

FINANCIAL REPORT

Third quarter 2020

5 November 2020

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Most significant figures

	30/09/2020	30/06/2020	30/09/2019	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Profit and Loss Account							
Net interest income	446,696	295,069	437,102	9,594	2.2%		
Gross Income	823,533	611,050	921,394	(97,861)	(10.6%)		
Recurring Gross Income	698,098	494,201	708,343	(10,245)	(1.4%)		
Pre-Provision Profit	396,132	328,684	491,086	(94,954)	(19.3%)		
Recurring Pre-Provision Profit	270,697	211,835	278,035	(7,338)	(2.6%)		
Profit before tax	28,949	28,872	111,918	(82,969)	(74.1%)		
Consolidated Net profit	14,586	18,247	82,056	(67,470)	(82.2%)		
Business							
Total Assets	52,690,201	52,725,077	45,620,963	7,069,238	15.5%	(34,876)	(0.1%)
Equity	3,363,874	3,362,903	3,237,432	126,442	3.9%	971	0.0%
On-balance sheet retail funds	34,892,998	33,339,582	30,238,231	4,654,767	15.4%	1,553,416	4.7%
Off-balance sheet funds	4,772,330	4,655,023	4,648,220	124,110	2.7%	117,307	2.5%
Performing Loans	31,845,381	31,082,845	29,123,307	2,722,074	9.3%	762,536	2.5%
Risk management							
Non-performing assets	4,414,966	4,506,035	4,913,766	(498,801)	(10.2%)	(91,070)	(2.0%)
Non-performing assets (net)	2,104,889	2,181,522	2,567,577	(462,689)	(18.0%)	(76,634)	(3.5%)
NPA coverage (%)	52.32%	51.59%	47.75%	4.6		0.7	
Non-performing loans	1,745,142	1,805,440	2,111,093	(365,951)	(17.3%)	(60,298)	(3.3%)
NPL ratio (%)	5.11%	5.39%	6.63%	(1.5)		(0.28)	
NPL coverage ratio (%)	56.11%	55.65%	47.55%	8.6		0.5	
Foreclosed assets (gross)	2,669,824	2,700,595	2,802,673	(132,850)	(4.7%)	(30,772)	(1.1%)
Foreclosed assets (net)	1,338,944	1,380,890	1,460,205	(121,262)	(8.3%)	(41,947)	(3.0%)
Foreclosed assets Coverage ratio (%)	49.85%	48.87%	47.90%	2.0		1.0	
Texas ratio	81.72%	82.77%	91.02%	(9.3)		(1.05)	
Cost of risk	1.16%	1.39%	1.08%	0.1		(0.23)	
Liquidity							
LTD (%)	89.11%	90.93%	95.03%	(5.92)		(1.82)	
LCR (%)	210.65%	258.98%	216.96%	(6.31)		(48.33)	
NSFR (%)	127.18%	126.67%	127.60%	(0.42)		0.51	
Business gap	3,929,222	3,134,257	1,560,219	2,369,003	151.8%	794,965	25.4%
Solvency phased in							
CET1 ratio (%)	13.06%	12.94%	13.14%	(0.08)		0.12	
Tier 2 ratio (%)	1.68%	1.66%	1.70%	(0.01)		0.02	
Capital ratio (%)	14.74%	14.60%	14.83%	(0.09)		0.14	
Leverage ratio (%)	5.54%	5.55%	6.44%	(0.90)		(0.01)	
Solvency fully loaded							
CET1 ratio (%)	12.46%	12.35%	12.41%	0.05		0.12	
Tier 2 ratio (%)	1.69%	1.67%	1.70%	(0.01)		0.02	
Capital ratio (%)	14.15%	14.01%	14.11%	0.04		0.14	
Leverage ratio (%)	5.29%	5.30%	6.09%	(0.79)		(0.01)	
Profitability and efficiency							
ROA (%)	0.04%	0.07%	0.24%	(0.21)		(0.04)	
RORWA (%)	0.08%	0.16%	0.48%	(0.40)		(0.08)	
ROE (%)	0.58%	1.10%	3.46%	(2.88)		(0.52)	
Cost-income ratio (%)	51.90%	46.21%	46.70%	5.20		5.69	
Recurring cost-income ratio (%)	61.22%	57.14%	60.75%	0.47		4.08	
Other data							
Cooperative members	1,448,337	1,440,626	1,428,500	19,837	1.4%	7,711	0.5%
Employees	5,465	5,448	5,486	(21)	(0.4%)	17	0.3%
Branches	926	930	962	(36)	(3.7%)	(4)	(0.4%)

Highlights

Response to the COVID-19 crisis

The COVID-19 pandemic has generated a global health and economic crisis whose scope will largely depend on epidemiological evolution, the development of an effective vaccine and the effectiveness of the recovery plans that the different economies and governments are implementing to alleviate the effects of the pandemic both in the economic and health fields.

The decline in economic activity was very aggressive in the second quarter of the year as a result of the containment measures imposed, meaning a decrease in the Spanish GDP of 17.8% q-o-q (-21.5% y-o-y)¹. This quarterly decline was within the middle range of the early and gradual recovery scenarios released in June by the Bank of Spain (-16.0% and -21.8% respectively). However, as the second quarter showed, the impact was uneven for the different economic activities, the ones that suffered the most were those related to retail, transport and hospitality (-39.6% q-o-q) or artistic and recreational activities (-31.6% q-o-q) and other that even improved, among others, were the ones related to agriculture, livestock and fishing (+3.6%), sectors in which the Group has a strengthened position (15% market share in the agro segment).

This third quarter, GDP in Spain has recovered significantly, reaching an increase of 16.7% q-o-q in terms of volume, but still negative on a y-o-y basis

(-8.7%)². The primary sector is the one experiencing one of the highest y-o-y increases with a +5.0%. All economic activities showed a quarterly growth. Regarding the impact on employment, this quarter there has been a fall in the number of Social Security affiliates of 2.3% compared to September 2019, and there are around 728,000 people included in a temporary lay-off (ERTE)³.

As of September 2020, the Bank of Spain released again its macroeconomic perspectives, differentiating between two scenarios: (i) The first scenario was based on epidemiological assumptions similar to those taken into account for the June gradual recovery scenario, with the appearance of outbreaks that would require containment measures of limited scope with an also limited impact on economic activity (impact on segments related to leisure and hospitality), forecasting a fall of -10.5% in 2020 with a recovery of up to + 7.3% in 2021; (ii) In the second scenario, a greater impact was contemplated in the outbreaks and the application of more severe measures was taken into account, which harmed those segments related to services subject to more social interaction, having a bigger and more persistent impact on the economy, forecasting a fall of -12.3% in 2020 and a recovery of +4.1% in 2021. Regarding the unemployment rate, the Bank of Spain expects it to be in the range of 17.1% - 18.6% in 2020 (scenarios 1 and 2 respectively) reaching levels between 18.2% and 20.2% respectively by 2022.

The IMF also published its macroeconomic perspectives for Spain in October, maintaining

¹ Source: INE National Statistics Institute, National quarterly accounts in Spain as of Second Quarter 2020 (23 September 2020)

² Source: INE National Statistics Institute, National quarterly accounts in Spain as of Third Quarter 2020 (30 October 2020)

³<http://prensa.inclusion.gob.es/WebPrensaInclusion/noticias/seguridadsocial/detalle/3907>

similar levels to those published in June. It foresees a contraction of the Spanish GDP of -12.8% in 2020 with a recovery in 2021 of + 7.2%, compared to the reduction of -8.3% expected for the advanced economies of the Eurozone in 2020 and the recovery of + 5.2% for the same group in 2021⁴. However, the potential appearance of a second wave of COVID-19 worldwide may pose a new challenge to all economies.

The measures that have been implemented to mitigate the impact of the crisis on customers and financial institutions have been, among others: the improvement of the financing conditions of the TLTRO III, the temporary permission by the Single Supervisory Mechanism to operate below the capital and liquidity requirements or the flexibility with which the European Banking Authority and the Bank of Spain provide entities when classifying the exposures, for accounting purposes, that have received financial aid in the framework of COVID-19.

In this context, Grupo Cooperativo Cajamar adopts a proactive position with its customers in order to anticipate financial solutions to each specific situation and revises its projections and objectives on a recurring basis to adapt them to this changing and uncertain situation.

The measures that have been implemented in the Group to face this health crisis have been the following:

Measures imposed by Royal Decree and other solutions: application of the legal and sector

moratoria on mortgage and consumer loans, as well as the loans granted by the State. In this context, more than 34,000 transactions have been formalized for individuals, self-employed and companies for a total amount of 2,379 million euros (additional to the 825 million euros of legal moratorium), of which 74% have the State guarantee. This amount represents approximately 7% of the Group's total loan book. This amount considers the renovations made from the legal moratorium to the sectoral one. Regarding the legal moratorium included in the Royal Decrees published during the State of Alarm, 11,370 requests for legal moratorium have been formalized for an amount of 825 million euros, of which 9,697 requests for an amount of 803 million euros correspond to mortgage moratorium, that represents approximately 2.4% of the loan portfolio and 6.5% of the mortgage portfolio. Other financing measures implemented have been: the advance of the payment date of pensions and unemployment, new point of sale solutions for customers with retailers, updating of Common Agricultural Policy (CAP) aid, new lines of financing to provide liquidity to companies and self-employed (with capital grace periods of up to 12 months and a term of 5 years), payment of benefits related to temporary layoffs (ERTEs) advanced at zero cost, or the postponement of up to three rental payments from foreclosed assets at no cost.

Operational measures: increase of the contactless payment limit, exemption of commissions in ATMs that are not owned by the Group, exemption of commissions in the issuance of cards for pensioners, strengthening of digital channels and

⁴<https://www.imf.org/es/Publications/WEO/Issues/2020/09/30/world-economic-outlook-october-2020#Table>

multi-channel signing of COVID product documents, among others.

Measures in the commercial network: closure of a few offices, some on-site commercial activity by part of the workforce replaced by remote working, reduction of opening hours, implementation of a strict security protocol and higher flexibility of customer service hours in the branches.

With all these measures, it has been possible to guarantee business continuity and preserve the safety of all employees and customers, as reflected on this quarter's results.

GCC has analyzed its credit exposure by portfolios and sectors from the perspective of a potential negative impact of COVID-19 and has estimated that approximately 7% of its portfolio is exposed to a high risk when facing this crisis (including exposures to sectors like hospitality, leisure, retail, passenger transportation, etc.), 17% to a medium risk and 76% to a low risk (including exposures to the agricultural, health and pharmaceutical businesses, public sector, energy, water and management waste, etc). The EBA includes in its last transparency exercise released on June 8 (with data from December 2019), the breakdown of credit portfolios by NACE codes for all financial entities directly supervised by the ECB, which allows having a homogeneous comparison. Under these perspectives, GCC considers that it has a loan portfolio with medium-low risk that can be reasonably resilient to the impact of the crisis. In any case, during the second quarter an extraordinary provision "COVID-19" was made for an amount of 75 million euros, raising the cost of risk as at September 30 to 1.16%, in order to anticipate to any

possible deterioration of the loan portfolio caused by the effects of the pandemic.

Solvency

Despite the current circumstances, the Group's solvency at the end of September revealed a favorable evolution, being able to increase its solvency ratios and maintain a comfortable capital buffer.

At the end of the third quarter of 2020, the total capital ratio phased in stood at 14.74% (14.15% fully loaded) with an improvement of +14 bps in the quarter, but a fall of -9 bps y-o-y.

The CET1 phased in ratio stood at 13.06% (12.46% fully loaded), with an improvement of +12 bps in the quarter and a decrease of 8 bps in the year. The quarterly growth of 12 bps corresponds to the improvement in the following concepts: +2 bps for capital growth, - 1 bps for the impact of the valuations of financial assets at fair value, -4 bps for deductions from CET1 and + 15 bps for reduction of risk-weighted assets.

Despite the increase of new credit, the growth of risk-weighted assets has remained contained (+ 0.8% y-o-y, -1.1% quarterly) partly thanks to the public guarantees of COVID-19 products and the entry into force of the new calculation of the SME reduction factor.

The distance to the SREP requirement for 2020 (13% of total capital) stands at 174 bps, which rises to 424 bps over the new capital requirements considering the extraordinary measures implemented by the ECB for the sector, like the

temporary waiver to comply with the capital conservation buffer of 250 bps.

The Group incorporated the recommendation established by the ECB for all entities, communicated on July 27, 2020, regarding the suspension of the distribution of dividends at least until January of next year.

In June GCC received the formal notification of the MREL requirement on a consolidated basis from the Bank of Spain, determined by the SRB, which replaced the previous requirement. GCC must reach an MREL of 11.42% in terms of total liabilities and own funds (TLOF), of which 8.66% must be covered with subordinated instruments. This requirement can be met with non-subordinated instruments up to an amount of 2.2% of the total risk exposure. With these premises and given the current figures, Grupo Cajamar would already comply with the subordination requirement. The SRB calculates these requirements based on the financial and prudential information available as of December 31, 2018. The equivalent MREL requirement in terms of RWAs would amount to 21.76%. With these parameters, the MREL eligible debt issuance needs are estimated at around 1.7 billion euros.

According to the latest SBR publications, the compliance date would be delayed to January 1, 2024, so GCC does not plan to issue this year.

Asset Quality

Reducing non-performing assets continues to be one of the Group's highest priorities. In order to anticipate to the difficulties that may arise as a result of the COVID-19 crisis, the entity has developed a strategic plan aimed at detecting any economic difficulties that borrowers may experience, anticipating and problem solving. This plan is based on a credit portfolio segmentation by economic sectors, the customer knowledge of the Group's network, the expert revision of the Group's biggest exposures and the stress tests. From an objective point of view and based on the portfolio classification by NACE codes, GCC considers that around 7% of its loan book is exposed to a high risk, 17% to a medium risk and 76% to a low risk.

Regarding the third quarter results, the Group has managed to continue reducing its non-performing loans by 17.3% y-o-y (-3.3% in the quarter), lowering the NPL ratio to 5.1% compared to 5.4% in the previous quarter (-0.3 points of q-o-q improvement, -1.5 points of y-o-y improvement), and further reducing the distance to the sector average (ratio of 4.7% for the sector average as of August 2020). On the other hand, performing loans have grown to € 31,845 million (+ 9.3% y-o-y, which implies + €2,722Mn, and +2.5% q-o-q meaning an increase of €763Mn), mainly focused on larger companies and the agrobusiness sector.

NPL coverage has improved significantly in the third quarter of the year reaching 56.1% compared to 55.7% in June 2020, (+0.5 pp in the quarter, +8.6 pp compared to the third quarter of the previous year), thus exceeding its objective to place it above 50% and reaching sector's average levels.

Likewise, GCC maintains its strategy of allocating any non-recurring results generated to strengthening coverage. That is why, during the second quarter of the year, 129 million euros of gains of financial assets obtained after the sale of the fixed income portfolios were allocated to loan loss provisions. The increase in coverage implied a significant increase in the cost of risk of the second quarter to 1.39%, still standing at a high level of 1.16% as of September (+8 bps y-o-y, -23 bps q-o-q). This cost of risk includes 75 million euros of provisions allocated in the second quarter to face COVID. The entity will continue its strategy to allocate any non-recurring result to strengthen the balance sheet, even after reaching NPL and coverage ratio levels that are in the sector average.

Based on its own judgment in order to face a foreseeable deterioration of the economy in the medium term, the Group has provisions for a total amount of 987 million euros at the end of September: 146 million euros correspond to coverage for Stage 1 exposures (of which 75 million are specific to COVID-19), 106 million euros for Stage 2 exposures and 736 million euros for those in Stage 3.

Regarding foreclosed assets, inflows have decreased significantly to 45 million euros this third quarter, 188 million euros accumulated in the first nine months of the year (which means a reduction of inflows of 23% compared to the same period last year). These inflows have been mostly compensated by the outflows accumulated in the first nine months, reaching a total amount of 185 million euros (-55% compared to the same period 2019). This slowdown in the pace of sales is mainly driven by the lack of confidence on the real estate

market and the risks related to the pandemic that have diffculted commercial activity.

The coverage of foreclosed assets has increased significantly compared to the previous quarter to 49.9% (55.3% including write-offs), which implies an increase of around 2 pp in the year. Also, NPA coverage stands at 52.3%, improving by 4.6 pp compared to September 2019.

Liquidity

Customer deposits continue to grow (+ 15.4% y-o-y), a trend that continues in the third quarter of the year, with an increase of 1,553 million euros (+ 4.7% more than at the end of the previous quarter). This improves the LTD ratio to 89% (compared to 91% in the previous quarter and 95% in the third quarter of 2019) and the business gap to 3,929 million euros (+2,369 million euros y-o-y).

Moreover, off-balance-sheet funds recover the decreases experienced as a result of the COVID-19 during the State of Alarm increasing by 2.5% to 4,772 million euros. Particularly significant is the improvement in mutual funds with an increase of close to 5% q-o-q (+ 7% y-o-y), motivated by the increase in net asset values and the new inflows from investors (in comparison with some redemptions that took place at the beginning of the pandemic).

Thus, the Group's liquidity position continues to be comfortable and keeps improving y-o-y, based on a solid and diversified customer base, with regulatory ratios well above requirements (LCR 211%, +6 pp y-o-y, NSFR 127%, + 0.4 pp y-o-y).

As mentioned last quarter, the Group received financing from the ECB's TLTRO III for the maximum amount possible by three dispositions maturing between December 2022 and June 2023, for a total amount of 9,482 million euros. The Group decided to maximize this financing for opportunistic reasons in order to benefit from its optimal cost of up to -100 bps between June 2020 and June 2021.

The Group has 8,572 million euros of available high-quality liquid assets (HQLA), as well as 3,045 million euros of additional capacity for issuing covered bonds.

With current market conditions, GCC does not contemplate to do any issuances in the wholesale markets.

Results

Net interest income has increased in the third quarter, compared to the previous quarter, reaching 152 million euros (+2.9% q-o-q), thanks to the increase in loans and the improvement in the wholesale funding cost. It has achieved a slight improvement y-o-y to 2.2% mainly thanks to the decrease in customers' resources cost and wholesale funding, that have compensated the negative effect of low interest rates in the loan portfolio.

Net commissions experienced a quarterly growth of 6.7% due to the recovery of activity after the lockdowns. Regarding the y-o-y variation, commissions accumulated up to September 2020 decreased by 7.4% y-o-y to 170 million euros as a consequence of the following factors: (i) lower activity caused by the COVID crisis during the

second quarter of the year, (ii) customers support from financial entities to help them face this situation (such as the exemption of commissions at ATMs), (iii) the reduction in commissions for overdrafts and defaults, as a consequence of the waiver of overdrafts commissions and the decrease in delinquency and (iv) the higher cost for the ICO guarantee commissions.

On the other hand, accumulated gains on financial transactions up to September stood at 206 million euros (mainly due to extraordinary income generated with the sales of fixed income portfolios in the second quarter of the year), of which 9.2 million euros correspond to the third quarter, thanks to the improvement in the valuation of the portfolio designated at fair value through P&L.

As a consequence of the above, the gross income for the quarter reached 212 million euros (-44.1% q-o-q), 824 million euros accumulated at the end of September (-10.6% y-o-y).

Another relevant fact is the y-o-y reduction in administration expenses (-1.7%) thanks to the 1.8% reduction in personnel expenses and, to a lesser extent, the reduction in other general administration expenses. However, the efficiency ratio grew this quarter to 51.9%, as well as the recurring efficiency ratio to 61.2%. With all this, pre-provision profit reached 67 million euros in the third quarter (-72% q-o-q, as a consequence of the lower gains on financial transactions in the quarter).

The Group has decided up to this date to allocate provisions specifically to deal with COVID-19 by an amount of 75 million euros (which represents 28 bps of the total cost of risk). Without taking these

provisions into account, the normalized cost of risk would be 88 bps, higher than the sector average as the strategy has been to allocate any non-recurring result to strengthening coverage. During the third quarter, practically all the operating margin was used to improve coverage, a strategy that will probably continue in the following quarter. As a consequence of this increase in coverage, the accumulated result for the year fell by -82% y-o-y to 15 million euros.

Streamlining

Grupo Cooperativo Cajamar ended the quarter with a network of 926 branches (36 branches less than a year ago). During the year, Grupo Cooperativo Cajamar opened 4 offices in provinces where it had little or no presence and made 34 closures. The workforce stands at 5,465 employees, 21 less than a year ago.

Sustainability

Grupo Cooperativo Cajamar is known for its social cooperative-based nature, its mission and vision, its ethical management system and its conviction around the promotion of the social economy as a socio-economic model that aims to put the financial resources at the service of people and ideas.

Grupo Cajamar carries out I+D+I projects in agro-sustainability, food and health, bio-economy and greenhouse technology and transfers knowledge to companies, farmers, professionals and researchers, through its experimental centers in Almería and Valencia. The Group is committed to socially responsible investment through the

establishment of exclusion criteria or unwanted relationships, while having also positive criteria.

The Group is at the forefront of the Sector in the management of environmental, social and corporate governance risks, improving the ESG rating by Sustainalytics in August 2020 to 13.7 (in the low risk range). The rating obtained is the best among the main Spanish banks and the second-best rating globally, referring to the diversified retail banking sub-industry among the 378 entities evaluated. Within the banking group at a global level, in which 948 entities participate, it would be ranked twenty-ninth. Within the score classification by subject, it has an insignificant risk in product governance and human capital and a low risk in privacy and data security, business ethics and ESG-Finance integration.

The Group has a supplier approval process and 100% of the approved suppliers have already committed to comply with the Principles of the Global Compact.

Grupo Cooperativo Cajamar has attached to a significant number of initiatives and protocols, which include:

- Principles for Responsible Banking of the United Nations
- Carbon Disclosure Project
- Climate Change Cluster
- Transparency, Governance and Integrity Cluster
- Social Impact Cluster of Forética
- Global Reporting Initiative of Forética
- United Nations Global Compact of Forética
- Women's Empowerment Principles
- Charter Diversity

- European Association of Co-operative Banks
- SpainSIF
- Task Force on Climate-related Financial Disclosures

Financial performance

Funds under management

(EUR Thousands)	30/09/2020	30/06/2020	30/09/2019	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Sight deposits	29,303,876	27,455,991	23,413,488	5,890,388	25.2%	1,847,885	6.7%
Term deposits	5,589,122	5,883,591	6,824,743	(1,235,621)	(18.1%)	(294,469)	(5.0%)
Customer deposits	34,892,998	33,339,582	30,238,231	4,654,767	15.4%	1,553,416	4.7%
On-balance sheet retail funds	34,892,998	33,339,582	30,238,231	4,654,767	15.4%	1,553,416	4.7%
Bonds and other securities *	2,644,669	2,715,461	2,854,286	(209,617)	(7.3%)	(70,792)	(2.6%)
Subordinated liabilities	401,715	393,847	406,671	(4,956)	(1.2%)	7,868	2.0%
Central counterparty deposits	99,982	1,486,416	2,154,098	(2,054,116)	(95.4%)	(1,386,434)	(93.3%)
Financial institutions	730,274	745,130	612,724	117,550	19.2%	(14,856)	(2.0%)
ECB	9,461,705	9,473,896	5,019,695	4,442,010	88.5%	(12,191)	(0.1%)
Wholesale funds	13,338,345	14,814,750	11,047,474	2,290,871	20.7%	(1,476,405)	(10.0%)
Total balance sheet funds	48,231,343	48,154,332	41,285,705	6,945,638	16.8%	77,011	0.2%
Mutual funds	2,883,940	2,756,411	2,694,782	189,158	7.0%	127,529	4.6%
Pension plans	842,788	825,847	827,300	15,488	1.9%	16,941	2.1%
Savings insurances	654,311	657,790	661,056	(6,745)	(1.0%)	(3,479)	(0.5%)
Fixed-equity income	391,291	414,975	465,083	(73,792)	(15.9%)	(23,684)	(5.7%)
Off-balance sheet funds	4,772,330	4,655,023	4,648,220	124,110	2.7%	117,307	2.5%
Customer funds under mgmt	39,665,328	37,994,605	34,886,451	4,778,877	13.7%	1,670,723	4.4%
Funds under management	53,003,673	52,809,355	45,933,925	7,069,748	15.4%	194,318	0.4%

* Covered bonds, territorial bonds and securitization.

Loans and advances to customers

(EUR Thousands)	30/09/2020	30/06/2020	30/09/2019	y-o-y		q-o-q	
				Abs.	%	Abs.	%
General governments	925,942	639,526	705,182	220,760	31.3%	286,416	44.8%
Other financial corporations	1,304,452	1,322,345	1,115,125	189,327	17.0%	(17,893)	(1.4%)
Non-financial corporations	13,403,072	12,886,468	11,359,543	2,043,529	18.0%	516,604	4.0%
Households	17,487,702	17,580,221	17,666,455	(178,753)	(1.0%)	(92,519)	(0.5%)
Loans to customers (gross)	33,121,168	32,428,560	30,846,305	2,274,863	7.4%	692,608	2.1%
<i>Of which:</i>							
<i>Real estate developers</i>	<i>780,077</i>	<i>785,832</i>	<i>923,343</i>	<i>(143,266)</i>	<i>(15.5%)</i>	<i>(5,755)</i>	<i>(0.7%)</i>
<i>Performing loans to customers</i>	<i>31,376,026</i>	<i>30,623,120</i>	<i>28,735,212</i>	<i>2,640,814</i>	<i>9.2%</i>	<i>752,906</i>	<i>2.5%</i>
<i>Non-performing loans</i>	<i>1,745,142</i>	<i>1,805,440</i>	<i>2,111,093</i>	<i>(365,951)</i>	<i>(17.3%)</i>	<i>(60,298)</i>	<i>(3.3%)</i>
Other loans *	-	-	-	-	-	-	-
Debt securities from customers	469,355	459,725	388,095	81,260	20.9%	9,630	2.1%
Gross Loans	33,590,523	32,888,285	31,234,400	2,356,123	7.5%	702,238	2.1%
Performing Loans	31,845,381	31,082,845	29,123,307	2,722,074	9.3%	762,536	2.5%
<i>Credit losses and impairment</i>	<i>(979,197)</i>	<i>(1,004,808)</i>	<i>(1,003,721)</i>	<i>24,524</i>	<i>(2.4%)</i>	<i>25,611</i>	<i>(2.5%)</i>
Total lending	32,611,326	31,883,474	30,230,678	2,380,648	7.9%	727,852	2.3%
Off-balance sheet risks							
<i>Contingent risks</i>	<i>744,385</i>	<i>750,140</i>	<i>720,344</i>	<i>24,041</i>	<i>3.3%</i>	<i>(5,755)</i>	<i>(0.8%)</i>
<i>of which: non-performing contingent risks</i>	<i>9,668</i>	<i>7,785</i>	<i>8,011</i>	<i>1,657</i>	<i>20.7%</i>	<i>1,883</i>	<i>24.2%</i>
Total risks	34,334,908	33,638,425	31,954,744	2,380,164	7.4%	696,483	2.1%
Non-performing total risks	1,754,810	1,813,225	2,119,104	(364,294)	(17.2%)	(58,415)	(3.2%)

* Mainly reverse repurchase agreements

Asset quality

Defaulting debtors (EUR Thousands)	30/09/2020	30/06/2020	30/09/2019	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Non-performing total risks	1,754,810	1,813,225	2,119,104	(364,294)	(17.2%)	(58,415)	(3.2%)
Total risks	34,334,908	33,638,425	31,954,744	2,380,164	7.4%	696,483	2.1%
NPL ratio (%)	5.11%	5.39%	6.63%	(1.52)		(0.28)	
Gross loans coverage	979,197	1,004,808	1,003,721	(24,524)	(2.4%)	(25,611)	(2.5%)
NPL coverage ratio (%)	56.11%	55.65%	47.55%	8.56		0.46	
Foreclosed Assets (gross)	2,669,824	2,700,595	2,802,673	(132,850)	(4.7%)	(30,772)	(1.1%)
Foreclosed Assets Coverage	1,330,880	1,319,705	1,342,468	(11,588)	(0.9%)	11,175	0.8%
Foreclosed assets coverage ratio (%)	49.85%	48.87%	47.90%	1.95		0.98	
Foreclosed assets coverage with w/o	55.27%	54.34%	53.04%	2.23		0.93	
NPA ratio (%)	12.18%	12.66%	14.44%	(2.26)		(0.48)	
NPA coverage (%)	52.32%	51.59%	47.75%	4.57		0.73	
NPA coverage with w/o (%)	55.58%	54.83%	50.82%	4.76		0.75	
Foreclosed assets (*)							
Foreclosed assets (gross)	2,669,824	2,700,595	2,802,673	(132,850)	(4.7%)	(30,772)	(1.1%)
Residential assets	1,255,064	1,278,998	1,370,926	(115,862)	(8.5%)	(23,934)	(1.9%)
Of which: under construction	229,919	233,812	175,371	54,549	31.1%	(3,893)	(1.7%)
Commercial assets	1,403,232	1,405,241	1,410,452	(7,220)	(0.5%)	(2,009)	(0.1%)
Of which: rustic land	49,629	50,312	55,471	(5,843)	(10.5%)	(683)	(1.4%)
Of which: under construction	2,355	2,694	2,168	187	8.6%	(339)	(12.6%)
Of which: urban land	1,039,673	1,039,700	1,027,666	12,006	1.2%	(27)	(0.0%)
Of which: developable land	10,132	10,218	8,911	1,221	13.7%	(86)	(0.8%)
Of which: warehouses	301,444	302,317	316,236	(14,792)	(4.7%)	(874)	(0.3%)
Other	11,528	16,356	21,295	(9,768)	(45.9%)	(4,828)	(29.5%)
Foreclosed assets (net)	1,338,944	1,380,890	1,460,205	(121,262)	(8.3%)	(41,947)	(3.0%)
Residential assets	733,690	753,394	825,410	(91,721)	(11.1%)	(19,704)	(2.6%)
Of which: under construction	110,544	112,739	81,269	29,276	36.0%	(2,195)	(1.9%)
Commercial assets	598,829	616,579	622,001	(23,173)	(3.7%)	(17,750)	(2.9%)
Of which: rustic land	22,399	23,708	18,538	3,860	20.8%	(1,309)	(5.5%)
Of which: under construction	1,046	1,159	870	175	20.2%	(113)	(9.7%)
Of which: urban land	397,583	414,206	417,980	(20,397)	(4.9%)	(16,623)	(4.0%)
Of which: developable land	2,850	2,929	1,808	1,041	57.6%	(80)	(2.7%)
Of which: warehouses	174,951	174,577	182,804	(7,853)	(4.3%)	374	0.2%
Other	6,425	10,918	12,794	(6,368)	(49.8%)	(4,492)	(41.1%)
Coverage (%)	49.85%	48.87%	47.90%	1.95		1.0	
Residential assets	41.54%	41.10%	39.79%	1.75		0.4	
Of which: under construction	51.92%	51.78%	53.66%	(1.74)		0.1	
Commercial assets	57.33%	56.12%	55.90%	1.42		1.2	
Of which: rustic land	54.87%	52.88%	66.58%	(11.71)		2.0	
Of which: under construction	55.60%	57.00%	59.85%	(4.25)		(1.4)	
Of which: urban land	61.76%	60.16%	59.33%	2.43		1.6	
Of which: developable land	71.87%	71.33%	79.71%	(7.83)		0.5	
Of which: warehouses	41.96%	42.25%	42.19%	(0.23)		(0.3)	
Other	44.26%	33.25%	39.92%	4.34		11.0	

(*) RE Investments not included.

REOs breakdown	30/09/2020	30/06/2020	30/09/2019	y-o-y		q-o-q	
				Abs.	%	Abs.	%
REOs (gross)	2,995,233	3,005,578	3,124,756	(129,523)	(4.1%)	(10,345)	(0.3%)
Foreclosed assets	2,669,824	2,700,595	2,802,673	(132,850)	(4.7%)	(30,772)	(1.1%)
Non-current assets held for sale	519,264	531,266	586,193	(66,930)	(11.4%)	(12,002)	(2.3%)
Inventories	2,150,560	2,169,330	2,216,480	(65,920)	(3.0%)	(18,770)	(0.9%)
RE Investments	325,410	304,983	322,083	3,327	1.0%	20,427	6.7%
REOs (net)	1,523,858	1,557,287	1,648,505	(124,646)	(7.6%)	(33,429)	(2.1%)
Foreclosed assets	1,338,944	1,380,890	1,460,205	(121,262)	(8.3%)	(41,947)	(3.0%)
Non-current assets held for sale	282,108	291,524	328,946	(46,838)	(14.2%)	(9,417)	(3.2%)
Inventories	1,056,836	1,089,366	1,131,259	(74,423)	(6.6%)	(32,530)	(3.0%)
RE Investments	184,915	176,397	188,299	(3,385)	(1.8%)	8,518	4.8%
REOs (% coverage)	49.12%	48.19%	47.24%	1.88		0.94	
Foreclosed assets	49.85%	48.87%	47.90%	1.95		0.98	
Non-current assets held for sale	45.67%	45.13%	43.88%	1.79		0.55	
Inventories	50.86%	49.78%	48.96%	1.90		1.07	
RE Investments	43.17%	42.16%	41.54%	1.64		1.01	

NPL evolution	3Q19	4Q19	1Q20	2Q20	3Q20	Last 4 quarters
Inflows	93	100	80	65	58	303
Outflows	-189	-263	-136	-153	-118	-669
Variation	-95	-163	-55	-87	-60	-366

REOs evolution	3Q19	4Q19	1Q20	2Q20	3Q20	Last 4 quarters
Inflows	78	114	75	68	45	302
Outflows	-150	-247	-72	-57	-56	-432
Variation	-72	-133	3	11	-10	-129

Results

Consolidated P&L at semester end

(Datos en miles de €)	30/09/2020	%ATA	30/09/2019	%ATA	y-o-y	
					Abs.	%
Interest income	519,539	1.38%	522,691	1.56%	(3,152)	(0.6%)
Interest expenses	(72,843)	(0.19%)	(85,589)	(0.26%)	12,746	(14.9%)
NET INTEREST INCOME	446,696	1.19%	437,102	1.30%	9,594	2.2%
Dividend income	5,922	0.02%	6,097	0.02%	(175)	(2.9%)
Income from equity-accounted method	25,451	0.07%	23,922	0.07%	1,529	6.4%
Net fees and commissions	169,535	0.45%	183,024	0.55%	(13,489)	(7.4%)
Gains (losses) on financial transactions	205,935	0.55%	296,262	0.88%	(90,327)	(30.5%)
Exchange differences [gain or (-) loss], net	1,074	-	1,798	0.01%	(724)	(40.3%)
Other operating incomes/expenses	(31,080)	(0.08%)	(26,811)	(0.08%)	(4,269)	15.9%
of which: Transfer to Education/Devpment Fund	(1,231)	-	(3,814)	(0.01%)	2,583	(67.7%)
GROSS INCOME	823,533	2.19%	921,394	2.75%	(97,861)	(10.6%)
Administrative expenses	(381,553)	(1.01%)	(388,136)	(1.16%)	6,583	(1.7%)
Personnel expenses	(244,202)	(0.65%)	(248,702)	(0.74%)	4,500	(1.8%)
Other administrative expenses	(137,350)	(0.37%)	(139,434)	(0.42%)	2,084	(1.5%)
Depreciation and amortisation	(45,849)	(0.12%)	(42,172)	(0.13%)	(3,677)	8.7%
PRE-PROVISION PROFIT	396,132	1.05%	491,086	1.46%	(94,954)	(19.3%)
Provisions or (-) reversal of provisions	(31,866)	(0.08%)	(61,043)	(0.18%)	29,177	(47.8%)
Impairment losses on financial assets	(244,524)	(0.65%)	(255,073)	(0.76%)	10,549	(4.1%)
OPERATING INCOME	119,742	0.32%	174,970	0.52%	(55,228)	(31.6%)
Impairment or reversal of investments in associates (net)	-	-	-	-	-	-
Impairment losses on non financial assets	(61,376)	(0.16%)	(30,208)	(0.09%)	(31,168)	103.2%
Gains or (-) losses on derecognition of non financial assets	(15,047)	(0.04%)	(23,066)	(0.07%)	8,019	(34.8%)
Profit or (-) loss from non-current assets	(14,369)	(0.04%)	(9,779)	(0.03%)	(4,590)	46.9%
PROFIT BEFORE TAX	28,949	0.08%	111,918	0.33%	(82,969)	(74.1%)
Tax	(14,363)	(0.04%)	(29,862)	(0.09%)	15,499	(51.9%)
CONSOLIDATED NET PROFIT	14,586	0.04%	82,056	0.24%	(67,470)	(82.2%)

Quarterly results

(Datos en miles de €)	3Q19	4Q19	1Q20	2Q20	3Q20	q-o-q	
						Abs.	%
Interest income	172,134	181,602	172,376	171,714	175,449	3,735	2.2%
Interest expenses	(28,949)	(28,908)	(24,720)	(24,301)	(23,822)	479	(2.0%)
NET INTEREST INCOME	143,185	152,694	147,656	147,413	151,627	4,214	2.9%
Dividend income	2,958	2,608	855	1,960	3,107	1,147	58.5%
Income from equity-accounted method	6,556	14,513	6,937	10,618	7,896	(2,721)	(25.6%)
Net fees and commissions	60,876	62,236	63,322	51,388	54,825	3,438	6.7%
Gains (losses) on financial transactions	53,541	(585)	16,669	180,041	9,225	(170,816)	(94.9%)
Exchange differences [gain or (-) loss], net	654	1,362	(243)	662	656	(6)	(0.9%)
Other operating incomes/expenses	(9,845)	(6,568)	(4,094)	(12,133)	(14,853)	(2,720)	22.4%
of which: Transfer to EDF	(1,263)	11	(621)	(11)	(599)	(588)	5,345.2%
GROSS INCOME	257,925	226,260	231,102	379,948	212,483	(167,464)	(44.1%)
Administrative expenses	(129,261)	(129,136)	(128,892)	(123,705)	(128,956)	(5,251)	4.2%
Personnel expenses	(83,230)	(83,004)	(82,857)	(80,315)	(81,031)	(716)	0.9%
Other administrative expenses	(46,031)	(46,132)	(46,036)	(43,389)	(47,925)	(4,536)	10.5%
Depreciation and amortisation	(13,180)	(14,668)	(14,585)	(15,184)	(16,080)	(897)	5.9%
PRE-PROVISION PROFIT	115,484	82,456	87,625	241,059	67,448	(173,612)	(72.0%)
Provisions or (-) reversal of provisions	329	7,681	(1,658)	(27,907)	(2,301)	25,605	(91.8%)
Impairment losses on financial assets	(69,436)	(78,560)	(57,003)	(151,372)	(36,149)	115,224	(76.1%)
OPERATING INCOME	46,377	11,577	28,964	61,780	28,998	(32,783)	(53.1%)
Impairment of investments in or associates (net)	-	-	-	-	-	-	-
Impairment losses on non financial assets	649	(2,739)	(1,002)	(31,384)	(28,990)	2,395	(7.6%)
Gains on derecognition of non financial assets	(6,390)	(4,272)	(6,407)	(10,652)	2,012	12,665	(118.9%)
Profit or (-) loss from non-current assets	(824)	(3,071)	(2,931)	(9,495)	(1,943)	7,552	(79.5%)
PROFIT BEFORE TAX	39,812	1,494	18,624	10,248	77	(10,171)	(99.2%)
Tax	(4,766)	8,945	(1,363)	(9,262)	(3,737)	5,525	(59.6%)
CONSOLIDATED NET PROFIT	35,046	10,439	17,261	986	(3,660)	(4,646)	(471.3%)

Solvency

Phased in (EUR Thousands)	30/09/2020	30/06/2020	30/09/2019	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Capital	3,014,107	3,010,007	2,893,310	120,796	4.2%	4,100	0.1%
Reserves	479,385	478,248	509,670	(30,285)	(5.9%)	1,137	0.2%
AFS Surplus	(49,886)	(48,011)	3,597	(53,483)	(1486.7%)	(1,875)	3.9%
Capital deductions	(429,862)	(421,160)	(398,705)	(31,157)	7.8%	(8,702)	2.1%
Ordinary Tier 1 Capital	3,013,745	3,019,085	3,007,873	5,872	0.2%	(5,340)	-0.2%
CET1 ratio (%)	13.06%	12.94%	13.14%	(0.08)		0.12	
Tier2 Capital	388,000	388,000	388,000	-	-	-	-
Tier 2 ratio (%)	1.68%	1.66%	1.70%	(0.01)		0.02	
Eligible capital	3,401,745	3,407,085	3,395,873	5,872	0.2%	5,872	0.2%
Capital ratio (%)	14.74%	14.60%	14.83%	(0.09)		0.14	
Total RWAs	23,073,980	23,335,545	22,891,111	182,869	0.8%	(261,565)	(1.1%)
Credit risk	21,422,230	21,699,209	21,323,145	99,085	0.5%	(276,979)	(1.3%)
Operational risk	1,522,646	1,522,646	1,445,750	76,896	5.3%	-	-
Other risk	129,104	113,690	122,216	6,888	5.6%	15,414	13.6%
Fully-loaded							
(EUR Thousands)							
Capital	3,014,107	3,010,007	2,893,310	120,796	4.2%	4,100	0.1%
Reserves	335,197	334,059	334,584	613	0.2%	1,137	0.3%
AFS Surplus	(49,886)	(48,011)	3,597	(53,483)	(1486.7%)	(1,875)	3.9%
Capital deductions	(429,862)	(421,160)	(398,705)	(31,157)	7.8%	(8,702)	2.1%
Ordinary Tier 1 Capital	2,869,556	2,874,896	2,832,787	36,769	1.3%	(5,340)	-0.2%
CET1 ratio (%)	12.46%	12.35%	12.41%	0.05		0.12	
Tier2 Capital	388,000	388,000	388,000	-	-	-	-
Tier 2 ratio (%)	1.69%	1.67%	1.70%	(0.01)		0.02	
Eligible capital	3,257,556	3,262,896	3,220,787	36,769	1.1%	5,872	0.2%
Capital ratio (%)	14.15%	14.01%	14.11%	0.04		0.14	
Total RWAs	23,022,747	23,284,175	22,820,209	202,538	0.9%	(261,428)	(1.1%)
Credit risk	21,370,997	21,647,839	21,252,242	118,755	0.6%	(276,842)	(1.3%)
Operational risk	1,522,646	1,522,646	1,445,750	76,896	5.3%	-	-
Other risk	129,104	113,690	122,217	6,887	5.6%	15,414	13.6%

Liquidity

	3Q20	2Q20	3Q19	y-o-y	q-o-q
LTD(%)	89.11%	90.93%	95.03%	(5.92)	(1.82)
LCR(%)	210.65%	258.98%	216.96%	(6.31)	(48.33)
NSFR(%)	127.18%	126.67%	127.60%	(0.42)	0.51

Glossary of terms on alternative performance measures

Grupo Cooperativo Cajamar uses in its quarterly results presentations published on its website, issue prospectuses, presentations to investors and internally in its business monitoring reports, business indicators as per the applicable accounting standards (IFRS), although it also uses additional, unaudited measures commonly used in the banking sector (Alternative Performance Measures or APMs), as indicators about the business and the economic-financial position of Grupo Cooperativo Cajamar, which allows for comparison with other entities.

These measures (APMs) are calculated in accordance with the European Securities and Markets Authority Guidelines (ESMA/2015/1415es, of 5 October 2015), to facilitate the reporting transparency for the protection of investors in the European Union. The measures used by Grupo Cooperativo Cajamar and their definitions 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 Business gap	Difference between the numerator and the denominator of the Loan To Deposits ratio.
4 Cooperative members	Owners of at least one contribution to the equity capital of the credit cooperatives (both companies and individuals).
5 Cost of Risk (%)	Annualised total impairment losses/ Average Gross Loans and REOs.
6 Cost-income ratio (%)	(Administrative expenses + Depreciation and amortisation) / Gross income.
7 Customer funds under management	On-Balance sheet retail funds + Off-balance sheet funds
8 Customers' deposits	Sight deposits + Term deposits
9 Customers' spread (%)	Calculated as the difference between the Average revenue of loans to customers gross and the Average cost of customer deposits (sight deposits and term deposits)
10 Debt securities from customers	Portfolio of Senior debt securities of big enterprises.
11 Employees	SIP's total employees, excluding temporary and pre-retired employees
12 Foreclosed assets (gross)	REOs excluding RE investments.
13 Foreclosed assets (net)	Foreclosed assets (gross) – Total foreclosed assets coverage
14 Foreclosed assets coverage ratio (%)	Foreclosed assets coverage / Foreclosed assets (gross)
15 Foreclosed assets coverage ratio with debt forgiveness (%)	Foreclosed assets coverage (including debt forgiveness in the foreclosure procedure)/ Foreclosed assets (gross) (including debt forgiveness in the foreclosure procedure)
16 Funds under management	Total balance sheet funds + Off-balance-sheet funds
17 Gross Loans	Loans to customers (gross) + Other loans (reverse repurchase agreements) + Debt securities from customers
18 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 + Impairment or reversal of impairment of investments in joint ventures or associates (net)
19 Loan to deposits ratio (%)	Net loans to customers / (Customer's deposits + Net issued securitisations + Brokered loans)
20 Net Interest Income o/ATA (%)	Net interest income / Average total assets
21 Non-performing assets (NPA)	Non-performing loans + Foreclosed assets (gross)
22 Non-performing Total risks	Non-performing loans + non-performing contingent risks
23 NPA coverage ratio (%)	(Gross loans coverage + Foreclosed assets coverage) / (Non-performing loans + Foreclosed assets (gross))
24 NPA coverage with debt forgiveness (%)	(Gross loans coverage + Foreclosed assets coverage + debt forgiveness) / (Non-performing loans + Foreclosed assets (gross) + debt forgiveness)
26 NPL coverage ratio (%)	Gross loans coverage / Non-performing loans
25 NPA ratio (%)	(Non-performing loans + Foreclosed assets (gross)) / (Gross loans+ Foreclosed assets (gross))
27 NPL ratio (%)	(Non-performing loans +non-performing contingent risks) / (Gross loans + contingent risks)

Measure	Definition and calculation
28 Off-balance sheet funds	Mutual funds + Pension plans + Saving insurance + Fixed-equity income
29 On-Balance sheet retail funds	Sight deposits + Term deposits + Other funds (repurchase agreements)
30 Operating expenses	Personnel expenses + Other administrative expenses + Depreciation and amortisation
31 Performing Loans	Gross loans – Non-performing loans
32 Performing Loans to customers	Loans to customers (gross) – Non-performing loans
33 Recurring cost-income ratio (%)	Operating expenses / Recurring gross income
34 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
35 Recurring Pre-Provision Profit	Recurring gross income – Operating expenses
36 RED Loans	Real estate development loans
37 REOs	Foreclosed assets + Real Estate investments
38 ROA (%)	Annualisation of the following quotient: Consolidated net profit / Average total assets (average of the end-of-quarter figures since the previous December, inclusive)
39 ROE (%)	Annualisation of the following quotient: Consolidated net profit / Average total equity (average of the end-of-quarter figures since the previous December, inclusive)
40 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)
41 Texas ratio (%)	(Non performing total risks + gross REOs) / (Gross loans coverage + REOs coverage + Total equity)
42 Total balance sheet funds	Customers' retail funds + Wholesale funding
43 Total lending	Gross Loans - Credit losses and impairment
44 Total risks	Gross loans + Contingent risks
45 Wholesale funds	Bonds and other securities + Subordinated liabilities + Monetary market operations + Deposits from credit institutions + ECB
46 REOs	Sum of Foreclosed Assets and Real Estate Investments

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