

Attijariwafa bank

2019



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 2019

5,024	Branches
3,483	Branches in Morocco
298	Branches in North Africa
567	Branches in West Africa
604	Branches in Central Africa
72	Branches in Europe and the Middle East and America
20,346	employees
9.9	million customers

Financial highlights

Consolidated/IFRS at 30 June 2019

Total assets 528.6 (7.8%)
Billion MAD

Net banking income 11.8 (4.3%)
Billion MAD

Net income 3.5 (1.1%)
Billion MAD

Net income group share 2.9 (4.9%)
Billion MAD

ROE ⁽¹⁾	14.6%	NPL ratio	6.8%
ROA ⁽²⁾	1.3%	Coverage ratio	93.9%
Total Capital ratio ⁽³⁾	13.0%	Cost-to-Income ratio	46.8%
Core Tier 1	10.2%	Cost of risk	0.54%

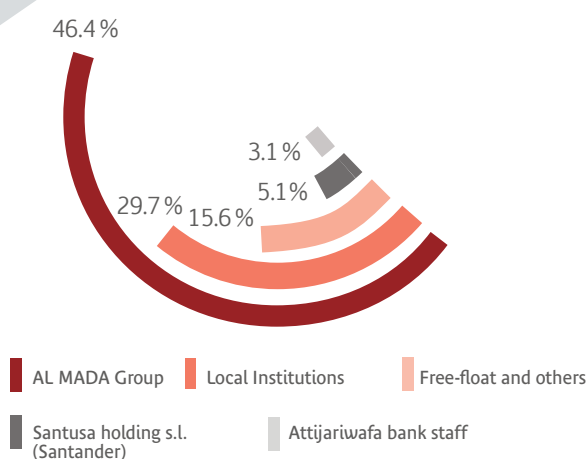
(1) Net income / shareholders' equity excluding net income

(2) Net income / total assets

(3) Data as of december 2018

Shareholding Structure

at 30 June 2019



Board of Directors

at 30 June 2019

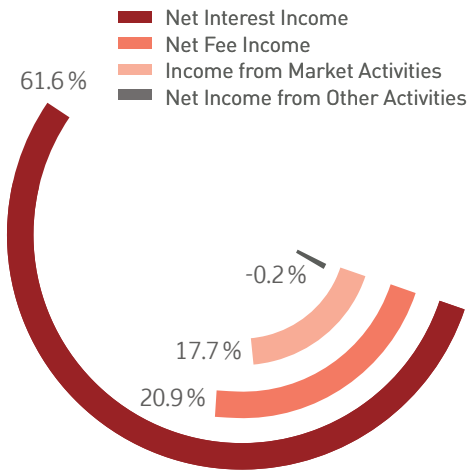
- Mr. Mohamed EL KETTANI Chairman of the Board
- Mr. Mohammed Mounir EL MAJIDI Director, Representing SIGER
- Mr. Hassan OURIAGLI Director, Representing AL MADA
- Mr. Abdelmjid TAZLAOUI Director
- Mr. Aymane TAUD Director
- Mr. Abed YACOUBI SOUSSANE Director
- Mr. José REIG Director
- Mr. Aldo OLCESE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

Committees issued from Board of Directors

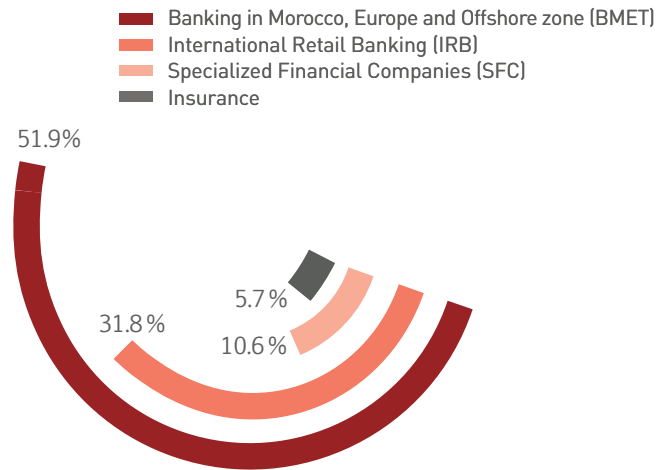
Permanent members	Strategic Committee	Group Risk Committee Group	Group Audit Committee Group	Appointment and Remuneration Committee Group*	High procurement Committee Group
Mr. Mohamed EL KETTANI	●	●	-	●	●
Mr. Hassan OURIAGLI	●	●	-	●	-
Mr. Abdelmjid TAZLAOUI	●	-	●	●	●
Mr. José REIG	●	●	●	●	●
Mr. Mohammed 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 30 June 2019

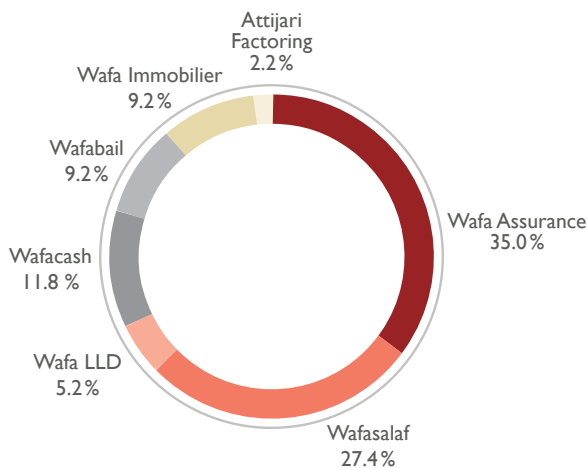


Contribution to consolidated Net Banking Income by activity at 30 June 2019



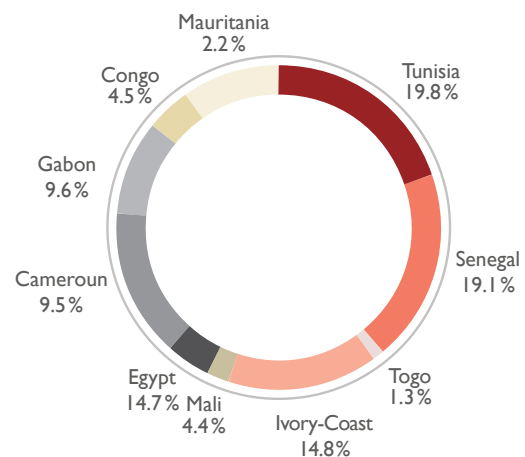
Breakdown of Moroccan Companies' NBI at 30 June 2019

NBI of Moroccan subsidiaries: MAD 1,949.3 million
 NBI SFC: MAD 1,267.4 million
 NBI Insurance: MAD 681.9 million



Breakdown of International NBI by Geography at 30 June 2019

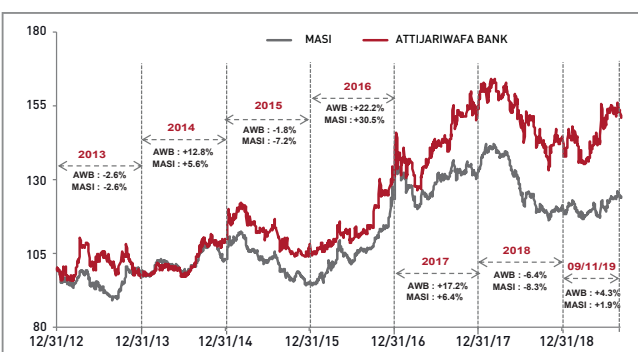
NBI IRB: MAD 3,805.1 million



Attijariwafa bank's share price performance

Attijariwafa bank vs MASI from 12/31/2011 au 09/11/2019

Largest bank by market capitalization in Morocco: MAD 97.8 billion at 30 June 2019



Stock Market Indicators

Attijariwafa bank	2017	2018	june-19
Price	484	453	466
P/B	2.27x	2.17x	2.17x
PER	18.27%	16.66x	16.66x
DY	2.58%	2.87%	-
Number of Shares	203,527,226	209,859,679	209,859,679
Market capitalization (in MAD million)	98,507	95,066	97,795

An internationally - oriented Banking and Financial Group ...

Europe




Attijariwafa bank
EUROPE
Attijariwafa bank
Europe
Branches : 66
Market share : NA

North Africa



Attijari bank Tunisie
Branches : 207
Market share : 8,5 %




Attijari bank Mauritanie
Branches : 30
Market share : 10.4 %




Attijariwafa bank Egypt
Branches : 61
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 : 11.0 %




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 : 14.9 %



Crédit du Sénégal
Crédit du Sénégal
Branches : 8
Market share : 2.6 %



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



Société Ivoirienne de Banque
Société Ivoirienne de Banque
Branches : 64
Market share : 10.1 %



BIA Togo
Banque Internationale pour l'Afrique au Togo
Branches : 11
Market share : 4.6 %

Loan market share as of December 2018.

1 - including Burkina Faso, Niger and Benin.

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


...Supported by best-in-class factories



Wafa Assurance
Branches : 379
Market share : 20.2 %



Wafasalaf
Branches : 45
Market share : 31.7 %




Wafa Immobilier
Branches : 59
Market share : 24.9 %



Wafabail
Branches : NA
Market share : 26.7 %




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



Bank Assafa
Branches : 36
Market share : 51.0 %



Wafacash
Branches¹ : 1845
Market share : NA



Wafa LLD
Branches : NA
Market share : 18.0 %




Attijari Intermédiation
Branches : NA
Market share : 36.3 %



Wafa Gestion
Branches : NA
Market share : 24.3 %



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



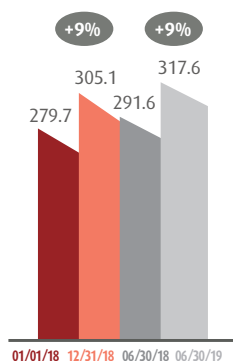
Wafa Courtage
Branches : NA
Market share : NA

Note : Loan market share as of June 2019 except Wafa Assurance (dec-18)

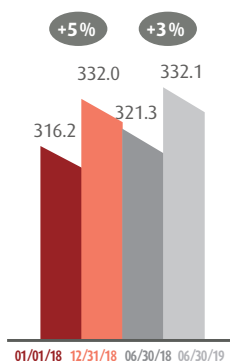
1 - Excluding 317 branches in West Africa and 507 in Central Africa

NA : Not Applicable

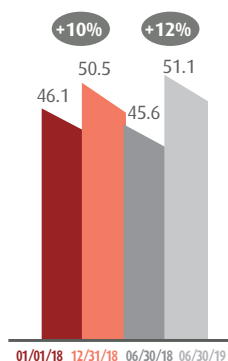
Financial Indicators



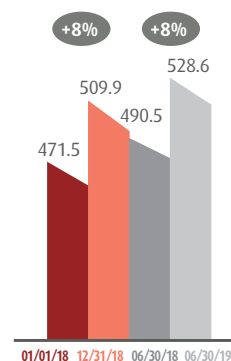
Customer Loans
in Billion MAD



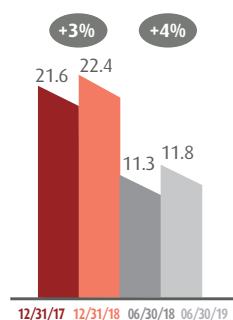
Customer Deposits
in Billion MAD



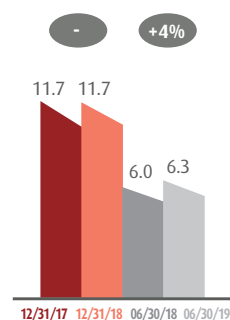
Shareholders' Equity
in Billion MAD



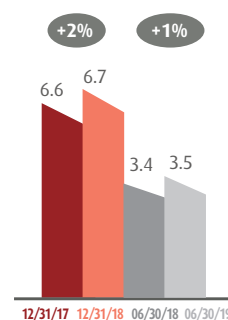
Total Assets
in Billion MAD



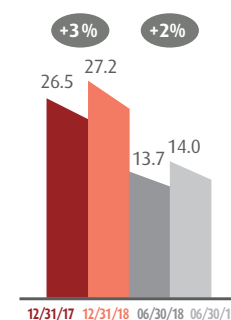
Net Banking Income
in Billion MAD



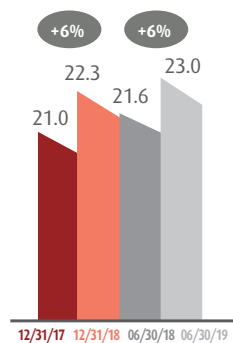
Gross Operating Income
in Billion MAD



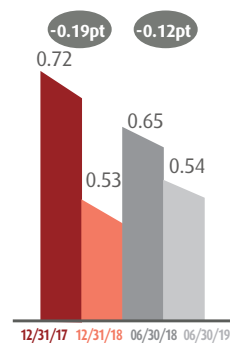
Net Income
in Billion MAD



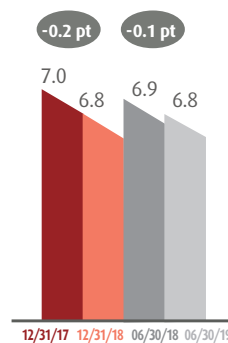
Earning per share⁽¹⁾
in MAD



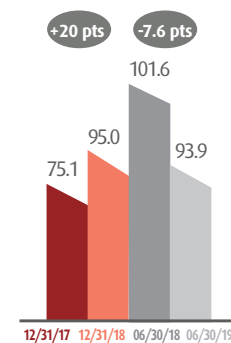
Non Performing Loans
in Billion MAD



Cost of Risk
in %



NPL Ratio
in %



Coverage Ratio
in %

(1) Net Income Group Share / Number of Shares

Rating

Fitch Rating	July 2018	Standard & Poor's	December 2017	Moody's	May 2019
Long-term in foreign currency	BB+	Long-term	BB	Long-term	Ba2
Short-term in foreign currency	B	Short-term	B	Short-term	NP
Long-term in local currency	AA-(mar)	Outlook	stable	Outlook	Stable
Outlook	stable				

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