

## ALTERNATIVE PERFORMANCE MEASURES GLOSSARY

The Cooperative Group Cajamar (GCC) uses in the presentations of quarterly results that it publishes in its Web, issue prospectus, presentations to investors and internally in its reports for monitoring its business magnitudes according to the countable regulation (NIIF), though it uses also additional other measures used habitually in the bank sector, not audited (APMs or Alternative Performance Measures), as indicators about the business and the economic - financial situation of GCC, which allows the comparability with other entities.

These measures (APMs) are calculated in accordance with the European Securities and Markets Authority Guidelines (ESMA/2015/1415es october 5th, 2015), with the purpose To facilitate the transparency of the information for the protection to the investors in the European Union. The measures used by GCC and their definition are given below:

(IN ALPHABETICAL ORDER)

Measure	Definition and calculation
1 Average Total Assets (ATA)	Average of the end-of-quarter figures since the previous December, inclusive
2 Branches	Total branches reported to Bank of Spain (includes part-time branches, or “ventanillas”, and excludes financial agencies)
3 Cooperative members	Owners of at least one contribution to the equity capital of the credit cooperatives (both companies and individuals)
4 Cost of Risk (%)	(Impairment losses on loans and advances to customers + Impairment losses on non-financial assets accumulated in the last year, excluding goodwill impairment) / Average of Gross loans and Net foreclosed assets of the last year
5 Cost-income ratio (%)	(Administrative expenses + Depreciation and amortisation) / Gross income
6 Customer funds under management	Customers’ retail funds + Off-balance sheet funds
7 Customers’ deposits	Sight deposits + Term deposits
8 Customers’ retail funds	Sight deposits + Term deposits + Other funds (repurchase agreements)
9 Customers’ spread (%)	Calculated as the difference between the Average revenue of performing loans to customers and the Average cost of customer deposits (sight deposits and term deposits)
10 Employees	SIP’s total employees, excluding temporary and pre-retired employees

(IN ALPHABETICAL ORDER)

Measure	Definition and calculation
11 Foreclosed assets (gross)	Amount of the loans that gave rise to the foreclosed asset + Financing to entities holding real estate assets that have been foreclosed or received in payment of debt
12 Foreclosed assets (net)	Foreclosed assets (gross) – Total foreclosed assets coverage
13 Foreclosed assets coverage ratio (%)	Total foreclosed assets coverage / Foreclosed assets (gross)
14 Funds under management	Total on-balance-sheet funds + Off-balance-sheet funds
15 Gross Loans	Loans to customers (gross) + Other loans (reverse repurchase agreements)
16 Impairment losses	Impairment or (-) reversal of impairment on financial assets not measured at fair value through profit or loss + Impairment or (-) reversal of impairment on non-financial assets
17 Loan to deposits ratio (%)	Net loans to customers / (Customer's deposits + Net issued securitisations + Brokered loans)
18 Loans to customers (gross)	General government + Other financial corporations + Non-financial corporations + Households
19 Net Interest Income o/ATA (%)	Net interest income / Average total assets
20 Non-performing assets (NPA)	Non-performing loans + Foreclosed assets (net)
21 NPA coverage ratio (%)	(Gross loans coverage + Foreclosed assets coverage) / (Non-performing loans + Foreclosed assets (gross))
22 NPA ratio (%)	(Non-performing loans (gross) + Foreclosed assets (net)) / (Gross loans+ Foreclosed assets (net))
23 NPL coverage ratio (%)	Gross loans coverage / Non-performing loans
24 NPL ratio (%)	Non-performing loans / Gross loans
25 Off-balance sheet funds	Mutual funds + Pension plans + Saving insurance + Fixed-income and equity
26 Other non-performing assets	Non-performing loans to credit institutions + Non-performing debt securities
27 Performing Loans	Gross loans – Non-performing loans
28 Performing Loans to customers	Loans to customers (gross) – Non-performing loans

(IN ALPHABETICAL ORDER)

Measure	Definition and calculation
29 Recurring cost-income ratio (%)	$(\text{Administrative expenses} + \text{Depreciation and amortisation}) / \text{Recurring gross income}$
30 Recurring Gross Income	Gross income without extraordinary results included in Gains (losses) on financial transactions and without mandatory transfers to the Education and Development Fund included in Other operating income/expenses
31 Recurring Net Income before provisions	Recurring gross income – Total expenses
32 RED Loans	Real estate development loans
33 ROA (%)	Annualisation of the following quotient: Consolidated net profit / Average total assets (average of the end-of-quarter figures since the previous December, inclusive)
34 ROE (%)	Annualisation of the following quotient: Consolidated net profit / Average total equity (average of the end-of-quarter figures since the previous December, inclusive)
35 RORWA (%)	Annualisation of the following quotient: Consolidated net profit / Average risk-weighted assets (average of the end-of-quarter figures since the previous December, inclusive)
36 Texas ratio (%)	$(\text{Gross non-performing assets} + \text{Doubtful contingent liabilities}) / (\text{NPA coverage} + \text{Total capital} - \text{Generic provision included as Tier 2 capital})$
37 Total balance sheet funds	Customers' retail funds + Wholesale funding
38 Total coverage	Performing asset coverage + Non-performing asset coverage (in both cases including coverage for credit risk, contingent risks and commitments, loans to credit institutions and debt securities)
39 Total expenses	Personnel expenses + Other administrative expenses + Depreciation and amortisation
40 Total Loans and advances to customers	Loans to customers (gross), excluding gross loans coverage
41 Total risks	Gross loans + Loans to credit institutions + Debt securities
42 Wholesale funds	Bonds and other securities + Subordinated liabilities + Central counterparty deposits + ECB