



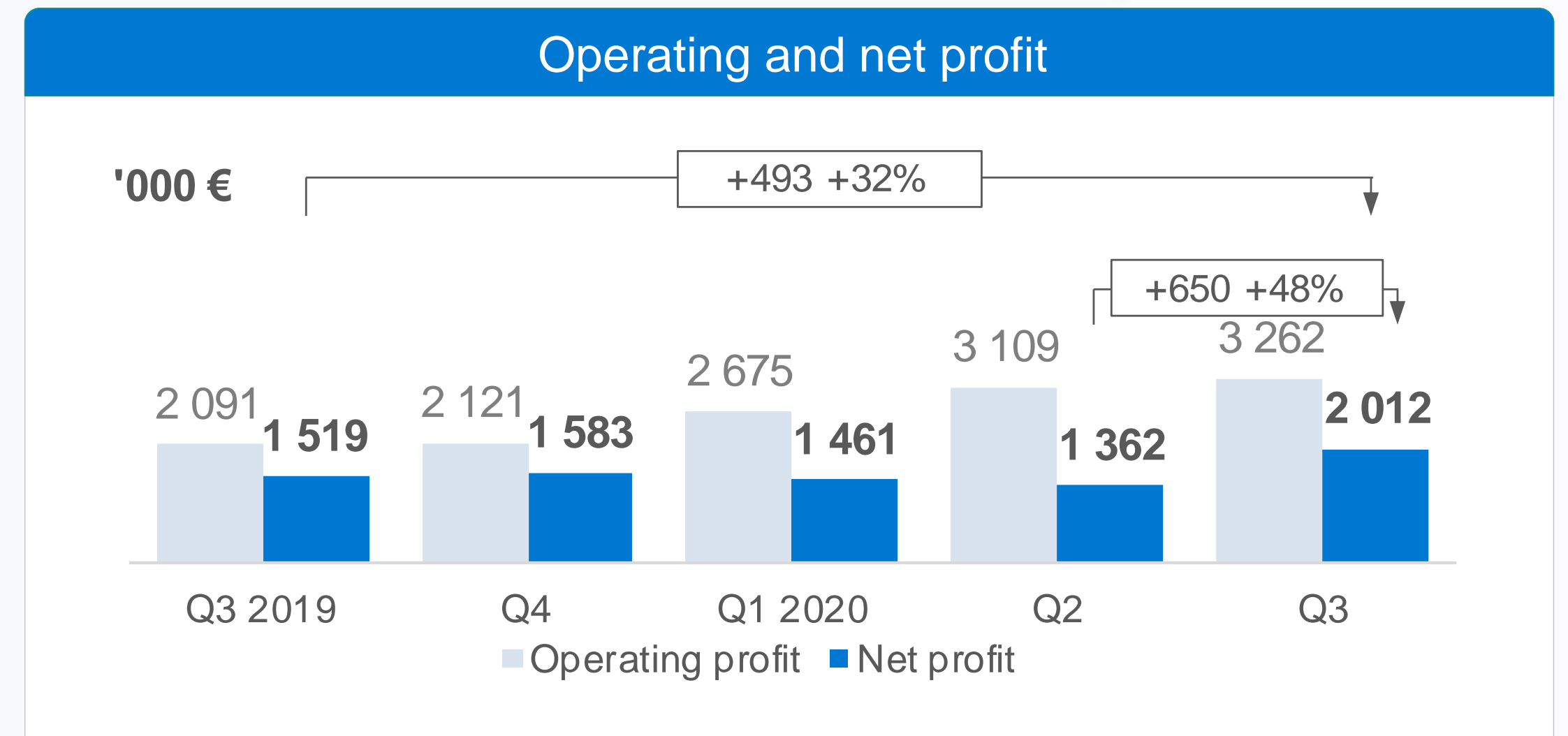
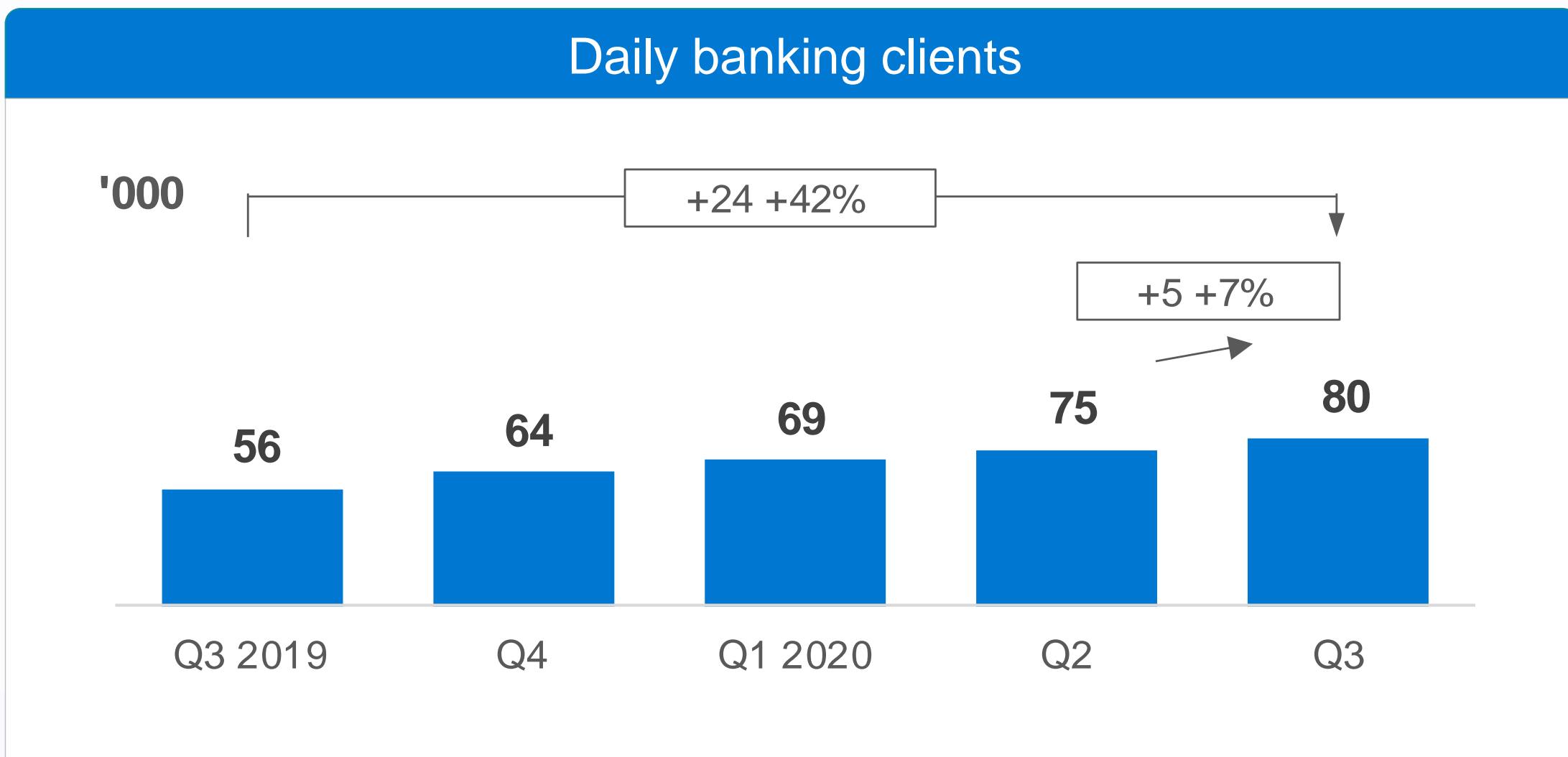
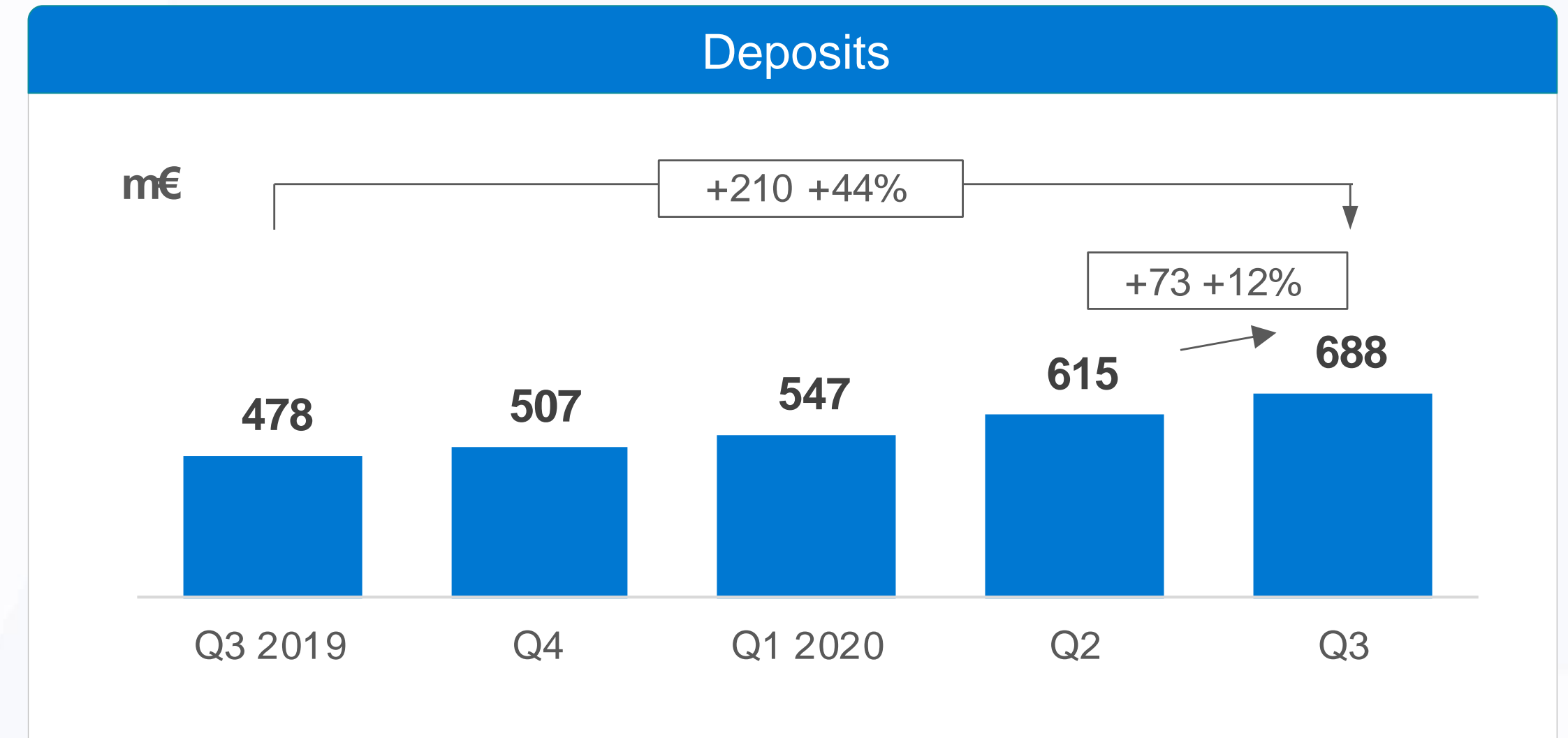
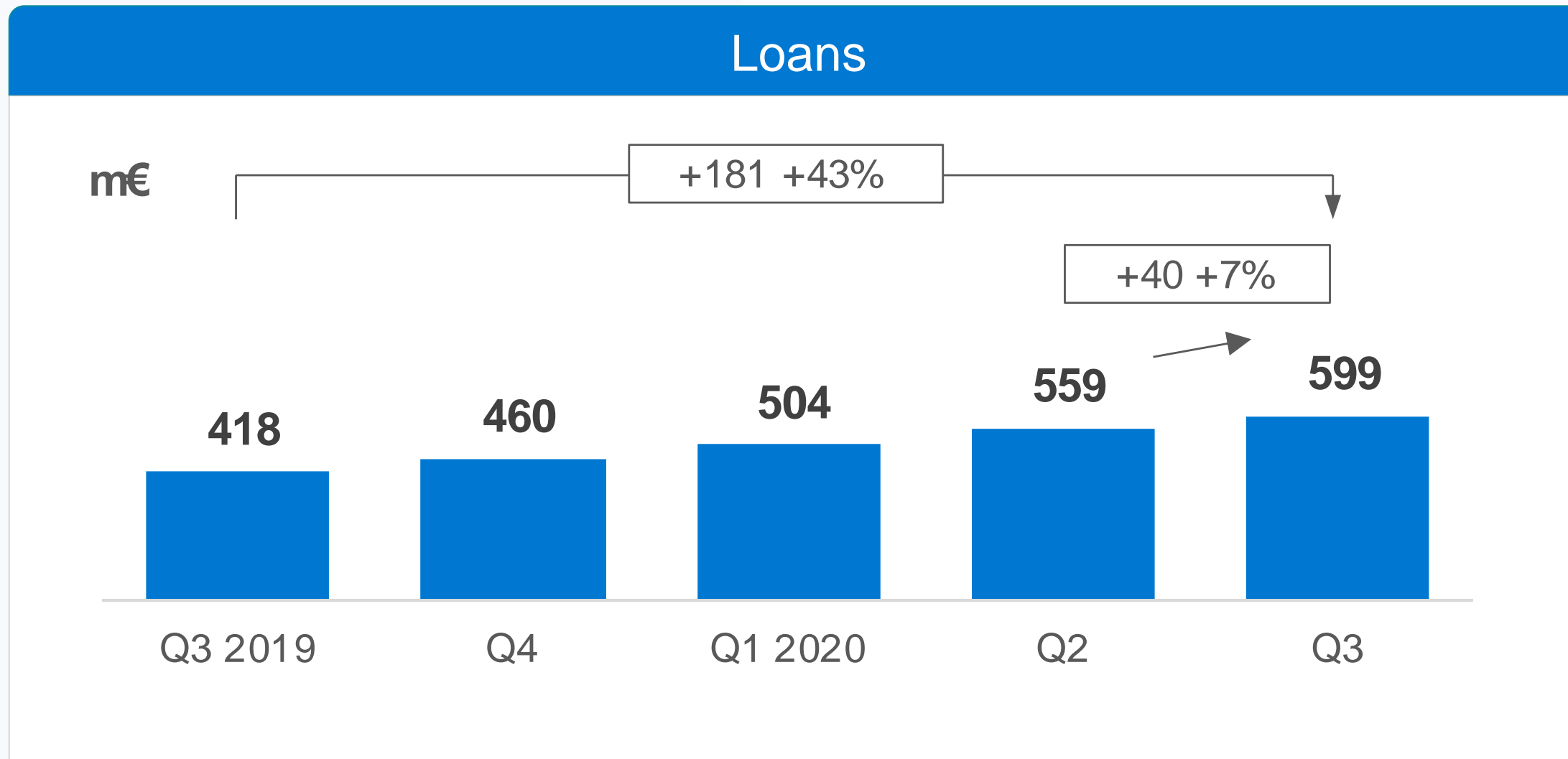
# Coop Pank Group Unaudited results of Q3 2020

21.10.2020

# Key points of Q3 2020

- Continued growth and stable quality of loan portfolio
- Inflow of domestic deposits has increased significantly
- Key performance indicators are improving (cost / income ratio, ROE)

# Business volumes



Change reflects difference in net profit

# Results of Q3 2020 – compared to Q2 2020

## Key indicators in quarterly comparison

	Q3 2020	Q2 2020	Quarterly change	
<b>Net operating income ('000 €)</b>	<b>7 988</b>	<b>7 464</b>	<b>+524</b>	<b>+7%</b>
Interest	7 353	6 852	+501	+7%
Service fee and commissions	558	477	+81	+17%
Other	77	135	-58	-43%
Operating expenses	-4 726	-4 355	-371	+9%
<b>Operating profit</b>	<b>3 262</b>	<b>3 109</b>	<b>+153</b>	<b>+5%</b>
Impairment losses	-1 139	-1 721	+582	-34%
Profit before income tax	2 123	1 388	+735	+53%
Income tax	-111	-26	-85	+327%
<b>Net profit</b>	<b>2 012</b>	<b>1 362</b>	<b>+650</b>	<b>+48%</b>
Net loan portfolio (m€)	599	559	+40	+7%
Deposits and loans received	688	615	+73	+12%
Equity	94	92	+2	+2%
ROE	8.6%	6.0%	+2.7%	
Net interest margin (NIM)	4.0%	4.1%	-0.1%	
Cost of financing	0.9%	1.0%	-0.1%	
Cost / income ratio (CIR)	59%	58%	+0.8%	
Capital adequacy ratio	18.9%	20.8%	-1.9%	

- Revenues +7%
  - Net interest increased +0.5m€ as loan portfolio grew by 40m€
- Operating costs +9%
  - Increase mostly in payroll expenses
- Operating profit +5%
- Impairment losses -34%
  - No one-off impairments due to corona pandemic in Q3
- Net profit +48%

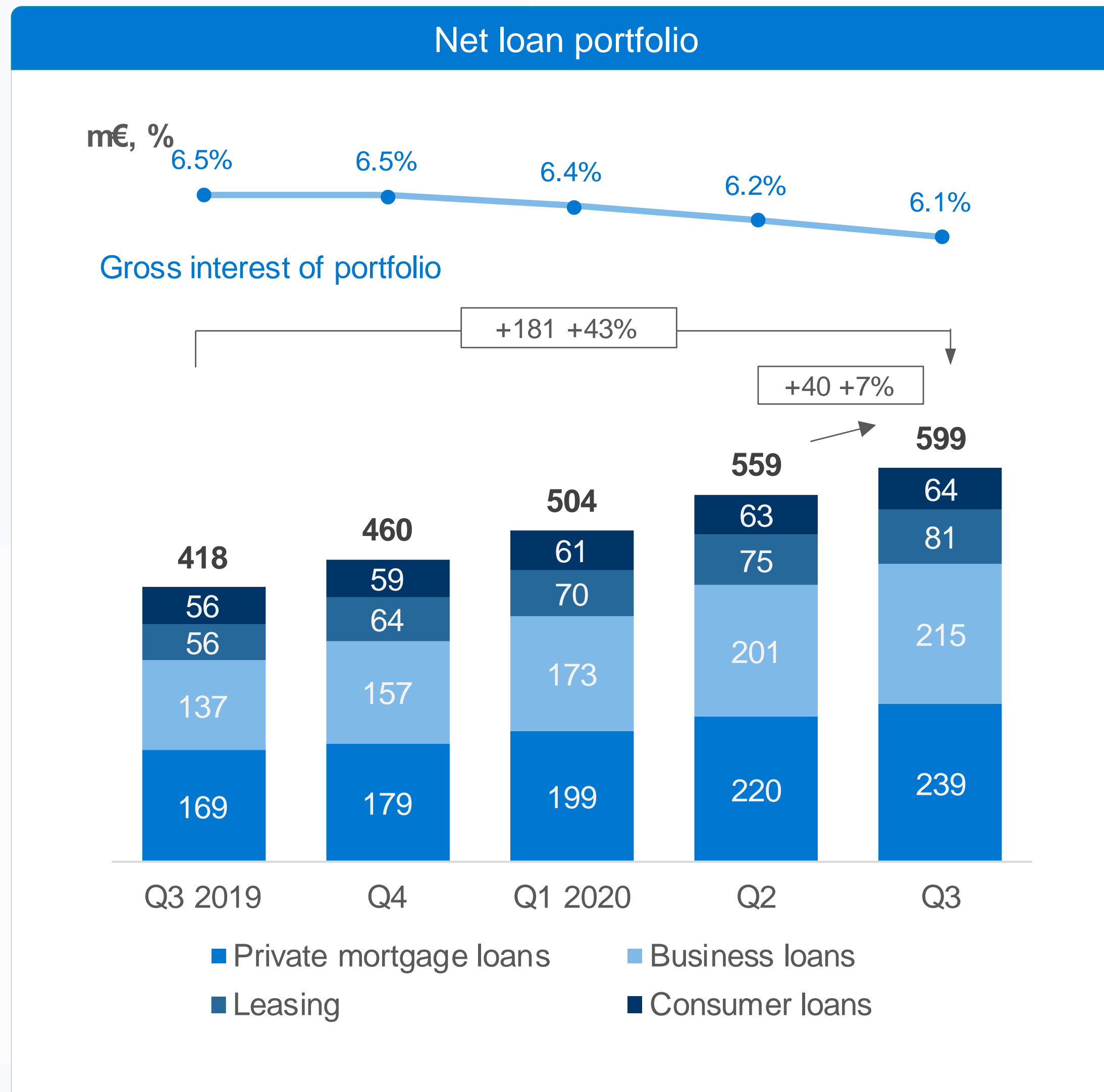
# Results of 9M 2020 – compared to 9M 2019

## Key indicators in year on year comparison

	9M 2020	9M 2019	Year on Year change	
<b>Net operating income ('000 €)</b>	<b>22 570</b>	<b>16 963</b>	<b>+5 607</b>	<b>+33%</b>
Interest	20 563	14 870	+5 693	+38%
Service fee and commissions	1 557	1 697	-140	-8%
Other	450	396	+54	+14%
Operating expenses	-13 524	-11 626	-1 898	+16%
<b>Operating profit</b>	<b>9 046</b>	<b>5 337</b>	<b>+3 709</b>	<b>+69%</b>
Impairment losses	-4 074	-1 393	-2 681	+192%
Profit before income tax	4 972	3 944	+1 028	+26%
Income tax	-137	0	-137	-
<b>Net profit</b>	<b>4 835</b>	<b>3 944</b>	<b>+891</b>	<b>+23%</b>
Net loan portfolio (m€)	599	418	+181	+43%
Deposits and loans received	688	478	+210	+44%
Equity	94	57	+37	+64%
ROE	7.0%	10.0%	-2.9%	
Net interest margin (NIM)	4.0%	4.2%	-0.1%	
Cost of financing	0.9%	1.0%	-0.1%	
Cost / income ratio (CIR)	60%	69%	-8.6%	
Capital adequacy ratio	18.9%	18.4%	+0.6%	

- Revenues +33%
  - Net interest increased +5.7m€, loan portfolio grew by 181m€
- Operating costs +16%
  - Increase of payroll expenses and IT costs
- Operating profit +69%
- Impairment losses +192%
  - 1.1m€ of additional impairments due to corona pandemic made in Q1 and Q2 2020
- Net profit +23%

# Increased loan portfolio in all business lines



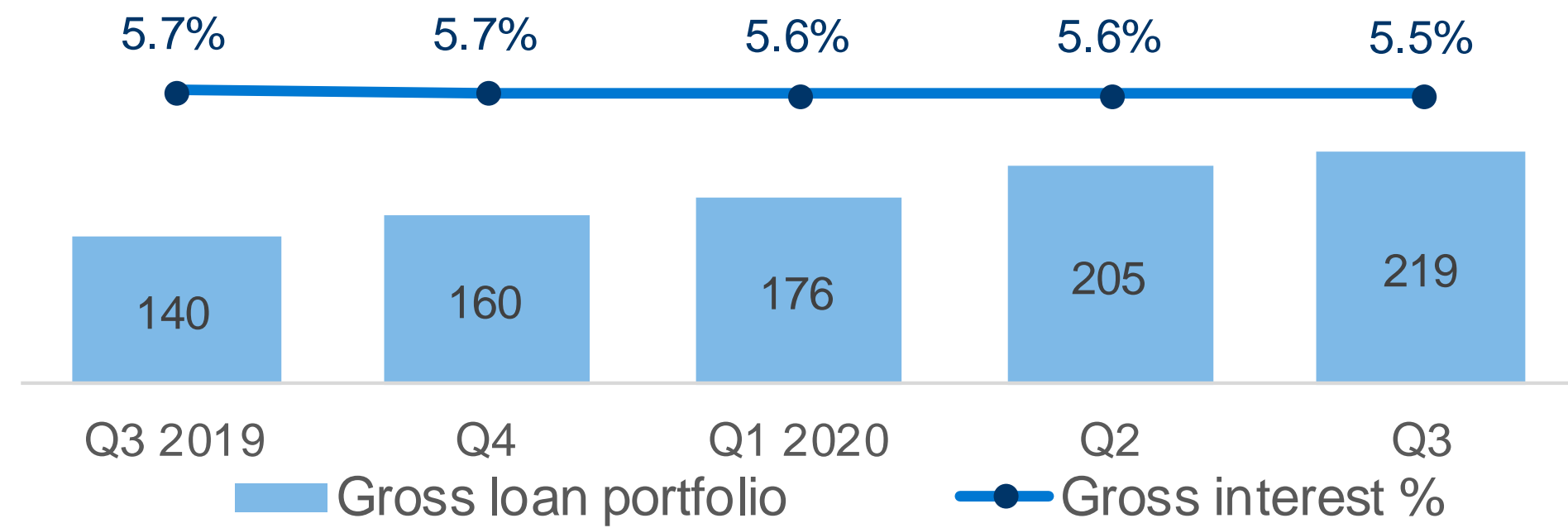
- Quarterly growth of loan portfolio +40m€ (+7%)
  - Private mortgage loans +19m€ (+9%)
  - Business loans +14m€ (+7%)
  - Leasing +6m€ (+7%)
  - Consumer loans +1m€ (+2%)
- Gross interest of portfolio 6.1%
  - Decreased proportion of consumer loans portfolio in total group loans impacts interest margin



# Loan portfolio interest by business lines

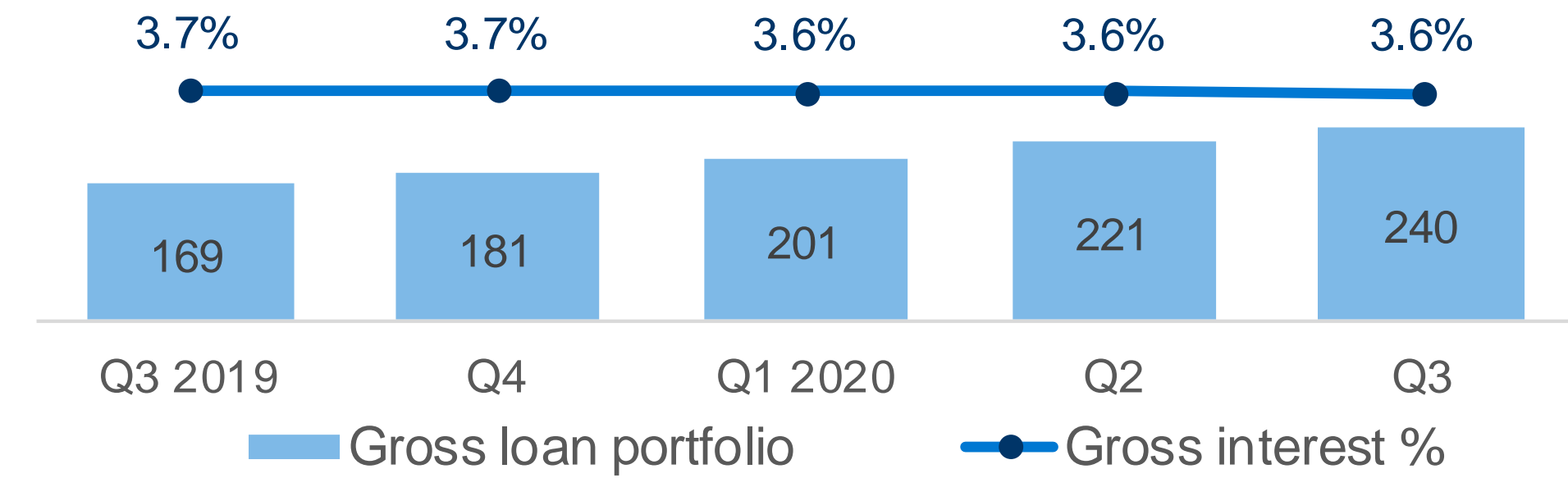
## Business loans

m€, %



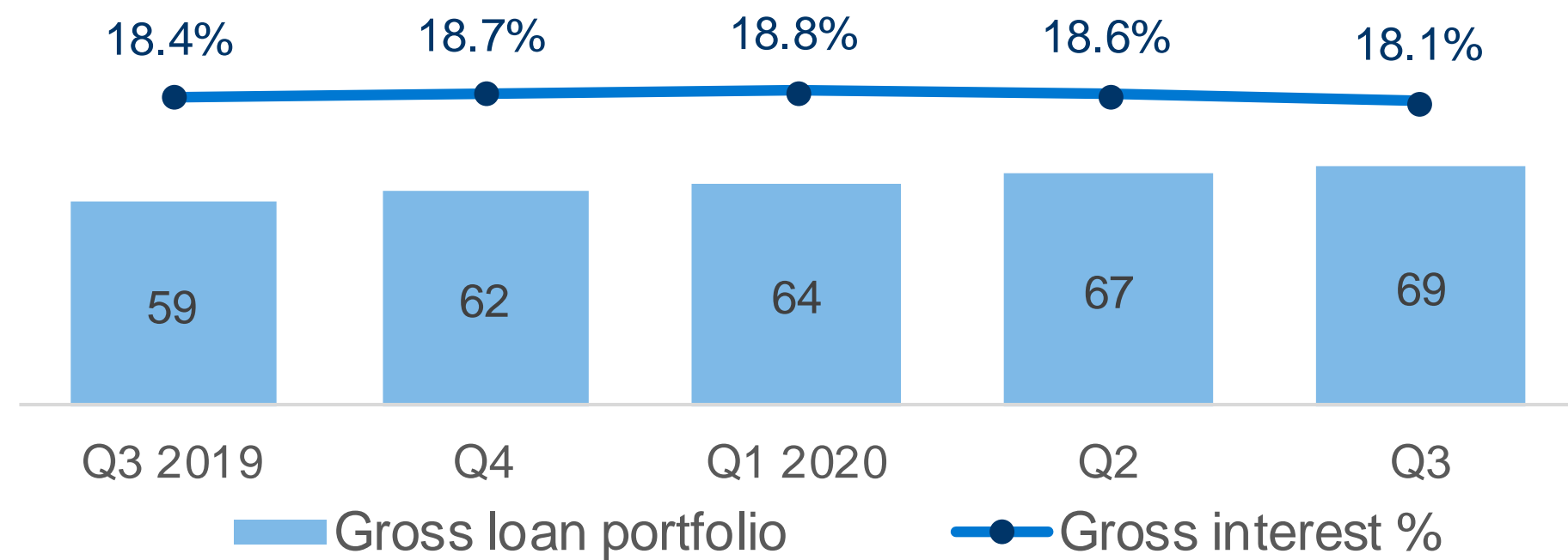
## Private mortgage loans

m€, %



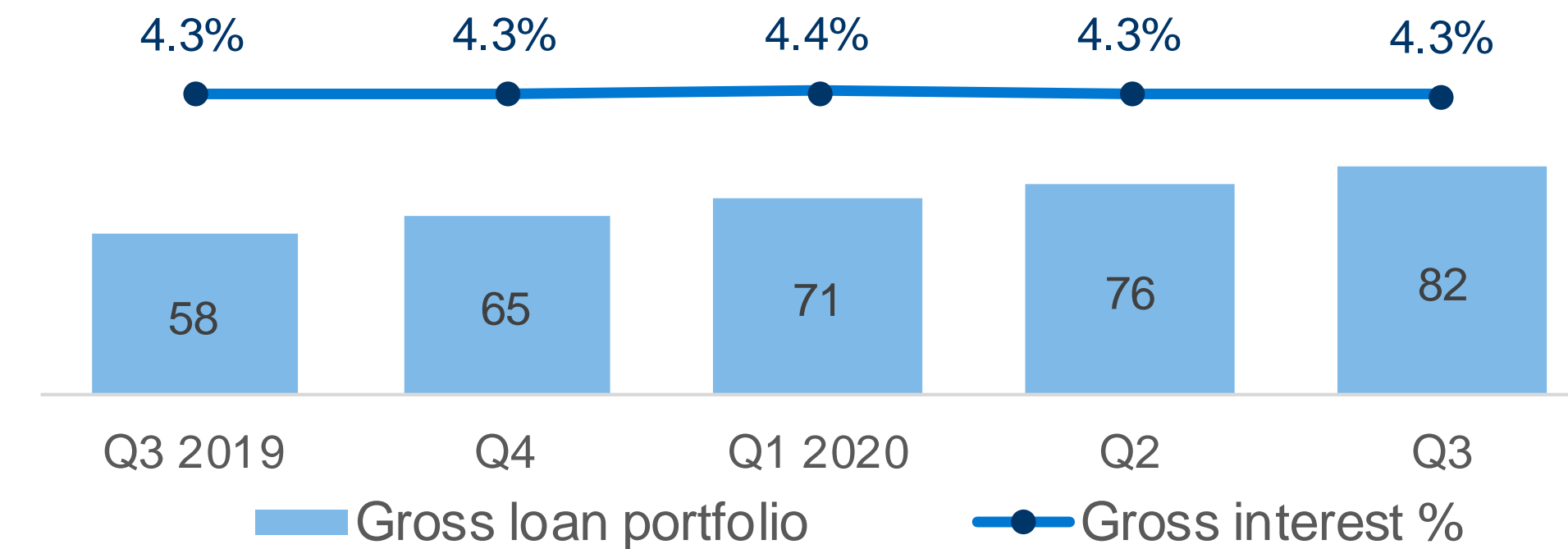
## Private consumer loans

m€, %



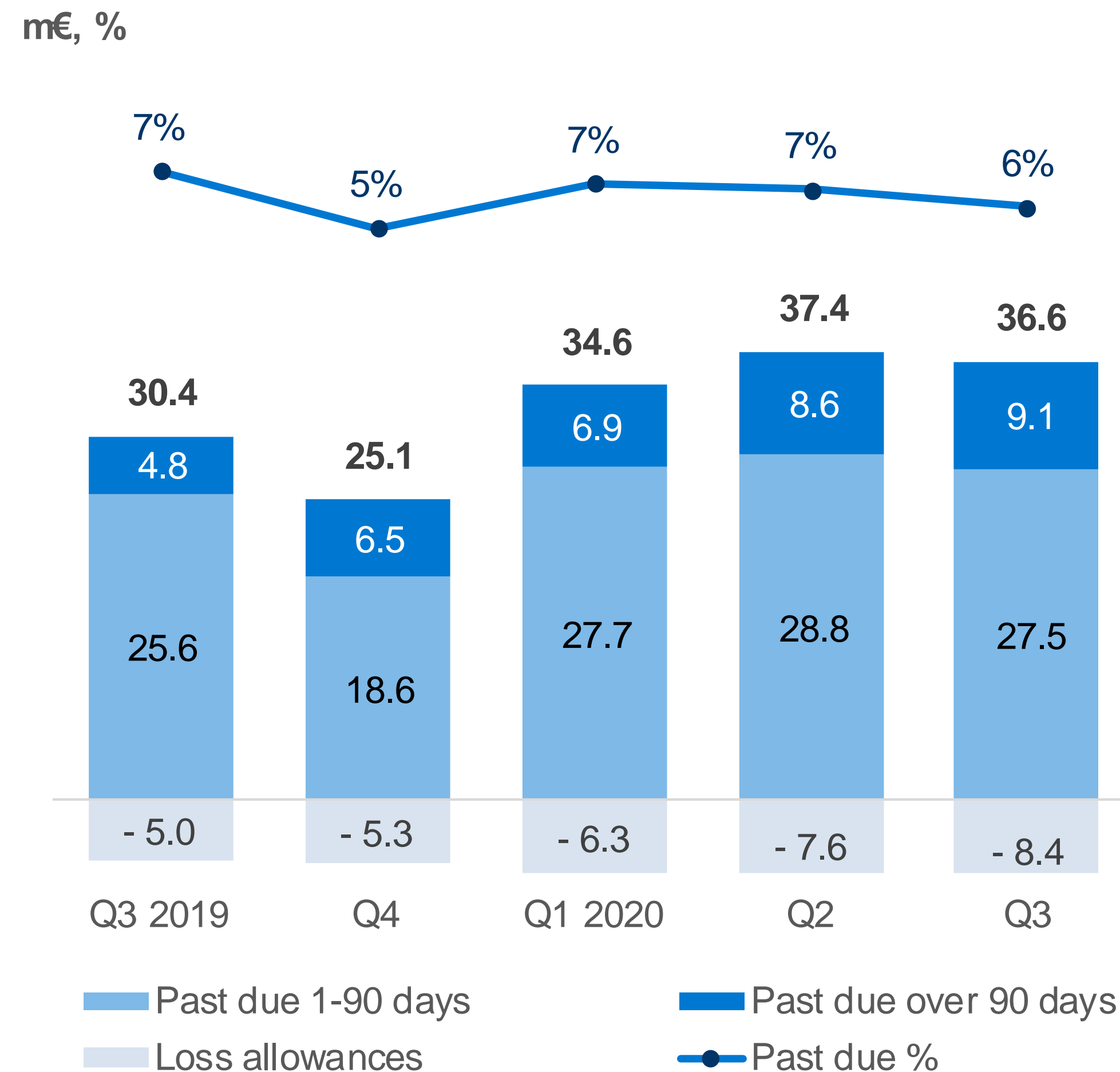
## Leasing

m€, %



# Quality of loan portfolio

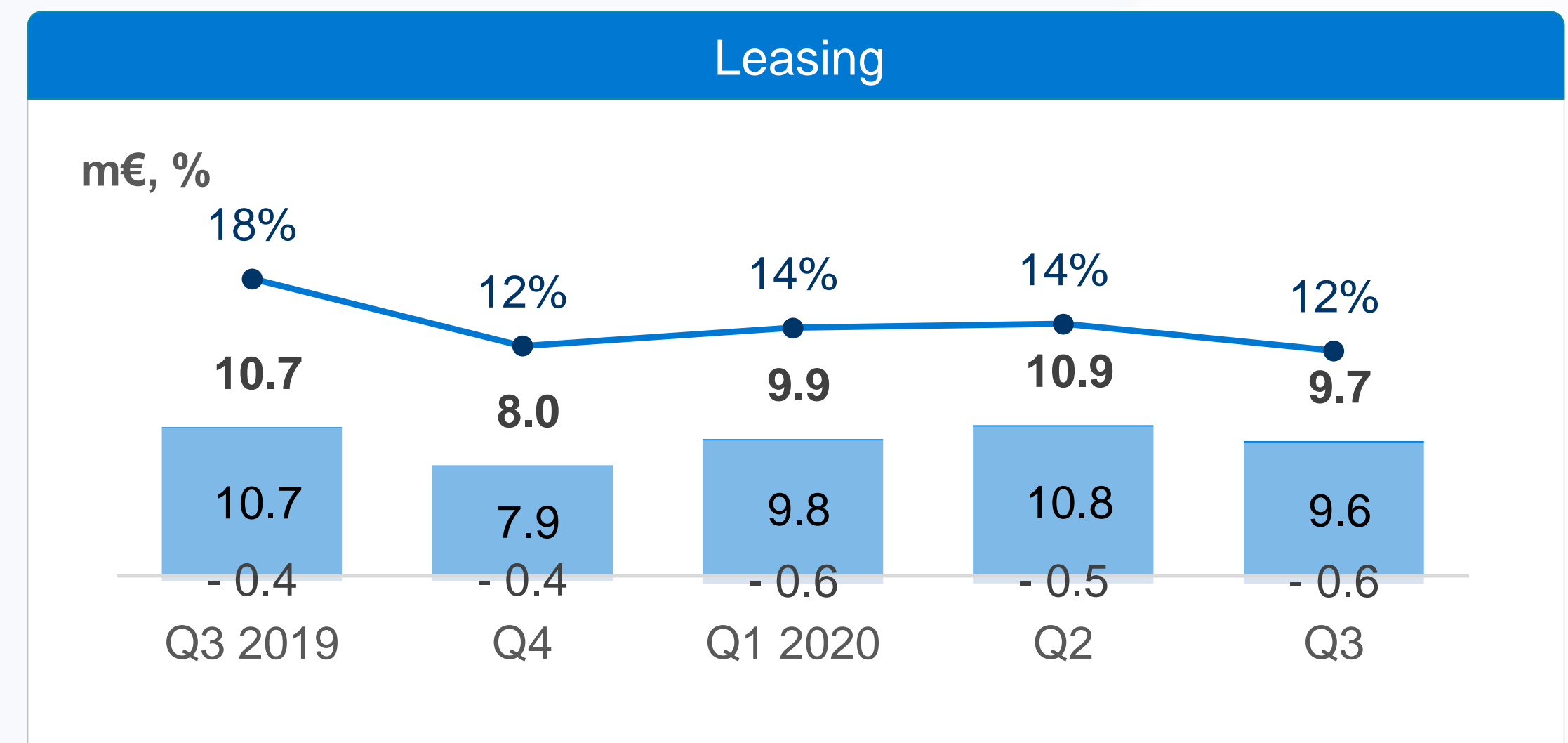
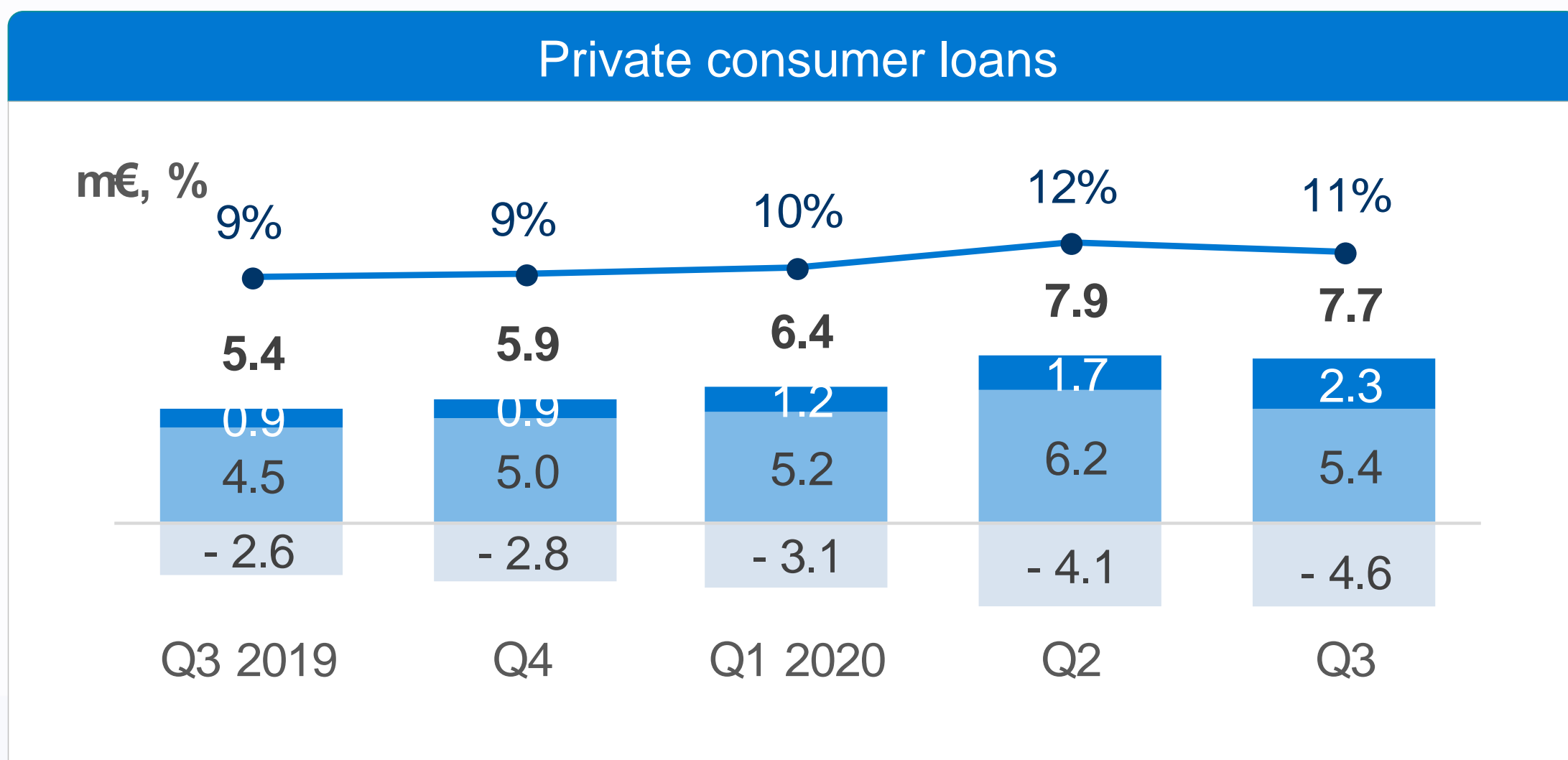
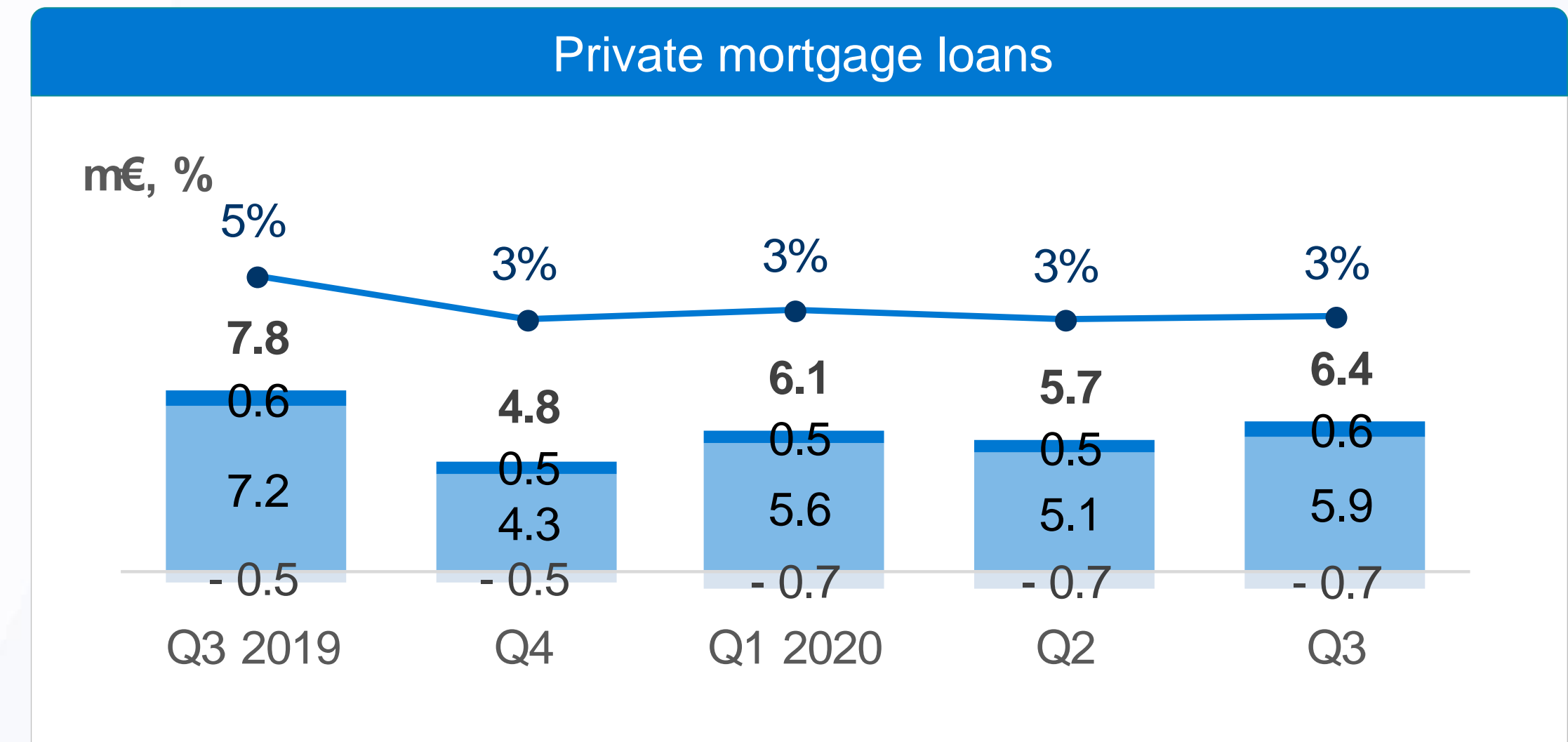
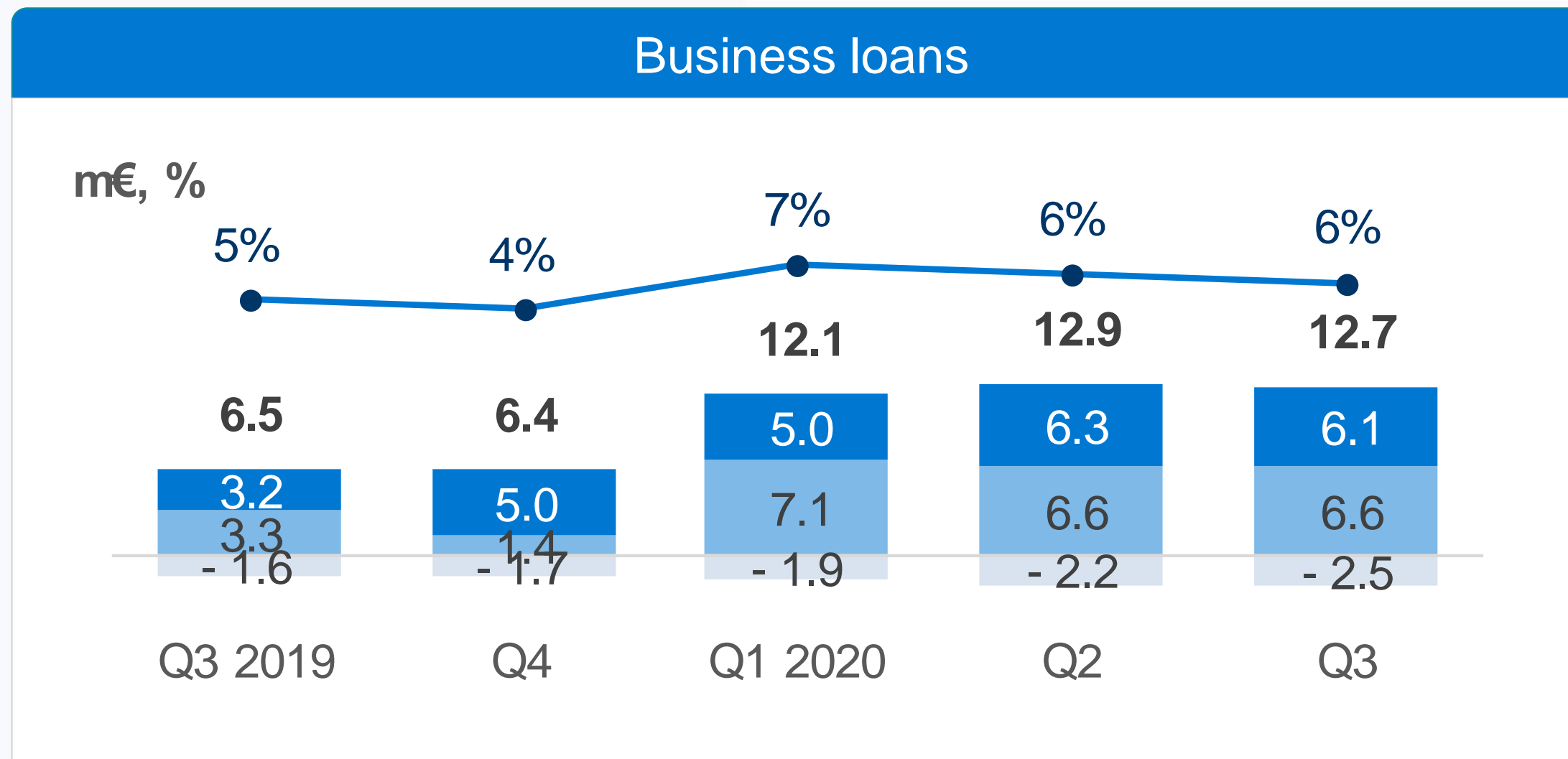
## Loans past due and loss allowances in balance sheet



- Past due portfolio remains at 6-7%
- Highest amount of corona-related payment holidays in May 2020: 52m€ of loan portfolio, in Q2 2020 comparable amount was 49m€ and in Q3 2020: 31m€
- In relation to coronavirus impact to economy, total of 1.1m€ of additional loss allowances were recognized in 6M of 2020. No one-off loss allowances were recognized in Q3 2020 in relation to coronavirus
- Credit risk cost ratio 0.8% in Q3 2020 (1.2% in Q2 2020, 1.0% in Q1 2020)



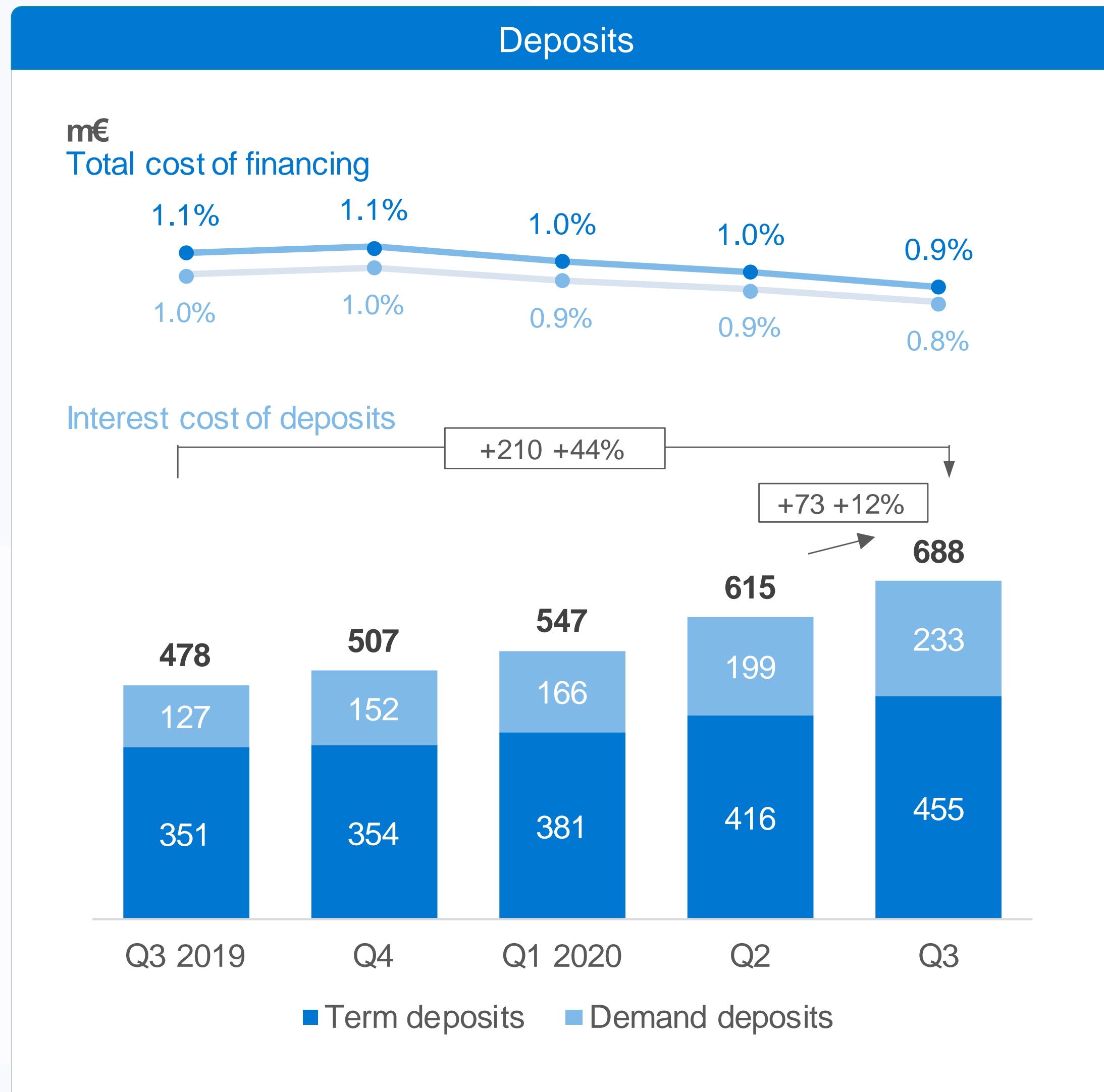
# Loan portfolio quality by business lines



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 decreased

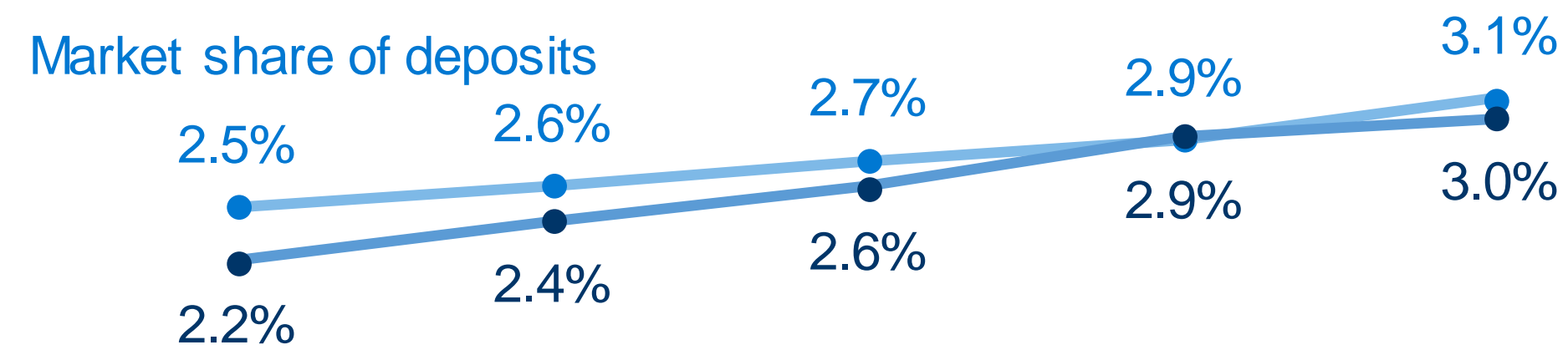


- Deposits grew by 73m€ (+12%)
- Demand deposits +34m€ (+17%)
  - +26m€ from business clients
  - +8m€ from private clients
- Term deposits +39m€ (+9%)
  - +17m€ from business clients
  - +4m€ from private clients
  - +18m€ through Raisin platform
- Proportion of demand deposits in stable growth: 34% Q3 2020 (32% Q2 2020, 30% Q1 2020)
- Total cost of financing (0.9%) in a decreasing trend as proportion of domestic deposits is growing

# We are growing client base and market share

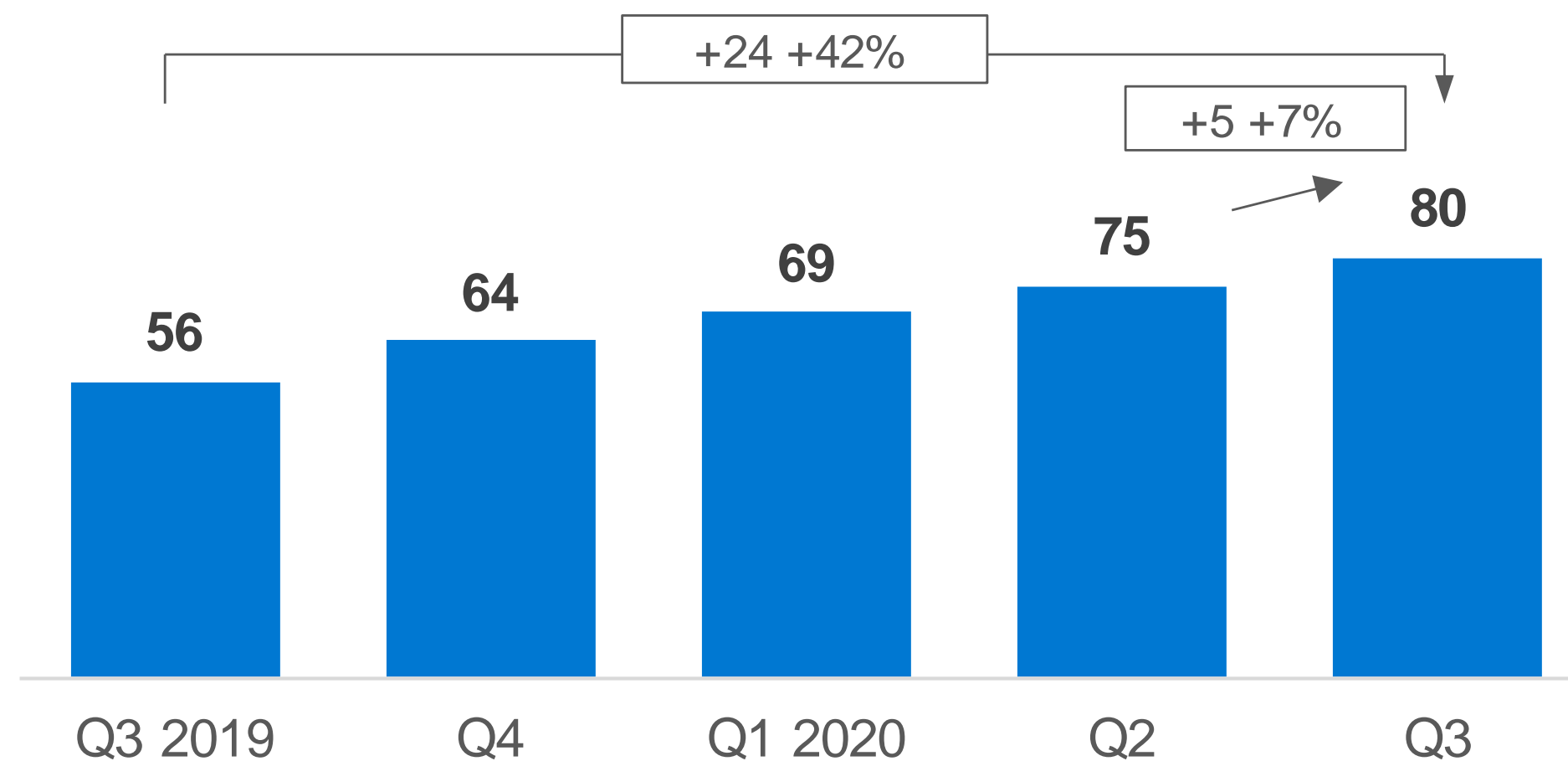
## Market share and number of bank clients

### Market share %



### Market share of loans

### No of customers (thousand)

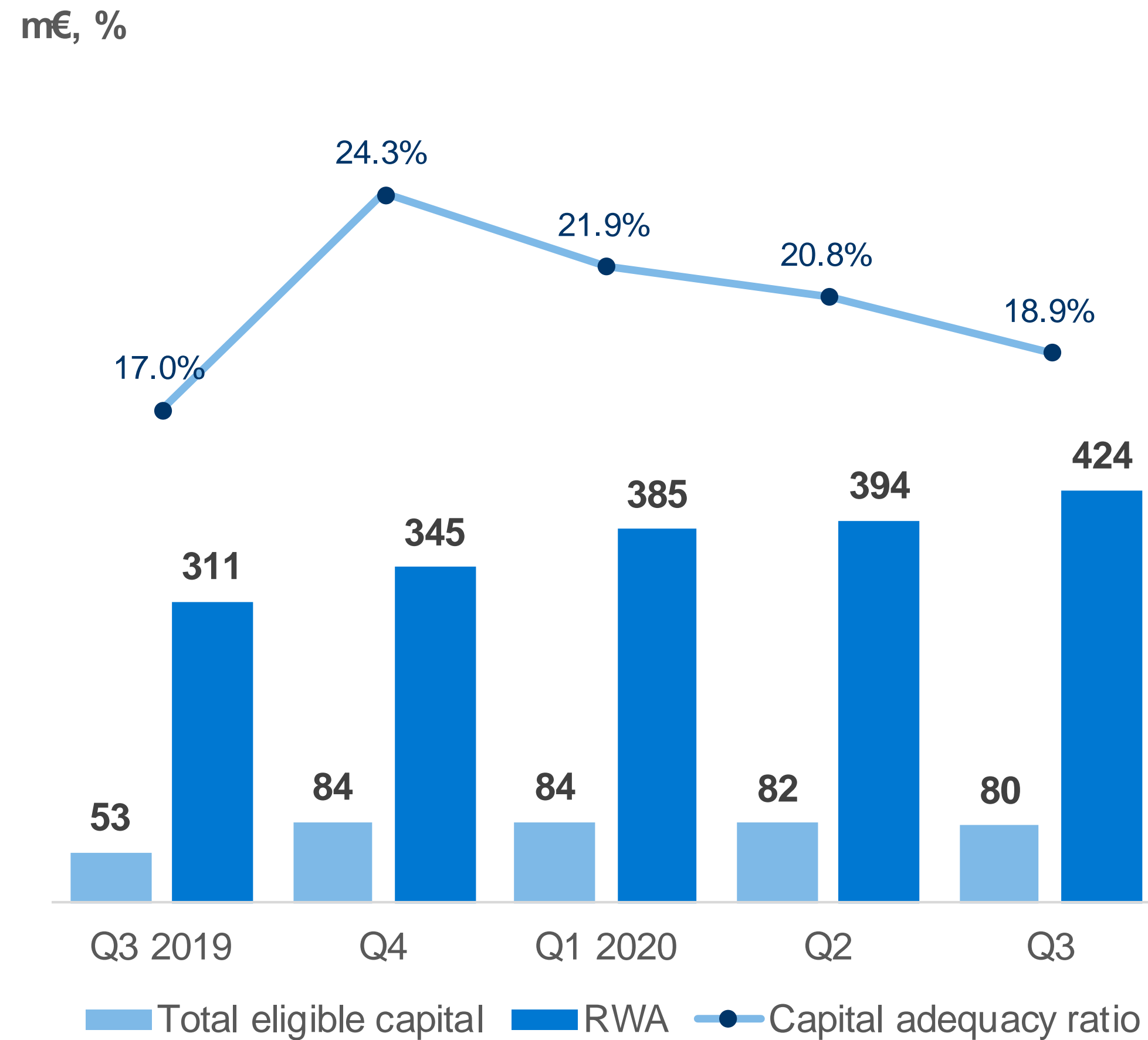


- 5 400 new clients with bank account in Q3 (+5 100 in Q2 2020)
  - +4800 private clients
  - +600 business clients
- Banks market share changed in Q3\*
  - Market share in loan portfolio 2.9% => 3.0%
  - Market share in deposits 2.9% => 3.1%

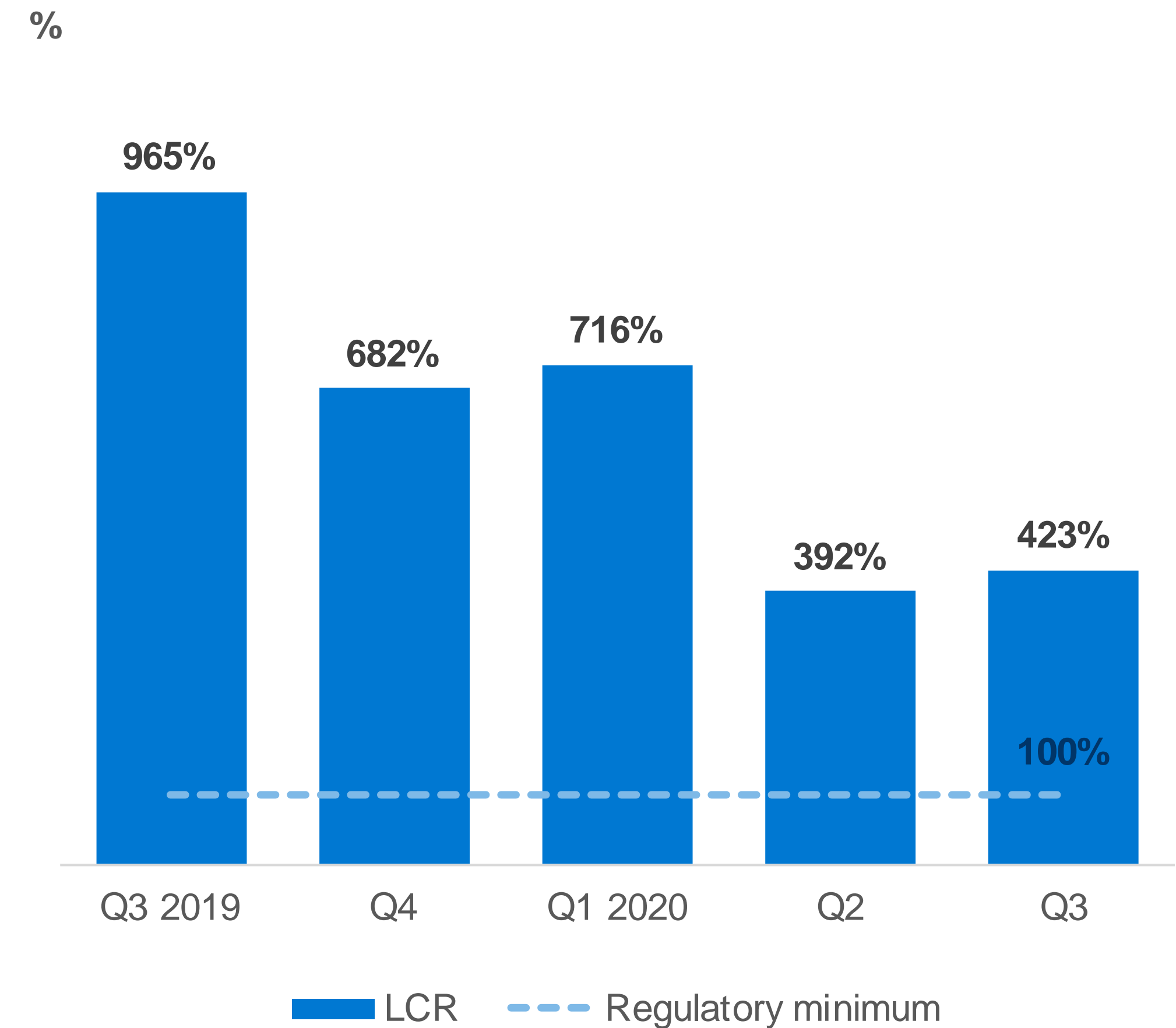
\*Q3 2020 market share data as of August

# Capital base supports growth plans

### Quarterly capitalization



### Liquidity coverage ratio (LCR)

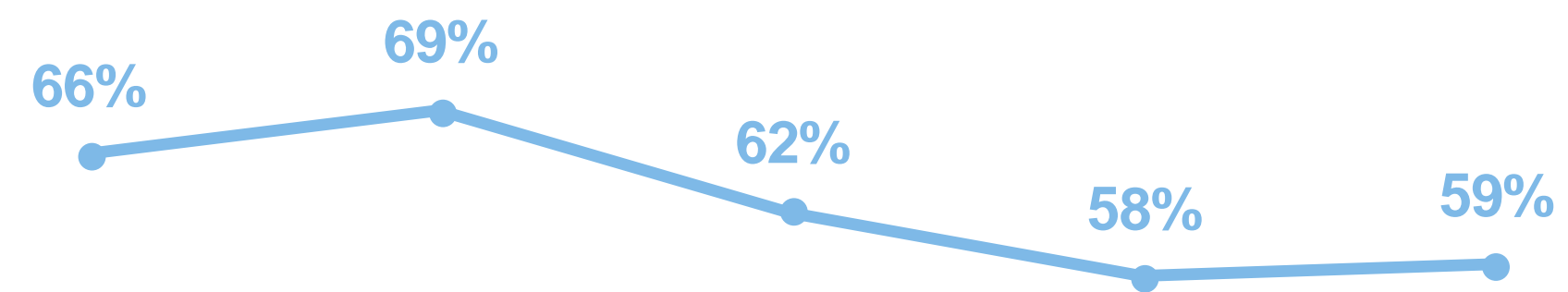


Eligible capital decrease due to deduction of impairment losses until audited interim profit

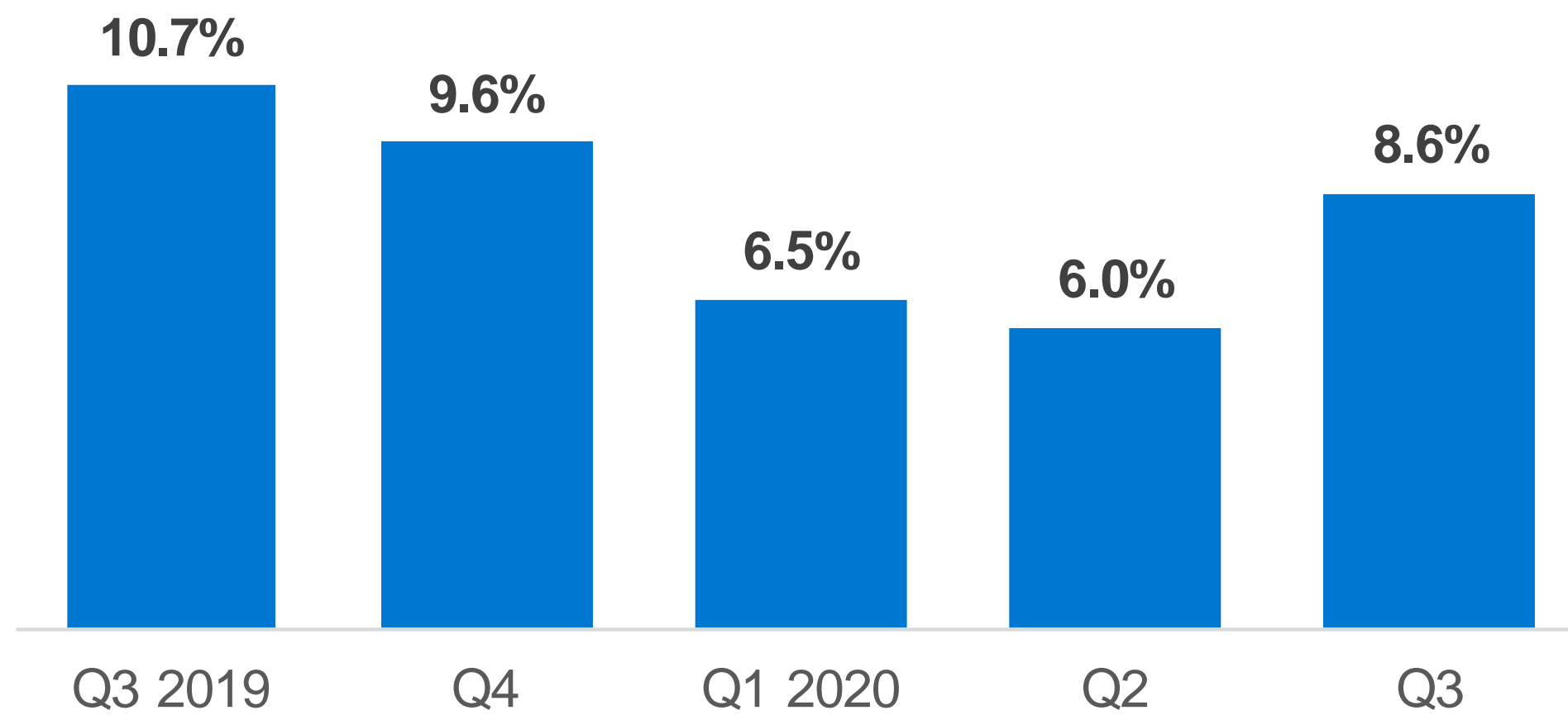
# Performance indicators are improving

## Cost / income ratio (CIR) and ROE

Cost / income ratio %



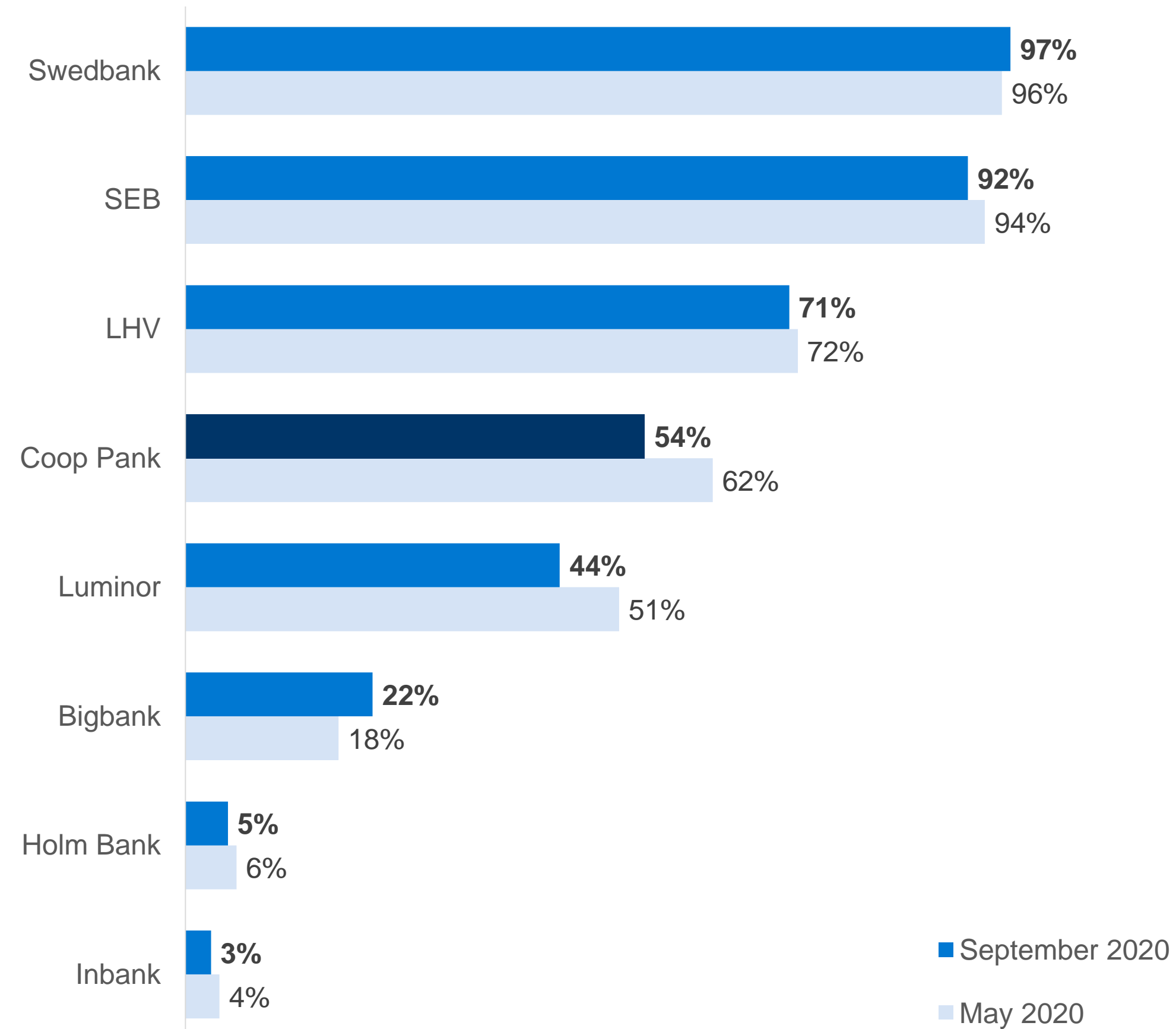
ROE %



- 2022 targets:
  - Cost / income ratio 50%
  - ROE 15%

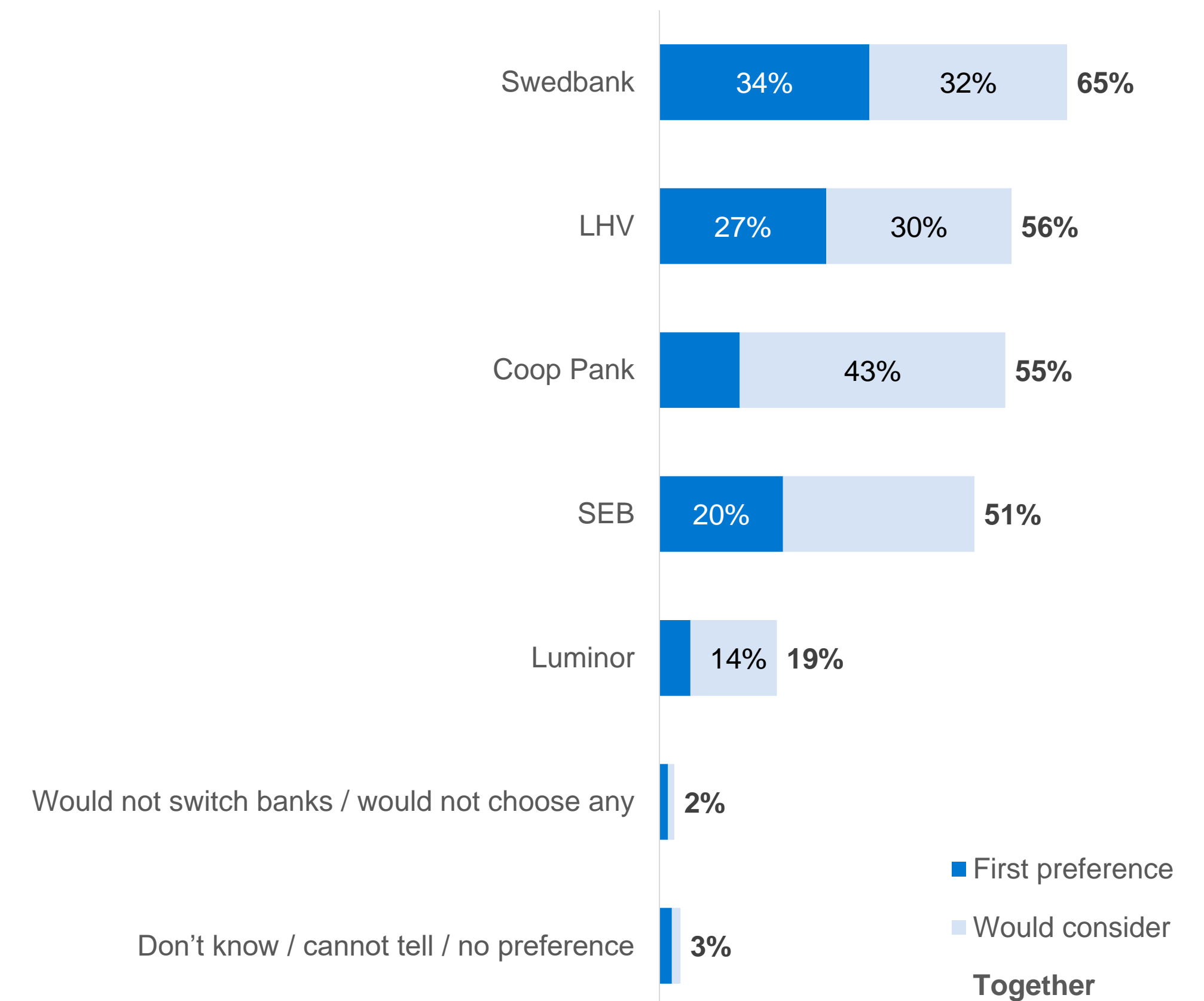
# Brand awareness and preference as financial partner

## Brand awareness of Coop Pank



Source: reports of Initiative brand study, May 2020 and September 2020

## Preference as financial partner

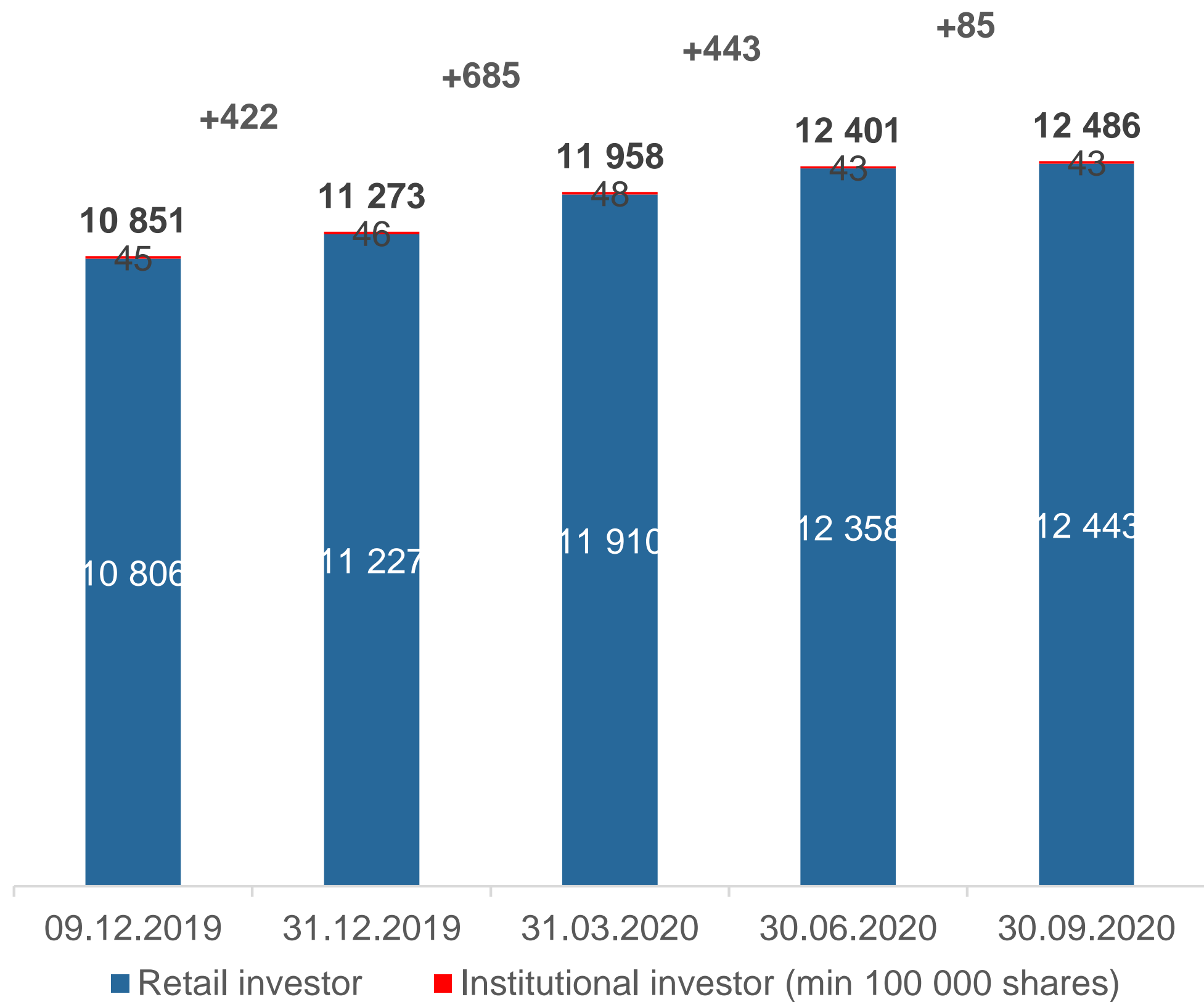


Source: reports of Initiative brand study, September 2020



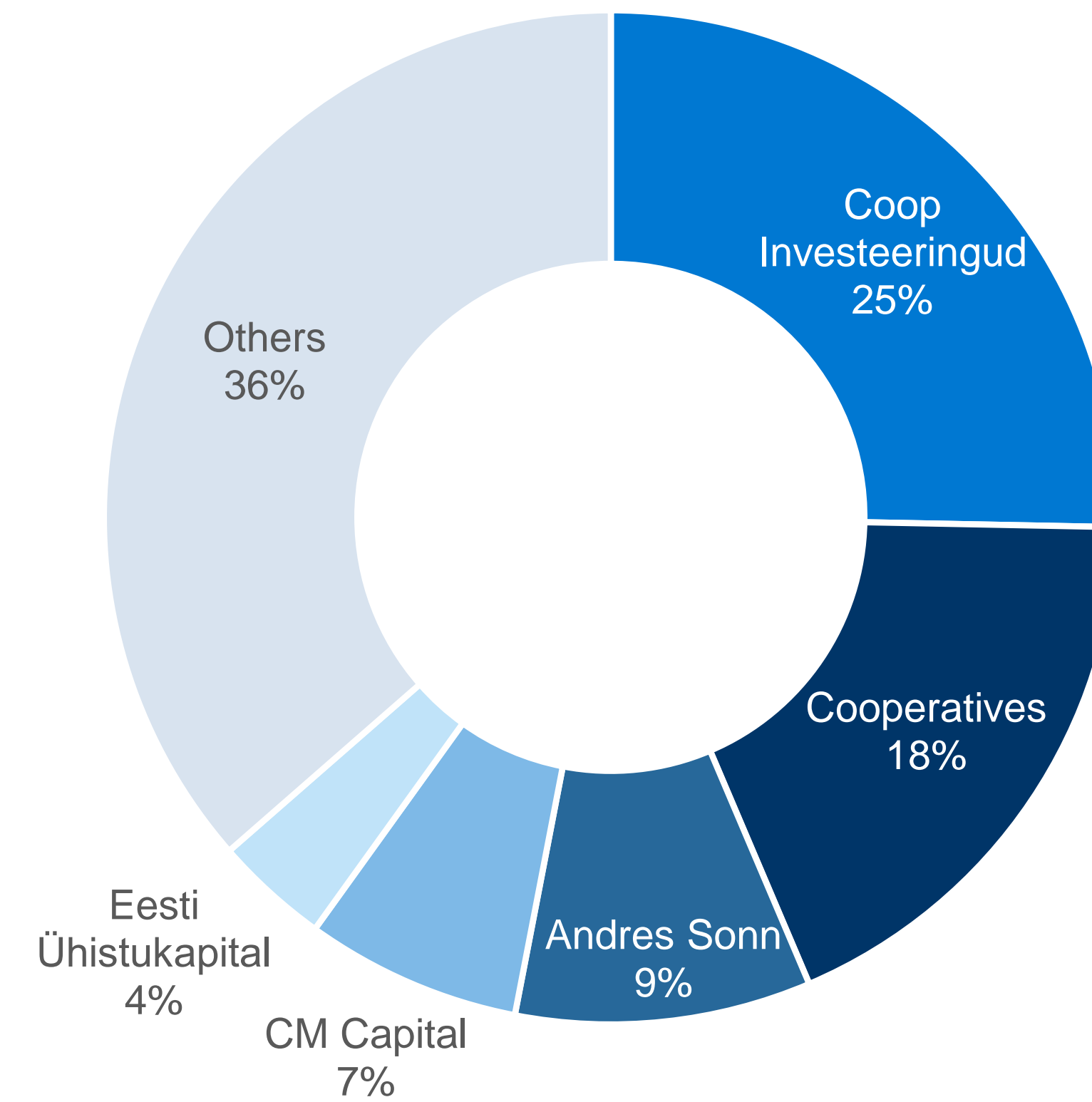
## Amount of Coop Pank shareholders

No of shareholders



## TOP shareholders

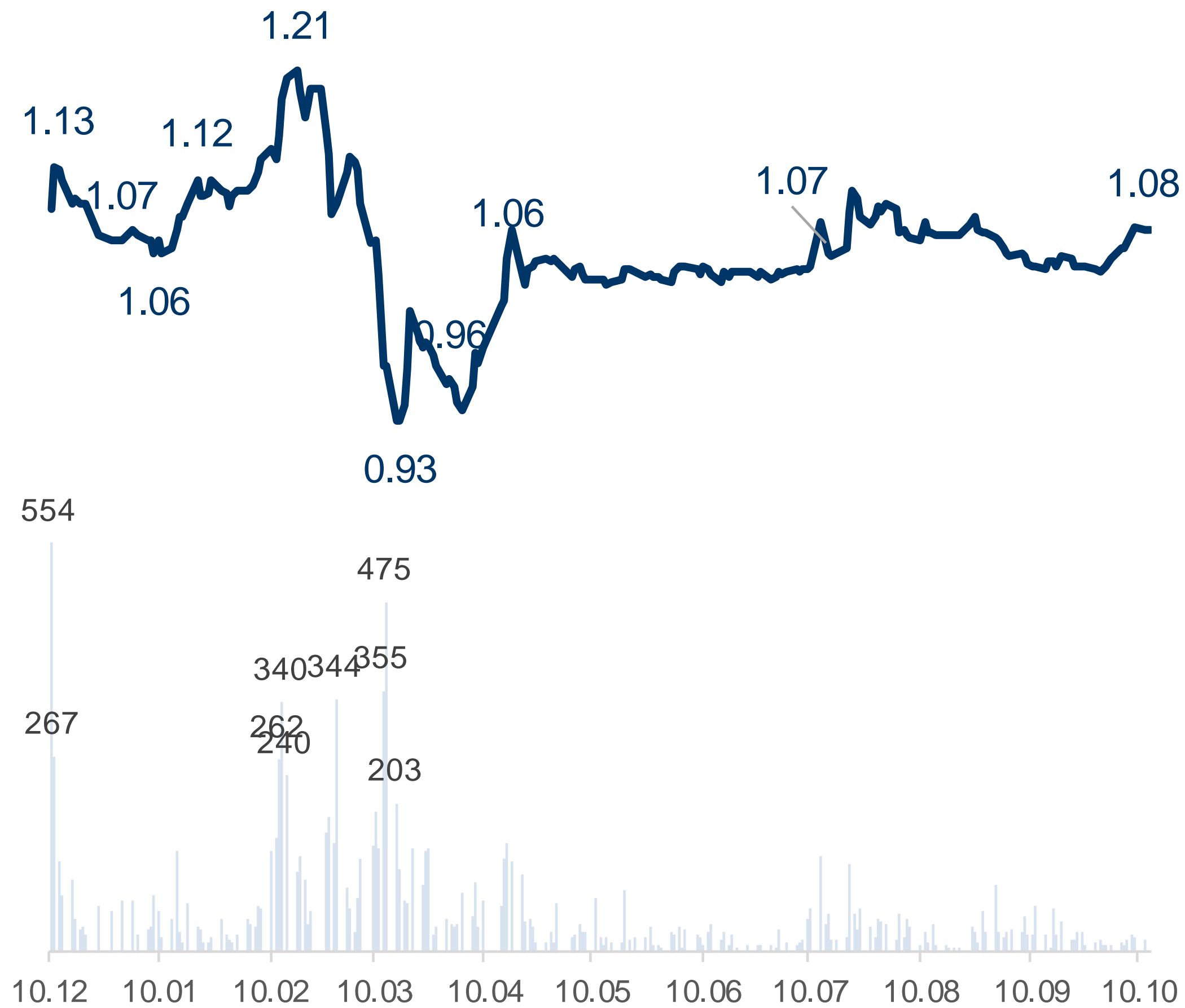
Shareholder distribution of Coop Pank as at 30.09.2020



# Share price

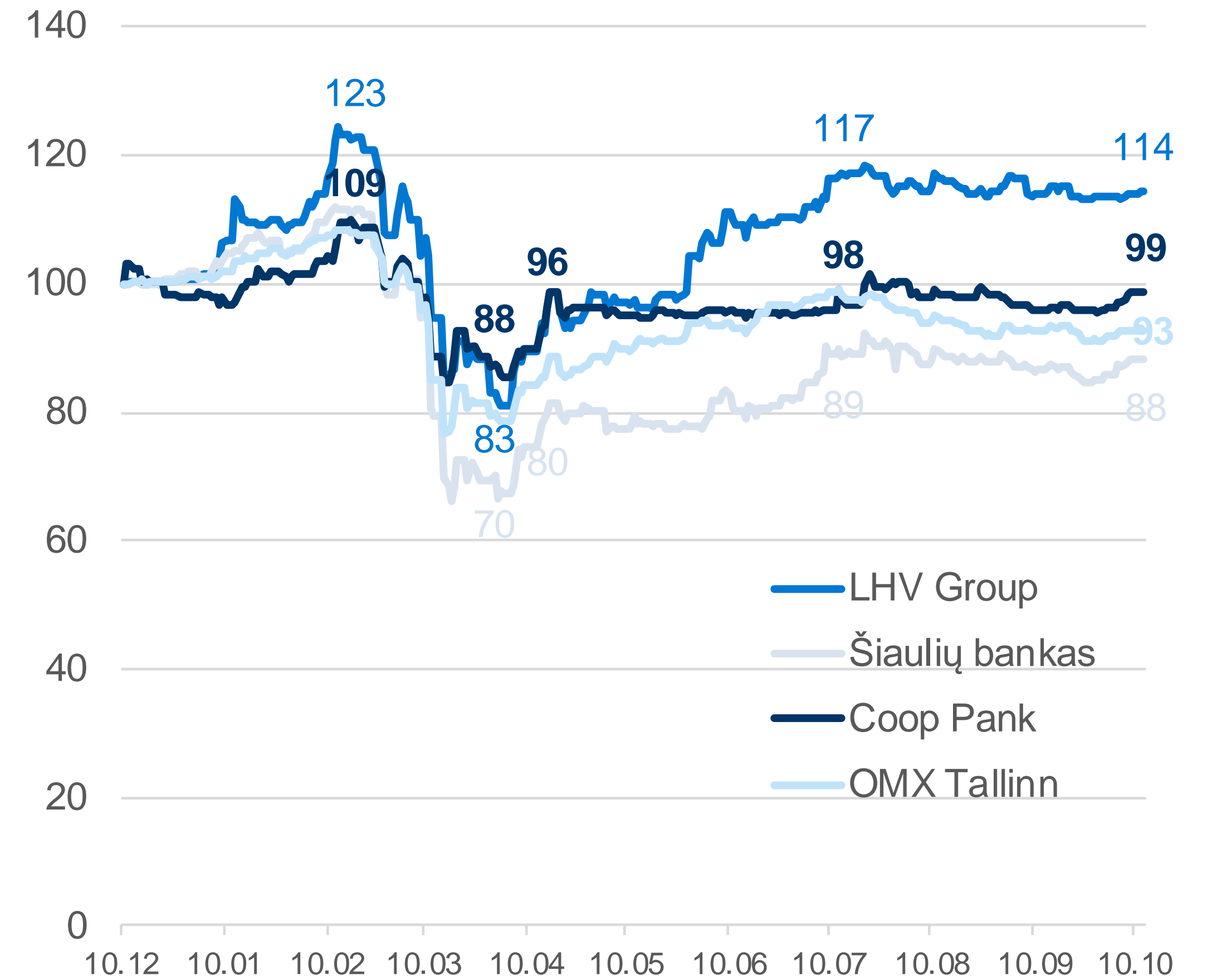
Coop Pank share price and trading volume by dates

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



# Summary: Q3 2020 results

- Loan portfolio increased by 40m€ (+7% QoQ)
- Deposits increased by 73m€ (+12% QoQ)
- 5 400 new clients (+7% QoQ)  
Bank has a total of 80 000 clients with bank account
- Profit 2m€ (+48% QoQ). Bank is well capitalised
- Moody's investment grade rating Baa2

5 400 new clients  
2m€ profit

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