



General Shareholders' Meeting
April 25th 2024
Grupo Catalana Occidente. S.A.

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01.

Opening and constitution
of the General
Shareholders' Meeting

02.

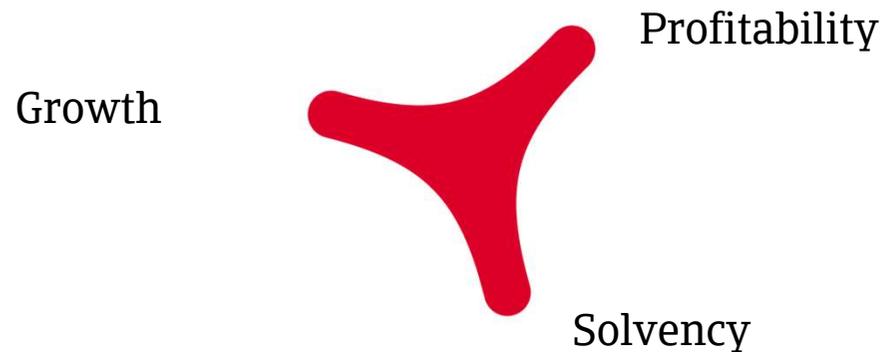
Strategic pillars and
historical evolution

Grupo Catalana Occidente

Strategic Purpose: Be leaders in protecting and accompanying people and companies at all stages of their lives. to ensure their peace of mind at the present time and their confidence in the future.

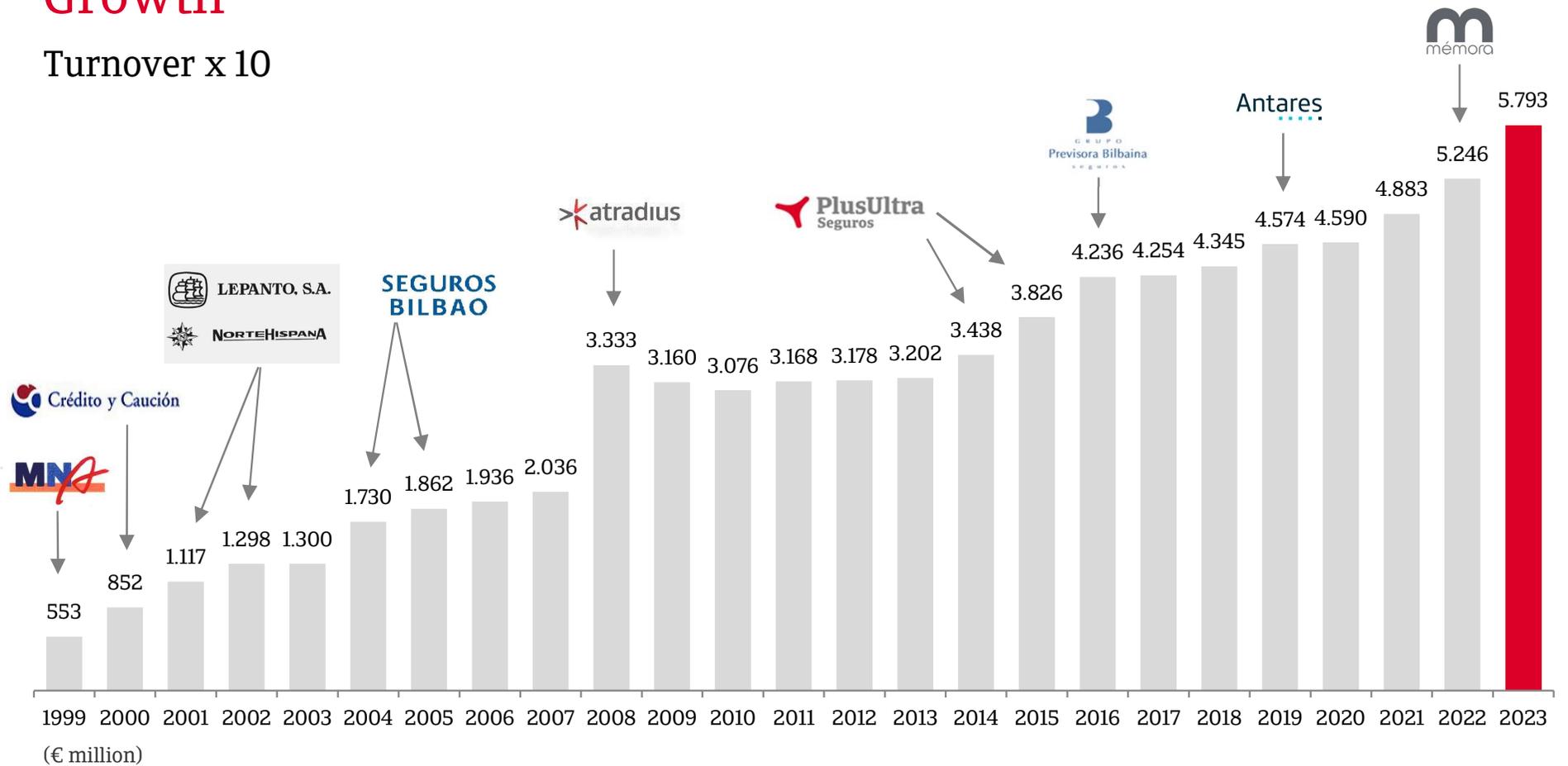
Principles of actions: ETHICAL behaviour with stakeholders.

Strategic pillars:



Growth

Turnover x 10



Profitability

Profit x 18



+10.7%*
GCO

+3.4%
DJEuroStoxx
Insurance

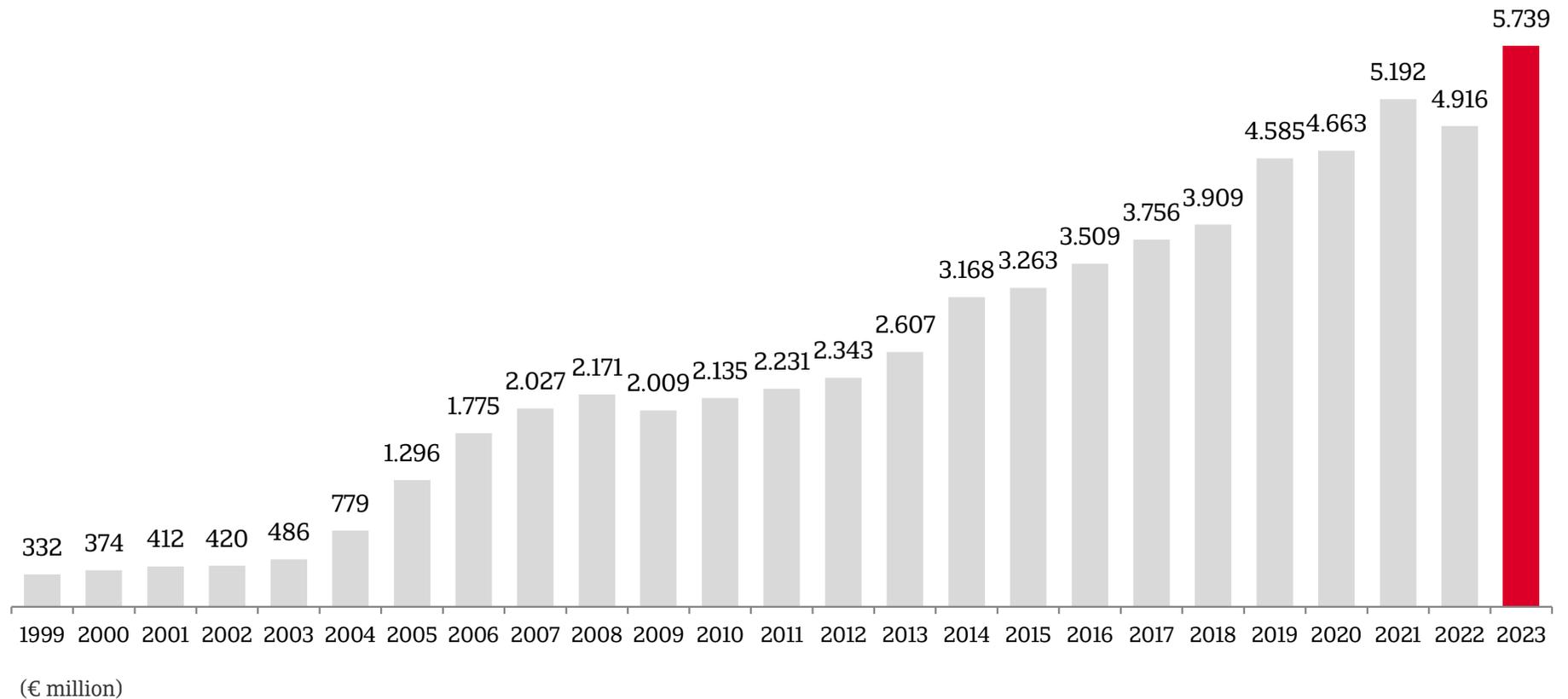
+1.8%
Ibox

— GCO Net attributable profit in € million
* Compound annual growth rate (at 3M2024 is 11.29%)



Financial strength

Permanent resources at market value x 17



03.

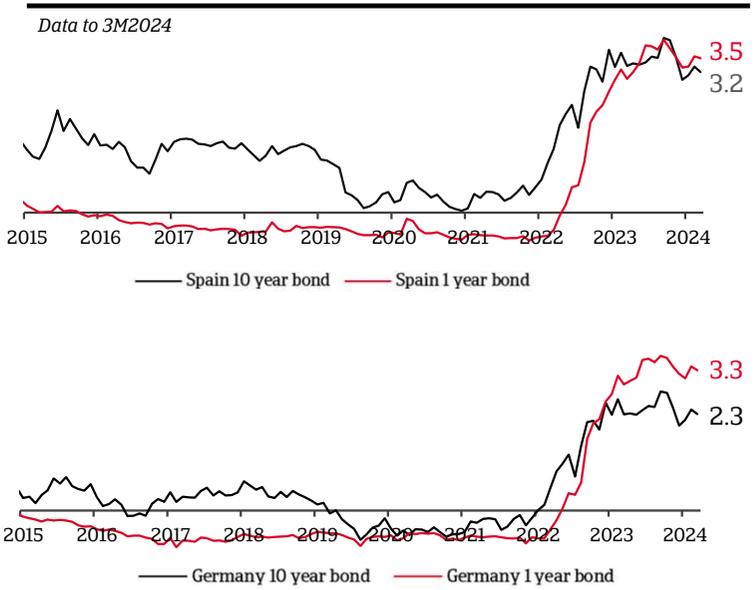
Valuation of the
financial year

Global economic environment

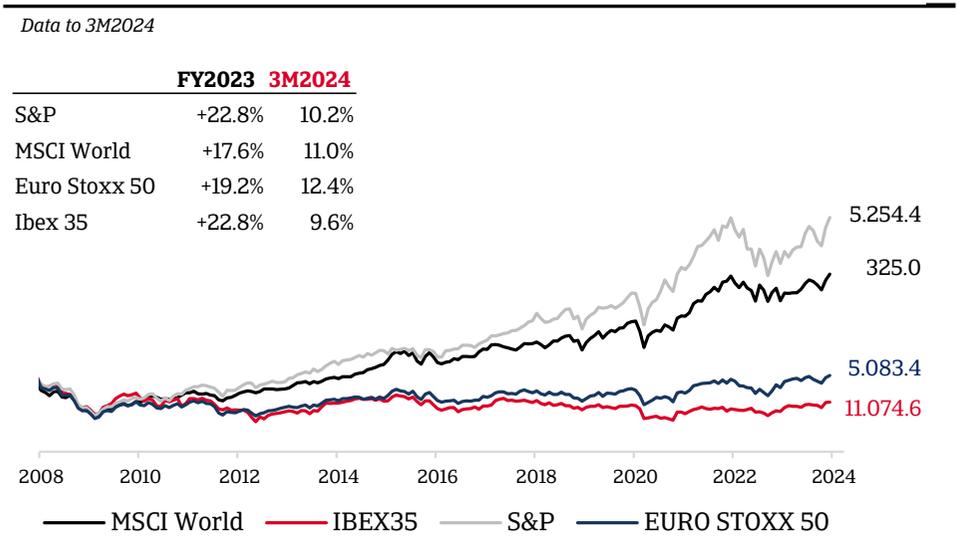
	Global	Eurozone	Spain
GDP	+3.5% 22 +3.2% 23 +3.2% 24e	+3.4% 22 +0.4% 23 +0.8% 24e	+5.8% 22 +2.5% 23 +1.9% 24e

Source: International Monetary Fund. April report 2024

Fixed income



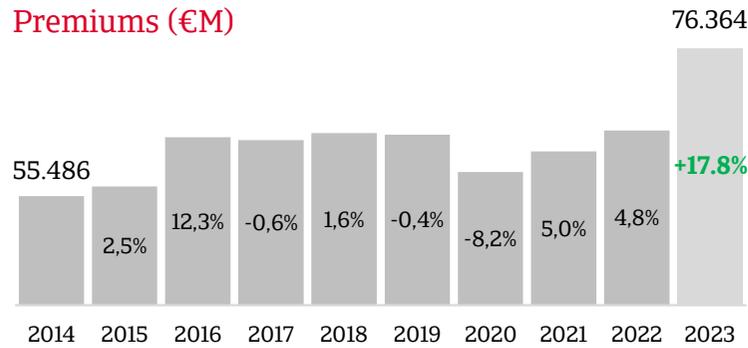
Equity



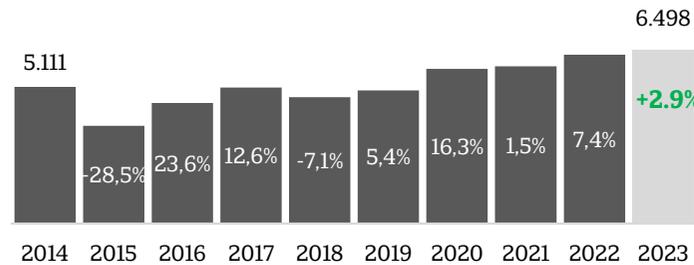
Developments in the Spanish insurance sector

Evolution of the insurance sector

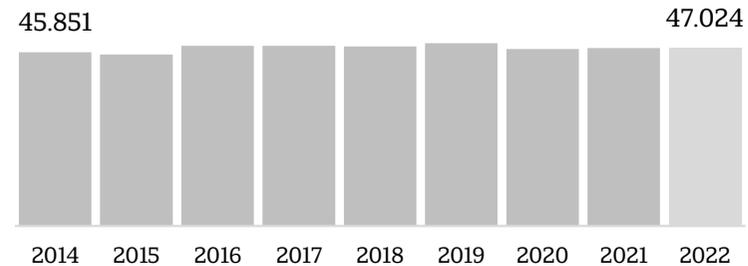
Premiums (€M)



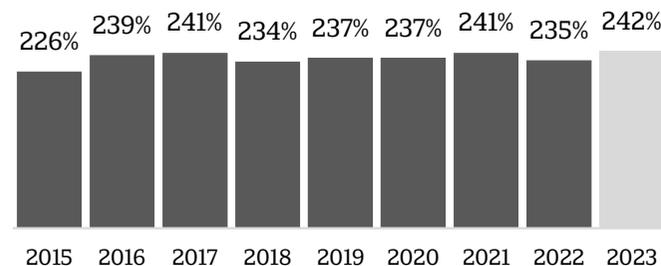
Profit/(loss) Technical Account (Technical P/(L) + Financial P/(L))



Employees



Solvency II (%)



Sector premiums € 76.364 M (+17.8%)

Life
€33.360 M
(+36.0%)

 **Savings**
€28.313 M
(+46.3%)

 **Risk**
€5.047 M
(-2.7%)

Non-life
€43.003 M
(+6.8%)

 **Motos**
€12.107 M
(+6.6%)

 **Multi-risk**
€9.158M
(+6.8%)

 **Health**
€11.235 M
(+6.6%)

Source: ICEA. Data to 12M2023

GCO en 12M2023

	(€ million)		
Income	2022	2023	% var. 22-23
Traditional business	2,842.9	3,064.7	7.8%
Recurring premiums	2,606.4	2,741.4	5.2%
Single premiums life	236.5	323.3	36.7%
Credit insurance business	2,402.7	2,500.9	4.1%
Turnover	5,245.6	5,565.6	6.1%
Income	32.8	227.0	
Traditional business	5,278.4	5,792.6	9.7%

Turnover

5.792.6 M€

Profits/(losses)	2022	2023	% Var. 22-23
Ordinary profit/(loss) of the traditional business	257.8	261.1	1.3%
Ordinary profit/(loss) from credit insurance business	354.6	365.6	3.1%
Consolidated profit/(loss)	4.8	13.6	
Attributed profit/(loss)	542.5	615.5	13.4%
Profits/(losses)	486.5	551.8	13.4%

Traditional business

	(€ million)		
Premiums	2022	2023	% Var. 22-23
Multi-risk	774.3	827.5	6.9%
Motor	658.6	690.8	4.9%
Other	359.0	390.1	8.7%
Non-Life	1,792.0	1,908.4	6.5%
Health	149.0	151.3	1.5%
Life risk and funeral	250.8	258.1	2.9%
Life savings	651.1	746.9	14.7%
Life	1,050.9	1,156.3	10.0%
Written premiums	2,842.9	3,064.7	7.8%
Written premiums ex. single	2,606.4	2,741.4	5.2%

+7.8% Written premiums: **3,064.7 M€**

	(€ million)		
Profits/(losses)	2022	2023	% Var. 22-23
Multi-risk	54.1	55.3	2.1%
Motor	47.7	24.8	-48.1%
Other	58.5	56.2	-3.9%
Non-Life	160.4	136.3	-15.0%
Life, health and funeral	102.6	109.4	6.6%
Technical profit/(loss)	263.0	245.7	-6.6%
Financial profit/(loss)	84.7	109.8	29.6%
Non-technical profit/(loss) and taxes	-89.6	-94.4	
Ordinary profit/(loss)	257.8	261.1	1.3%
Non-ordinary profit/(loss)	-50.6	-22.5	
Total profit/(loss)	207.2	238.6	15.1%

Credit insurance business

Credit insurance business	2022	2023	% Var. 22-23
Earned premiums	2,224.5	2,278.5	2.4%
Income from information	141.9	143.8	1.3%
Total income	2,366.4	2,422.3	2.4%
Technical profit/(loss) after expenses	655.4	626.4	-4.4%
Reinsurance profit/(loss)	-244.8	-212.5	-13.2%
Net technical profit/(loss)	410.6	413.9	0.8%
Financial profit/(loss)	44.8	59.4	32.6%
Profit/(loss) from complementary activities	8.8	16.7	
Corporate tax	-104.3	-117.6	
Ordinary profit/(loss)	354.6	365.6	3.1%
Non-ordinary profit/(loss)	-23.8	0.1	
Total business profit/(loss)	330.8	365.7	10.6%

(€ million)

Result
+10.6%

Funeral business

Funeral business	2022	2023
Income	32.8	227.0
EBITDA	8.1	54.2
<i>Margin on EBITDA</i>	24.7%	23.9%
Amortisations	2.1	21.3
Technical profit/(loss) after expenses	6.0	32.9
Financial profit/(loss)	-0.3	-16.3
Profit/(loss) before tax	5.7	16.6
Corporate tax	1.0	3.0
Ordinary profit/(loss)	4.8	13.6
Non-ordinary profit/(loss)	-0.2	-2.5
Total profit/(loss)	4.6	11.1

(€ million)

	Mémora		Asistea	
	2022	2023	2022	2023
Turnover	214,048	216,083	32,830	33,075
EBITDA	56,161	54,409	8,117	6,759
<i>Margin</i>	26.2%	25.2%	24.7%	20.4%

	Mémora + Asistea	
	2022	2023
Turnover	246,878	249,158
EBITDA	64,278	61,168
<i>Margin</i>	26.0%	24.5%

In 2023, the result of the funeral business only incorporates 11 months of Grupo Mémora.

Balance sheet

(€ million)

Assets	2021	2022	2023	% Var. 22-23
Intangible assets and property, plant and machinery	1.358.2	1.312.0	2.102.4	60.2%
Property	13.955.5	13.312.4	13.664.6	2.6%
Property investment	718.3	749.3	731.9	-2.3%
Financial investments	11.504.0	10.436.7	11.559.0	10.8%
Cash and short-term assets	1.733.2	2.126.4	1.373.7	-35.4%
Technical provisions reinsurance	1.101.5	1.200.0	1.245.2	3.8%
Other assets	1.857.7	2.146.4	2.394.8	11.6%
Total assets	18.272.9	17.970.8	19.407.0	8.0%
Liabilities and net equity	2021	2022	2023	% Var. 22-23
Permanent resources	4.667.7	4.374.0	5.170.4	18.2%
Net equity	4.472.8	4.182.6	5.014.2	19.9%
Parent company	4.076.6	3.782.4	4.561.3	20.6%
Minority interests	396.2	400.2	452.9	13.2%
Subordinated liabilities	194.9	191.3	156.2	-18.3%
Technical provisions	11.294.5	11.730.1	12.035.6	2.6%
Other liabilities	2.310.7	1.866.7	2.201.0	17.9%
Total net liabilities and equity	18.272.9	17.970.8	19.407.0	8.0%

Balance sheet IFRS17

(€ million)

Assets	2021	2022	2023	% Var. 22-23	IFRS 17
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Total net liabilities and equity	18,272.9	17,970.8	19,407.0	8.0%	17,619.1

The difference in shareholders' equity is a consequence of the different valuation of technical provisions, especially in **the life savings and credit insurance business**.

Balance sheet IFRS17

	(€ million)				
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Consolidated
result

IFRS 17:

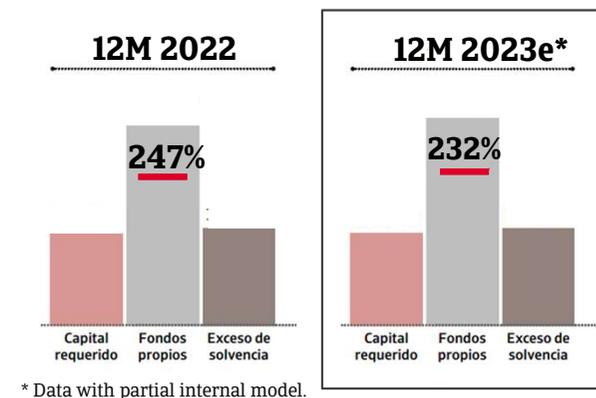
645.1 M€

Different way of recognising the result of **the life savings and credit insurance business**. Different treatment of capital **gains (or losses)** on the sale of shares and mutual funds.

Financial strength and solvency

	(€ million)
Permanent resources on 12/31/2022	4,373.9
Permanent resources at market value on 12/31/2022	4,916.3
Net equity on 01/01/2023	4,182.6
(+) Consolidated profits	615.5
(+) Dividends paid	-126.6
(+) Change in valuation adjustments	360.5
(+) Other changes	-17.8
Total movements	831.6
Total net equity on 12/31/2023	5,014.2
Subordinated debt	156.2
Permanent resources at 12/31/2023	5,170.4
Capital gains not included in balance sheet (properties)	568.4
Permanent resources at market value on 12/31/2023	5,738.8
	16.7%

Sound solvency position 247% at the close of 2023e



The Solvency II ratio is maintained around 175%, even in adverse scenarios.

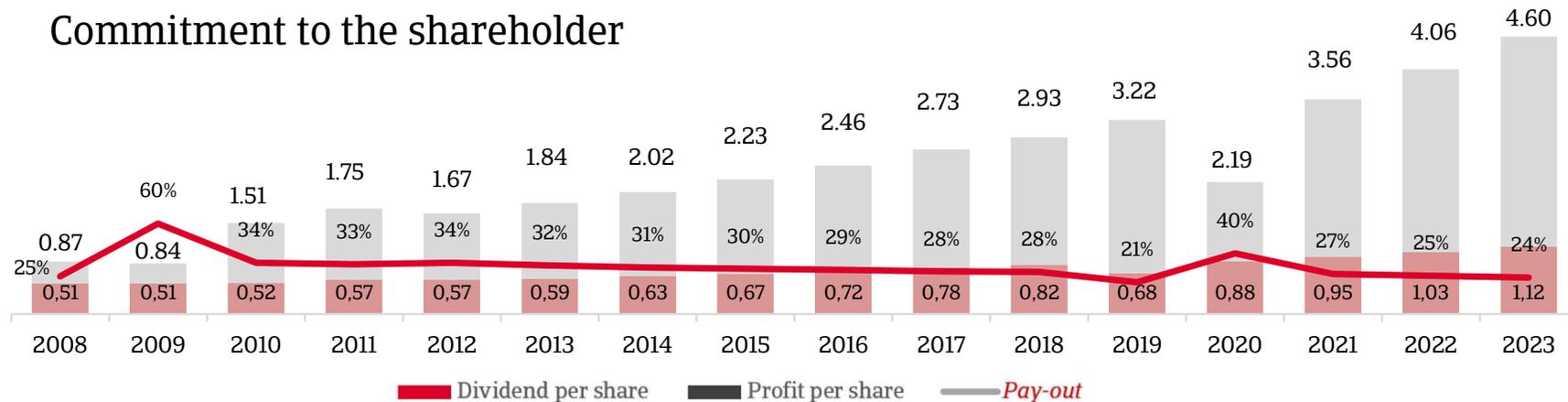
Equity is of high quality (97% of tier1).

Calificación crediticia

<p>A.M. Best</p> <p>“A”</p> <p>Rating of the Group's operating entities</p>	<p>Moody's</p> <p>“A1”</p> <p>Ratings of operating entities in the credit insurance business</p>	<p>Moody's has upgraded the rating of the operating entities in the credit insurance business.</p>
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Shareholder remuneration

Commitment to the shareholder



Year 2022

Date	Dividend	Per share
July 2022	21,504,000	0.1792
October 2022	21,504,000	0.1792
February 2023	21,504,000	0.1792
May 2023	58,908,000	0.4909
TOTAL	123,420,000	1.0285

Year 2023

Date	Dividend	Per share
July 2023	23,112,000	0.1926
October 2023	23,112,000	0.1926
February 2024	23,112,000	0.1926
May 2024	64,800,000	0.5400
TOTAL	134,136,000	1.1178

8.7% increase

GCO Individual - Key figures

Income statement	2022	2023	(€ million)
			% Var. 22-23
Operating results	111.2	126.7	13.9%
Financial profit/(loss)	-0.5	-10.6	
Profit/(loss) before tax	110.7	116.1	4.9%
Corporate tax	13.4	16.1	20.1%
Profit after tax	124.1	132.2	6.5%

Distribution of profits	2022	2023	(€ million)
			% Var. 22-23
To dividends	58.9	64.8	10.0%
To reserves	65.2	67.4	3.4%
Profit after tax	124.1	132.2	6.5%

Balance sheet for the financial year			(€ million)
	Assets		Liabilities
Investments in group companies	1,685,372	Patrimonio neto	1,529,125
Trade debtors and other	121,672	Deudas empresas Grupo	457,812
Cash and other	201,998	Otros	22,105
Total assets	2,009,042	Total pasivo	2,009,042

04.

2024

Exogenous factors to be taken into account



Economy

- Growth



Inflation & rates

- Average cost
- Financial margins



Weather

- Volatility



New legislature

- Instability
- Legal uncertainty
- Fiscal pressure

Highlights

- Occident. GCO. 160 years
- Integration of commercial networks
- PSV
- GCO Ventures
- SP 22-24. SP 25-27
- Madrid and Sant Cugat corporate headquarters
- Merger of NorteHispana
- Merger of Asistea and Mémora
- Sustainability

Highlights

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Highlights

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- Madrid and Sant Cugat corpora
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- Merger of Asistea and Mémora
- **Sustainability**

Support to major international initiatives



Priority Sustainable Development Goals (SDGs)



Sustainability Master Plan 2024-2026

Pilar I



Good Governance

Pilar II



Sustainable business

Pilar III



Social commitment

Pilar IV



Environmental responsibility

Direct economic value generated

5.054.6M€

External sustainability rating



GCO among the top 30 companies with the best ESG rating in the insurance sector

GCO in 3M2024

Income	3M2023	3M2024	(€ million)
			% Var. 23-24
Traditional business	993.0	1.012.5	2.0%
Recurring premiums	885.4	936.4	5.8%
Single premiums life	107.6	76.1	-29.3%
Credit insurance business	801.2	778.3	-2.9%
Insurance turnover	1,794.2	1,790.9	-0.2%
Funeral business income*	48.2	72.1	
Insurance turnover	1,842.4	1,863.0	1.1%

Profits/(losses)	3M2023	3M2024	(€ million)
			% Var. 22-23
Ordinary profit/(loss) of the traditional business	53.6	67.8	26.4%
Ordinary profit/(loss) of the credit insurance business	101.0	100.6	-0.3%
Recurring profit/(loss) from funeral business*	5.0	8.6	72.9%
Non-ordinary profit/(loss)	-0.3	1.4	
Consolidated profit/(loss)	159.3	178.4	12.0%
Attributed profit/(loss)	142.1	160.9	13.3%

Increase result
12.0%

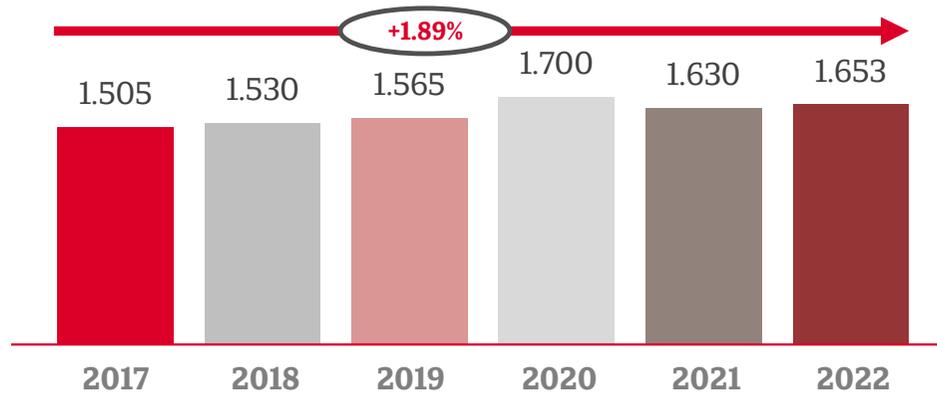
*Data from Mémora included since February 2023

04.

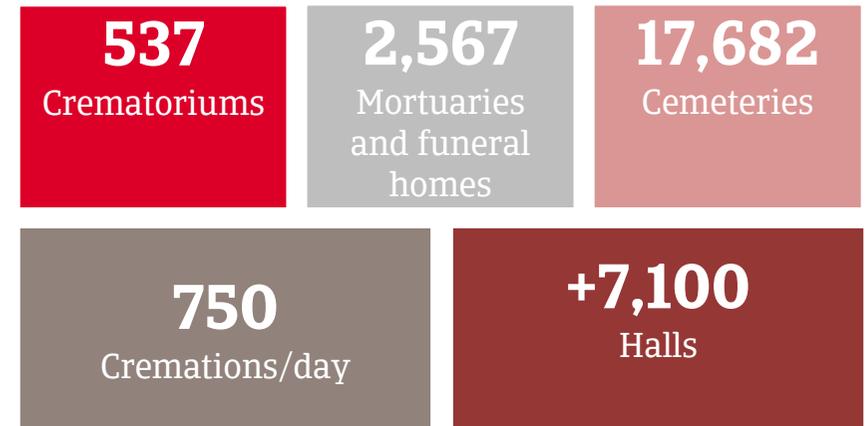
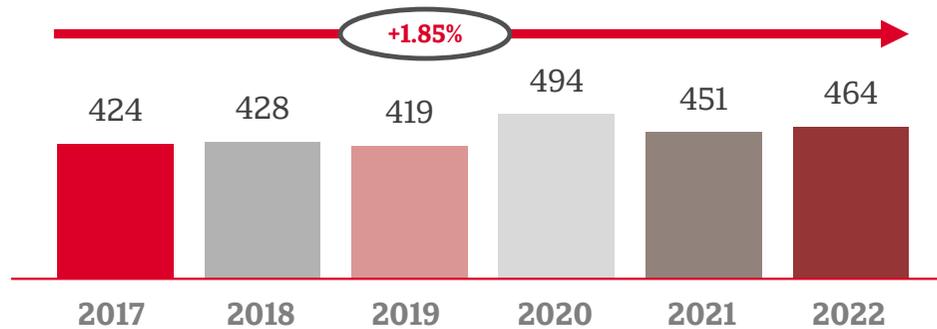
Funeral business

Funeral services sector in Spain

Turnover of funeral services in Spain(€m)



Number of deaths in Spain (thousands of people)



Competitive positioning in Spain

2023

	Funeral Entity	Company	Estimated share	Funeral Parlours
1			13.1%	188
2			5.4%	126
3			4.0%	45
4			3.5%	157
5	GRUPO ASV		3.0%	83

Geographical positioning of Mémora 2023

Spain

Turnover 2023

Services 2023



1.608 employees
24 provinces
188 morgues
13% share

Customer	Euros	%
Private	71.58 M	32.57%
Insurance company	122.84 M	55.90%
Other services	6.78	3.09%
Other sales	18.54	8.44%
TOTAL	219.74 M	100%

Customer	Services	%
Private	15,271	28.54%
Insurance company	36,361	67.95%
Other	1,878	3.51%
TOTAL	53,510	100%

Portugal

Facturación 2023

Servicios 2023



349 employees
11 districts
11 crematoria
13% share

Customer	Euros	%
Private	29.41 M	100%
Insurance company	0 M	0%
Other	0 M	0%
TOTAL	29.41 M	100%

Customer	Services	%
Private	5,919	100%
Insurance company	0	0%
Other	0	0%
TOTAL	5,919	100%

Turnover
250MM

Services
60.000  **160** years

Rational strategic

- 1 Profitable and stable business
- 2 Complementarity
- 3 Leadership

Vocation and ambitions

- 1 Providing the best service at a delicate time
- 2 To be the best option for both insurance companies and individuals
- 3 Profitable growth

Key initiatives

- 1 Increase territorial presence
Spain and Portugal
- 2 Strengthen leadership
Barcelona and the Basque Country
- 3 Merger with Asistea / Group synergy plan / Cost containment



05.

Report from the Chairman
of the Audit Committee

Report from the Chairman of the Audit Committee

REGULATION >

- Regulated in Art. 17 of the Articles of Association and Art. 15 of the Regulations of the Board of Directors. 2023: 9

COMPOSITION >

- Composed of 3 external directors, two of whom are independent directors.
- During the 2023 financial year, the previous Chairman resigned. Mr. Juan Ignacio Guerrero Gilabert due to the expiry of his 12-year term as independent director. appointing independent directors:
 - i. D. Francisco Javier Pérez Farguell as Chairman of the Audit Committee.
 - ii. Beatriz Molins Domingo as member.
- Meetings during the financial year 2023: 9

Report from the Chairman of the Audit Committee

ACTIVITIES UNDERTAKEN



- Reflected in the Annual Report of the Audit Committee.
- Approved by the Board of Directors and made available to Shareholders on the corporate website.
- Key Activities Undertaken:



Meetings with the Internal and External Audit of the Company, analyzing their work and reviewing the conditions of independence, hiring, and fees of the latter.



Examination and favorable report to the Board on the Individual and Consolidated Annual Accounts and Management Report of the Company, both issued without qualifications, as well as the remaining legally established financial and solvency information.



Supervision of the effectiveness of the Group's Internal Control, compliance with policies established in its governance system, including fiscal and sustainability policies.

06.

Report on the remaining
items on the agenda

Report on the remaining items on the agenda

First.- Examination and approval, as the case may be, of the annual accounts and individual management report for the 2023 financial year.

Second.- Distribution of profits for the 2023 financial year.

Third.- Annual accounts and management report of the consolidated Group.

3.1 - Examination and approval, as the case may be, of the annual accounts and management report of the consolidated Group for the 2023 financial year.

3.2- Examination and approval, as the case may be, of the Non-Financial Information Statement included in the "Sustainability Report - Non-Financial Information Statement" document as part of the Consolidated Group's Management Report for the 2023 financial year.

Fourth.- Approval, as the case may be, of the management of the Board of Directors during the 2023 financial year.

Report on the remaining items on the agenda

Fifth.- Extension of the appointment of the Auditors of the Company and of the consolidated Group for the 2024 financial year.

Report on the remaining items on the agenda

Sixth.- Re-election and, if necessary, appointment of directors:

6.1. Don José María Serra Farré as proprietary director.

6.2. Doña Raquel Cortizo Almeida as independent director.

Report on the remaining items on the agenda

Seventh.- Information to the General Shareholders' Meeting on the amendment of articles 16, 19, 20, 21 and 22 of the Board of Directors' Regulations

- Modification approved by the Board of Directors on 10-26-2023.
- With the purpose of:
 - Adapt its content to (i) current corporate governance standards and, in particular, the provisions of Recommendation 14 of the Good Governance Code of Listed Companies in relation to the diversity policy in the composition of the Board; and (ii) the wording of Article 13 of the Articles of Association in relation to the minimum and maximum number of directors and the annual renewal of directors by fifths.

Report on the remaining items on the agenda

Eight.- Approval of the Company's Remuneration Policy.

Justification

Adjust the Remuneration Policy approved by the General Shareholders' Meeting in April 2023 to the specific disclosure requirements introduced in articles 527 septdecies to novodecies of the Capital Companies Act by Act 5/2021 of 12 April.

Contents

- Since its approval and three financial years 2025/2026/2027.
- Updating of the information to be included, in particular as regards the description of the remuneration of the members of the Board of Directors.
- Directly applicable to Group companies.
- Applicable to the Board and to the group defined as Strategic Personnel.

Report on the remaining items on the agenda

- Ninth.-** Remuneration of directors.
- 9.1 - Amount of the fixed remuneration of the Board of Directors for the 2024 financial year.
 - 9.2 - Allowances for attendance at meetings of the Board for the 2024 financial year.
 - 9.3 - Maximum annual amount of remuneration for all directors, in their capacity as such, for the 2024 financial year.
- Tenth.-** Submit the annual report on directors' remuneration for the financial year 2023 to the advisory vote of the General Meeting.

Report on the remaining items on the agenda

Eleventh.- Distribution of reserves. Delegation to the Board of Directors to determine the amount and date of distribution, with express authority not to distribute.

- Maximum of €75,000,000
- Charged to unrestricted reserves.
- Decide on one or more partial executions, amounts and dates.
- Establish reserve accounts or sub-accounts.
- Publish advertisements and appoint paying agent.
- Carry out as many actions as necessary or convenient.
- Term of 12 months

Report on the remaining items on the agenda

Twelfth.- Delegation of powers to formalise, implement and register the resolutions adopted by the General Shareholders' Meeting.

Delegation of powers

- D. José Maria Serra Farré (Chairman)
- D. Joaquín Guallar Pérez (Non-board member secretary)

Report on the remaining items on the agenda

Recommendations of the Code of Good Corporate Governance of Listed Companies

RECOMENDATIONS	2022			2023		
	Nº	%	% weighted	Nº	%	% weighted
COMPLIANT	54	84.38%	93.10%	55	85.94%	96.50%
PARTIALLY COMPLIANT	2	3.12%	3.45%	1	1.56%	1.75%
EXPLAIN	2	3.12%	3.45%	1	1.56%	1.75%
NOT APPLICABLE	6	9.38%	-----	7	10.94%	-----

- There are 64 good corporate governance recommendations, of which 7 do not apply to Grupo Catalana Occidente
- Grupo Catalana Occidente complies with 96.50% (55 out of 57) of the applicable recommendations (+1 vs to 2022)
- 1 recommendation is partially met (vs to 2 in 2022) and 1 recommendation is not met (vs to 2 in 2022)
- Precise details can be found in the Annual Corporate Governance Report

07.

Participation of
shareholders

08.

Adoption of
agreements

Adoption of agreements

- To submit each of the proposed resolutions to the General Shareholders' Meeting.
- Full text of the proposed agreements
.... as well as:
 - Annual accounts, management reports (including the consolidated statement of non-financial information) and auditors' reports.
 - Annual corporate governance report
 - Annual report on Directors' Remuneration
 - Audit Committee Report.
 - Report on the re-election and, if necessary, appointment of directors.
 - Report on amendments to the Regulations of the Board of Directors
 - Reasoned proposal of the Board of Directors for the modification and, if necessary, approval of the Remuneration Policy
 - Professional profile of the director whose re-election and, if necessary, appointment is proposed to the General Shareholders' Meeting.
- Available to shareholders on the company's website, from the time the General Shareholders' Meeting is called: (www.gco.com) and at the CNMV.
- Sent, on paper, to shareholders who have requested it.
- Explained at the General Shareholders' Meeting

Adoption of agreements

First

Examination and approval, as the case may be, of the annual accounts and individual management report for the 2023 financial year.

Second

Distribution of profits for the 2023 financial year:

To dividends	€64,800,000.00.
To voluntary reserves.....	€67,472,695.60.
Total	€ 132,272,694.60.

The final dividend is €0.5400 per share and will be paid on 5-08-2024.

The consolidated Group's profit amounted to € 645,111,849.58, of which € 580,598,324.29 was attributed to the parent company

Adoption of agreements

Third

Annual accounts and management report of the consolidated Group.

- 3.1. Examination and approval, as the case may be, of the annual accounts and management report of the consolidated Group for the 2023 financial year.
- 3.2. Examination and approval, as the case may be, of the Non-Financial Information Statement included in the "Sustainability Report - Non-Financial Information Statement" document as part of the Consolidated Group's Management Report for the 2023 financial year.

Fourth

Approval, if applicable, of the management of the Board of Directors during the 2023 financial year.

Fifth

Extension of the appointment of the Auditors of the Company and of the consolidated Group for the 2024 financial year.

Adoption of agreements

Sixth

Appointment and, where necessary, re-election of directors:

6.1 Re-election of Mr. José Maria Serra Farré. as a proprietary director.

6.2 Appointment of Ms. Raquel Cortizo Almeida. as independent director..

Seventh

Information to the General Shareholders' Meeting on the amendment of article 16, 19, 20, 21 and 22 of the Board of Directors' Regulations.

Eighth

Approval of the Company's Remuneration Policy.

Adoption of agreements

Ninth

Remuneration of directors:

- 9.1. Approve the amount of the fixed remuneration of the Board of Directors for the 2023 financial year.
- 9.2. To approve the allowances for attendance at Board meetings for the 2023 financial year.
- 9.3. Approve the maximum annual amount of remuneration for all directors, in their capacity as such, for the 2023 financial year.

Tenth

Submit the annual report on directors' remuneration to the advisory vote of the General Meeting.

Adoption of agreements

Eleventh

Distribution of reserves. Delegation to the Board of Directors to determine the amount and date of distribution, with express authority not to distribute.

Twelfth

Delegation of powers to formalise, implement and register the resolutions adopted by the General Shareholders' Meeting.

Thank you

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