

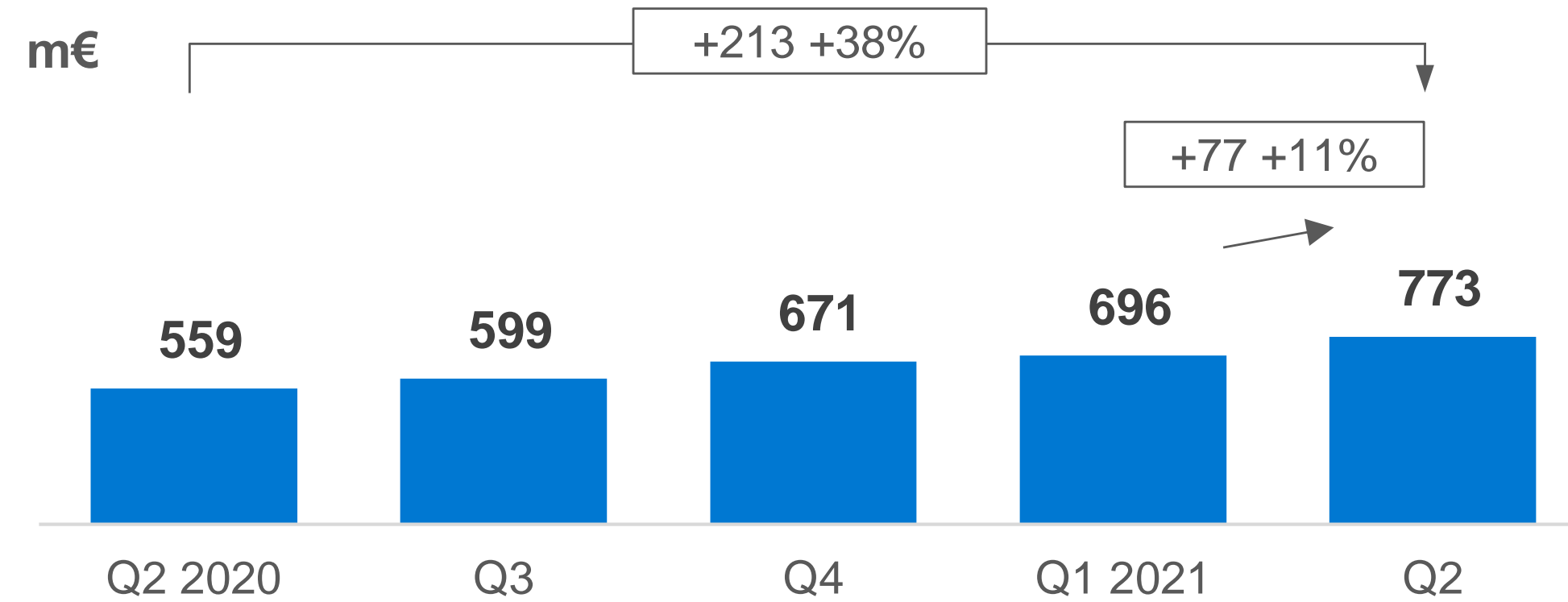


Coop Pank Group 2021 Q2 unaudited results

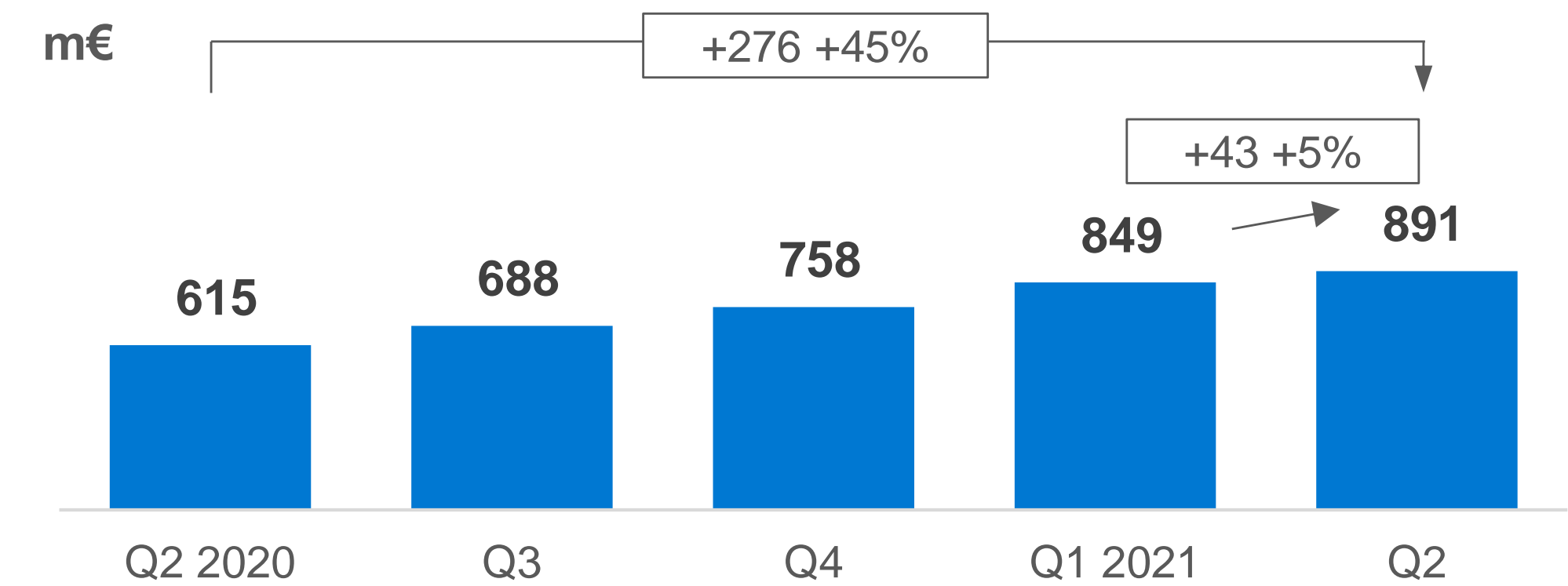
21.07.2021

Business volumes in quarterly comparison

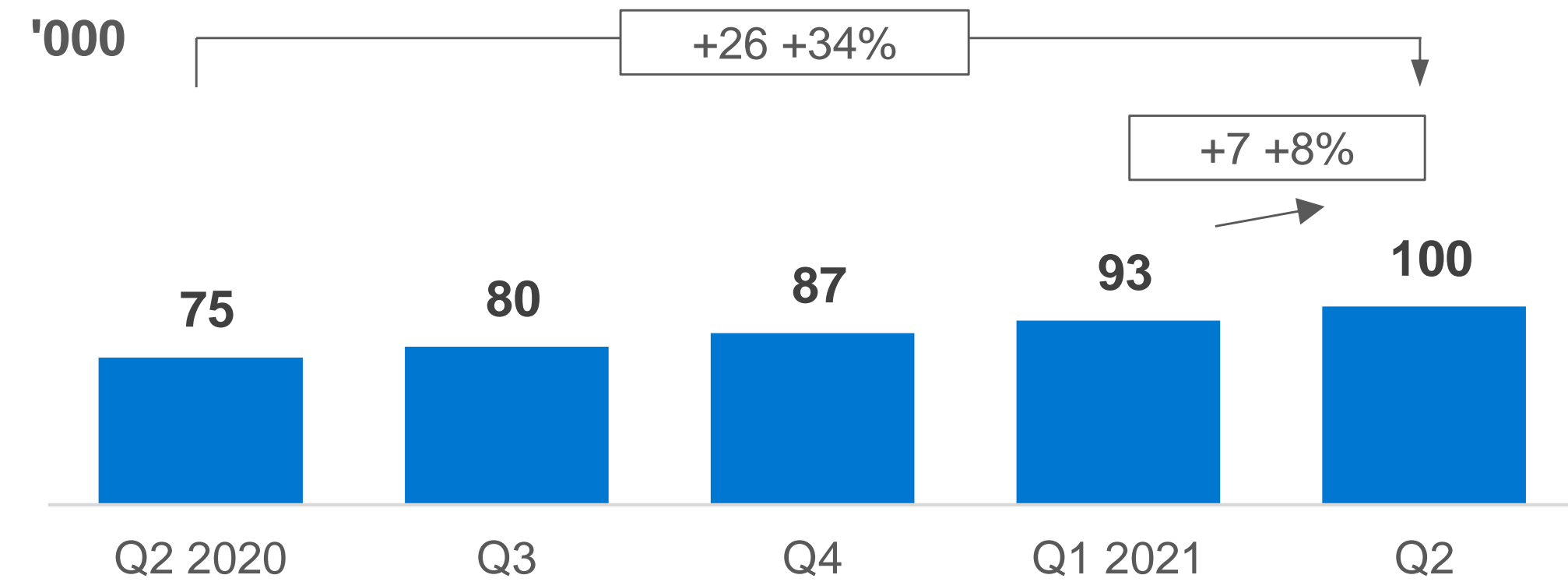
Loans



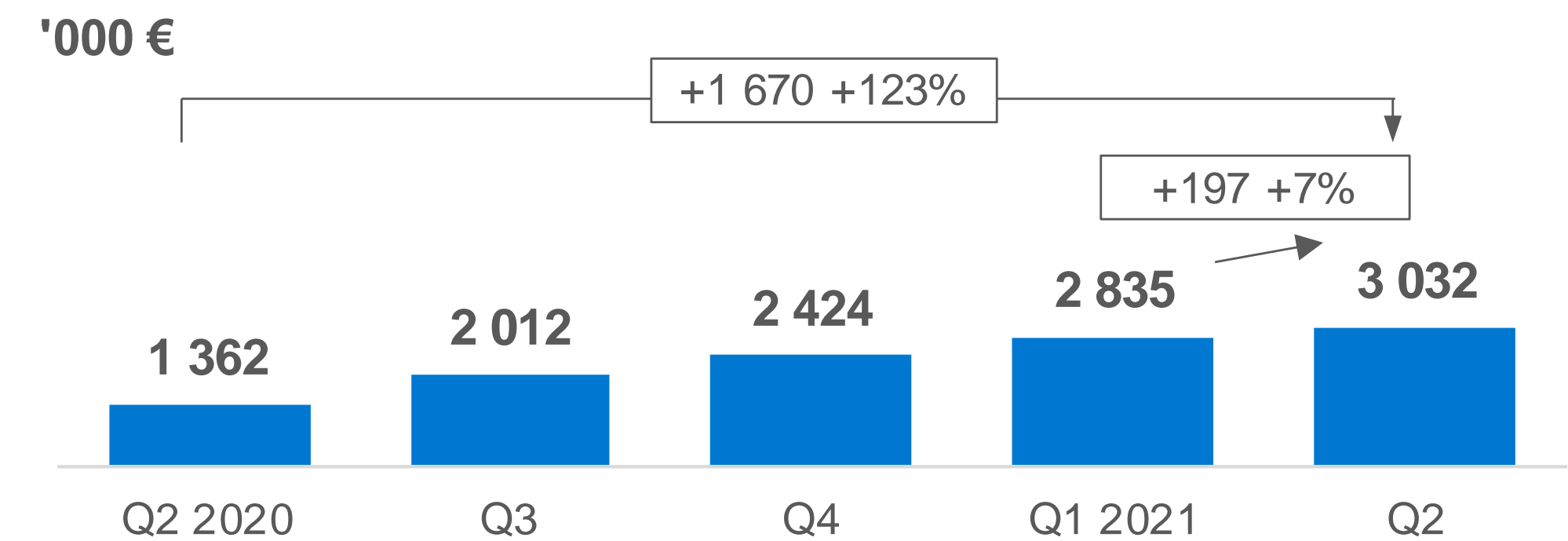
Deposits



Daily banking clients



Net profit



Results of Q2 2021 – compared to Q2 2020

Key indicators in year on year comparison

	Q2 2021	Q2 2020	Year on Year change	
Net operating income ('000 €)	9 341	7 464	+1 877	+25%
Interest	8 325	6 852	+1 473	+21%
Service fees and commissions	783	477	+306	+64%
Other	233	135	+98	+73%
Operating expenses	-5 336	-4 355	-981	+23%
Operating profit	4 005	3 109	+896	+29%
Impairment costs	-753	-1 721	+968	-56%
Profit before income tax	3 252	1 388	+1 864	+134%
Income tax	-220	-26	-194	+746%
Net profit	3 032	1 362	+1 670	+123%
Net loan portfolio (m€)	773	559	+213	+38%
Deposits and loans received	891	615	+276	+45%
Equity	104	92	+12	+13%
ROE	11.9%	6.0%	+5.9%	
Net interest margin (NIM)	3.4%	4.1%	-0.7%	
Cost of financing	0.8%	1.0%	-0.2%	
Cost / income ratio (CIR)	57%	58%	-1.2%	
Capital adequacy ratio	18.9%	20.8%	-1.9%	

- Revenues +1.9m€ (+25%)
 - Net interest increased +1.5m€ as loan portfolio grew by 213m€
 - Service fees +0.3m€
- Operating expenses +1.0m€ (+23%)
 - Payroll expenses (number of full-time employees increased)
 - IT costs
 - Marketing costs
- Impairment costs -56%
 - One off impairments due to corona pandemic totalled 0.7m€ in Q2 2020
- Net profit +123%

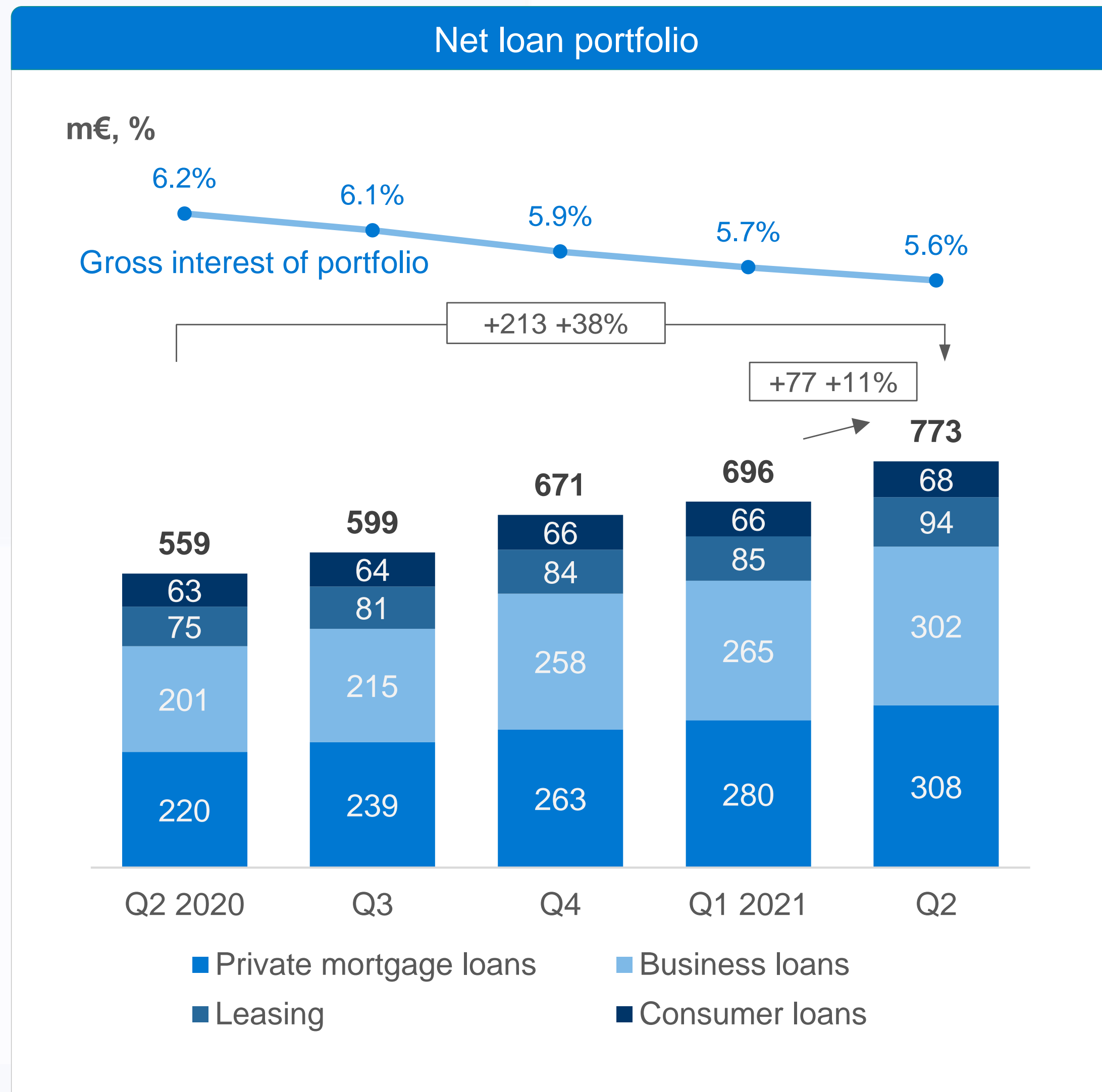
Results of Q2 2021 – compared to Q1 2021

Key indicators in quarterly comparison

	Q2 2021	Q1 2021	Quarterly change	
Net operating income ('000 €)	9 341	8 893	+448	+5%
Interest	8 325	8 043	+282	+4%
Service fees and commissions	783	648	+135	+21%
Other	233	202	+31	+15%
Operating expenses	-5 336	-5 123	-213	+4%
Operating profit	4 005	3 770	+235	+6%
Impairment costs	-753	-771	+18	-2%
Profit before income tax	3 252	2 999	+253	+8%
Income tax	-220	-164	-56	+34%
Net profit	3 032	2 835	+197	+7%
Net loan portfolio (m€)	773	696	+77	+11%
Deposits and loans received	891	849	+43	+5%
Equity	104	100	+4	+3%
ROE	11.9%	11.5%	+0.4%	
Net interest margin (NIM)	3.4%	3.5%	-0.2%	
Cost of financing	0.8%	0.8%	+0.0%	
Cost / income ratio (CIR)	57%	58%	-0.5%	
Capital adequacy ratio	18.9%	20.7%	-1.8%	

- Revenues +0.4m€ (+5%)
 - Net interest +0.3m€ (+4%)
 - Service fees +0.1m€ (+21%)
- Operating expenses +0.2m€ (+4%)
 - Payroll expenses
 - IT costs
- Impairment costs -2%
- Net profit +7%

Loan portfolio growth driven by business loans

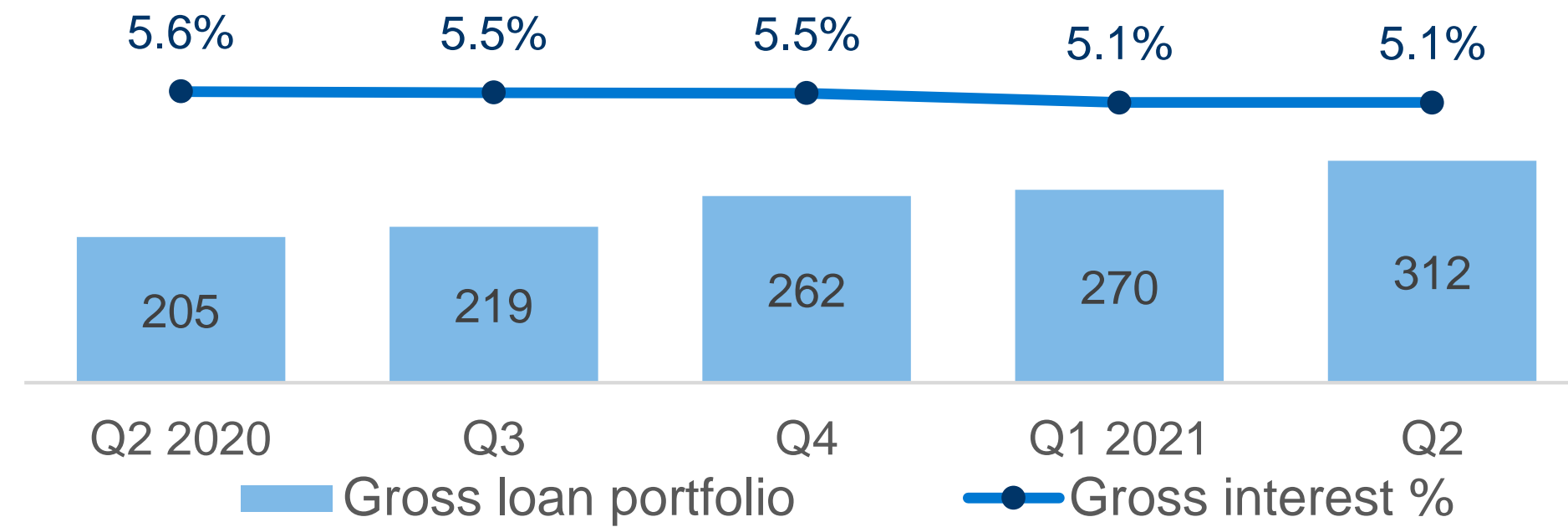


- Quarterly growth of loan portfolio +77m€ (11%)
 - Business loans +36m€ (+14%)
 - Private mortgage loans +29m€ (+10%)
 - Leasing +10m€ (+11%)
 - Consumer loans +2m€ (+3%)
- Gross interest of portfolio is decreasing moderately
 - We are taking part in financing even bigger corporate/private clients which offer lower returns
 - Decreased proportion of consumer loans in total group loans impacts interest margin (see next slide)

Loan portfolio interest by business lines

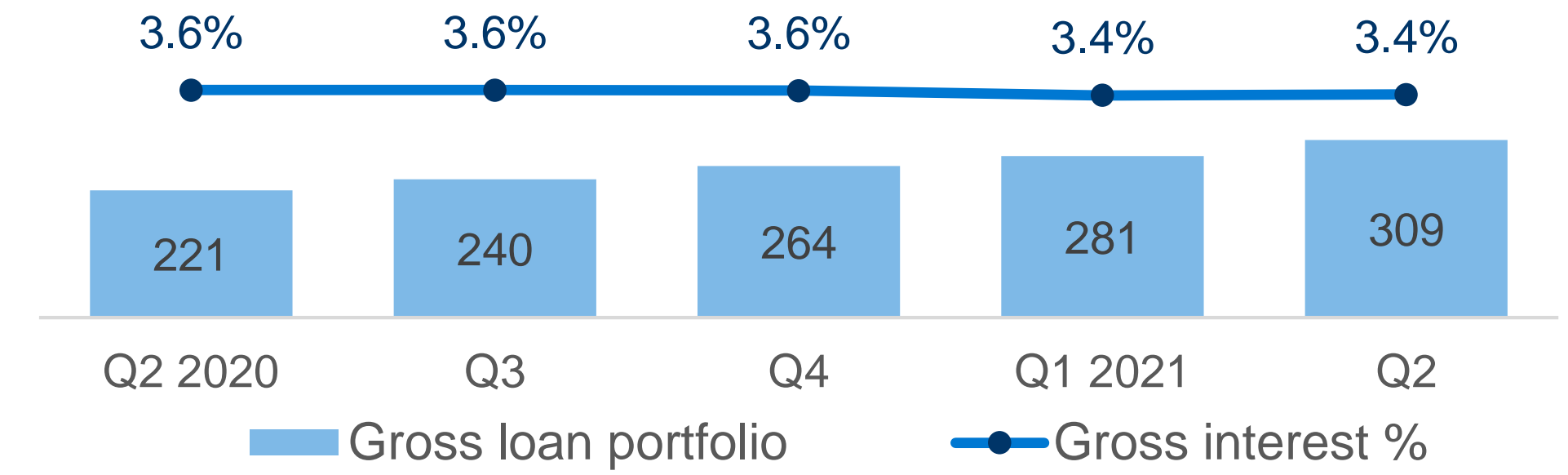
Business loans

m€, %



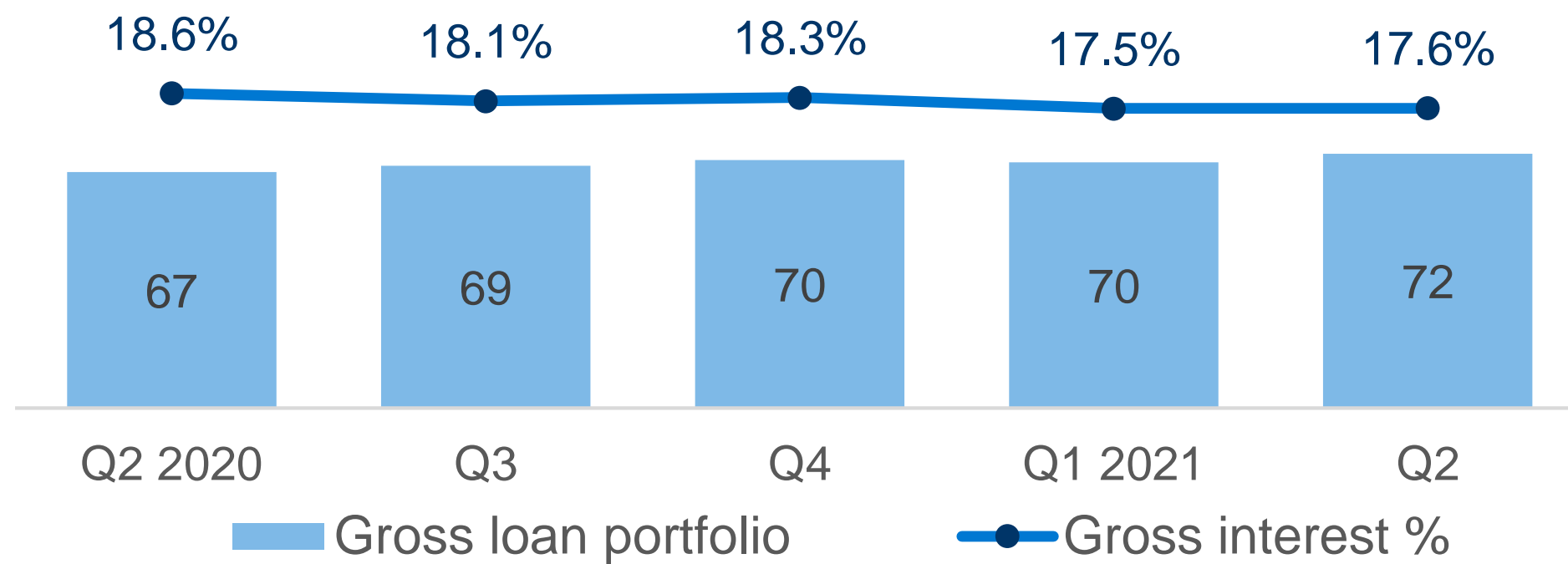
Private mortgage loans

m€, %



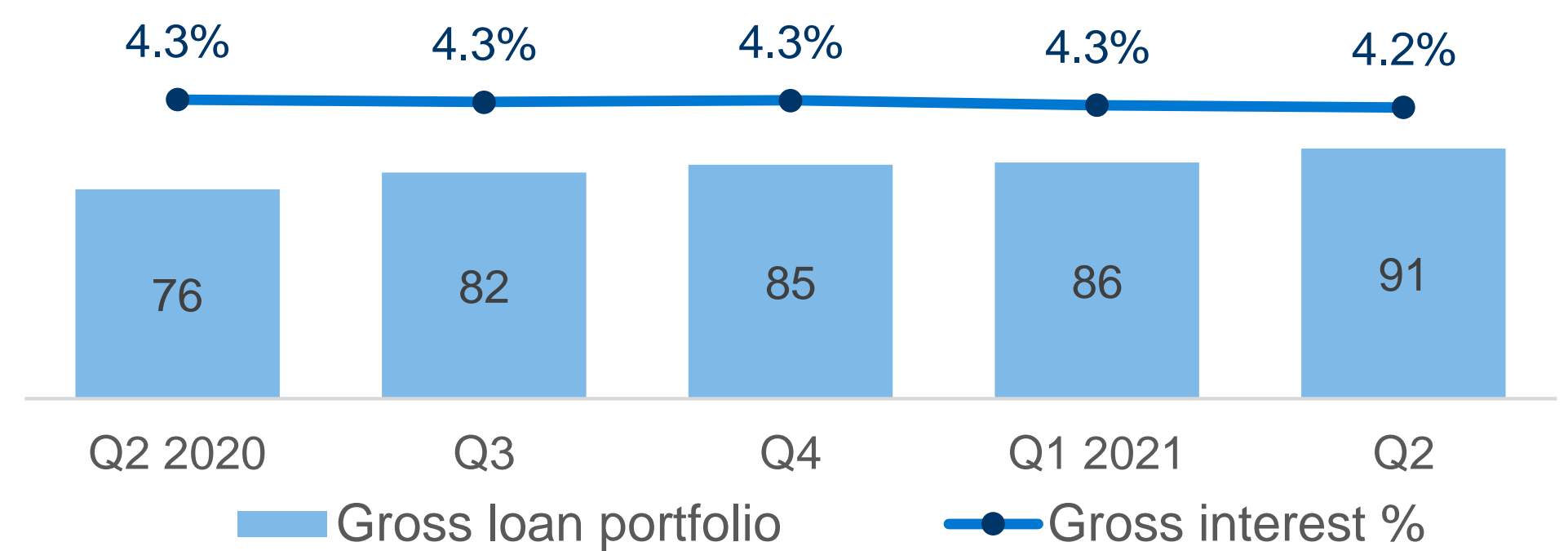
Private consumer loans

m€, %



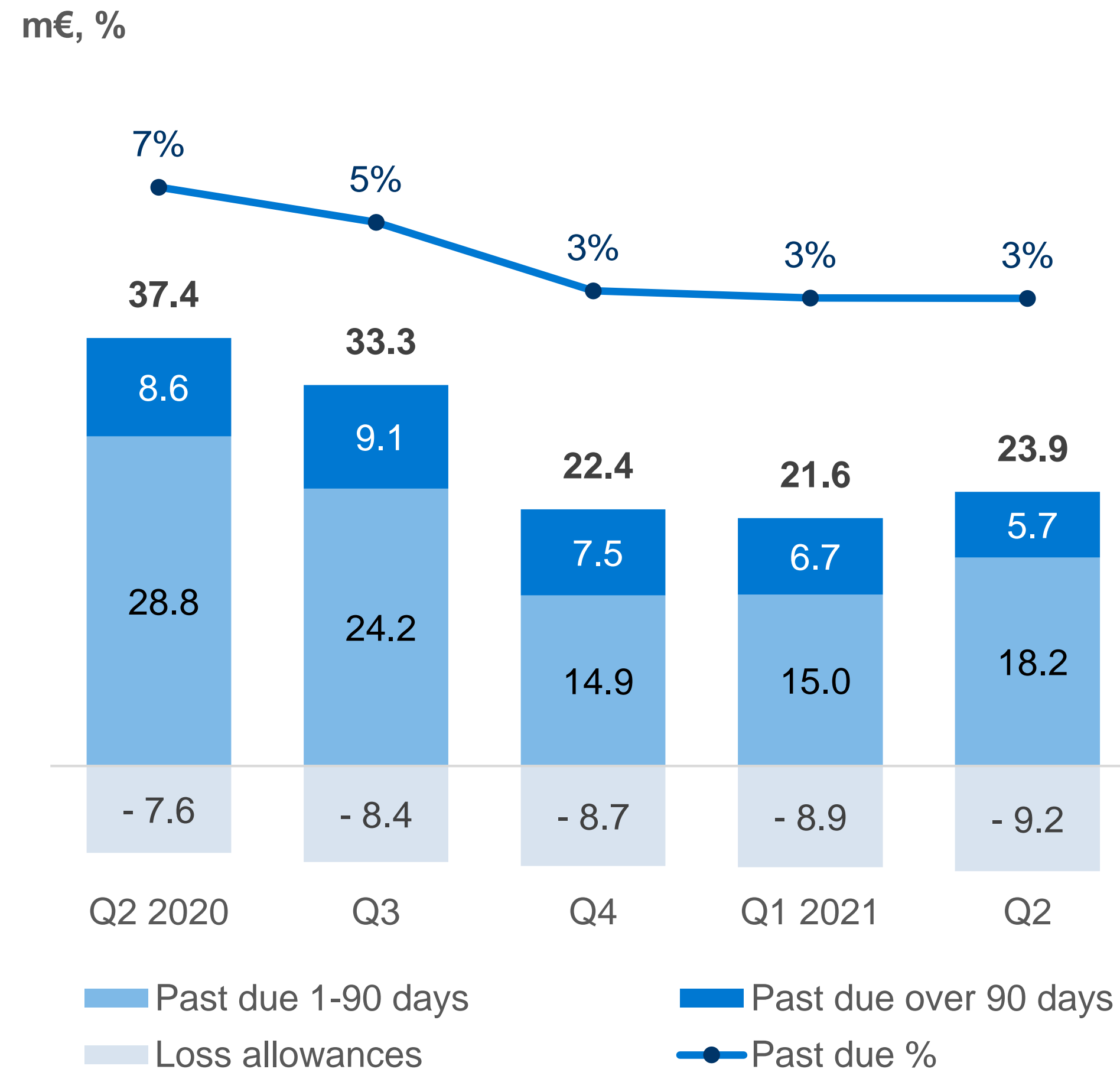
Leasing

m€, %



Quality of loan portfolio

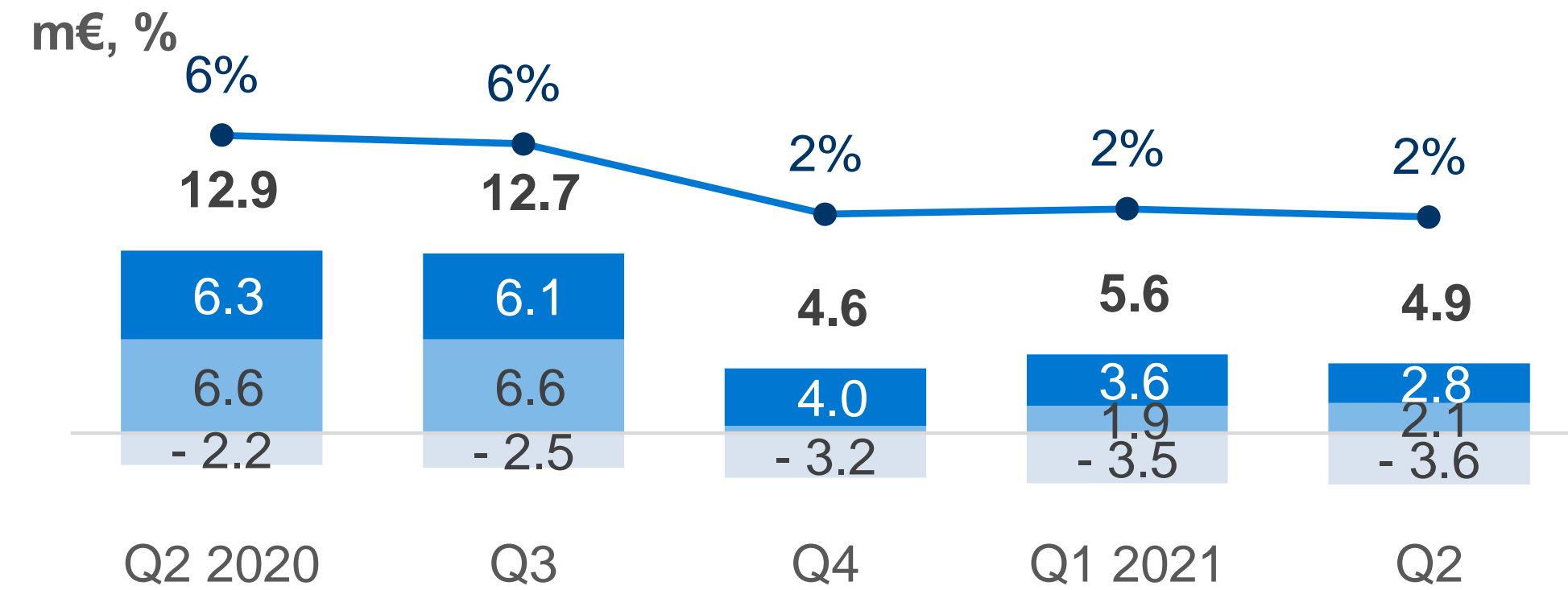
Loans past due and loss allowances in balance sheet



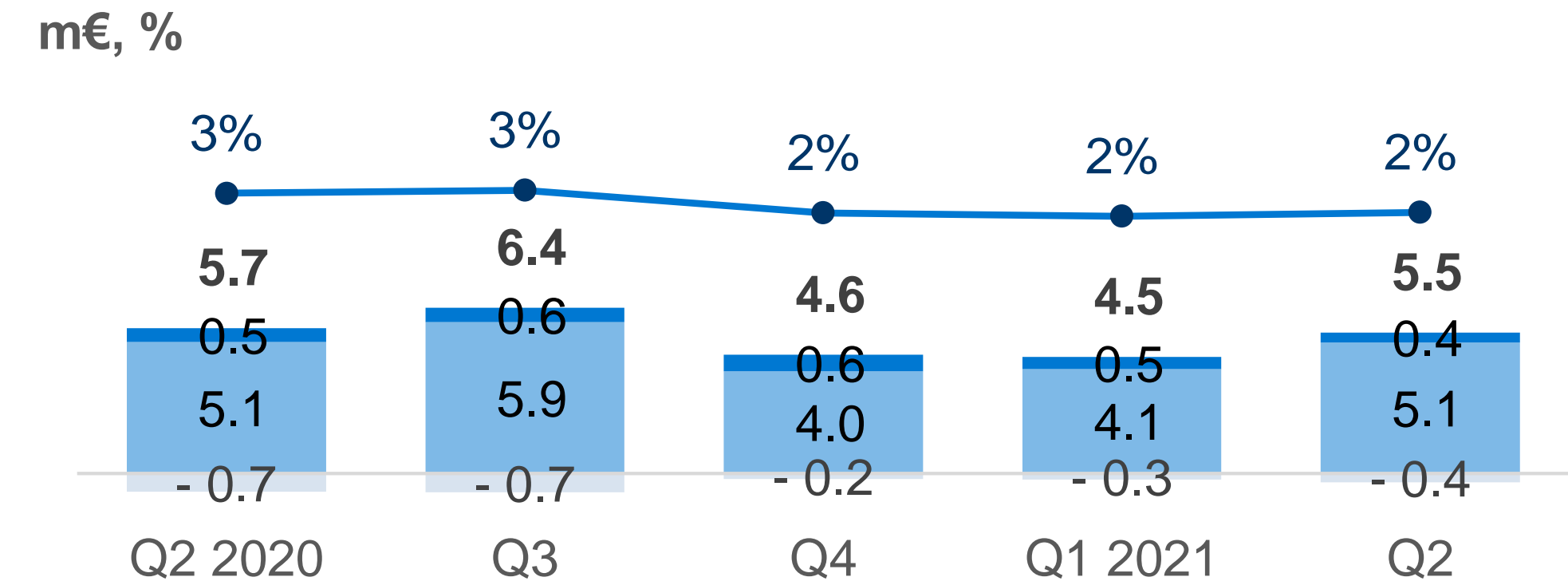
- Past due portfolio remains at low level of 3%
- Amount of payment holidays remains at a stable low level (ca 10m€ Q2 2021: 1% of total portfolio)
- Credit risk cost ratio 0.4% in Q2 2021 (Q1 2021 0.5%; Q2 2020 1.2%)

Loan portfolio quality by business lines

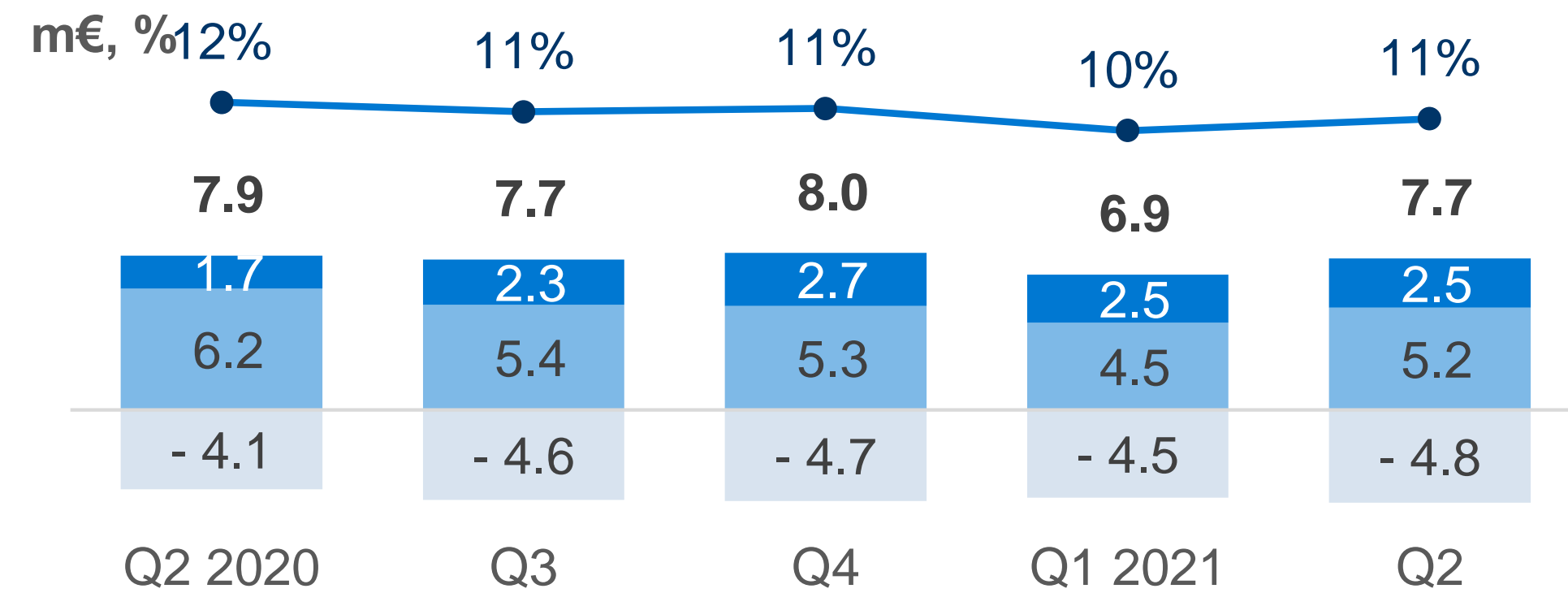
Business loans



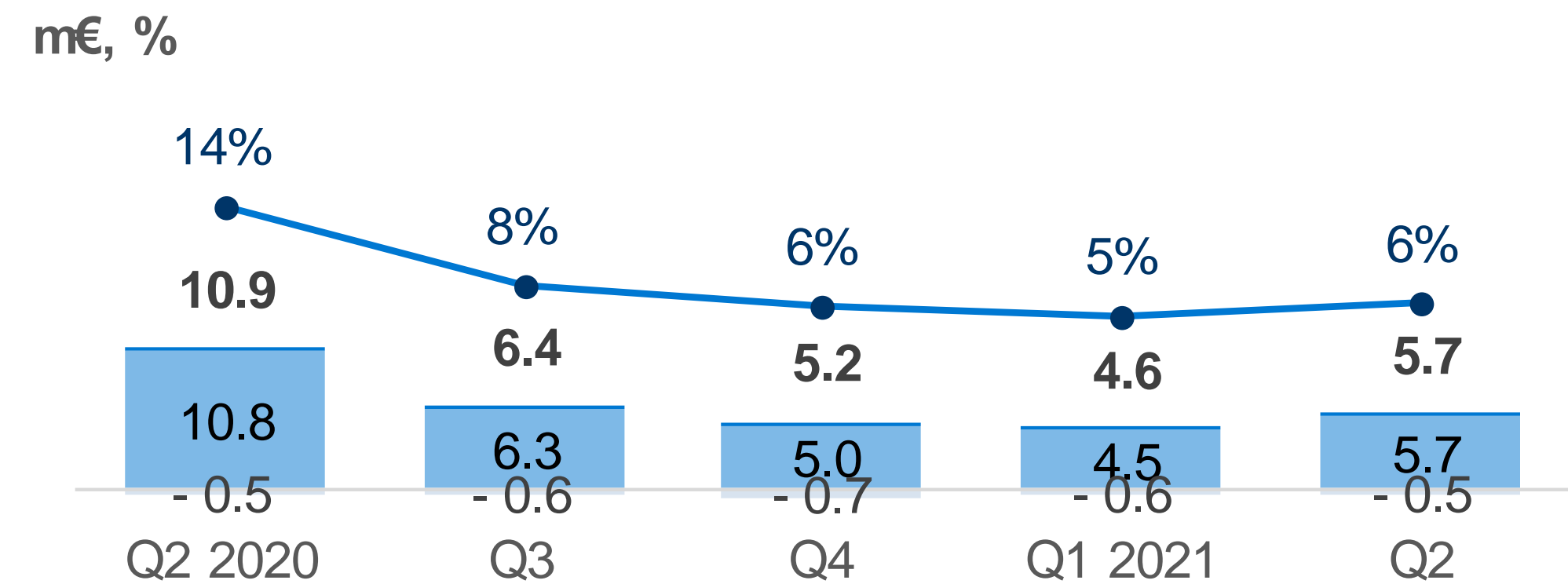
Private mortgage loans



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

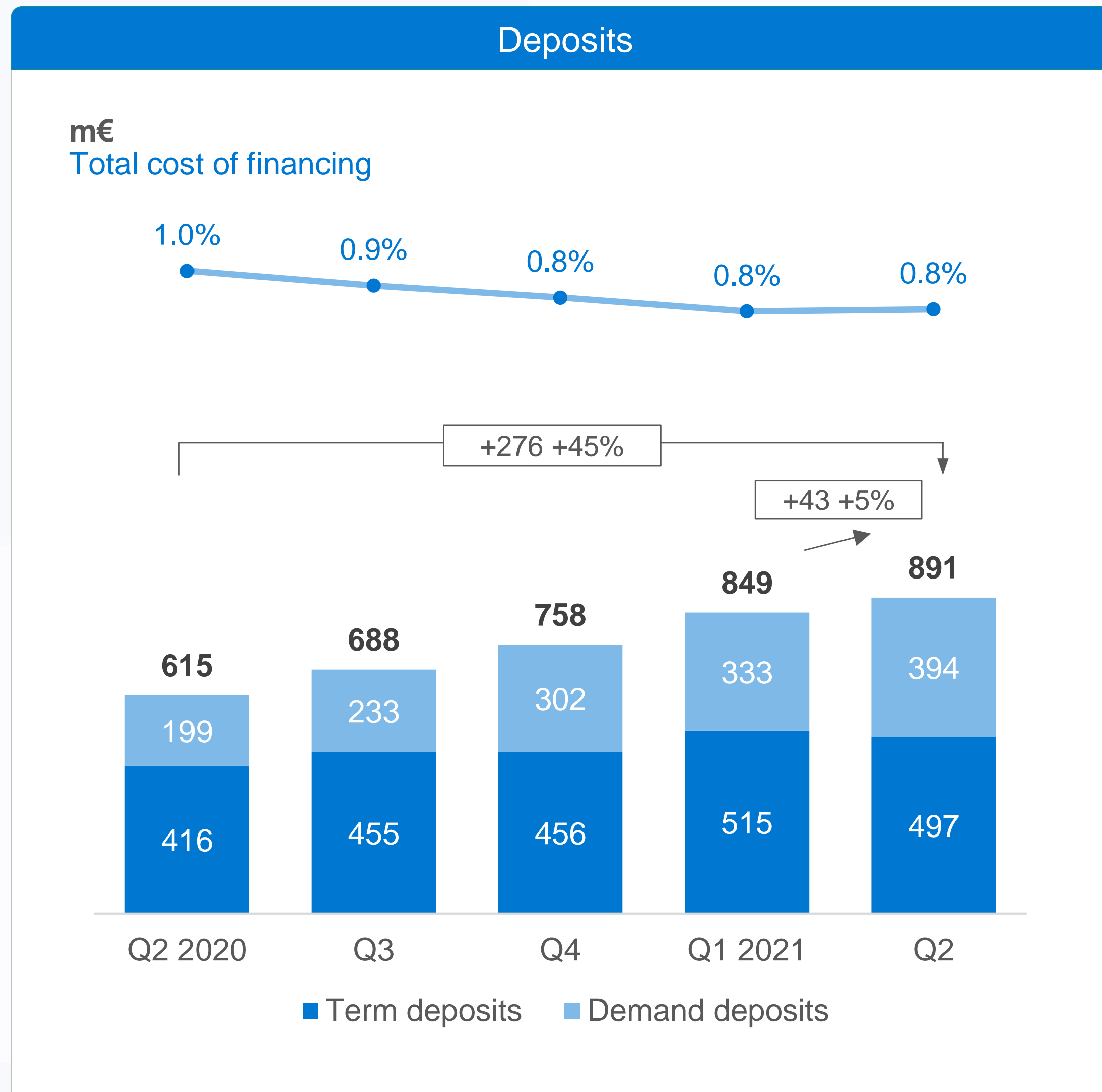
Past due over 90 days

Past due 1-90 days

Loss allowances

Past due %

Amount of deposits increased, cost stable

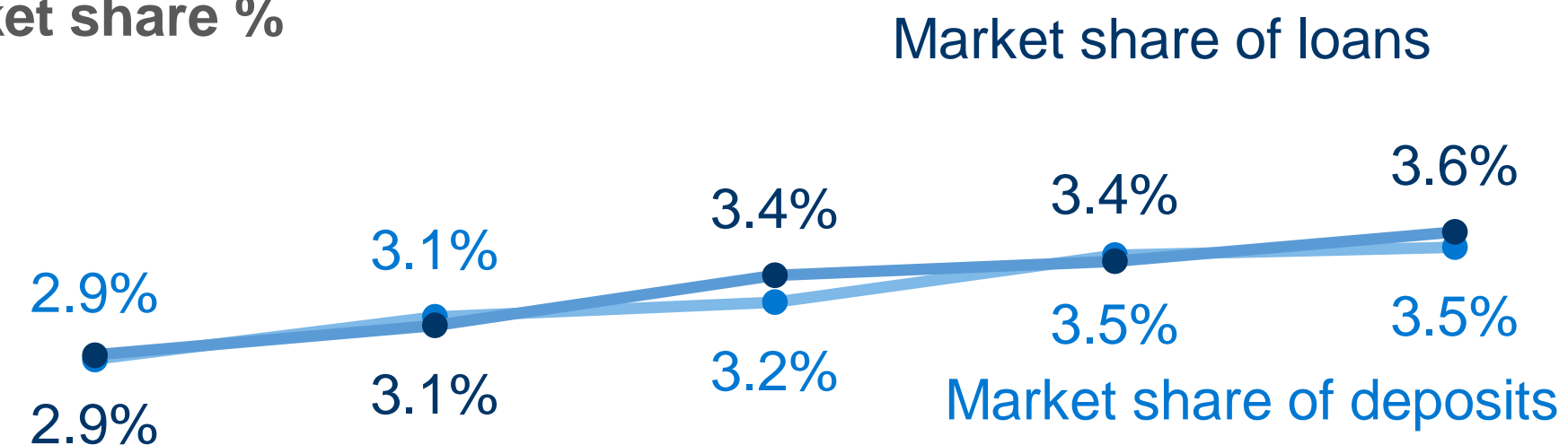


- Deposits grew by 43 € (5%) compared to Q1 2021
 - +18m€ from private clients (+16m€ demand deposits, +2m€ term deposits)
 - +79m€ from business clients (+46m€ demand deposits, +33m€ term deposits)
 - -54m€ impact from Raisin platform and other financial institutions
- Proportion of demand deposits in total deposits at 44% (39% in Q1 2021)
- Total cost of financing remained on 0.8% level in Q2, cost impacted by issuing of subordinated bonds with high interest rate in Q1

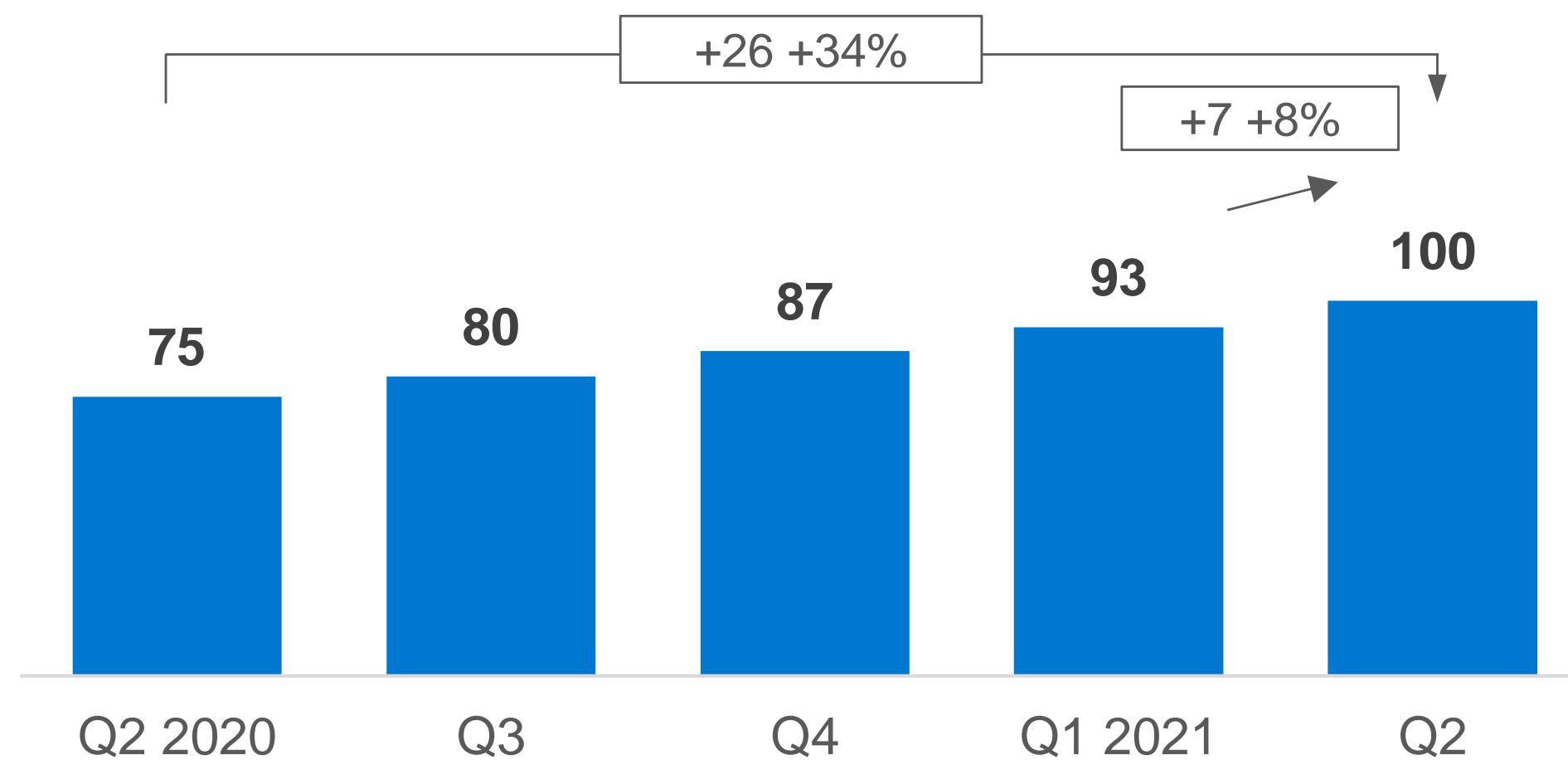
We are growing client base and market share

Market share and number of bank clients

Market share %



No of customers (thousand)

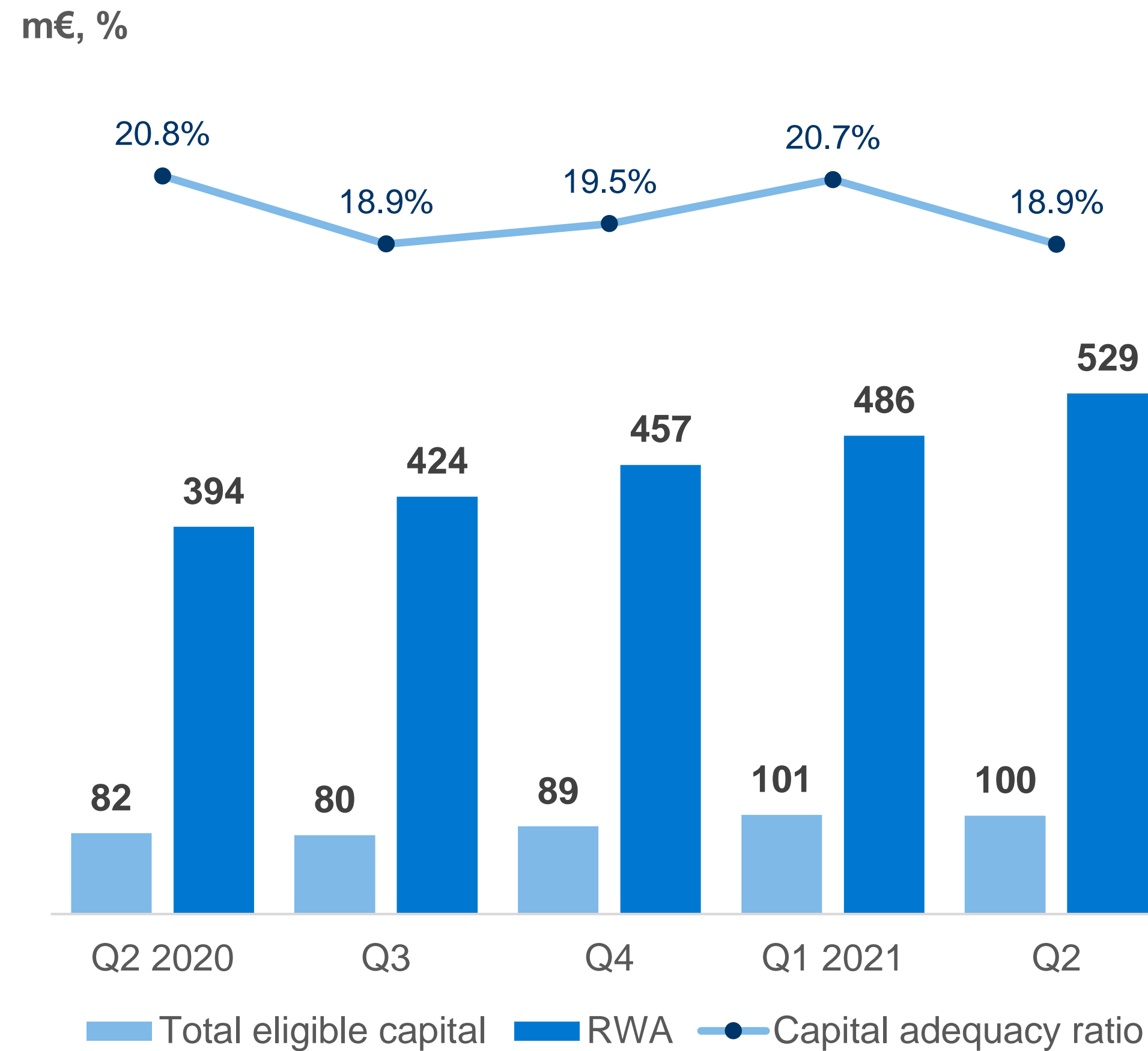


- 7 000 new clients with bank account in Q2 2021 (+6 500 in Q1 2021)
 - +6 500 private clients
 - +500 business clients
- Coop Pank reached its goal of 100 000 daily banking clients
- Bank's market share changed in Q2 2021*
 - Market share in loan portfolio 3.4% => 3.6%
 - Market share in deposits 3.5% => 3.5%

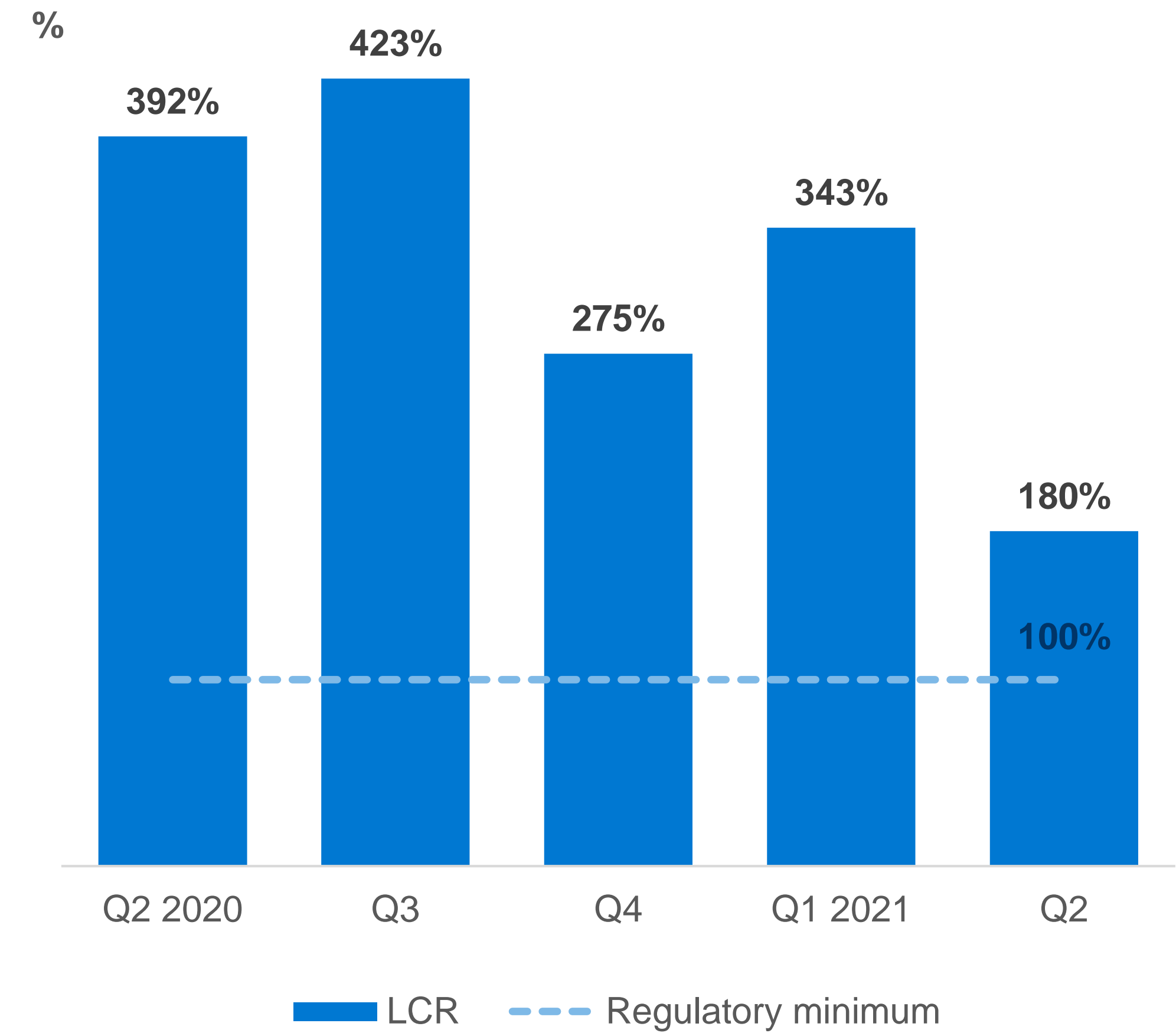
*Source: market share statistics as at May 2021

Capital base supports growth plans

Quarterly capitalization

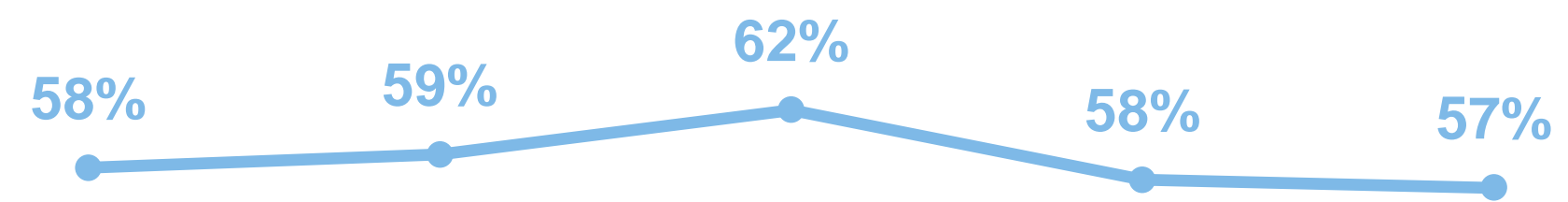


Liquidity coverage ratio (LCR)

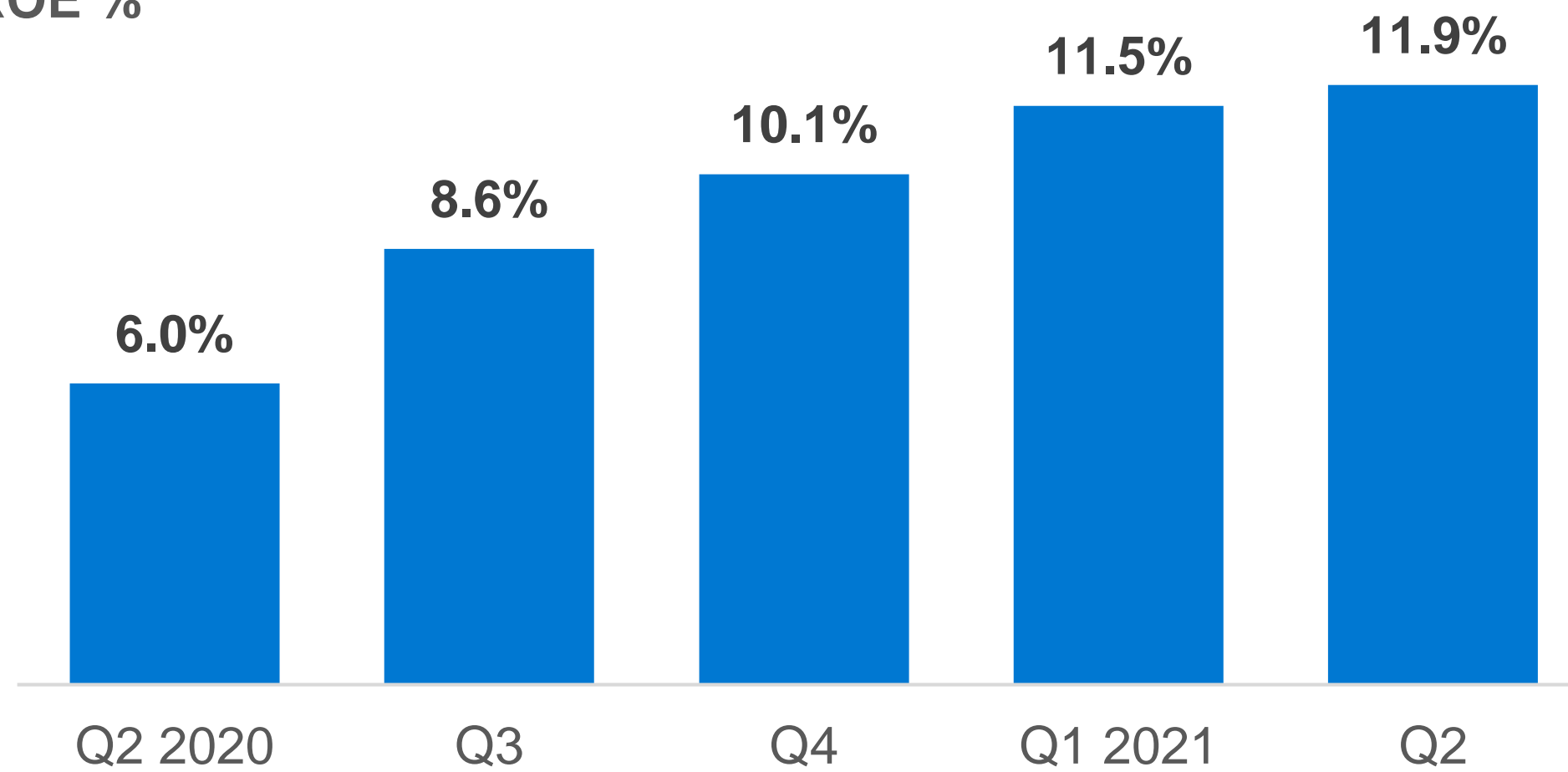


Cost / income ratio (CIR) and ROE

Cost / income ratio %



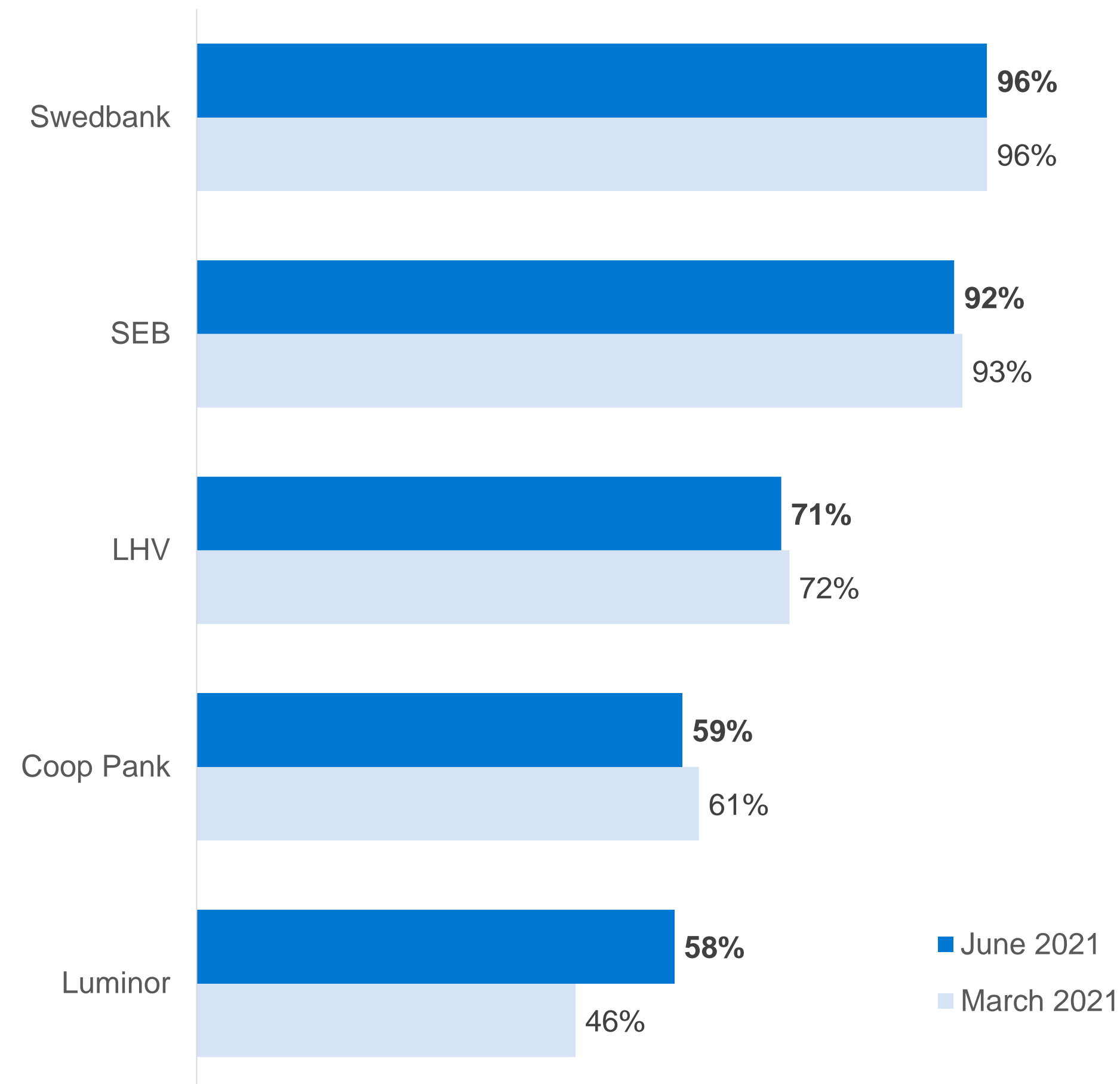
ROE %



- Decreased CIR
 - Revenues +0.4m€ (+5%)
 - Costs +0.2m€ (+4%)
- Increased ROE
 - Strong monthly net profits in Q2 2021

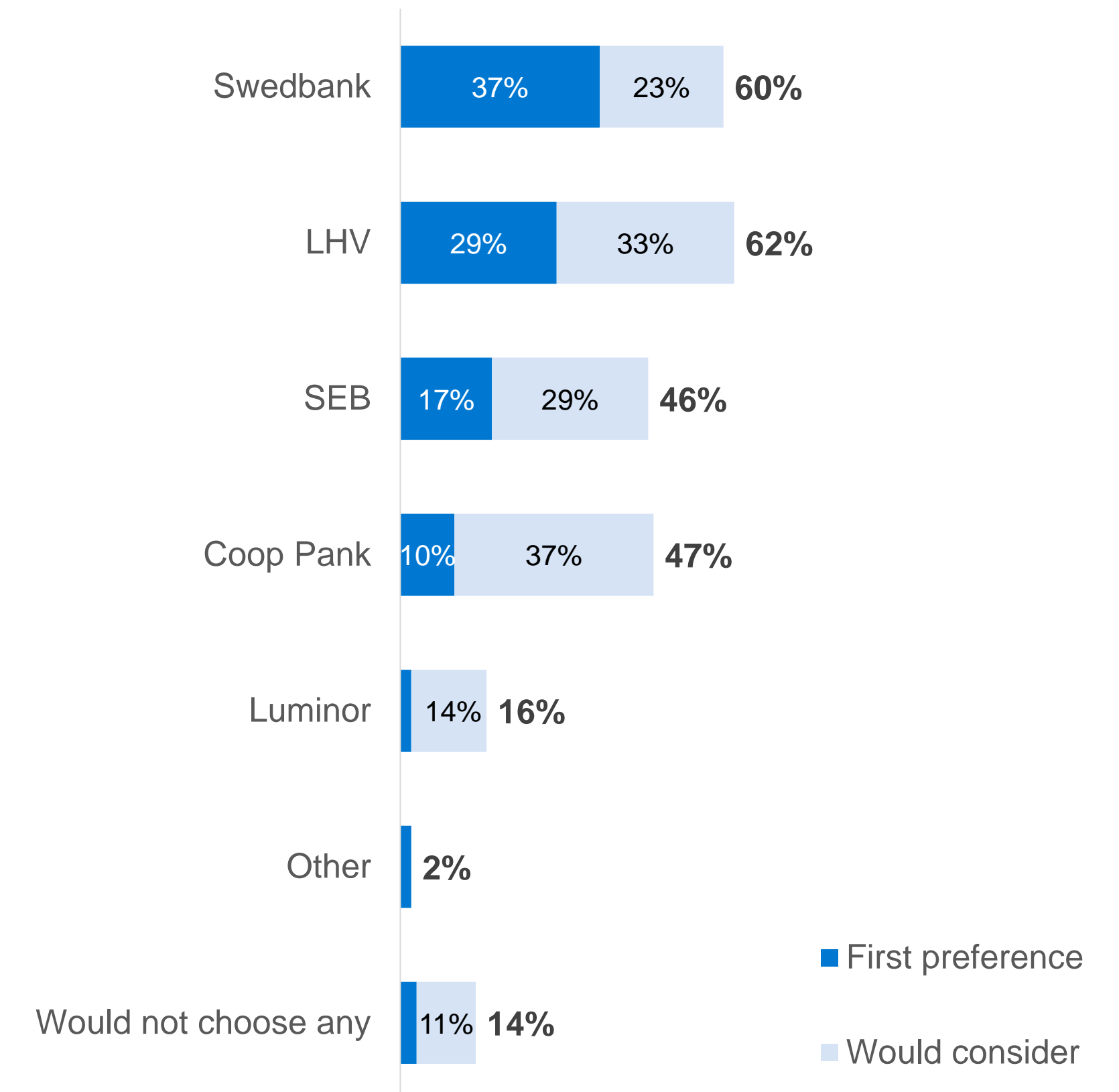
Brand awareness and preference as a financial partner

Brand awareness of Coop Pank



Source: reports of Initiative brand study, March 2021 ja June 2021

Preference as a financial partner



Source: report of Initiative brand study, June 2021

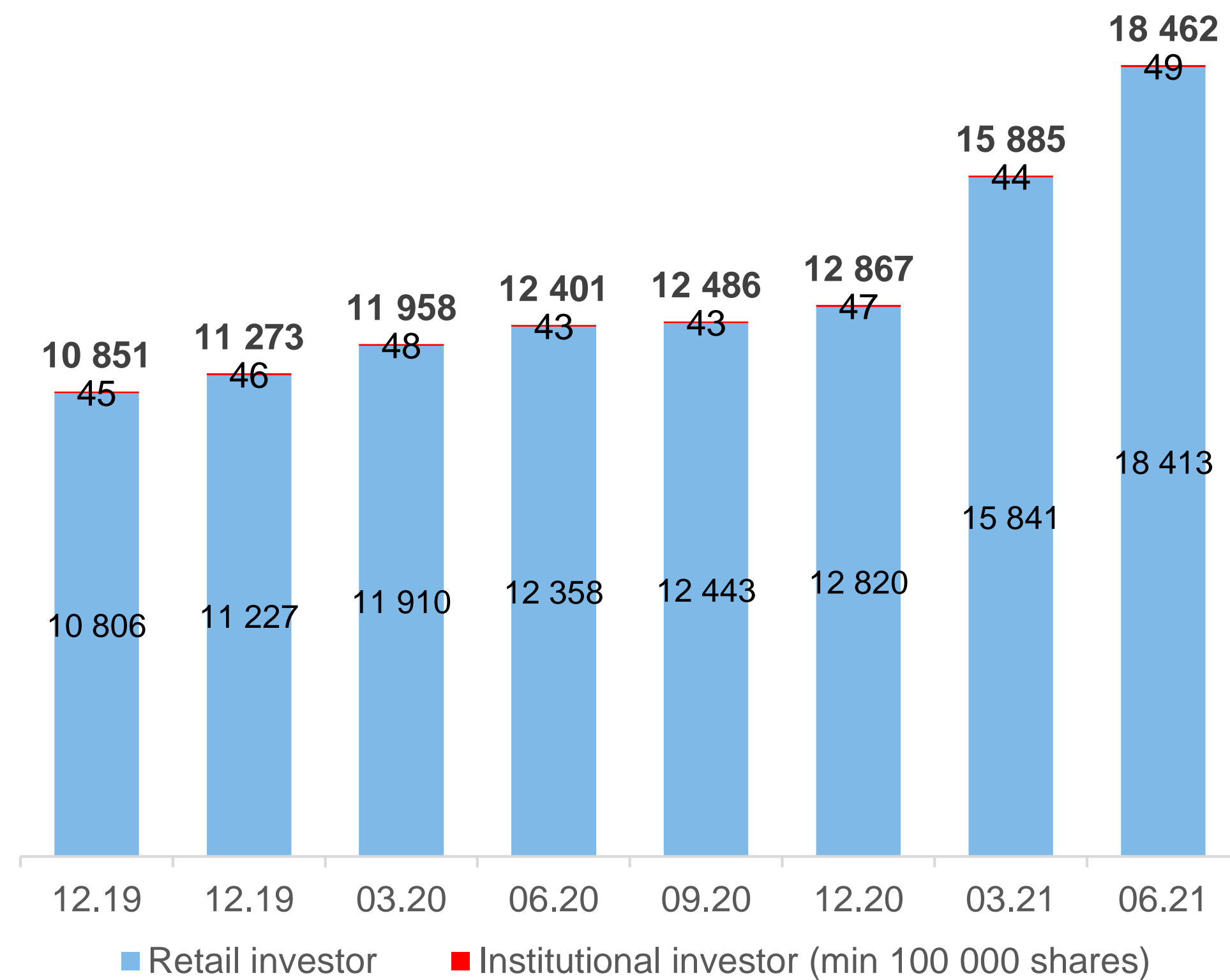
Summary: Q2 2021 results

- Loan portfolio grew by 77m€ in Q2 (+38% YoY)
- Deposits increased by 43m€ in Q2 (+45% YoY)
- 7 000 new customers (+34% YoY)
The Bank now has a total of 100 000 clients with bank account
- Net profit 3.0m€ (+123% YoY)

7 000 new clients
3.0m€ profit

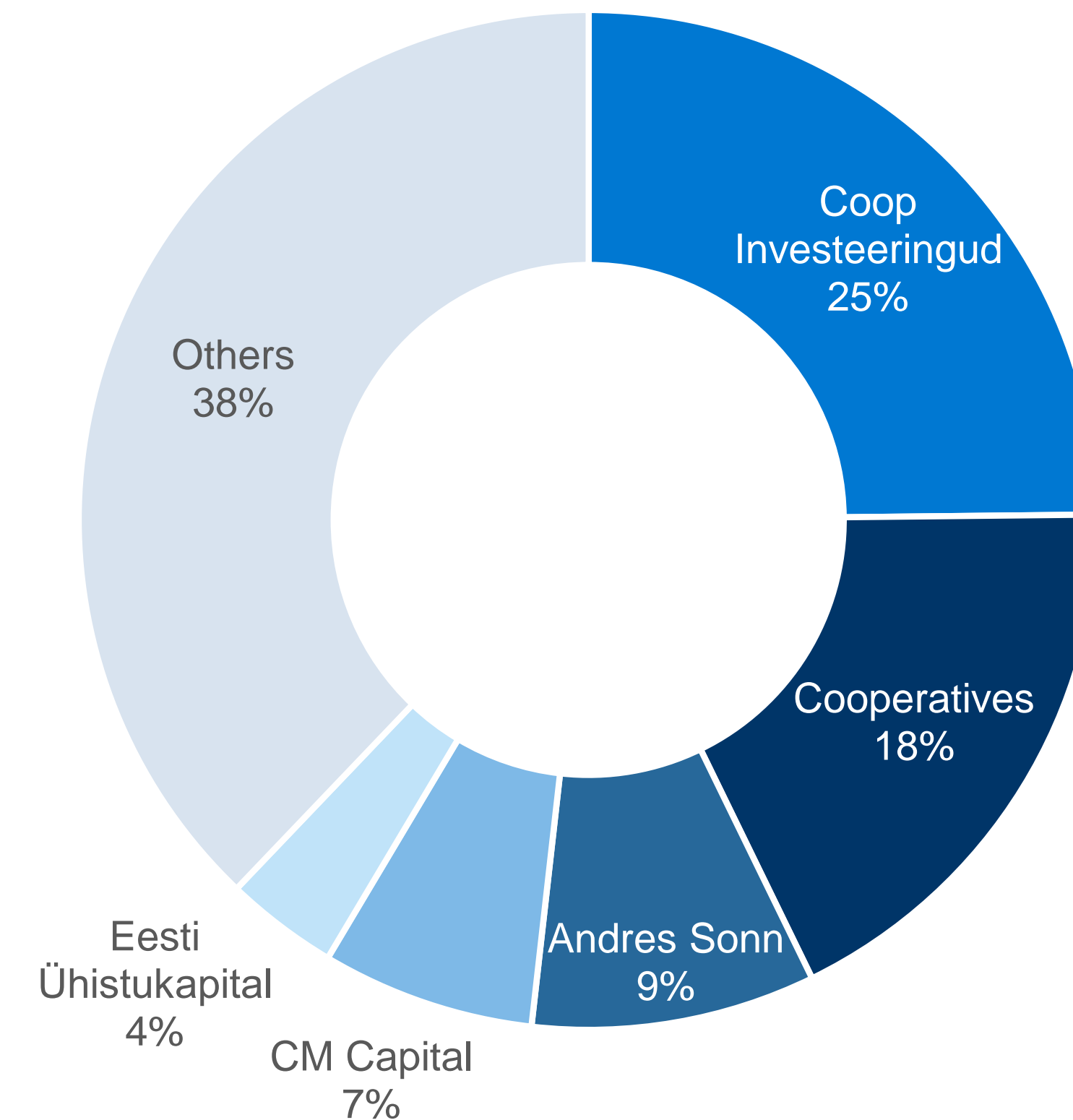
No of Coop Pank shareholders

No of shareholders



TOP shareholders

Shareholder distribution of Coop Pank as at 30.06.2021



Share price

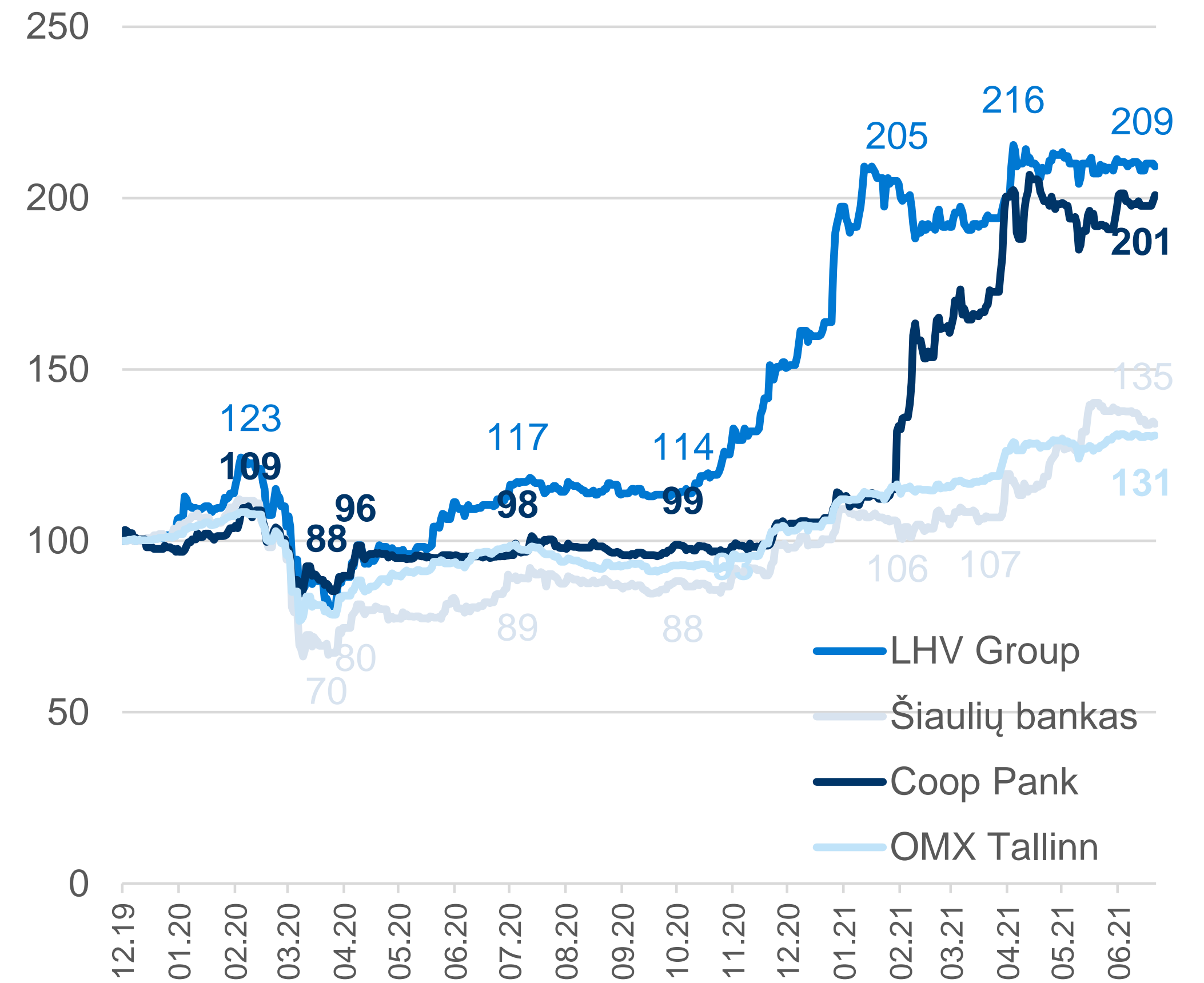
Coop Pank share price and trading volume by dates

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>