

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	2012
Total Assets	306 655	343 452	368 305
Shareholder's Equity	28 025	30 280	35 395
Customer Loans	200 217	230 682	247 628
Customer Deposits	201 448	218 815	227 019
Net Banking Income	14 667	15 882	17 049
Gross Operating Income	8 244	8 680	9 365
Net Income	4 744	5 302	5 309
Net Income (Group Share)	4 102	4 459	4 501
NPL Ratio	5.3%	4.9%	5.1%
Coverage Ratio	74.4%	69.5%	67.6%
Cost / Income Ratio	43.8%	45.3%	45.1%
Cost of Risk	0.58%	0.31%	0.48%
ROE ⁽²⁾	20.4%	21.2%	17.6%
ROA ⁽³⁾	1.5%	1.5%	1.4%

(1) As of 31 December 2012 : 1 USD = 8.4390 MAD ; 1 Euro = 11.1465 MAD.

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

(3) Net Income/Total Assets.

Network & Staff

December 2012

15 289 Attijariwafa bank employees

2 269 Branches in Morocco

188 Branches in North Africa

58 Branches in Europe and the Middle East

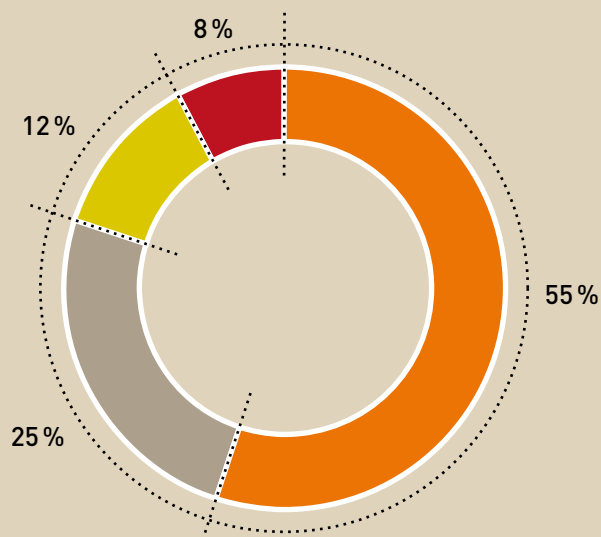
285 Branches in West Africa

82 Branches in Central Africa

Contribution to consolidated Net Banking Income by activity

December 31, 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	12/31/2012
Price	407.0	350.1	313.0
P/B	3.28x	2.59x	2.04x
PER	19.15x	15.15x	14.00x
DY	1.97%	2.43%	2.88%
Number of Shares	192 995 960	192 995 960	201 243 086
Market capitalisation (in millions of Dirhams)	78 549	67 568	62 989

Attijariwafa bank's Share price performance

Attijariwafa bank vs MASI from 12/31/2008 to 02/11/2013



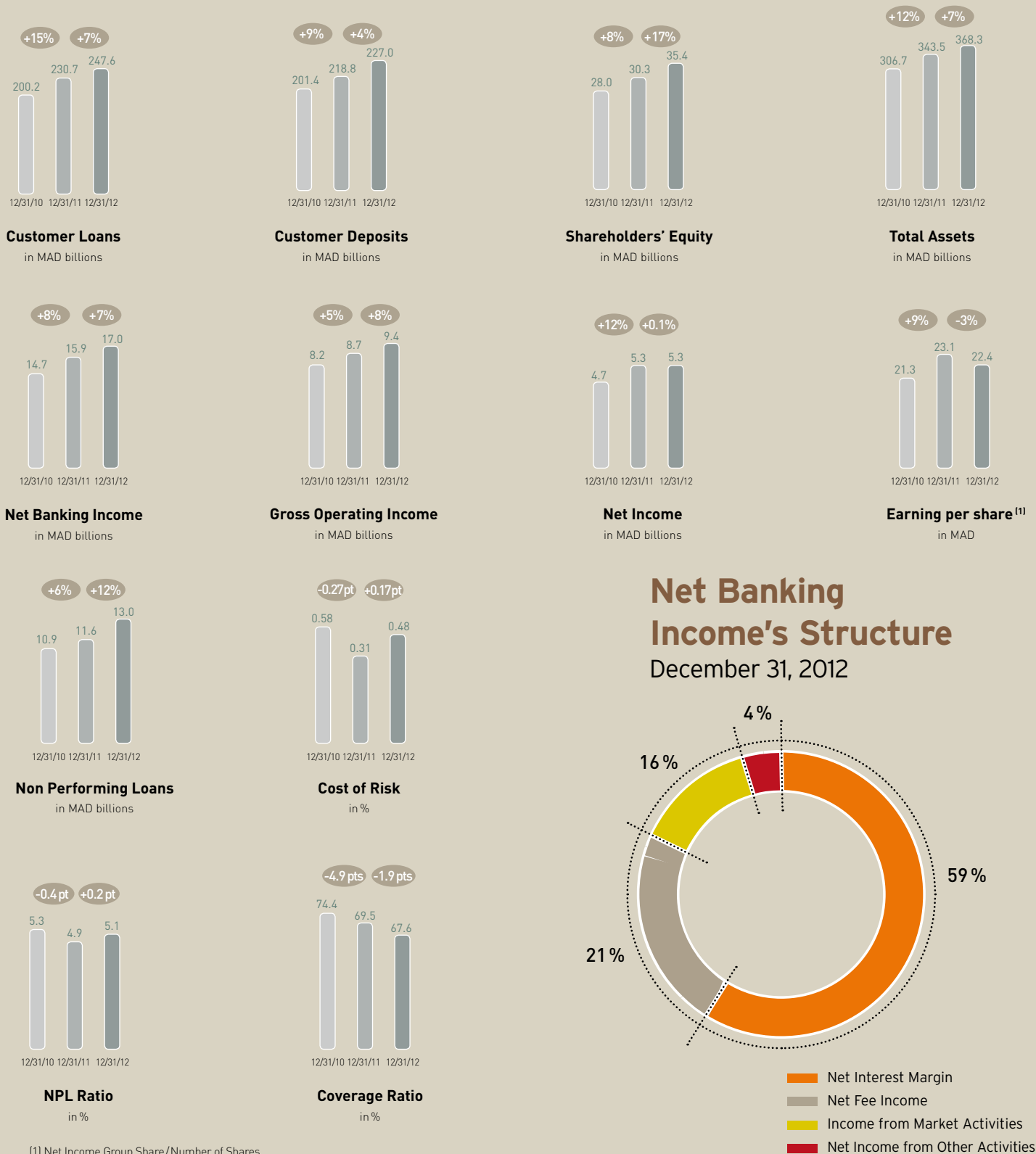
Largest bank by market capitalisation in Morocco: MAD 63.0 bn as of December 31, 2012.

Shareholding structure December 2012

Shareholders	Number of shares	%
SNI Group	94 272 485	46.8%
Grupo Santander	10 715 614	5.3%
Domestic Institutions	57 004 949	28.3%
Attijariwafa bank staff	10 171 711	5.1%
Free-float and others	29 078 327	14.4%
TOTAL	201 243 086	100.0%



Financial Highlights



Rating

FITCH RATING	January 2013	STANDARD & POOR'S	December 2012	CAPITAL INTELLIGENCE	September 2012
Long-term in foreign currency	BB+	Long-term	BB	Long-term	BBB-
Short-term in foreign currency	B	Short-term	B	Short-term	A3
Long-term in local currency	BBB-	Outlook	stable	Financial Strength	BBB
Short-term in local currency	F3			Outlook	stable
Outlook	stable				

Headquarter

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