

Attijariwafa bank

2018



التجاري وفا بنك
Attijariwafa bank

Believe in you

Group's Profile

Attijariwafa bank is a leading banking and financial Group in North Africa, WAEMU (West African Economic and Monetary Union) and EMCCA (Economic and Monetary Community of Central Africa).

Network, customers & staff at 31 December 2018

4,930	Branches
3,494	Branches in Morocco
293	Branches in North Africa
540	Branches in West Africa
534	Branches in Central Africa
69	Branches in Europe the Middle East and America
20,125	employees
9.7	million customers

Financial highlights Consolidated/IFRS at 31 December 2018

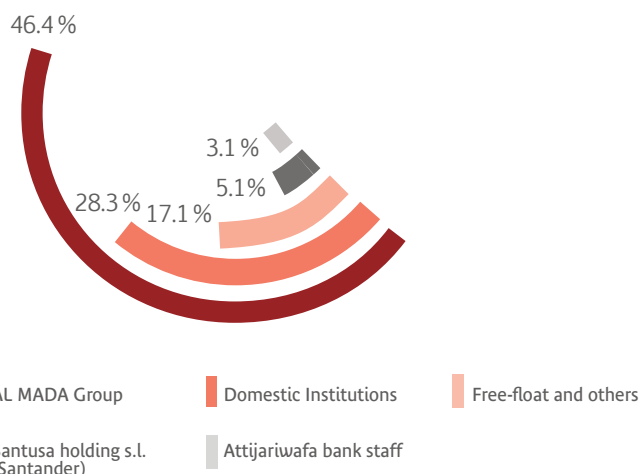
Total assets	509.9	(8.2%) Billion MAD	
Net banking income	22.4	(3.4%) Billion MAD	
Net income	6.7	(2.3%) Billion MAD	
Net income group share	5.7	(5.8%) Billion MAD	
ROE ⁽¹⁾	15.4%	NPL ratio	6.8%
ROA ⁽²⁾	1.3%	Coverage ratio	95.0%
Total Capital ratio ⁽³⁾	13.0%	Cost-to-Income ratio	47.9%
Core Tier 1 Ratio ⁽³⁾	10.2%	Cost of risk	0.53%

(1) Net income / shareholders' equity excluding net income

(2) Net income / total assets

(3) Forecast Data in 2018

Shareholding Structure at 31 December 2018



Board of Directors at 31 December 2018

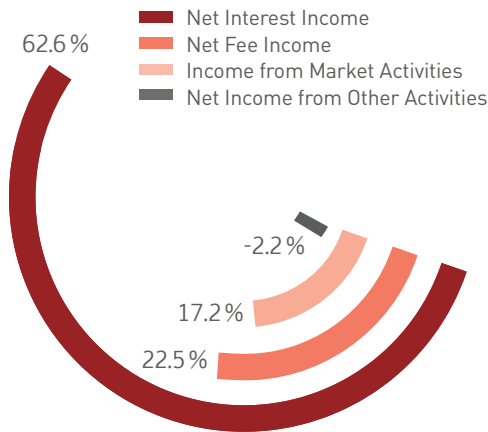
Mr. Mohamed EL KETTANI Chairman of the Board
 Mr. Mohammed Mounir EL MAJIDI Director, Representing SIGER
 Mr. Hassan OURIAGLI Director, Representing AL MADA
 Mr. Abdelmjid TAZLAOUI Director
 Mr. José REIG Director
 Mr. Aymane TAUD Director
 Mr. Abed Yacoubi SOUSSANE Director
 Mr. Manuel VARELA Director, Representing Santander
 Mr. Aldo OLCESE SANTONJA Independent Director
 Mr. Lionel ZINSOU Independent Director
 Mrs. Wafaa GUESSOUS Secretary

Committees issued from Board of Directors

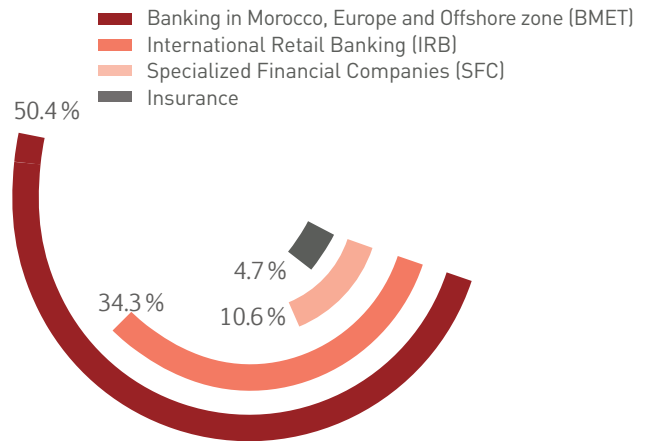
Permanent members	Strategic Committee	Group Risk Committee Group	Group Audit Committee Group	Appointment and Remuneration Committee Group*	High procurement Committee
Mr. Mohamed EL KETTANI	●	●	-	●	●
Mr. Hassan OURIAGLI	●	●	-	●	-
Mr. Abdelmjid TAZLAOUI	●	-	●	●	●
Mr. José REIG	●	●	●	●	●
Mr. Mohammed Mounir EL MAJIDI	-	-	-	●	-
Mr. Abed YACOUBI - SOUSSANE	-	-	●	-	-
Mr. Aymane TAUD	●	●	-	-	●

(*) 3 sub-committees issued from «Appointment and Remuneration Committee» with different compositions depending on the prerogatives of each sub-committee.

Breakdown of Consolidated Net Banking Income at 31 December 2018

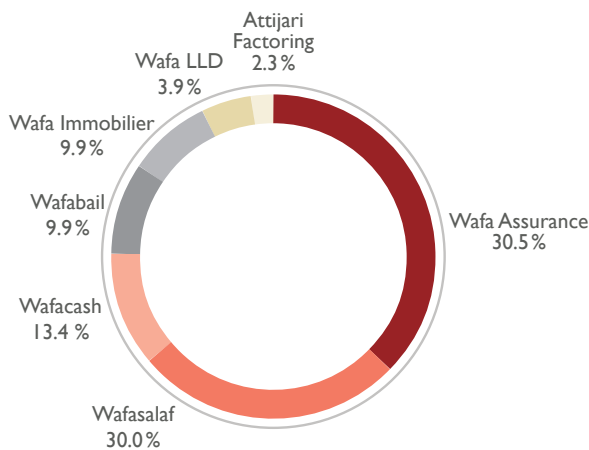


Contribution to consolidated Net Banking Income by activity at 31 December 2018



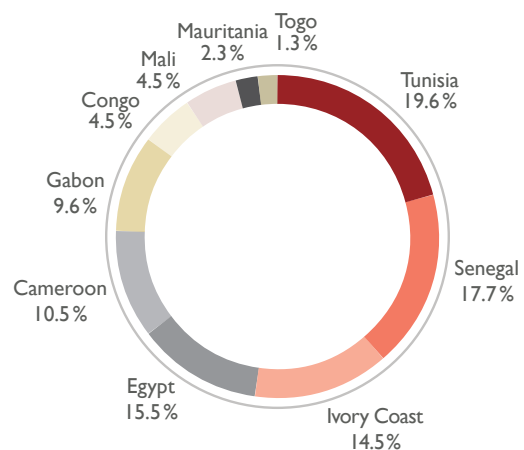
Breakdown of Moroccan Companies' NBI at 31 December 2018

NBI of Moroccan subsidiaries: MAD 3,481.9 million
 NBI SFC: MAD 2,418.9 million
 NBI Insurance: MAD 1,063.0 million



Breakdown of International NBI by Geography at 31 December 2018

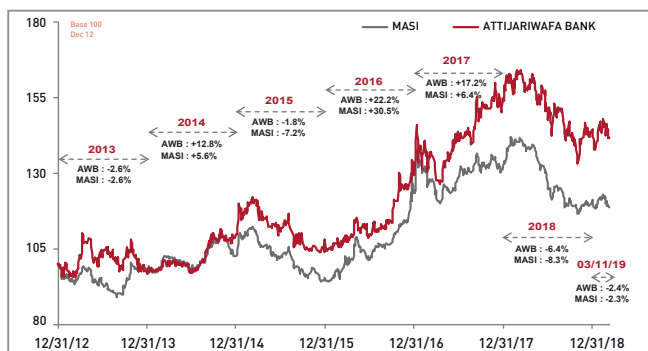
NBI IRB : MAD 7,813,787.5 million



Attijariwafa bank's share price performance

Attijariwafa bank vs MASI from 12/31/2012 to 03/11/2019

Largest bank by market capitalization in Morocco: MAD 95.1 billion at 31 December 2018



Stock Market Indicators

Attijariwafa bank	2016	2017	2018
Price	413	484	453
P/B	2.06x	2.27x	2.12x
PER	17.67x	18.27x	16.66x
DY	2.91%	2.58%	2.87%
Number of Shares	203,527,226	203,527,226	209,859,679
Market capitalization (in million MAD)	84,057	98,507	95,066

An internationally - oriented Banking and Financial Group ...

Europe




Attijariwafa bank
EUROPE
Attijariwafa bank
Europe
Branches: 63
Market share: NA

North Africa



**التجاري بنك
Attijari bank**
Attijari bank Tunisie
Branches: 207
Market share: 8.5%




**التجاري بنك
Attijari bank**
Attijari bank Mauritanie
Branches: 30
Market share: 10.4%




**التجاري بنك
Attijari bank**
Attijariwafa bank Egypt
Branches: 56
Market share: 0.8%


EMCCA



SCB Cameroun
Société Commerciale de Banque Cameroun
Branches: 55
Market share: 10.5%




Crédit du Congo
Crédit du Congo
Branches: 20
Market share: 11.1%




Union Gabonaise de Banque
Union Gabonaise de Banque
Branches: 22
Market share: 16.7%

WAEMU



CBAO
Compagnie Bancaire de l'Afrique de l'Ouest
Branches¹: 94
Market share: 14.8%



Crédit du Sénégal
Crédit du Sénégal
Branches: 8
Market share: 2.2%



BIM s.a.
Banque Internationale pour le Mali
Branches: 73
Market share: 8.7%



Société Ivoirienne de Banque
Société Ivoirienne de Banque
Branches: 63
PDM : 9,8%



BIA Togo
Banque Internationale pour l'Afrique au Togo
Branches: 11
Market share: 4.1%

Loan market share as of December 2018, except for SIB (Dec. 17).

1 - including Burkina Faso, Niger and Benin.

 Representative offices (Riyadh, Abu Dhabi, Dubai, London, Geneva and Montreal).


Supported by best-in-class factories



**تامين الوفاء
Wafa Assurance**
Wafa Assurance
Branches: 374
Market share: 19.7%



**وفا سلاف
Wafasalaf**
Wafasalaf
Branches: 45
Market share: 31.8%




**وفا إيموبليير
Wafa Immobilier**
Wafa Immobilier
Branches: 59
Market share: 25.2%



**وفا باي
Wafabail**
Wafabail
Branches: NA
Market share: 26.2%




Attijariwafa bank
FACTORING
Attijari Factoring Maroc
Branches: NA
Market share: 68.0%



**بنك الصفاء
Bank Assafa**
Bank Assafa
Branches: 35
Market share: NA



**وفا كاش
Wafacash**
Wafacash
Branches¹: 1,818
Market share: NA



Wafa LLD
Wafa LLD
Branches: NA
Market share: 18%




**التجاري للوساطة
Attijari intermédiation**
Attijari Intermédiation
Branches: NA
Market share: 34.7%



**تدبير الوفاء
Wafa Gestion**
Wafa Gestion
Branches: NA
Market share: 24.7%



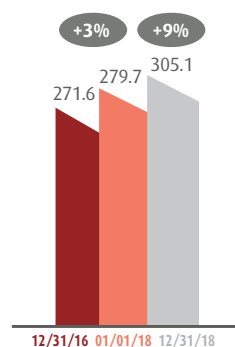
Attijariwafa bank
ATTIJARI FINANCES CORP
Attijari Finances Corp.
Branches: NA
Market share: NA



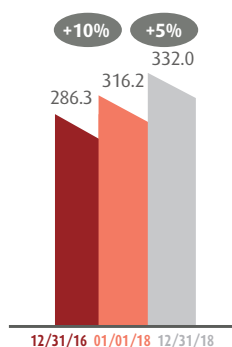
Wafa Courtage
Wafa Courtage
Branches: NA
Market share: NA

1-Excluding 291 branches in West Africa and 437 in Central Africa
Loan market share as of December 2018 except Wafa Assurance (June-18)
NA: Not applicable

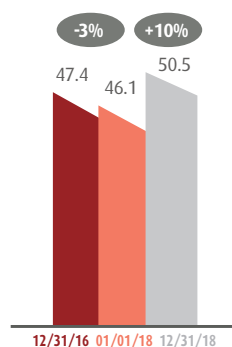
Financial Indicators



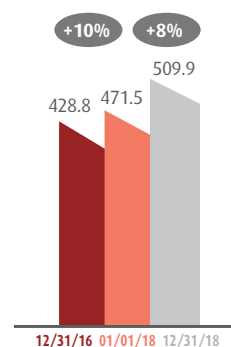
Customer Loans
in billion MAD



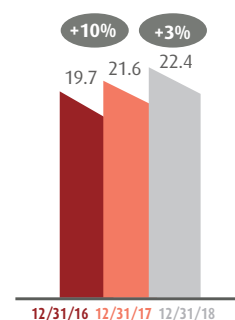
Customer Deposits
in billion MAD



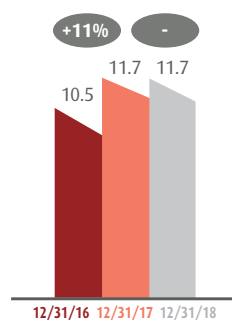
Shareholders' Equity
in billion MAD



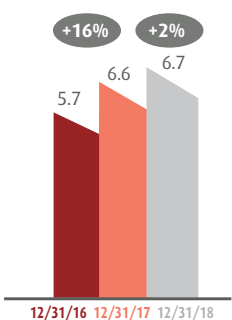
Total Assets
in billion MAD



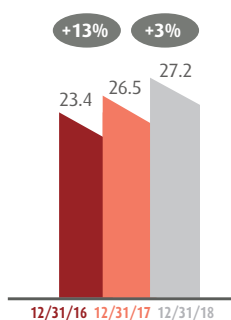
Net Banking Income
in billion MAD



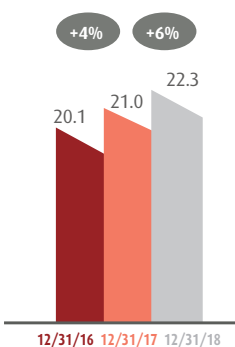
Gross Operating Income
in billion MAD



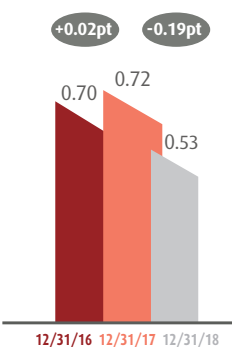
Net Income
in billion MAD



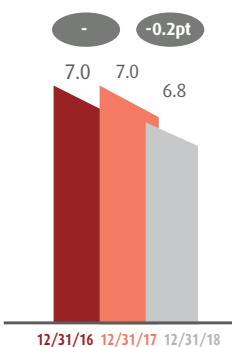
Earning per share⁽¹⁾
in MAD



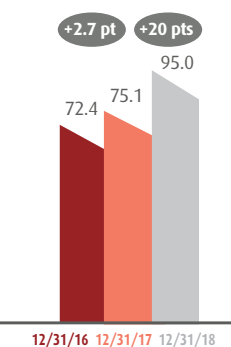
Non Performing Loans
in billion MAD



Cost of Risk
in %



NPL Ratio
in %



Coverage Ratio
in %

(1) Net Income Group Share / Number of Shares

Rating

Rating Agency	Rating	Effective Date
Fitch Rating	BB+	March 2019
Standard & Poor's	BB	November 2018
Moody's	Ba2	June 2018
Fitch Rating	B	
Standard & Poor's	B	
Moody's	NP	
Fitch Rating	AA-(mar)	
Standard & Poor's	stable	
Moody's	stable	
Fitch Rating		
Standard & Poor's		
Moody's		

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