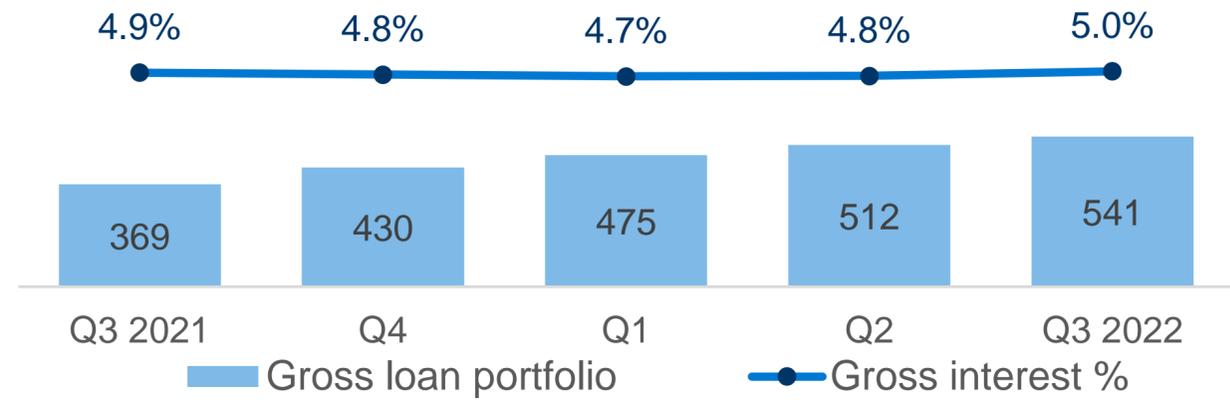


- Quarterly growth of loan portfolio +77m€ (+7%)
 - Private mortgage loans +36m€ (+8%)
 - Business loans +29m€ (+6%)
 - Leasing +8m€ (+7%)
 - Consumer loans +4m€ (+7%)

Loan portfolio interest by business lines

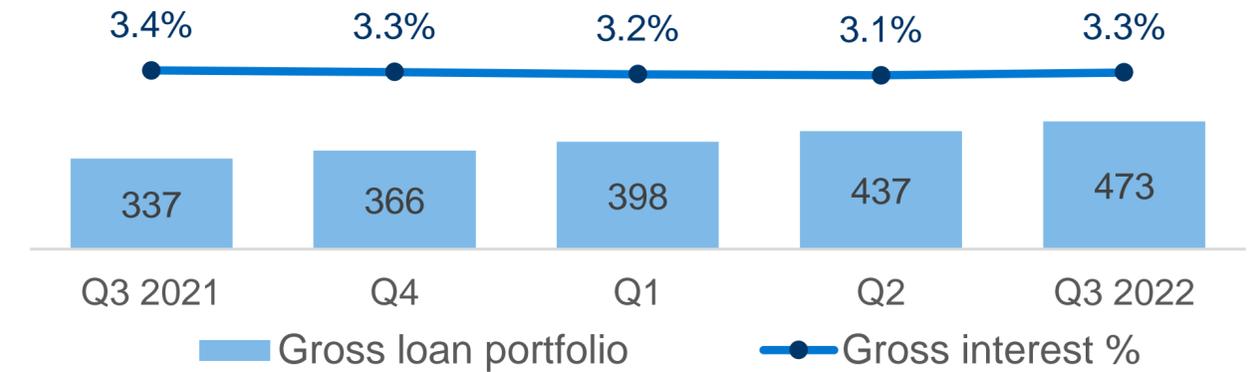
Business loans

m€, %



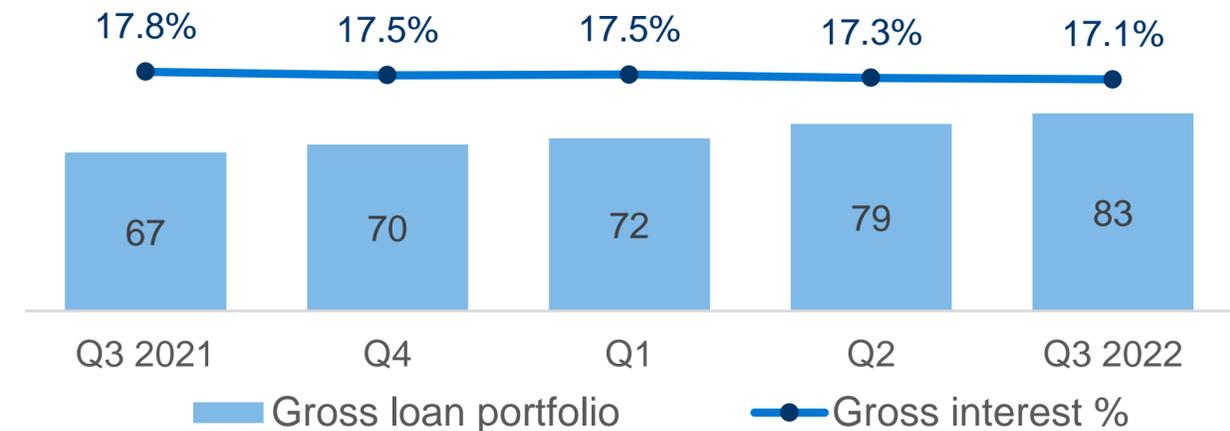
Private mortgage loans

m€, %



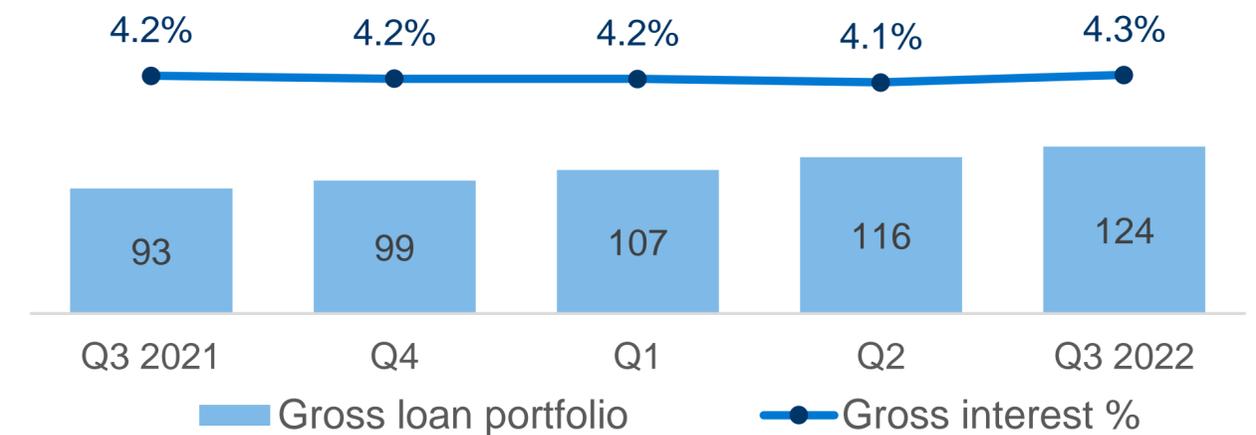
Private consumer loans

m€, %



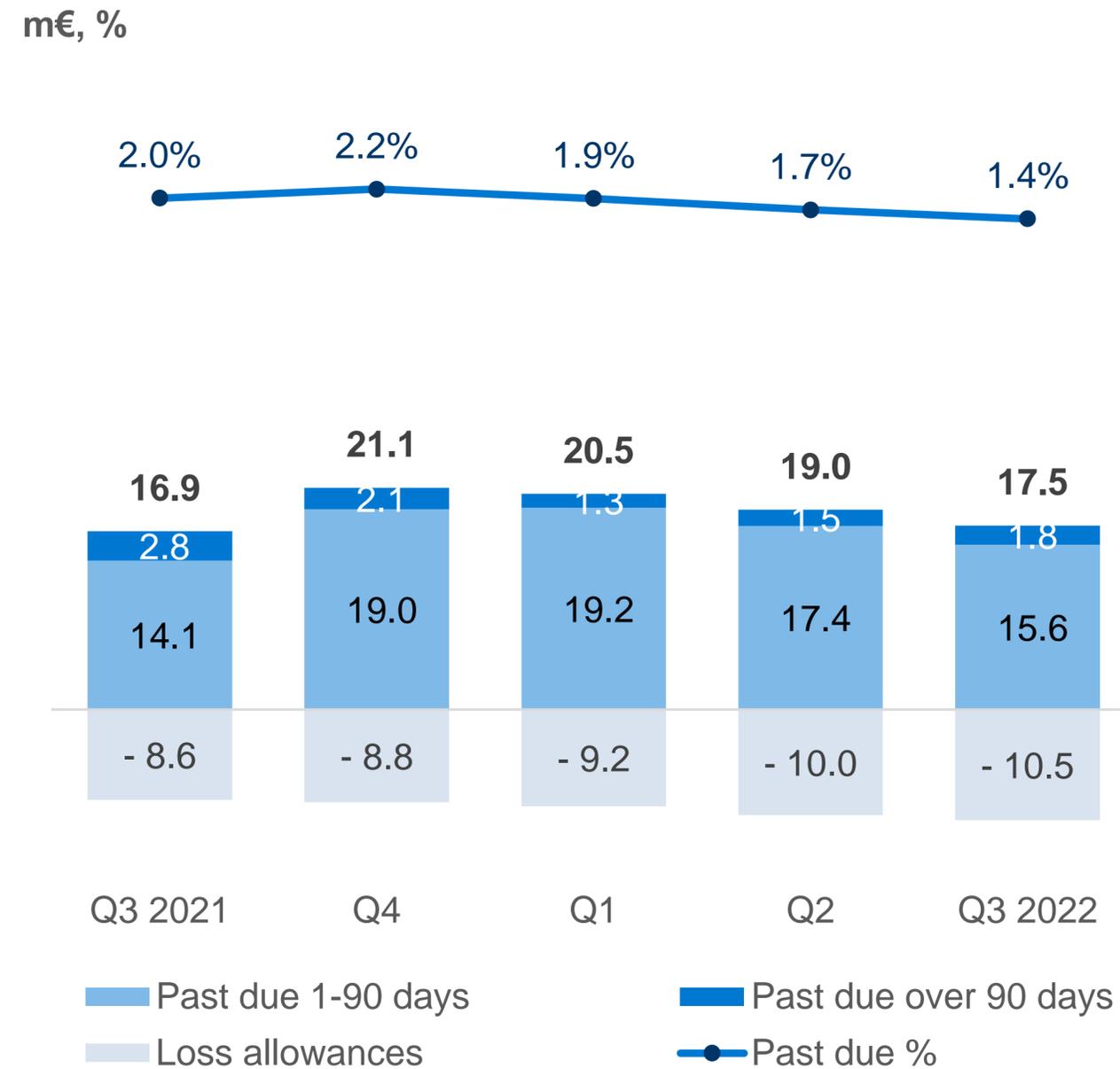
Leasing

m€, %



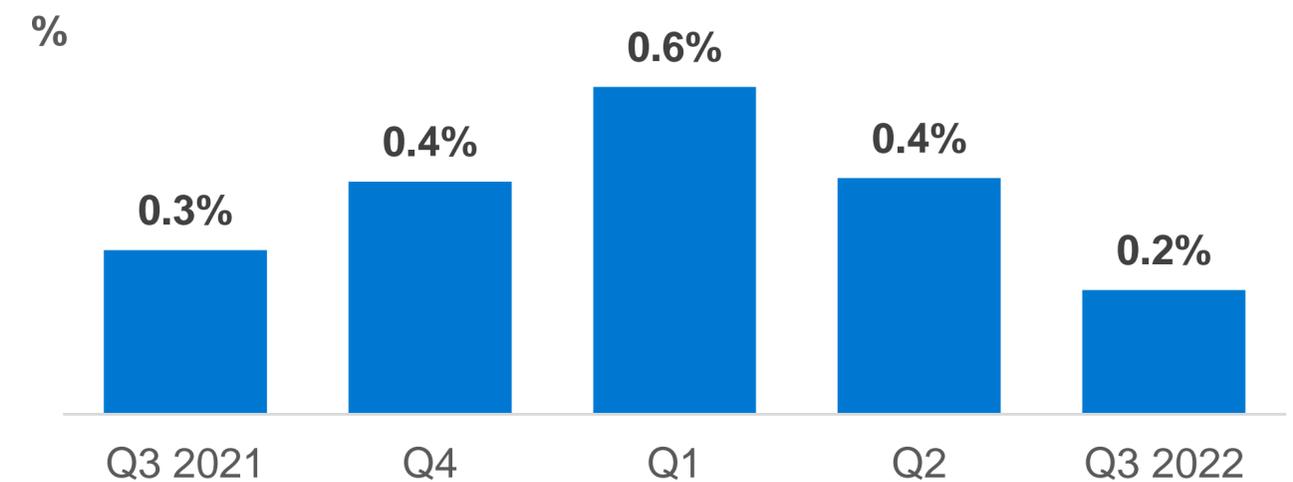
Quality of loan portfolio

Loans past due and loss allowances in balance sheet



- Past due portfolio remains at a low 1.4%
- Credit risk cost ratio 0.2% in Q3 2022

Credit risk cost ratio

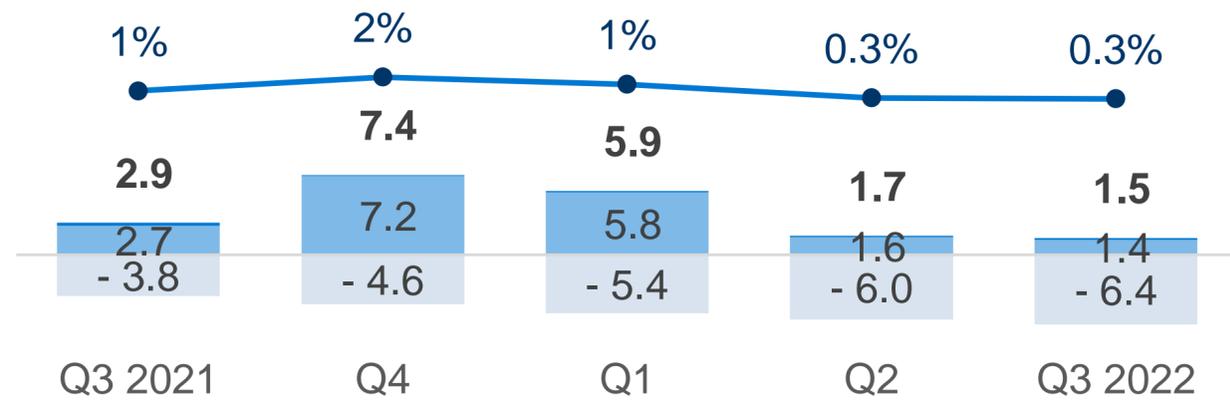


Total residual of loan principal amounts past due; loss allowances in balance sheet; share of overdue contracts in total (gross) portfolio

Loan portfolio quality by business lines

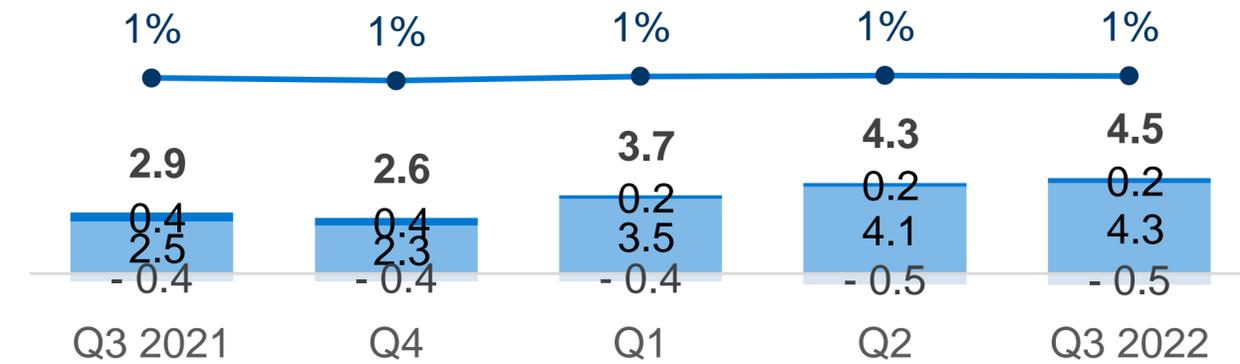
Business loans

m€, %



Private mortgage loans

m€, %



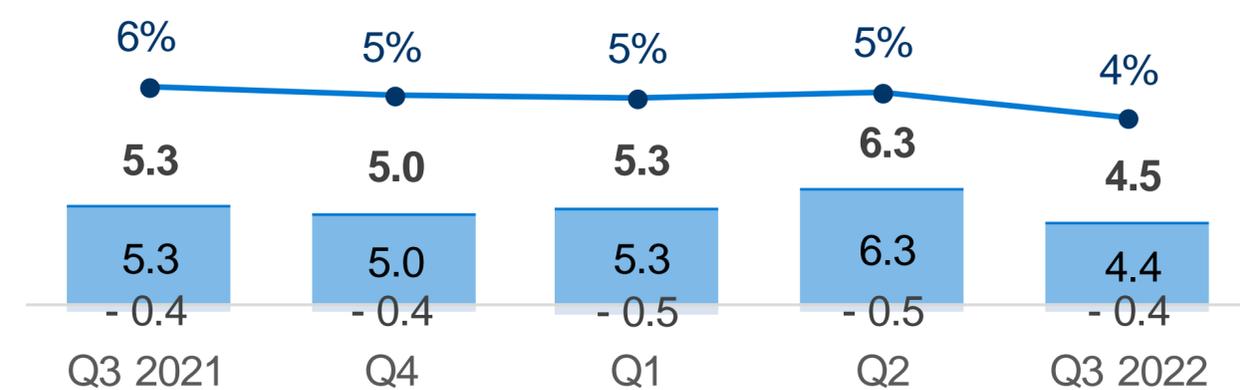
Private consumer loans

m€, %



Leasing

m€, %



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

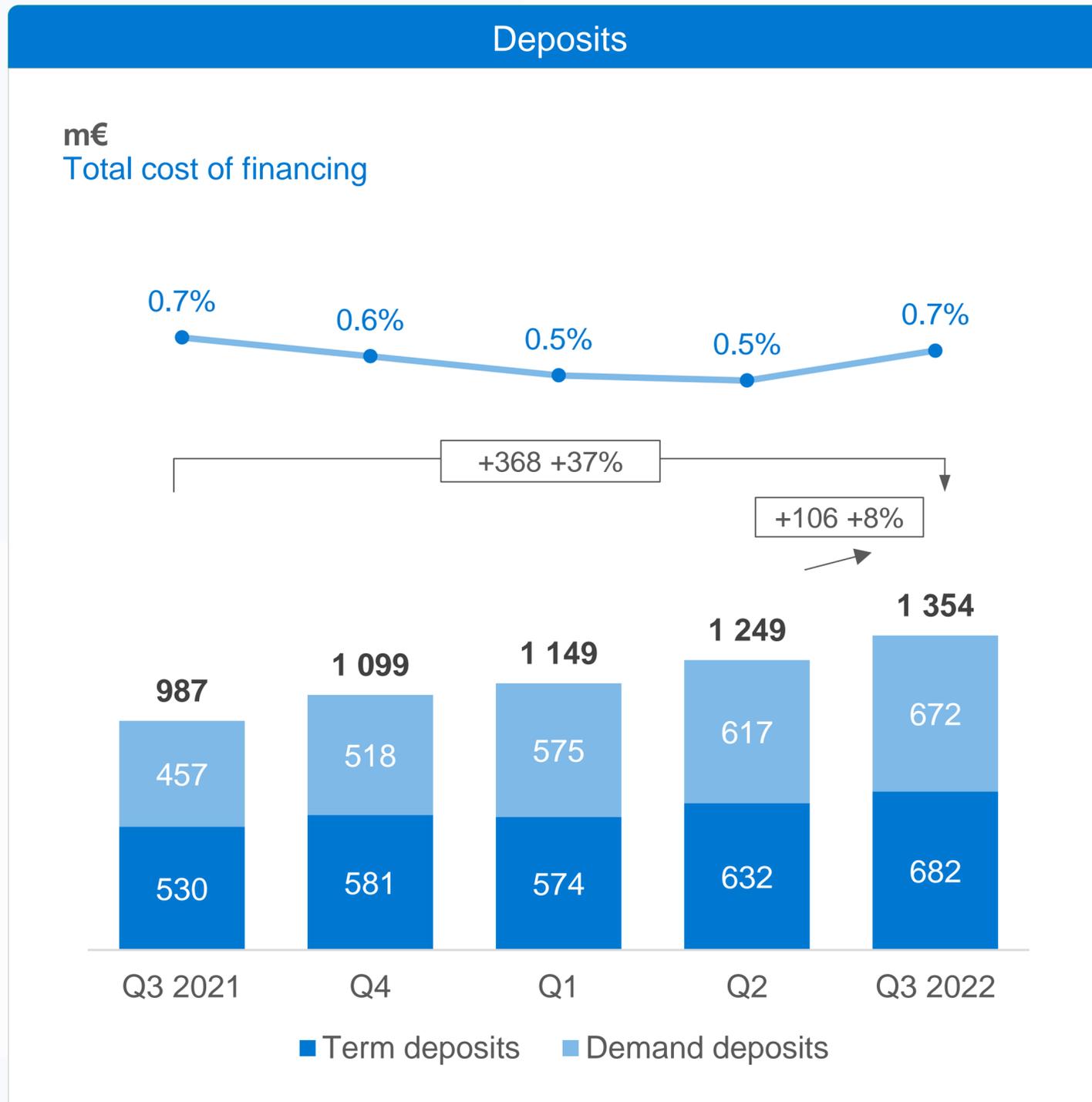
■ Past due over 90 days

■ Past due 1-90 days

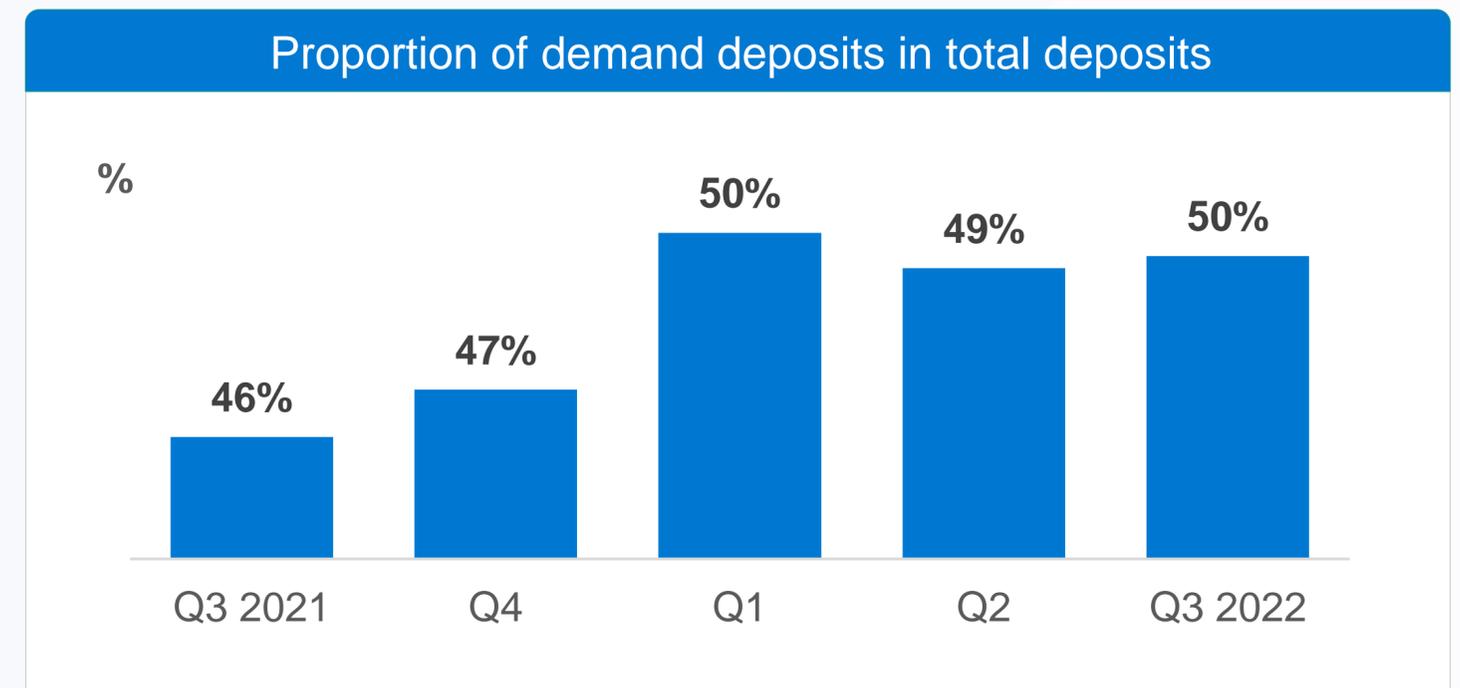
■ Loss allowances

● Past due %

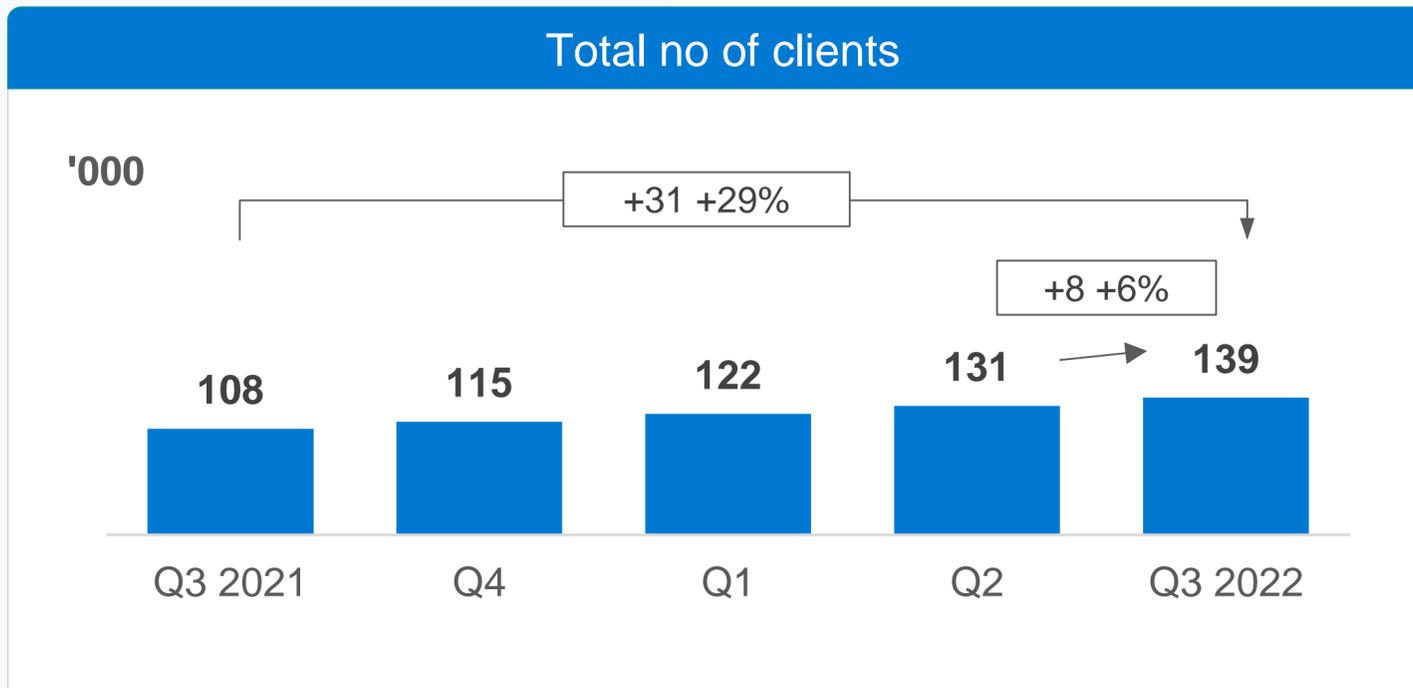
Interest costs of deposits have begun to rise



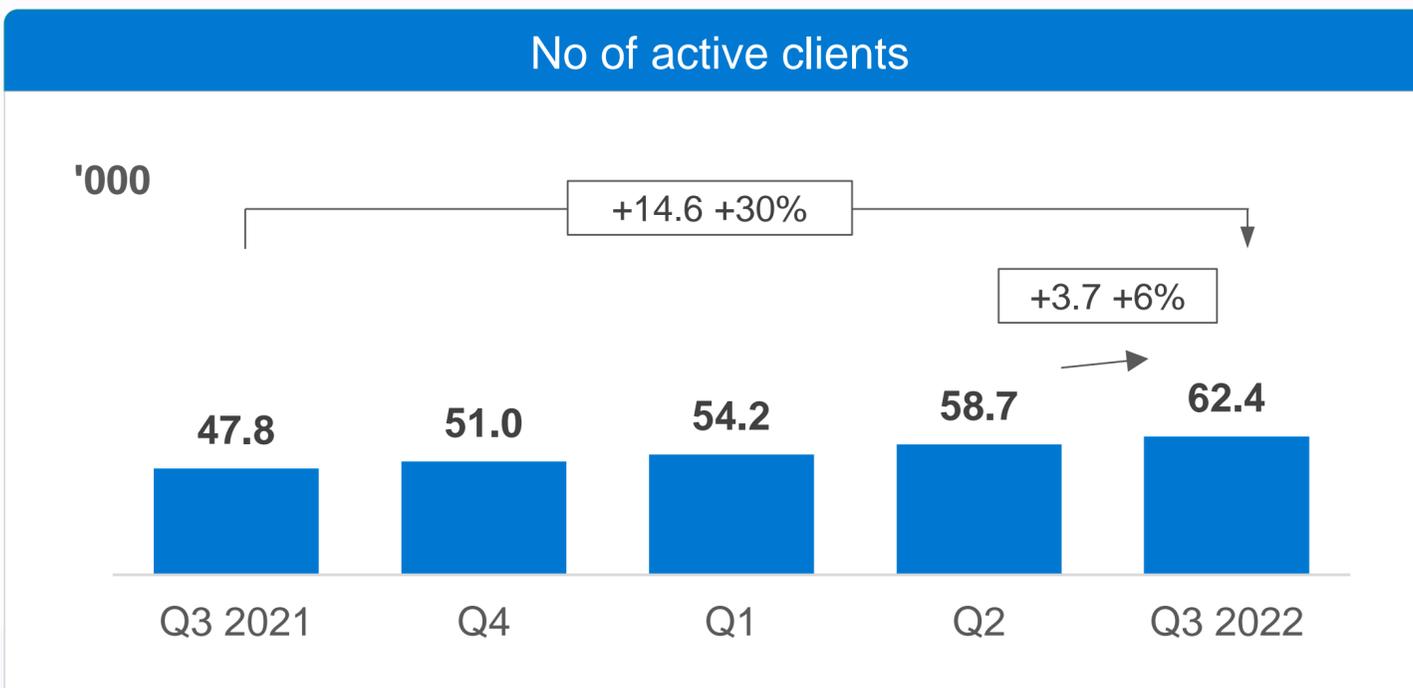
- Deposits grew by 106m€ (8%)
 - +44m€ from business clients (+50m€ demand deposits, -6m€ term deposits)
 - +4m€ from private clients (+5m€ demand deposits, -1m€ term deposits)
 - +58m€ from Raisin platform and other financial institutions
- Proportion of demand deposits at 50%



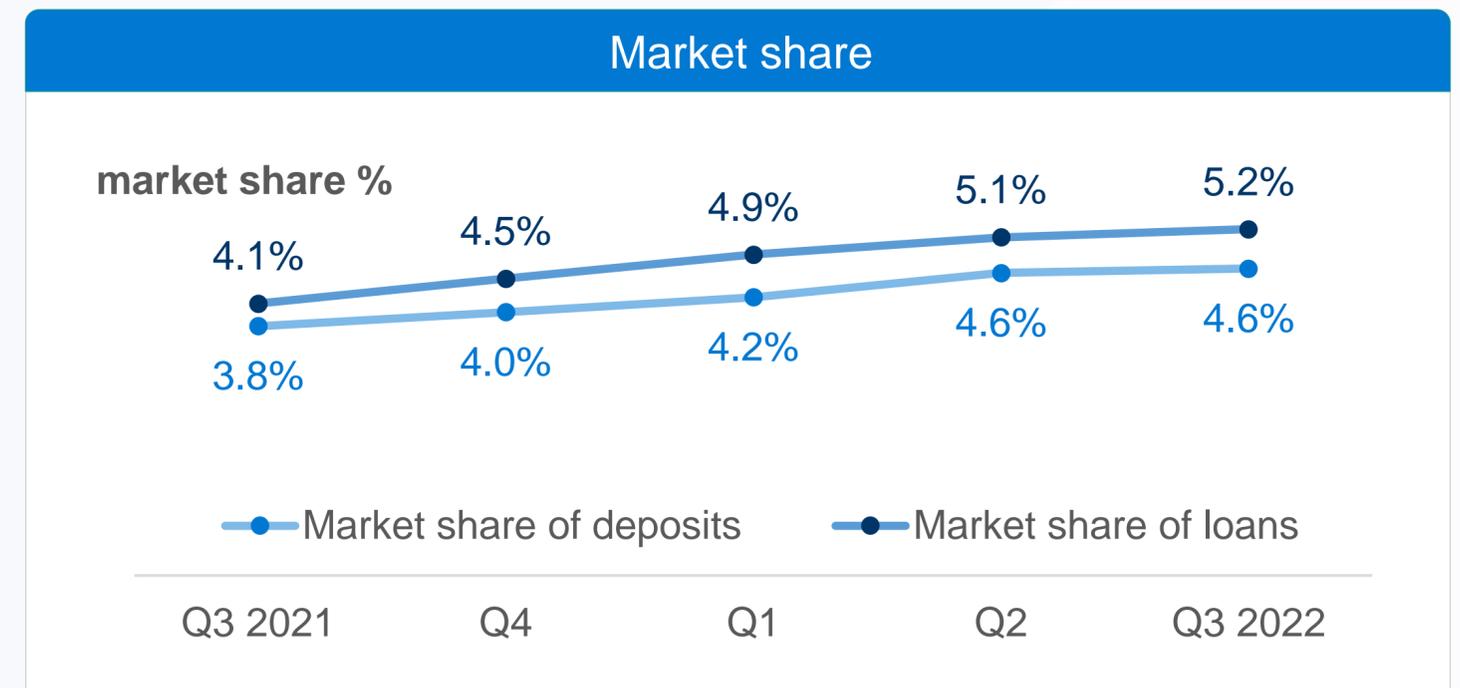
Client base and market share



- Total no of clients increased by 8200 (+6%) in Q3 2022 (+8300 in Q2 2021)
- 3700 (+6%) new active clients in Q3 2022 (+4500 in Q2 2022)
- Bank's market share changed in Q3 2022*:
 - Market share of loan portfolio 5.1% => 5.2%
 - Market share of deposits portfolio 4.6% => 4.6%



Clients with a bank account. Active client has made at least 4 transactions in the last 60 days

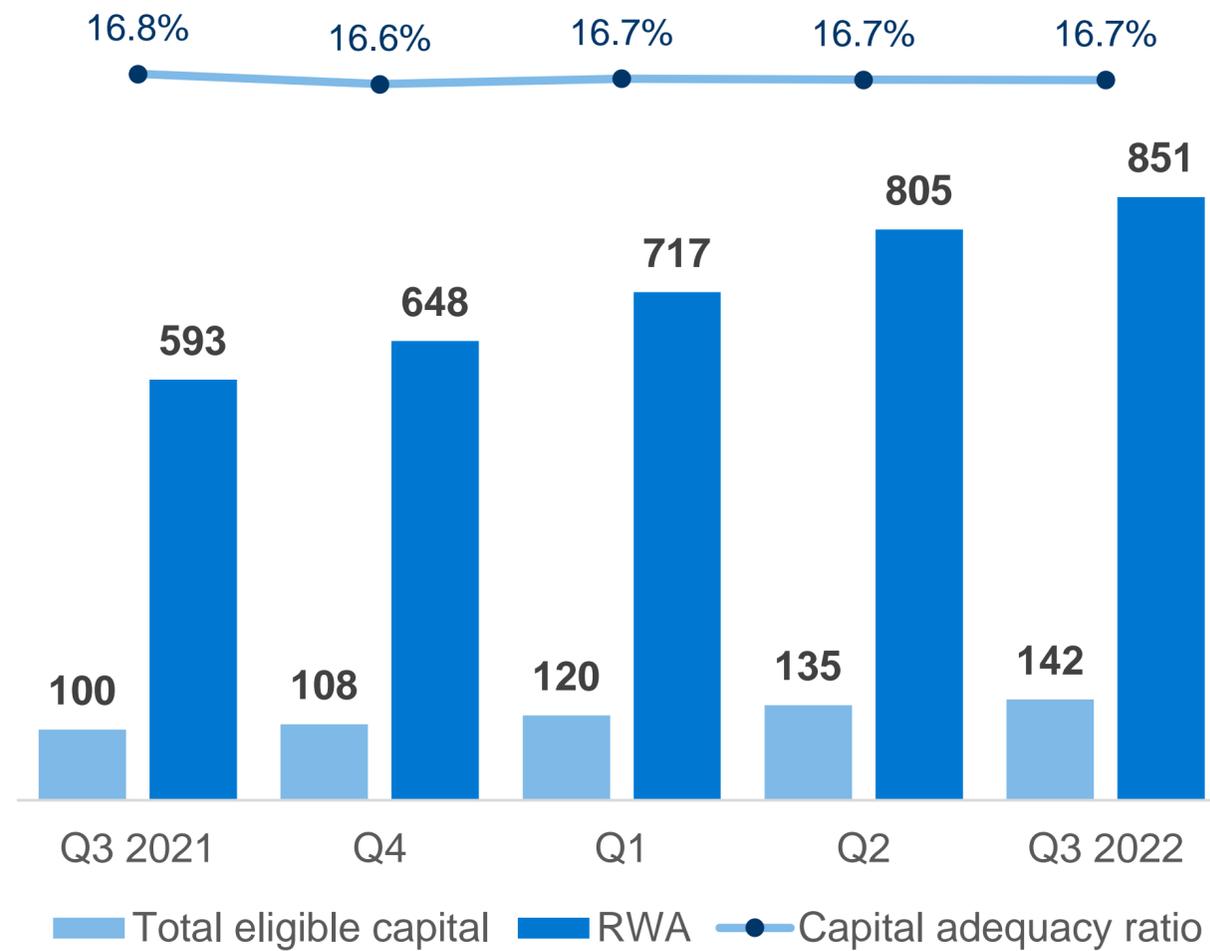


*Source: market share statistics as at August 2022

Capital base supports growth plans

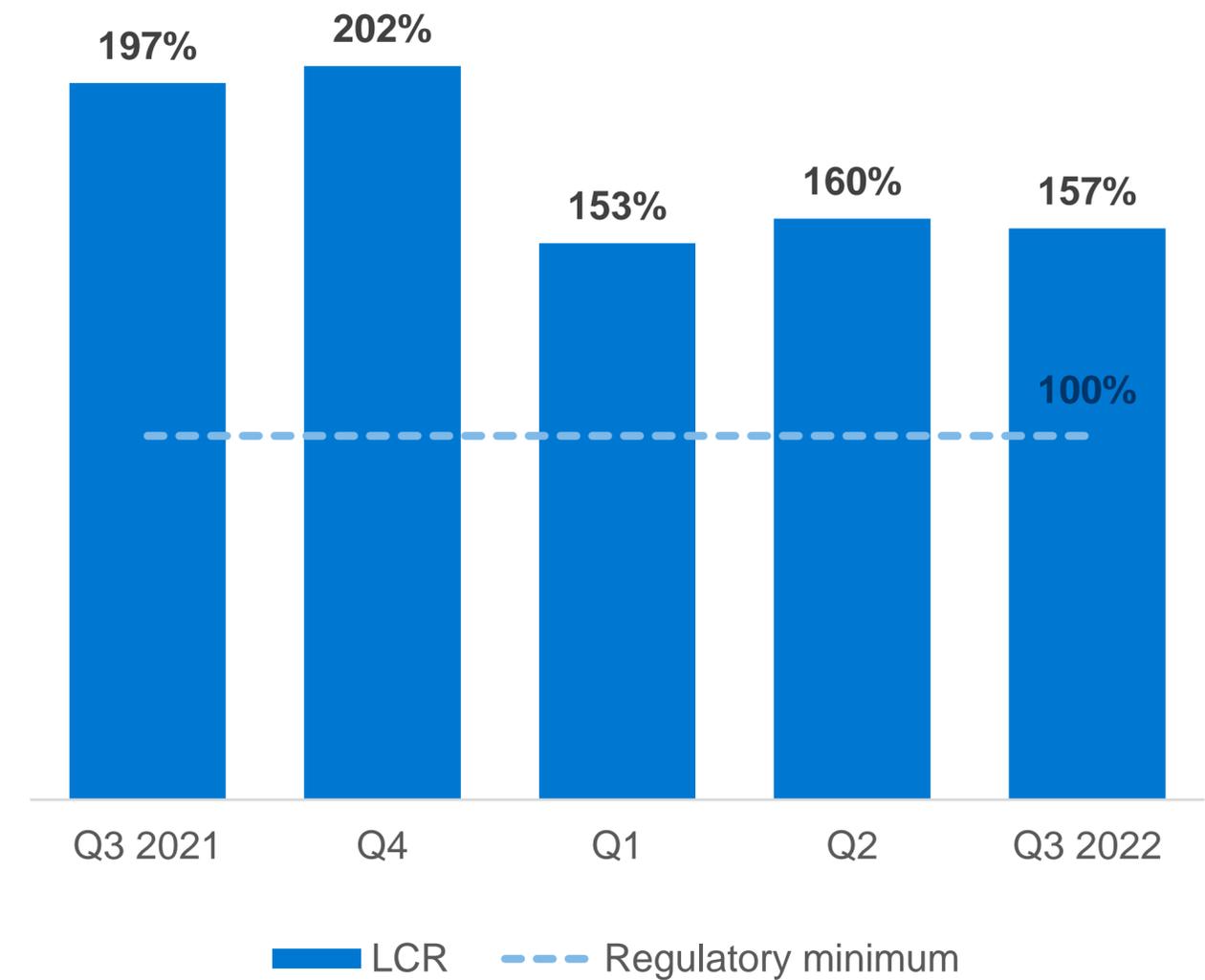
Quarterly capitalization

m€, %



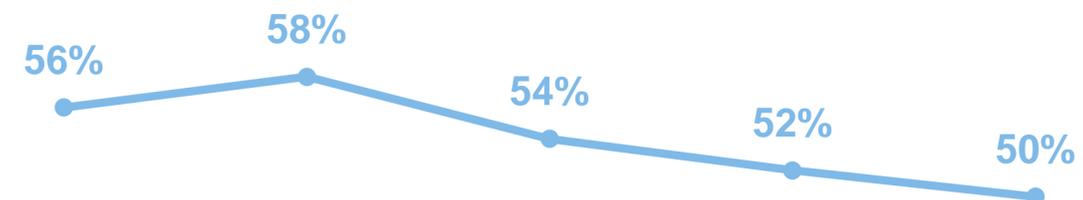
Liquidity coverage ratio (LCR)

%

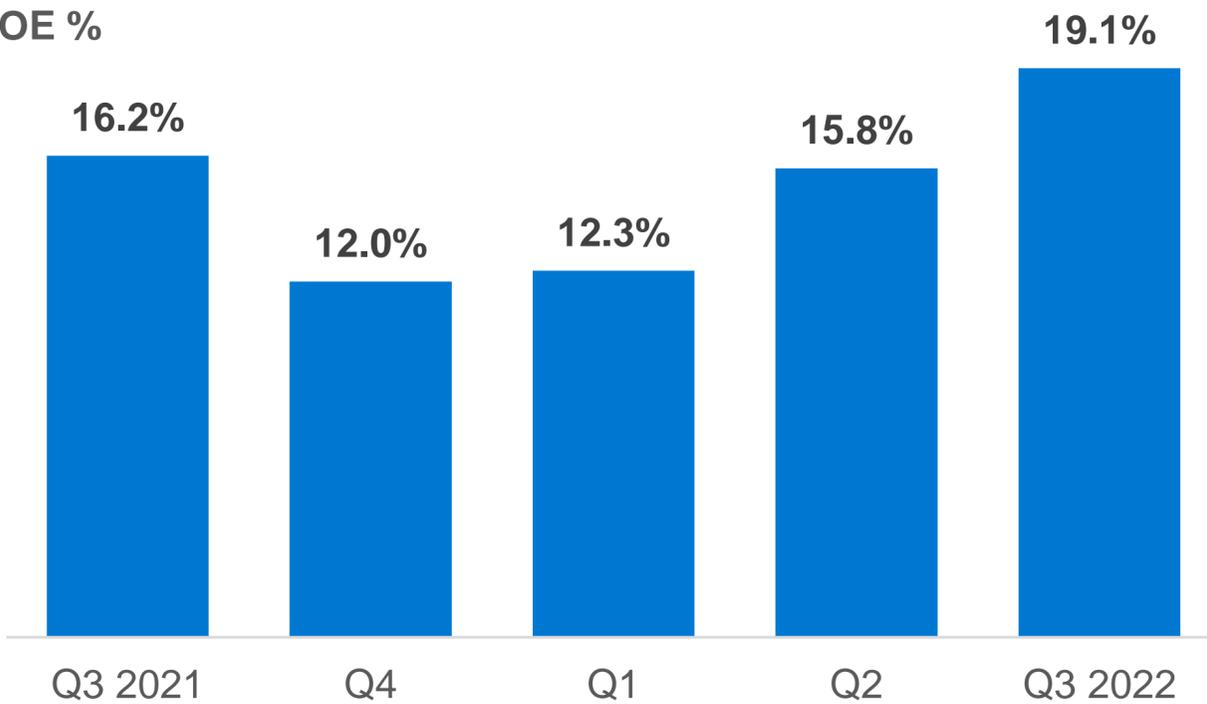


Cost / income ratio (CIR) and ROE

Cost / income ratio %



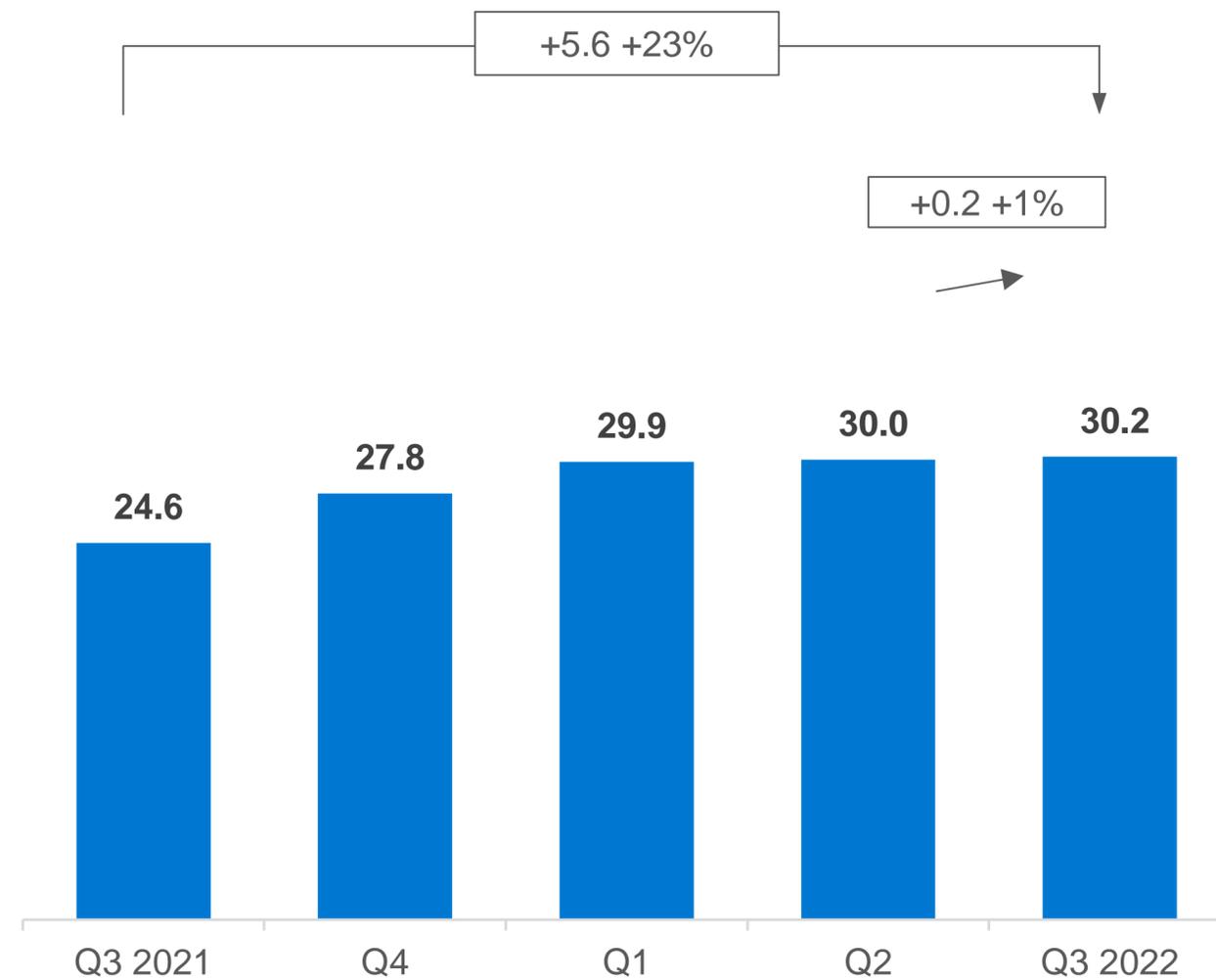
ROE %



- Decreasing CIR (long term goal: <50%)
 - Revenues +1.1m€ (+9%)
 - Costs +0.3m€ (+5%)
- Increased ROE (long term goal: >15%)
 - Quality of loan portfolio remains high
 - Rising euribor contributes to revenue growth

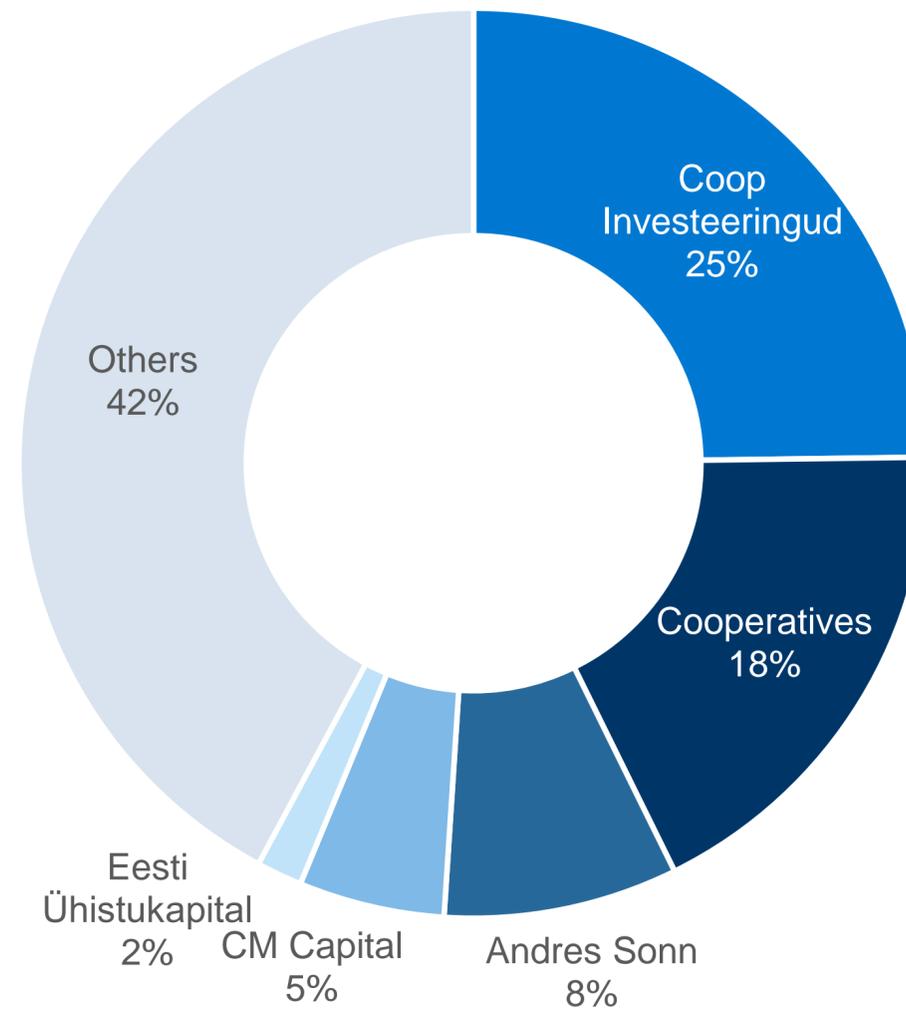
No of Coop Pank shareholders

No of shareholders (thousand)



TOP shareholders

Shareholder distribution of Coop Pank as at 30.09.2022



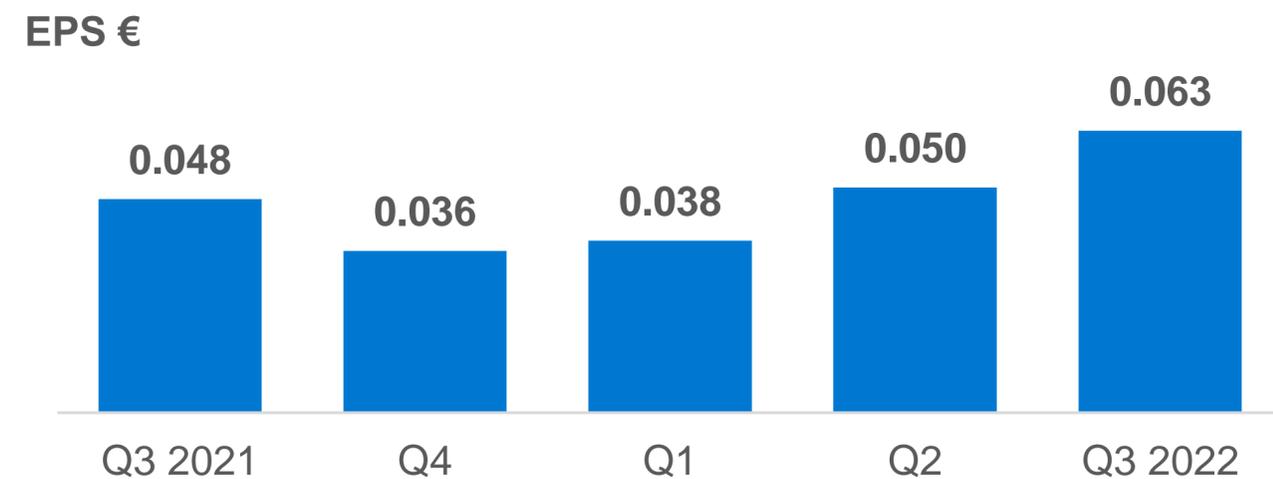
Share price

Coop Pank share price and trading volume by dates

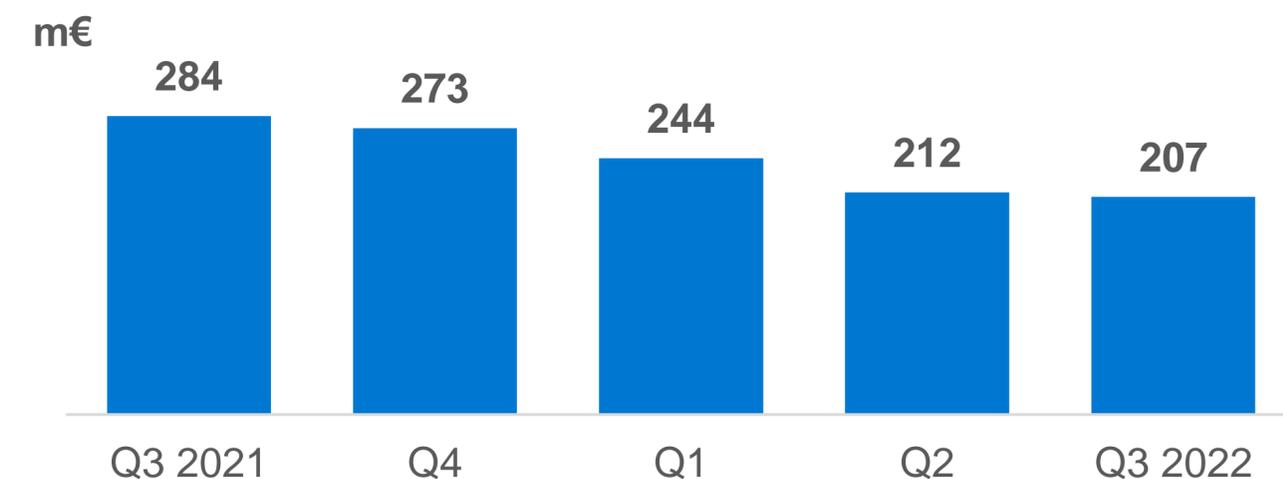


- Share price at the end of Q3 2022 at 2.27 € (2.32 € at the end of Q2 2022)
- No of transactions in Q3 2022 totalling 15 thousand
- Volume of transactions 4m€
- EPS in Q3 2022: 0.06 €

Coop Pank net income per share (EPS)



Coop Pank market capitalization



Summary: Q3 2022 results

- Business volumes continue to grow *ca* +40% YoY
- Net profit 5.7m€ (+34% YoY)
- CIR: 50% (Q3 2021 56%)
- ROE: 19.1% (Q3 2021 16.2%)

5.7m€ profit
ROE 19.1%

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