



Credit Update

Data as of 4Q 2017

15 February 2018

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www.bcc.es/en/informacion-para-inversores

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RISK MANAGEMENT

- NPAs fall by 1bn (gross) y-o-y, with a 20.2% y-o-y decrease in non-performing loans and an increase of around 80% y-o-y in sales of foreclosed assets (gross).
- Improvement in NPL ratio of close to 2.62 p.p. y-o-y, reaching 10.82%.

BUSINESS

- Performing Loans to customers grow by 905 mill € (+3.4%) y-o-y, focused on SME and agribusiness.
- Mutual funds increase by 63% y-o-y

PROFITABILITY

- Recurring Net Income before provisions and consolidated net profit grow by 11.5 % and 5.1% y-o-y, respectively. Pre-tax profit up 57.7%
- Operating costs fall by 2.9% y-o-y

CAPITAL

- Solvency ratio increases y-o-y to 13.37%, due to the increase of eligible capital.
- CET1 up y-o-y to 11.2% (phase-in) and 10.9% (fully-loaded), amply exceeding the SREP capital requirements, even in fully-loaded terms. 2018 SREP P2R at the same level as in 2017 (2.5%)

LIQUIDITY

- Comfortable liquidity position: LCR 214.6%, NSFR 112.3%, LTD 110.1%
- Customer deposits grow by 2.5% y-o-y

Most relevant figures

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Profitability and efficiency							
ROA (%)	0.20%	0.23%	0.19%	0.01		(0.03)	
ROE (%)	2.64%	2.97%	2.65%	(0.01)		(0.33)	
Cost-income ratio (%)	62.85%	62.24%	62.17%	0.68		0.61	
Recurring cost-income ratio (%)	71.47%	68.61%	74.12%	(2.65)		2.86	
Net interest income	548,142	421,807	557,698	(9,555)	(1.7%)	126,335	
Gross Income	977,557	727,417	1,013,367	(35,810)	(3.5%)	250,140	
Net Income before provisions	363,139	274,703	383,371	(20,232)	(5.3%)	88,436	
Business							
Total Assets	40,507,329	39,910,114	39,166,082	1,341,247	3.4%	597,215	1.5%
Customer funds under management	30,067,436	30,226,295	28,594,918	1,472,518	5.1%		
Performing loans to customers	27,693,644	27,290,204	26,788,929	904,715	3.4%	403,440	1.5%
Other data							
Employees	5,586	5,712	6,036	(450)	(7.5%)	(126)	(2.2%)
Branches	1,057	1,077	1,191	(134)	(11.3%)	(20)	(1.9%)
Risk management							
Non-performing loans	3,360,590	3,694,699	4,211,214	(850,624)	(20.2%)	(334,109)	(9.0%)
NPL ratio (%)	10.82%	11.80%	13.44%	(2.62)		(0.98)	
NPL Coverage ratio (%)	40.28%	42.67%	42.12%	(1.84)		(2.39)	
REO Coverage ratio (%)	47.53%	47.02%	46.67%	0.87		0.51	
NPA coverage (%)	44.07%	44.88%	44.29%	(0.22)		(0.81)	
Texas ratio	113.18%	114.69%	127.39%	(14.21)		(1.51)	
Liquidity							
LTD (%)	110.08%	107.12%	109.64%	0.44		2.96	
LCR (%)	214.6%	218.59%	283.0%	(68.38)		(3.97)	
NSFR (%)	112.30%	114.90%	115.5%	(3.24)		(2.6)	
Solvency phased in							
CET1 ratio (%)	11.19%	11.44%	11.36%	(0.17)		(0.25)	
Capital ratio (%)	13.37%	14.25%	12.96%	0.41		(0.88)	
Risk weighted assets	23,935,148	23,778,280	23,069,970	865,178	3.8%	156,868	0.7%

(1) Texas ratio = (Gross non-performing assets + Doubtful contingent liabilities) / (NPA coverage + Total capital - Generic provision included as Tier 2 capital)

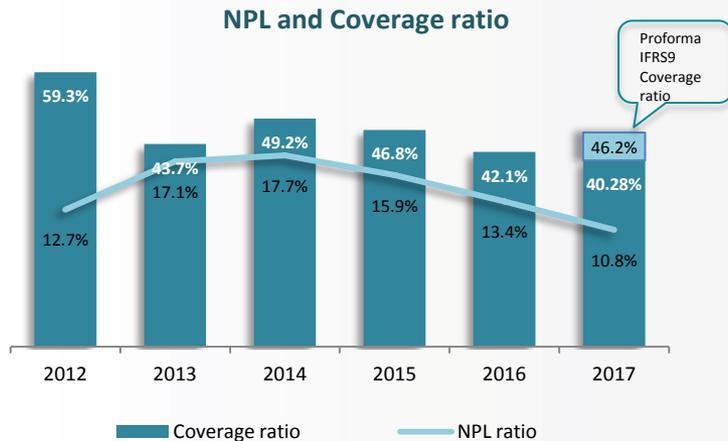
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Asset quality: NPL (I)

- Background: The NPL ratio increased in 2012 due to the merger with Ruralcaja ⁽¹⁾, reaching its peak in 2013 due to a thorough review of the loan book of Ruralcaja, and to the norm on restructured loans which was approved that year. Since that year GCC has reduced by 47% its NPL stock while maintaining an adequate coverage ratio.
- Full recognition of non performing loans, with RED portfolio NPL ratio of 67% (average financial sector: 21% ⁽²⁾). 32% of non performing loans are RED loans.
- NPL ex-RED: 7.7% (sector 6.6% ²)



- The 40% coverage ratio does not include the provision for floor clauses
- Proforma IFRS9 NPL coverage ratio: 46.2%

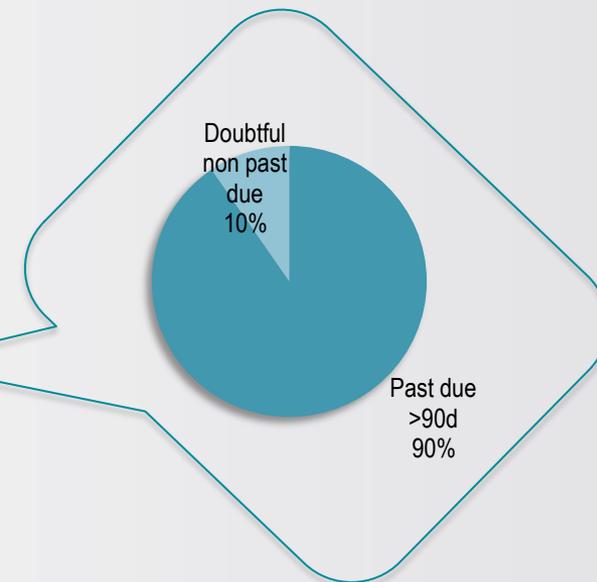
Data as of 4Q17.

⁽¹⁾ NPL ratio at the merger: Cajamar 10.47%, Ruralcaja 20.24% ⁽²⁾ Source: Boletín Estadístico de Banco de España (3Q17)

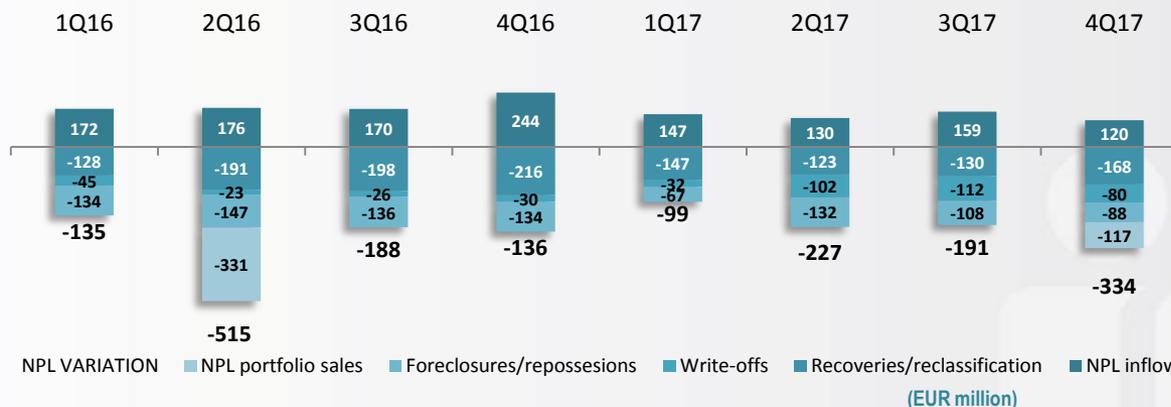
Asset quality: NPL (II)

- Lower entries in NPL portfolio. NPL decrease at a sustained pace
- 75% of forborne loans already included in the NPL figure

(EUR thousand) – 4Q17	Amount	NPL	NPL ratio
General governments	783,290	2,105	0.3%
Other financial corporations	646,487	694	0.1%
Non-financial corporations	10,954,820	1,927,318	17.6%
Households	18,669,637	1,430,473	7.7%
Total	31,054,234	3,360,590	10.8%
<i>Of which forborne loans:</i>	<i>3,063,047</i>	<i>2,302,142</i>	<i>75.2%</i>
<i>Of which RED loans:</i>	<i>1,605,970</i>	<i>1,081,190</i>	<i>67.3%</i>

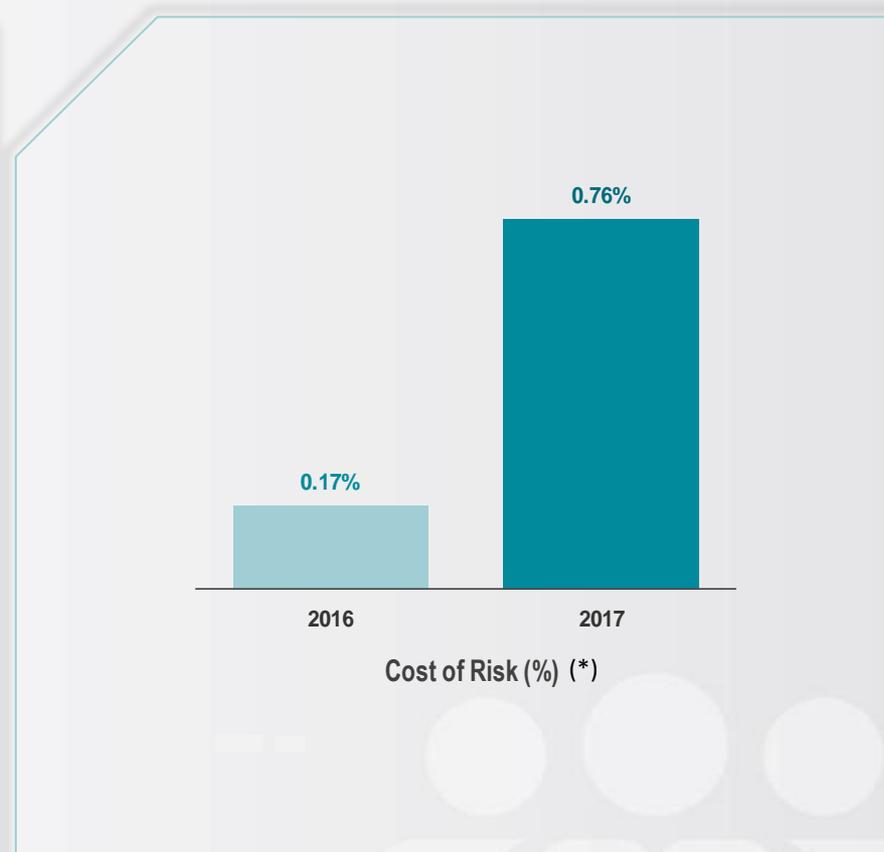
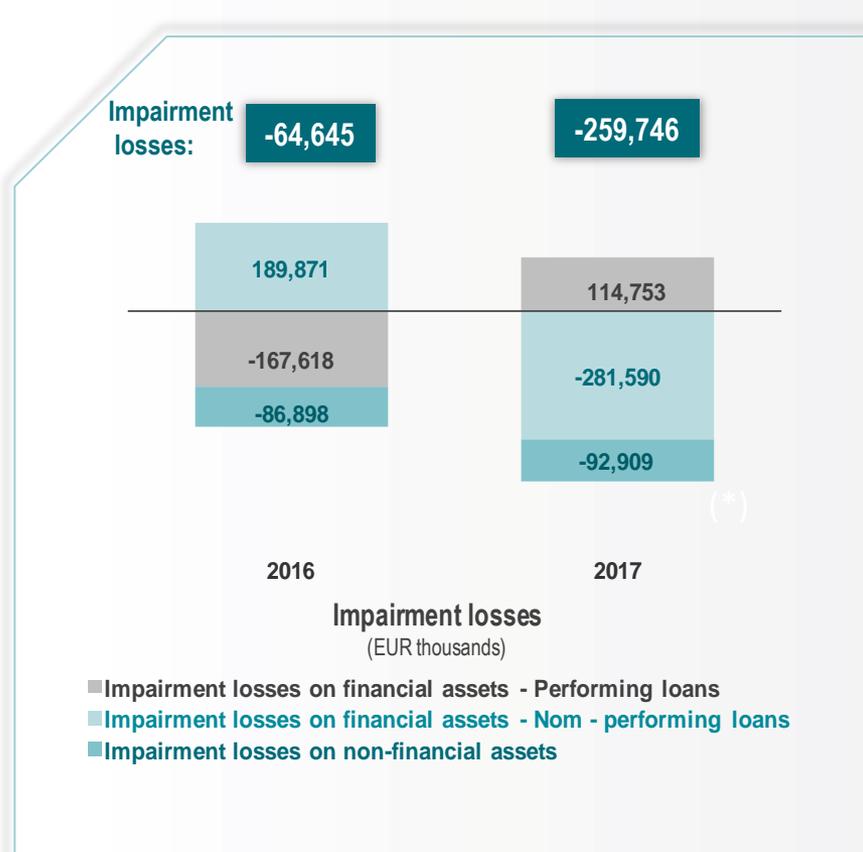


NPL Evolution



Impairment

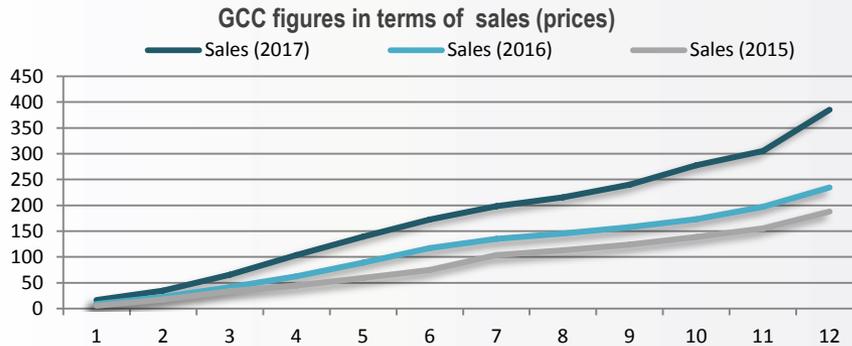
🏗 Reinforce in provisions in order to clean the balance sheet, resulting in an increase in the Cost of Risk.



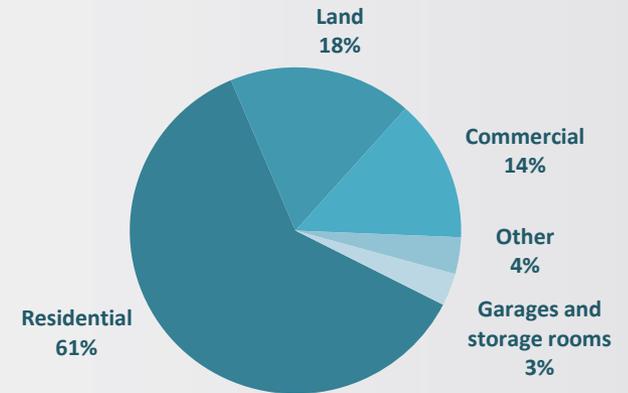
(*) (Financial and non-financial assets annual deterioration - excluding goodwill deterioration-)/ Average of Gross Loans and Net foreclosed assets.

Asset quality: REOs

- 🏠 New incoming assets originated by former NPL portfolio: Gross 3.68 bn, net 1.93 bn
- 🏠 The trend shows a **slowdown in the last two years**, with an important increase in gross book value sales (+79.8% y-o-y) and reduction in new gross foreclosures (-22.8% y-o-y). Includes the Tango portfolio in 4Q (47 mill gross of which 31 booked in 2017)
- 🏠 Sales with an average profit over net value of **3.4%** in 2017, with sales margin narrowing in order to speed up REO sales

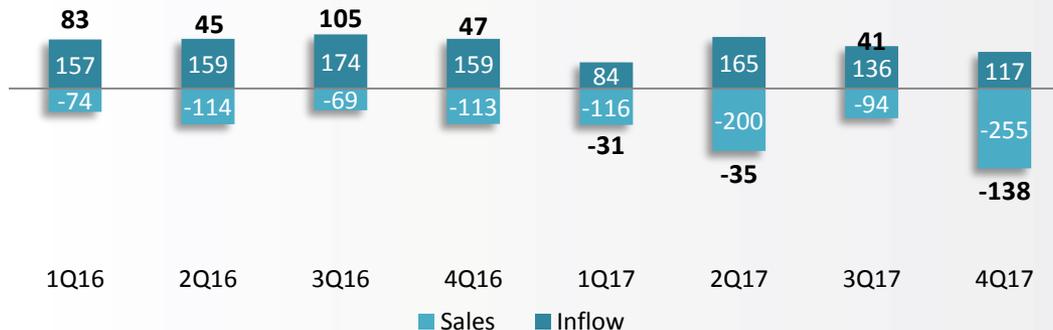


Breakdown of sales by asset type

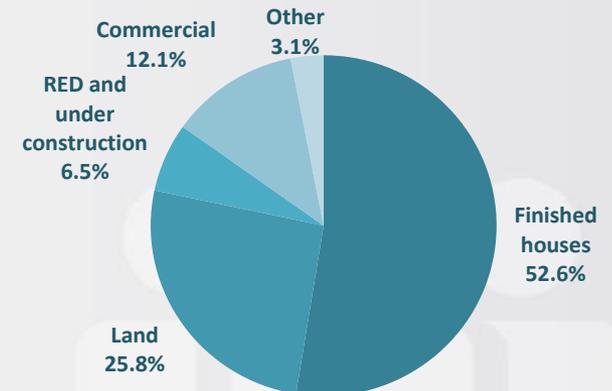


(EUR million)
Gross Book Value

Evolution of foreclosed assets



Foreclosed assets split by asset type

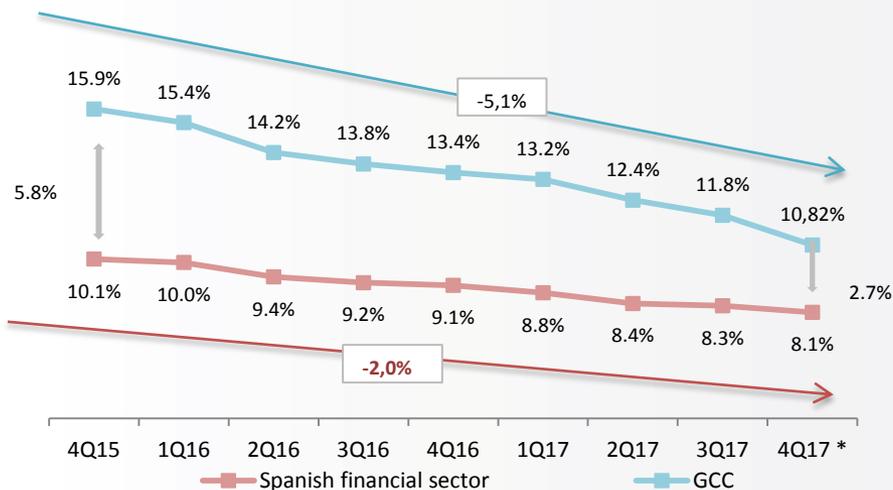


Coverage ratio: 47,5%
(51% if taking the original debt pre-w/offs)

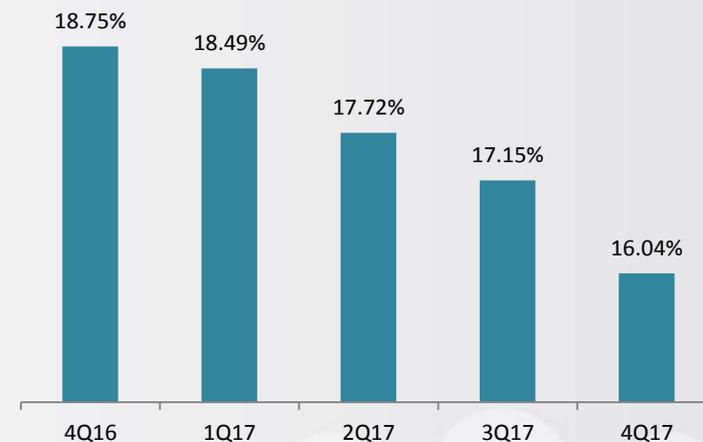
Asset quality: NPA & conclusions

- NPA ratio down to 16.0% with a coverage ratio of 44% (proforma IFRS9 46.91%)
- Significant increase in sales of foreclosed assets (+80% gross value y-o-y)

NPL ratio
Spanish financial sector ¹ vs GCC



NPA ratio ²



¹ Source: Bank of Spain. As NPL ratio of Other resident sectors. * BdE data as of november 2017

² NPA ratio calculated as: (Non-performing loans (gross) + Foreclosed Assets (net)) / (Gross Loans+ Foreclosed Assets (net)).

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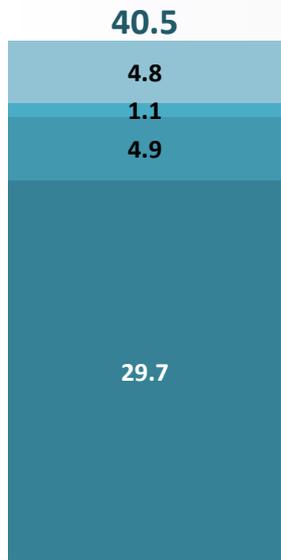
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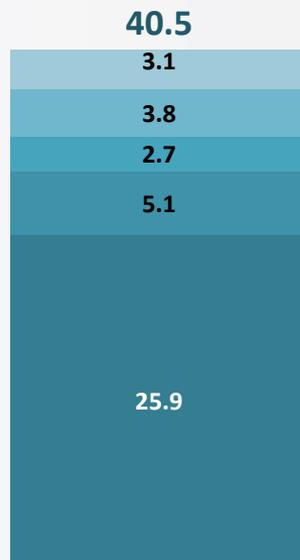
A purely traditional retail banking business

- 🏠 GCC customer loans represent **73.3%** of total assets as of 4Q17
- 🏠 GCC has a sound leverage position, with commercial activity almost fully funded with retail deposits.
- 🏠 A significant amount of deposits from customers is transferred from term deposits to sight deposits
- 🏠 Opportunistic use of ECB borrowing

€bn Total Assets



Total Liabilities & Equity

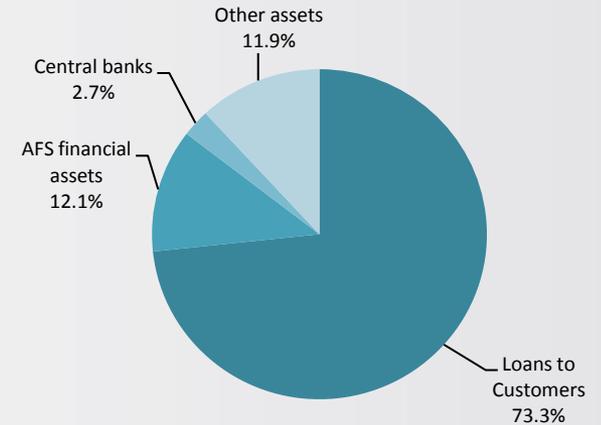


- 4Q17
- Loans to Customers
 - AFS financial assets
 - Central banks
 - Other assets

- 4Q17
- Deposits from customers
 - ECB borrowing
 - Debt instruments issued
 - Other liabilities
 - Equity

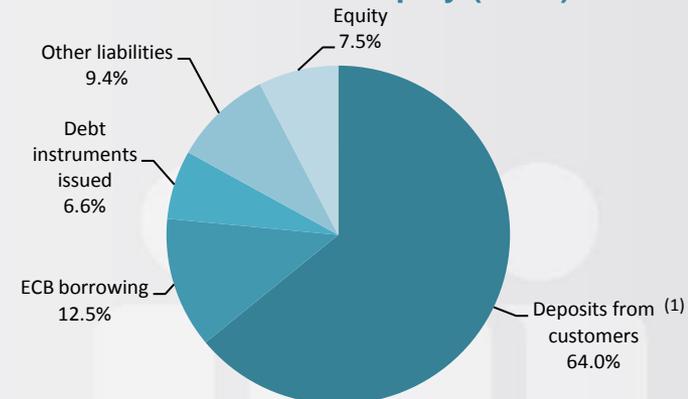
(1) Customer deposits data includes ABS securities.

Assets (4Q17)



Total: €40,5 bn

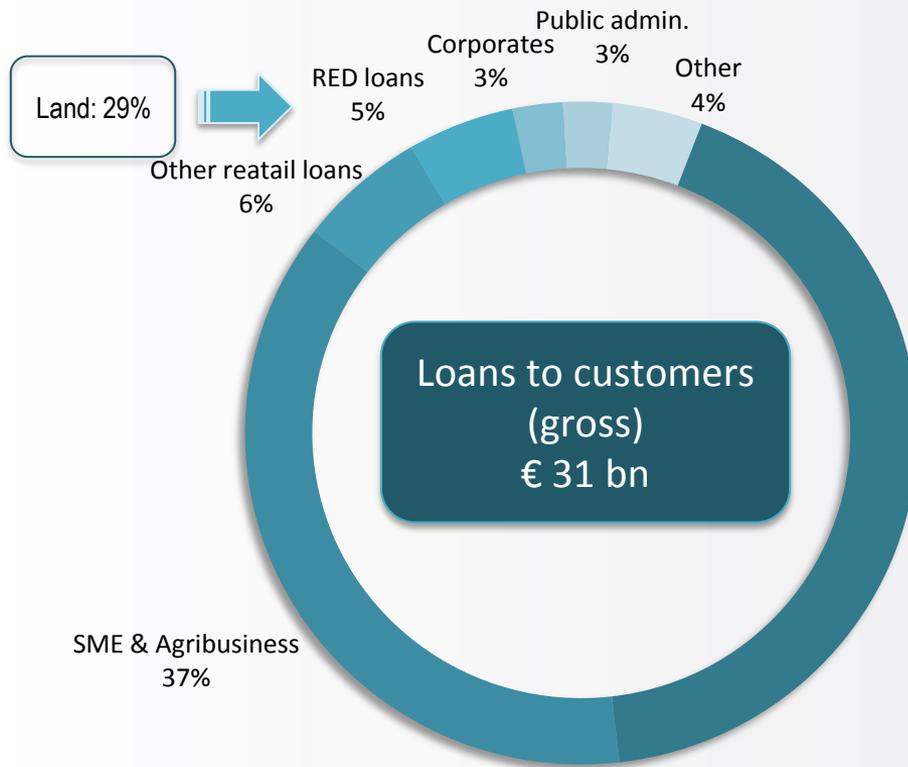
Liabilities and Equity (4Q17)



Total €40,5 bn

Diversified Credit Portfolio

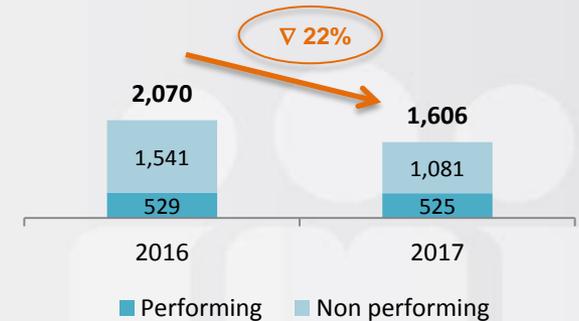
- The credit portfolio breakdown reflects the focus on **retail and SMEs**, with a limited exposure to real estate developers.
- High level of collaterals (70% is secured) and lower RED exposure (5% in GCC vs 12% of the sector in Spain ⁽¹⁾)



Strategic business segments: **SMEs and Agribusiness**, representing 37% of the loan book

Home purchase 42% ← First residences: 89%

Reduction of RED exposure

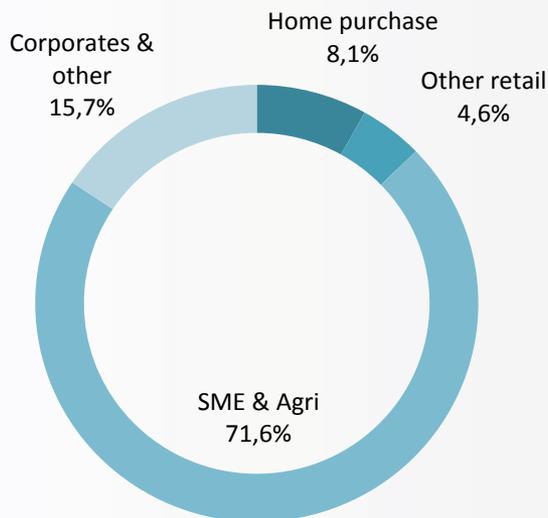


(1) Source: Boletín Estadístico de Banco de España (Data as of 3Q17)

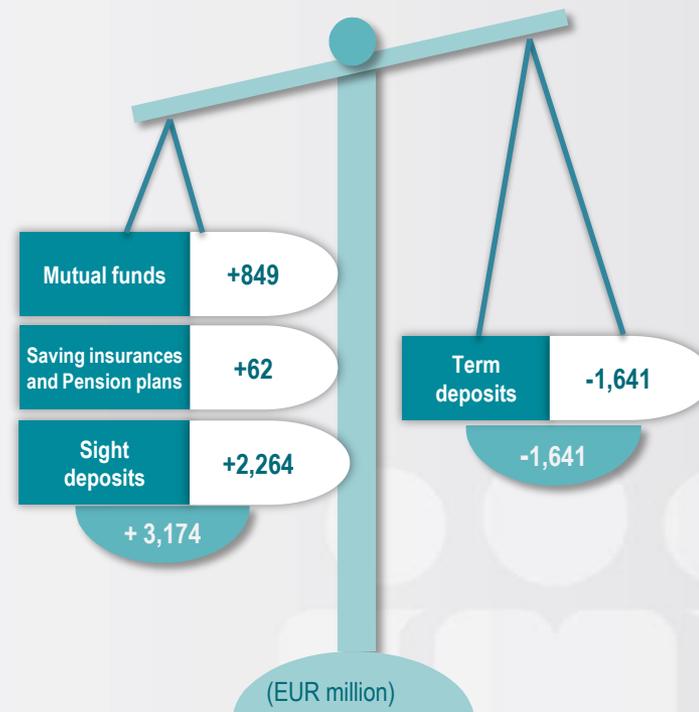
Optimizing the business mix

- Focus on strategic segments (SME and agro), representing 72% of new loans
- Total off-balance sheet assets under management grow by 27.3% (y-o-y)
- Mutual Funds grow rapidly, at a speed faster than the sector average (63% vs 12% sector in Spain) ⁽¹⁾, fostered by the alliance with Trea

New loan production



Customers Funds change y-o-y



(1) Source: Inverco.

Net interest income

- NII in second half of 2017 negatively affected by the full impact of Cajama 7 ¾ issued on June 7th and repricing of the loan portfolio.
- Change of deposit mix towards sight deposits help mitigating this impact.
- NII positioned towards increase of interest rates (first 12 months +6% in parallel up 100bps scenario)

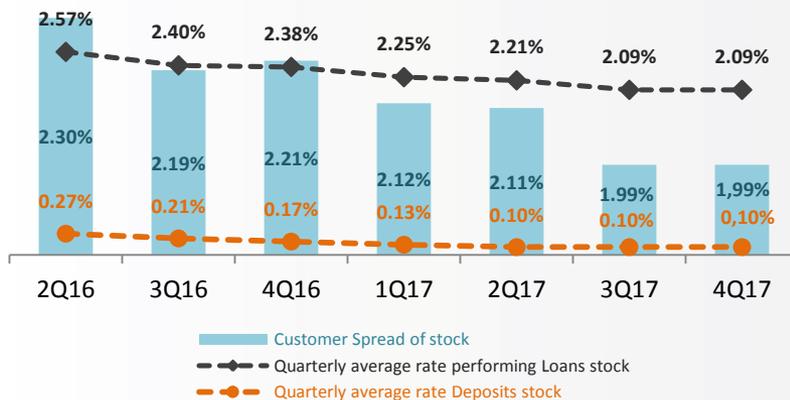
Net Interest Income Evolution



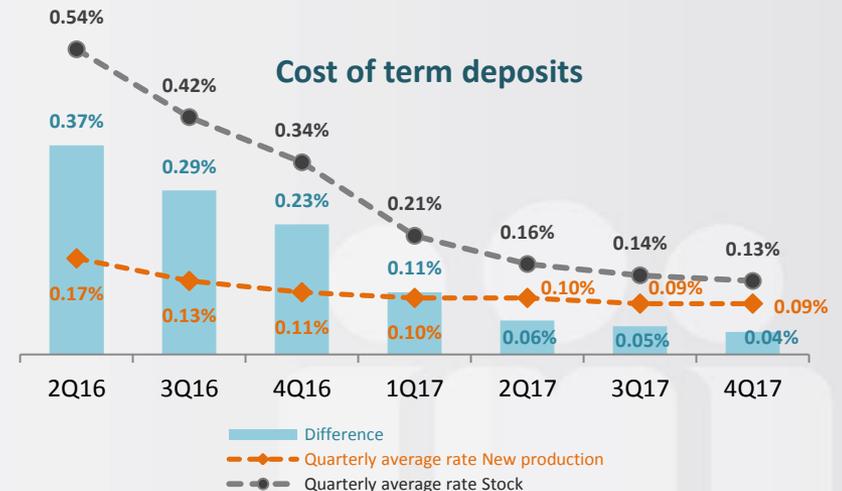
Customers deposits



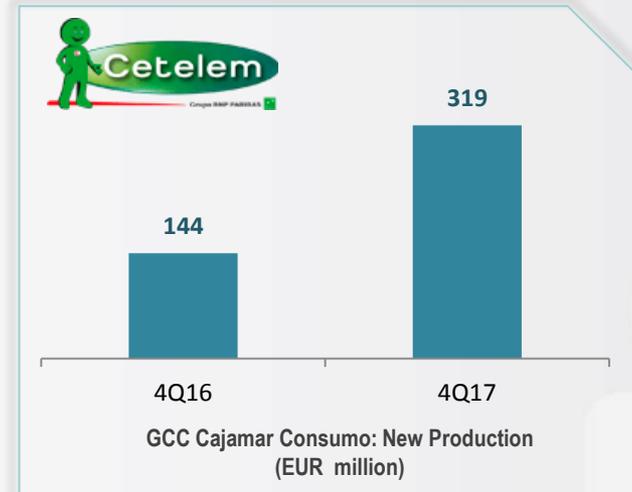
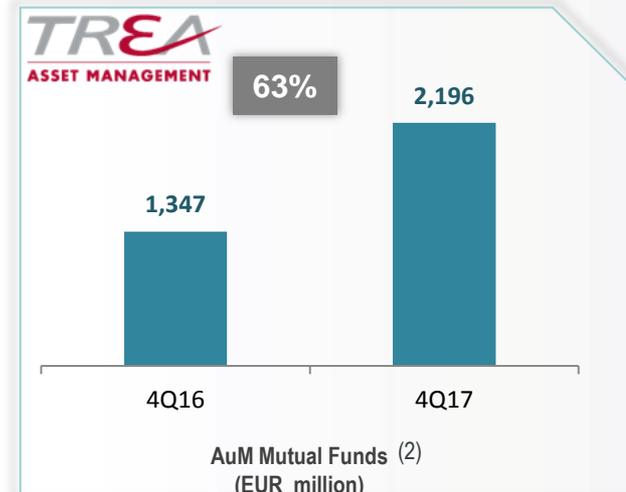
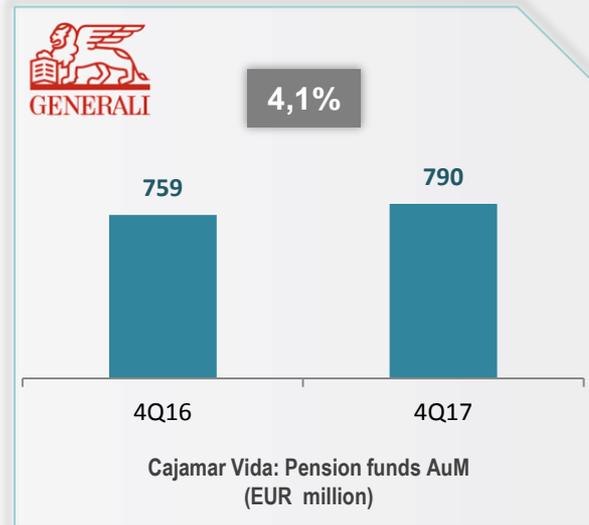
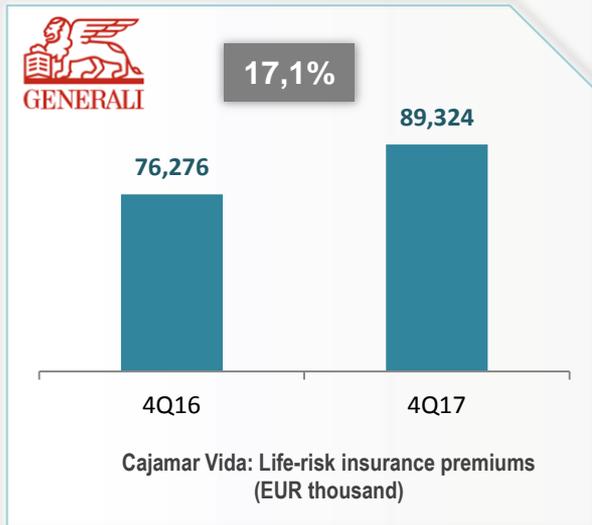
Credit yield vs deposits costs



Cost of term deposits



Strategic Partnerships



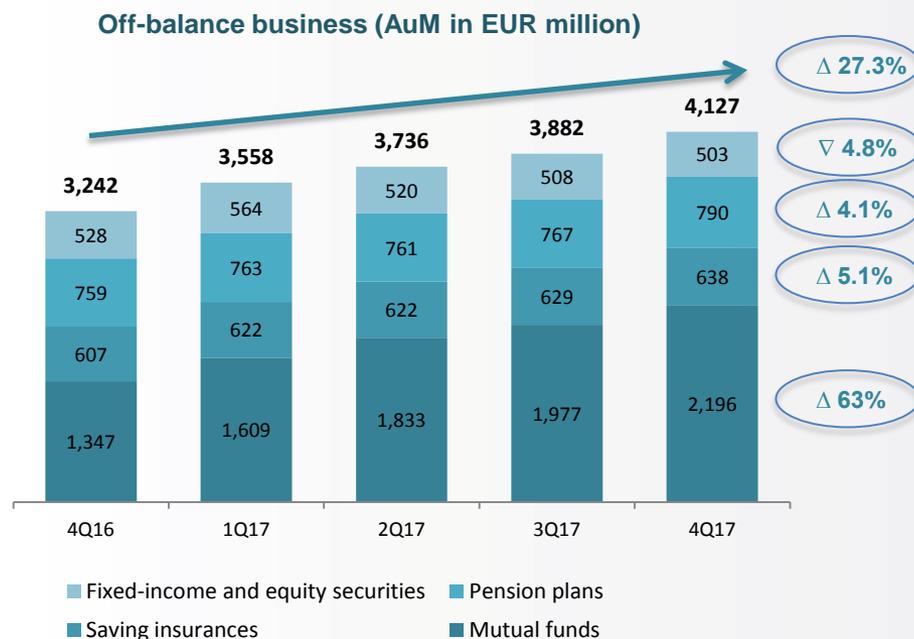
- Agreement with **Generali** simulates the growth of the insurance business and pensions plans.
- Room for growth: deposit market share(1) 2.1% vs 1.2% pension plans market share.
- Agreement with **TREA Capital**, has been an important driver of growth in mutual funds business.
- The agreement with **Banco Cetelem**, by which GCC Consumo was created in the first quarter of 2016, is starting to show results.
- GCC Cajamar Consumo loans volume: €357m (+149% ytd)

(1) Deposit Market share data as of 1H17

(2) Including third-party mutual funds

Fees and Commissions

- Fees and commissions related to collection and payment services fall slightly (especially those related to sight deposits), but commissions related to non-banking business (insurance, investment and pension funds) show a clear increase, following the growth in assets under management, especially mutual funds



FEEES AND COMMISSIONS BREAKDOWN

EUR million	2015	2016	2017
Collection and payment services	185	188	182
Non-banking fees	35	41	53
Contingent risk	10	11	10
Contingent commitments	11	13	13
FX trades	1	1	1
Securities	3	2	3
Other	32	22	28
Fees and commissions received	277	278	290
Fees and commissions paid	-15	-17	-23
Net fees and commissions	262	261	267

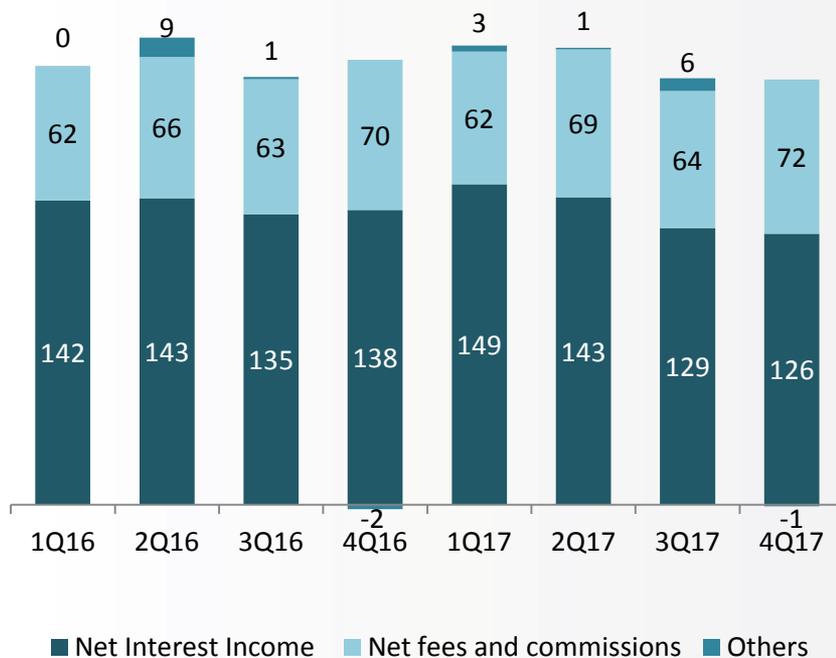
- Off balance sheet AuM increase by 27.3% y-o-y
- Mutual funds increase by 63% y-o-y, at a faster speed than the sector ⁽¹⁾

(1) Mutual funds AuM increase in Spain by 11.64% in 2017. Source: Inverco.

Gross Income

- Gross income excluding gains on financial transactions has shown resilience in 2016 and 2017 despite challenging macro environment, based on net interest income and fees generation capacity

Gross Income ex gains on financial transactions (EUR million)



Gains on financial transactions (EUR million)



Expenses evolution

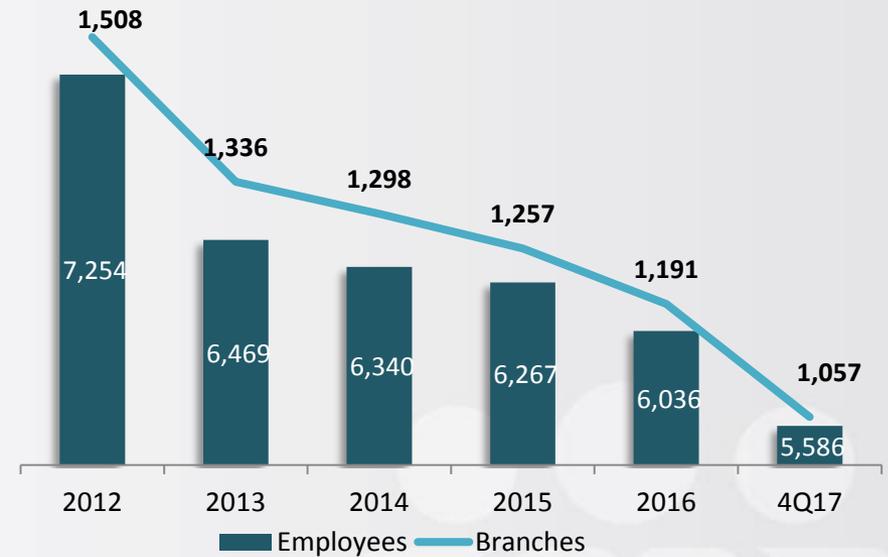
- Both personnel and administrative expenses under strict control
- Administrative expenses fall by 2.9% y-o-y (personnel expenses: -2.8% y-o-y, other operating expenses: -3.1% y-o-y)
- Cost-income ratio: 62.85% (62.17% at end 2016), compared to eurozone average 61.8% ⁽¹⁾

Expenses evolution
(EUR million)



Branch network optimisation through a significant reduction from the peak reached after Ruralcaja integration in 2012

On-going efforts to continue a relevant reduction of workforce



Branches: ∇30% since 2012

Employees⁽²⁾: ∇23% since 2012

(1) Source: EBA Dashboard 3Q17. (2) Only employees of BCC and co-ops, excluding subsidiaries.

Consolidated P&L

(EUR Thousands)

	31/12/2017		31/12/2016		y- o -y	
	Abs.	%ATA	Abs.	%ATA	Abs.	%
Interest income	670,865	1.68%	712,015	1.80%	-41,150	-5.80%
Interest expenses	-122,723	-0.31%	-154,317	-0.39%	31,595	-20.50%
NET INTEREST INCOME	548,142	1.38%	557,698	1.41%	-9,556	-1.70%
Dividend income	7,919	0.02%	4,909	0.01%	3,010	61.36%
Income from equity-accounted method	23,101	0.06%	15,767	0.04%	7,334	46.50%
Net fees and commissions	267,093	0.67%	261,452	0.66%	5,641	2.20%
Gains (losses) on financial transactions	153,768	0.39%	186,149	0.47%	-32,381	-17.40%
Exchange differences [gain or (-) loss], net	2,124	0.01%	2,764	0.01%	-641	-23.20%
Other operating incomes/expenses	-24,590	-0.06%	-15,372	-0.04%	-9,218	60.00%
of which: Mandatory transfer to Education and Development Fund	-2,372	-0.01%	-1,949	-	-423	21.70%
GROSS INCOME	977,557	2.45%	1,013,367	2.56%	-35,810	-3.50%
Administrative expenses	-538,417	-1.35%	-554,455	-1.40%	16,038	-2.90%
Personnel expenses	-340,980	-0.86%	-350,625	-0.89%	9,645	-2.80%
Other administrative expenses	-197,437	-0.50%	-203,830	-0.51%	6,393	-3.10%
Depreciation and amortisation	-76,001	-0.19%	-75,541	-0.19%	-460	0.60%
NET INCOME BEFORE PROVISIONS	363,139	0.91%	383,371	0.97%	-20,232	-5.30%
Provisions or (-) reversal of provisions	41,988	0.11%	-239,539	-0.60%	281,527	-117.50%
Impairment or (-) reversal of impairment on financial assets not measured at fair value through profit or loss	-166,837	-0.42%	22,253	0.06%	-189,090	-849.70%
OPERATING INCOME	238,290	0.60%	166,085	0.42%	72,205	43.50%
Impairment or reversal of impairment of investments in joint ventures or associates (net)	-2	-	-	-	-2	100.00%
Impairment or (-) reversal of impairment on non-financial assets	-92,907	-0.23%	-86,898	-0.22%	-6,009	6.90%
Gains or (-) losses on derecognition of non financial assets, net	-23,520	-0.06%	6,630	0.02%	-30,150	-454.80%
Profit or (-) loss from non-current assets and disposal groups classified as held for sale	-24,054	-0.06%	-23,809	-0.06%	-245	1.00%
PROFIT BEFORE TAX	97,807	0.25%	62,008	0.16%	35,799	57.70%
Tax	-17,750	-0.04%	14,132	0.04%	-31,882	-225.60%
CONSOLIDATED NET PROFIT	80,058	0.20%	76,141	0.19%	3,917	5.10%

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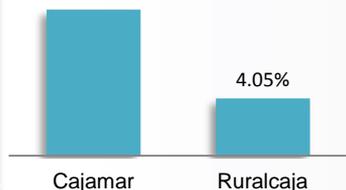
Capital Ratios (I)

- Sound Capital position, built up with **CET1**
- Reallocation of €146 mn of generic provisions mainly to NPAs coverage during the 4Q.
- High **RWA density** (59% ⁽¹⁾) due to use of standard methodology: potential to optimize moving to IRB
- SREP capital requirements for 2018: 8.875% CET1, 12.375% total capital

Strong impact of the merger with Ruralcaja (October 2012) on the capital ratios

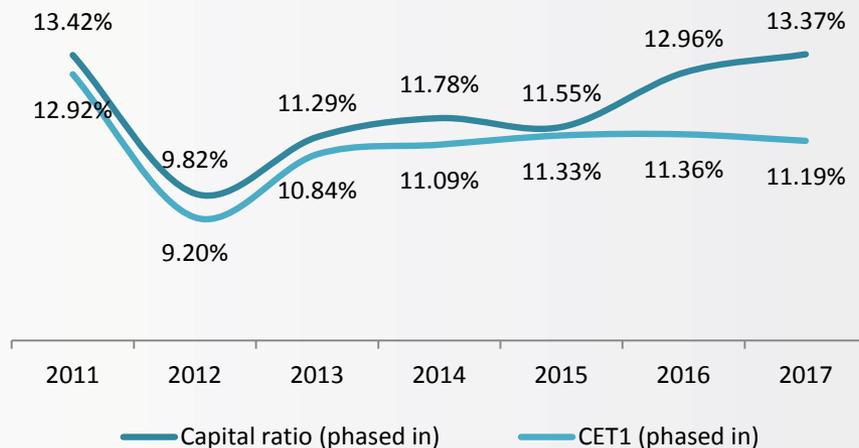
Capital ratio at merger

10.36%



Deductions of € 356 mill. Limited impact of DTAs (€1 bn, of which €127 mill is deductible). Intangibles of € 195 mill and ABS € 33 mill.

Capital ratios



Solvency	Phased in	Fully loaded
CET1 ratio	11.2%	10.9%
Total Capital ratio	13.4%	13.1%
Leverage ratio	6.4%	6.3%

Total Capital phased in

(EUR Thousands)

	4Q17
Capital	2,602,380
Reserves	430,361
AFS Surplus	1,252
Minority	-
Capital deductions	-356,284
Ordinary Tier 1 Capital	2,677,709
CET 1 (%)	11.19%
Subordinated Debt	400,000
Generic Provision	122,396
Tier2 Capital	522,396
Tier 2 (%)	2.18%
Eligible capital	3,200,106
Solvency ratio (%)	13.37%

Max T2 bucket (2%)	478,703
Max AT1 bucket (1,5%)	359,027

(1) RWA/Total assets. Data as of 4Q17.

Capital Ratios (II)

- GCC capital ratios are comfortably above 2017 SREP capital requirements (CET1 8.25, total capital 11.75%) with a 250 bps surplus over total capital requirement.
- P2R for 2018 stands at 2.50% (CET1 8.875%, total capital 12.375%)

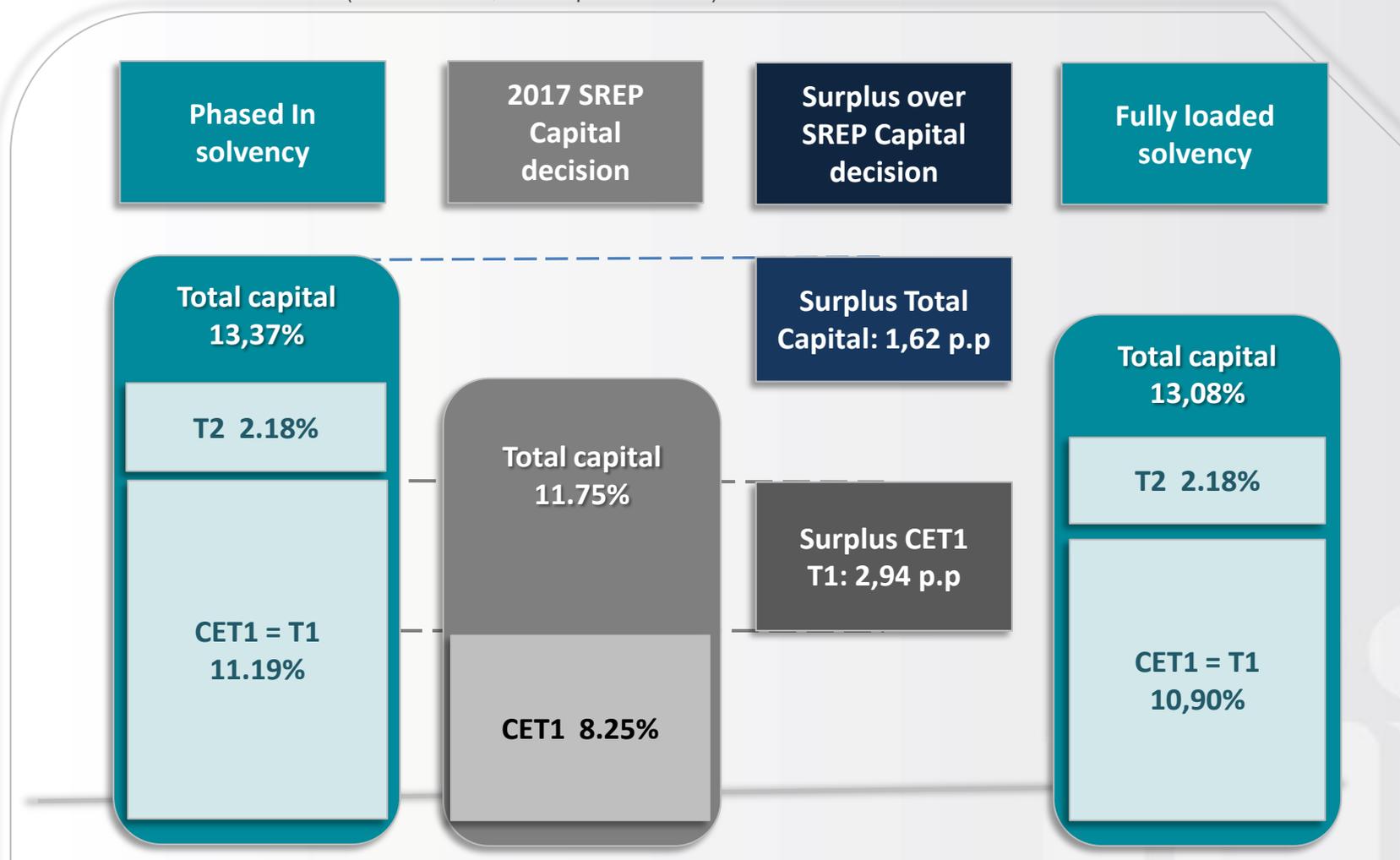


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Liquidity & Wholesale funding

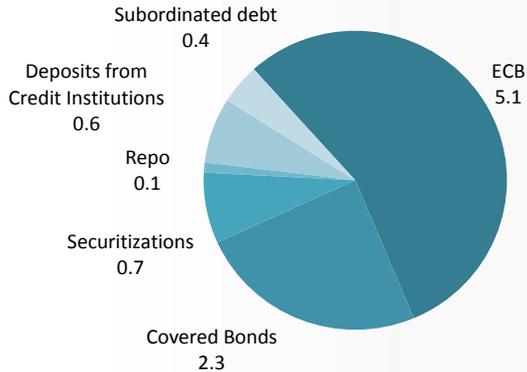
Wholesale funding mainly via covered bonds, ECB and MBS

- Sound liquidity position, with limited maturities in the following years.
- High overcollateralization ratio for covered bonds (**181.5%**)
- LCR**: 214.6%, **NSFR**: 112.3%, **LTD**: 110.1%
- Average wholesale funding cost: **68 bp**

Wholesale Funding

(December 2017)

€bn



Available Collateral
€3bn

Average Wholesale Funding Cost

	Amount	Yield	%
ECB	5.087.000	-0.40%	60,28%
Covered Bonds	2.250.000	2,00%	26,66%
Securitizations	702.286	0,03%	8,32%
Subordinated Debt	400.000	8,06%	4,74%
TOTAL	8.439.286	0,68%	100,00%

EUR thousand

Data as of 4Q17.

(1) Call date 2021. Maturity 2026.

(2) Call date 2022. Maturity 2027.

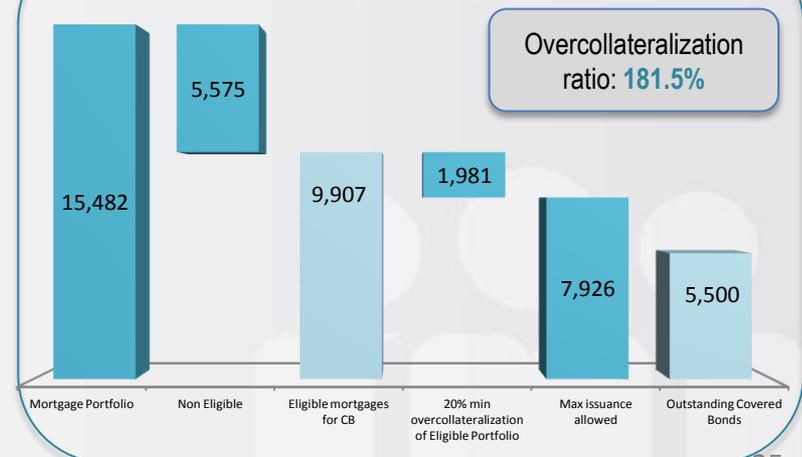
(3) Excluding €5bn TLTRO II with maturity in 2020.

Wholesale Redemption Calendar ⁽³⁾ (EUR Millions)

Subordinated debt Covered Bonds



Cajamar Eligible Mortgage Portfolio (EUR Millions)



Overcollateralization ratio: **181.5%**

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Conclusions

- ❏ Positive evolution of GCC in most of its key performance indicators.
- ❏ Major focus on managing NPAs, reduction and coverage, to converge to the sector average.
- ❏ IFRS9 would imply to improve NPL coverage up to 46.24% with an estimated impact on CET 1 FL of 75 bp (11 bp phased in), approx..
- ❏ NII positioned towards interest rate increases.
- ❏ Focus on core business and leadership in Agribusiness.
- ❏ Changing the business mix (lowering mortgages, growing SMEs and Agro). Strong and successful business alliances and strategic partners. Converging to the NPA standards.
- ❏ Wholesale Funding Plans synchronized with Debt maturities and addressed to build MREL debt once requirements are communicated.

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Latest figures (1/14)

(EUR Thousands)	2017	2016	y- o -y		4Q17	3Q17	q- o -q	
			Abs.	%			Abs.	%
Profit and Loss Account								
Net interest income	548,142	557,698	-9,555	-1.7%	126,335	129,016	-2,681	-2.1%
Gross Income	977,557	1,013,367	-35,810	-3.5%	250,140	234,390	15,750	6.7%
Recurring Gross Income	859,657	850,023	9,634	1.1%	199,855	201,322	-1,467	-0.7%
Net Income before provisions	363,139	383,371	-20,232	-5.3%	88,436	79,367	9,069	11.4%
Recurring Net Income before provisions	245,238	220,026	25,212	11.5%	38,150	46,299	-8,149	-17.6%
Profit before tax	97,807	62,008	35,799	57.7%	14,630	32,407	-17,777	-54.9%
Consolidated Net profit	80,058	76,141	3,917	5.1%	12,668	23,093	-10,425	-45.1%
Attributable Net profit	80,058	76,137	3,921	5.1%	12,668	23,093	-10,425	-45.1%
Business								
Total Assets	40,507,329	39,166,082	1,341,247	3.4%	40,507,329	39,910,114	597,215	1.5%
Equity	3,052,262	2,932,913	119,349	4.1%	3,052,262	3,037,411	14,851	0.5%
On-balance sheet retail funds	25,940,869	25,353,410	587,459	2.3%	25,940,869	26,344,761	-403,892	-1.5%
Off-balance sheet funds	4,126,567	3,241,508	885,059	27.3%	4,126,567	3,881,534	245,033	6.3%
Loans to customers (gross)	31,054,234	31,000,143	54,091	0.2%	31,054,234	30,984,903	69,331	0.2%
Performing loans to customers	27,693,644	26,788,929	904,715	3.4%	27,693,644	27,290,204	403,440	1.5%
Risk management								
Gross Loans	31,054,234	31,339,783	-285,549	-0.9%	31,054,234	31,304,389	-250,155	-0.8%
Non-performing loans	3,360,590	4,211,214	-850,624	-20.2%	3,360,590	3,694,699	-334,109	-9.0%
NPL ratio (%)	10.82%	13.44%	-2.62		10.82%	11.80%	-0.98	
Coverage ratio (%)	40.28%	42.07%	-1.79		40.28%	42.67%	-2.39	
Total risks	36,164,426	35,695,013	469,413	1.3%	36,164,426	36,182,868	-18,442	-0.1%
Other non-performing assets	2,154	2,154	-	-	2,154	2,154	-	-
Global NPL ratio (%)	9.30%	11.80%	-2.5		9.30%	10.22%	-0.92	

Latest figures (2/14)

(EUR Thousands)	4Q17	4Q16	y- o -y		3Q17	q- o -q	
			Abs.	%		Abs.	%
Liquidity							
LTD (%)	110.08%	109.64%	0.44		107.12%	2.96	
LCR (%)	214.62%	283.00%	-68.38		218.60%	-3.97	
NSFR (%)	112.30%	115.54%	-3.24		114.90%	-2.6	
Commercial Gap position	-5,081,043	-5,199,870	118,827	-2.3%	-4,419,427	-661,616	15.0%
Solvency phased in							
CET 1 ratio (%)	11.19%	11.36%	-0.17		11.44%	-0.25	
Tier 2 ratio (%)	2.18%	1.60%	0.58		2.81%	-0.63	
Capital ratio (%)	13.37%	12.96%	0.41		14.25%	-0.88	
Leverage ratio (%)	6.44%	6.52%	-0.08		6.61%	-0.17	
Solvency fully loaded							
CET 1 ratio (%)	10.90%	10.99%	-0.09		11.21%	-0.31	
Tier 2 ratio (%)	2.18%	1.60%	0.58		2.81%	-0.63	
Capital ratio (%)	13.08%	12.59%	0.49		14.02%	-0.94	
Leverage ratio (%)	6.29%	6.32%	-0.03		6.49%	-0.2	
Profitability and efficiency							
ROA (%)	0.20%	0.19%	0.01		0.23%	-0.03	
RORWA (%)	0.34%	0.34%	-		0.38%	-0.04	
ROE (%)	2.64%	2.65%	-0.01		2.97%	-0.33	
Cost-income ratio (%)	62.85%	62.17%	0.68		62.24%	0.61	
Recurring cost-income ratio (%)	71.47%	74.12%	-2.65		68.61%	2.86	
Other data							
Cooperative members	1,433,980	1,428,900	5,080	0.4%	1,432,822	1,158	0.1%
Employees	5,586	6,036	-450	-7.5%	5,712	-126	-2.2%
Branches	1,057	1,191	-134	-11.3%	1,077	-20	-1.9%

Latest figures (3/14)

Balance Sheet (1/2)

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Cash, cash balances at central banks and other demand deposits	1,083,920	589,387	668,874	415,046	62.10%	494,533	83.90%
Financial assets held for trading	2,142	1,379	913	1,229	134.60%	763	55.30%
Financial assets designated at fair value through profit or loss	123,733	123,377	93,590	30,143	32.20%	356	0.30%
<i>Of which:</i>				-			
<i>Loans and advances to Customers</i>	123,733	123,377	92,233	31,500	34.20%	356	0.30%
Available-for-sale financial assets	4,895,235	4,665,897	4,172,155	723,080	17.30%	229,338	4.90%
Loans and receivables	30,011,204	30,025,523	29,810,807	200,397	0.70%	-14,319	0.00%
<i>Of which:</i>				-			
<i>Loans and advances to Customers</i>	29,579,017	29,604,544	29,476,094	102,923	0.30%	-25,527	-0.10%
Derivatives – Hedge accounting	-	9	10	-10	-100.00%	-9	-100.00%
Investments in subsidiaries, joint ventures and associates	93,219	86,562	96,679	-3,460	-3.60%	6,657	7.70%
Tangible assets	1,002,326	990,078	984,014	18,312	1.90%	12,248	1.20%
Intangible assets	221,026	227,960	249,058	-28,032	-11.30%	-6,934	-3.00%
Tax assets	1,052,749	1,047,222	1,068,533	-15,784	-1.50%	5,527	0.50%
Other assets	1,539,894	1,638,996	1,492,942	46,952	3.10%	-99,102	-6.00%
Non-current assets and disposal groups classified as held for sale	481,881	513,723	528,506	-46,625	-8.80%	-31,842	-6.20%
TOTAL ASSETS	40,507,329	39,910,114	39,166,082	1,341,247	3.40%	597,215	1.50%

Latest figures (4/14)

Balance Sheet (2/2)

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Financial liabilities held for trading	532	528	437	95	21.70%	4	0.80%
Financial liabilities measured at amortised cost	36,657,371	36,086,121	35,385,599	1,271,772	3.60%	571,250	1.60%
<i>Of which:</i>				-		-	
<i>Central Banks deposits</i>	5,055,698	5,060,911	5,087,000	-31,302	-0.60%	-5,213	-0.10%
<i>Central counterparty deposits</i>	998,148	-	613,490	384,658	62.70%	998,148	
<i>Customer deposits</i>	25,940,869	26,344,761	25,318,081	622,788	2.50%	-403,892	-1.50%
<i>Debt securities issued</i>	2,666,045	2,690,475	2,351,789	314,256	13.40%	-24,430	-0.90%
Derivatives – Hedge accounting	48	115	647	-599	-92.60%	-67	-58.30%
Provisions	114,211	92,992	306,834	-192,623	-62.80%	21,219	22.80%
Tax liabilities	108,998	111,233	147,227	-38,229	-26.00%	-2,235	-2.00%
Other liabilities	572,342	547,735	371,155	201,187	54.20%	24,607	4.50%
<i>of which: Welfare funds</i>	4,962	6,028	7,808	-2,846	-36.40%	-1,066	-17.70%
TOTAL LIABILITIES	37,453,501	36,838,722	36,211,898	1,241,603	3.40%	614,779	1.70%
Equity	3,052,262	3,037,411	2,932,913	119,349	4.10%	14,851	0.50%
<i>Of which:</i>				-			
<i>Capital / Equity instruments issued other than capital / Treasury shares</i>	2,602,380	2,591,144	2,535,545	66,835	2.60%	11,236	0.40%
<i>Retained earnings / Revaluation reserves / Other reserves</i>	387,604	396,036	356,320	31,284	8.80%	-8,432	-2.10%
<i>Profit or loss attributable to owners of the parent</i>	80,058	67,390	76,137	3,921	5.10%	12,668	18.80%
<i>(-) Interim dividends</i>	-17,779	-17,158	-35,090	17,311	-49.30%	-621	3.60%
Accumulated other comprehensive income	1,565	33,981	20,727	-19,162	-92.40%	-32,416	-95.40%
Minority interests	-	-	544	-544	-100.00%	-	
TOTAL EQUITY	3,053,828	3,071,391	2,954,184	99,644	3.40%	-17,563	-0.60%

Latest figures (5/14)

Funds managed

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Sight deposits	18,477,861	18,513,575	16,214,090	2,263,771	14.0%	-35,714	-0.2%
Term deposits	7,463,008	7,831,186	9,103,991	-1,640,983	-18.0%	-368,178	-4.7%
Customer deposits	25,940,869	26,344,761	25,318,081	622,788	2.5%	-403,892	-1.5%
Other resources	-	-	35,329	-35,329	-100.0%	-	-
On-balance sheet retail resources (a)	25,940,869	26,344,761	25,353,410	587,459	2.3%	-403,892	-1.5%
Bonds and other securities *	2,959,370	3,003,886	3,084,850	-125,480	-4.1%	-44,516	-1.5%
Subordinated liabilities	412,171	413,049	100,773	311,398	309.0%	-878	-0.2%
Central counterparty deposits	998,148	-	613,490	384,658	62.7%	998,148	-
ECB	5,055,698	5,060,911	5,087,000	-31,302	-0.6%	-5,213	-0.1%
Wholesale funds (b)	9,425,387	8,477,846	8,886,113	539,274	6.1%	947,541	11.2%
Total balance sheet funds (c) = (a) + (b)	35,366,256	34,822,607	34,239,523	1,126,733	3.3%	543,649	1.6%
Mutual funds	2,196,249	1,977,426	1,347,364	848,885	63.0%	218,823	11.1%
Pension plans	790,191	767,038	759,349	30,842	4.1%	23,153	3.0%
Savings insurances	637,625	629,492	606,841	30,784	5.1%	8,133	1.3%
Fixed-equity income	502,502	507,578	527,955	-25,453	-4.8%	-5,076	-1.0%
Off-balance sheet funds (d)	4,126,567	3,881,534	3,241,508	885,059	27.3%	245,033	6.3%
Customer funds under management (a) + (d)	30,067,436	30,226,295	28,594,918	1,472,518	5.1%	-158,859	-0.5%
Funds under management (c) + (d)	39,492,823	38,704,141	37,481,031	2,011,792	5.4%	788,682	2.0%

* Covered bonds, territorial bonds and securitization.

Latest figures (6/14)

Loans and advances to Customers

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y- o -y		q-o-q	
				Abs.	%	Abs.	%
General governments	783,290	888,860	900,139	-116,849	-13.0%	-105,570	-11.9%
Other financial corporations	646,487	639,207	587,909	58,578	10.0%	7,280	1.1%
Non-financial corporations	10,954,820	10,679,232	10,161,276	793,544	7.8%	275,588	2.6%
Households	18,669,637	18,777,604	19,350,819	-681,182	-3.5%	-107,967	-0.6%
Loans to customers (gross) ^(a)	31,054,234	30,984,903	31,000,143	54,091	0.2%	69,331	0.2%
<i>Of which:</i>							
Real estate developers	1,605,970	1,747,540	2,070,040	-464,070	-22.4%	-141,570	-8.1%
Performing loans to customers	27,693,644	27,290,204	26,788,929	904,715	3.4%	403,440	1.5%
Non-performing loans ^(b)	3,360,590	3,694,699	4,211,214	-850,624	-20.2%	-334,109	-9.0%
Other loans ^(c)	-	319,486	339,640	-339,640	-100.0%	-319,486	-100.0%
Gross Loans ^{(d) = (a) + (c)}	31,054,234	31,304,389	31,339,783	-285,549	-0.9%	-250,155	-0.8%
Performing Loans ^{(d) - (b)}	27,693,644	27,609,690	27,128,569	565,075	2.1%	83,954	0.3%
<i>Credit losses and impairment</i>	-1,351,449	-1,576,466	-1,771,457	420,008	-23.7%	225,017	-14.3%
Total Loans and advances to Customers	29,702,750	29,727,921	29,568,327	134,423	0.5%	-25,171	-0.1%

Latest figures (7/14)

Risk management

(EUR Thousands)

Defaulting debtors

	31/12/2017	30/09/2017	31/12/2016	y- o -y		q-o-q		
				Abs.	%	Abs.	%	
Non-performing loans (gross)	3,360,590	3,694,699	4,211,214	-850,624	-20.2%	-334,109	-9.0%	
Gross loans	31,054,234	31,304,389	31,339,783	-285,549	-0.9%	-250,155	-0.8%	
Gross loans coverage	-1,353,603	-1,576,466	-1,771,457	417,854	-23.6%	222,863	-14.1%	
NPL ratio (%)	10.82%	11.80%	13.44%	-2.62		-0.98		
NPL coverage ratio (%) (*)	40.28%	42.67%	42.12%	-1.84		-2.39		
Foreclosed Assets (gross) (**)	3,677,937	3,815,957	3,842,179	-164,242	-4.3%	-138,020	-3.6%	
Foreclosed Assets (net)	1,929,686	2,021,733	2,049,207	-119,521	-5.8%	-92,047	-4.6%	
	7,038,527	7,510,656	8,053,393	-1,014,866		-472,129	-12.6%	
Foreclosed assets coverage ratio (%)	47.53%	47.02%	46.67%	0.86		0.51		
NPA ratio (%)	16.04%	17.15%	18.75%	-2.71		-1.11		
NPA coverage (%)	44.07%	44.88%	44.30%	-0.19		-0.81		
Coverage breakdown								
Total coverage	1,370,065	1,610,001	1,819,721	-449,656	-24.7%	-239,936	-14.9%	
Non-performing coverage	1,184,174	1,302,551	1,485,307	-301,133	-20.3%	-118,377	-9.1%	
Performing coverage	185,891	307,450	334,414	-148,523	-44.4%	-121,559	-39.5%	
NPL breakdown								
Past due >90 days	3,023,404	3,325,915	3,750,646	-727,242	-19.4%	-302,511	-9.1%	
Doubtful non past due	337,186	368,784	460,568	-123,382	-26.8%	-31,598	-8.6%	
Total	3,360,590	3,694,699	4,211,214	-850,624	-20.2%	-334,109	-9.0%	
<i>Of which:</i>								
Forborne loans	2,302,142	2,602,041	3,064,309	-762,167	-24.9%	-299,899	-11.5%	
NPL breakdown by segment								
General governments	2,105	2,632	3,041	-936	-30.8%	-527	-20.0%	
Other financial corporations	694	601	8,999	-8,305	-92.3%	93	15.5%	
Other corporations	1,927,318	2,177,003	2,545,771	-618,453	-24.3%	-249,685	-11.5%	
Households	1,430,473	1,514,463	1,653,403	-222,930	-13.5%	-83,990	-5.5%	
Total	3,360,590	3,694,699	4,211,214	-850,624	-20.2%	-334,109	-9.0%	
<i>Of which:</i>								
Real estate developers	1,081,190	1,233,750	1,540,910	-459,720	-29.8%	-152,560	-12.4%	
Forborne loans								
Non-performing	2,302,142	2,602,041	3,064,309	-762,167	-24.9%	-299,899	-11.5%	
Performing	760,905	815,321	1,359,360	-598,455	-44.0%	-54,416	-6.7%	
Total Forborne loans	3,063,047	3,417,362	4,423,669	-1,360,622	-30.8%	-354,315	-10.4%	

(*) It does not include the floor clauses provisions.

(**) Including the amount of the loans that is the origin of the foreclosed asset. Including 121 millions € financing to non consolidated firms holding foreclosed assets, in gross terms, and 48 M€, in net terms..

Latest figures (8/14)

Foreclosed assets

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Foreclosed Assets (gross) ^(*)	3,677,937	3,815,957	3,842,179	-164,242	-4.3%	-138,021	-3.6%
Coverage ^(**)	-1,748,250	-1,794,225	-1,792,971	44,721	-2.5%	45,974	-2.6%
Foreclosed Assets (net)	1,929,686	2,021,733	2,049,207	-119,521	-5.8%	-92,046	-4.6%
Foreclosed assets coverage ratio (%)	47.53%	47.02%	46.67%	0.87		0.51	

Foreclosed assets according to the origin of the Loan

Foreclosed assets (gross) ^(*)	3,677,937	3,815,957	3,842,179	-164,242	-4.3%	-138,021	-3.6%
Developers	2,208,827	2,315,342	2,404,535	-195,707	-8.1%	-106,514	-4.6%
Land	1,004,558	1,032,127	1,046,184	-41,626	-4.0%	-27,569	-2.7%
Finished buildings	1,009,621	1,075,148	1,139,110	-129,489	-11.4%	-65,527	-6.1%
Under construction	194,648	208,067	219,240	-24,592	-11.2%	-13,419	-6.4%
Homes	703,975	669,353	643,526	60,449	9.4%	34,621	5.2%
Other	645,247	711,284	672,855	-27,608	-4.1%	-66,037	-9.3%
Financing to entities holding real estate assets that have been foreclosed or received as payment in lieu of debts	119,887	119,978	121,263	-1,376	-1.1%	-91	-0.1%

Foreclosed assets (net)	1,929,686	2,021,733	2,049,207	-119,521	-5.8%	-92,046	-4.6%
Developers	1,100,639	1,172,162	1,225,101	-124,462	-10.2%	-71,523	-6.1%
Land	403,328	429,115	437,016	-33,687	-7.7%	-25,786	-6.0%
Finished buildings	609,155	646,847	685,793	-76,638	-11.2%	-37,691	-5.8%
Under construction	88,156	96,200	102,292	-14,137	-13.8%	-8,045	-8.4%
Homes	406,296	385,895	374,188	32,108	8.6%	20,401	5.3%
Other	377,637	416,269	400,914	-23,277	-5.8%	-38,632	-9.3%
Financing to entities holding real estate assets that have been foreclosed or received as payment in lieu of debts	45,114	47,407	49,004	-3,890	-7.9%	-2,293	-4.8%

Coverage (%)	47.53%	47.02%	46.67%	0.87		0.51	
Developers	50.17%	49.37%	49.05%	1.12		0.8	
Land	59.85%	58.42%	58.23%	1.62		1.43	
Finished buildings	39.66%	39.84%	39.80%	-0.13		-0.17	
Under construction	54.71%	53.76%	53.34%	1.37		0.95	
Homes	42.29%	42.35%	41.85%	0.43		-0.06	
Other	41.47%	41.48%	40.42%	1.06		-0.01	
Financing to entities holding real estate assets that have been foreclosed or received as payment in lieu of debts	62.37%	60.49%	59.59%	2.78		1.88	

Latest figures (9/14)

Foreclosed assets

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Foreclosed Assets (gross) (*)	3,677,937	3,815,957	3,842,179	-164,242	-4.3%	-138,021	-3.6%
Coverage (**)	-1,748,250	-1,794,225	-1,792,971	44,721	-2.5%	45,974	-2.6%
Foreclosed Assets (net)	1,929,686	2,021,733	2,049,207	-119,521	-5.8%	-92,046	-4.6%
Foreclosed assets coverage ratio (%)	47.53%	47.02%	46.67%	0.87		0.51	

Foreclosed assets by asset type

Foreclosed assets (gross) (*)	3,677,937	3,815,957	3,842,179	-164,242	-4.30%	-138,021	-3.60%
Finished houses	1,675,314	1,695,580	1,758,491	-83,177	-4.70%	-20,266	-1.20%
Lands	1,218,675	1,242,685	1,254,093	-35,418	-2.80%	-24,009	-1.90%
RED and under construction	268,433	282,910	287,427	-18,994	-6.60%	-14,476	-5.10%
Commercial	394,147	411,026	392,671	1,476	0.40%	-16,880	-4.10%
Other	121,367	183,757	149,496	-28,129	-18.80%	-62,389	-34.00%
Foreclosed assets (net)	1,929,686	2,021,733	2,049,207	-119,521	-5.80%	-92,046	-4.60%
Finished houses	1,014,193	1,026,667	1,062,792	-48,599	-4.60%	-12,474	-1.20%
Lands	497,083	523,279	530,112	-33,030	-6.20%	-26,196	-5.00%
RED and under construction	125,995	135,054	137,990	-11,995	-8.70%	-9,059	-6.70%
Commercial	233,089	241,812	236,863	-3,774	-1.60%	-8,723	-3.60%
Other	59,326	94,920	81,450	-22,123	-27.20%	-35,594	-37.50%
Coverage (%)	47.53%	47.02%	46.67%	0.87		0.51	
Finished houses	39.46%	39.45%	39.56%	-0.10		0.01	
Lands	59.21%	57.89%	57.73%	1.48		1.32	
RED and under construction	53.06%	52.26%	51.99%	1.07		0.80	
Commercial	40.86%	41.17%	39.68%	1.18		-0.31	
Other	51.12%	48.34%	45.52%	5.60		2.77	

(*) Including the amount of the loans that is the origin of the foreclosed asset. Including 121 million € financing to non consolidated firms holding foreclosed assets, in gross terms (48mill€ net).

(**) Including the provisions of the loans at the time of the repossession procedure. It does not include write-offs during the life of the original loan.

Latest figures (10/14)

Solvency phased in

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Capital	2,602,380	2,591,144	2,535,546	66,834	2.6%	11,236	0.4%
Reserves	430,361	437,496	396,273	34,088	8.6%	-7,135	-1.6%
AFS Surplus	1,252	27,184	12,436	-11,184	-89.9%	-25,932	-95.4%
Minority	-	-	-	-	-	-	-
Capital deductions	-356,284	-335,525	-323,586	-32,698	10.1%	-20,759	6.2%
Ordinary Tier 1 Capital	2,677,709	2,720,299	2,620,669	57,040	2.2%	-42,590	-1.6%
CET 1 ratio (%)	11.19%	11.44%	11.36%	-0.17		-0.25	
-	-	-	-	-	-	-	-
Tier2 Capital	522,396	668,886	369,568	152,828	41.4%	-146,490	-21.9%
Tier 2 ratio (%)	2.18%	2.81%	1.60%	0.58		-0.63	
-	-	-	-	-	-	-	-
Eligible capital	3,200,106	3,389,185	2,990,237	209,869	7.0%	-189,079	-5.6%
Capital ratio (%)	13.37%	14.25%	12.96%	0.41		-0.88	
-	-	-	-	-	-	-	-
Total risk-weighted assets ^{(a) + (b) + (c)}	23,935,148	23,778,280	23,069,970	865,178	3.8%	156,868	0.7%
Credit risk ^(a)	22,438,544	22,292,288	21,565,404	873,140	4.0%	146,256	0.7%
Operational risk ^(b)	1,443,904	1,431,675	1,431,675	12,229	0.9%	12,229	0.9%
Other risk ^(c)	52,700	54,317	72,891	-20,191	-27.7%	-1,617	-3.0%

Latest figures (11/14)

Solvency fully loaded

(EUR Thousands)

	31/12/2017	30/09/2017	31/12/2016	y-o-y		q-o-q	
				Abs.	%	Abs.	%
Capital	2,602,380	2,591,144	2,535,546	66,834	2.6%	11,236	0.4%
Reserves	430,361	437,495	396,273	34,088	8.6%	-7,134	-1.6%
AFS Surplus	1,565	33,981	20,727	-19,162	-92.4%	-32,416	-95.4%
Minority	-	-	-	-	-	-	-
Capital deductions	-425,057	-396,684	-417,135	-7,922	1.9%	-28,373	7.2%
Ordinary Tier 1 Capital	2,609,250	2,665,936	2,535,411	73,839	2.9%	-56,686	-2.1%
CET 1 ratio (%)	10.90%	11.21%	10.99%	-0.09		-0.31	
Tier2 Capital	522,396	668,886	369,568	152,828	41.4%	-146,490	-21.9%
Tier 2 ratio (%)	2.18%	2.81%	1.60%	0.58		-0.63	
Eligible capital	3,131,646	3,334,822	2,904,979	226,667	7.8%	-203,176	-6.1%
Capital ratio (%)	13.08%	14.02%	12.59%	0.49		-0.94	
Total risk-weighted assets ^{(a) + (b) + (c)}	23,935,148	23,778,280	23,069,970	865,178	3.8%	156,868	0.7%
Credit risk ^(a)	22,438,544	22,292,288	21,565,404	873,140	4.0%	146,256	0.7%
Operational risk ^(b)	1,443,904	1,431,675	1,431,675	12,229	0.9%	12,229	0.9%
Other risk ^(c)	52,700	54,317	72,891	-20,191	-27.7%	-1,617	-3.0%

Latest figures (12/14)

Consolidated Profit & Loss Account

(EUR Thousands)

	31/12/2017	o/ATA	30/09/2016	o/ATA	y- o -y		31/12/2016	o/ATA
					Abs.	%		
Interest income	670,865	1.68%	509,208	1.72%	-41,150	-5.8%	712,015	1.80%
Interest expenses	-122,723	-0.31%	-87,401	-0.29%	31,595	-20.5%	-154,317	-0.39%
NET INTEREST INCOME	548,142	1.38%	421,807	1.42%	-9,555	-1.7%	557,698	1.41%
Dividend income	7,919	0.02%	5,720	0.02%	3,010	61.3%	4,909	0.01%
Income from equity-accounted method	23,101	0.06%	16,525	0.06%	7,334	46.5%	15,767	0.04%
Net fees and commissions	267,093	0.67%	195,226	0.66%	5,641	2.2%	261,452	0.66%
Gains (losses) on financial transactions	153,768	0.39%	100,988	0.34%	-32,381	-17.4%	186,149	0.47%
Exchange differences [gain or (-) loss], net	2,124	0.01%	1,752	0.01%	-641	-23.2%	2,764	0.01%
Other operating incomes/expenses	-24,590	-0.06%	-14,601	-0.05%	-9,218	60.0%	-15,372	-0.04%
of which: Mandatory transfer to Education and Development Fund	-2,372	-0.01%	-2,577	-0.01%	-423	21.7%	-1,949	-
GROSS INCOME	977,557	2.45%	727,417	2.45%	-35,810	-3.5%	1,013,367	2.56%
Administrative expenses	-538,417	-1.35%	-395,616	-1.33%	16,038	-2.9%	-554,455	-1.40%
Personnel expenses	-340,980	-0.86%	-252,940	-0.85%	9,645	-2.8%	-350,625	-0.89%
Other administrative expenses	-197,437	-0.50%	-142,677	-0.48%	6,393	-3.1%	-203,830	-0.51%
Depreciation and amortisation	-76,001	-0.19%	-57,098	-0.19%	-460	0.6%	-75,541	-0.19%
NET INCOME BEFORE PROVISIONS	363,139	0.91%	274,703	0.93%	-20,232	-5.3%	383,371	0.97%
Provisions or (-) reversal of provisions	41,988	0.11%	82,650	0.28%	281,527	-117.5%	-239,539	-0.60%
Impairment or (-) reversal of impairment on fin.assets not measured at fair value through P&L	-166,837	-0.42%	-175,759	-0.59%	-189,090	-849.7%	22,253	0.06%
OPERATING INCOME	238,290	0.60%	181,594	0.61%	72,205	43.5%	166,085	0.42%
Impairment or reversal of impairment of investments in joint ventures or associates (net)	-2	-	-2	-	-2	-	-	-
Impairment or (-) reversal of impairment on non-financial assets	-92,907	-0.23%	-71,346	-0.24%	-6,009	6.9%	-86,898	-0.22%
Gains or (-) losses on derecognition of non financial assets, net	-23,520	-0.06%	-14,572	-0.05%	-30,150	-454.8%	6,630	0.02%
Profit or (-) loss from non-current assets and disposal groups classified as held for sale	-24,054	-0.06%	-12,497	-0.04%	-245	1.0%	-23,809	-0.06%
PROFIT BEFORE TAX	97,807	0.25%	83,177	0.28%	35,799	57.7%	62,008	0.16%
Tax	-17,750	-0.04%	-15,787	-0.05%	-31,882	-225.6%	14,132	0.04%
CONSOLIDATED NET PROFIT	80,058	0.20%	67,390	0.23%	3,917	5.1%	76,141	0.19%

Latest figures (13/14)

Consolidated Quarterly Profit & Loss Account

(EUR Thousands)

	1Q17	2Q17	3Q17	4Q17	4Q-3Q	
					Abs.	%
Interest income	176,763	170,819	161,625	161,657	32	0.0%
Interest expenses	-27,383	-27,408	-32,610	-35,322	-2,712	8.3%
NET INTEREST INCOME	149,380	143,411	129,016	126,335	-2,681	-2.1%
Dividend income	361	1,982	3,376	2,199	-1,177	-34.9%
Income from equity-accounted method	4,416	6,007	6,102	6,576	474	7.8%
Net fees and commissions	61,566	69,026	64,634	71,867	7,233	11.2%
Gains (losses) on financial transactions	22,127	44,067	34,794	52,780	17,986	51.7%
Exchange differences [gain or (-) loss], net	849	161	742	372	-370	-49.9%
Other operating incomes/expenses	-2,858	-7,468	-4,275	-9,989	-5,714	133.7%
of which: Mandatory transfer to Education and Development Fund	-1,062	-1,234	-282	205	487	-172.7%
GROSS INCOME	235,841	257,186	234,390	250,140	15,750	6.7%
Administrative expenses	-129,621	-130,255	-135,741	-142,801	-7,060	5.2%
Personnel expenses	-85,013	-84,037	-83,890	-88,040	-4,150	5.0%
Other administrative expenses	-44,608	-46,218	-51,851	-54,760	-2,909	5.6%
Depreciation and amortisation	-18,891	-18,925	-19,282	-18,903	379	-2.0%
NET INCOME BEFORE PROVISIONS	87,329	108,007	79,367	88,436	9,069	11.4%
Provisions or (-) reversal of provisions	2,316	60,183	20,152	-40,662	-60,814	-301.8%
Impairment or (-) reversal of impairment on financial assets not measured at fair value through profit or loss	-38,635	-108,310	-28,814	8,922	37,736	-131.0%
OPERATING INCOME	51,009	59,879	70,706	56,696	-14,010	-19.8%
Impairment or reversal of impairment of investments in joint ventures or associates (net)	-	-2	-	0	0	-
Impairment or (-) reversal of impairment on non-financial assets	-14,049	-37,595	-19,702	-21,561	-1,859	9.4%
Gains or (-) losses on derecognition of non financial assets, net	-1,090	-3,255	-10,227	-8,948	1,279	-12.5%
Profit or (-) loss from non-current assets and disposal groups classified as held for sale	-920	-3,207	-8,370	-11,557	-3,187	38.1%
PROFIT BEFORE TAX	34,950	15,820	32,407	14,630	-17,777	-54.9%
Tax	-10,283	3,810	-9,314	-1,872	7,442	-79.9%
CONSOLIDATED NET PROFIT	24,666	19,630	23,093	12,668	-10,425	-45.2%

Latest figures (14/14)

Quarterly Yields & Costs

(EUR Thousands and annualised rates)

	31/12/2017				30/09/2017				31/12/2016			
	Average balance	Distribution (%)	Income or expense	Average rate (%)	Average balance	Distribution (%)	Income or expense	Average rate (%)	Average balance	Distribution (%)	Income or expense	Average rate (%)
Financial system	1.251.216	3,14%	464	0,04%	1.191.852	3,01%	311	0,03%	1.440.736	3,64%	311	0,02%
Loans to customers without NPL ^(a)	27.273.809	68,49%	589.311	2,16%	27.168.851	68,52%	444.652	2,19%	26.827.612	67,74%	662.739	2,47%
Securities portfolio	4.457.007	11,19%	39.349	0,88%	4.407.791	11,12%	30.363	0,92%	4.358.541	11,00%	29.310	0,67%
Other assets	6.842.021	17,18%	41.741	0,61%	6.884.740	17,36%	33.882	0,66%	6.978.361	17,62%	19.655	0,28%
Total earning assets ^(b)	39.824.053	100,00%	670.865	1,68%	39.653.234	100,00%	509.208	1,72%	39.605.250	100,00%	712.015	1,80%
Financial system	730.645	1,83%	8.349	1,14%	738.328	1,86%	6.616	1,20%	812.929	2,05%	12.128	1,49%
Customer deposits ^(c)	25.922.478	65,09%	28.196	0,11%	25.917.880	65,36%	21.491	0,11%	25.429.085	64,21%	63.770	0,25%
<i>Sight deposits</i>	17.705.409	44,46%	14.891	0,08%	17.512.297	44,16%	10.715	0,08%	14.896.620	37,61%	9.859	0,07%
<i>Term deposits</i>	8.217.069	20,63%	13.305	0,16%	8.405.584	21,20%	10.775	0,17%	10.532.465	26,59%	53.911	0,51%
Wholesale funds	8.842.761	22,20%	83.604	0,95%	8.697.105	21,93%	57.311	0,88%	9.443.375	23,84%	73.925	0,78%
Other funds	1.293.891	3,25%	2.573	0,20%	1.270.532	3,20%	1.982	0,21%	1.045.011	2,64%	4.494	0,43%
Equity	3.034.277	7,62%	0	-	3.029.389	7,64%	0	-	2.874.850	7,26%	0	-
Total funds ^(d)	39.824.053	100,00%	122.723	0,31%	39.653.234	100,00%	87.401	0,29%	39.605.250	100,00%	154.317	0,39%
Customers' spread ^{(a)-(c)}				2,05				2,08				2,22
NII o/ATA ^{(b)-(d)}			548.142	1,38			421.807	1,42			557.698	1,41

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