

Attijariwafa bank

Who we are

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). In addition to its banking activity, the Group provides a wide range of financial services through several subsidiaries : insurance, mortgage, consumer credit, fast transfers, leasing, factoring, stock brokerage, asset management, M&A and market advisory...

Attijariwafa bank is based in Morocco and operates in 22 countries : in Africa (Tunisia, Senegal, Burkina-Faso, Guinea-Bissau, Mali, Mauritania, Ivory Coast, Congo, Gabon and Cameroon) and in Europe (Belgium, France, Germany, Italy, the Netherlands, and Spain) through majority-controlled fully-licensed local banks and their subsidiaries and in Dubai, Riyadh, London, and Tripoli through representative offices.

Board of Directors

Mr. Abdelaziz ALAMI
Honorary chairman

Mr. Mohamed EL KETTANI
Chairman & Chief Executive Officer

Mr. Antonio ESCAMEZ TORRES
Vice-chairman

Mr. Mounir EL MAJIDI
Director, Representing SIGER

Mr. Hassan BOUHEMOU
Director, Representing SNI

Mr. José REIG
Director

Mr. Abed YACOUBI SOUSSANE
Director

Mr. Javier HIDALGO BLAZQUEZ
Director

Mr. Manuel VARELA
Director, Representing Grupo Santander

Mr. Hassan OURIAGLI
Director

Ms. Wafaâ GUESSOUS
Secretary

Financial Highlights

Consolidated / IFRS

(MAD m) ⁽¹⁾	2010	2011	June-12
Total Assets	306 655	343 452	372 442
Shareholder's Equity	28 025	30 280	33 161
Customer Loans	200 217	230 682	249 507
Customer Deposits	201 448	218 815	221 235
Net Banking Income	14 667	15 882	8 687
Gross Operating Income	8 244	8 680	4 889
Net Income	4 744	5 302	2 722
Net Income (Group Share)	4 102	4 459	2 333
NPL Ratio	5.3%	4.9%	4.9%
Coverage Ratio	74.4%	69.5%	67.4%
Cost / Income Ratio	43.8%	45.3%	43.7%
Cost of Risk	0.58%	0.31%	0.46%
ROE ⁽²⁾	20.4%	21.2%	17.9%
ROA ⁽³⁾	1.5%	1.5%	1.5%

(1) As of 30 June 2012 : 1 USD = 8.724150 MAD ; 1 Euro = 11.063000 MAD.

(2) Return on Equity excluding net income of the previous period.

(3) Net Income/Total Assets.

Network & Staff

June 2012

14 861 Attijariwafa bank employees

1 881 Branches in Morocco

186 Branches in North Africa

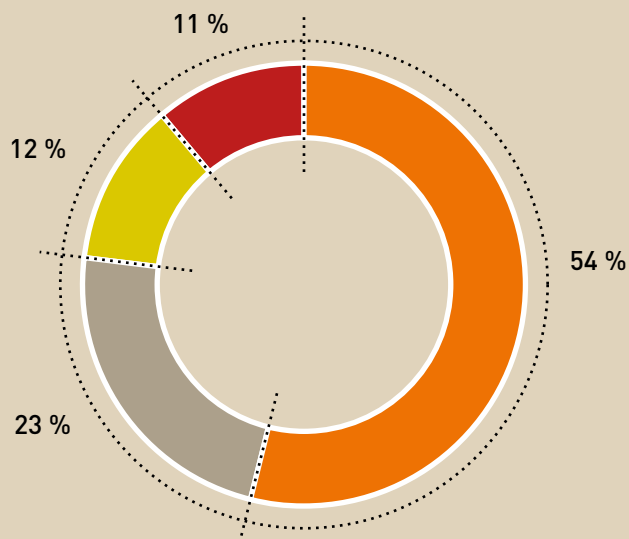
58 Branches in Europe and the Middle East

283 Branches in West Africa

66 Branches in Central Africa

Contribution by business activity to consolidated Net Banking Income June 30, 2012

- Banking in Morocco, Europe and Offshore zone
- International Retail Banking
- Specialised Financial Subsidiaries
- Insurance

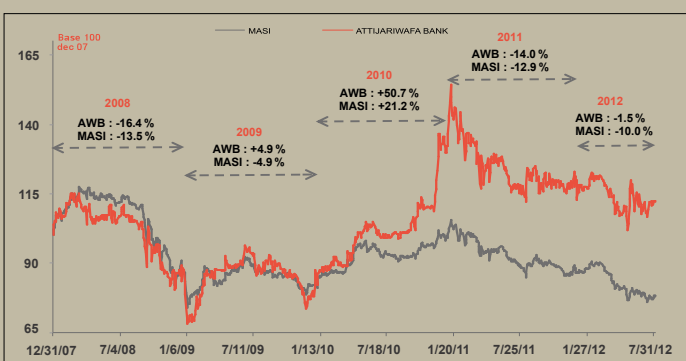


Stock market Indicators

Attijariwafa bank	12/31/2010	12/31/2011	06/30/2012	07/26/2012
Price	407	350.1	335.1	344.95
P/B	3.28x	2.59x	2.33x	2.40x
PER	19.15x	15.15x	14.43x	14.88x
DY	1.97%	2.43%	2.54%	2.46%
Number of Shares	192 995 960	192 995 960	200 889 813	201 243 086
Market capitalisation (in millions of Dirhams)	78 549	67 568	67 318	69 419

Attijariwafa bank's Share price performance

Attijariwafa bank vs MASI from 12/31/2007 to 08/03/2012



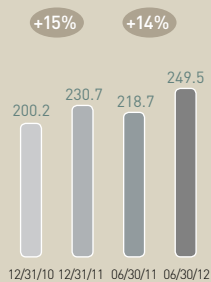
Largest bank by market capitalisation in Morocco : MAD 69.4 bn as of August 3, 2012.

Shareholders July 2012

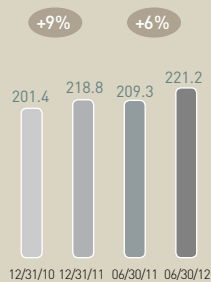
Shareholders	Number of shares	%
SNI Group	94 420 010	46.9%
Grupo Santander	10 715 614	5.3%
Domestic Institutions	57 004 949	28.3%
Attijariwafa bank staff	10 357 647	5.1%
Free-float and others	28 744 866	14.3%
TOTAL	201 243 086	100.0%



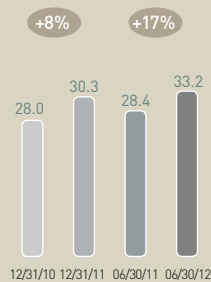
Financial Highlights



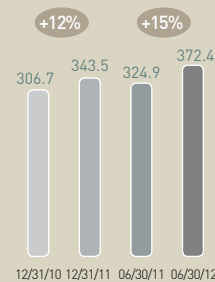
Customer Loans
in MAD billions



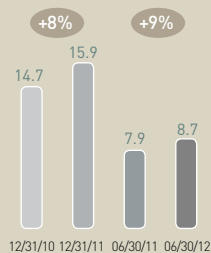
Customer Deposits
in MAD billions



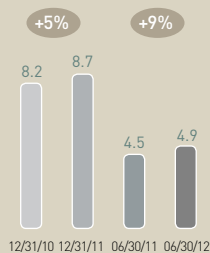
Shareholders' Equity
in MAD billions



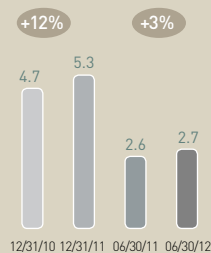
Total Assets
in MAD billions



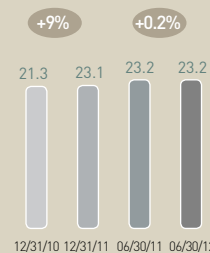
Net Banking Income
in MAD billions



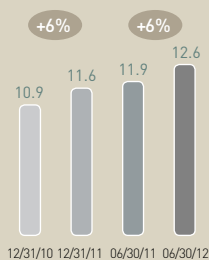
Gross Operating Income
in MAD billions



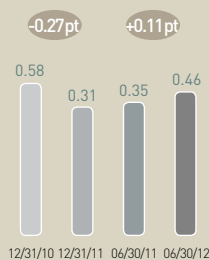
Net Income
in MAD billions



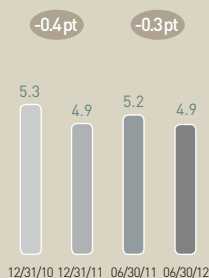
Earning per share⁽¹⁾
in MAD



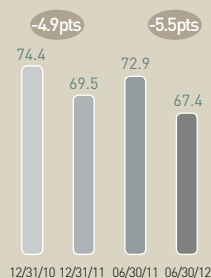
Non Performing Loans
in MAD billions



Cost of Risk
in %

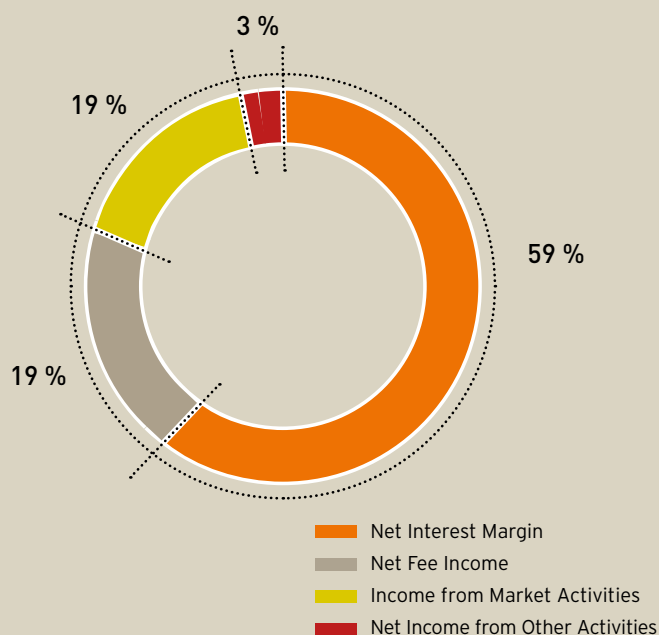


NPL Ratio
in %



Coverage Ratio
in %

Net banking Income's Structure June 30, 2012



(1) Net Income Group Share/Number of Shares

Rating

FITCH RATING	January 2012
Long-term in foreign currency	BB+
Short-term in foreign currency	B
Long-term in local currency	BBB-
Short-term in local currency	F3
Outlook	stable

STANDARD & POOR'S	November 2011
Long-term	BB
Short-term	B
Outlook	positive

CAPITAL INTELLIGENCE	August 2012
Long-term	BBB-
Short-term	A3
Financial Strength	BBB
Outlook	stable

Headquarter

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التجاري وفا بنك
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