

INSTITUTIONAL PRESENTATION: GRUPO COOPERATIVO CAJAMAR

May 2023

(March 31th 2023 Financial data)

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Grupo Cooperativo Cajamar:
Identity features

Mission, vision and business model

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Strategy





First financial cooperative group in Spain (by assets size) and one of the reference groups scope of credit cooperatives of the South of Europe.



It is composed of 18 credit unions and a bank (Banco de Crédito Cooperativo) that acts as Group parent and leads the strategic management, risk control functions, human resources management, treasury management, business planning, control and internal audit.



It is one of the 10 spanish entities monitored by the Single Supervisory Mechanism (SSM).



Dynamic group that has led the **union of credit cooperatives** through successful integration processes of more than 40 rural saving banks throughout its history, until today where the group is placed among the top national institutions.



3.7 Mn of customers



1.7 Mn of cooperative members



62,982 Mn of Assets



91,970 Mn of Balance sheet business



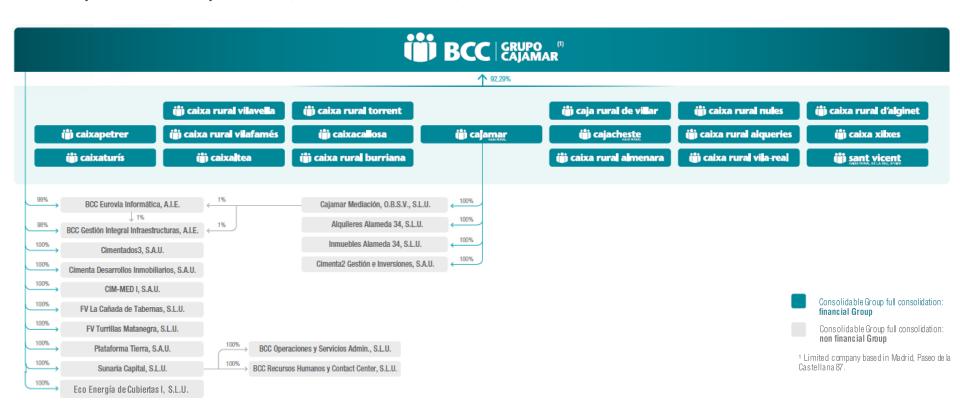
5,226 employees



842 branches

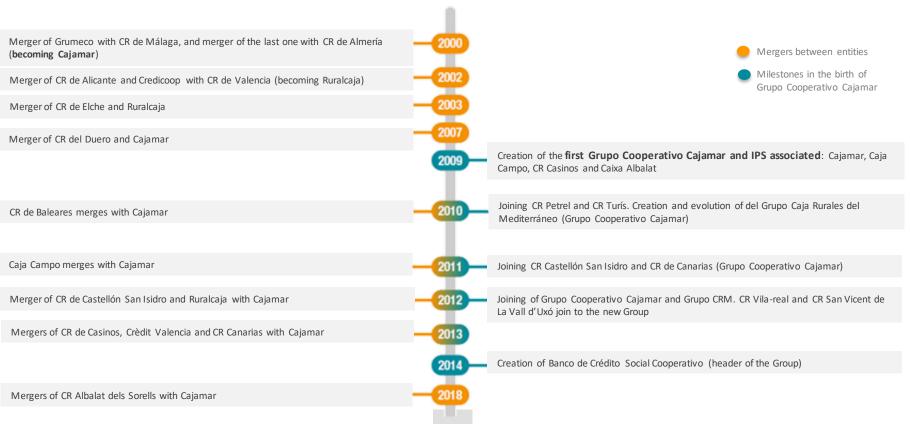


Group consolidation perimeter (financial and non financial)



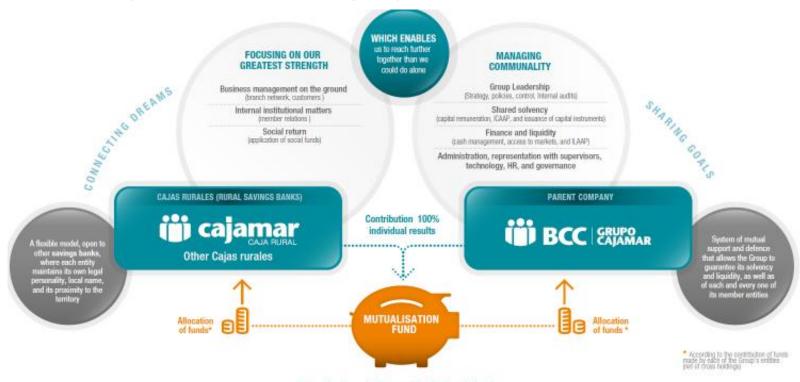


Grupo Cooperativo Cajamar timeline, background and historical developments





Banco de Crédito Cooperativo. Functions and delegated powers

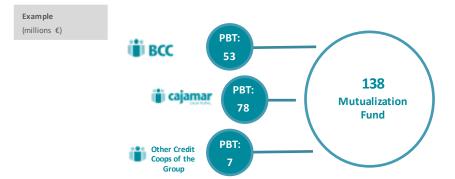


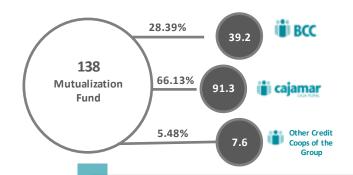
Integration formula that provides the foundation for a common project to strengthen cooperative banking in Spain



Results mutualization

Entities members of the Group put together 100% of their individual Results before taxes to provide a Mutualization Fund. The % of assignment of the Mutualization Fund is calculated depending on the contribution of Own Funds to the Group (net of cross -shareholdings).





	iii BCC	iii cajamar	Resto de Cajas integrantes del Grupo	GRUPO COOPERATIVO CAJAMAR
Individual Own Funds	1,090	3,443	289	4,822
(-) Participation in BCC/Grupo Cajamar	-	(906)	(79)	(984)
(-) Participation in BCC/Grupo Cajamar	1,090	2,538	210	3,837
% contribution to the Own Funds of the Group	28.39%	66.13%	5.48%	100.00%

The **mutualization percentages** are updated anually or when there is a relevant variation in the structure of Own Funds of Group entities.

- ✓ Incorporation/removal of some entity member of the Group.
- ✓ Business concentration of one entity member of the Group with one entity not member of the Group.
- ✓ Increase/reduction of BCC capital.



Main partnerships, adhesions and recognitions to Grupo Cooperativo Cajamar (I)





The Group leads the Forética Climate Change Clust er, Spain's leading business platform in relation to climate change.



The Group certifies that its management system has been audited in accordance with the standard: providing a solid framework in the management and improvement of the Group's consumption and energy efficiency.



Seal grant ed by de Ministry for Ecological Transition. which distinguishes organisations that calculate their carbon footprint and have a plan to reduce their emissions.



International environmental mobilisation event organized by the World Wide Fund for Nature in which the Group participates each year.





Global corporate renewable energy initiative whose objective is to increase renewable energy consumption by companies.



Platform that move st of ulfilthe objectives of the Paris Agreement in the different sectors of society.



The group certifies that its Central Services management system has been audited in accordance with the standard: demonstrating the Group's commitment to improving its environmental performance.









Certification awarded by the Great Place to Work consulta ncy firm, supporting the Group's efforts in the field of people management.



Voluntary commitment by the Group that supports, fosters and extends diversity and non-discrimination within the company and among its members, customers and suppliers.



Certificate granted to leading organisations in people management



Stamp that recognized the Group's efforts in the application and development of equality measures and equal opportunities in the working conditions of its employees, within its organisational models and in other areas, such as services, products and advertising,



Gender Equality acceleration programme for companies signed up to de United Nations Global Compact. The initiative addresses gender equality barriers and establishes corporate o biectives for equal representation and leadership of women in business



Each year, the Group participates in the Financia I Education programme for young people, promoted by the Spanish Banking Association in collaboration with Junior Achievement.



Initiative that support the Women's Empowerment Principles promoted by the United Nations for gender equality, UN Women and the United Nations Global Compact.





Main partnerships, adhesions and recognitions to Grupo Cooperativo Cajamar (II)



EUROPEAN ASSOCIATION OF CO-OPERATIVE BANKS

As sociation that represents, promotes and defends the interests of its member and corporate banks in terms of banking and cooperative legislation.



Alliance between UNEP and the global financial sector to mobilise private sector achieve susta inab le development.



The Group voluntarily adopts the recommendations of the T CFD, identifying risks and opport unities related to climate change and their management.



As a founding signatory, the Group supports the Principles for Responsible Banking promoted by the United Nations Programme for the Environment (UNEP FI), aligning its business model with the Sustainable Development Goals and the Paris Agreement on climate change. It is also adhered to Net-Zer o Banking Alliance (NZBA), an initiative that fosters net zero emissions by 2050.



The Group leads the Foretica Transparency, Good Governance and Integrity Cluster, a business platform that aim s to fo ster a su stai nable corp orate g overnance model, addressing different issues related to aspects of ESG.



The Group is affiliated to Spainsif, Spain's leading platform for Socially Responsible Investment.



The Group is committed to the business responsibility initiative of the United Nations Global Compact for susta inable development, pledging to uphold its ten principles and the Sustainable Development Goals. The Group is also a member of the Spanish Association of the Global Compact.



BUSINESS 1.5°C

The Group has signed a commitment to the Science Based Targets initiative. This initiative enables it to establish ambitious climate targets based on science to reduce greenhouse gas emissions, through which the Group has pledged to reduce its emissions in line with the Paris Agreement and reach net zero emissions by 2050 at the latest.



The Group has been recognised by CDP for its corporate transparency and climate change performance, awarding it an "A" rating (Leadership).



Sustainalytics has awarded Grupo Cooperativo Cajamar a score of 8.4 (insignificant risk) in the management of environmental, social and corporate governance (ESG) risks. This score positions the Group infirst place among the entities of the banking sub-industry, both nationally and internationally.

In May 2021, the G roup was a warded a score of 62 out of 100 from Moody 's ESG S olutions, placing the Group in the category of "Advanced" entities in terms of the performance of its sustainability policies and its management of environmental, social and corporate governance (ESG) risks.





Cooperative Banking (I)



Credit cooperatives

Completely private institutions with dual status due to their legal form:

- 1. Cooperative societies, with a specific legal rules,
- Financial deposit-taking institutions, similar to other banking institutions

Variable share capital.

Company purpose: to serve the financial needs of their partners and third parties through the exercise of activities pertaining to credit institutions (Credit cooperative law).

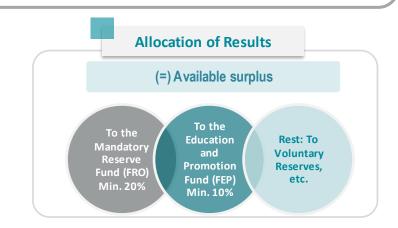
Peculiarity: the distribution policy of available surplus.

The **Education and Promotion fund**, constituted with 10% of the available surplus each year, is mainly intended for the training of cooperative members and workers in cooperative, business, economic and professional principles and techniques, actions promoting social responsibility and the promotion of intercooperative relationships, cultural activities and the creation of new cooperative enterprises.

The first Credit Cooperative in Spain was founded in 1901.

There are various types of Credit Cooperative (rural saving banks, popular saving banks and professional saving banks).

Grupo Cooperativo Cajamar forms part of the dominant typology in Spain (rural saving banks).

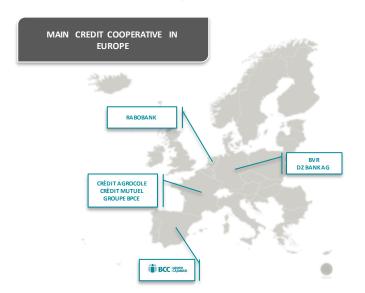




Cooperative Banking (II)

Banco de Crédito Cooperativo is member of the European Association of Cooperative Banks (EACB), that...

- Represents credit and savings cooperatives in the european framework.
- ✓ Is responsible for dialogue and negotiation, directly, with the official institutions of the European Union.



The credit cooperatives in Europe:

- √ They are key actors in society.
- ✓ 2,700 credit cooperatives.
- ✓ 227 million customers.
- ✓ They employ **720,000 people**.
- More than 40,000 outlets offer close and unique relationships with customers.
- The apply solid business practices.
- ✓ They can face the challenges of the new environment.
- ✓ They serve to provide financial access at **local level**.
- ✓ They are sustained in **strong structures**.
- ✓ Their wide-ranging networks oftenmake them the main employers and taxpayers in their own regions.
- ✓ Their **business model** answer to the current needs/expectatives.



Grupo Cooperativo Cajamar: Identity features Mission, vision and business model **Corporate governance**

Activity and Results

Strategy



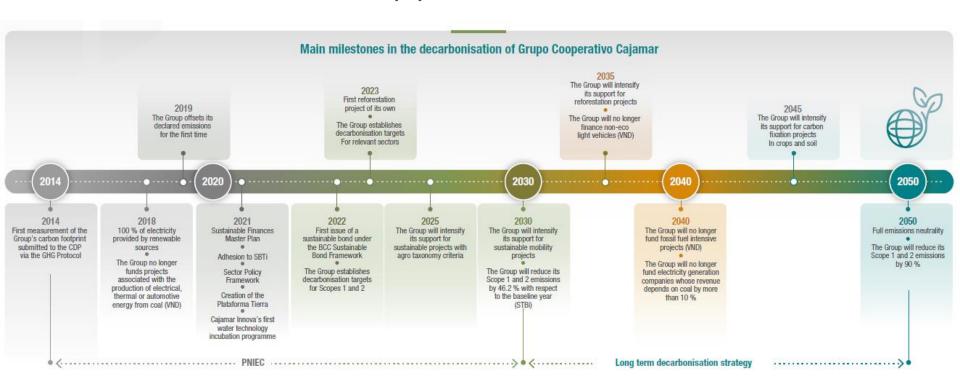
Mission, vision and values



. Promotion of tacit knowledge on the ground



Committed with the future: climate neutrality by 2050





Cooperative banking model: people-ideas-places







ENVIRONMENTAL

- Adherence to the **Net Zero Banking Alliance Initiative**, within the framework of the United
 Nations Environment Program Finance Initiative
 (UNEP FI).
- Recognition by CDP as a leading company for its corporate transparency and climate change performance with an "A" (leadership) rating.
- Setting intermediate decarbonization targets in line with the Science Based Targets initiative.
- Eligibility ratio of the Group's consolidated assets (mitigation and adaptation target) of 21.95% as of December 31, 2022.
- Since 2014 the Group has been calculating its carbon footprint, in 2022 it has again offset 100% of its operational emissions.

SOCIAL

- First issuance of sustainable bonds to promote economic and social development and projects to promote economic and social development.
- Identification of the relevant areas of impact and implementation of general objectives to promote and strengthen the achievement of the principles of Responsible Banking.
- Adherence to the extension of the current Code of Best Practice as well as to the new Code of Best Practice on mortgage loans.
- Obtained the "Great Place to Work" certification awarded by the Great Place to Work consulting firm.

GOVERNANCE

- Progress in the implementation of the Sustainable Finance Master Plan to promote the adaptation of companies, the self-employed and families to a new, more efficient production model.
- Inclusion of indicators associated with biodiversity and the forestry sector (ESG criteria) in credit risk analysis.
- Sustainability analysis and evaluation as part of the supplier approval process in accordance with ESG best practices.
- Recognition granted by CDP in the 'Supplier
 Engagement Leaderboard' report, being one of the
 288 companies to have obtained an "A" out of
 more than 15,000 companies evaluated.
- Approved and published the Group's Sustainability Report for the year 2022.



Reforestation Project:



Targets & Profits

- Recovery of the tree cover of part of the agricultural use area of a rural estate located in the Natural Park of Almeria.
- Carry out actions with environmental, social and economic impact.
- Fight against climate change by partially offsetting the Group's carbon footprint.
- Social impact with direct employment.
- Promote collaborative activities.



GRUPO COOPERATIVO CAJAMAR IS RECOGNIZED FOR ITS CORPORATE TRANSPARENCY AND CLIMATE CHANGE PERFORMANCE.

Recognition **granted by CDP**, being one of the 288 companies to have obtained an "A" out of **more than 15,000 companies** evaluated.

The Group has been demonstrating its **environmental commitment** through CDP **since 2015**.



The Group has been valued for the implementation of financial initiatives:

- In the measurement and management of risks derived from climate change and its impact on the credit portfolio.
- As well as others aimed at transparency and management of the carbon footprint, in response to new methodological requirements for rating and disclosure.



Grupo Cajamar's commitment to the elderly and other groups with special needs

Measured aimed at the care of the elderly or people with disabilities



Personalised attention Specific attention point properly signposted

Exclusive free telephone helpline Adapted channels: e-Banking, App and ATMs "Acompaña": complementary training for employees.

No time restrictions

Telephone support and remote management Talks: digitisation and transformation of banking. Consultations and cybersecurity.







PROGRESS ON THE SUSTAINABLE FINANCE MASTER PLAN



INFO	- Creation of internal ESG Advanced Level certification Training of analysts in climate risk and other ESG aspects.	SECTORAL POLICY FRAMEWORK	- After approval by the Governing Board, in development and integrated into the information systems and sustainability policy associated with each accredited and sustainability policy that is associated with each accreditor.	BUSINESS MODEL & STRATEGY	- Definition of decarbonisation targets based on the PCAF methodology.
MATERIALITY ANALYSIS	- Approval of the materiality analysis that captures the potential impact of the climate factor on conventional risks.	SUSTAINABLE BOND FRAMEWORK	- First social issue, under the Sustainable Bond Framework.	MODEL FOR CALCULATING DECARBONISATION COSTS	- Development of a model for calculating the decarbonisation costs of the Group's acredited.
CLIMATIC FACTORS IN STRESS TESTT	- Definition of climate scenarios and stress tests.	INCLUSION OF RAF SUSTAINABILITY INDICATORS	- Incorporation of the Sustainalytics Rating. - Work is underway to incorporate other metrics.	ASG INTERNAL RISK AUDIT	- Establishment of the ESG Risk Audit Office.
GOVERNANCE	- Assignment of functions and roles to all those organisational units that are involved in the management of ESG aspects. - Incentives: incorporation of carbon footprint reduction percentages in the calculation of employees' variable remuneration.	SUSTAINABILITY REPORT ON MAJOR OPERATIONS	For operations of more than €3m: - Standardisation of risk reports and incorporation of new indicators in the analysis Individual analysis of each client and consideration of ESG performance.	ASG DATA QUALITY AND PROCESSING	- Development of the methodology for measuring the carbon footprint. - Development of the Sustainability Datamart (DM) for the systematic integration of ESG data into corporate information systems.



Agri-food innovation is a hallmark of Grupo Cooperativo Cajamar



[✓] Grupo Cajamar has had its own structure for the development of applied research services and training activities for professionals, companies and agrifood cooperatives, resulting in an innovation ecosystem specialised in knowledge transfer and technology.

[✓] At present, this task is developed through four strategic units that support implementation and dissemination: Plataforma Tierra, Cajamar Innova, Agroanálisis y Centros Experimentales.

Mission, vision and business model

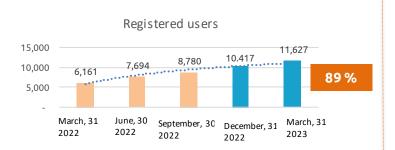




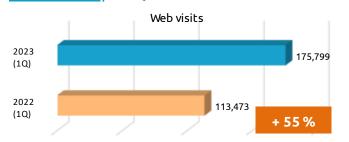
The Digital Agri-food Community of the Group

Cajamar | plataformatierra.es

THE COMMUNITY 11,627 Registered users - growing presence in social networks



THE WEB | **175,799** visits in 2023







PUBLICATIONS

Historical accumulated in the web





In 2023

116 publications

116 articles

10 markets report





The Digital Agri-food Community of the Group Caiamar | plataformatierra.es

Training & Transfer:

Preparing for the agri-food sector of the future



ONLINE COURSES



WEBINARS



ON-SITE EVENTS



PROGRAMMES Company management Agro

Activities most followed by the community

PRESENTIAL EVENTS

Demo Day - Cajamar Innova

Digitalization: irrigation and fertilization with digital tools and pest control

International Agrotech Day

WEBINARS

Blockchain and other traceability tools in the use of inputs

Citrus fruit in a context of high inflation

Circular bioeconomy: fruit and vegetable by-products



Results of the project for incubation and acceleration of high-tech companies for the sustainable management of water resources until March 2023



Incubated / accelerated

62 companies



Challenges launched

12



Subsidized companies

43 companies





Jobs created

>77



Supported companies

157 companies



Transfer actions

600 companies

Project developed with the financial support of the Incyde Foundation and FEDER.







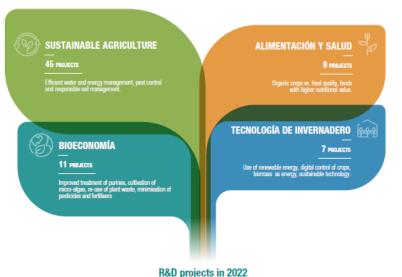




Agrofood innovation as a feature of Grupo Cooperativo Cajamar

Centros Experimentales

✓ In 2022, 73 projects were developed in 4 lines of research and in collaboration with technology centers, universities and companies of international reference.



Agroanálisis

- A team of professionals with extensive experience dedicated to monitoring technological incorporations in farms and in marketing and processing companies.
- ✓ App 'AgroUp', for internal use only, developed from the combination of thousands of real data that allow a significant estimation of the investment and the volume of production and income, among many other parameters, of a typical company in the agri-food sector.



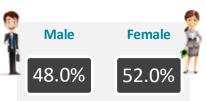




Human resources and company culture



Grupo Cajamar has obtained the **Top Employer 2022 certification**, which places it **among the best companies to work in Spain**, for its commitment to placing people at the center of its activity, the implementation of initiatives that seek to attract and retain talent, and the promotion of family and work reconciliation, among other aspects.





The Ministry of Health, Consumer affairs and Social welfare awarded Equality in Business to Cajamar and Banco Cooperativo Cajamar.



Grupo Cajamar has obtained the Great Place to Work certification, which dearly reflects that their employees consider that they are in an excellent place to work.

84%

of employees want to work here for a long time 91%

of employees are proud when they see what they have achieved 86%

of employees say they are offered training or other forms of development for professional growth 85%

of employees say that when you join the company, you feel welcome

Mission, vision and business model



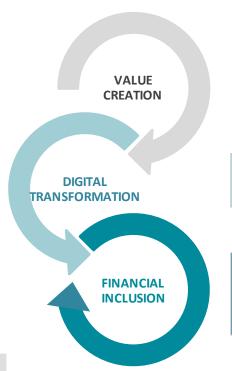
The branch in the Group model of territorial planning

The branch model of Grupo Cooperativo Cajamar, rooted in the territory, makes possible to reconcile economic-financial efficiency and sustainability with its social and foundational commitment to the development of rural communities, helping fixing population in the territory, combating depopulation, α eating employment and promoting sustainable local development.

Essential drivers in the evolution of the banking branch in Grupo Cooperativo Cajamar

- ✓ **Value creation:** from transactional branch to advisory
- ✓ **Digital transformation:** from physical dispensation and distribution to self service and new channels
- ✓ **Financial inclusion:** from closeness to nearness

Branch types and functional contribution



- Universal branch
- · Singular branches
- Branch with extended office hours

- Universal branch
- Singular branches
- Branch without cash

- Universal branch
- Correspondent banking, financial agent and systems of assisted remote management
- Mobile branches

Mission, vision and business model

Items for the territorial planning

- ✓ Support to the cooperativism.
- Support to the primary sector as a transversal axis for sustainability.
- ✓ Support to agrifood innovation.
- ✓ Support to the social and solidarity economy.
- ✓ Support to sustainable local development.
- Support to the real and productive economy based on people.
- ✓ Support to local productive systems.
- ✓ Support to sustainable territorial development.
- ✓ Growth with the environment (creation of shared value).

The Group contributes to the main local production systems in Spain:

- ✓ Through the way of financing and financial intermediation.
- Through the **Di** and the knowledge transfer across its agricultural experimental centers.
- ✓ Through the partnerships with local institutions and other actors.



Financial inclusion in the rural world

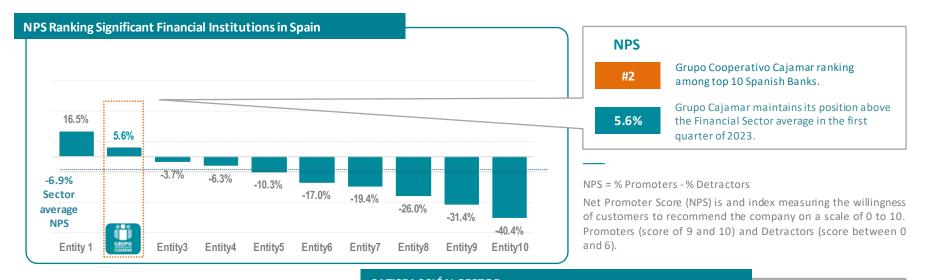
- √ The Group seeks innovative ways to manage business in small municipalities.
- ✓ It combines the search for higher levels of efficiency, required by the market and the Regulator, with measures to **combat financial exclusion.**





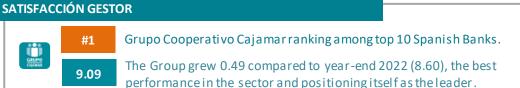


Grupo Cooperativo Cajamar is one of the top banks in customer satisfaction, as measured by the Net Promoter Score (NPS).



Satisfaction is measured in average values and refers to satisfaction with respect to network branch.

Sector Average calculated with the 14 main entities.



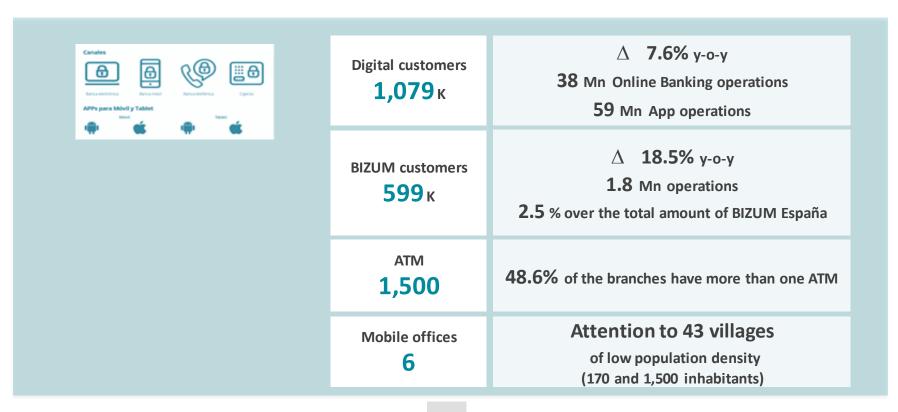


Grupo Cooperativo Cajamar is the only Spanish cooperative group supervised by the ECB





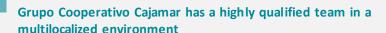
Clear commitment with the Group's digitalization, with more than 1 million of digital customers



Mission, vision and business model



Cybersecurity and data confidentiality





24 hours / 7 days

Internal SOC (Security Operation Center)



+21% vs 2021

Increase of the cybersecurity staff/cyber resilience





+ 25

Phishing campaigns to employees



73 %

Users with 0-clicks in phishing drills (+13% vs 2021)



Average 2022

BCC GRUPO CAJAMAR

Spanish Financial Institutions (Average) ADVANCED 740-900

810

736

INTERMEDIATE 640-740

040-740

BASIC 250-640

Group safety certifications in force in 2022





Normativa PCI-DSS como Services Providers a nivel de MMPP



Normativa de VISA PIN SECURITY



CSP (Customer Security Programme) de Swift



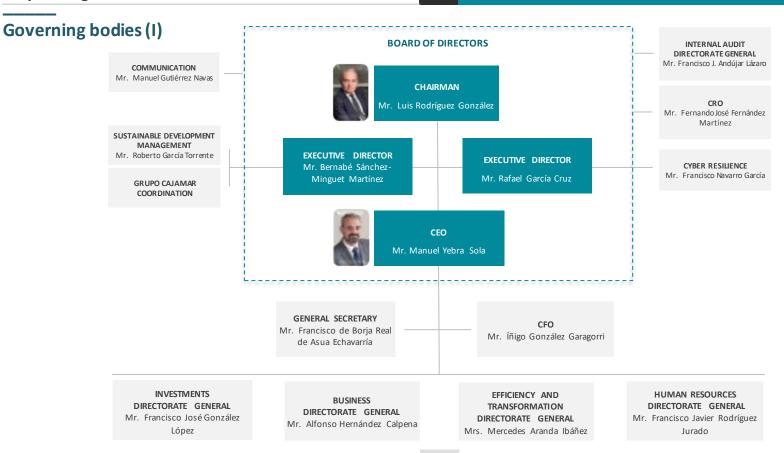
Grupo Cooperativo Cajamar: Identity features Mission, vision and business model **Corporate governance**

Activity and Results

Strategy

Corporate governance





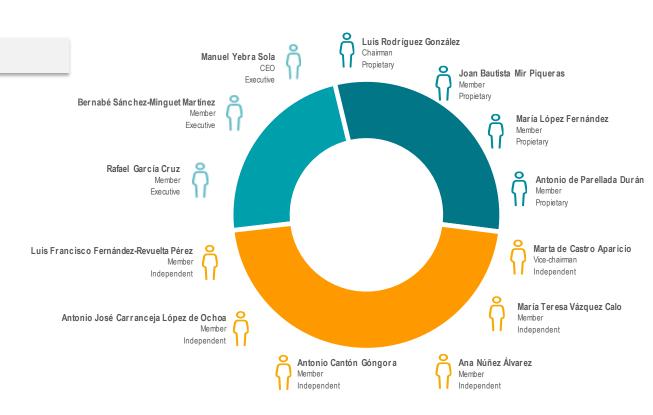
Corporate governance



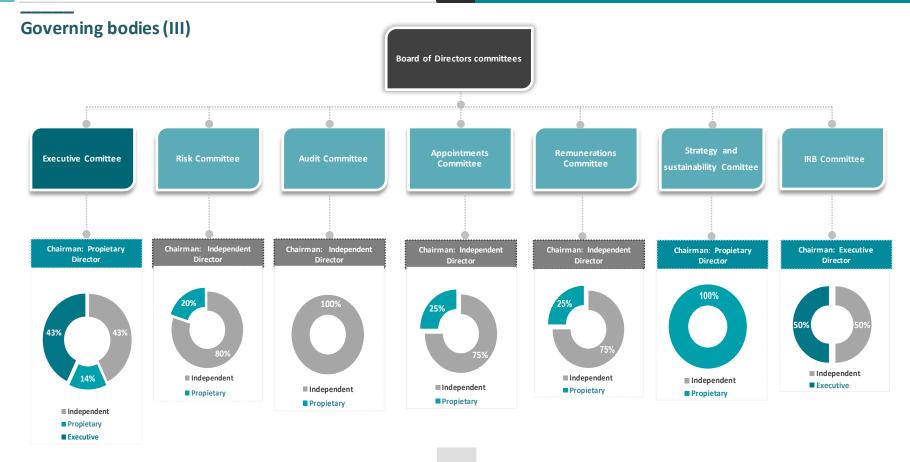
Governing bodies (II)







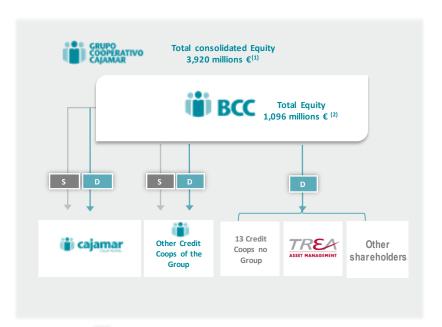




Corporate governance

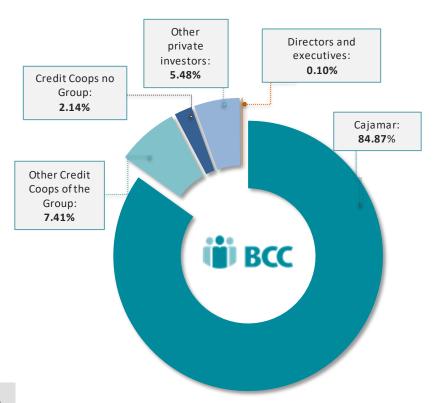
BCC GRUPO CAJAMAR

Equity and BCC shareholders



- Dividends flows from BCC to shareholders
- Services rendered by BCC to shareholders
- 1. Consolidated Equity of Grupo Cajamar at 31/03/2023
- 2. Individual Equity of BCC at 31/03/2023







Grupo Cooperativo Cajamar: Identity features Mission, vision and business model **Corporate governance**

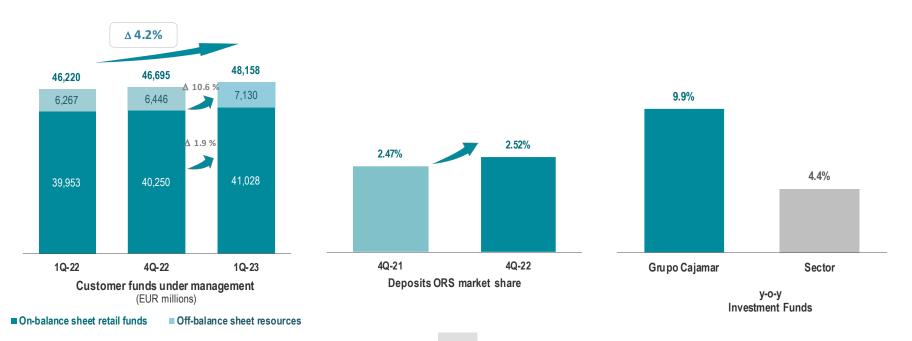
Activity and Results

Strategy



Increase of 4.2% in customer funds under management, growth in on-balance sheet retail funds and off-balance sheet funds

Increase of mutual funds with greater intensity than the Sector



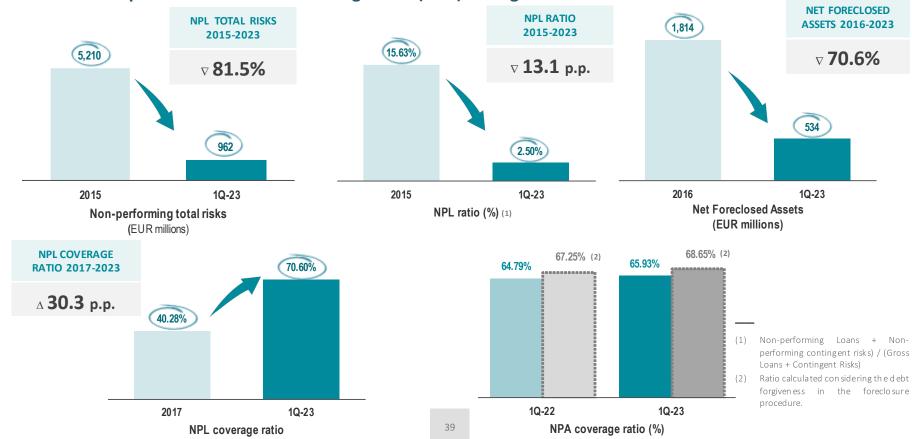


The dynamism of the strategic segments enabled to maintain a year-on-year growth in lending of 4.7% Greater diversification of the performing loans to customers











Results

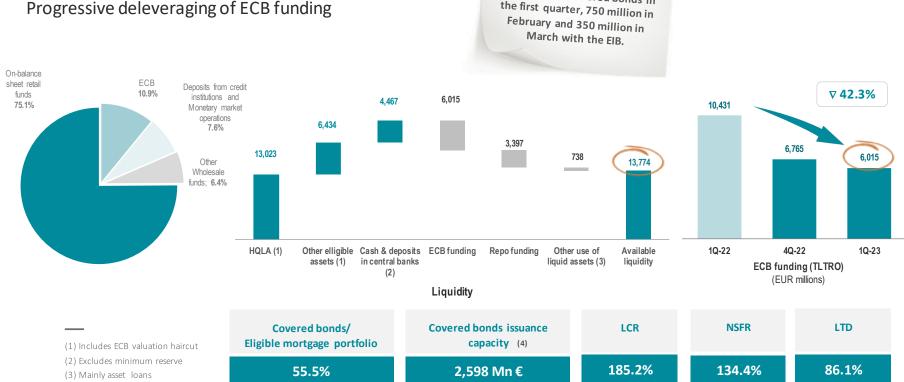
(EUR thousands)	31/03/2023	o/ ATA	31/03/2022	o/ ATA	Y-o-y Abs. %		31/12/2022	o/ ATA
NET INTEREST INCOME	207,951	1.35%	161,199	1.11%	46,752	29.0%	702,878	1.15%
Net fees and commissions + exchange differences, net	70,988	0.45%	68,310	0.46%	2,679	3.9%	270,477	0.43%
Gains (losses) on financial transactions	3,402	0.02%	120,208	0.83%	(116,806)	(97.2%)	101,919	0.17%
Dividend income	912	0.01%	856	0.01%	56	6.5%	3,778	0.01%
Income from equity-accounted method	12,547	0.08%	13,358	0.09%	(812)	(6.1%)	47,193	0.08%
Other operating incomes/expenses	(14,405)	(0.09%)	(5,562)	(0.04%)	(8,843)	159.0%	(52,098)	(0.09%)
GROSS INCOME	281,396	1.82%	358,370	2.46%	(76,975)	(21.5%)	1,074,148	1.75%
GROSS INCOME excluded Gains (losses) on financial transactions	277,994	1.80%	238,162	1.63%	39,832	16.7%	972,229	1.59%
Personnel expenses	(93,388)	(0.60%)	(86,366)	(0.59%)	(7,022)	8.1%	(349,123)	(0.57%)
Other administrative expenses	(47,554)	(0.31%)	(44,599)	(0.31%)	(2,955)	6.6%	(182,714)	(0.30%)
Depreciation and amortisation	(18,096)	(0.12%)	(17,218)	(0.12%)	(878)	5.1%	(70,869)	(0.12%)
PRE-PROVISION PROFIT	122,358	0.79%	210,187	1.44%	(87,829)	(41.8%)	471,443	0.77%
PRE-PROVISION PROFIT excluded Gains (losses) on financial transactions	118,956	0.77%	89,979	0.62%	28,977	32.2%	369,524	0.60%
Impairment losses	(68,390)	(0.44%)	(154,326)	(1.06%)	85,937	(55.7%)	(323,317)	(0.53%)
Net provisions + Other losses / gains	(24,706)	(0.16%)	(22,973)	(0.16%)	(1,733)	7.5%	(74,901)	(0.12%)
PROFIT BEFORE TAX	29,262	0.19%	32,888	0.23%	(3,626)	(11.0%)	73,224	0.12%
Tax	(5,223)	(0.03%)	(3,397)	(0.02%)	(1,826)	53.7%	6,777	0.01%
CONSOLIDATED NET PROFIT	24,039	0.16%	29,491	0.20%	(5,452)	(18.5%)	80,001	0.13%



Maintaining comfortable levels of liquidity

Progressive deleveraging of ECB funding

2 issuance of covered bonds in the first quarter, 750 million in February and 350 million in March with the EIB.

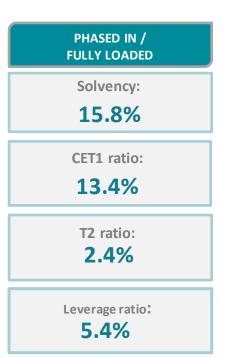


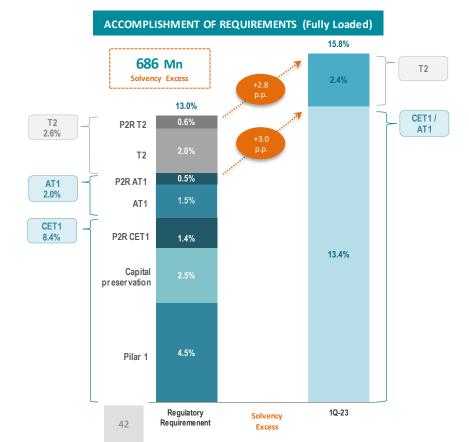
- (4) According to RDL 24/2021
- (5) Nominal amount



Accomplishment of regulatory solvency requirements, without significant differences between fully-loaded

and phase-in figures







Grupo Cooperativo Cajamar: Identity features Mission, vision and business model **Corporate governance**

Activity and Results

Strategy



Strategic focuses

STRATEGIC FOCUSES		Change management and talent development	Customer experience improvement	New technology model evolution	Development of uniqueness in target segments	Trade distribution model development	Operating model optimization	Risk management
€	Related capitals	Intellectual Human Social and relational Natural	Financial Industrial Intellectual Human Social y relacional	Industrial Intellectual Human Natural	Financial Industrial Intellectual Human Social y relacional	Financial Industrial Intellectual Human	Financial Industrial Intellectual Human	Financial Industrial Intellectual Human
ĊŮĴ	Interest groups	Employees Cooperative members Customers	Shareholders Cooperative members Customers Employees	Shareholders Cooperative members Customers Employees Suppliers Regulating authority	Shareholders Cooperative members Customers Employees	Everybody	Shareholders Cooperative members Employees Suppliers Regulating authority	Shareholders Cooperative members Customers Employees Suppliers Regulating authority Analysts
	Itinerary of sustainability	Development of an internal training plan in sustainable finance.	Promoting transparency and disclosure of non financial information.	Definition of social and green bond issuance frameworks. Development of a sustainability scorecard.	Financial education and digital culture workshops through corporate volunteering programs. Strengthen the presence in the Social Economy.	Launch of new products with ASG criteria. Support for Socially Responsible Investment.	Monitoring and compliance with the eco-efficiency plan 2020-2023.	Developments in environmental risk management.
PILLARS	S OF SUSTAINABILITY POLICY		ANAGEMENT AND RATE CULTURE	SUPPOR	RT FOR THE SOCIAL E	CONOMY	SUSTAINABLE DEVELO	OPMENT

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