

Attijariwafa bank

2018



التجاري وفا بنك
Attijariwafa bank

Believe in you

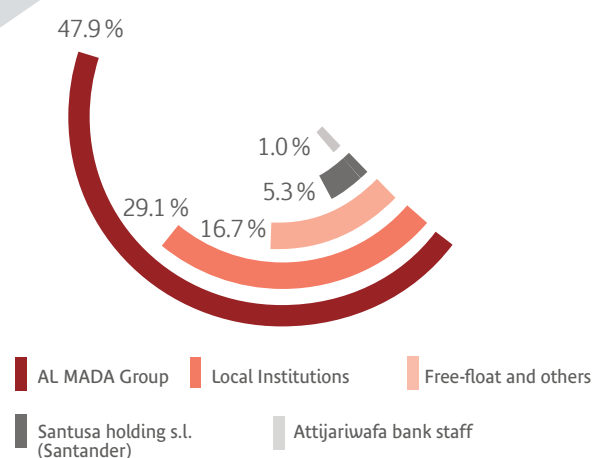
Group's Profile

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 30 June 2018

4,393	Branches
3,437	Branches in Morocco
291	Branches in North Africa
69	Branches in Europe and the Middle East and America
499	Branches in West Africa
97	Branches in Central Africa
20,030	employees
9.4	million customers

Shareholding Structure at 30 June 2018



Financial highlights Consolidated/IFRS at 30 June 2018

Total assets	490.5	(+5.0%)*	Billion MAD
Net banking income	11.3	(+7.5%)*	Billion MAD
Net income	3.4	(+5.6%)*	Billion MAD
Net income group share	2.8	(+6.3%)*	Billion MAD

ROE ⁽¹⁾	16.4%	NPL ratio	6.9%
ROA ⁽²⁾	1.4%	Coverage ratio ⁽⁴⁾	101.6%
Total Capital ratio ⁽³⁾	12.4%	Cost-to-Income ratio	46.4%
Core Tier 1	9.7%	Cost of risk	0.65%

(1) Net income / shareholders' equity excluding net income * Based on June 2017
 (2) Net income / total assets
 (3) Data as of December 2017
 (4) Provisions related to credit risk (bucket 1, bucket 2 and bucket 3) / Impaired outstandings

Board of Directors at 30 June 2018

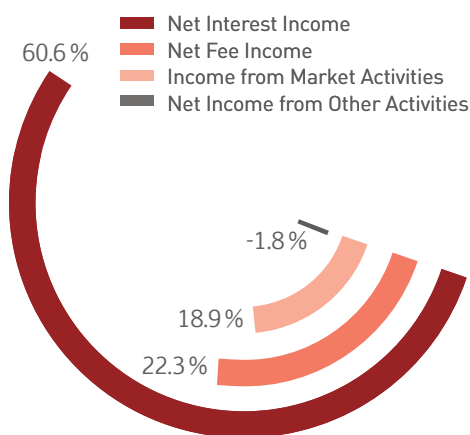
- M. Mohamed EL KETTANI** Chairman of the Board
- M. Mohammed Mounir EL MAJIDI** Director, Representing SIGER
- M. Hassan OURIAGLI** Director, Representing AL MADA
- M. Abdelmjid TAZLAOUI** Director
- M. Aymane TAUD** Director
- M. Abed YACOUBI SOUSSANE** Director
- M. José REIG** Director
- M. Aldo OLCESE SANTONJA** Director - independant
- M. Manuel VARELA** Director, Representing Santander
- Mme Wafaa GUESSOUS** Secretary

Committees issued from Board of Directors

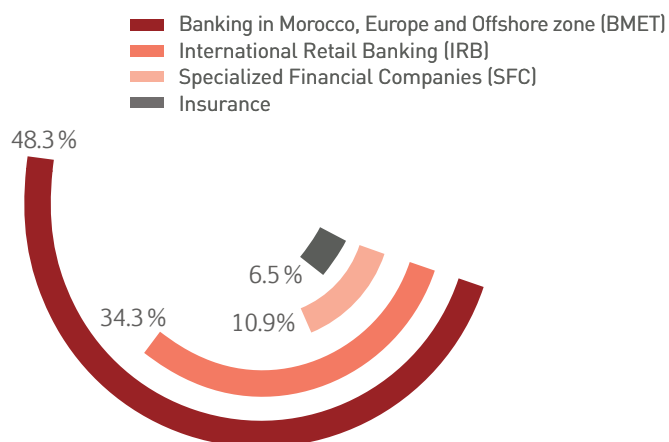
Membres permanents	Strategic Committee	Group Risk Committee	Group Audit Committee	Appointment and Remuneration Committee*	High procurement committee
Mr. Mohamed EL KETTANI	●	●	-	●	●
Mr. Hassan OURIAGLI	●	●	-	●	●
Mr. Abdelmjid TAZLAOUI	●	-	●	●	●
Mr. Aymane TAUD	●	●	-	●	●
Mr. José REIG	●	●	●	●	●
Mr. Mohammed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

(*) 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 30 June 2018

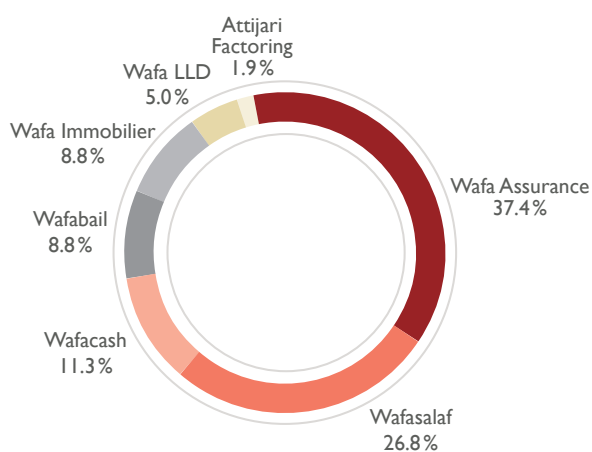


Contribution to consolidated Net Banking Income by activity at 30 June 2018



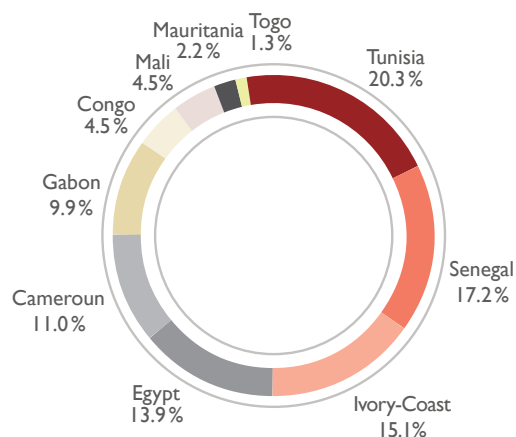
Breakdown of Moroccan Companies' NBI at 30 June 2018

NBI of Moroccan subsidiaries: MAD 2.010,0 million
 NBI SFC: MAD 1,258.7 million
 NBI Insurance: MAD 751.3 million



Breakdown of International NBI by Geography at 30 June 2018

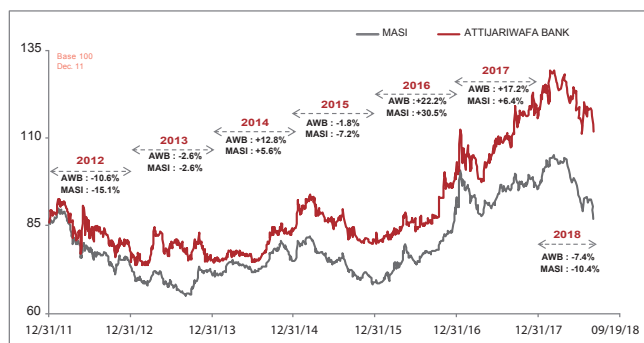
NBI IRB: MAD 3,945.5 million



Attijariwafa bank's share price performance

Attijariwafa bank vs MASI from 12/31/2011 au 09/19/2018

Largest bank by market capitalization in Morocco:
 MAD 95.7 billion at 30 June 2018



Stock Market Indicators

Attijariwafa bank	2016	2017	June 2018
Price	413	484	470
P/B	2.06x	2.27x	1.710x
PER	17.67x	18.27x	2.42x
DY	2.91%	2.58%	-
Number of Shares	203,527,226	203,527,226	203,527,226
Market capitalization (in million MAD)	84,057	98,507	95,658

An internationally-oriented Banking and Financial Group...

Europe



Attijarlwafa bank
EUROPE

Attijariwafa bank
Europe

Branches : 63
Market share : NA


North Africa



التجاري بنك
Attijari bank

Attijari bank Tunisie

Branches : 207
Market share : 9.2%



التجاري بنك
Attijari bank

Attijari bank Mauritanie

Branches : 28
Market share : 11.5%




التجاري وفا بنك
Attijariwafa bank

Attijariwafa bank Egypt

Branches : 56
Market share : 1.0%


EMCCA



SCB Cameroun

Société Commerciale de Banque Cameroun


Branches : 55
Market share : 10.1%



Crédit du Congo

Crédit du Congo

Branches : 20
Market share : 11.2%




Union Gabonaise de Banque

Union Gabonaise de Banque

Branches : 22
Market share : 19.9%


WAEMU



CBAO

Compagnie Bancaire de l'Afrique de l'Ouest

Branches¹ : 92
Market share : 14.7%



Crédit du Sénégal

Crédit du Sénégal

Branches : 8
Market share : 2.2%



BIM s.a.

Banque Internationale pour le Mali

Branches : 80
Market share : 8.6%



Société Ivoirienne de Banque

Société Ivoirienne de Banque

Branches : 62
Market share : 9.9%



BIA Togo

Banque Internationale pour l'Afrique au Togo

Branches : 12
Market share : 4.2%

Loan market share as of June 2018 except SIB (Dec-17) CBAO and CDS (March 18).

1 - Including Burkina Faso, Niger and Benin.

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


... Supported by best-in-class factories



تامين الوفاء
Wafa Assurance

Wafa Assurance


Branches : 347
Market share : 20.7%



وفا سلف
Wafasalaf
بیمه معان

Wafasalaf

Branches : 44
Market share : 32.7%



وفا اموبيلير
Wafa Immobilier

Wafa Immobilier


Branches : 57
Market share : 25.1%



وفا بايل
Wafabail

Wafabail


Branches : NA
Market share : 26.3%



Attijariwafa bank
FACTORING

Attijari Factoring Maroc

Branches : NA
Market share : 68.0%



بنك الصفاء
Bank Assafa

Bank Assafa

Branches : 30
Market share : NA



وفا كاش
Wafacash

Wafacash


Branches¹ : 1792
Market share : NA



Wafa LLD

Wafa LLD

Branches : NA
Market share : 18%



التجاري الوساطة
Attijari intermédiation

Attijari Intermédiation

Branches : NA
Market share : 28.3%



تدبير الوفاء
Wafa Gestion

Wafa Gestion


Branches : NA
Market share : 25.6%



Attijarlwafa bank
ATTIJARI FINANCES CORP

Attijari Finances Corp.

Branches : NA
Market share : NA



Wafa Courtage

Wafa Courtage

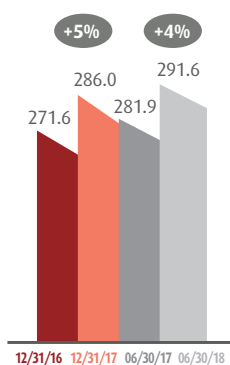
Branches : NA
Market share : NA

1 - Excluding 184 branches in West Africa

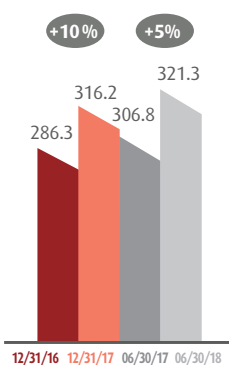
Note : Loan market share as of June 2018 except Wafa Assurance (Dec-17)

NA : Not applicable

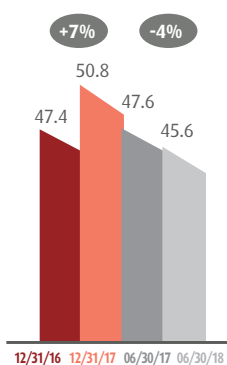
Financial Indicators



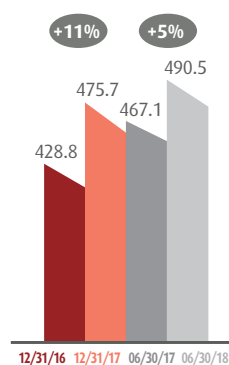
Customer Loans
in billion MAD



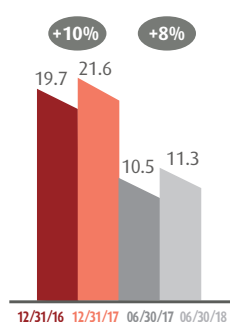
Customer Deposits
in billion MAD



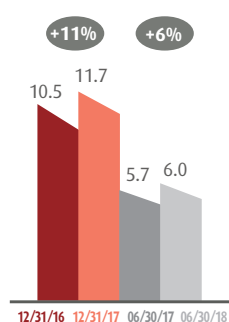
Shareholders' Equity
in billion MAD



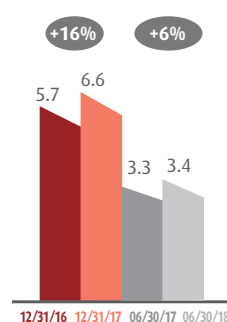
Total Assets
in billion MAD



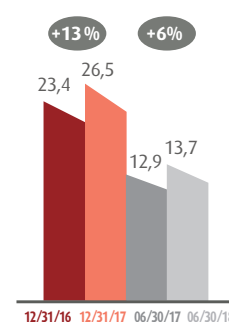
Net Banking Income
in billion MAD



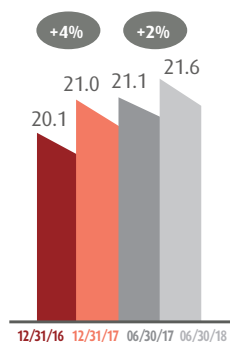
Gross Operating Income
in billion MAD



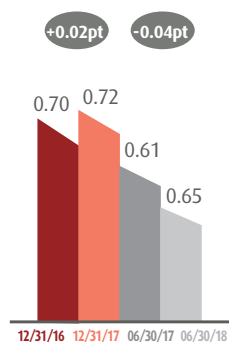
Net Income
in billion MAD



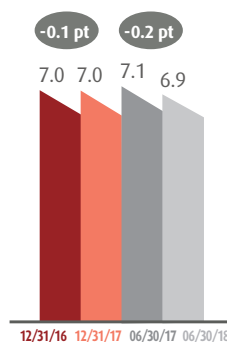
Earning per share⁽¹⁾
in MAD



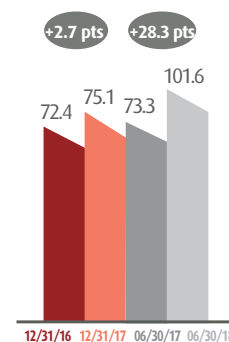
Non Performing Loans
in billion MAD



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+	July 2018
Standard & Poor's	BB	December 2017
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	Positive	
Fitch Rating	stable	

Headquarter

2, boulevard Moulay Youssef, 20000 Casablanca, Maroc

Phone: +212 (0) 5 22 29 88 88

Fax: +212 (0) 5 22 29 41 25

www.attijariwafabank.com

<http://ir.attijariwafabank.com>

Financial Information and Investor Relations: Ibtissam ABOUHARIA

E-mail : i.abouharia@attijariwafa.com

<http://ir.attijariwafabank.com>



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