

Coop Pank Group 2024 Q2 unaudited results

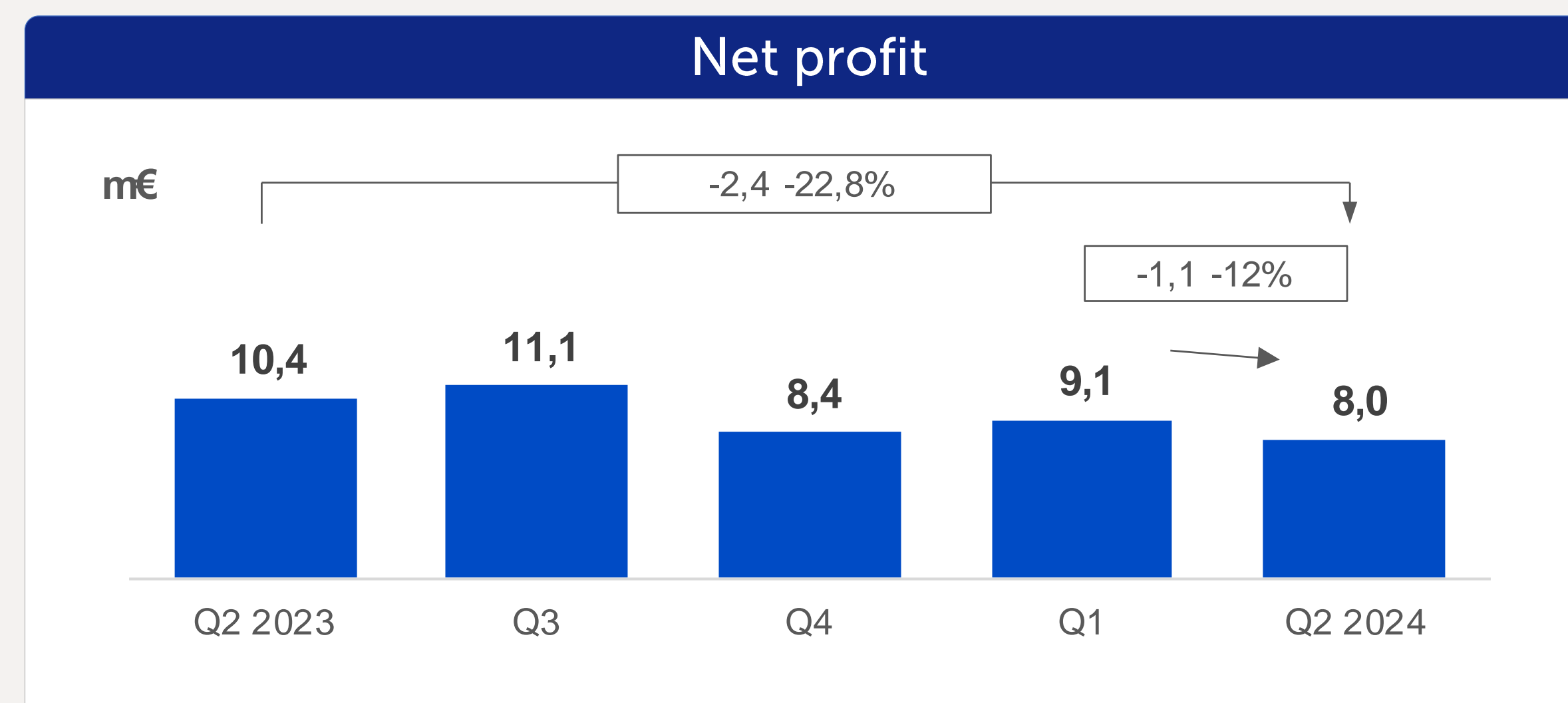
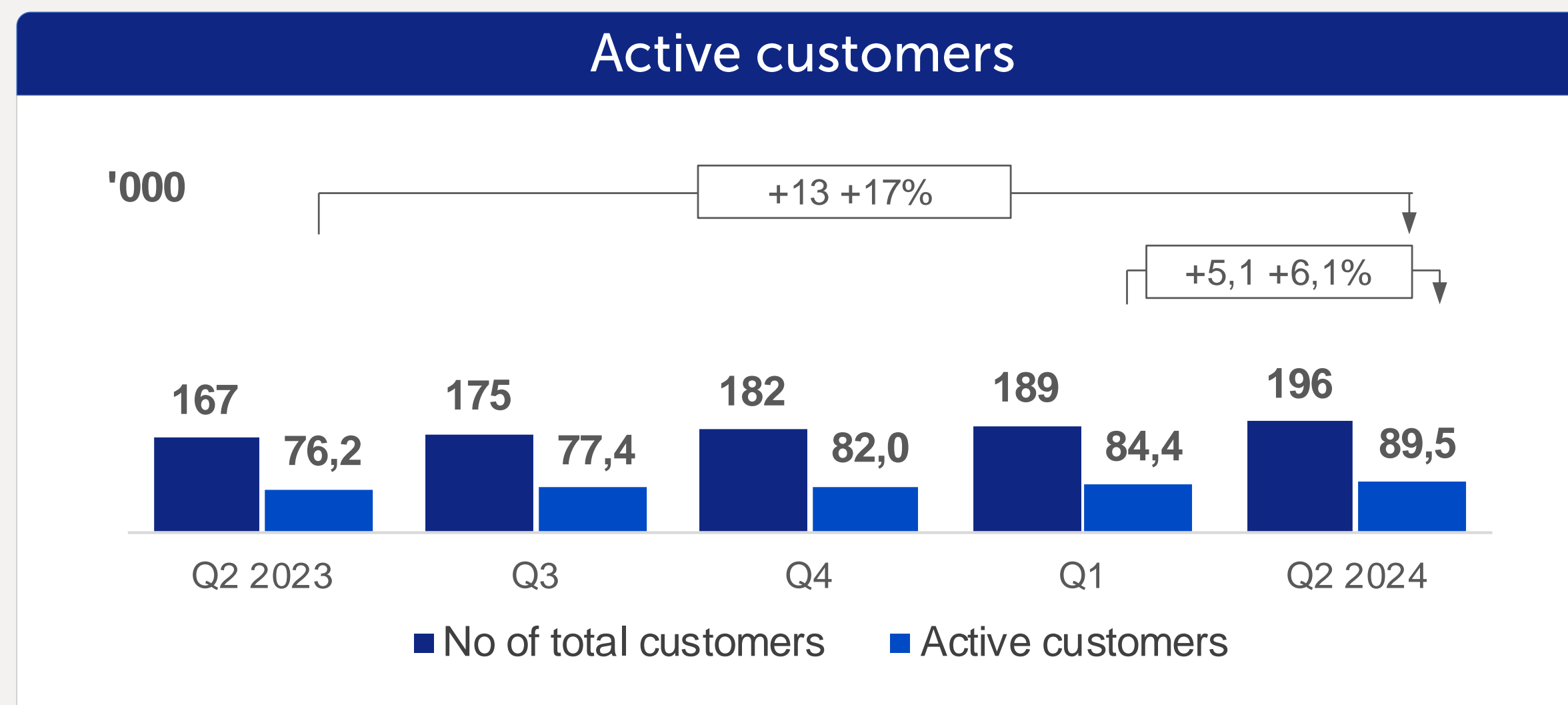
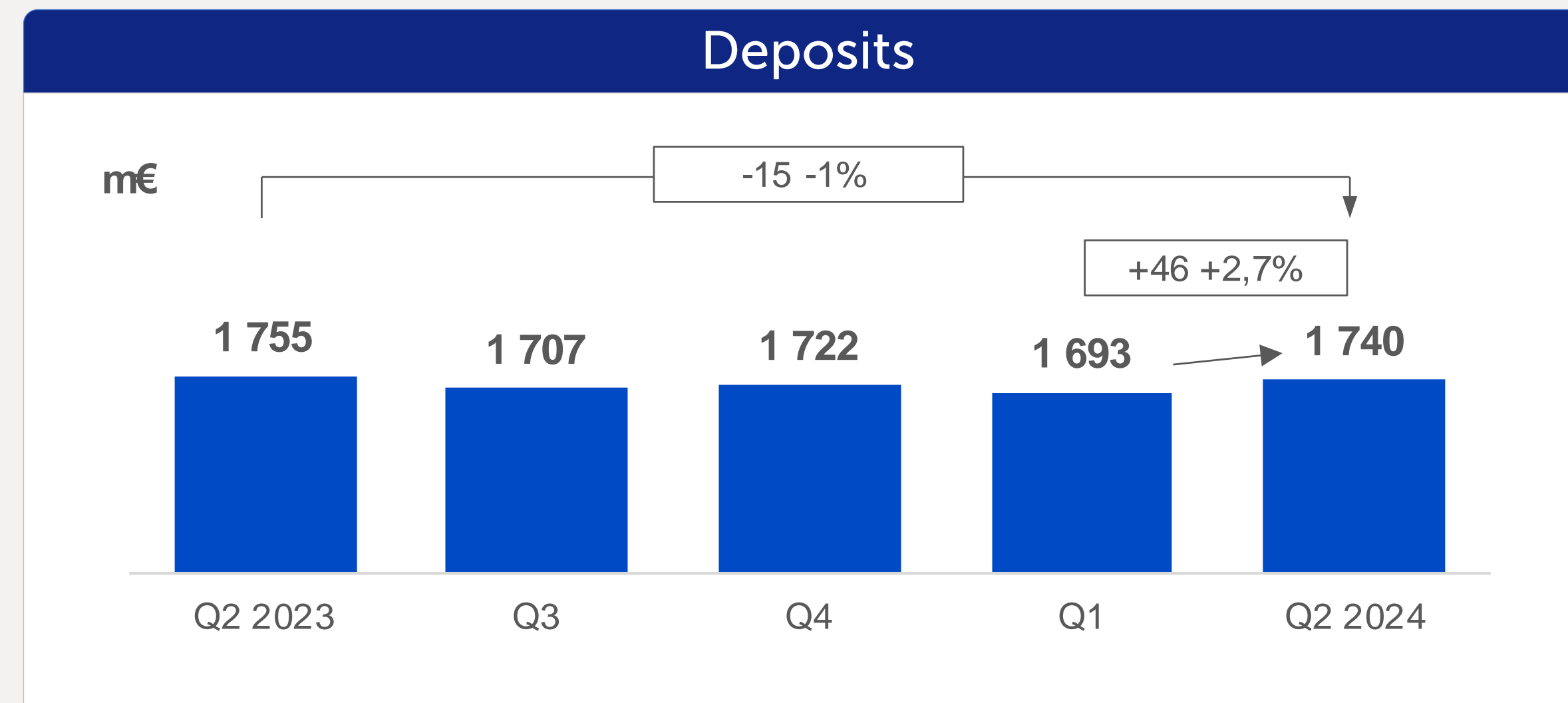
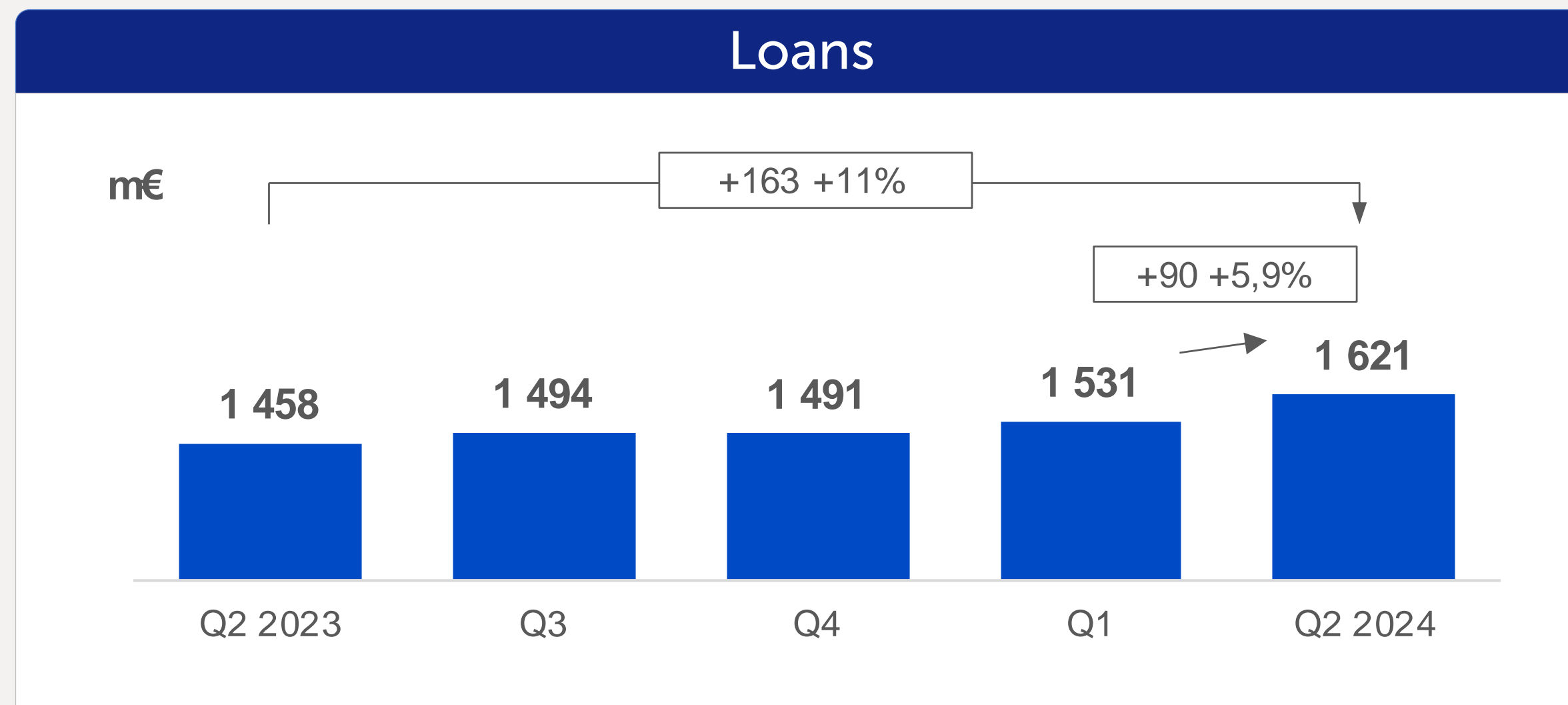
18.07.2024

Key notes from Q2

- Good growth of business volumes (number of clients, loan portfolio).
- The quality of the loan portfolio remains at a good level
- Interest rates with a falling trend (faster on loans than on deposits)
- Operating costs have increased in line with business volumes
- With performance indicators (profitability, ROE, CIR) we are back in reality, i.e. in 2022



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 2024 – compared to Q1 2024

Key indicators in quarterly comparison

	Q2 2024	Q1 2024	Quarterly change	
Net operating income ('000 €)	20 465	20 221	+244	+1%
Interest	19 319	19 082	+237	+1%
incl interest income	34 691	34 518	+173	+1%
incl interest expense	-15 372	-15 436	+64	-0%
Service fees and commissions	1 000	1 014	-14	-1%
Other	146	125	+21	+17%
Operating expenses	-10 091	-9 427	-664	+7%
Operating profit	10 374	10 794	-420	-4%
Impairment costs	-1 224	-576	-648	+113%
Profit before income tax	9 150	10 218	-1 068	-10%
Income tax	-1 152	-1 080	-72	+7%
Net profit	7 998	9 138	-1 140	-12%
Net loan portfolio (m€)	1 621	1 531	+90	+6%
Deposits and loans received	1 740	1 693	+46	+3%
Equity	195	195	+0	+0%
ROE	16,4%	19,2%	-2,8%	
Net interest margin (NIM)	3,9%	3,9%	+0,0%	
Cost of financing	3,3%	3,5%	-0,2%	

- Business volumes increased: loan portfolio + €90 m€ (+6%)
 - The growth rate of interest income is lower than the growth of the loan volume, because Euribor started to fall and the pressure on margins continues
- Interest expenses at the same level of 15.4 m€ (-0.1 m€, -0%)
 - The effects of a slight decrease in the volume of deposits involved and interest costs offset each other
- Operating expenses in Q2 10.1 m€ (+0.7 m€, +7%)
 - The annual wage correction in April increased labor costs by 0.45 m€
 - Marketing cost increase +0.24 m€
 - Other operating costs stable and growth has slowed down
- Cost of impairment of financial assets 1.2 m€ (+0.7 m€, +113%)
- Net profit 8.0 m€ (-1.1 m€, -12%)
 - In the current phase, the interest rate environment is keeping net revenues flat despite the increase in business volumes

Results of Q2 2024 – compared to Q2 2023

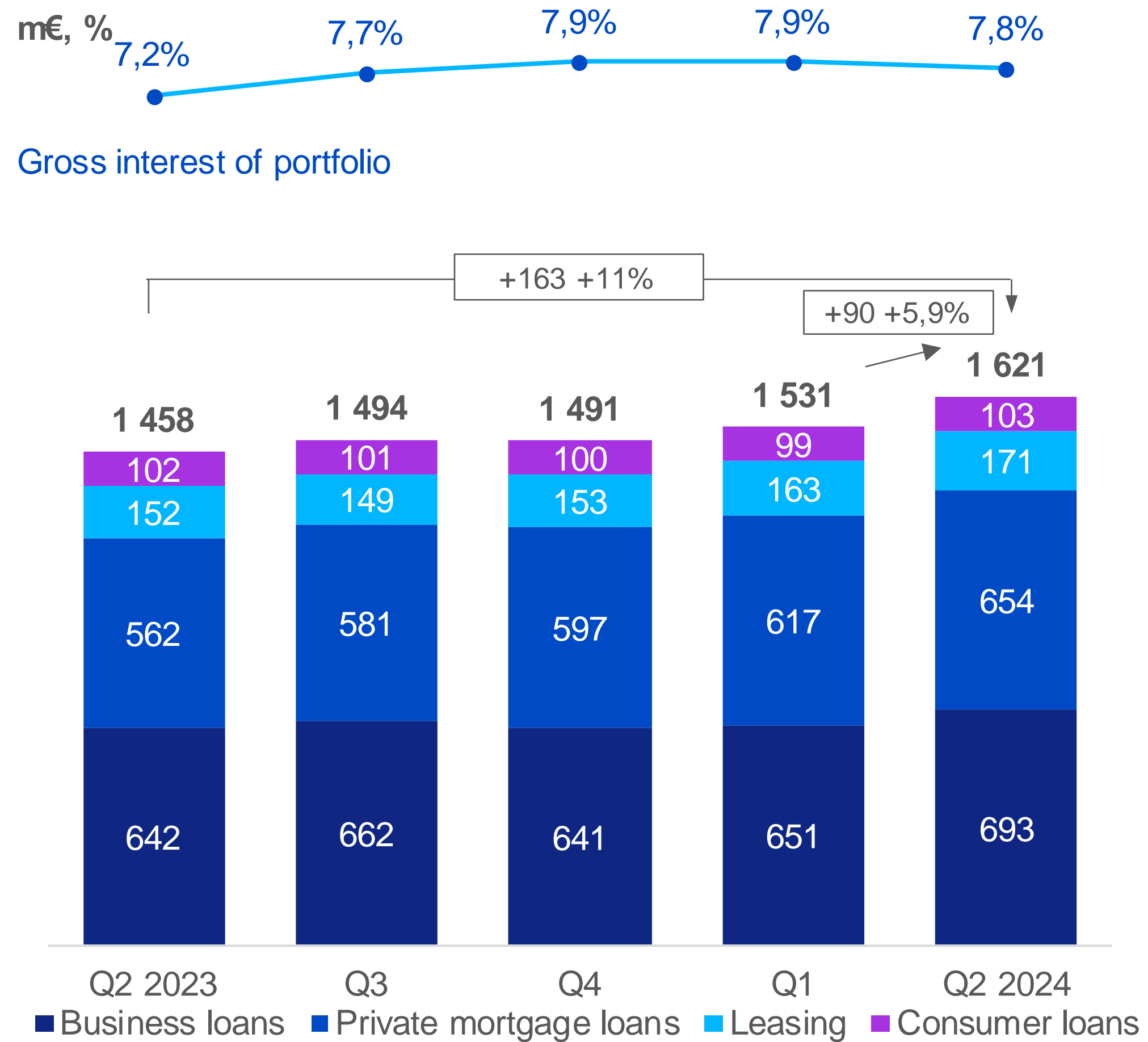
Key indicators in year on year comparison

	Q2 2024	Q2 2023	Year on Year change	
Net operating income ('000 €)	20 465	22 390	-1 925	-9%
Interest	19 319	21 044	-1 725	-8%
incl interest income	34 691	28 486	+6 205	+22%
incl interest expense	-15 372	-7 442	-7 930	+107%
Service fees and commissions	1 000	1 183	-183	-15%
Other	146	163	-17	-10%
Operating expenses	-10 091	-8 565	-1 526	+18%
Operating profit	10 374	13 825	-3 451	-25%
Impairment costs	-1 224	-2 232	+1 008	-45%
Profit before income tax	9 150	11 593	-2 443	-21%
Income tax	-1 152	-1 227	+75	-6%
Net profit	7 998	10 366	-2 368	-23%
Net loan portfolio (m€)	1 621	1 458	+163	+11%
Deposits and loans received	1 740	1 755	-15	-1%
Equity	195	165	+30	+18%
ROE	16,4%	25,6%	-9,2%	
Net interest margin (NIM)	3,9%	4,6%	-0,7%	
Cost of financing	3,3%	2,1%	+1,3%	

- Growth in business volumes: loan portfolio +163 m (+11%)
- Net income 20.5 m€ (-1.9 m€, -9%)
 - Interest income 19.3 m€, (+6.2 m€, +22%). The increase in interest income by a higher Euribor (+3.0 m€) and increase in business volumes (+3.2 m€)
 - Interest expenses 15.4 m €, (+7.9 m €, +107%). The increase in interest costs is most affected by the increase in interest rates on deposits.
- Operating expenses 10.1 m € (+1.5 m €, +18%)
 - Personnel costs
 - IT costs
 - Marketing expenses
- Cost of impairment of financial assets 1.2 m € (-1.0 m €, -45%)
 - Main impact from commission exemptions from the business financing portfolio
- Net profit 8.0 m € (-2.4 m €, -23%)
 - In yearly comparison interest expense growth is outpacing interest income growth in the current interest rate environment despite growth in business volumes

Loan portfolio continues to grow

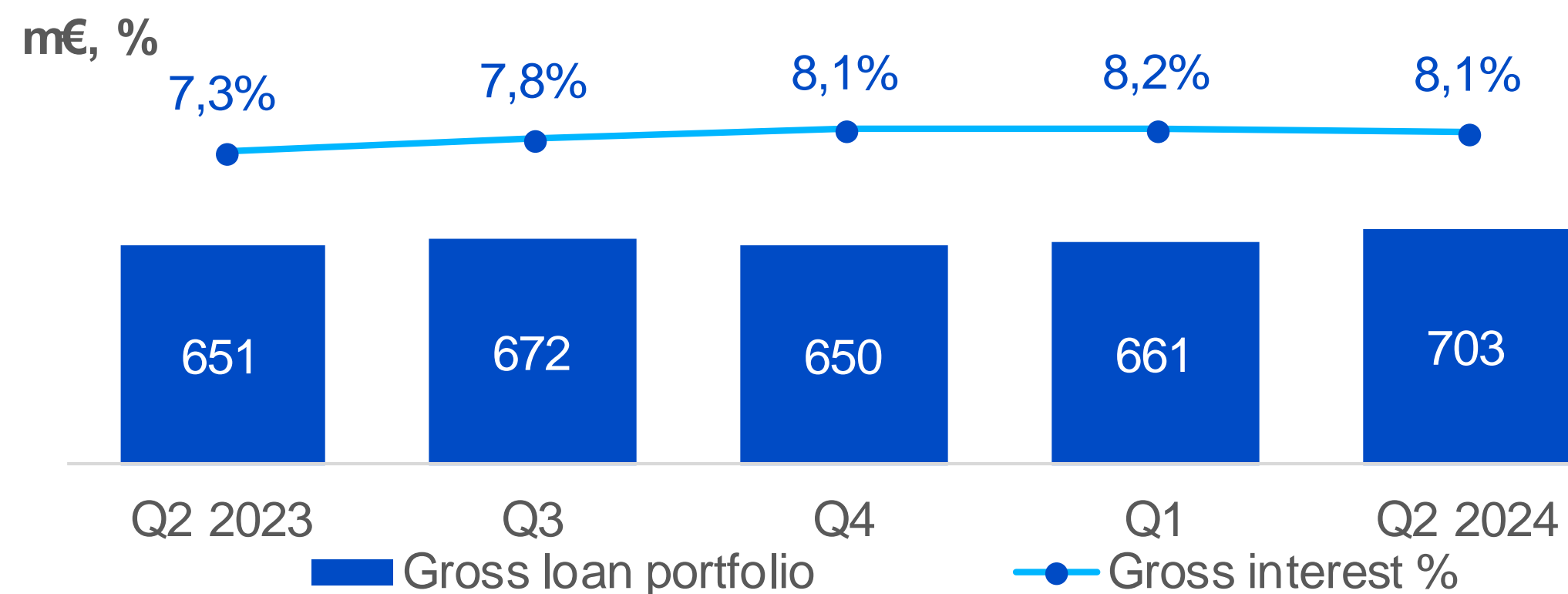
Net loan portfolio



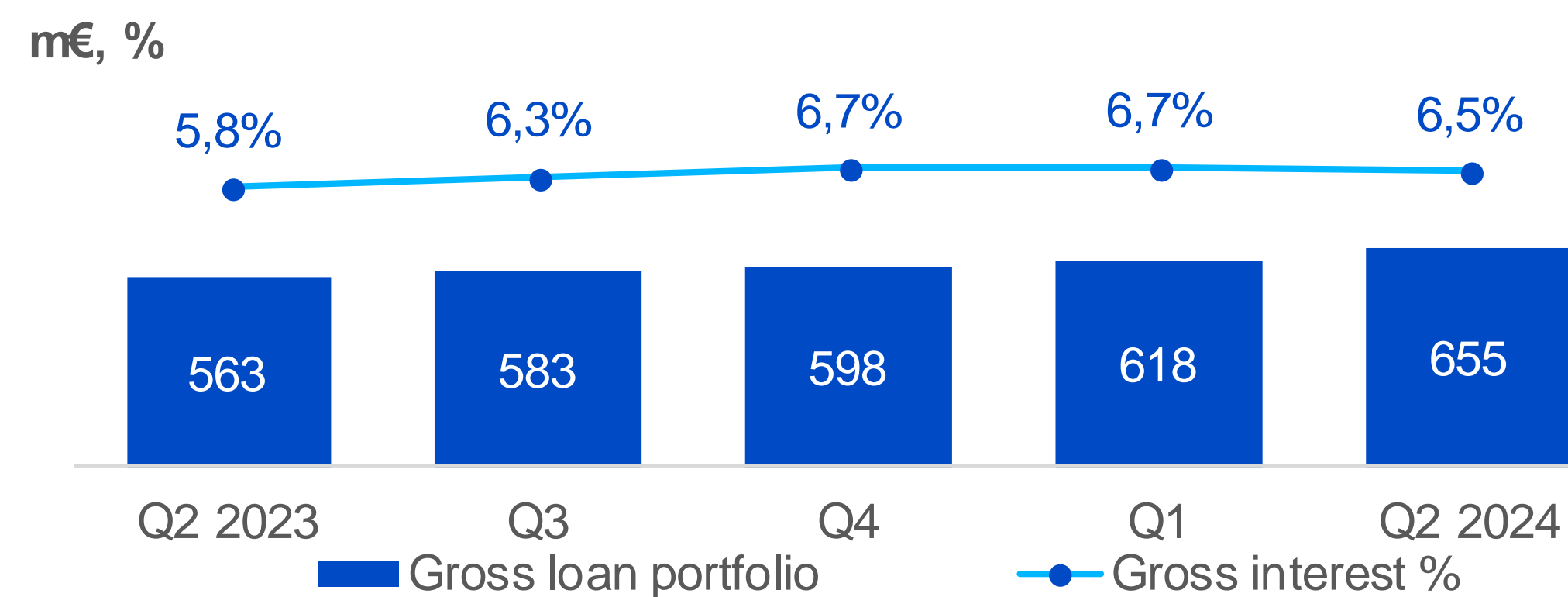
- Quarterly growth of loan portfolio +90 m€ (+6%)
 - Business loans +42 m€ (+6%)
 - Private mortgage loans +37 m€ (+6%)
 - Consumer loans +4 m€ (+4%)
 - Leasing +7 m€ (+4%)

Loan portfolio interest by business lines

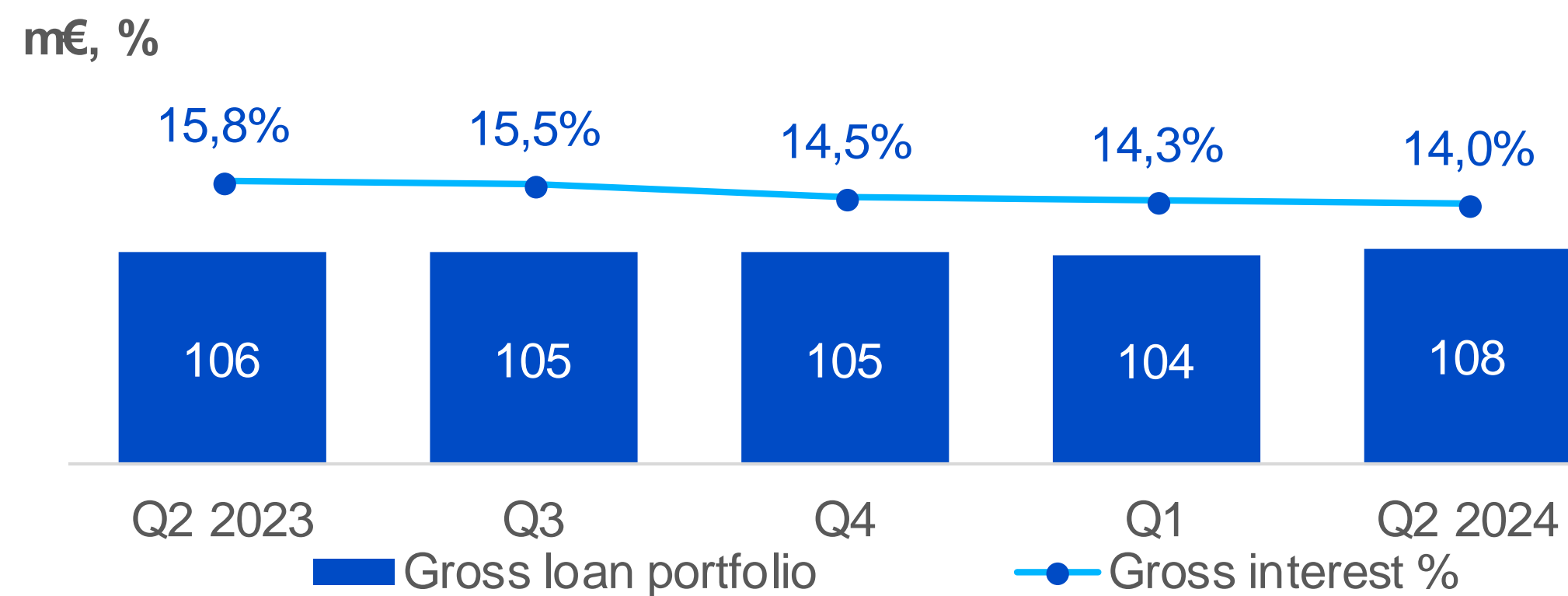
Business loans



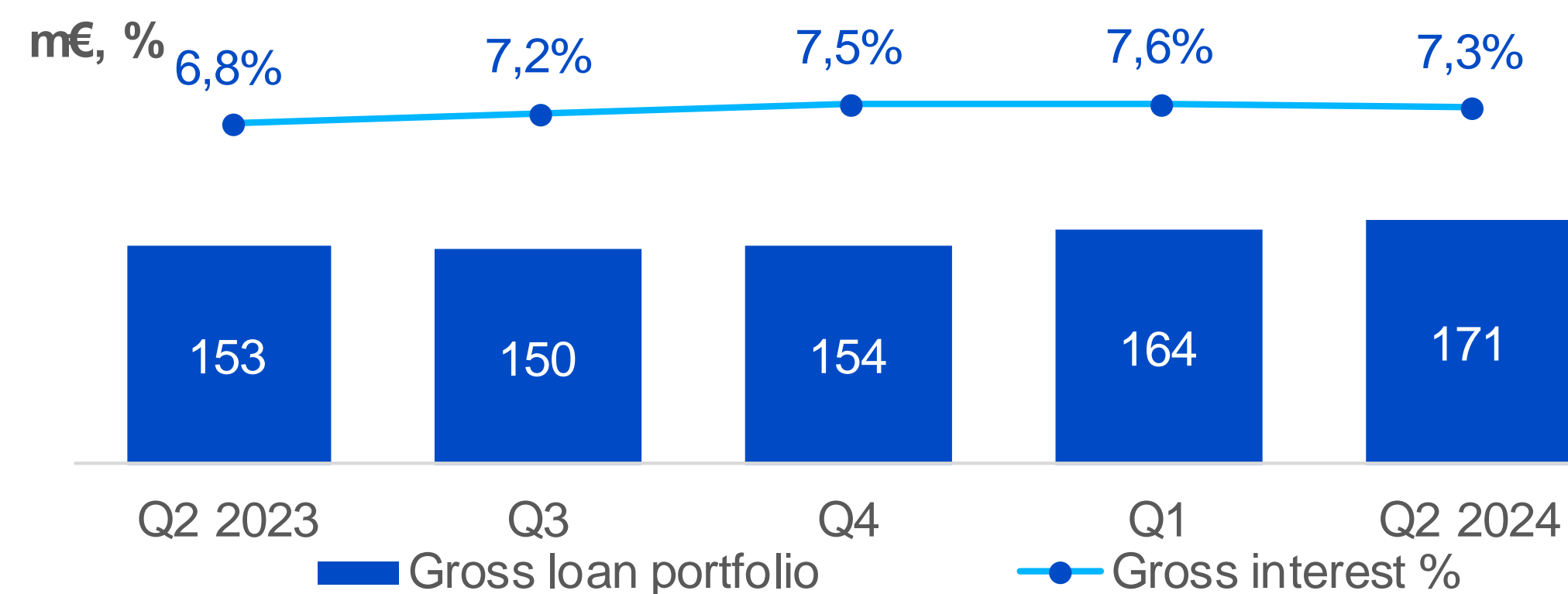
Private mortgage loans



Private consumer loans

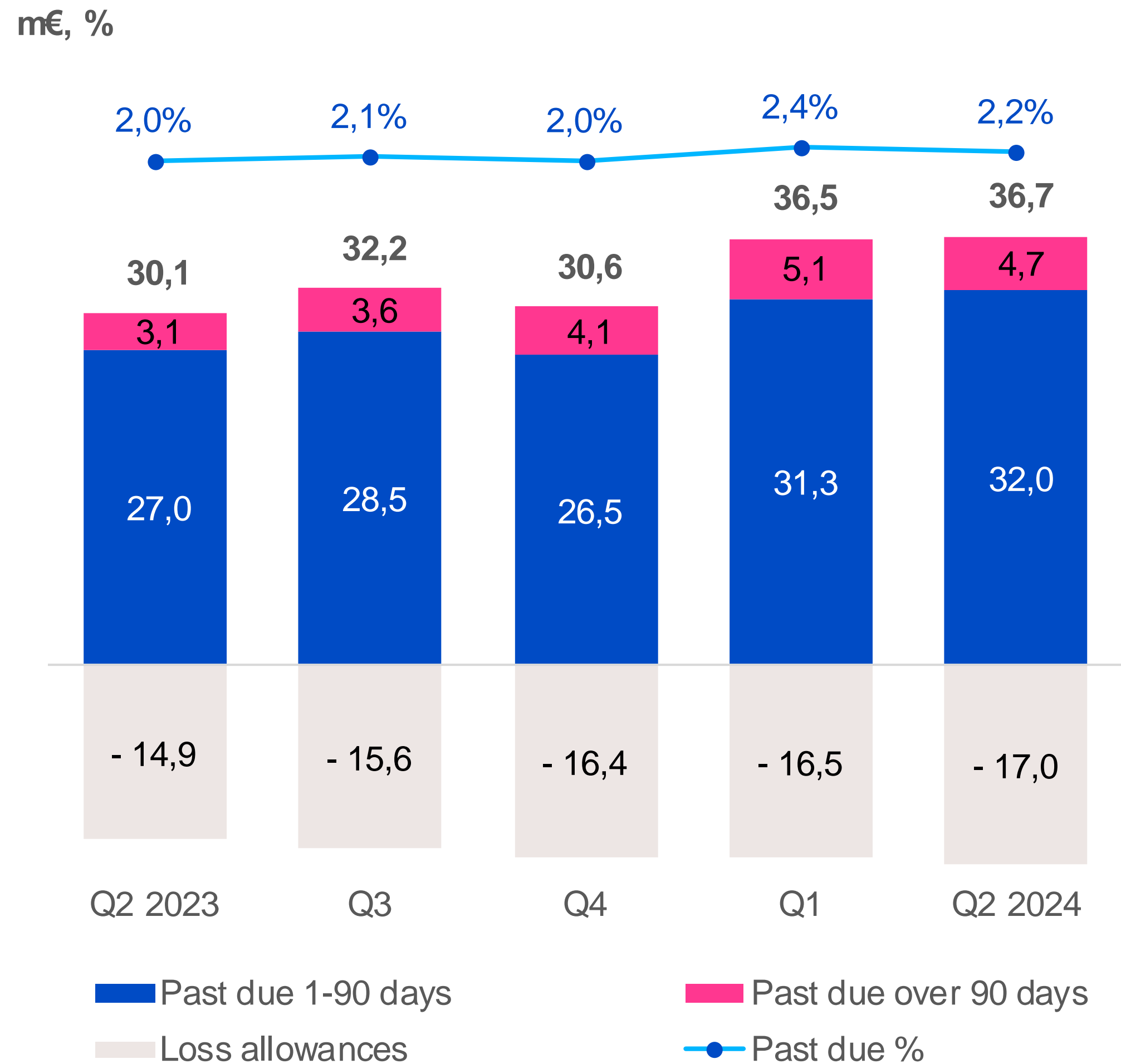


Leasing



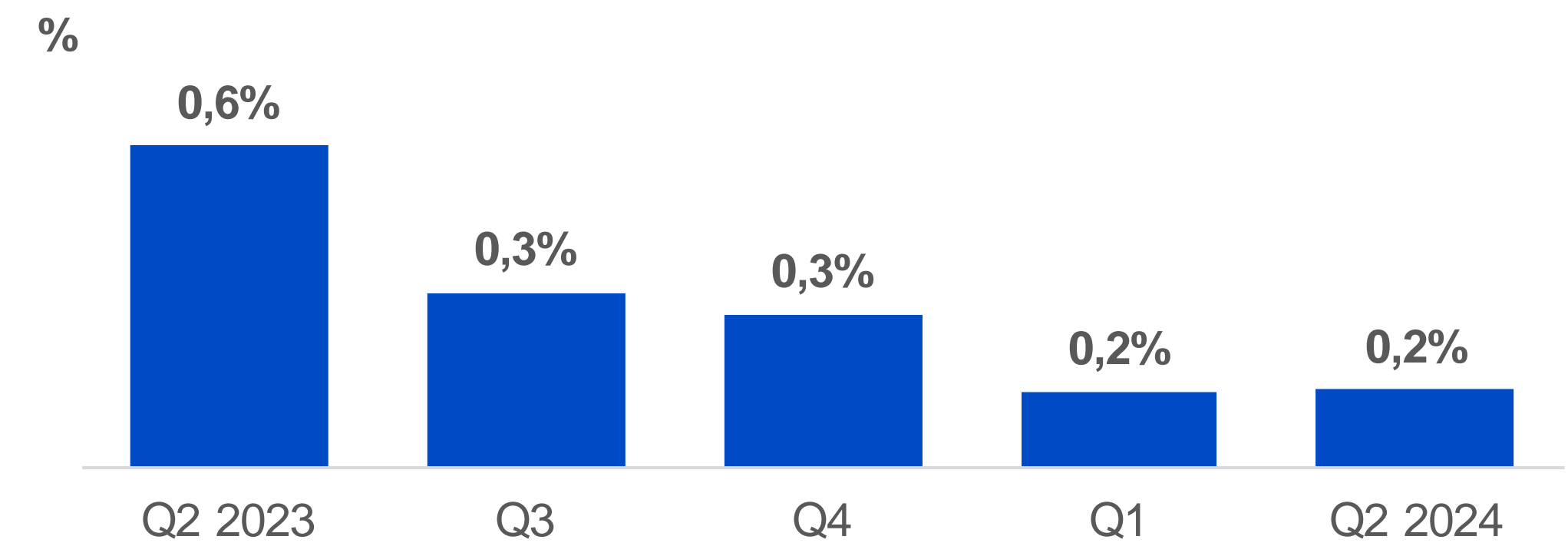
Quality of loan portfolio

Loans past due and loss allowances in balance sheet



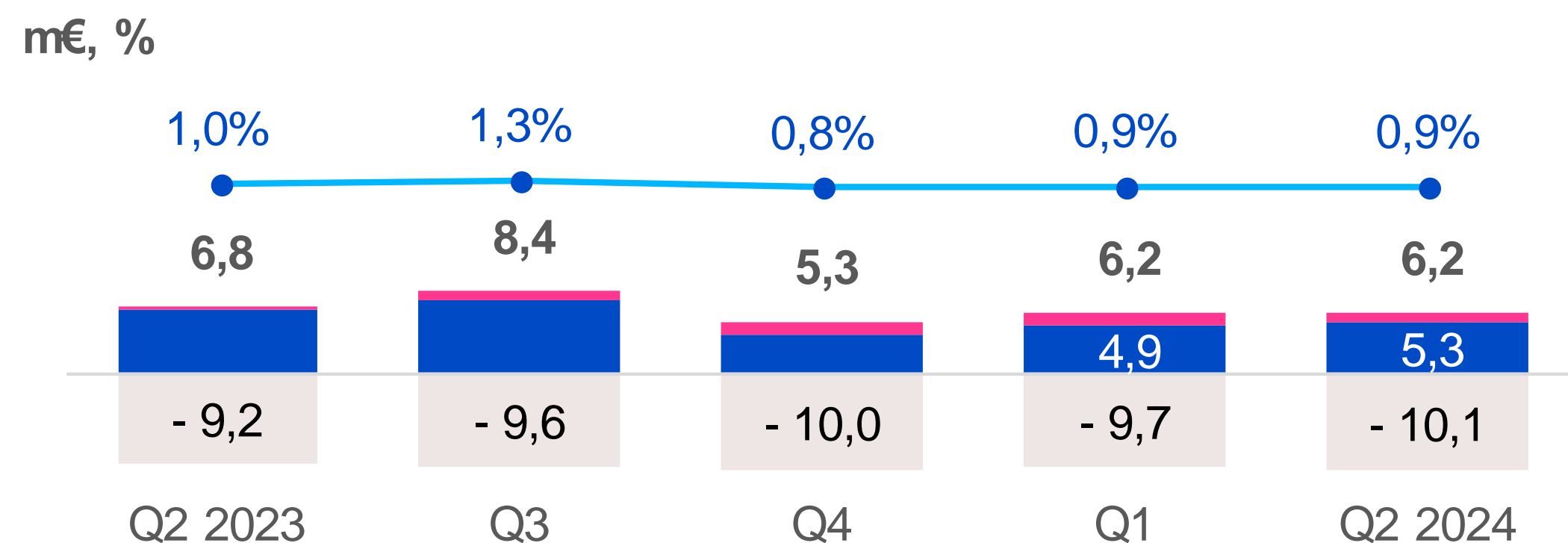
- Past due portfolio increased to the 2.2% due to short-term debts
- Credit risk cost ratio 0.2% in Q2 2024
 - Several previously heavily provisioned loans have been resolved during Q1 and Q2 of 2024.

Credit risk cost ratio

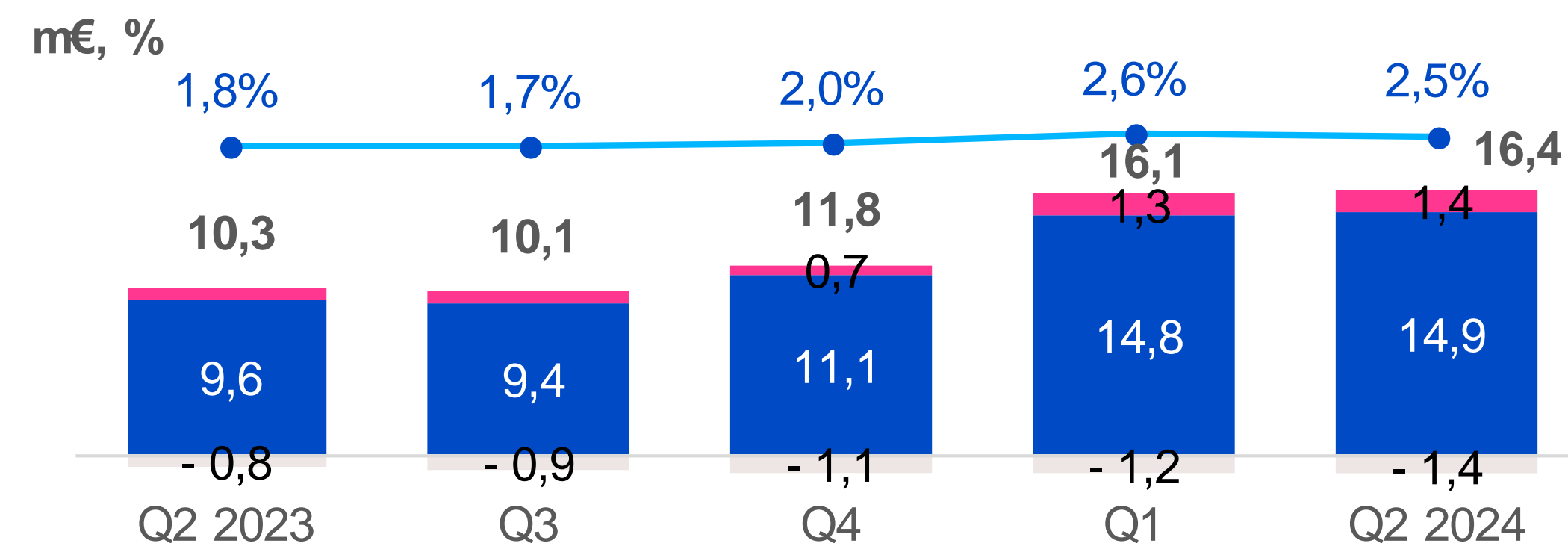


Loan portfolio quality by business lines

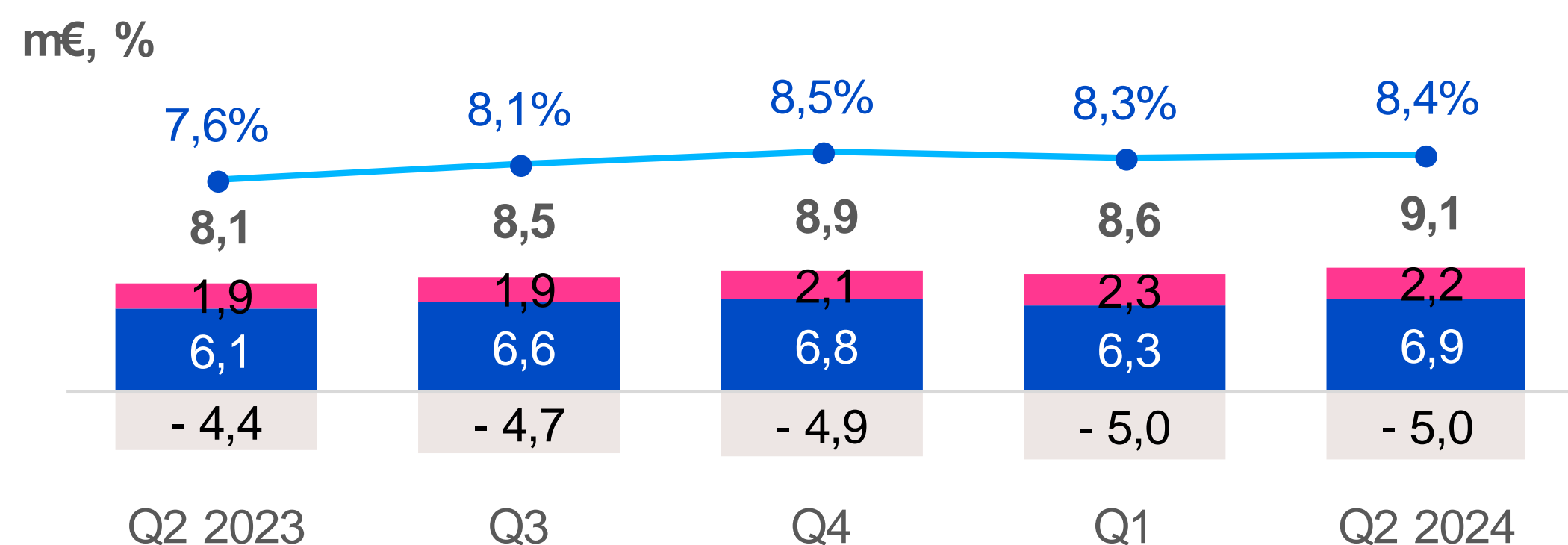
Business loans



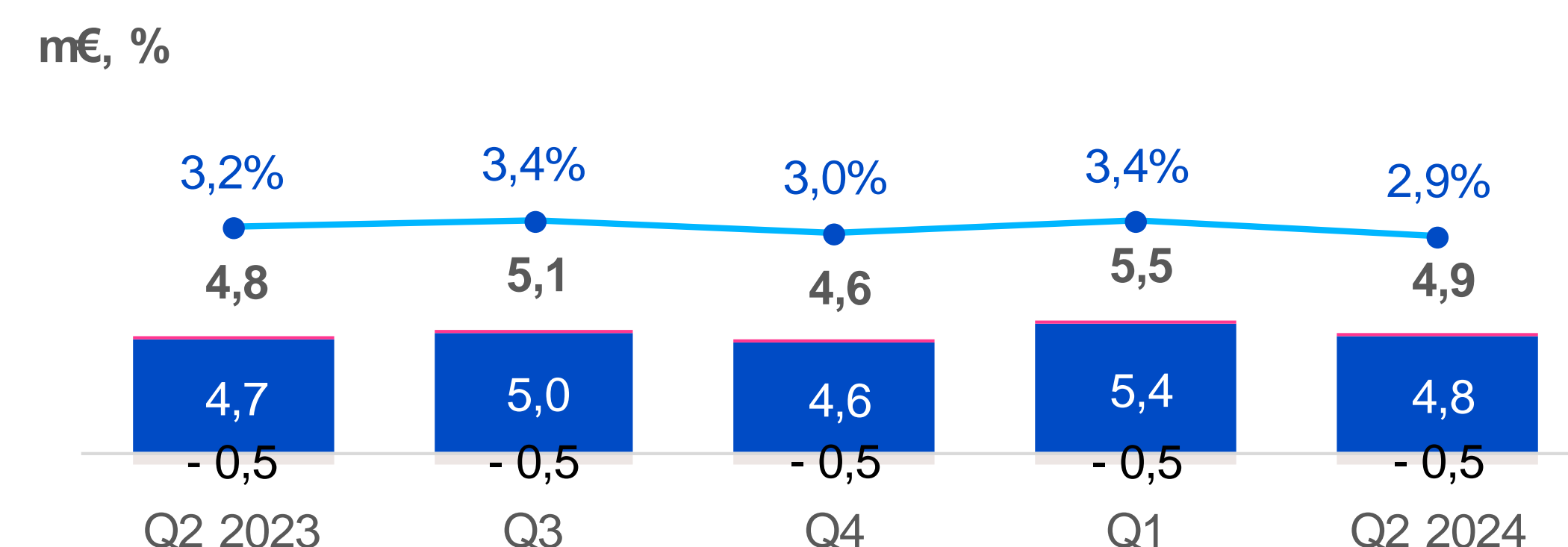
Private mortgage loans



Private consumer loans



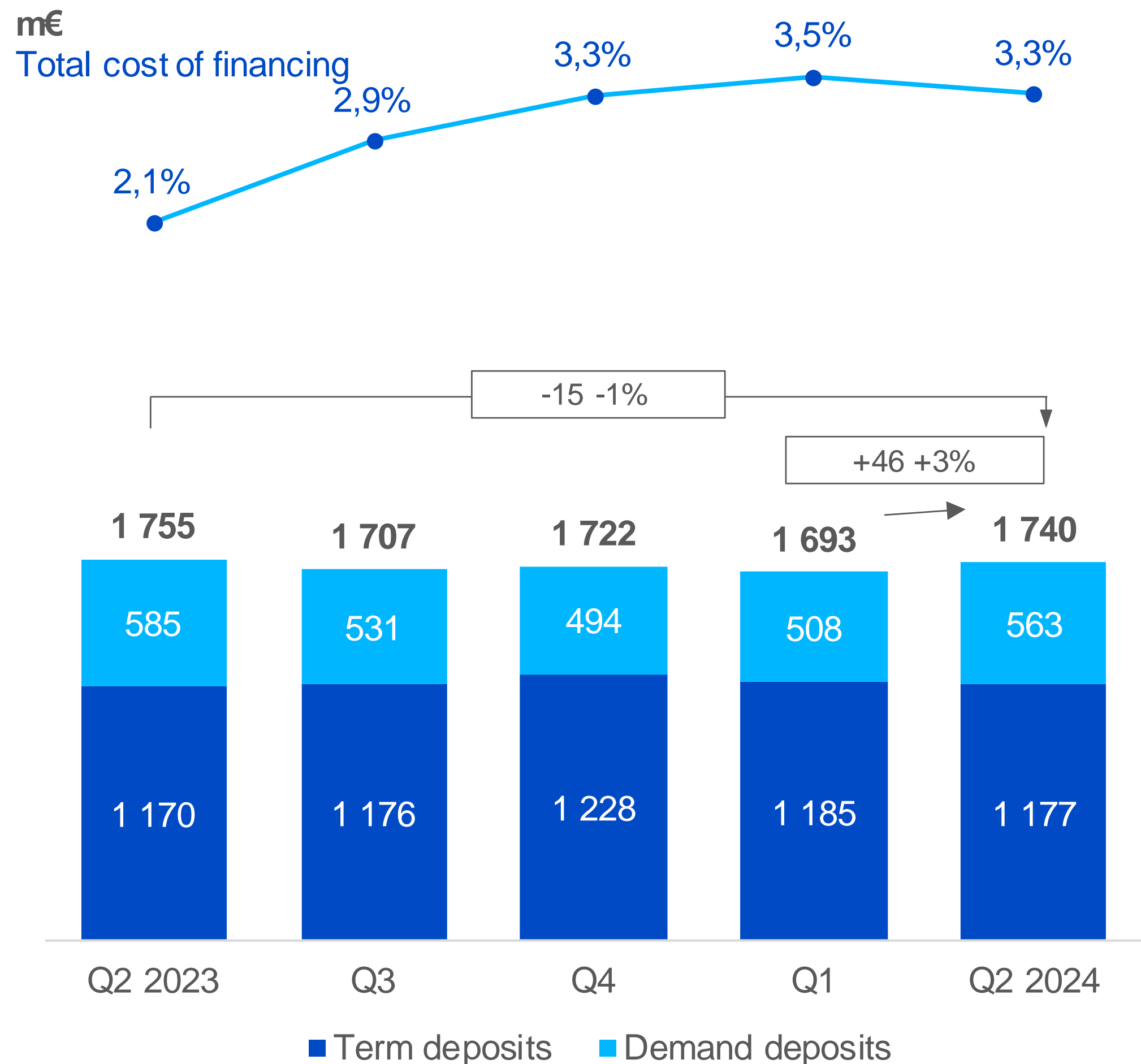
Leasing



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

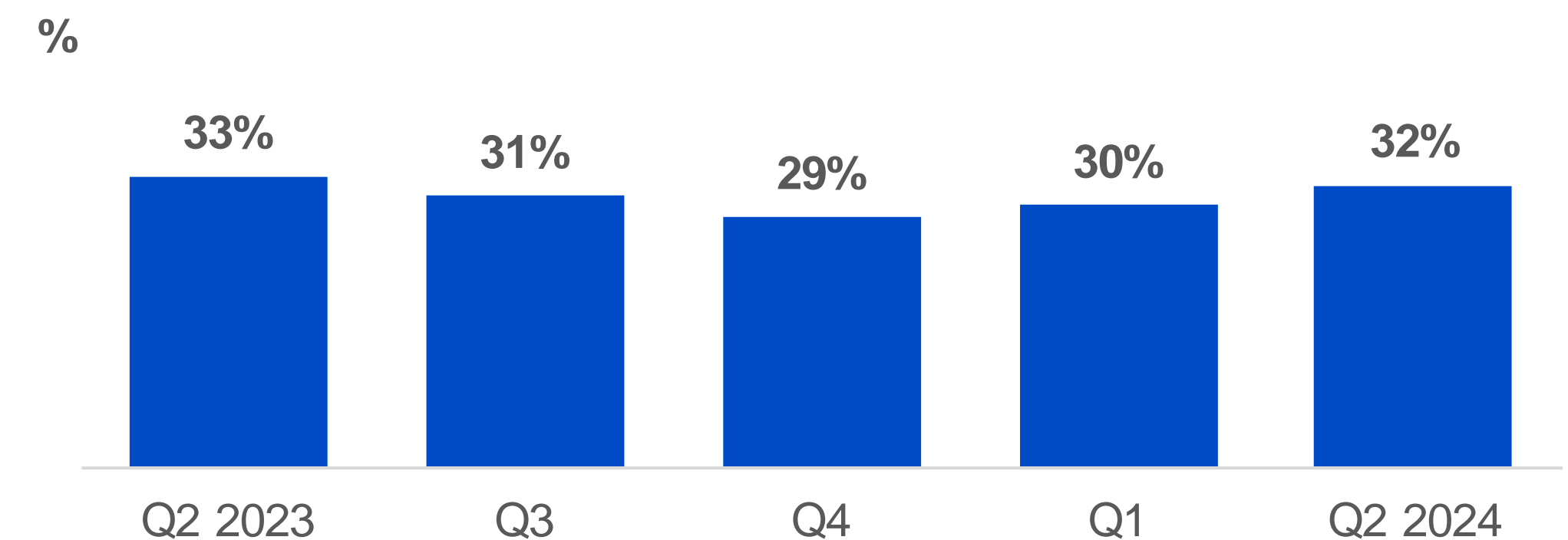
Interest costs of deposits are increasing

Deposits



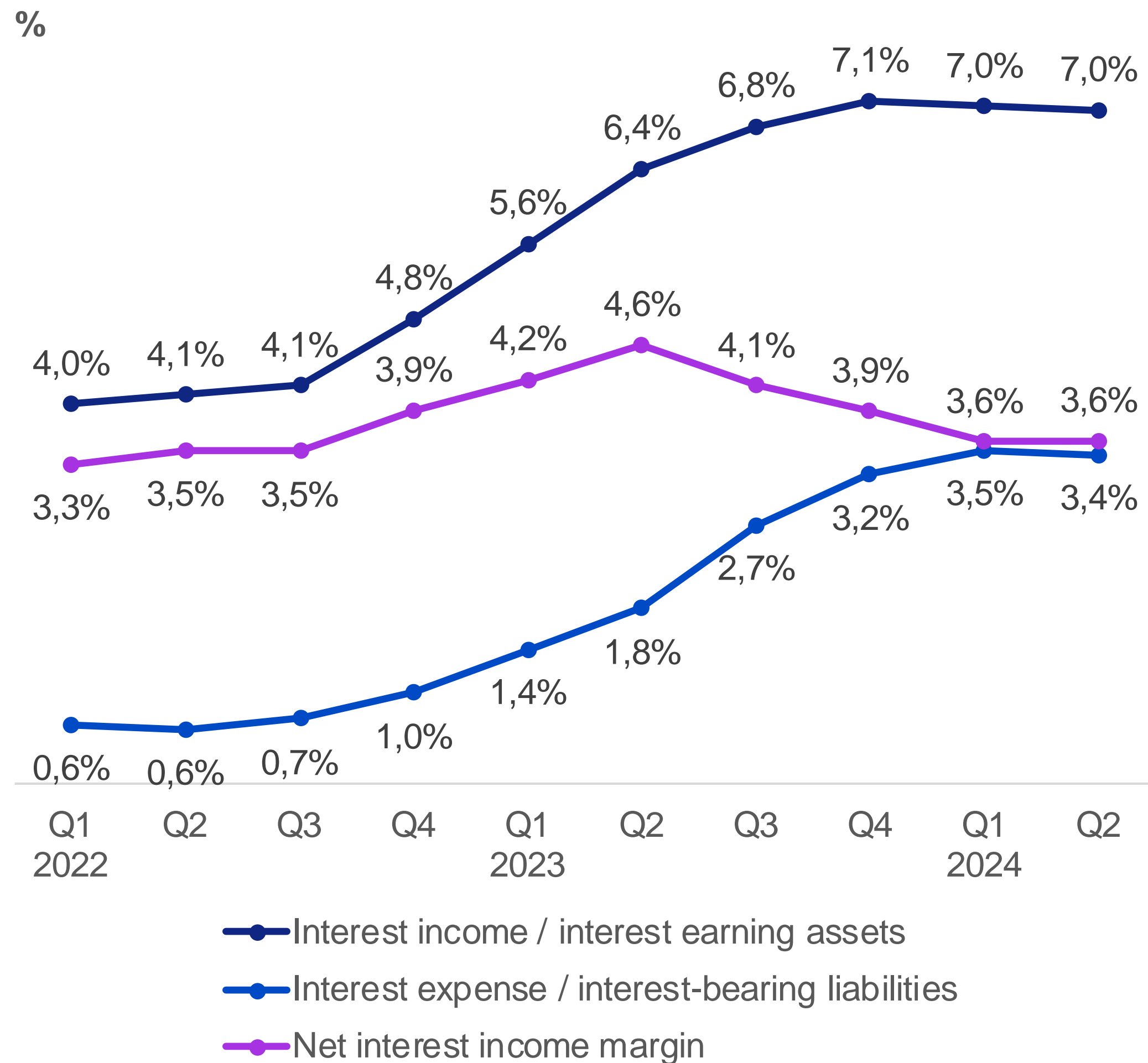
- Deposits increased by 46m€ (+3%) in Q2
 - +6m € from private clients (+17 m€ demand deposits, -11 m€ term deposits)
 - +39 m€ from business clients (+38 m€ demand deposits, +1m€ term deposits)
 - +1m€ from Raisin platform and other financial institutions
- The cost of financing has started to decline
- Proportion of demand deposits at 32%

Proportion of demand deposits in total deposits

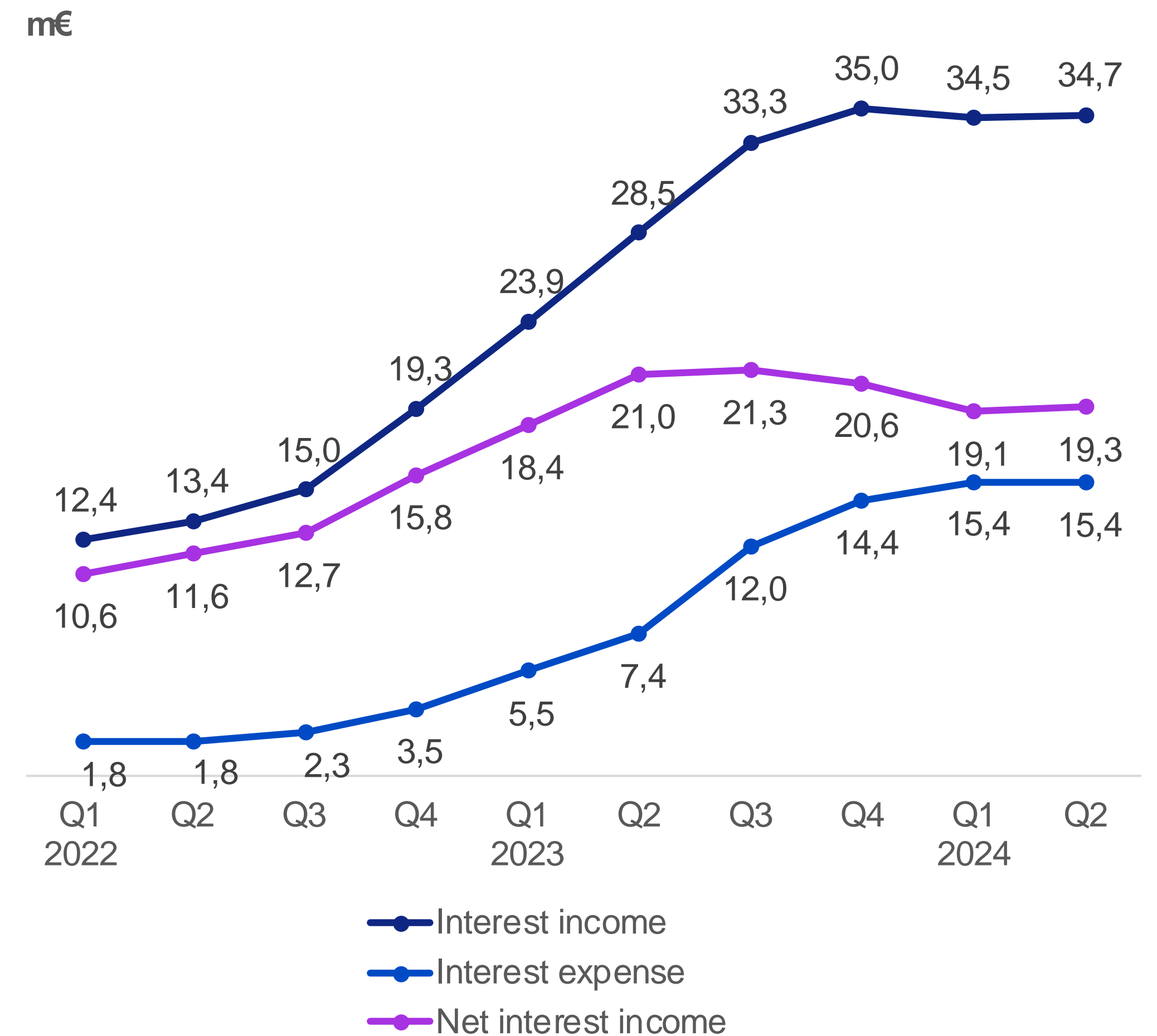


Interest income and financing cost

Interest margins

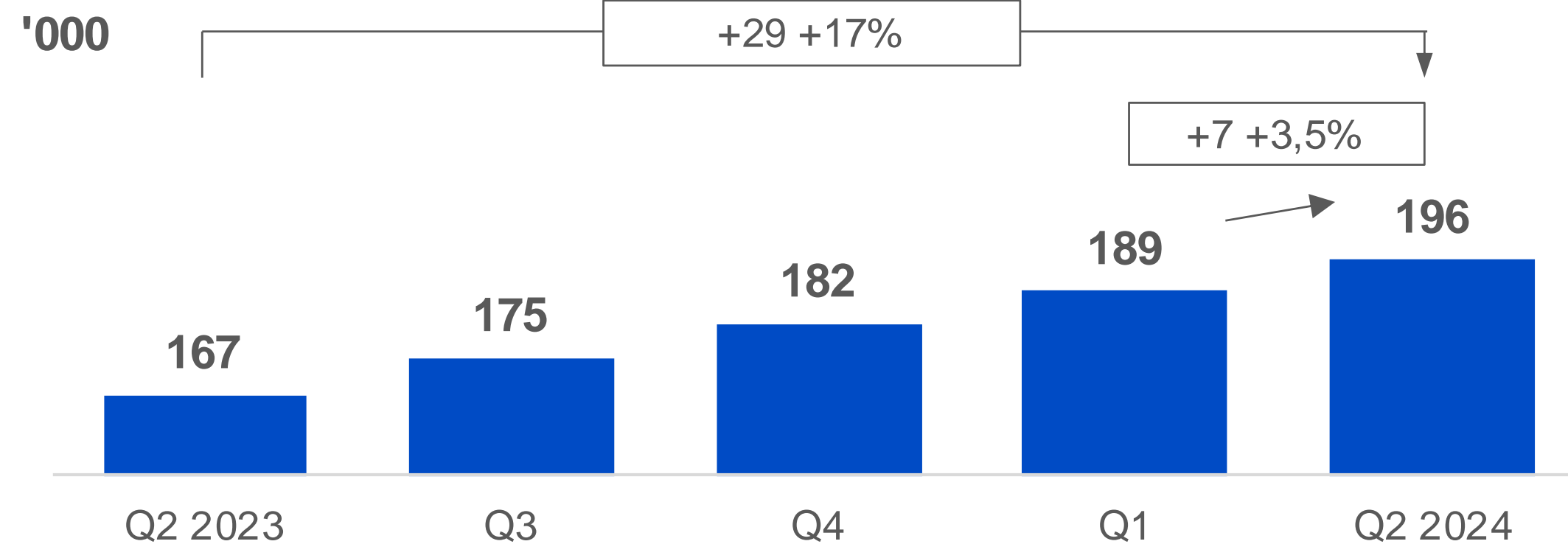


Interest income, expenses and net interest income



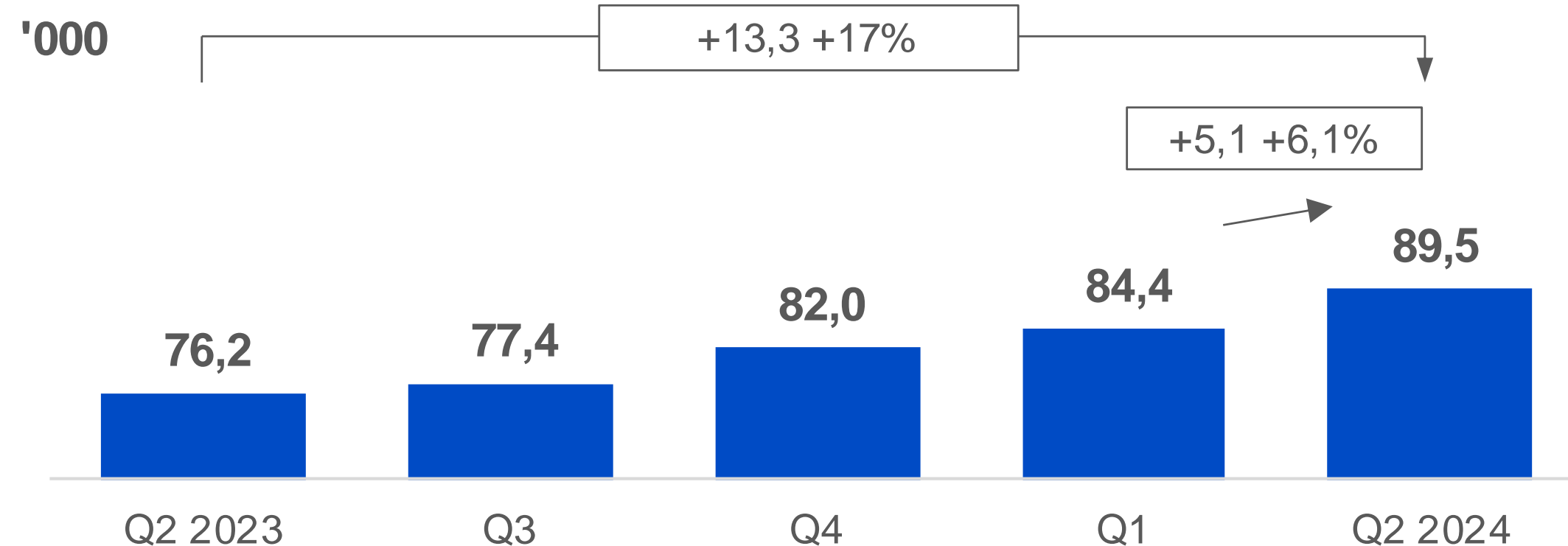
Client base and market share

Total no of clients with bank account

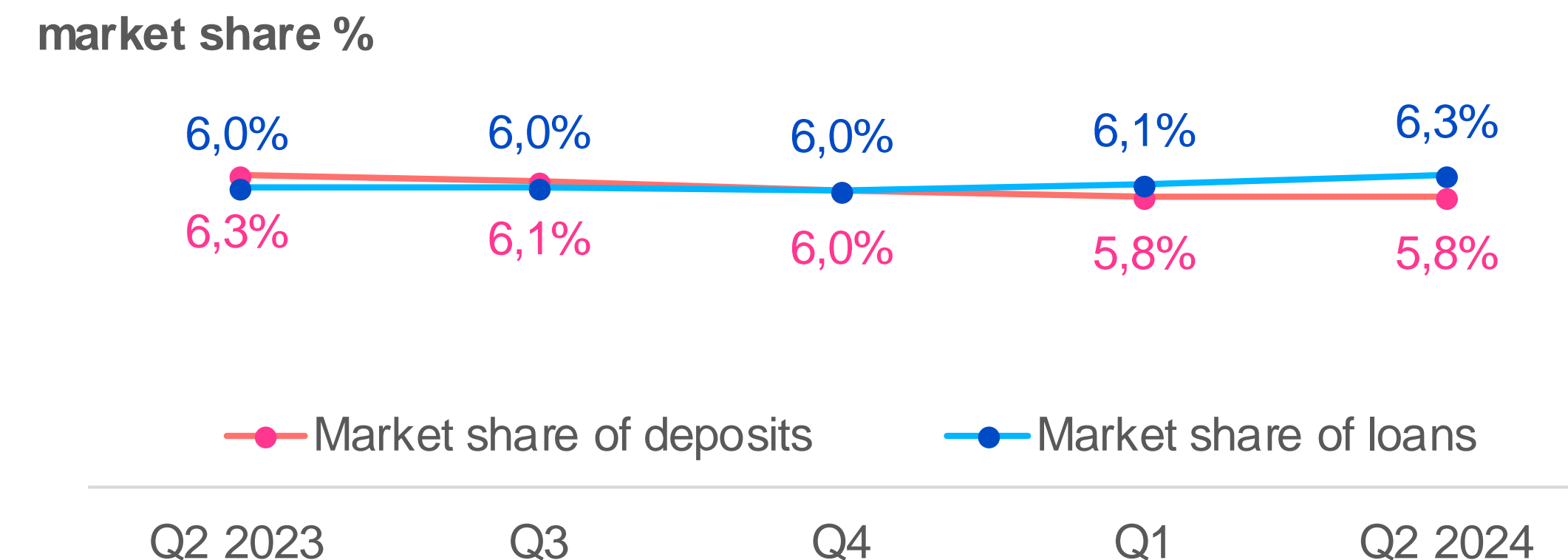


- No of clients increased by 7 000 (+3.5%) (+7 000 in Q1 2024)
- 5 100 (+6.1%) new active clients in Q2 2024 (+2 400 in Q1 2024)
- Bank's market share changed in Q2 2024*
 - Market share of loan portfolio 6.1% => 6.3%
 - Market share of deposits portfolio 5.8% => 5.8%

No of active clients



Market share



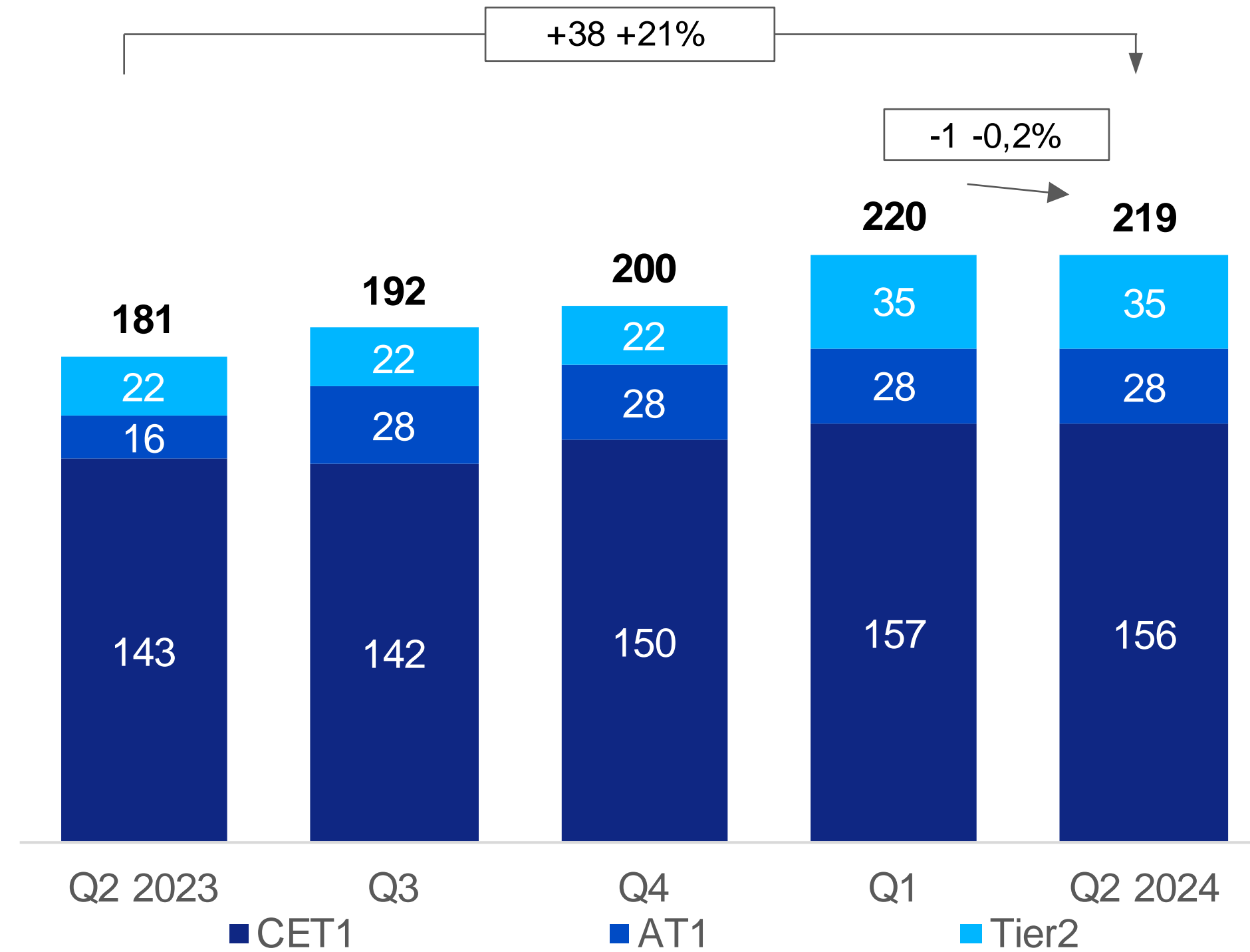
Clients with a bank account. Active client has made at least 4 transactions in the last 60 days

*Source: market share statistics as at February 2024

Capital base supports growth plans

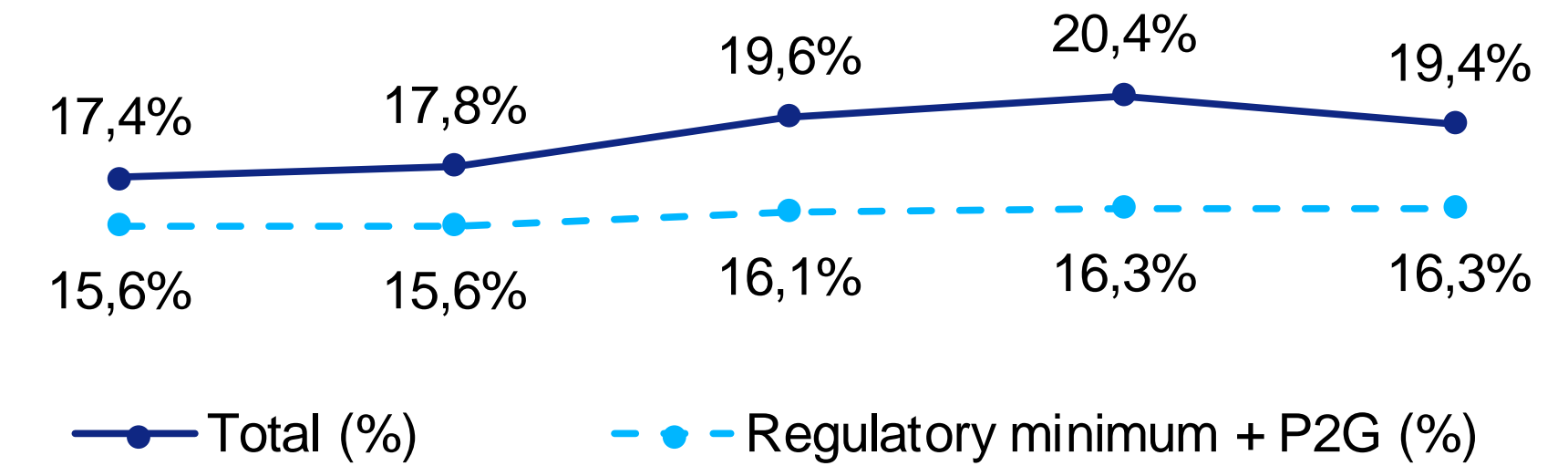
Quarterly capitalization

m€

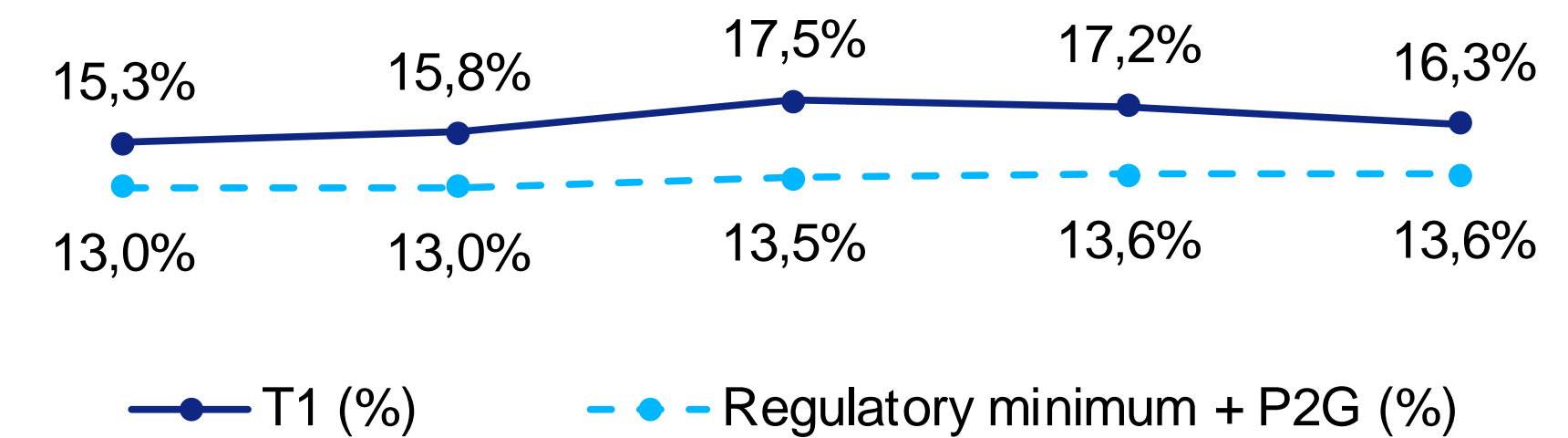


Capital adequacy

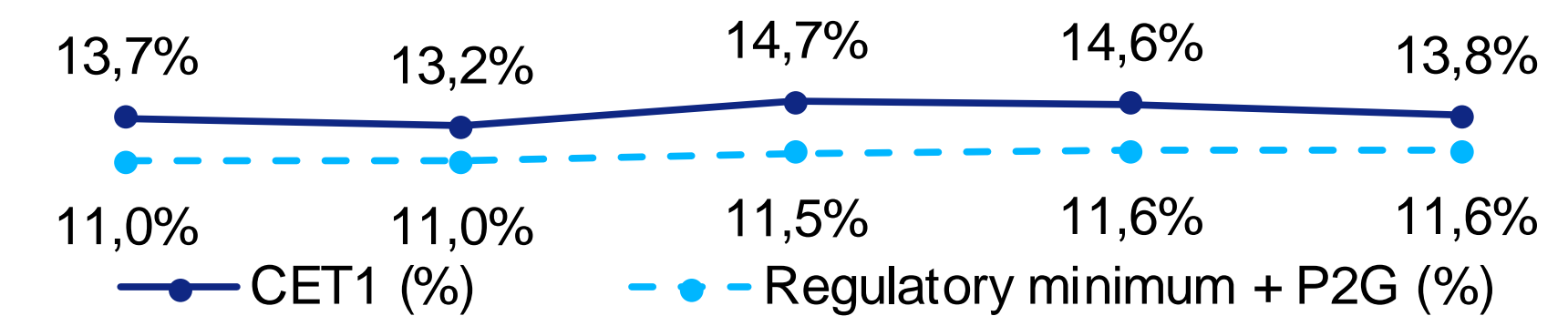
%



%



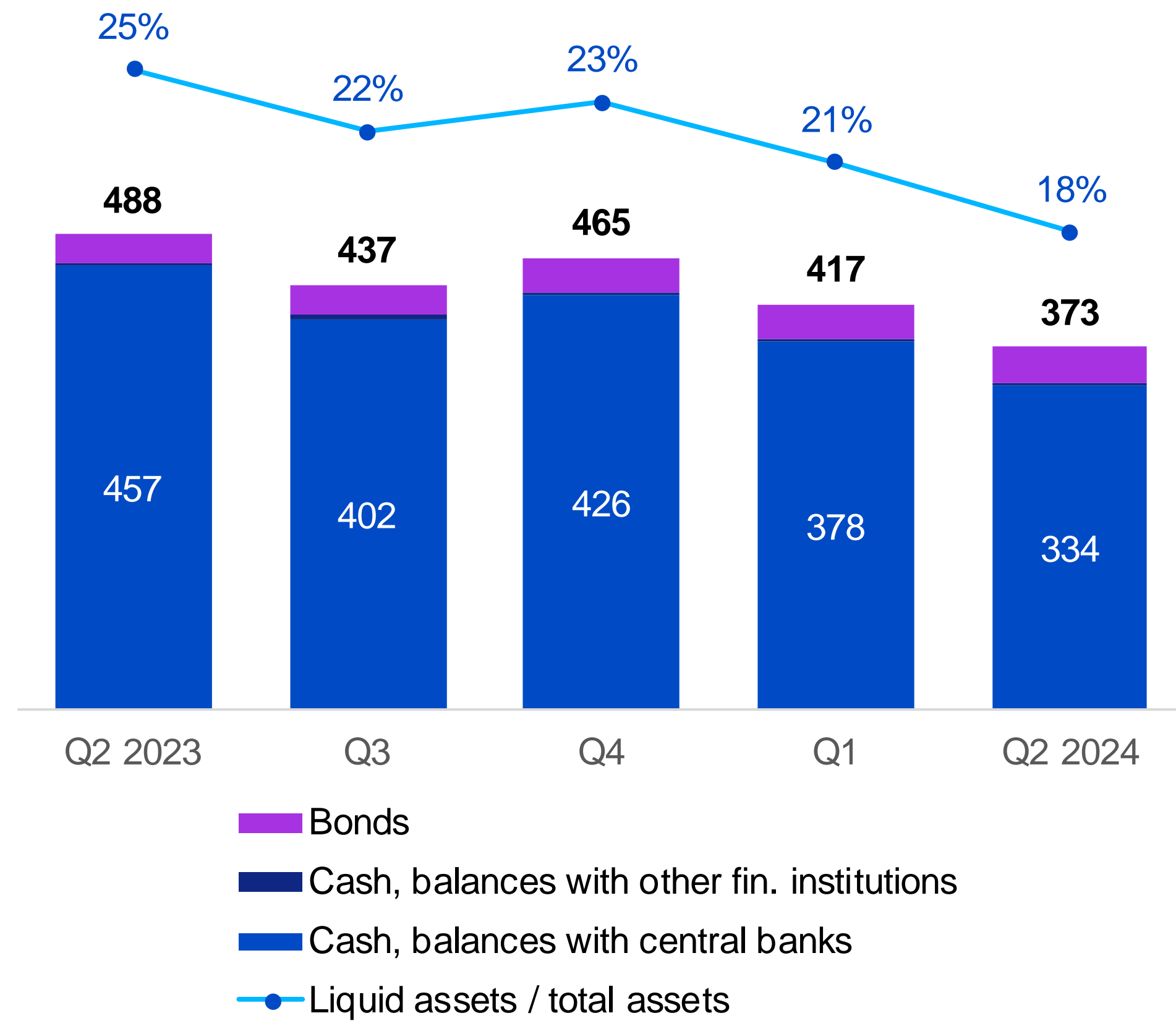
%



Q2 2023 Q3 Q4 Q1 Q2 2024

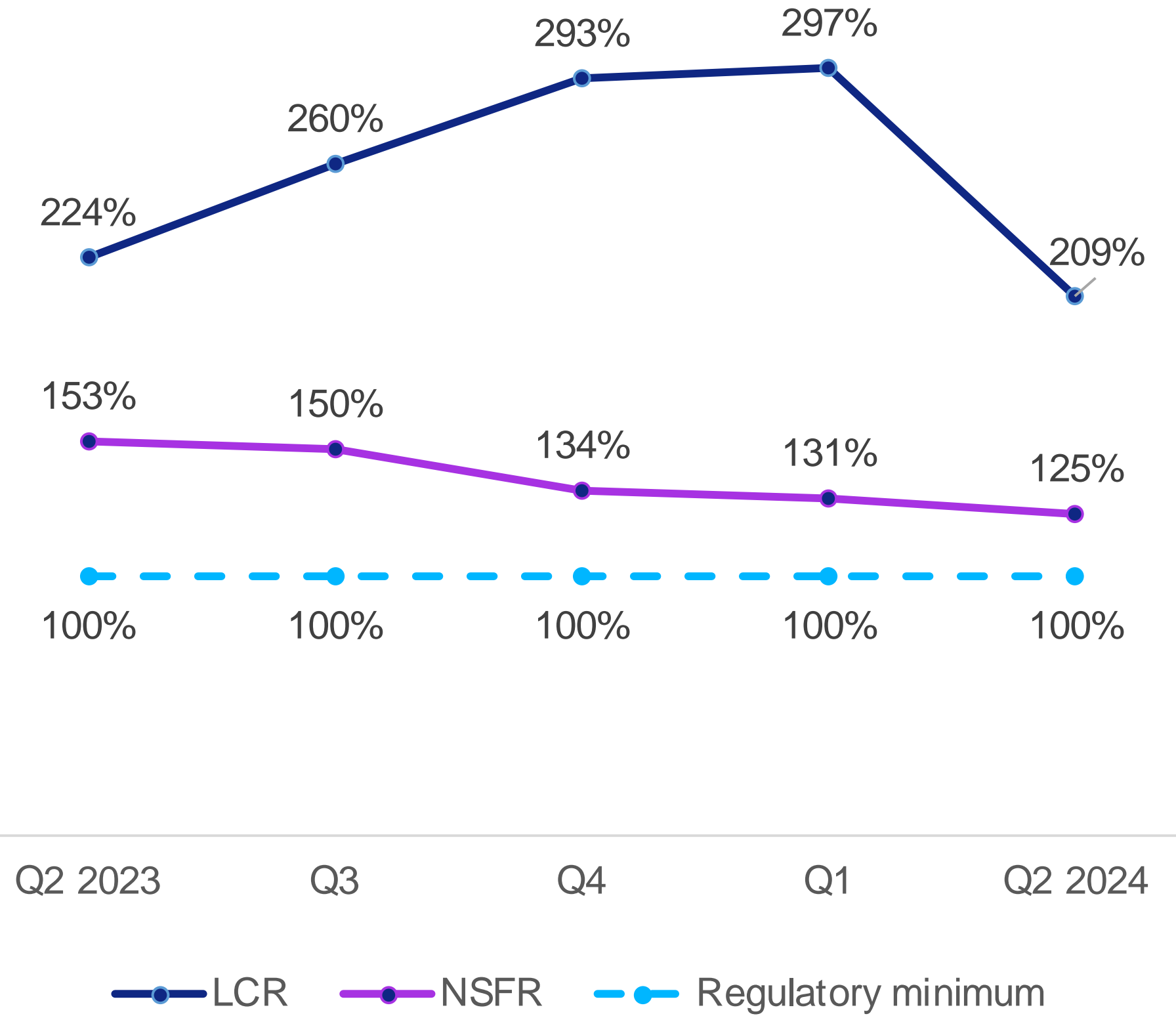
Liquid assets

m€; %



Liquidity coverage ratio (LCR)

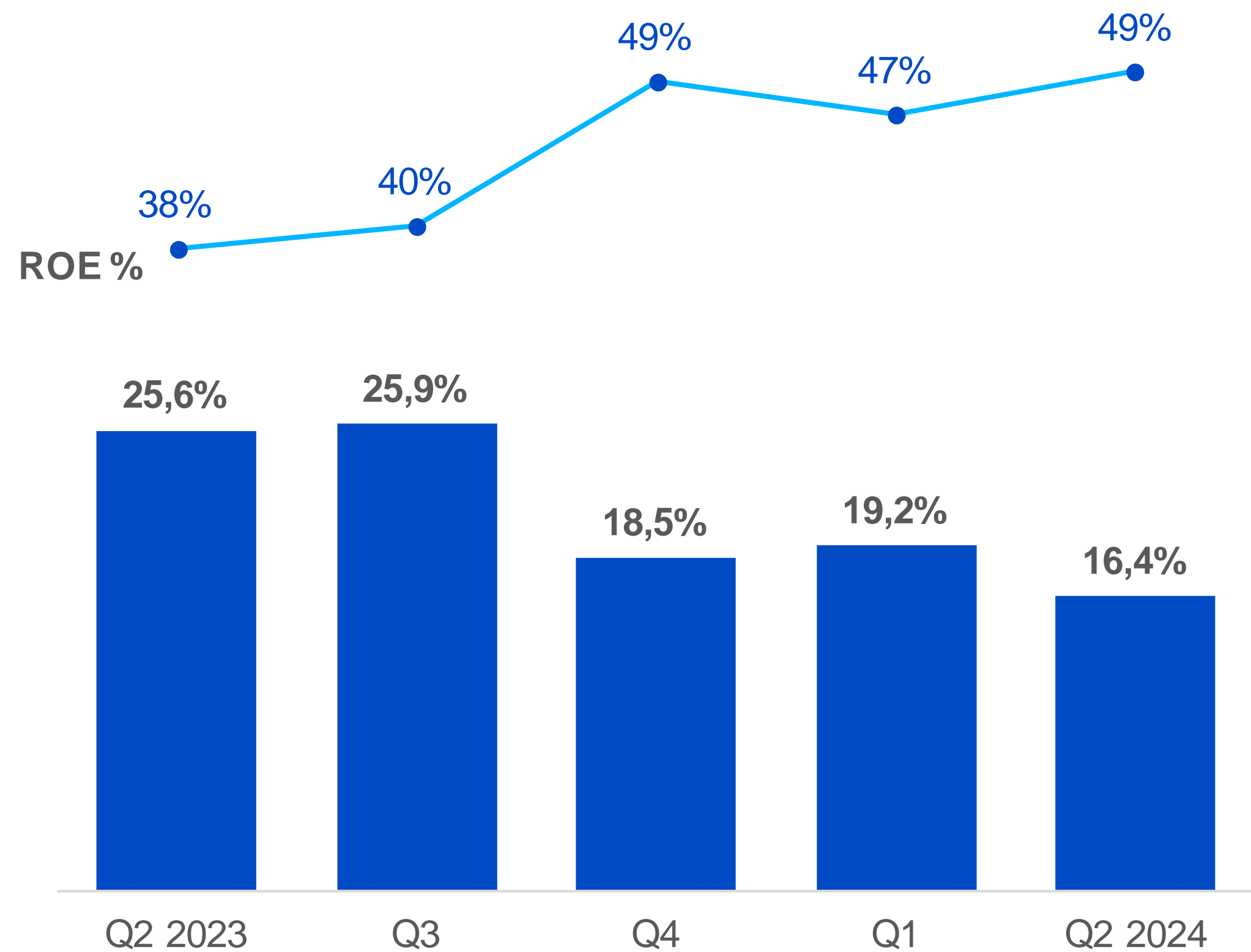
%



Performance indicators

Cost / income ratio (CIR) and ROE

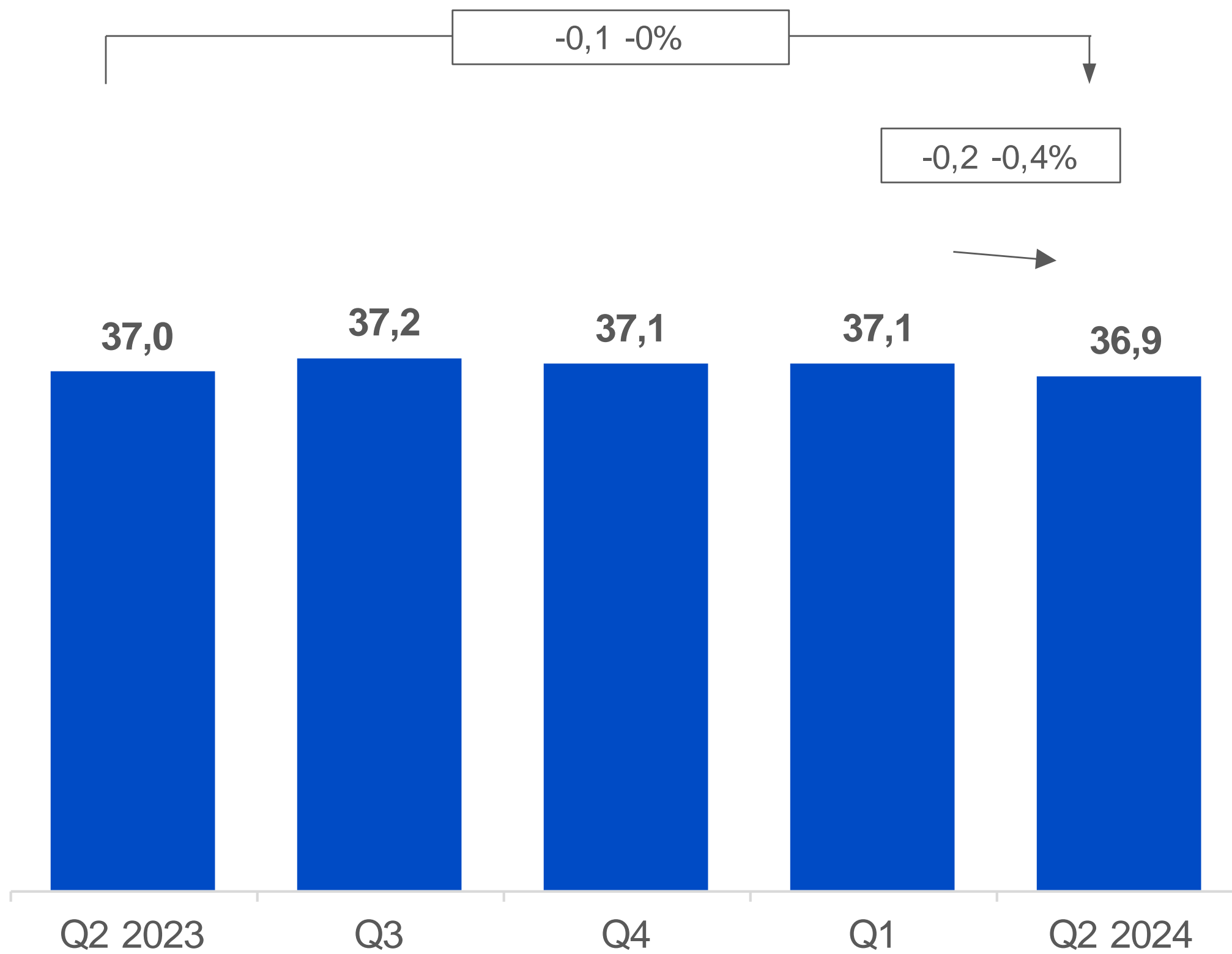
Cost / Income ratio %



- CIR 49% (long term goal <50%)
 - Revenues 20.4 m€, +0.2m€ (+1%)
 - Costs 10.1 m€, +0.7m€ (-7%)
- ROE 16.4% (long term goal >15%)
 - Growth in business volumes increases the revenue base
 - Base rates and interest margins on the decline
 - Quality of loan portfolio remains high

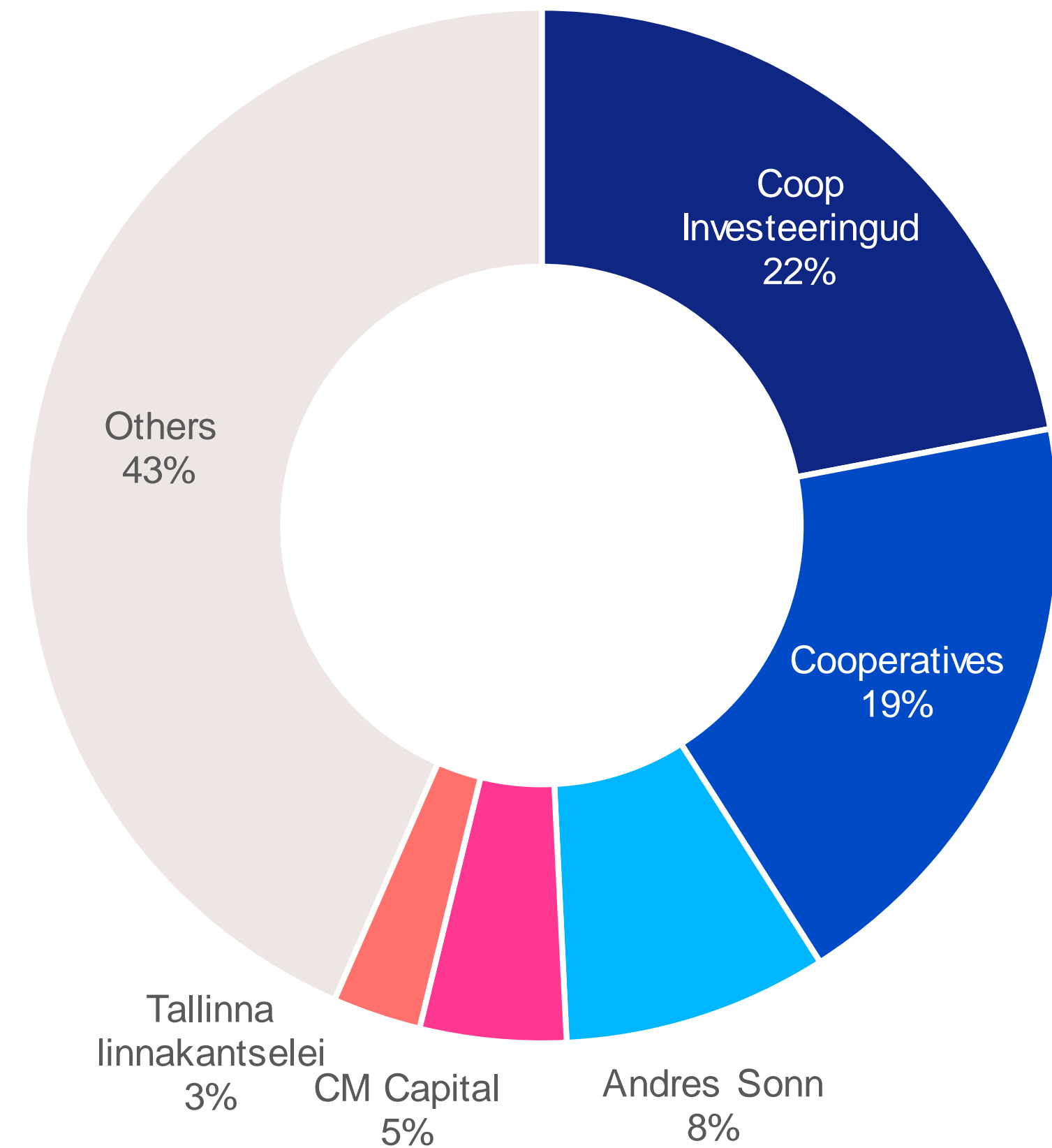
No of Coop Pank shareholders

'000



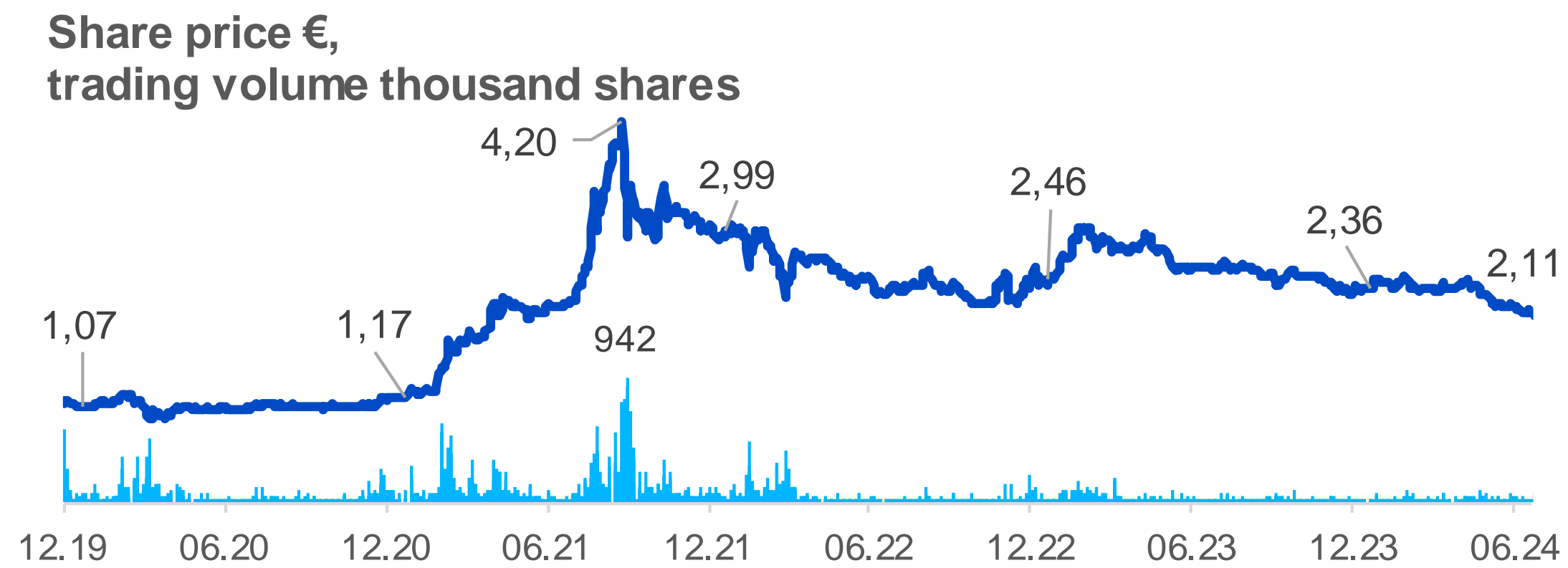
TOP shareholders

Shareholder distribution of Coop Pank as at 30.06.2024



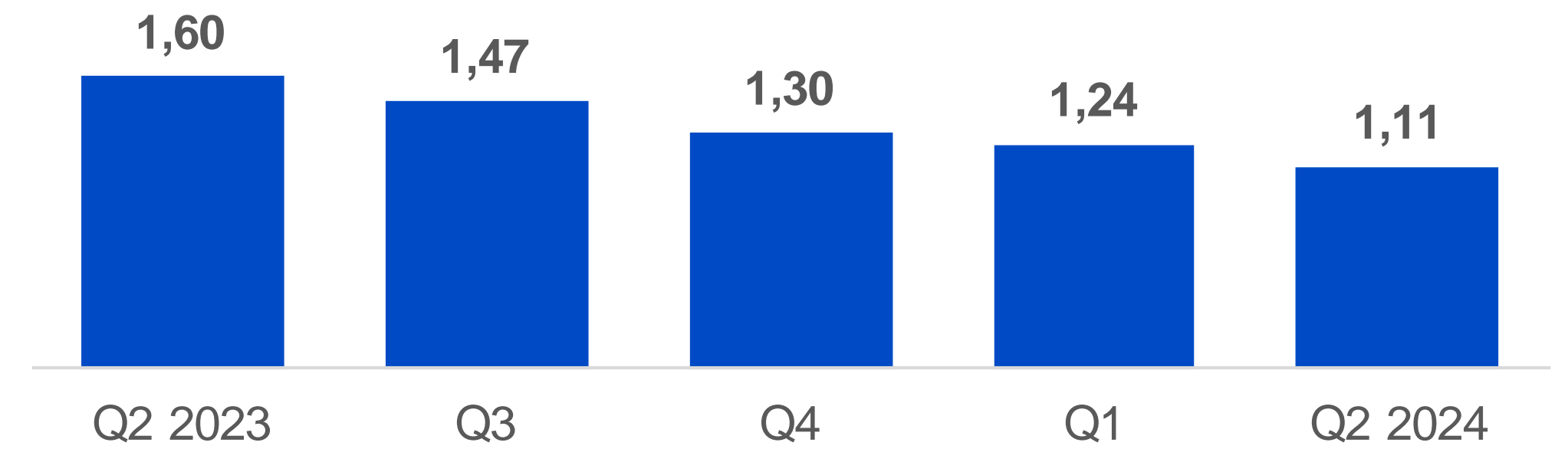
Share price

Coop Pank share price and trading volume by dates



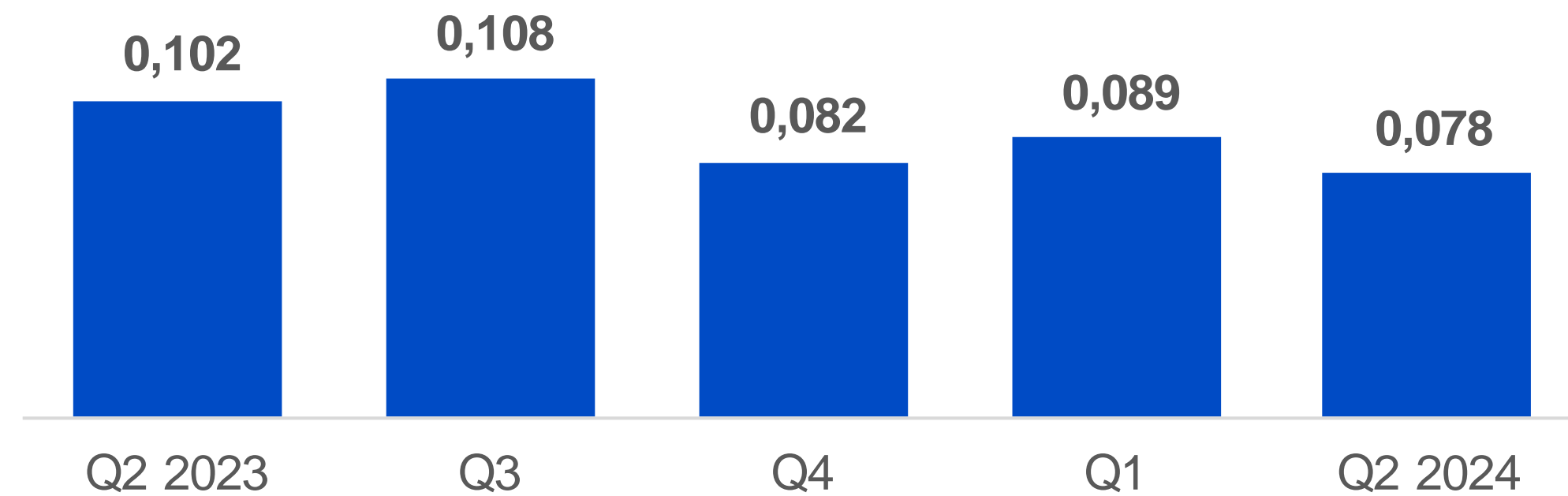
P/B ratio

P/B €



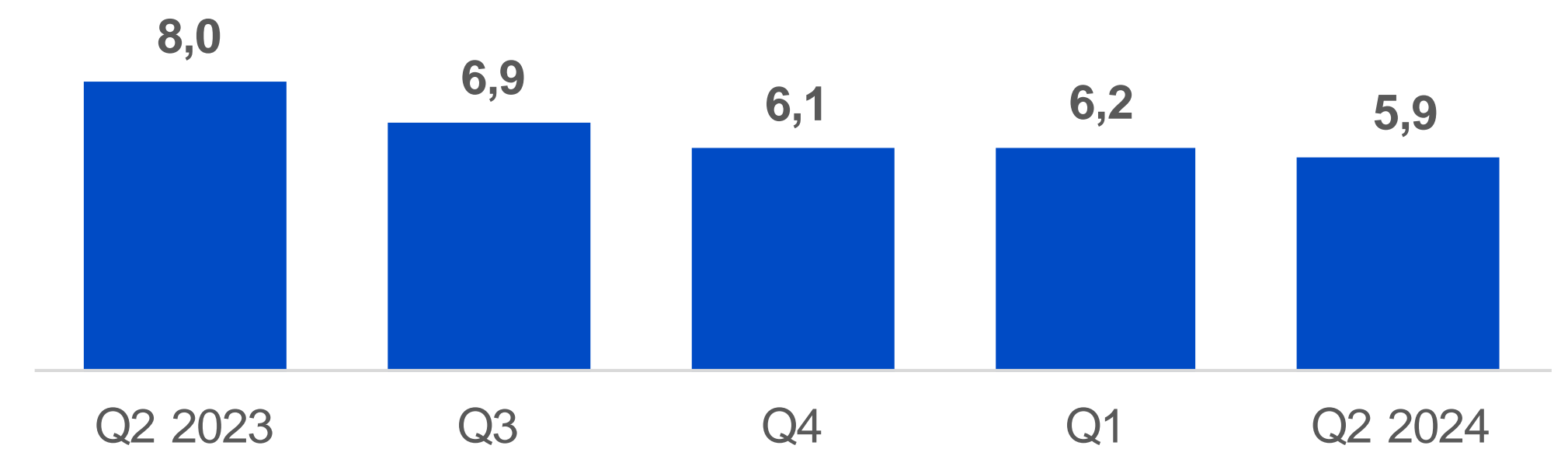
Net income per share (EPS)

EPS € (quarterly)



P/E ratio

P/E € (TTM)



Summary: Q2 2024 results

- Increased business volumes (+11% YoY)
- Growth of active customers (+17% YoY)
- Net profit 8.0 mln € (-23% YoY)
- CIR 49% (2023 Q2 38%)
- ROE 16.4% (2023 Q2 25.6%)

8.0 m€ profit
ROE 16%



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