

FINANCIAL INDUSTRY IN MOROCCO

Attijariwafa bank

As of 31 December 2016

Financial Communication

2016



التجاري وفا بنك
Attijariwafa bank

Croire en vous

Banking industry

Growth and penetration

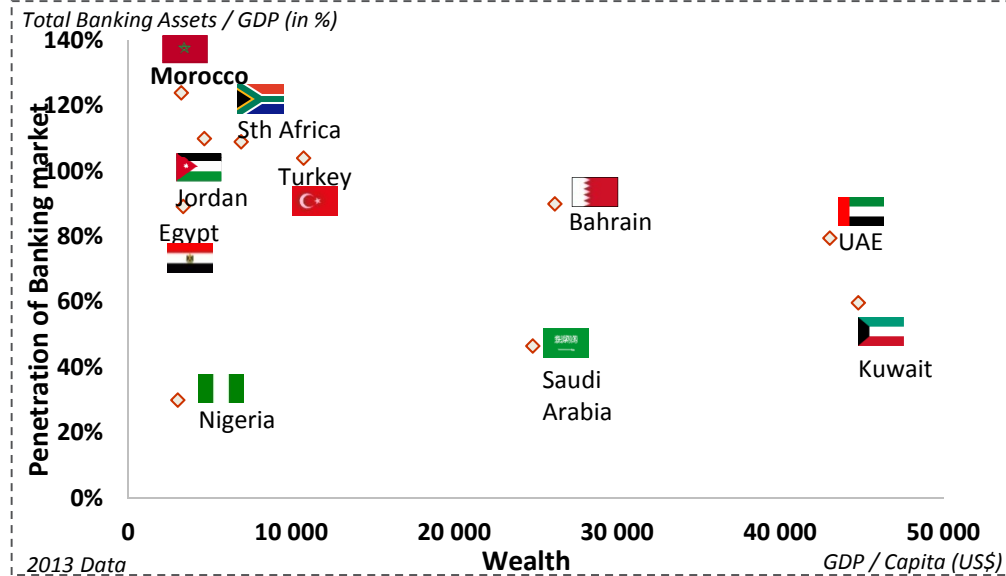
X%

% GDP

X%

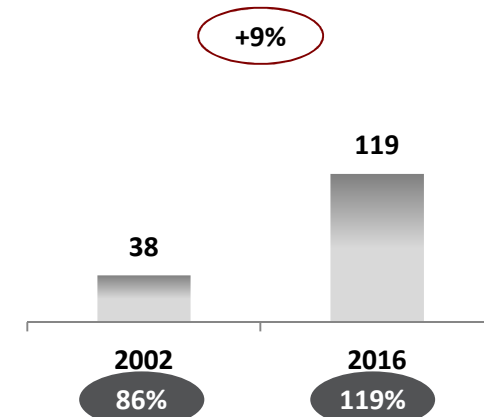
CAGR

Banking Penetration



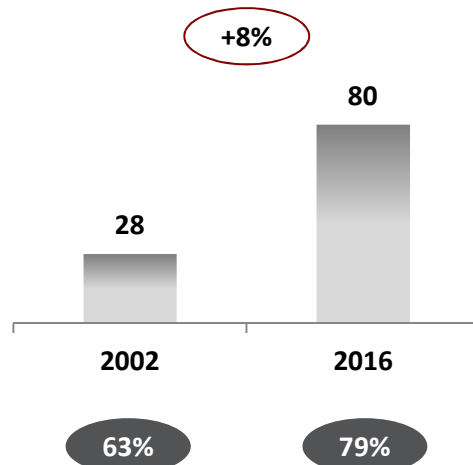
Total Assets

US\$ Bn



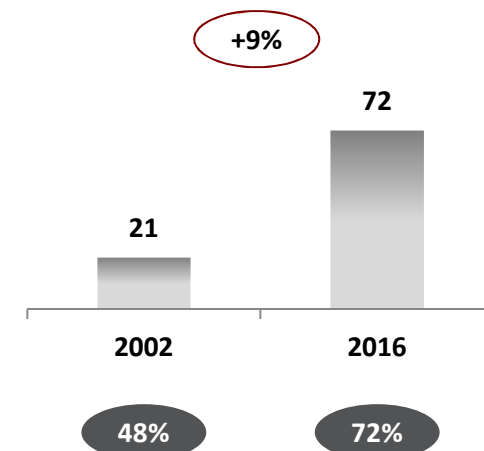
Total Customer Deposits

US\$ Bn



Total Customer Loans

US\$ Bn



Retail Banking at glance

X%

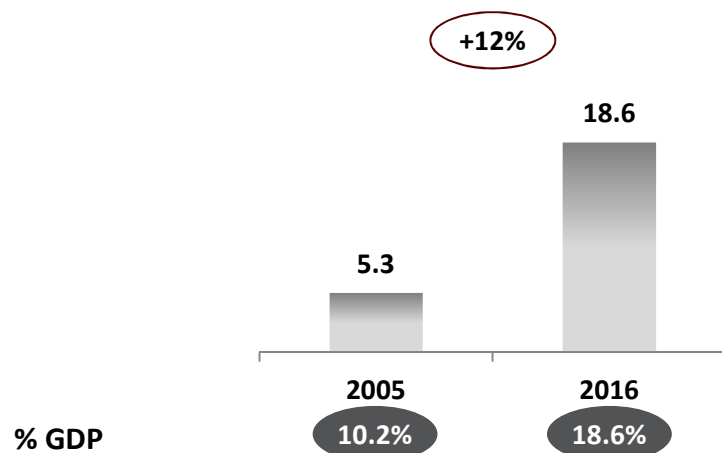
% GDP

X%

CAGR

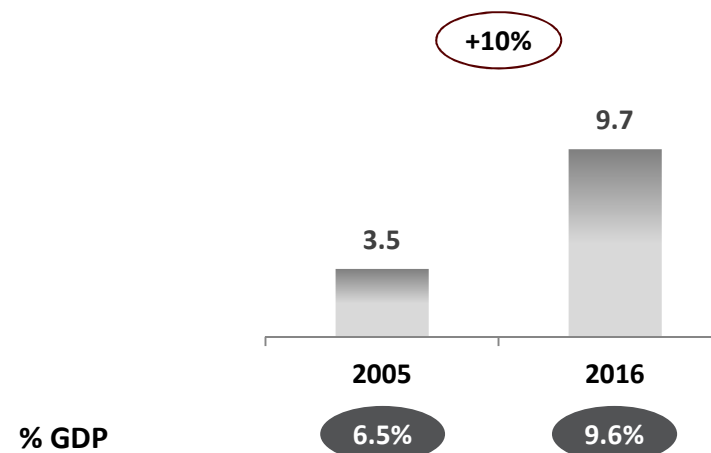
Mortgage loans

US\$ Bn



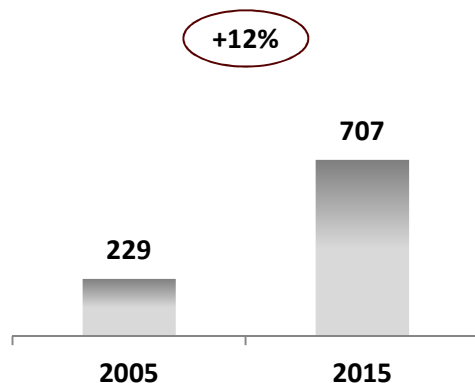
Consumer loans (Bank and SFC¹)

US\$ Bn



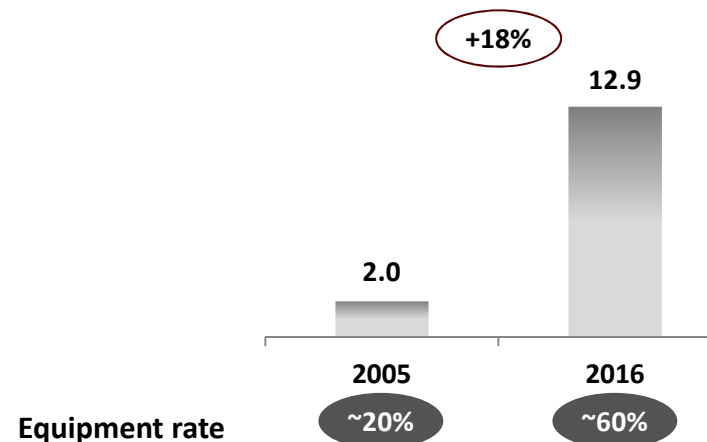
Bancassurance

GWP in US\$ million



Credit and debit cards

Number of cards in million

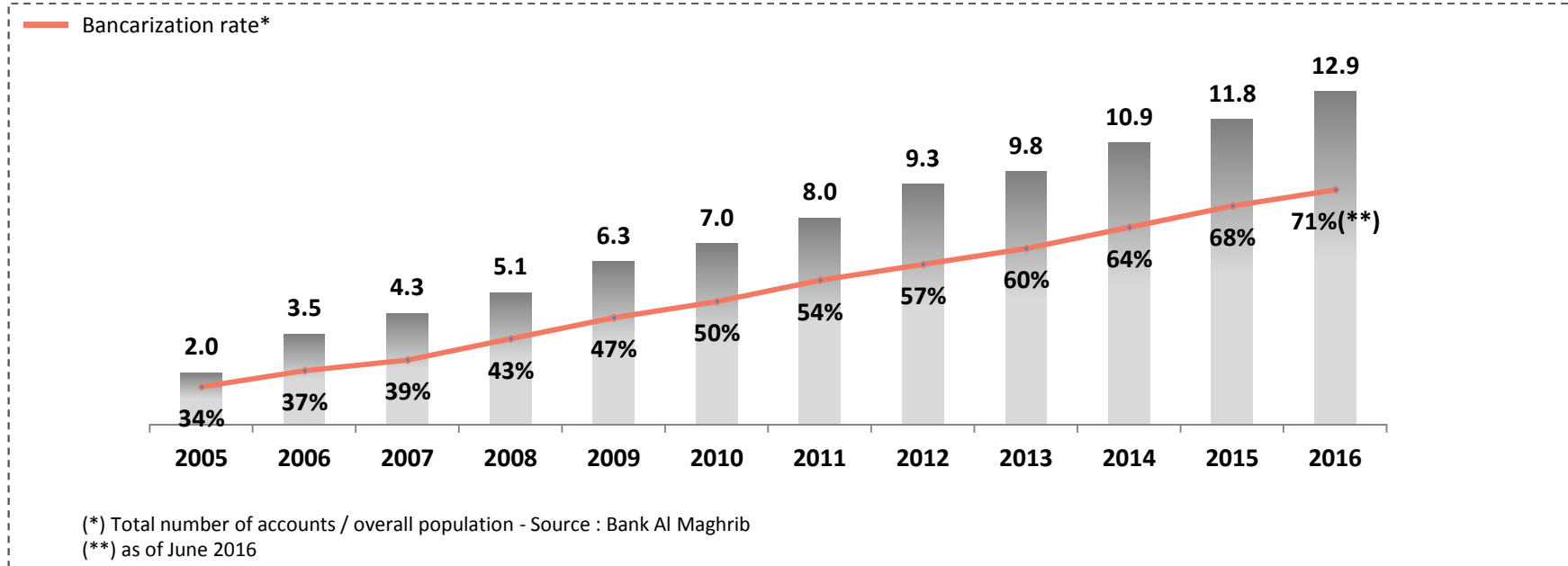


(1) SFS : Specialized Financial Companies
Exchange rate : 1 US\$ = 9.90075 MAD as of 31 December 2015 and 10.0825 as of 31 December 2016

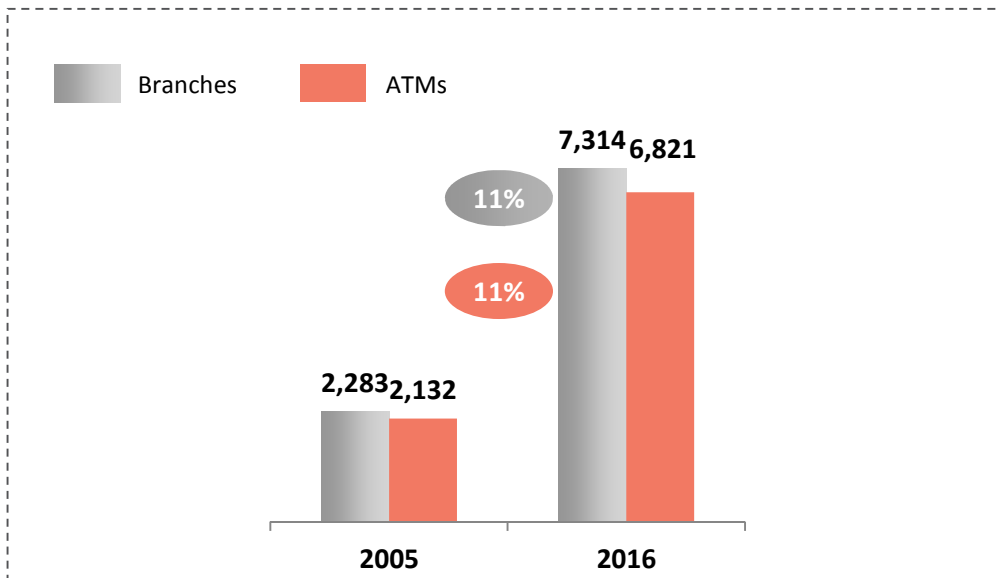
Retail Banking at glance

X% CAGR

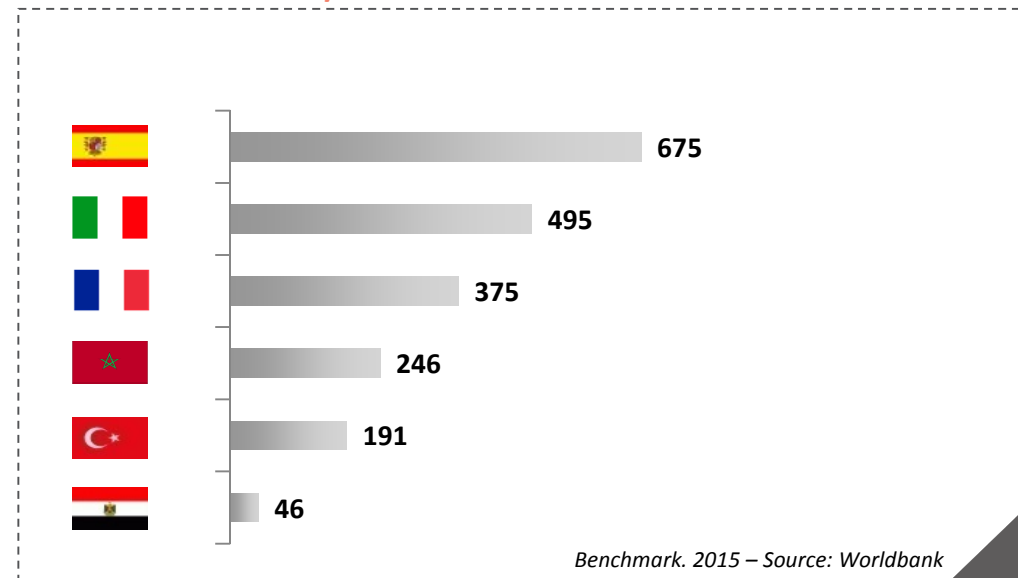
Number (in millions of cards) of credit and Debit cards



Number of branches and ATMs



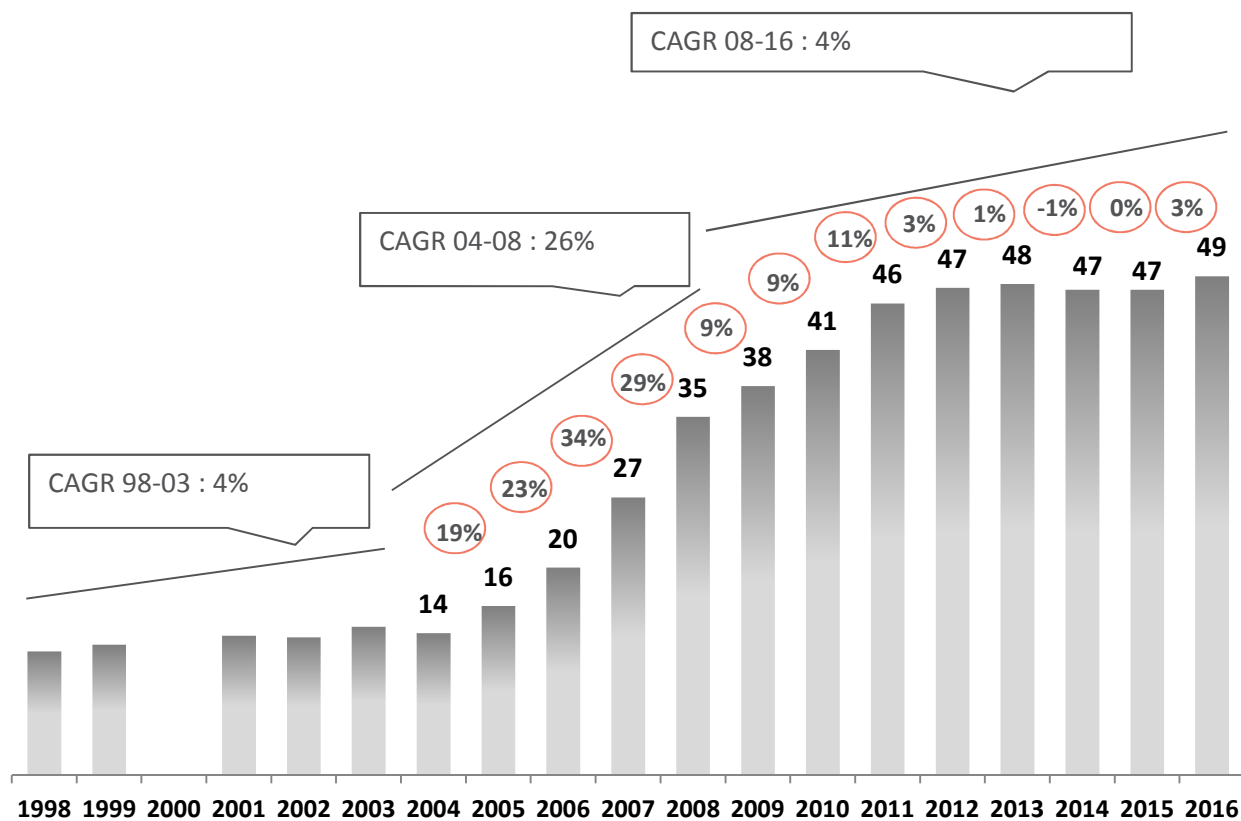
Number of branches / million of inhabitant



Corporate Banking at glance

Corporate loans

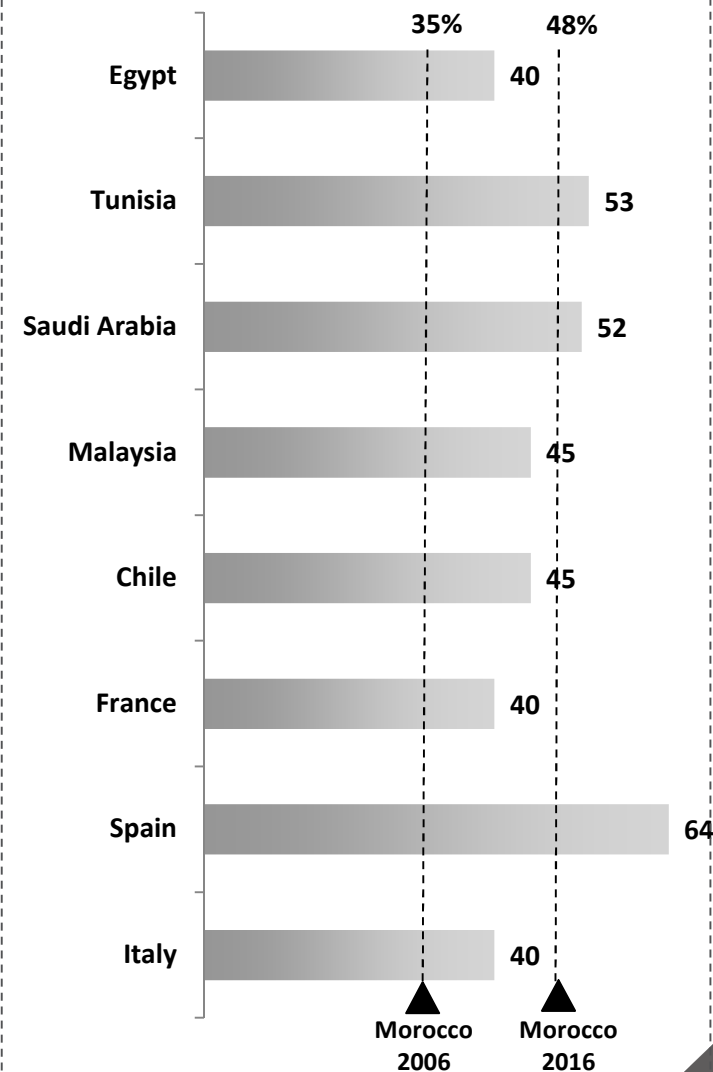
US \$ Bn



X% %GDP



Corporate loans over GDP (%)

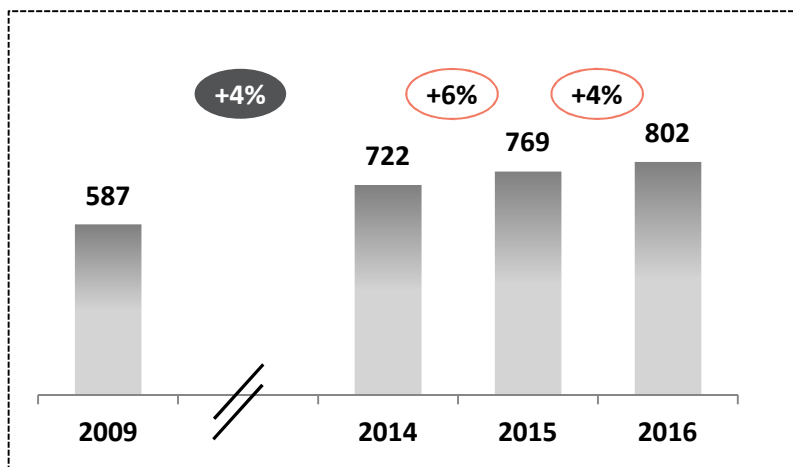


Moroccan banking sector

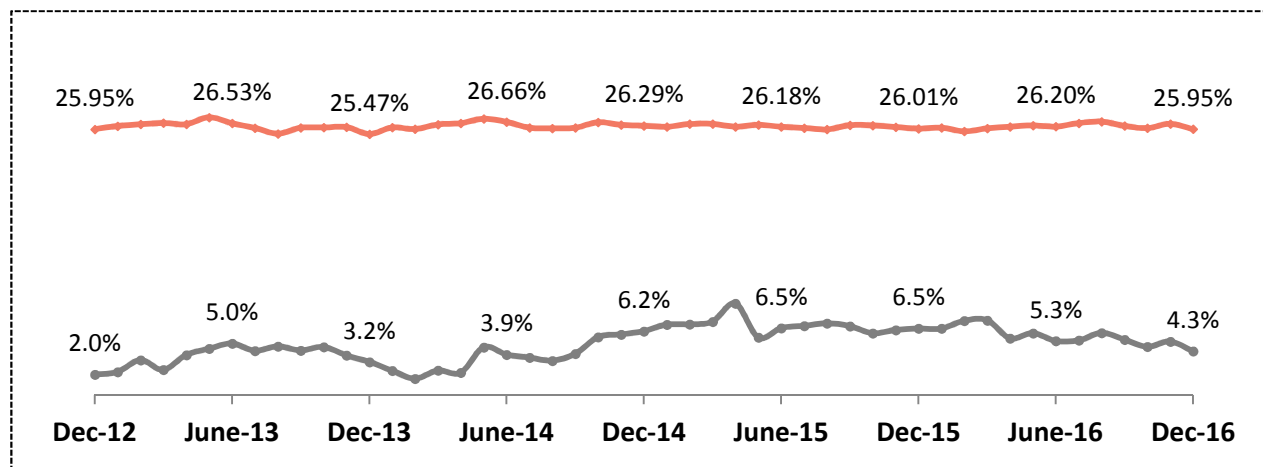
Focus on loans and deposits growth between 2009 and 2016

- AWB market shares in Morocco
- YoY growth
- X% CAGR
- X% +/-

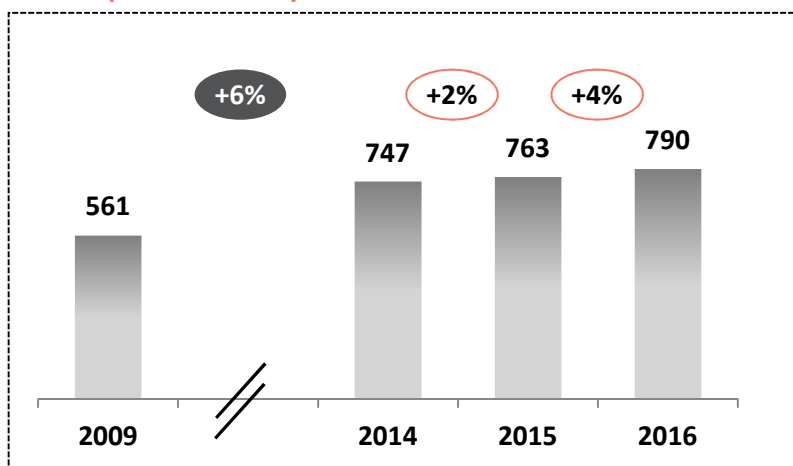
Deposits (MAD billion)



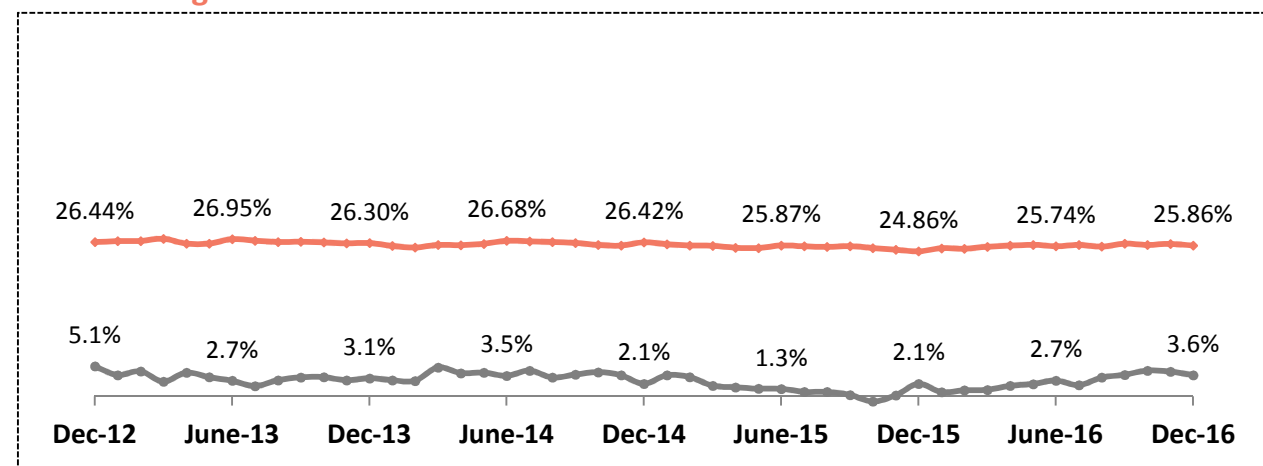
Deposits: YoY growth



Loans (MAD billion)

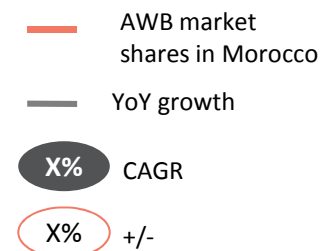


Loans : YoY growth

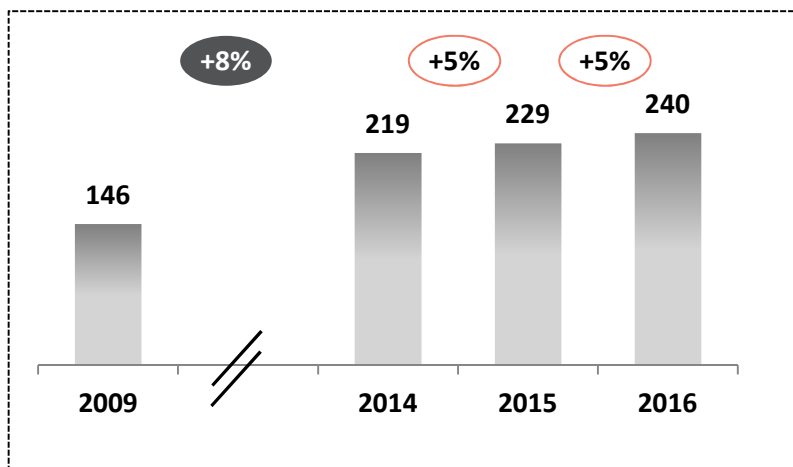


Moroccan banking sector

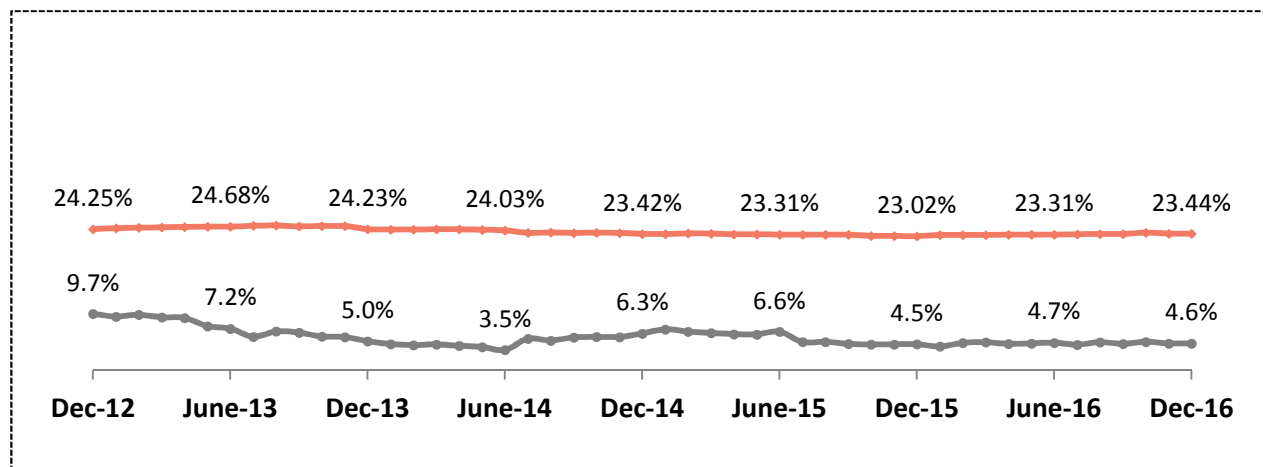
Focus on loans growth between 2009 and 2016



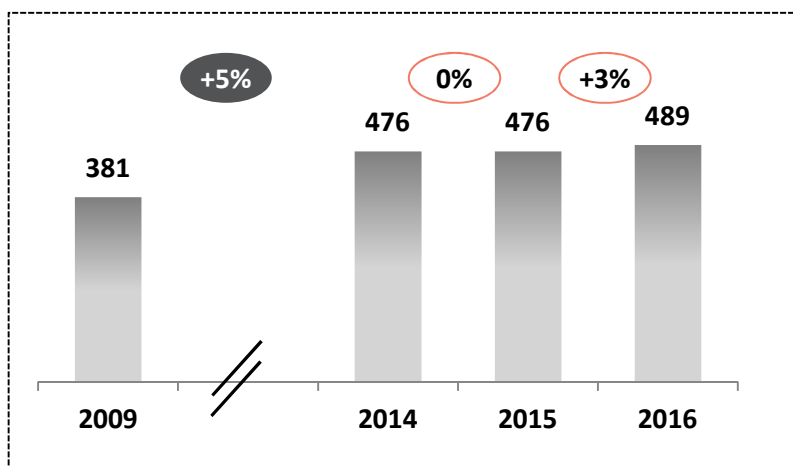
Retail loans ⁽¹⁾ (MAD billion)



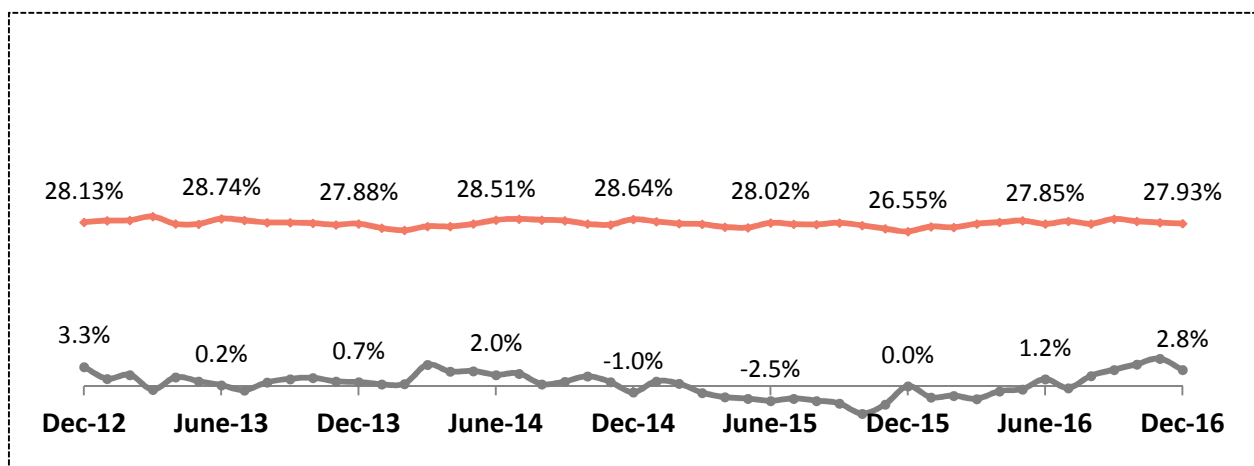
Retail loans: YoY growth



Corporate loans ⁽²⁾ (MAD billion)



Corporate loans : YoY growth



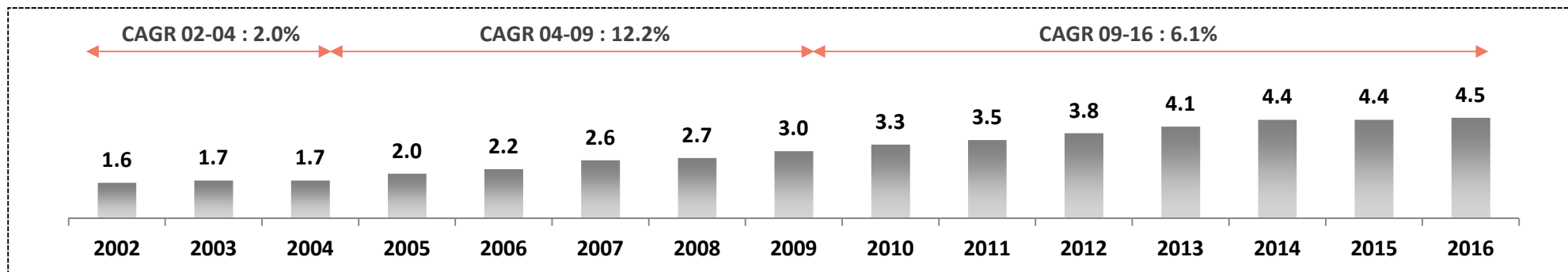
(1) Mortgage loans+ consumer loans

(2) Loans to financial institutions + equipment and investment loans + property development loans + short-term and treasury loans + other loans

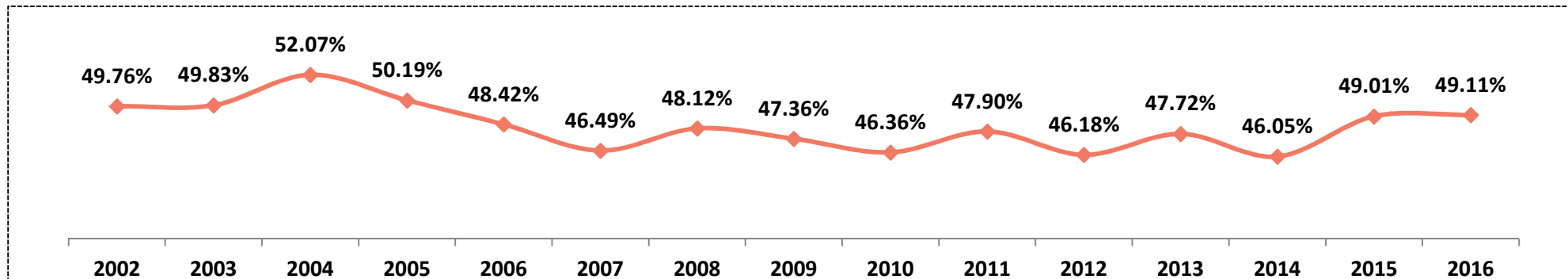
Source : GPBM (the Moroccan banking association)

Revenue pool, cost efficiency, risk and profitability indicators (1/2)

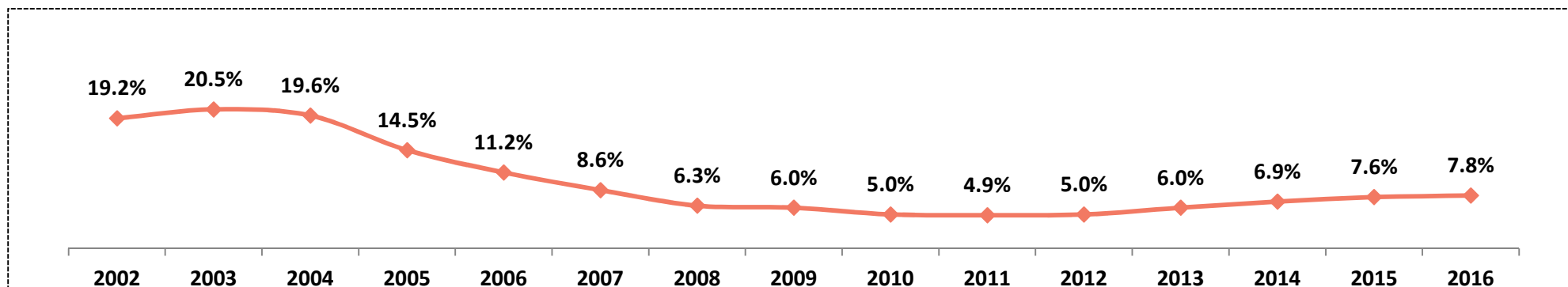
Net Banking Income (US\$ Bn)



Cost-Income Ratio

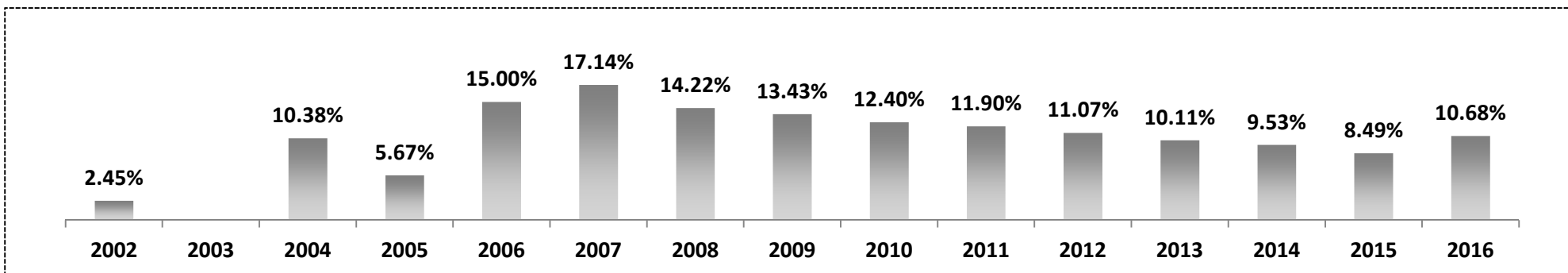


NPL Ratio

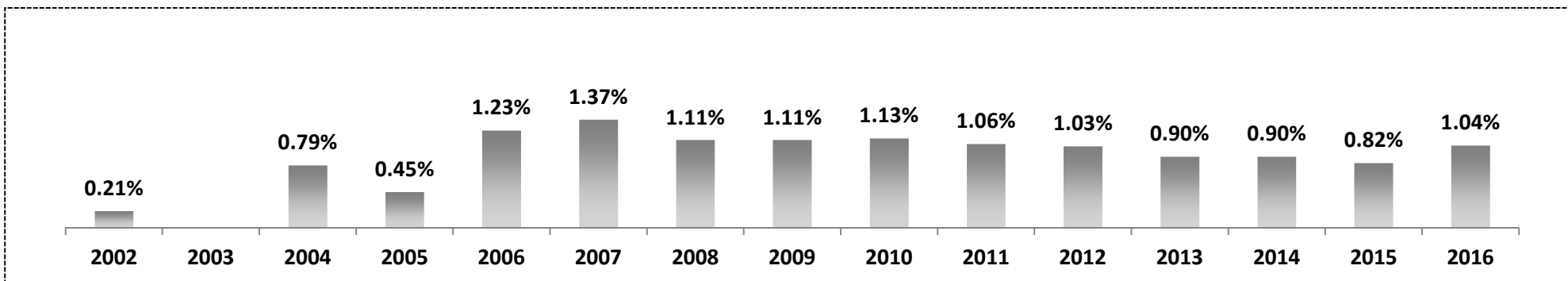


Revenue pool, cost efficiency, risk and profitability indicators (2/2)

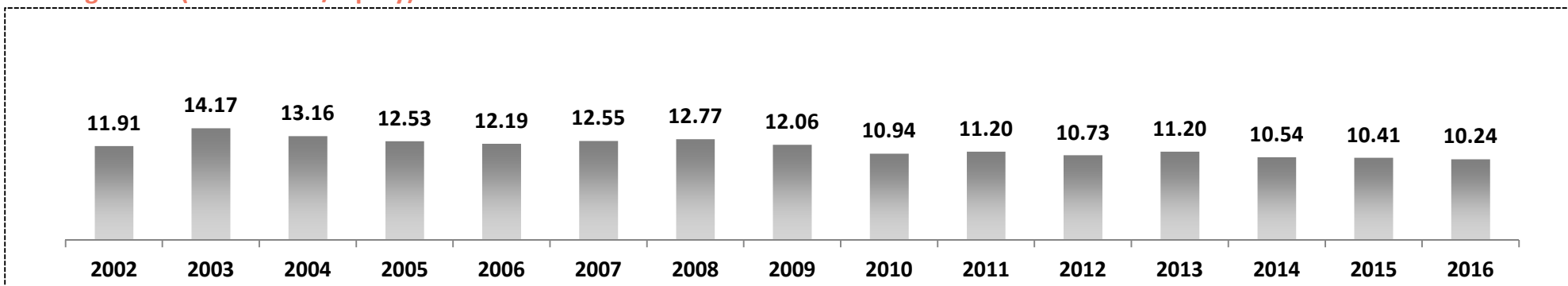
RoE



RoA



Leverage ratio (Total assets/Equity)



Main ongoing evolutions in the Moroccan banking supervision landscape

Capital Adequacy

Main evolutions

Effective dates

- New Regulatory framework :
 - Minimum required : 9% in Tier1 and 12% in solvency ratio
- June 2013
- Basel II project :
 - Advanced approach Transition to IRBF for corporate and IRBA for retail clients
- IRBF : 2014
- IRBA : 2015
- Compliance with Basel 3 rules regarding regulatory capital and capital adequacy adequacy ratio
- June 2014
 - Minimum requirements : CET1=8%; CET1+AT1=9%; CAR=12% (instead of core Tier 1=9% and CAR=12% previously)
- Compliance with Basel 3 rules regarding liquidity (LCR*) with minimum currently at 60%
- 2015-2019

Consumer's protection

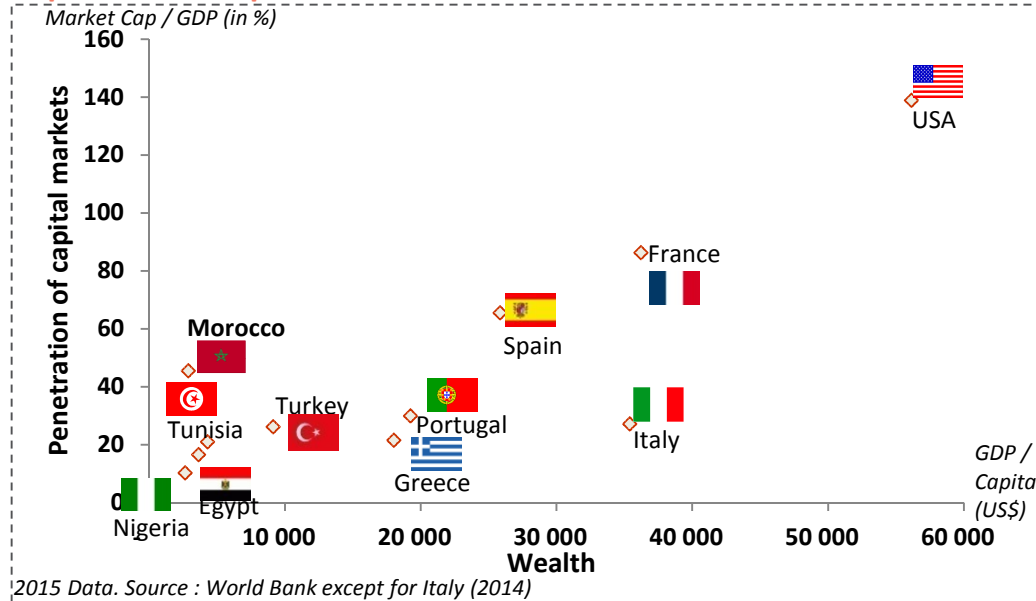
- Ban on charging for 16 elementary banking services (e.g : withdrawal, local fund transfer ...)
- 2011

(*) Liquidity Coverage Ratio ; minimum requirements: 60% in 2015, 70% in 2016, 80% in 2017, 90% in 2018 and 100% in 2019

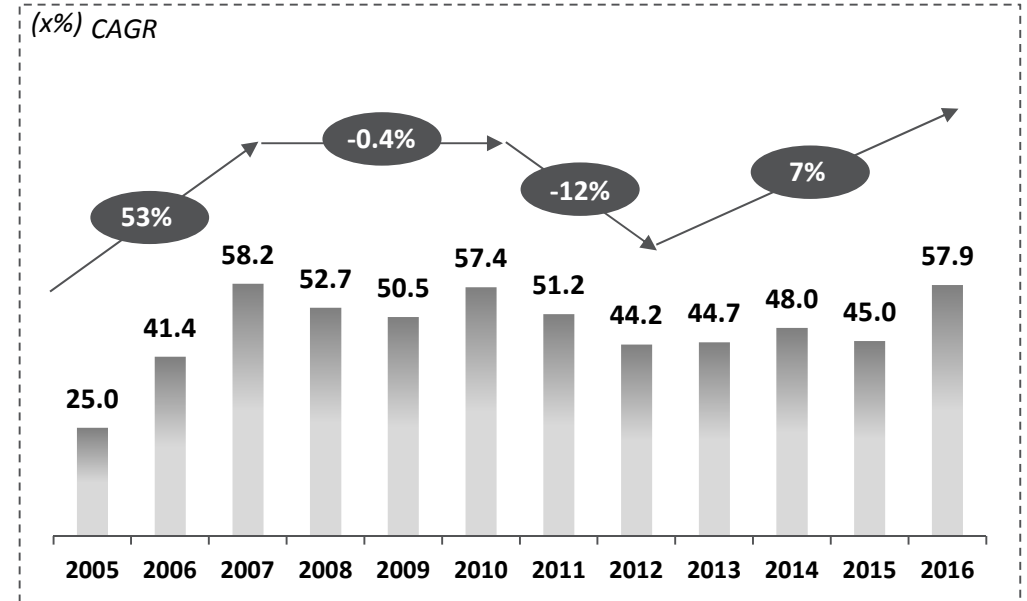
Financial industry

Efficient asset gathering and allocation

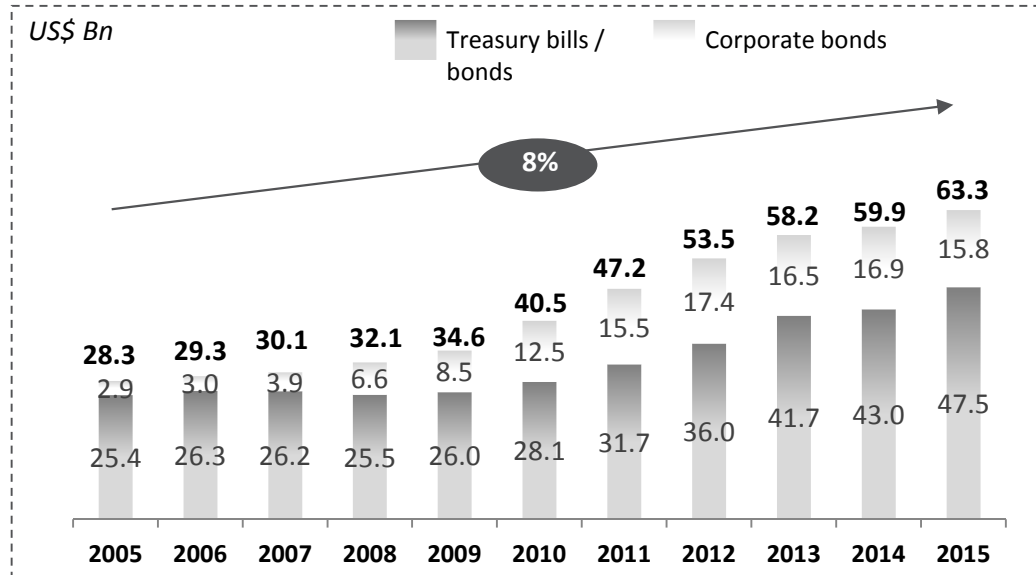
Capital Markets penetration



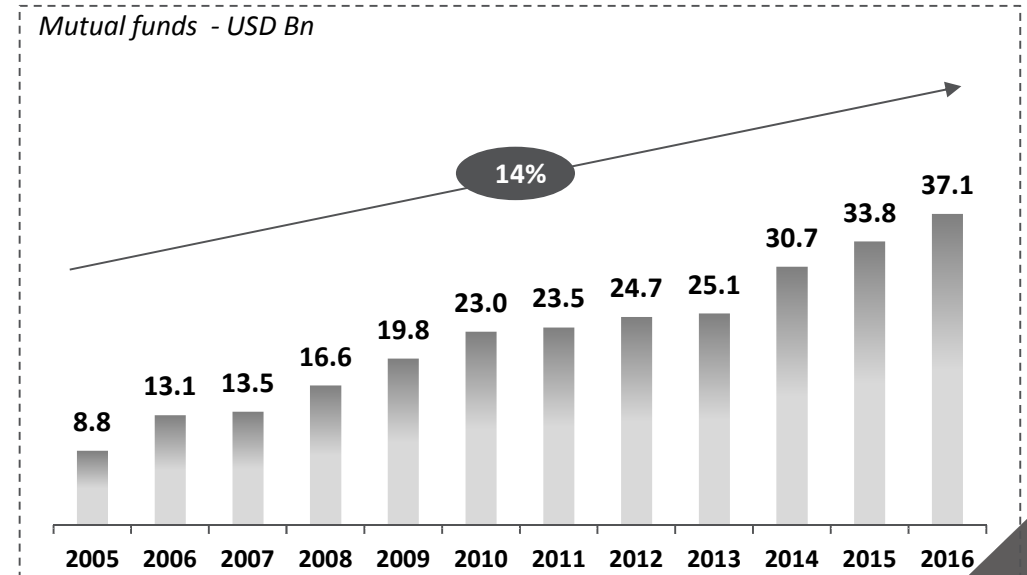
Market Capitalization



Total outstanding bonds



Assets under management

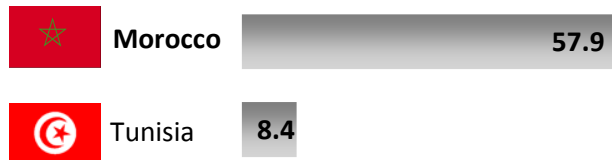


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A leading financial market in the region

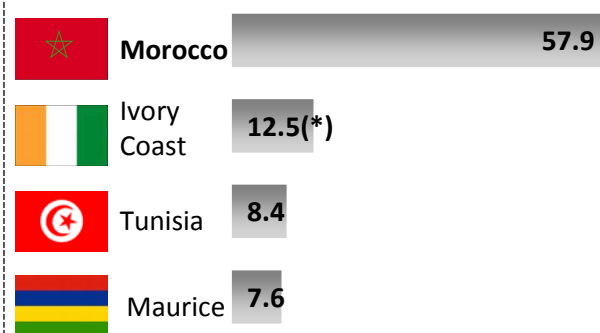
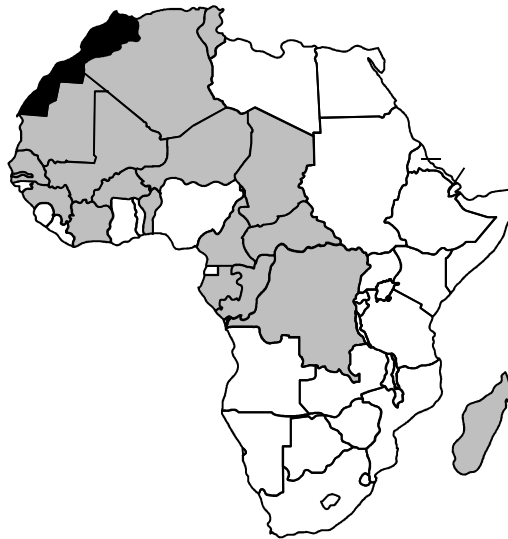
Maghreb

US\$ Bn ; December 2016



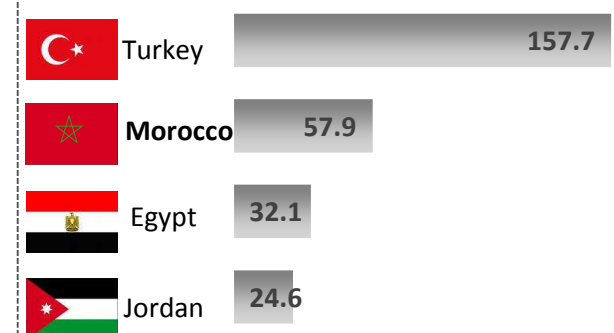
French-speaking Africa

US\$ Bn ; December 2016



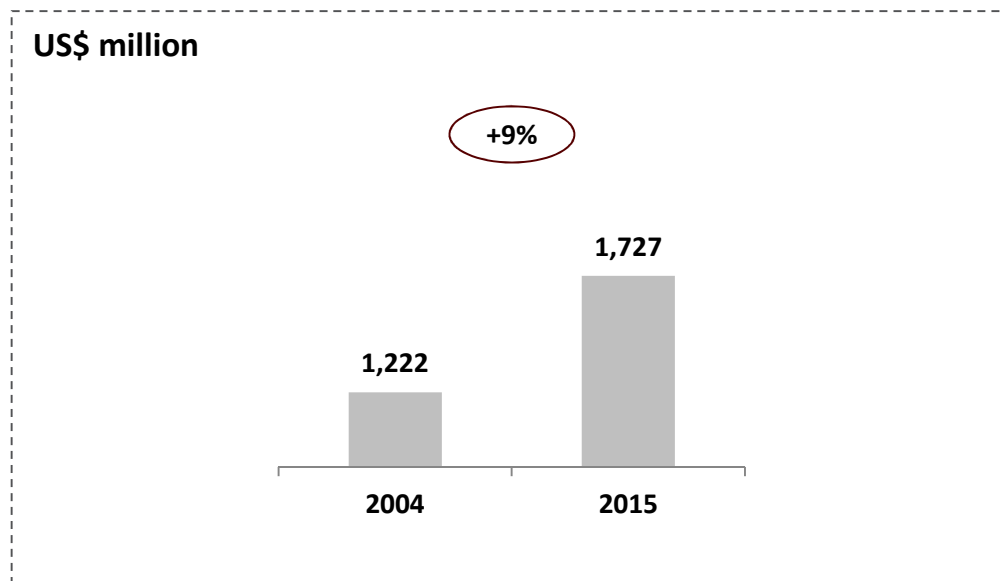
Euromed South

US\$ Bn ; December 2016

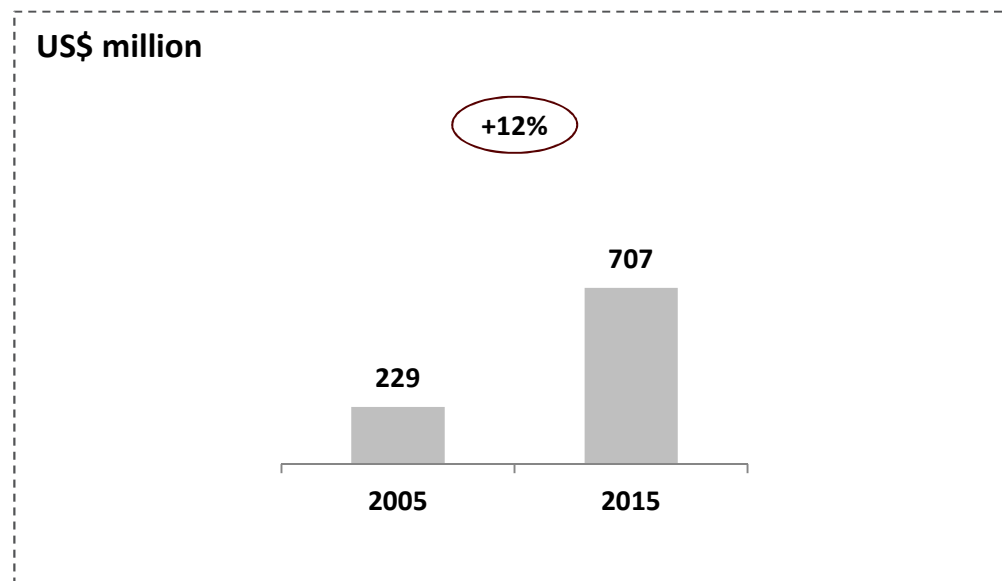


Insurance sector trends

Total premiums



Bancassurance premiums



Market Capitalization –December 2016 (US\$ million)

Wafa assurance	1,614.2
Atlanta	292.5
SAHAM ASSURANCE	471.6