RESULTS

Attijariwafa bank
as of December 31, 2016

Financial Communication

2016

Contact : Financial Information and Investor Relations - Ibtissam Abouharia, e-mail : i.abouharia@attijariwafa.com
ir@attijariwafa.com

التجاري وفا بنك
Attijariwafa bank
Believe in you

Attijariwafa bank
A limited company with a capital of MAD 2,035,272,260. Head office: 2, boulevard moulay Youssef, 20,000 Casablanca, Morocco
Phone: +212 (0) 5 22 22 41 69 or +212 (0) 5 22 29 88 88 - TR 333 - IF 01085221
www.attijariwafabank.com

RESULTS

Attijariwafa bank
as of December 31, 2016

Financial Communication

2016

التجاري وفا بنك
Attijariwafa bank

Attijariwafa bank key figures

› 17,696 Employees

› 3,194 Branches in Morocco

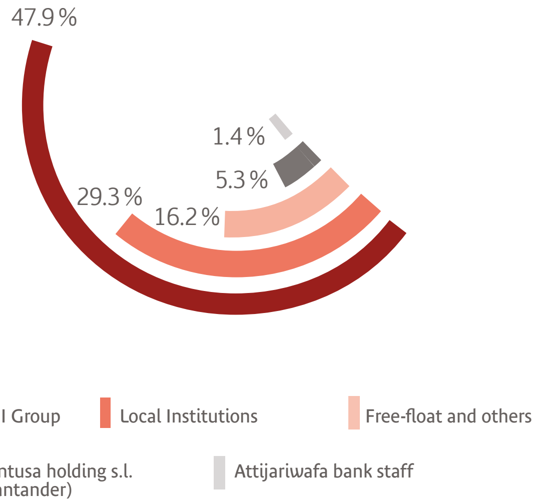
› 228 Branches in North Africa

› 74 Branches in Europe, the Middle East and America

› 364 Branches in West Africa

› 112 Branches in Central Africa

Shareholding structure
as of December 31, 2016

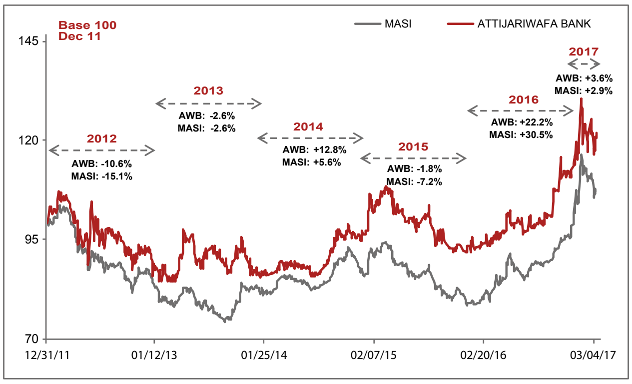


Attijariwafa bank's share price performance

Attijariwafa bank vs MASI from 12/31/2011 to 03/06/2017

Largest bank by market capitalization in Morocco:

MAD 84.1 billion at 31 December 2016.



Stock market indicators

Attijariwafa bank	2014	2015	2016
Price	344	338	413
P/B	1.97x	1.86x	2.06x
PER	16.08x	15.28x	17.67x
DY	2.91%	3.26%	2.91%
Number of Shares	203,527,226	203,527,226	203,527,226
Market capitalisation (in millions of Dirhams)	70,013	68,772	84,057

GENERAL MANAGEMENT AND COORDINATION COMMITTEE

General Management

Mr. Mohamed EL KETTANI	Chairman & Chief Executive Officer
Mr. Omar BOUNJOU	Managing Director, Retail Banking Division
Mr. Ismail DOUIRI	Managing Director, Finance, Technology and Operations Division
Mr. Boubker JAI	Managing Director, Corporate and Investment Banking, Capital Markets & Financial Subsidiaries
Mr. Talal EL BELLAJ	Managing Director, Global Risk Management

Network

Mr. Saâd BENJELLOUN	Head of Casablanca region
Mr. Saâd BENWAHOUD	Head of North-West region
Mr. Said SEBTI	Head of North-East region
Mr. Mohamed BOUBRIK	Head of South-West region
Mr. Fouad MAGHOUS	Head of South Region
Mr. Hassan BEDRAOUI	Managing Director, Attijariwafa bank Europe
Mr. Mounir OUDGHIRI	Managing Director, CBAO Senegal

Central Entities

Mr. Mouaouia ESSEKELLI	Transaction Banking
Mr. Karim Idrissi KAITOUNI	SMEs banking
Mr. Mohamed SOUSSI	Group Human Resources
Mrs. Wafaa GUESSOUS	Procurement, Logistics and Secretary of the Board
Mr. JAMAL AHIZOUNE	International Retail Banking
Mr. Youssef ROUISSI	Corporate & Investment Banking
Mr. Younes BELABED	General Audit
Mrs. Saloua BENMEHREZ	Group Communication
Mr. Ismail EL FILALI	Back Offices and Customer Services
Mrs. Malika EL YOUNSI	Group Legal Advisory
Mr. Badr ALIOUA	Private Banking
Mr. Rachid KETTANI	Group Finance Division
Mrs. Soumaya LRHEZZIOUI	Group Information Systems
Mr. Driss MAGHRAOUI	Personal & Professional Banking
Mr. Hassan BERTAL	Transformation Office
Mr. Omar GHOMARI	Specialized Financial Companies
Mr. Rachid EL BOUZIDI	Retail Banking Support Functions

BOARD OF DIRECTORS at 31 December 2016

Mr. Mohamed EL KETTANI	Chairman of the Board
Mr. Antonio ESCAMEZ TORRES	Vice-Chairman
Mr. Mounir EL MAJIDI	Director, Representing SIGER
Mr. Hassan OURIAGLI	Director, Representing SNI
Mr. Abdelmjid TAZLAOUI	Director
Mr. José REIG	Director
Mr. Abed YACOUBI SOUSSANE	Director
Mr. Aldo OLCESE SANTONJA	Director
Mr. Manuel VARELA	Director, Representing Santander
Mr. Aymane TAUD	Director
Mrs. Wafaa GUESSOUS	Secretary

Rating

Fitch Rating	August 2016
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	December 2016
Long-term	BB
Short-term	B
Outlook	stable

Capital Intelligence	August 2016
Long-term	BBB-
Short-term	A3
Financial Strength	BBB
Outlook	stable

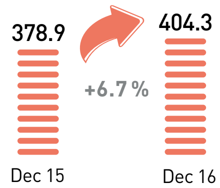
Steady earnings growth, favorable outlook and continued focus on Corporate, Social and Environmental responsibility

Attijariwafa bank's Board of Directors, chaired by Mr Mohamed El Kettani, met on 6th march 2017, in order to review the activity and approve the financial statements for the 31 December 2016.

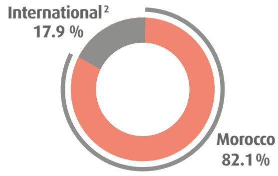
› Total consolidated assets	MAD **428.8** billion	+4.3 %
› Consolidated shareholders' equity	MAD **47.4** billion	+15.0 %*
› Net banking income	MAD **19.7** billion	+3.6 %
› Operating income	MAD **8.5** billion	+7.0 %
› Net income	MAD **5.7** billion	+6.7 %
› Net income group share	MAD **4.8** billion	+5.7 %
› Number of customers	**8.4** million	+6.2 %
› Total network	**3,972** branches in 25 countries	+12.4 %
› Total staff	**17,696** employees	+2.7 %

No.1 Savings institution

Total savings[1]
(billion MAD)

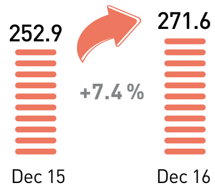


Geographical breakdown of savings as of December 2016

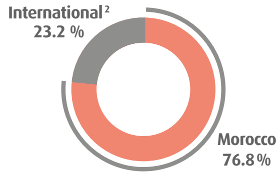


N° 1 provider of financing to the economy

Total consolidated loans
(billion MAD)



Geographical breakdown of loans as of December 2016



(1) Consolidated customer deposits + assets under management + bancassurance assets
(2) International: North Africa (Tunisia, Mauritania), WAEMU (Senegal, Burkina-Faso, Mali, Ivory Coast, Guinea-Bissau, Togo, Niger and Benin), CAEMC (Cameroon, Congo and Gabon), Europe (Belgium, France, Germany, Netherlands, Italy, Spain, Switzerland), Dubai, Riyadh, London, Tripoli and Montreal

For the first year of the implementation of its strategic Plan **« Energies 2020 », Attijariwafa bank maintained a satisfactory earnings growth trajectory** despite a challenging environment, still impacted by slower loan growth and interest margin compression in Morocco.

CONSOLIDATED NET INCOME UP 6.7%

Net Banking Income grew by **3.6%** to **MAD 19.7 billion** benefiting from good business performance of all the group's operating divisions (Bank in Morocco, Specialized Financial Subsidiaries, Insurance and International Retail Bank).

Net **interest income, net fee income and net income from market activities** improved by **1.9%, 9.4%** and **9.0%** respectively.

Operating Income soared by **7.0%** to **MAD 8.5 billion** as a result of **continued focus on cost control** (operating expenses up **+3.8%)** and a significant **reduction of cost of risk (-9.7%).**

Consolidated net income increased by **6.7% to MAD 5.7 billion** and **net income group share** (NIGS) totaled **MAD 4.8 billion, up 5.7%.** The Group's financial position strengthened thanks to the increase of shareholders' equity by MAD 6.2 billion to MAD **47.4** billion (**+15.0%***) and profitability remained in line with best standards (RoE of **13.5%** and RoA of **1.3%**).

« ENERGIES 2020 »: AN AMBITIOUS CUSTOMER-ORIENTED STRATEGY

The second half of 2016 was marked by the launch of the effective implementation of Attijariwafa bank's strategic plan 2016-2020 **«Energies 2020»,** composed of 105 projects, grouped into 27 key strategic programs, mobilizing more than 800 employees.

In the first few months following the launch of **« Energies 2020 »**, this mobilization delivered significant results, such as the redesign of e-banking platforms, the development of new electronic payment means, the digitalization of retail loans processes and the launch of the **100% digital bank « L'bankalik ».**

Attijariwafa bank aims to position itself as « the relationship-focused bank », focusing on satisfying its clients' financial needs and taking advantage of the latest technologies.

A CONFIRMED CORPORATE SOCIAL AND ENVIRONMENTAL RESPONSIBILITY

Aware of its role and its social and environmental responsibilities, Attijariwafa bank adopted a global CSR approach for the benefit of all its stakeholders.

In 2016, the Group actively engaged in developing strategic partnerships aiming at promoting the green economy in its countries of presence.

Attijariwafa bank has launched several projects in partnership with major international groups in order to help provide Africa with energy infrastructure and develop renewable energy and energy efficiency. Attijariwafa bank's participation in COP22 in Marrakesh as an official partner, demonstrated its commitment to addressing global warming and contributing to Morocco's sustainable development effort.

CONTINUED DEVELOPMENT IN AFRICA

During the fourth quarter of 2016, Attijariwafa bank signed an agreement to acquire 100% of **Barclays Bank Egypt** and a Memorandum of Understanding to acquire a majority stake in **Cogebanque in Rwanda**. Through these two transactions, the Group confirms its strategic commitment to enter African countries with high growth potential and contribute to the strengthening of economic cooperation between the main regions of the continent. The completion of these two acquisitions is subject to regulatory approvals required in Morocco, Egypt and Rwanda.

In order to finance its regional development, Attijariwafa bank has formed an alliance in the insurance business with its reference shareholder SNI. Both partners now hold equal stakes in Wafa Assurance. Similarly, the Group issued a perpetual subordinated bond for a total of MAD 500 million considered as Additional Tier 1 capital, which is the first transaction of its kind in Morocco.

The Group confirms its commitment to promoting trade and private investments in Africa through the organization of the 5th International Africa Development Forum on March **16th and 17th, 2017 around the theme "The new inclusive growth models in Africa"** with the participation of more than **1,500 economic and institutional** operators representing **20 African countries**.

Attijariwafa bank is starting 2017 with confidence and optimism. It is anticipating an improvement in economic conditions in its countries of presence, an acceleration of loans growth, and a continued improvement in asset quality.

The Board of Directors congratulated the teams of all the entities of the Group for their commitment and achievements in 2016. The Board resolved to convene the Ordinary General Shareholders' Meeting, submit for approval the financial statements as of December 31st, 2016, and propose a dividend per share of 12 Dirhams.

The Board of Directors
Casablanca, March 6th, 2017

(*) Including MAD 3.7 billion related to the decrease of Attijariwafa bank's stake in Wafa Assurance from 79.29% to 39.65%. This operation has no impact on consolidated net income, Wafa Assurance still being fully consolidated.

ACCOUNTING STANDARDS AND PRINCIPLES APPLIED BY THE GROUP

Attijariwafa bank's consolidated financial statements have been prepared under International Financial Reporting Standards (IFRS) since first-half 2007 with the opening balance at 1 January 2006.

In its consolidated financial statements for the year ended 31 December 2016, the Attijariwafa bank Group has applied the obligatory principles and standards set out by the International Accounting Standards Board (IASB).

Consolidation principles:

Standard:

The scope of consolidation is determined on the basis of what type of control (exclusive control, joint control or material influence) is exercised over the various overseas and domestic entities in which the Group has a direct or indirect interest.

The Group likewise consolidates legally independent entities specifically established for a restricted and well-defined purpose known as « special purpose entities », which are controlled by the credit institution, without there being any shareholder relationship between the entities.

The extent to which the Group exercises control will determine the consolidation method: fully consolidated for entities under the exclusive control of the Group as required by IFRS 10 "Consolidated Financial Statements" or under the equity method for associate companies or joint ventures as required by IAS 28 "Investments in Associates and Joint Ventures".

Policies adopted by Attijariwafa bank:

Attijariwafa bank includes entities in its scope of consolidation in which:

- It holds, directly or indirectly, at least 20% of the voting rights;
- The subsidiary's consolidated figures satisfy one of the following criteria:
  - The subsidiary's total assets exceed 0.5% of consolidated total assets;
  - The subsidiary's net assets exceed 0.5% of consolidated net assets;
  - The subsidiary's sales or banking income exceed 0.5% of consolidated banking income.

Specialist mutual funds (UCITS) are consolidated according to IFRS 10 which addresses the issue of consolidation of special purpose entities and in particular funds under exclusive control.

Those entities controlled or under exclusive control whose securities are held for a short period of time are excluded from the scope of consolidation.

Fixed assets:

Property, plant and equipment:

Standard:

Items of property plant and equipment are valued by entities using either the cost model or the revaluation model.

Cost model

Under the cost model, assets are valued at cost less accumulated depreciation.

Revaluation model

On being recognised as an asset, an item of property, plant and equipment, whose fair value may be accurately assessed, must be marked to market. Fair value is the value determined at the time the asset is marked to market less accumulated depreciation.

The sum-of-parts approach breaks down the items of property, plant and equipment into their most significant individual parts (constituents). They must be accounted for separately and systematically depreciated as a function of their estimated useful lives in such a way as to reflect the rate at which the related economic benefits are consumed.

Estimated useful life under IFRS is the length of time that a depreciable asset is expected to be usable.

The depreciable amount of an asset is the cost of the asset (or fair value) less its residual value.

Residual value is the value of the asset at the end of its estimated useful life, which takes into account the asset's age and foreseeable condition.

Borrowing costs

The IAS 23 standard entitled « Borrowing costs » does not allow to recognise immediately as expenses the cost of borrowing directly attributable to acquisition, construction or production of an eligible asset. All the costs of borrowing must be added into the expenses.

Policies adopted by Attijariwafa bank:

The Group has opted to use the cost model. The fair value method may be used, however, without having to justify this choice, with an account under shareholders' equity.

Attijariwafa bank has decided against using several depreciation schedules but a single depreciation schedule in the consolidated financial statements under IFRS standards.

Under the sum-of-parts approach, the Group has decided to not include those components whose gross value is less than MAD 1000 thousand.

- Historical cost (original cost) is broken down on the basis of the breakdown of the current replacement cost as a function of technical data.

Residual value:

The residual value of each part is considered to be zero except in the case of land. Residual value is applied only to land (nonamortisable by nature), which is the only component to have an unlimited life.

Investment property:

Standard:

An investment property is a property which is held either to earn rental income or for capital appreciation or for both.

An investment property generates cash flows in a very different way to the company's other assets unlike the use of a building by its owner whose main purpose is to produce or provide goods and services.

An entity has the choice between:

The fair value method – if an entity opts for this treatment, then it must be applied to all buildings.

The cost model – an estimate of the fair value of investment properties must be recorded either in the balance sheet or in the notes to the financial statements.

It is only possible to move from the cost method to the fair value method.

Policies adopted by Attijariwafa bank:

All buildings not used in ordinary activities are classified as investment property except for staff accommodation and buildings expected to be sold within a year.

The Group's policy is to retain all buildings used in ordinary activities and those leased to companies outside the Group.

The historical cost method, modified by the sum-of-parts approach, is used to value investment properties. Information about fair value must be presented in the notes to the financial statements.

Intangible assets:

Standard:

An intangible asset is a non-monetary asset which is identifiable and not physical in nature.

An intangible asset is deemed to be identifiable if it:

- Is separable, that is to say, capable of being separated and sold, transferred, licensed, rented, or exchanged, either individually or together with a related contract; or
- Arises from contractual or other legal rights, regardless of whether those rights are transferable or separable from the entity or from other rights and obligations.

Two valuation methods are possible:

- The cost method;
- The revaluation model. This treatment is possible if an active market exists.

Amortisation of an intangible asset depends on its estimated useful life. An intangible asset with an unlimited useful life is not amortised but subject to impairment testing at least once a year at the end of the period. An intangible asset with a limited useful life is amortised over the life of the asset.

An intangible asset produced by the company for internal use is recognised if it is classified, from the R&D phase, as a fixed asset.

Policies adopted by Attijariwafa bank:

Attijariwafa bank has decided against using several amortisation schedules but a single amortisation schedule in the consolidated financial statements under IFRS/IAS.

Acquisition costs not yet amortised as expenses at 1 January 2006 have been restated under shareholders' equity.

Leasehold rights :

Leasehold rights recognised in the parent company financial statements are not amortised. In the consolidated financial statements, they are amortised using an appropriate method over their useful life.

Business goodwill:

Business goodwill recorded in the parent company financial statements of the different consolidated entities has been reviewed to ensure that the way in which it is calculated is in accordance with IAS/IFRS.

Software:

The estimated useful life of software differs depending on the type of software (operating software or administrative software).

Valuation of software developed in-house:

Group Information Systems' Management provides the necessary information to value software developed in-house. In the event that the valuation is not accurate, then the software cannot be recognised as an asset.

Transfer fees, commission and legal fees:

These are recognised as expenses or at purchase cost depending on their value.

Separate amortisation schedules are used if there is a difference of more than MAD 1000K between parent company financial statements and IFRS statements.

Goodwill:

Standard:

Cost of a business combination:

Business combinations are accounted for using the acquisition method according to which the acquisition cost is contingent consideration transferred in order to obtain control.

The acquirer must measure the acquisition cost as:

- The aggregate fair value, at the acquisition date, of assets acquired, liabilities incurred or assumed and equity instruments issued by the acquirer in consideration for control of the acquired company ;
- The other costs directly attributable to the acquisition are recognised through profit or loss in the year in which they are incurred.

The acquisition date is the date at which the acquirer obtains effective control of the acquired company.

Allocation of the cost of a business combination to the assets acquired and to the liabilities and contingent liabilities assumed:

The acquirer must, at the date of acquisition, allocate the cost of a business combination by recognising the identifiable assets, liabilities and contingent liabilities of the acquiree that satisfy the recognition criteria at their respective fair values on that date.

Any difference between the cost of the business combination and the acquirer's share of the net fair value of the identifiable assets, liabilities and contingent liabilities is recognised under goodwill.

Accounting for Goodwill:

The acquirer must, at the date of acquisition, recognise the goodwill acquired in a business combination.

- Initial measurement : this goodwill must be initially measured at cost, namely the excess of the cost of the business combination over the acquirer's share of the net fair value of the identifiable assets, liabilities and contingent liabilities.
- Subsequent measurement: following initial recognition, the acquirer must measure the goodwill acquired in a business combination at cost less cumulative impairment subsequent to annual impairment tests or when there is any indication of impairment to its carrying value.

If the share of the fair value of the assets, liabilities and contingent liabilities of the acquired entities exceeds the acquisition cost, negative goodwill is recognised immediately through profit or loss.

If initial recognition of a business combination can be determinedonly provisionally by the end of the reporting period in which the business combination takes place, the acquirer must account for the business combination using provisional values. The acquirer must recognise adjustments to provisional values relating to finalising the recognition within that financial period, beyond which time no adjustments are possible.

Policies adopted by Attijariwafa bank:

- Option taken not to restate the existing goodwill at 12/31/05, in accordance with the provisions of IFRS 1 "First-Time Adoption" ;
- Goodwill amortisation is discontinued when the asset has an indefinite life in accordance with amended IFRS 3 "Business combinations";
- Regular impairment tests must be carried out to ensure that the carrying amount of goodwill is below the recoverable amount. If not, an impairment loss must be recognised;
- the Cash Generating Units mirror the segment reporting to be presented at Group level ; these are the banking business and the insurance business ;
- The recoverable amount is the higher of the unit's value in use and its carrying amount less costs of disposal. This is used in impairment tests as required by IAS 36. If an impairment test reveals that the recoverable amount is less than the carrying amount, then the asset is written down by the excess of the carrying amount over its recoverable amount.

Inventories:

Standard:

Inventories are assets:

- Held for sale during the normal business cycle;
- In the process of being produced for future sale;
- In the form of raw materials or supplies consumed during the production process or to provide services.

Inventories must be valued at the lower of cost or net realisable value.

Net realisable value is the estimated sales price in the normal course of business activity less

- Estimated costs of completion;
- Costs required for making the sale.

Policies adopted by Attijariwafa bank:

Inventories are valued according to the weighted average unit cost method.

Leases:

Standard:

A lease is an agreement by which the Lessor transfers to the Lessee for a specific period of time the right to use an asset in exchange for payment or a series of payments.

Distinction must be made between:

- A finance lease, which is a contract by which almost all the risks and benefits inherent in ownership of the asset are transferred to the lessee;
- An operating lease, which is any contract other than a finance lease.

Finance leases are financial instruments whose nominal value relates to the value of the property acquired/leased minus/plus fees paid/received and any other fees. The rate used in this case is the effective interest rate.

The effective interest rate is the discount rate which is used to equate:

- The net present value of minimum payments to be received by the Lessor plus the non-guaranteed residual value; and
- The property's entry value (equal to initial fair value plus initial direct costs).

Policies adopted by Attijariwafa bank:

No restatement is needed for operating leases for a specific period and which are automatically renewable.

Long-term rental contracts are considered as operating leases.

Leasing contracts are finance leases in which Attijariwafa bank is the Lessor. The Bank only accounts for its share of the contract in its financial statements.

At the beginning of the contract, rents relating to lease contracts for an indefinite period and leasing contracts are discounted using the effective interest rate. Their value relates to the initial financing amount.

Financial assets and liabilities (loans, borrowings & deposits):

Standard:

Loans and receivables

The amortised cost of a financial asset or liability relates to the value at which the instrument has been initially valued:

- Less any repayment of principal;
- Plus or minus accumulated amortisation calculated using the effective interest rate on any difference between the initial amount and the amount to be repaid at maturity;
- Less any reductions for impairment or non-recoverability.

This calculation must include all fees and amounts paid or received directly attributable to the loans, transaction costs and any discount or premium.

Provisions for loan impairment

A provision is booked when there is any indication of impairment to loans and receivables.

Provisions are determined on the basis of the difference between the loan's net carrying amount and its estimated recoverable amount.

Impairment is applied on an individual or collective basis.

Provision for impairment on an individual basis:

In the case of a loan in arrears, losses are determined on the basis of the net present value of future estimated flows, discounted using the loan's initial effective interest rate. Future flows include the value of guarantees received and recovery costs.

In the case of a loan which is not in arrears but for which indications of impairment are indicating forthcoming difficulties, the Group may use empirical tables of comparable losses to estimate and adjust future flows.

Provision for impairment on a collective basis:

If an individual loan impairment test does not produce any indications of impairment, then the loans are classified in groups with similar credit risk profiles before undergoing a collective impairment test.

Borrowings and deposits:

When initially recognised, a deposit or borrowing classified under IFRS in "Other financial liabilities" must be initially measured in the balance sheet at fair value plus or minus:

- transaction costs (these are external acquisition costs directly attributable to the transaction) ;
- fees received constituting professional fees that represent an integral part of the effective rate of return on the deposit or borrowing.

Deposits and borrowings classified under IFRS as "Other financial liabilities" are subsequently measured at the end of the reporting period at amortised cost using the effective interest rate method (actuarial rate).

Deposits classified under IFRS as "Liabilities held for trading" are subsequently measured at fair value at the end of the reporting period. The fair value of the deposit is calculated excluding accrued interest.

A deposit or borrowing may be the host contract for an embedded derivative. In certain circumstances, the embedded derivative must be separated from the host contract and recognised in accordance with the principles applicable to derivatives. This analysis must be done at the inception of the contract on the basis of the contractual provisions.

Policies adopted by Attijariwafa bank:

Loans and receivables

The Group's policy is to apply the cost model to all loans maturing in more than one year as a function of their size. Loans maturing in less than one year are recorded at historical cost.

Provisions for loan impairment:

The criteria proposed by Bank Al Maghrib in Circular N°19/G/2002 form the basis of the Group's provisioning policy regarding impairment on an individual basis.

The basis for provisioning for impairment on a collective basis has been adapted as a function of each Group entity's activity and also relates to healthy loans.

Specific provisions:

Attijariwafa bank has developed statistical models, specific to eachof the relevant entities, to calculate specific provisions based on:

- Historical data relating to recovery of non-performing loans;
- Information about non-recurring loans available to loan recovery units for relatively significant amounts;
- Guarantees and pledges held.

Collective provisions:

Attijariwafa bank has developed statistical models, specific to each relevant entity, to calculate collective provisions based on historical data relating to loan deterioration – healthy loans becoming non-performing loans.

Borrowings:

Borrowings and deposits are classified under different categories including « Financial liabilities », « Trading liabilities » and « Liabilities accounted for under the fair value option ».

Deposits:

Sight deposits:

Attijariwafa bank applies IAS39 §49 standard to sight deposits. The fair value of a sight deposit cannot be lower than the amount due on demand. It is discounted from the first date on which the repayment may be demanded.

Interest-bearing deposits:

- Deposits bearing interest at market rates – the fair value is the nominal value unless transaction costs are significant.

A historical record of 10-year bond yields needs to be kept to be able to justify that the rates correspond to the original market rates.

- Deposits bearing interest at non-market rates – the fair value is the nominal value plus a discount.

Savings book deposits:

The rate applied is regulated for the vast majority of credit institutions.

Accordingly, no specific accounting treatment is required for savings book deposits.

Deposits must be classified under the «Other liabilities » category.

Securities:

Standard:

The IAS 39 standard defines four asset categories applicable to securities:

- Trading securities (financial assets held at fair value through income);
- Available-for-sale financial assets;
- Held-to-maturity investments;
- Loans and receivables, (includes financial assets not quoted on an active market which are purchased directly from the issuer).

The securities are classified depending on the purpose for which they are held.

Trading portfolio securities : financial assets at fair value through profit or loss and financial assets designated at fair value through profit or loss at inception

According to IAS 39.9, financial assets or liabilities held at fair value through income are assets or liabilities acquired or generated by the company for the primary purpose of making a profit from short-term price fluctuations or from arbitrage activities.

All derivative instruments are recognised as financial assets (or liabilities) at fair value through profit or loss except when they are used for hedging purposes.

Securities classified as financial assets held at fair value through income are recognised in the income statement.

This category of security is not subject to impairment.

Available-for-sale financial assets

This category includes available-for-sale securities, investment securities and investments in non-consolidated affiliates and other long-term investments.

The standard stipulates that those assets and liabilities which do not satisfy the criteria for the three other asset categories are included in this category.

Changes in the fair value of available-for-sale securities (positive or negative) are recognised directly in equity (transferable equity). The amortisation of any possible premium/discount of fixed income securities is recognised in the income statement using to effective interest rate method (actuarial method).

On any indication of significant or lasting impairment in the case of equity securities and the occurrence of credit risk for debt securities, the unrealised loss that was recognised in equity must be removed and recognised in the income statement.

On subsequent improvement, a write-back may be booked against the provision for impairment in the case of debt securities but not so for equity securities. In the latter case, a positive change in fair value is recognised in transferable equity and a negative change in equity.

Held-to-maturity investments

This category includes securities with fixed or determinable payments that the Group intends to keep until maturity.

Classifying securities in this category entails an obligation not to dispose of the securities before maturity. If an entity sells a held-to-maturity security before maturity, all of its other held to-maturity investments must be reclassified as available-for sale investments for the current and next two reporting years.

Held-to-maturity investments are measured at amortised cost with the premium/discount being amortised using the effective interest rate method (actuarial method).

On any indication of impairment, a provision must be booked for the difference between the carrying amount and the estimated recoverable value. The estimated recoverable value is the net present value of future estimated flows, discounted using the loan's initial effective interest rate.

On subsequent improvement, a write-back may be booked against the provision for impairment.

Loans and receivables

The «Loans and receivables category » includes unquoted financial assets which are not intended to be sold and which the institution intends to keep for the long term.

Loans and receivables are recognised at amortised cost, using the effective interest rate method and restated for any possible impairment provisions.

On any indication of impairment, a provision must be booked for the difference between the carrying amount and the estimated recoverable value.

On subsequent improvement, a write-back may be booked against the provision for impairment.

Policies adopted by Attijariwafa bank

Portfolio classification

Attijariwafa bank and other entities excluding insurance companies			
The instruments held in portfolios are currently classified in the following categories:			
HFT	**AFS**	**HTM**	**Loans and**
• Trading and dealing Room portfolios	• Negotiable treasury bills classified in the Investment Portfolio • Bonds and other negotiable debt securities • Long-term investments	• Treasury Bills	• CAM bonds; • CIH bonds;

Securities lending/borrowing and repurchase agreements

Securities temporarily sold under repurchase agreements continue to be recognised in the Group's balance sheet in the category of securities to which they belong. The corresponding liability is recognised under the appropriate debt category except in the case of repurchase agreements contracted by the Group for trading purposes where the corresponding liability is recognised under "Financial liabilities at fair value through profit or loss". Securities temporarily acquired under reverse repurchase agreements are not recognised in the Group's balance sheet. The corresponding receivable is recognised under "Loans and receivables" except in the case of reverse repurchase agreements contracted by the Group for trading purposes, where the corresponding receivable is recognised under "Financial assets at fair value through profit or loss".

Treasury shares

The term "treasury shares" refers to shares issued by the consolidating company, Attijariwafa bank. Treasury shares held by the Group are deducted from consolidated shareholders' equity. Gains and losses arising on such instruments are also eliminated from the consolidated profit and loss account.

Derivatives

Standard:

A derivative is a financial instrument or another contract included in IAS 39's scope of application which meets the following three criteria:

- Its value changes in response to a change in a variable such as specified interest rate, the price of a financial instrument, a price, index or yield benchmark, a credit rating, a credit index or any other variable, provided that in the case of a non-financial variable, the variable must not be specific to any one party to the contract (sometimes known as «the underlying »);
- Requires no initial investment or one that is smaller than would be required for a contract having a similar reaction to changes in market conditions; and
- Is settled at a future data.

A hedging instrument is a designated derivative or, in the case of a hedge for foreign exchange risk only, a non-derivative designated financial asset or liability. The latter's fair value or cash flows are intended to offset variations in the fair value or cash flows of the designated hedged item.

Policies adopted by Attijariwafa bank

Attijariwafa bank does not currently use derivatives for hedging purposes and is not therefore subject to provisions applicable to hedge accounting.

All other transactions involving the use of derivatives are recognised as assets/liabilities at fair value through income.

Embedded derivatives

Standard:

An embedded derivative is a feature within a financial contract whose purpose its to vary a part of the transaction's cash flows in a similar way to that of a stand-alone derivative.

The IAS 39 standard defines a hybrid contract as a contract comprising a host contract and an embedded derivative.

IAS 39 requires that an embedded derivative is separated from its host contract and accounted for as a derivative when the following three conditions are met:

- The hybrid contract is not recognised at fair value;
- Separated from the host contract, the embedded derivative possesses the same characteristics as a derivative;
- The characteristics of the embedded derivative are not closely related to those of the host contract.

IAS 39 recommends that the host contract is valued at inception by taking the difference between the fair value of the hybrid contract (i.e. at cost) and the fair value of the embedded derivative.

Policies adopted by Attijariwafa bank

If there is a material impact from measuring embedded derivatives at fair value, then they are recognised under «Financial assets held at fair value through income ».

Fair value:

IFRS 13 defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in a principal market (or the most advantageous market) at the measurement date based on current market conditions (i.e. an exit price) providing that this price was directly observable or estimated by using an appropriate valuation technique.

IFRS 13 uses a 'fair value hierarchy' which categorises the inputs used in valuation techniques into three levels in order to determine fair value. The hierarchy gives the highest priority to (unadjusted) quoted prices in active markets for identical assets or liabilities (Level 1 inputs) and the lowest priority to unobservable inputs (Level 3 inputs).

Level 1 inputs

Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date. A quoted market price in an active market provides the most reliable evidence of fair value and is used without adjustment to measure fair value whenever available, with limited exceptions (§ 79).

Level 2 inputs

Level 2 inputs are inputs other than quoted market prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.

If the asset or liability has a specified maturity (contractual), a Level 2 input must be observable for almost the entire life of the asset or liability. Level 2 inputs include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in markets that are not active;
- Inputs other than quoted prices that are observable for the asset or liability, for example, interest rates and yield curves observable at commonly quoted intervals, implied volatilities, credit spreads.

Adjustments to Level 2 inputs will vary depending on factors specific to the asset or liability. Those factors include the following: the state or location of the asset, the extent to which inputs relate to items that are comparable to the asset or liability, as well as the volume and the level of activity in the markets within which the inputs are observed.

An adjustment to a Level 2 input that is significant to the entire measurement might result in a fair value measurement categorised within Level 3 of the fair value hierarchy if the adjustment uses significant unobservable inputs.

Level 3 inputs

Level 3 inputs inputs are unobservable inputs for the asset or liability. Unobservable inputs must be used to measure fair value to the extent that relevant observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the asset or liability at the measurement date. However, the fair value measurement objective remains the same, i.e. an exit price at the measurement date from the perspective of a market participant that holds the asset or owes the liability. Therefore, unobservable inputs shall reflect the assumptions that market participants would use when pricing the asset or liability, including assumptions about risk.

Market value is determined by the Group:

- Either from quoted market prices in an active market;
- Or by using a valuation technique based on mathematical models derived from recognised financial theories, which makes maximum use of market inputs.

➥ Case 1: Instruments traded on active markets

Quoted market prices on active markets are the best evidence of fair value and should be used, where they exist, to measure the financial instrument. Listed securities and derivatives such as futures and options, which are traded on organised markets, are valued in this way. The majority of over-the-counter derivatives, such as plain vanilla swaps and options, are traded on active markets. They are valued using widely-accepted models (discounted cash flow model, Black and Scholes model and interpolation techniques) and based on quoted market prices of similar or underlying instruments.

➥ Case 2: Instruments traded on inactive markets

Instruments traded on an inactive market are valued using an internal model based on directly observable or deduced market data.

Certain financial instruments, although not traded on active markets, are valued using methods based on directly observable market data.

Observable market data may include yield curves, implied volatility ranges for options, default rates and loss assumptions obtained by market consensus or from active over-the-counter markets.

Insurance

Standard:

Insurance contracts:

The main provisions for insurance contracts are summarised below:

- May continue to recognise these contracts in accordance with current accounting policies by making a distinction between three types of contract under IFRS 4:

1. Pure insurance contracts;
2. Financial contracts comprising a discretionary participation feature;
3. And liabilities relating to other financial contracts, in accordance with IAS 39, which are recorded under «Amounts owing to customers ».

- Requires that embedded derivatives, which do not benefit from exempt status under IFRS 4, are accounted for separately and recognised at fair value through income;
- Requires a test for the adequacy of recognised insurance liabilities and an impairment test for reinsurance assets;
- A reinsurance cession asset is amortised, by recognising this impairment through income, when and only when:
  - Tangible evidence exists, following the occurrence of an event after initial recognition of the asset in respect of reinsurance cessions, resulting in the cedant not receiving all its contractual cash flows;
  - This event has an impact, which may be accurately assessed, on the amount which the reinsurer is expected to receive from the primary insurer.
- Requires an insurer to keep insurance liabilities on its balance sheet until they are discharged, cancelled, or expire and prohibits offsetting insurance liabilities against related reinsurance assets;
- Requires that a new insurance liability is recorded in accordance with IFRS 4 «Shadow accounting » in respect of policyholders' deferred participation in profits which represents the portion of unrealised capital gains on financial assets to which policyholders are entitled, in accordance with IAS 39.

Policies adopted by Attijariwafa bank:

Insurance contracts:

A liability adequacy test has already been carried out by Wafa Assurance, which appointed an external firm of actuaries to assess its technical reserves.

The provision for fluctuations in claims relating to non-life insurance contracts is to be cancelled.

Investment-linked insurance:

Wafa Assurance

The instruments held in portfolios are currently classified in the following categories:

HFT	AFS	HTM	Loans & receivables
• Portfolio of consolidated UCITS	• Shares and other equity • Investments in SCIs (Panorama) ; • Treasury bills and unquoted debt instruments.	• Not applicable	• Long-term investments

Liabilities provisions:

Standard:

A provision must be booked when :

- the company has a present obligation (legal or implicit) resulting from a past event.
- it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation ; and
- the amount of the obligation can be reliably estimated.

If these conditions are not satisfied, no provision may be recognised.

Under IFRS, when the outflow of expected future economic benefits exceeds one year, it is compulsory to discount the provisions for risks and charges.

Except in the case of combinations, contingent liabilities are not provisioned. When the contingent liability or asset is material, it is compulsory to mention it in the notes to the financial statements.

Policies adopted by Attijariwafa bank:

The Group has analysed all its general provisions and:

• How they are matched to inherent risks;

• Has reviewed how they are measured and booked under IFRS.

Current & deferred taxation:

Standard:

A deferred tax asset or liability is recognised each time that the recovery or payment of an asset or liability's carrying amount will result in an increase or reduction in future tax payments compared to what they would have been previously.

A company will most likely be able to offset a deductible temporary difference against taxable income:

• If it has sufficient taxable temporary differences within the remit of the same tax authority and in relation to the same entity;

• If the company is likely to generate sufficient profit within the remit of the same tax authority and in relation to the same entity;

• Tax management allows it the opportunity to generate taxable income in the related periods.

Deferred taxes may not be amortised under IFRS.

Policies adopted by Attijariwafa bank:

Assessing the probability of generating future taxable income:

Deferred tax assets are not recognised unless it is probable that future taxable income will be generated. This probability can be ascertained by the business projections of the companies in question.

Accounting for deferred tax liabilities in respect of temporary differences relating to intangible assets resulting from business combinations:

A deferred tax liability is recognised for goodwill relating to intangible assets resulting from business combinations even if these intangible assets have an indefinite life.

Accounting for deferred tax assets in respect of deductible temporary differences relating to consolidated investments in affiliates:

A deferred tax asset must be recognised in respect of deductible temporary differences relating to consolidated investments in affiliates when these temporary differences are likely to be resolved in the foreseeable future and when it is probable that taxable profit will be generated.

Possibility of revising Goodwill if a deferred tax asset is identified after the regularisation period allowed under IFRS:

A deferred tax asset, which is not identifiable at the time of acquisition but recognised subsequently, is recognised through consolidated income and Goodwill is restated retrospectively even after the regularisation period expires. The impact of this revision is also recognised through consolidated income.

Deferred taxes recognised initially in equity:

The impact of changes to tax rates and/or tax rules is recognised in equity.

Employee benefits

Standard:

The objective of this Standard is to prescribe the accounting treatment and disclosure for employee benefits. This Standard shall be applied by an employer in accounting for all employee benefits, except those to which IFRS 2 "Share-based Payment" applies. These benefits include those provided:

- Under formal plans or other formal agreements between an entity and individual employees, groups of employees or their representatives;
- Under legislative requirements, or through industry arrangements, whereby entities are required to contribute to national, state, industry or other multi-employer plans; or
- By those informal practices that give rise to a constructive obligation and those where the entity has no realistic alternative but to pay employee benefits.

Employee benefits are contingent considerations of any type provided by an entity for services rendered by members of staff or in the event that their employment is terminated. They comprise 4 categories:

Short-term benefits:

Are employee benefits (other than termination benefits), that are expected to be settled wholly before twelve months after the end of the annual reporting period in which the employees render the related services e.g. wages, salaries and social security contributions; paid annual leave and paid sick leave; profit-sharing and bonuses etc.

When an employee has rendered service to an entity during an accounting period, the entity shall recognise the undiscounted amount of short-term employee benefits expected to be paid in exchange for that service:

• As a liability, after deducting any amount already paid, if applicable; or

• As an expense.

Post-employment benefits:

These are employee benefits which are payable post-employment e.g. retirement benefits, post-employment life insurance and post-employment medical care.

Distinction is made between two types of post-retirement benefit plan:

1. Defined contribution plans: an entity pays defined contributions into a fund and has no other legal or constructive obligation to pay additional contributions if the fund does not have sufficient assets to meet expected benefits relating to services rendered by staff. As a result, actuarial risk and investment risk fall on the employee.

Accounting for defined contribution plans is straightforward because no actuarial assumptions are required to measure the obligation or the expense and there is no possibility of any actuarial gain or loss.

The entity shall recognise the contribution payable to a defined contribution plan in exchange for the service rendered by an employee:

- As a liability, after deducting any amount already paid, if applicable; or
- As an expense.

2. Defined benefit plans: the entity's obligation is to provide the agreed benefits to current and former employees As a result, actuarial risk and investment risk fall on the employee.

Accounting for defined benefit plans is quite complex due to the fact that actuarial assumptions are required to measure the obligation and there is a possibility of an actuarial gain or loss. In addition, the obligations are discounted to their present value as they may be paid several years after the employee has rendered the corresponding service.

A multi-employer plan which is neither a general plan nor a compulsory plan must be recognised by the company as either a defined contribution plan or a defined benefit plan depending on the characteristics of the plan.

Other long-term employee benefits:

Other long-term employee benefits include long-term paid absences, such as long-service or sabbatical leave. They also include jubilee or other long-service benefits such wissam schoghl, long-term disability benefits, profit-sharing, bonuses and deferred remuneration if not expected to be settled wholly before twelve months after the end of the annual reporting period.

In general, the measurement of other long-term employee benefits is usually not subject to the same degree of uncertainty as the measurement of defined benefit plans. Therefore, this standard provides a simplified method which does not recognise re-measurements in other comprehensive income.

Termination benefits:

Termination benefits are employee benefits payable as a result of either an entity's decision to terminate an employee's employment before the normal retirement date or an employee's decision to accept voluntary redundancy in exchange for those benefits.

The entity should recognise a liability and expense for termination benefits at the earlier of the following two dates:

- The date after which it may no longer withdraw its benefits;
- The date at which it recognises the costs of restructuring as required by IAS 37 and envisages the payment of related benefits.

In the case of termination benefits payable following an entity's decision to terminate the employment of an employee, the entity may no longer withdraw its offer of benefits once it has informed the employees in question of the termination plan, which should satisfy the following criteria:

- The measures required to successfully execute the plan would suggest that is it unlikely that major changes would be made to the plan;
- The plan identifies the number of employees to be terminated, the job classifications or functions that will be affected and their locations and when the terminations are expected to occur;
- The plan establishes the terms of the termination benefits in sufficient detail to enable employees to determine the type and amount of benefits they will receive if they are involuntarily terminated.

Measuring obligations:

Method:

Accounting for defined benefit plans requires the use of actuarial techniques to reliably estimate the benefits accruing to employees in consideration for current and past service rendered.

This requires estimating the benefits, demographic variables such as mortality rates and staff turnover, financial variables such as the discount rate and future salary increases that will affect the cost of benefits.

The recommended method under IAS 19 is the "projected unit credit method".

This amounts to recognising, on the date that the obligation is calculated, an obligation equal to the probable present value of the estimated benefits multiplied by the length of service at the calculation date and at the retirement date.

The obligation can be considered as accruing pro-rata to the employee's length of service. As a result, an employee's entitlement is calculated on the basis of length of service and estimated salary at the retirement date.

Policies adopted by Attijariwafa bank:

Attijariwafa bank has opted for a defined contribution retirement benefits plan. Accordingly, no specific accounting treatment is required under IFRS.

In the case of post-employment medical cover, Attijariwafa bank does not have sufficient information to be able to account for its medical cover as a defined benefit plan.

The Group, on the other hand, has booked specific provisions for liabilities to employees including end-of-career bonuses and service awards (Ouissam Achoughl).

Share-based payments

Share-based payments are payments based on shares issued by the Group. The payments are made either in the form of shares or in cash for amounts based on the value of the Group's shares.

Examples of share-based payments include stock options or employee share plans.

Under the subscription terms, employees may subscribe for shares at a discount to the current market price over a specified period. The inaccessibility period is taken into consideration when expensing this benefit.

CONSOLIDATED IFRS BALANCE SHEET at 31 December 2016

(thousand MAD)

ASSETS (under IFRS)	Notes	12/31/2016	12/31/2015
Cash and balances with central banks. the Treasury and post office accounts		14 141 202	12 580 486
Financial assets at fair value through income	2.1	50 454 731	58 297 966
Derivative hedging instruments			-
Available-for-sale financial assets	2.2	35 701 001	33 000 427
loans and advances to credit institutions and similar establishments	2.3	22 625 866	21 179 662
loans and advances to customers	2.4	271 627 179	252 918 815
interest rate hedging reserve			-
held-to-maturity investments		8 015 501	7 916 008
Current tax assets		39 319	395 789
Deferred tax assets		539 849	516 412
Other assets		7 585 194	7 973 730
Participations of insured parties in differed profits	2.2	2 066 502	893 528
Non-current assets held for sale		87 538	98 622
Investments in companies accounted for under the equity method		94 908	102 952
Investment property		2 020 107	1 875 923
Property. plant and equipment	2.5	5 428 512	4 953 082
Intangible assets	2.5	1 683 656	1 708 144
goodwill	2.6	6 655 000	6 667 144
TOTAL ASSETS		**428 766 067**	**411 078 692**

LIABILITIES (under IFRS)	Notes	12/31/2016	12/31/2015
Amounts owing to central banks. the Treasury and post office accounts		160 715	165 236
Financial liabilities at fair value through income	2.7	1 033 814	1 090 129
Derivative hedging instruments		-	-
Amounts owing to credit institutions and similar establishments	2.8	28 282 255	32 511 095
Customer deposits	2.9	286 264 527	274 514 736
Debt securities issued		11 243 383	13 743 666
Interest rate hedging reserve		-	-
Current tax liabilities		709 425	296 624
Deferred tax liabilities		2 340 944	1 782 425
Other liabilities		9 881 260	8 848 300
Liabilities related to non-current assets held for sale		-	-
Insurance companies' technical reserves		25 960 939	23 873 972
General provisions	2.10	1 771 087	1 513 117
Subsidies. public funds and special guarantee funds		141 392	153 865
Subordinated debt		13 565 244	11 356 370
Share capital and related reserves		10 151 765	10 151 765
Consolidated reserves		30 861 381	24 905 872
- Group share		*25 059 651*	*21 420 642*
- Minority interests		*5 801 729*	*3 485 230*
Unrealised deferred capital gains or losses, Group share		744 812	871 352
Net income for the financial year		5 653 125	5 300 168
- Group share		*4 757 421*	*4 501 781*
- Minority interests		*895 705*	*798 387*
TOTAL LIABILITIES		**428 766 067**	**411 078 692**

CONSOLIDATED INCOME STATEMENT UNDER IFRS at 31 December 2016

(thousand MAD)

	Notes	12/31/2016	12/31/2015
interest and similar income	3.1	17 117 126	17 336 355
interest and similar expenses	3.1	5 504 228	5 935 421
NET INTEREST MARGIN		**11 612 899**	**11 400 934**
Fees received	3.2	4 991 813	4 566 042
Fees paid	3.2	573 539	525 758
NET FEE INCOME		**4 418 274**	**4 040 284**
Net gains or losses on financial instruments at fair value through income		3 063 010	2 944 577
Net gains or losses on available-for-sale financial assets		347 472	183 561
INCOME FROM MARKET ACTIVITIES		**3 410 482**	**3 128 139**
income from other activities		7 174 835	6 482 827
Expenses on other activities		6 943 163	6 055 166
NET BANKING INCOME		**19 673 327**	**18 997 018**
general operating expenses		8 246 893	7 959 562
Depreciation, amortisation and provisions		896 005	851 162
GROSS OPERATING INCOME		**10 530 429**	**10 186 295**
Cost of risk	3.3	-2 001 359	-2 217 045
OPERATING INCOME		**8 529 070**	**7 969 250**
Net income from companies accounted for under the equity method		3 538	12 471
Net gains or losses on other assets		54 596	122 573
Changes in value of goodwill		-	
PRE-TAX INCOME		**8 587 204**	**8 104 295**
income tax		2 934 078	2 804 127
NET INCOME		**5 653 125**	**5 300 168**
Minority interests		895 705	798 387
NET INCOME GROUP SHARE		**4 757 421**	**4 501 781**
Earnings per share (in dirhams)		23,37	22,12
Dividend per share (in dirhams)		23,37	22,12

STATEMENT OF NET INCOME AND GAINS AND LOSSES DIRECTLY RECORDED IN SHAREHOLDERS EQUITY at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
NET INCOME	**5 653 125**	**5 300 168**
Asset and liability variations directly recorded in shareholders equity	405 264	-41 481
Translation gains or losses	-368 393	-3 566
Variation in value of financial assets available for sale	785 239	-11 534
Revaluation of fixed assets		
Variations in differed value of derivative coverage instruments		
Items regarding enterprises by equity method	-11 582	-26 380
Total	**6 058 390**	**5 258 687**
Group share	4 399 551	4 486 083
Minority interest share	1 658 839	772 604

TABLE OF SHAREHOLDERS EQUITY VARIATION at 31 December 2016

(thousand MAD)

		Share capital (1)	Reserves (related to share capital) (2)	treasury stock (3)	Reserves and consolidated income (4)	total assets and liabilities entered directly in capital (5)	Share- holders equity group share (6)	Minority interests (7)	Total (8)
Shareholders' equity at 31 december 2014		2 035 272	8 116 493	-2 050 326	26 926 196	493 918	35 521 553	4 880 425	40 401 978
Effect of changes to accounting policies									
Shareholders' equity restated at 31 december 2014		2 035 272	8 116 493	-2 050 326	26 926 196	493 918	35 521 553	4 880 425	40 401 978
Transactions related to share capital					216 227		216 227	70 184	286 411
Share-based payments									
Transactions related to treasury stock									
Dividends					-1 987 034		-1 987 034	-643 595	-2 630 629
Net income					4 501 781		4 501 781	798 387	5 300 168
Variations in assets and liabilities recorded directly in shareholders' equity	(A)					20 262	20 262	-31 796	-11 534
Translation gains and losses	(B)					-9 579	-9 579	6 013	-3 566
Total assets and liabilities entered directly in capital	(A)+(B)					10 683	10 683	-25 783	-15 101
Other variations					-1 346 800		-1 346 800	-796 001	-2 142 801
Perimeter variation					29 131		29 131		29 131
Shareholders' equity at 31 december 2015		2 035 272	8 116 493	-2 050 326	28 339 501	504 600	36 945 541	4 283 617	41 229 157
Effect of changes to accounting policies									
Shareholders' equity restated at 31 december 2015		2 035 272	8 116 493	-2 050 326	28 339 501	504 600	36 945 541	4 283 617	41 229 157
Transactions related to share capital		-			3 545 524		3 545 524	3 560 431	7 105 955
Share-based payments							-		-
Transactions related to treasury stock							-		-
Dividends					-2 213 127		-2 213 127	-3 466 791	-5 679 918
Net income for the period					4 757 421		4 757 421	895 705	5 653 125
Total assets and liabilities entered directly in capital	(C)					-126 541	-126 541	911 780	785 239
Variations in assets and liabilities recorded directly in shareholders' equity	(D)					-219 748	-219 748	-148 645	-368 393
Latent or differed gains or losses	(C)+(D)	-	-	-	-	-346 288	-346 288	763 135	416 846
Other variations				-432 988	-1 542 433		-1 975 421	661 339	-1 314 082
Changes in scope of consolidation							-		-
Shareholders' equity at 31 December 2016		**2 035 272**	**8 116 493**	**-2 483 314**	**32 886 886**	**158 312**	**40 713 649**	**6 697 435**	**47 411 083**

CONSOLIDATED CASH FLOW STATEMENT at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Pre-tax income	**8 587 204**	**8 104 295**
+/- Net depreciation and amortisation of property, plant and equipment and intangible assets	1 045 487	970 533
+/- Net impairment of goodwill and other fixed assets		
+/- Net amortisation of financial assets	2 387	104 831
+/- Net provisions	2 016 267	2 422 800
+/- Net income from companies accounted for under the equity method	-3 538	-12 471
+/- Net gain/loss from investment activities	-541 050	-439 553
+/- Net gain/loss from financing activities		
+/- Other movements	5 360	-129 765
Total non-cash items included in pre-tax income and other adjustments	**2 524 912**	**2 916 376**
+/- Flows relating to transactions with credit institutions and similar establishments	7 729 733	-14 549 064
+/- Flows relating to transactions with customers	-6 982 931	16 854 982
+/- Flows relating to other transactions affecting financial assets or liabilities	7 365 147	-5 564 823
+/- Flows relating to other transactions affecting non-financial assets or liabilities		
- taxes paid	-2 750 907	-3 101 911
Net increase/decrease in operating assets and liabilities	**5 361 042**	**-6 360 817**
Net cash flow from operating activities	**16 473 158**	**4 659 853**
+/- Flows relating to financial assets and investments	5 152 260	-2 609 365
+/- Flows relating to investment property	-144 184	-75 423
+/- Flows relating to plant, property and equipment and intangible assets	-450 941	-671 838
Net cash flow from investment activities	**4 557 134**	**-3 356 626**
+/- Cash flows from or to shareholders	-5 679 918	-2 630 629
+/- Other net cash flows from financing activities	-261 530	930 931
Net cash flow from financing activities	**-5 941 448**	**-1 699 698**
Effect of changes in foreign exchange rates on cash and cash equivalents	**-235 183**	**75 864**
Net increase (decrease) in cash and cash equivalents	**14 853 662**	**-320 606**

	12/31/2016	12/31/2015
Cash and cash equivalents at the beginning of the period	**-997 287**	**-676 681**
Net cash balance (assets and liabilities) with central banks, the treasury and post office accounts	12 415 251	8 707 054
Inter-bank balances with credit institutions and similar establishments	-13 412 538	-9 383 735
Cash and cash equivalents at the end of the period	**13 856 375**	**-997 287**
Net cash balance (assets and liabilities) with central banks, the treasury and post office accounts	13 980 487	12 415 251
Inter-bank balances with credit institutions and similar establishments	-124 113	-13 412 538
Net change in cash and cash equivalents	**14 853 662**	**-320 606**

2.1 Financial assets at fair value through income at 31 December 2016

(thousand MAD)

	Financial assets held for trading	Financial assets at fair value through income
Loans and advances to credit institutions and similar establishments		
Loans and advances to customers		
Financial assets held as guarantee for unit-linked policies		
Securities received under repo agreements	4	
Treasury notes and similar securities	26 501 813	
Bonds and other fixed income securities	**1 470 735**	
· listed securities		
· unlisted securities	1 470 735	
Shares and other equity securities	**21 732 126**	
· listed securities	21 732 126	
· unlisted securities		
Derivative instruments	**622 434**	
Related loans	**127 620**	
Fair value on the balance sheet	**50 454 731**	

2.2 Available-for-sale financial assets at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Securities valued at fair value		
· treasury notes and similar securities	**9 883 761**	**9 843 386**
· Bonds and other fixed income securities	**14 109 426**	**13 088 319**
· listed securities	9 282 366	7 593 569
· unlisted securities	4 827 060	5 494 750
· Shares and other equity securities	**5 371 761**	**3 904 388**
· listed securities	1 260 808	729 269
· unlisted securities	4 110 953	3 175 119
· Securities in non-consolidated affiliates	**8 402 556**	**7 057 863**
total available-for-sale securities	**37 767 504**	**33 893 955**

Available-for-sale financial assets held by Wafa Assurance totalled MAD 19 520 millions at the end of December 2016 vs. MAD 16 987 millions at the end of December 2015.

2.3 Loans and advances to credit institutions and similar establishments

2.3.1 Loans and advances to credit institutions at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Credit institutions		
Accounts and loans	19 771 940	20 585 285
Securities received under repo agreements	2 601 966	18 096
Subordinated loans	6 128	10 849
Other loans and advances	156 761	492 539
Total principal	**22 536 795**	**21 106 768**
Related loans	111 954	99 153
Provisions	22 883	26 260
Net value	**22 625 866**	**21 179 662**
Internal operations		
Regular accounts	4 336 842	7 350 273
Accounts and long-term advances	30 257 528	23 472 375
Related loans	238 458	227 113

2.3.2 Breakdown of loans and advances to credit institutions by geographical area at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Morocco	12 678 146	8 156 760
Tunisia	1 431 985	1 417 177
Sub-Saharan Africa	3 265 557	2 356 124
Europe	2 270 922	6 169 633
Others	2 890 185	3 007 074
Total principal	**22 536 795**	**21 106 768**
Related loans	111 954	99 153
Provisions	22 883	26 260
Net value on the balance sheet	**22 625 866**	**21 179 662**

2.4 Loans and advances to customers

2.4.1 Loans and advances to customers at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Transactions with customers		
Commercial loans	38 769 623	35 193 162
Other loans and advances to customers	200 851 839	184 905 880
Securities received under repo agreements	215 441	27 916
Current accounts in debit	26 930 436	28 171 206
Total principal	**266 767 340**	**248 298 165**
Related loans	1 761 434	1 600 192
Provisions	14 142 848	13 268 149
Net value	**254 385 926**	**236 630 208**
Leasing		
Property leasing	3 280 267	3 333 079
Leasing of movable property, long-term rental and similar activities	14 381 463	13 340 520
Total principal	**17 661 729**	**16 673 599**
Related loans	6 063	1 323
Provisions	426 539	386 316
Net value	**17 241 253**	**16 288 607**
Total	**271 627 179**	**252 918 815**

2.4.2 Loans and advances to customers by geographical area at 31 December 2016

(thousand MAD)

	12/31/2016				12/31/2015			
country	healthy outstandings	impaired outstandings	individual provisions	collective provisions	healthy outstandings	impaired outstandings	individual provisions	collective provisions
Morocco	203 212 978	14 876 802	8 623 017	1 618 762	190 742 015	13 493 447	7 862 235	1 551 774
Tunisia	20 772 700	1 295 822	780 206	84 615	19 995 518	1 458 111	850 310	94 058
Sub-Saharan Africa	39 232 368	3 941 463	2 940 685	512 052	34 209 374	4 039 348	2 797 677	489 268
Europe	720 966	10 930	10 024		212 467	10 873	9 142	-
Others	365 002	39	25		810 611	-	-	-
Total principal	**264 304 014**	**20 125 055**	**12 353 958**	**2 215 429**	**245 969 985**	**19 001 779**	**11 519 364**	**2 135 101**
Related loans	1 767 497				1 601 516			
Net value on the balance sheet	**266 071 511**	**20 125 055**	**12 353 958**	**2 215 429**	**247 571 501**	**19 001 779**	**11 519 364**	**2 135 101**

2.5 Plant, property and equipment and intangible assets at 31 December 2016

(thousand MAD)

	12/31/2016			12/31/2015		
	Gross value	Accumulated amortisation and impairment	Net value	Gross value	Accumulated amortisation and impairment	Net value
Land and buildings	3 152 051	1 250 430	1 901 621	3 056 073	1 185 395	1 870 677
Movable property and equipment	3 264 512	2 556 035	708 477	3 074 951	2 574 665	500 286
Leased movable property	577 741	236 197	341 544	502 570	217 040	285 531
Other property, plant and equipment	5 583 602	3 106 732	2 476 870	5 169 400	2 872 811	2 296 589
Total property, plant and equipment	**12 577 907**	**7 149 395**	**5 428 512**	**11 802 994**	**6 849 911**	**4 953 082**
It software acquired	2 937 827	1 922 763	1 015 064	2 688 223	1 701 553	986 670
Other intangible assets	1 195 376	526 784	668 592	1 254 740	533 267	721 474
Total intangible assets	**4 133 203**	**2 449 547**	**1 683 656**	**3 942 964**	**2 234 819**	**1 708 144**

2.6 Goodwill at 31 December 2016

(thousand MAD)

	12/31/2015	Perimeter variation	Translation gains and losses	Other movements	12/31/2016
Gross value	6 667 144		-12 144		6 655 000
Accumulated amortisation and impairment					
Net value on the balance sheet	**6 667 144**		**-12 144**		**6 655 000**

2.7 Financial liabilities at fair value through income at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Securities pledged under repo agreements	180 037	289 501
Derivative instruments	853 777	800 627
Fair value on the balance sheet	**1 033 814**	**1 090 129**

2.8 Amounts owing to credit institutions at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Credit institutions		
Accounts and borrowings	17 845 337	20 744 187
Securities pledged under repo agreement	10 374 681	11 613 967
Total	**28 220 019**	**32 358 154**
Related debt	62 237	152 941
Value on the balance sheet	**28 282 255**	**32 511 095**
Internal group operations		
Current accounts in credit	2 997 242	6 131 550
Accounts and long-term advances	31 532 745	25 379 247
Related debt	149 019	119 306

2.9 Amounts owing to customers at 31 December 2016

2.9.1 Amounts owing to customers

(thousand MAD)

	12/31/2016	12/31/2015
Ordinary creditor accounts	206 289 781	194 127 296
Savings accounts	60 035 289	64 278 768
Other amounts owing to customers	16 967 469	13 394 138
Securities pledged under repo agreements	1 963 540	1 553 506
Total principal	**285 256 078**	**273 353 707**
Related debt	1 008 449	1 161 029
Value on the balance sheet	**286 264 527**	**274 514 736**

2.9.2 Breakdown of amounts owing to customers by geographical area at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Morocco	211 706 201	202 555 876
Tunisia	23 761 930	23 940 401
Sub-Saharan Africa	44 980 492	42 080 312
Europe	4 598 965	4 249 603
Other	208 490	527 516
Total principal	**285 256 078**	**273 353 707**
Related debt	1 008 449	1 161 029
Value on the balance sheet	**286 264 527**	**274 514 736**

2.10 General provisions at 31 December 2016

(thousand MAD)

	Stock at 12/31/2015	Change in scope	Additional provisions	Write-backs used	Write-backs not used	Other changes	Stock at 12/31/2016
Provisions for risks in executing signature loans	142 363		13 509		24 917	1 669	132 624
Provisions for social benefit liabilities	464 506		95 691	55 094		-4 657	500 446
Other general provisions	906 250		400 765	13 939	153 261	-1 796	1 138 017
General provisions	**1 513 117**		**509 965**	**69 034**	**178 178**	**-4 784**	**1 771 087**

3.1 Net interest margin at 31 December 2016

(thousand MAD)

	12/31/2016			12/31/2015		
	Income	Expenses	Net	Income	Expenses	Net
Transactions with customers	**14 938 444**	**3 552 917**	**11 385 527**	**15 009 389**	**3 734 298**	**11 275 091**
Accounts and loans/borrowings	13 970 399	3 424 520	10 545 879	14 125 333	3 618 959	10 506 374
Repurchase agreements	1 789	128 397	-126 608	3 203	115 338	-112 135
Leasing activities	966 256		966 256	880 853		880 853
Inter-bank transactions	**565 576**	**929 273**	**-363 697**	**670 070**	**1 190 424**	**-520 353**
Accounts and loans/borrowings	564 752	788 160	-223 408	669 219	1 064 629	-395 410
Repurchase agreements	824	141 113	-140 289	852	125 795	-124 943
Debt issued by the group		**1 022 038**	**-1 022 038**	**-**	**1 010 699**	**-1 010 699**
Available-for-sale assets	**1 613 107**		**1 613 107**	**1 656 895**	**-**	**1 656 895**
Total net interest income	**17 117 126**	**5 504 228**	**11 612 899**	**17 336 355**	**5 935 421**	**11 400 934**

3.2 Net fee income at 31 December 2016

(thousand MAD)

	Income	Expenses	Net
Net fees on transactions	**2 249 138**	**75 386**	**2 173 752**
With credit institutions	123 060	59 340	63 720
With customers	1 504 573		1 504 573
On securities	149 770	8 674	141 096
On foreign exchange	71 166	2 021	69 146
On forward financial instruments and other off-balance sheet transactions	400 569	5 352	395 218
Banking and financial services	**2 742 675**	**498 153**	**2 244 522**
Net income from mutual fund management (OPCVM)	358 237	19 738	338 498
Net income from payment services	1 519 225	392 318	1 126 907
Insurance products	10 198		10 198
Other services	855 015	86 097	768 918
Net fee Income	**4 991 813**	**573 539**	**4 418 274**

3.3 Cost of risk at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Additional provisions	**-2 588 392**	**-2 974 926**
Provisions for loan impairment	-2 174 118	-2 594 886
Provisions for signature loans	-13 509	-59 157
Other general provisions	-400 765	-320 882
Provision write-backs	**1 151 439**	**1 557 441**
Provision write-backs for loan impairment	959 322	1 099 667
Provisions write-backs for signature loans	24 917	40 696
Provision write-backs for other general provisions	167 200	417 078
Change in provisions	**-564 405**	**-799 560**
Losses on non-provisioned irrecoverable loans and advances	-58 443	-71 815
Losses on provisioned irrecoverable loans and advances	-556 636	-724 694
Amounts recovered on impaired loans and advances	64 614	85 183
Other losses	-13 939	-88 233
Cost of risk	**-2 001 359**	**-2 217 045**

4. INFORMATION PER CENTER OF ACTIVITIES

Attijariwafa bank's information by business activity is presented as follows:

- **Domestic banking, europe and offshore comprising** Attijariwafa bank SA, Attijariwafa bank Europe, Attijari international bank and holding companies incorporating the group's investments in the group's consolidated subsidiaries;
- **Specialised Financial Subsidiaries** comprising Moroccan subsidiaries undertaking consumer finance, mortgage loan, leasing, factoring and money transfer activities;
- **International Retail Banking** activities comprising Attijari bank tunisie and the banks located in Sub-Saharan Africa;
- **Insurance and property** comprising Wafa Assurance.

(in thousand MAD)

BALANCE SHEET DECEMBER 2016	Domestic banking, europe and offshore	Specialised Financial Subsidiaries	Insurance and property	International Retail Banking	TOTAL
Balance sheet	**267 089 320**	**31 985 181**	**34 082 766**	**95 608 800**	**428 766 067**
Including					
Assets					
Financial assets at fair value through income	42 320 817	194 996	7 199 731	739 187	**50 454 731**
Available-for-sale financial assets	4 317 440	276 010	19 520 402	13 653 652	**37 767 504**
Loans and advances to credit institutions and similar establishments	18 920 591	37 170	66 734	3 601 372	**22 625 866**
Loans and advances to customers	179 392 491	28 627 478	2 832 483	60 774 727	**271 627 179**
Property, plant and equipment	2 535 544	531 760	407 907	1 953 301	**5 428 512**
Liabilities					
Amounts owing to credit institutions and similar establishments	16 602 502	1 209 828		10 469 925	**28 282 255**
Customer deposits	212 649 972	3 762 856	2 039	69 849 659	**286 264 527**
Technical reserves for insurance contracts			25 960 939		**25 960 939**
Subordinated debt	12 770 020	201 299		593 925	**13 565 244**
Shareholders' equity	35 589 561	2 771 993	4 535 909	4 513 619	**47 411 083**

Income statement December 2016	Domestic banking, europe and offshore	Specialised Financial Subsidiaries	Insurance and property	International Retail Banking	Eliminations	TOTAL
Net interest margin	6 798 619	1 057 688	413 670	3 476 460	-133 538	**11 612 899**
Net fee income	2 156 256	913 959	-26 618	1 844 590	-469 913	**4 418 274**
Net banking income	10 601 505	2 324 439	1 435 506	5 807 362	-495 486	**19 673 327**
Operating expenses	4 603 683	822 607	500 514	2 815 574	-495 486	**8 246 893**
Operating income	4 144 697	1 190 529	820 327	2 373 518		**8 529 070**
Net income	2 573 820	749 744	674 937	1 654 624		**5 653 125**
Net income group share	2 549 317	578 748	512 850	1 116 505		**4 757 421**

5. FINANCING COMMITMENTS AND GUARANTEES

5.1 Financing commitments at 31 December 2016

(in thousand MAD)

	12/31/2016	12/31/2015
Financing commitments given	**24 300 960**	**23 822 415**
To credit institutions and similar establishments	741 820	659 745
To customers	23 559 140	23 162 670
Financing commitments received	**2 333 990**	**3 369 783**
From credit institutions and similar establishments	2 333 990	3 369 783
From the State and other organisations		

5.2 Guarantee commitments at 31 December 2016

(in thousand MAD)

	12/31/2016	12/31/2015
Guarantees given	**59 314 248**	**48 657 688**
To credit institutions and similar establishments	10 288 608	8 749 590
To customers	49 025 640	39 908 097
Guarantees received	**39 195 718**	**31 471 698**
From credit institutions and similar establishments	32 988 956	26 760 495
From the State and other organisations providing guarantees	6 206 762	4 711 203

6. OTHER COMPLEMENTARY INFORMATON:

6.1 Certificates of deposit and finance company bonds issued during 2016:

The certificates of deposits outstanding amounted as of December 2016 to MAD 7.8 billion.

During 2016, MAD 4.2 billion has been issued with a maturity comprised between 26 weeks and 5 years and rates between 2.35% and 3.58%.

6.2 Subordinated debts issued during 2016:

• The first subordinated bond loan, issued on 28 June 2016 for an amount of MAD 1 billion, is split up into 10,000 bonds at par value of MAD 100,000 with a maturity comprised between 7 and 10 years. It is divided into six sections, three of which are listed on the Casablanca stock exchange (sections A, B and E), the remaining three being unlisted (sections C, D and F).

The nominal interest rate for A, C, E and F is fixed and stands at 3.34% for A and C including a risk premium of 75 basis points, and at 3.74% for E and F including a risk premium of 90 basis points.

The nominal interest rate applied to B and D is revised annually and stands at 2.66% including a risk premium of 75 basis points.

The global income from subscription to the six sections is summarized in the below table :

(in thousand MAD)

	Section A	Section B	Section C	Section D	Section E	Section F
Montant retenu	-	-	1 200	240 800	100 000	658 000

• The second subordinated bond loan, issued on 23 December 2016 for an amount of MAD 1.5 billion, is split up into 15,000 bonds at par value of MAD 100,000 with a maturity of 7 and 10 years. It is divided into eight sections, four of which are listed on the Casablanca stock exchange (sections A, B, E and F), the remaining four being unlisted (sections C, D, G and H).

The nominal interest rate for A, C, E and G is fixed and stands at 3.44% for A and C including a risk premium of 65 basis points. The interest rate is comprised between 3.72% and 3.82% for E and G including a risk premium between 70 and 80 basis points.

The nominal interest rate applied to B, D, F and H is revised annually and stands at 2.81% for B and D including a risk premium of 55 basis points. The interest rate is comprised between 2.91% and 3.01% for F and H including a risk premium between 65 and 75 basis points.

The global income from subscription to the eight sections is summarized in the below table:

(in thousand MAD)

	Section A	Section B	Section C	Section D	Section E	Section F	Section G	Section H
Montant retenu	50 000		200 000	1 250 000	-	-	-	-

The third perpetual subordinated bond loan, issued on 23 December 2016 for an amount of MAD 500 million, is split up into 5,000 bonds at par value of MAD 100,000. It is divided into two unlisted sections.

The nominal interest rate for A is revised every 20 years and stands at 5.73% including a risk premium of 200 basis points.

The nominal interest rate applied to B is revised annually and stands at 3.96% including a risk premium of 170 basis points.

The global income from subscription is summarized in the table below :

(in thousand MAD)

	Section A	Section B
Amount withheld	50 000	450 000

The fourth subordinated bond loan, issued by Attijari bank Tunisie on 20 June 2016 for an amount of TND 60 million, is split up into 600,000 bonds at par value of TND 100 and divided into Section A with a maturity of 5 years and a fixed rate of 7.4%.

6.3 Capital and income per share

6.3.1 Number of shares and par values

As of 31 December 2016, Attijariwafa bank's capital amounted to MAD 2,035,272,260 and made of 203,527,226 shares at a nominal value of MAD 10.

6.3.2 Attijariwafa bank shares held by the Group

As of 31 December 2016, Attijariwafa bank Group hold 13,456,468 shares representing a global amount of MAD 2,483 million deducted from the consolidated shareholders equity.

6.3.3 Par share Income

The bank has not dilutive instruments in ordinary shares. Therefore, the diluted income per share is equal to the basic income per share.

(in MAD)

	31 December 2016	31 December 2015
Earnings per share	23.37	22.12
Diluted earnings per share	23.37	22.12

6.4 Business combination

Attijariwafa bank and its main shareholder, SNI, have formed an alliance in the insurance business and become co-shareholders holding equal shares of Wafa Assurance. This operation gave Attijariwafa bank the necessary capital for its international development.

In addition, this operation, which had a positive impact on Attijariwafa bank's additional Tier 1 ratio of 166 basis points, enables the Group to prepare for regulatory developments under the Basel 3 framework and to strengthen its capital adequaty ratios, taking into account the ongoing external growth projects.

The transaction is carried out by acquiring 50% of SNI's stake in the capital of the holding company OGM, which holds 79.29% of Wafa Assurance. The valuation of OGM was carried out on the basis of a price per share of Wafa Assurance of 3,250 dirhams, corresponding to a P/B ratio of 2,32x. This price was determined on the basis of a multi-criteria valuation carried out by a leading international bank.

6.5 Risk Management

Modern and efficient risk management

Organisation and objectives of risk management

Attijariwafa bank's approach to risk management is based on professional and regulatory standards, international guidelines as well as recommendations made by supervisory authorities. Risks are managed centrally by the Global Risk Management division, which operates independently of the bank's other divisions and business lines and reports directly to the bank's Chairman and Chief Executive Officer.

The main objective of Global Risk Management (GRM) is to ensure coverage and supervision of all risks associated with the Group's business activities so that they may be measured and monitored. The GRM's entities are presented as follows: Credit Risk, Market Risk, Operational Risk and Country Risk.

I- Credit risk

The credit or counterparty risk corresponds to the risk of total or partial default by a counterparty with whom the bank has entered into either on- or off-balance sheet commitments.

The Counterparty Risk unit, whose primary role is to :

1. Upstream :
- analyse and investigate requests for the assumption of risk submitted by the bank's various sales teams ;

2. Downstream :
- examine all loan commitments on a regular basis and weekly authorization and utilization statements, identify limit overruns and work closely with the entities within the network to recover these amounts.

Credit policy:

Attijariwafa bank's credit policy is based on some principles such as: Ethics and compliance, Risk independence, Risk Responsibility, Collegial decision-making, Monitoring and Appropriate returns.

The Group regularly examines potential M&A opportunities by analysing prospective counterparty diversification, segment diversification and geographical distribution and takes corrective actions when required.

Procedures:

The Group's decision-making processes relating to its lending activities are based on a set of delegations, which involves obtaining the approval of an appointed representative of the risk management function.

Delegations of powers vary depending on the level of risk, in accordance with internal ratings and the specific characteristics, of each business line.

Credit proposals must adhere to the principles set forth within the general credit policy. Any exception must be referred to the next higher level in the hierarchy.

The procedure for granting loans is broken into stages. After an initial evaluation of the contact's finances at the sales level, a credit proposal is sent to the Global Risk Management division. A second, in-depth assessment is then carried out before any decision is taken.

The loan approval process for related legal entities follows, the same rules and procedures as those applied for other customers.

The main types of guarantees or collateral accepted by the bank are evaluated together with the credit proposal itself.

This assessment is made on the basis of a number of elements of information and documents submitted as part of the process for evaluating the credit proposal.

Adopting a preventive stance, the Credit Risk Surveillance and Control Unit monitors the health and quality of the bank's commitments on a permanent basis.

As a key element in the risk management process, this preventive approach involves anticipating any decline in risk quality and making the appropriate adjustments.

II- Market risk

Market risk is the risk of losses associated with interest rates, forex, liquidity, etc.

The main responsibilities of the Market Risk unit are to detect, analyse and monitor the bank's interest rate and foreign currency positions, to optimise these positions through formal authorisations and to remain vigilant with regard to any departure from these positions.

The risk management process comprises four main stages involving the participation of several Group functions: risk identification, risk measurement, risk monitoring and risk control.

The main market risks are:

- **Interest rate risk**: Interest rate risk relates to the risk of fluctuations in either the value of positions or future cash flows arising from a financial instrument due to changes in market rates of interest.
- **Foreign exchange risk**: Foreign exchange risk relates to the risk of fluctuations in a position or a financial instrument due to changes in foreign exchange rates.
- **Equity risk**: Equity risk results from fluctuations in the value of a portfolio of equities due to adverse market trends in share prices.
- **Commodity risk**: Commodity risk is engendered by fluctuations in positions due to adverse changes in commodity prices in the various markets where the bank is active.
- **Settlement/delivery risk**: Settlement/delivery risk is engendered when two unsecured assets (currency, securities etc.) are simultaneous exchanged. This risk is due to the concomitance of securities or cash flows traded between the bank and its counterparty.

In terms of management

In order to control these risks, limits are set by the Market Risk Committee for each type of exposure over a one-year period, but they may be revised in accordance with the requirements of individual product lines or to take into account changes in market conditions.

The market risk committee has implemented a stop loss system for each product (interest rate, forex, equities etc.). This system triggers the automatic closing of a position if a trader reaches the ceiling set by the committee in terms of maximum losses.

In another area, and in order to satisfy regulatory requirements for reporting, Attijariwafa bank has acquired an IT solution that meets both internal and regulatory needs with regard to calculating capital adequacy for market risk.

Value at risk (VaR)

Attijariwafa bank's VaR covers dirham-denominated interest rate risk, foreign exchange risk in the spot and forward markets as well as equity risk.

This model is made available through an in-house application based on the RiskMetrics method developed by JP Morgan.

Each day, Global Risk Management produces a detailed report retracing all VaR calculations and providing a trend analysis, with a verification of regulatory and internal limits.

Back-testing

The model allows for back-testing, a technique used to test the model's validity for calculating VaR. This involves assessing the relationship between the estimates of potential loss provided by the VaR model and the actual profits and losses realised by the bank's traders.

III- Operational risk

Operational risk is defined by Bank Al-Maghrib as "the risk of losses resulting from inadequacies or failures relating to internal processes, personnel or systems, or to external events". This definition includes legal risks, but excludes strategic risk and the risk of damage to the Group's reputation.

Risk can be represented as the link between a triggering event (the cause) and a failure (the outcome), which may or may not be associated with financial or other consequences.

The central unit known as ROJIH (Operational, Legal, Information System and Human Risks), which reports to Global Risk Management, has implemented an operational risk management system within 23 of the bank's business lines and subsidiaries. This system has allowed the bank to draw up a consolidated risk map by business line.

Operational risk mapping:

During the fiscal year 2016, The operational risk map for 2016 is identical to that for 2015, with 656 risks identified, 161 risks to be managed, and 27 "unacceptable or critical" risks.

IV - Business continuity plan:

In compliance with the BCP's policy for maintaining operating conditions, all BCP provisions for the bank's priority business lines were updated in 2016.

BCP correspondents have been made aware of the importance of their roles in the event of a crisis, particularly during a logistics backup and transition to fail-soft mode until a return to normal for the affected business activity.

The organization of BCP workshops and the presentation of a dedicated package for Moroccan and African banking subsidiaries allowed Group BCP to consolidate and to improve management skills for business continuity. Large-scale BCP tests have been carried out successfully by the Wafasalaf, Wafabail, and Wafa IMA subsidiaries.

Following a similar process, refurbishment of the backup trading floor was completed in 2016, as were BCP tests for business-line qualifications in investment banking.

Internationally, the bank's business continuity managers provided satisfactory responses to various questions with regard to the operational maturity of the bank's BCP, specifically Bank of America, J.P. Morgan, Intesa Sanpaolo, etc.

Risk management:

The International Retail Banking (IRB) risk unit continued its efforts to integrate the risk division in order to support the bank's commercial development and to prepare for the broadening of the regulatory framework of cross-border risks. In addition, consolidation efforts with regard to policies for country-risk management were stepped up in order to encourage international banking business.

I- The integration of the IRB Risk division:

The new structure of the GRM Group division has strengthened the risk management as a vehicle for development and anchored the risk vision at the heart of the management approach. Thanks to this reorganization, the Risk Management & Reporting Unit integrated the whole risk sector dedicated to the IRB from granting to monitoring by integrating the country risk management as a fundamental component of the exposure to international risks.

Similarly, the individual assessment by counterparty approach was supported by a comprehensive approach (Portfolio, subsidiary and country) for wider risk assessment.

These efforts went beyond the risk framework and provided for dynamic management in close collaboration with banking subsidiaries. In particular, the focus was on periodic reviews of countries and subsidiaries and support within the commercial structures.

In addition, the adoption of lending policies and the gradual rollout of credit ratings helped to consolidate the alignment of banking subsidiaries with central standards.

II- The deepening of the regulatory framework of cross-border risks:

Given the growing importance of cross-border outstandings in the balance sheet of the bank, the regulator has significantly enhanced the regulatory framework for this type of risk. Faced with this new dynamics, GRM Group has responded to the new prudential requirements through:

- Participating in the first risks review requested by the body of supervisors of the different host countries;
- Participating in the on-site inspection missions carried out jointly by Bank Al Maghrib and the CBWAS Bank Commission both at the subsidiary and central levels;
- Providing the new regulatory report dedicated to country risks.

Regulations have been strengthened with regard to the declassification of liabilities in the EMCCA zone. The regulations now go beyond the standard notion of default (frozen and outstanding payments) to the broader definition of the Basel Committee (unrecovered overruns and expired authorisations).

The IRB loan-audit unit has already integrated these warnings into its catalogue of alerts and updates for the loan portfolio.

III- The strengthening of country risk management system:

The Country Risk Unit devised, with the help of an external consultant, a study aimed to automate the management of country risk. This study focused on:

- the diagnosis of the current system and its relevance to the regulatory requirements while identifying the evolution actions using an international benchmark;
- the development of a conceptual model for optimal management of country risk (function blocks and dedicated IT system) for an IT implementation with an extension of the system to foreign subsidiaries, based on a gradual approach.

The dynamics of strengthening the regulatory framework and the implementation of the new structure, had the combined effect of allowing a strengthening of the IRB risk monitoring and consolidation of the country risk management system.

A- Counterparty risk monitoring at Group level:

The activity that was carried out before in a fragmented manner, takes place today in the IRB Risks Unit with a wider spectrum:

A1: A monthly monitoring of assets quality of each African subsidiary by IRB commitments Audit department that acts as a controller of the 2nd level, and identifies, in an early and contradictory manner, any deterioration in counterparty risk. The operational effectiveness of this control will be enhanced with direct access to information;

A2: A quarterly macro monitoring in order to support the development of activities and ensure a healthy and profitable commercial development, without concentration risk at portfolio commitments level, while ensuring strict compliance with regulations.

The development of bank subsidiaries quarterly report will allow the development of a real scan of those entities insofar as it is fundamentally oriented towards early identification of risk areas and formulation of mitigation measures.

B- The consolidation of country risk management system:

The implementation of the Bank's growth strategy at the international level as well as the provisions of the Directive 1/G/2008 of Bank Al Maghrib have motivated the development of a country risk management system in relation to the continually growing importance of the International level in our group's global exposure. This system is based on the following:

B1: Country risk general policy: Country risk general policy is governed by a charter whose aim is to determine a framework for those activities which expose the bank to international risk in terms of risk structuring, management, monitoring and surveillance.

With the international expansion of banking operations due to the fact that economies are more and more globalised and interconnected, country risk has become a major component of credit risk. Counterparty risk is governed by the Attijariwafa bank's general credit policy while country risk is governed by the present charter.

Country risk general policy measures are applicable to international risks on a permanent basis at both parent and subsidiary levels. They may be updated when economic and financial circumstances change.

These measures may be complemented by specific policies relating to certain activities (sovereign debt) or to any of the bank's units. They are also accompanied by credit risk guidelines revised periodically.

Country risk general policy is subject to approval by decision-making bodies of the bank.

B2: Methodology for identifying and appraising international risks: Attijariwafa bank undertakes banking and banking related activities in its domestic market and in foreign countries through subsidiaries and in some cases branches. Thus, its exposure to international risks encompasses all types of commitment made by the bank in its capacity as creditor towards non-resident counterparties both in dirhams and foreign currencies.

At the end of December 2015, AWB's cross-border risks amounted to MAD 26,770 thousand. Trade Finance operations accounted for 56% of total cross-border risks, followed by foreign-asset transactions (42%). These figures reveal the bank's international ambitions in a context of Morocco's opening to the global economy.

B3: methodology for calculating and restating country-risk exposure on the basis of the risk-transfer principle, which identifies regions and countries to which exposure is high (in value and percentage of the bank's equity) and maps the corresponding risks.

The bank's exposure to the MENA, WAEMU and CAEMC regions is represented by the acquisitions of banking subsidiaries as growth drivers for the bank's African development strategy.

According to the internal country-scoring system (vulnerability index), exposure to countries with average and above-average risk amounted to 38%.

B4: Consolidation rules for country risk exposure providing an analysis of each subsidiary's commitments by country as well as those of the parent company and an overall perspective of the Group's total commitments.

B5: Development of an internal country scoring system reflecting a country's vulnerability. The overall grade is based on a multicriteria assessment approach combining:

1. An economic risk sub-score based on macroeconomic indicators such as the public budget balance, external debt, foreign exchange reserves and GDP, providing an overview of a country's economic solidity;
2. A financial risk sub-score based on macroeconomic indicators such as external debt, debt service obligations, foreign exchange reserves and current account balance, providing an overview of a country's liquidity situation;
3. A market risk sub-score based primarily on credit default swaps as protection against issuer default and therefore as an indicator of a country's default probability;
4. A political risk sub-score reflecting a country's vulnerability to political instability; this indicator is based on a multi-criteria assessment approach combining the integrity of the judicial system, administration and bureaucracy, the redistribution of wealth by analysing the poverty rate, the Democracy Index and ease of Doing Business index.

The resulting internal country score is the algebraic sum of the above sub-scores and is graded on a scale of 1 to 5, 1 representing an excellent risk profile and 5 representing a highly vulnerable risk profile.

B.6: publication and circulation of a weekly country-risk report. The report summarizes the previous week's key events (changes in ratings by agencies, etc.) with "World" updates of the bank's internal ratings, CDS and country ratings by ratings agencies and others (e.g. Standard & Poor's, Moody's, Fitch, Coface, OCDE).

B.7: allocation of limits, measured on the basis of the country-risk profile and the bank's equity. The limits are defined by region, country, sector, activity, maturity, etc.

B.8: monitoring and oversight to ensure compliance with limits through ad hoc reporting.

B.9: provisioning for country risk on the basis of deterioration in any country to which the bank has exposure (occurrence of risk, debt rescheduling, default, debt-relief measures, etc.).

B.10: stress testing, an exercise designed to determine the bank's capacity to withstand extreme risk (occurrence of political risk in Tunisia and Ivory Coast) and to measure the resulting impact on capital and profitability.

Stress tests are conducted every six months in compliance with regulatory requirements, and every time there are changes to the bank's country-risk exposure or when otherwise required by the Group.

V- Risk Management

The GGRM is equipped with a unit dedicated to Risk Management systems. This unit is focused on applying industry best practices in risk management, in compliance with Basel II.

This unit is also responsible for creating and monitoring rating models at the Group level, mapping ratings, and continually improving risk management.

As part of the procedure for transitioning to the advanced processes required by the central bank (BAM) and by bank management, a Basel II framework has been implemented under the aegis of Risk Management. The framework is based on risk capture (default database), a company ratings system (updated in 2010), a Group third-party database, a data warehouse for risk management, and a procedure for operational application of ratings on the process level.

Internal credit rating system:

Attijariwafa bank's internal credit rating system serves as an aid in the assessment of risks, in the credit decision process and in the monitoring of risks. It is one of the tools used to detect a decline or improvement in risk quality at each regular portfolio review.

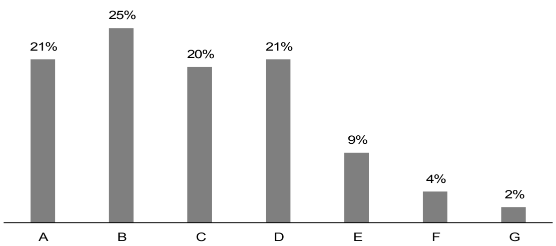
In 2010, the Group rolled out a new internal rating model at the level of the bank's information system in line with Basel II requirements.

This model designed for the assessment of corporate banking customers takes into account qualitative and behavioural elements, in addition to financial information. It covers most of the bank's loan commitments. The design of the new model relies on the analysis of uniform categories of risk and statistically recognised analyses.

This rating system is based chiefly on the concept of a counterparty rating, corresponding to the counterparty's probability of default within one year. This rating is assigned to a risk class in the rating scale, which consists of eight risk classes including one in default (A, B, C, D, E, F, G and H).

Attijariwafa bank risk class	Description
A	Very good
B	Good
C	Fairly good
D	Average
E	Mediocre
F	Poor
G	Very Poor
H	Default

The table below provides a breakdown of the bank's commitments by risk class:



Rating the retail segment (very small enterprises, self-employed professionals, retail customers, etc.)

Underpinned by the time-tested expertise of the bank's risk managers, technological advances, and statisticians, Risk Management continues to fine-tune the retail-segment rating models it first introduced in 2014. These models provide the foundation for decision-support tools based on quantitative and qualitative data as well as on customer behavior, and they allow for more standardized decision making and risk control.

After three years of actual use of the rating models (very small enterprises and professionals), the models were backtested and areas for improvement were identified. The new versions of the models feature improved predictive power enhanced by new data blocks such as external data (CBR type) and utility data (card-use patterns for payment and cash withdrawal). This process conforms completely to the notion of Big Data and is designed to improve the level of decision support for the benefit of risk managers.

The process for rating self-employed professionals was also improved in 2016, in order to fully integrate this client segment into the global system implemented by the bank. This confirms the Group's strategic commitment to solidly finance its retail-customer business.

Advances in Basel II

1. Reform of corporate rating models

In view of improving ratings models and adapting them to the bank's portfolio, corporate rating models (SME and large companies) were overhauled in 2016 by integrating the experience of risk managers and the results of statistical stress tests. These measures improved the models' predictive power.

The implementation of new models using easily adaptable software will be effective in 2017, in compliance with the requirements of Basel II and the new IFRS 9.

2. Real Estate Development & Finance Project segment

A ratings system for real-estate development projects was implemented in 2014, on the basis of qualitative and quantitative variables assessed by expert valuation.

Highlights of 2016 included the launch of an overhaul of the ratings model for projects and the implementation of a model for developers, the latter with the help of an international firm. The guiding principle was to favor a dynamic approach for project ratings that take the project's life cycle into account.

The rating of the Project Finance segment will be carried out in this mission's second stage. Priority is given to the energy sector.

3. Subsidiaries

The expansion of the internal ratings system is under way or finalized, both for Moroccan and international subsidiaries, particularly the SIB in Ivory Coast and Attijari bank in Tunisia.

One of the key concerns of GGRM is how to help Group subsidiaries. Ratings systems for international subsidiaries are currently being deployed. A ratings system was deployed at the ABT (Tunisia) site in 2014, and a new ratings system at SIB (Ivory Coast) is currently being completed. The ratings system for other subsidiaries will be expanded in 2017.

In collaboration with the Wafabail subsidiary, the Risk Management unit has developed a risk-management ratings model for asset purchases. This system is designed to assess asset impairment where assets are being sold for customers that have been declared contentious. The model is based on the asset's intrinsic information and on qualitative information about the debtor.

A ratings project has been launched for Attijari Factoring. The project will provide the subsidiary with a ratings system to assess credit risk in its factoring business.

4. Collection and loss model

A global effort for the implementation of a payment-collection system is now under way. It gives priority coverage to operating needs, but also provides a loss basis for LGD modeling .

VI- Asset-Liability Management

The ad hoc ALM Committee is responsible for the bank's ALM policy for structural financial risks relating to interest rates, liquidity, and foreign exchange.

The committee sets guidelines for balance sheet management and for global management of ALM risks incurred.

The ALM Committee regularly reviews risk-management procedures, whose implementation is discussed at the ALM Committee's quarterly meetings.

The ALM Committee is authorized at the parent level to perform the following key duties:

- static and dynamic balance sheet analyses;
- review and assessment of liquidity, interest rate, and exchange rate risks;
- proactive modeling and forward-looking guidance for regulatory solvency ratios;
- preparation, validation, and management of action plans for the next reporting period, particularly as regards:
  - medium and long-term financing and investment policy;
  - commercial guidelines concerning maturities (short, intermediate, and long) and rates (price structure, types of rates, invoicing of options, etc.);
  - all other plans for active hedging or reduction of risks related to liquidity, interest rates, and exchange rates, and for compliance with BAM requirements (regulatory solvency ratios).
- updating and back-testing for robustness of ALM models and assumptions;
- support and monitoring of ALM performance indicators for the bank and its subsidiaries.

6.6 Scope of consolidation

name	Sector of activity	(A)	(B)	(C)	(D)	country	Method	% control	% interest
Attijariwafa bank	Bank					Morocco	Top		
ATTIJARIWAFA EUROPE	Bank					France	IG	99.78%	99.78%
ATTIJARI INTERNATIONAL BANK	Bank					Morocco	IG	100.00%	100.00%
COMPAGNIE BANCAIRE DE L'AFRIQUE DE L'OUEST	Bank					Senegal	IG	83.07%	83.01%
ATTIJARIBANK TUNISIE	Bank					Tunisia	IG	58.98%	58.98%
LA BANQUE INTERNATIONALE POUR LE MALI	Bank					Mali	IG	51.00%	51.00%
CREDIT DU SENEGAL	Bank					Senegal	IG	95.00%	95.00%
UNION GABONAISE DE BANQUE	Bank					Gabon	IG	58.71%	58.71%
CREDIT DU CONGO	Bank					Congo	IG	91.00%	91.00%
SOCIETE IVOIRIENNE DE BANQUE	Bank					Ivory Coast	IG	75.00%	75.00%
SOCIETE COMMERCIALE DE BANQUE CAMEROUN	Bank					Cameroon	IG	51.00%	51.00%
ATTIJARIBANK MAURITANIE	Bank					Mauritania	IG	80.00%	53.60%
BANQUE INTERNATIONALE POUR L'AFRIQUE AU TOGO	Bank					Togo	IG	55.00%	55.00%
WAFA SALAF	Consumer credit					Morocco	IG	50.91%	50.91%
WAFA BAIL	Leasing					Morocco	IG	97.83%	97.83%
WAFA IMMOBILIER	Real estate loans					Morocco	IG	100.00%	100.00%
ATTIJARI IMMOBILIER	Real estate loans					Morocco	IG	100.00%	100.00%
ATTIJARI FACTORING MAROC	Factoring					Morocco	IG	100.00%	100.00%
WAFA CASH	Cash activities					Morocco	IG	100.00%	100.00%
WAFA LLD	long-term rentals					Morocco	IG	100.00%	100.00%
ATTIJARI FINANCES CORP.	investment bank					Morocco	IG	100.00%	100.00%
WAFA GESTION	Asset management					Morocco	IG	66.00%	66.00%
ATTIJARI INTERMEDIATION	SM intermediation					Morocco	IG	100.00%	100.00%
FCP SECURITE	Dedicated mutual funds					Morocco	IG	39.65%	39.65%
FCP OPTIMISATION	Dedicated mutual funds					Morocco	IG	39.65%	39.65%
FCP STRATEGIE	Dedicated mutual funds					Morocco	IG	39.65%	39.65%
FCP EXPANSION	Dedicated mutual funds					Morocco	IG	39.65%	39.65%
FCP FRUCTI VALEURS	Dedicated mutual funds					Morocco	IG	39.65%	39.65%
WAFA ASSURANCE	insurance					Morocco	IG	39.65%	39.65%
BCM CORPORATION	holding Company					Morocco	IG	100.00%	100.00%
OGM	holding Company					Morocco	IG	50.00%	50.00%
ANDALUCARTHAGE	holding Company					Morocco	IG	100.00%	100.00%
KASOVI	holding Company					Mauritius	IG	100.00%	100.00%
SAF	holding Company					France	IG	99.82%	99.82%
FILAF	holding Company					Senegal	IG	100.00%	100.00%
CAFIN	holding Company					Senegal	IG	100.00%	100.00%
ATTIJARI AFRIQUE PARTICIPATIONS	holding Company					France	IG	100.00%	100.00%
ATTIJARI MAROCO-MAURITANIE	holding Company					France	IG	67.00%	67.00%
ATTIJARI IVOIRE	holding Company		(2)			Morocco	IG	100.00%	100.00%
MOUSSAFIR	hospitality industry					Morocco	MEE	33.34%	33.34%
ATTIJARI SICAR	risk capital					Tunisia	IG	69.06%	40.73%
PANORAMA	real estate company					Morocco	IG	39.65%	39.65%
SOCIETE IMMOBILIERE TOGO LOME	real estate company					Togo	IG	100.00%	100.00%

(A) Movements occurring in first half of 2015
(B) Movements occurring in second half of 2015
(C) Movements occurring in first half of of 2016
(D) Movements occurring in second half of 2016

1 - Acquisition
2 - Creation, crossing threshold
3 - Entry into IFRS perimeter
4 - Disposal
5 - Deconsolidation
6 - Merger between consolidated entities
7 - Change in method - Proportional integration to global integration
8 - Change in method - Global integration to equity method
9 - Change in method - Equity method to global integration
10 - Change in method - Global integration to propotional integration
11 - Change in method - Equity method to proportional integration
12 - Reconsolidation

1. Presentation

Attijariwafa bank is a Moroccan company governed by common law. The financial statements comprise the accounts of head office as well as branches in Morocco and overseas, including the branch offices in Brussels. Material intra-group transactions and balances between Moroccan entities and overseas branches have been eliminated.

2. General principles

The financial statements are prepared in accordance with generally accepted accounting principles applicable to credit institutions.

The presentation of Attijariwafa bank's financial statements complies with the Credit Institution Accounting Plan.

3. Loans and signature loans

General presentation of loans

- Loans and advances to credit institutions and customers are classified according to their initial maturity and type:
  - Sight and term loans in the case of credit institutions;
  - Short-term loans, equipment loans, consumer loans, mortgage loans and other loans for customers.
- Signature loans accounted for off-balance sheet relate to transactions which have not yet given rise to cash movements such as irrevocable commitments for the undrawn portion of facilities made available to credit institutions and customers or guarantees given;
- Repo transactions, involving shares or other securities, are recorded under the different loan categories (credit institutions or customers);
- Interest accrued on these loans is recorded under related loans and booked to the income statement.

Non-performing loans on customers

- Non-performing loans on customers are recorded and valued in accordance with prevailing banking regulations.

The main measures applied are summarised as follows:

- Non-performing loans are classified as sub-standard, doubtful or impaired depending on the level of risk;

After deducting the guarantee portion as required by prevailing regulations, provisions for non-performing loans are made as follows:

- 20% for sub-standard loans;
- 50% for doubtful loans;
- 100% for impaired loans.

- Provisions made relating to credit risks are deducted from the asset classes in question. As soon as loans are classified as non-performing, interest is no longer accrued but is recognised as income when received;
- Losses on irrecoverable loans are booked when the possibility of recovering the non-performing loans is deemed to be zero;
- Provisions for non-performing loans are written-back on any positive development in respect of the non-performing loans in question, such as partial or full repayment or a restructuring of the debt with partial repayment.
- The bank has written off non-performing loans using provisions set aside for this purpose.

4. Amounts owing to credit institutions and customers

Amounts owing to credit institutions and customers are presented in the financial statements according to their initial maturity and type:

- Sight and term borrowings in the case of credit institutions;
- Current accounts in credit, savings accounts, terms deposits and other customer accounts in credit in the case of customers.

Repo transactions, involving shares or other securities, are recorded under the different loan categories (credit institutions or customers), depending on the counterparty;

Interest accrued on these loans is recorded under related borrowings and booked to the income statement.

5. Securities portfolio

5.1. General presentation

Securities transactions are booked and valued in accordance with the Plan Comptable des Etablissements de Crédit.

Securities are classified as a function of their legal characteristics (debt security or equity security) and the purpose for which they are acquired (trading securities, available-for-sale securities, investment securities and investments in affiliates).

5.2. Trading securities

Trading securities are securities which are highly liquid and are acquired with the intention of being resold in the very near future. These securities are recorded at cost (including coupon). At the end of each period, the difference between this value and their market value is recognised directly in the income statement.

5.3. Available-for-sale securities

Available-for-sale securities are securities acquired with the intention of being held for at least 6 months, except for fixed income securities intended to be held until maturity. AFS securities comprise all securities that do not satisfy the criteria required to be classified in another category.

Debt securities are booked excluding accrued interest. The difference between their purchase price and redemption price is amortised over the security's remaining life.

Equities are recorded at cost less acquisition expenses.

At the end of each period, a provision for impairment is made for any negative difference between a security's market value and carrying amount. Unrealised gains are not booked.

5.4. Investment securities

Investment securities are debt securities which are acquired, or which come from another category of securities, with the intention of being held until maturity for the purpose of generating regular income over a long period.

These securities are recorded at cost less acquisition expenses. The difference between their purchase price and redemption price is amortised over the security's remaining life.

At the end of each period, these securities are recorded at cost,

regardless of their market value. Unrealised profit or loss is therefore not recognised.

5.5. Investments in affiliates

This category comprises securities whose long-term ownership is deemed useful to the Bank.

At the end of each period, their value is estimated on the basis of generally accepted criteria such as useful value, share of net assets, future outlook for earnings and share price. Only unrealised losses give rise to provisions for impairment on a case-by-case basis.

5.6. Repos with physical delivery

This category comprises securities which are expected to be useful to the bank if held over the long term.

At the end of each period, their value is estimated on the basis of generally accepted criteria such as useful value, share of net assets, future outlook for earnings and share price. Only unrealised losses give rise to provisions for impairment on a case-by-case basis.

6. Foreign currency-denominated transactions

Foreign currency-denominated loans, amounts owing and signature loans are translated into dirhams at the average exchange rate prevailing on the balance sheet date.

Any foreign exchange difference on contributions from overseas branches and on foreign currency-denominated borrowings for hedging exchange rate risk is recorded in the balance sheet under "Other assets" or "Other liabilities" as appropriate. Any translation difference arising on translation of long-term investment securities acquired in a foreign currency is recorded as a translation difference for each category of security in question.

Any foreign exchange difference on any other foreign currency account is posted to the income statement. Income and expenses in foreign currency are translated at the exchange rate prevailing on the day they are booked.

7. Translation of financial statements drawn up in foreign currencies

The «closing rate» method is used to translate foreign currency- denominated financial statements.

Translation of balance sheet and off-balance sheet items

All assets, liabilities and off-balance sheet items of foreign entities (Brussels branch offices) are translated at the exchange rate prevailing on the balance sheet date.

Shareholders' equity (excluding net income for the current period) is valued at different historical rates. Any difference arising on restatement (closing rate less historical rate) is recorded in shareholders' equity under «Translation differences».

Translation of income statement items

All income statement items are translated at the average exchange rate over the year except for depreciation and amortisation expenses, which are translated at the closing rate.

8. General provisions

These provisions are made, at the discretion of the management, to address future risks which cannot be currently identified or accurately measured relating to the banking activity.

Provisions made qualify for a tax write-back.

9. Intangible assets and property, plant and equipment

Intangible assets and property, plant and equipment are recorded in the balance sheet at cost less accumulated depreciation and amortisation, calculated using the straight line method over the estimated use life of the assets in question.

Intangible assets are categorised as operating or non-operating assets and are amortised over the following periods:

Type	***Amortisation period***
- Lease rights	not amortised
- Patents and brands	N/A
- Research and development	N/A
- IT software	6.67 years
- Other items of goodwill	5 years

Les immobilisations corporelles ventilées en immobilisations d'exploitation et hors exploitation sont composées sont amorties sur les durées suivantes :

Type	***Amortisation period***
- Land	not depreciated
- Operating premises	25 years
- Office furniture	6.67 years
- IT hardware	6.67 years
- Vehicles	5 years
- Fixtures, fittings and equipment	6.67 years

10. Deferred expenses

Deferred expenses are expenses which, given their size and nature, are likely to relate to more than one period.

Deferred expenses are amortised over the following periods:

Type	***Amortisation period***
-Start-up costs	3 years
- Expenses incurred in acquiring fixed assets	5 years
- Bond issuance expenses	N/A
- Premiums paid on issuing or redeeming debt securities	N/A
- Other deferred expenses	3-5 years on a case by case basis

11. Recognition of interest and fees in the income statement

Interest

Income and expenses calculated on principal amounts actually lent or borrowed are considered as interest.

Income and expenses calculated on a prorata temporis basis which remunerate a risk are considered as similar income or expenses. This category includes fees on guarantee and financing commitments (guarantees, documentary credits etc.).

Interest accrued on principal amounts actually lent or borrowed is booked under related loans or debt with an offsetting entry in the income statement entry.

Similar income or expenses are recorded under income or expenses when invoiced.

Fees

Income and expenses, calculated on a flat-rate basis for a service provided, are recorded under fees when invoiced.

12. Non-recurring items of income and expenditure

They consist exclusively of income and expenses arising on an exceptional basis and are, in principle, rare in that they are unusual in nature or occur infrequently.

BALANCE SHEET at 31 December 2016

(thousand MAD)

ASSETS	12/31/2016	12/31/2015
Cash and balances with central banks, the treasury and post office accounts	**7 303 483**	**5 576 214**
Loans and advances to credit institutions and similar establishments	**40 715 628**	**35 049 487**
. Sight	10 210 911	11 024 654
. Term	30 504 718	24 024 833
Loans and advances to customers	**174 926 696**	**164 250 424**
. Short-term loans and consumer loans	50 168 125	49 672 408
. Equipment loans	57 207 000	55 301 776
. Mortgage loans	56 254 850	54 570 629
. Other loans	11 296 721	4 705 611
Receivables acquired through factoring	**1**	**1**
Trading securities and available-for-sale securities	**46 121 087**	**53 428 916**
. Treasury bills and similar securities	25 251 542	37 038 022
. Other debt securities	2 204 321	1 294 142
. Fixed income Funds	18 665 224	15 096 752
Other assets	**5 453 551**	**3 785 551**
Investment securities	**5 969 166**	**6 089 132**
. Treasury bills and similar securities	5 969 166	6 089 132
. Other debt securities	-	-
Investments in affiliates and other long-term investments	**13 644 919**	**13 761 859**
Subordinated loans	**-**	**-**
Leased and rented assets	**238 965**	**1 262 341**
Intangible assets	**1 812 149**	**1 897 711**
Property, plant and equipment	**3 340 980**	**3 019 011**
Total Assets	**299 526 626**	**288 120 647**

LIABILITIES	12/31/2016	12/31/2015
Amounts owing to central banks, the treasury and post office accounts	**-**	**-**
Amounts owing to credit institutions and similar establishments	**21 792 115**	**29 870 277**
. Sight	6 748 610	12 281 017
. Term	15 043 506	17 589 260
Customer deposits	**208 833 653**	**200 959 041**
. Current accounts in credit	130 692 299	122 356 505
. Savings accounts	27 020 923	26 010 094
. Term deposits	40 328 997	44 289 925
. Other accounts in credit	10 791 434	8 302 517
Debt securities issued	**7 592 398**	**7 048 901**
. Negociable debt securities	7 592 398	7 048 901
. Bonds	-	-
. Other debt securities issued	-	-
Other liabilities	**10 052 514**	**6 096 756**
General provisions	**3 165 024**	**2 761 704**
Regulated provisions	**-**	**-**
Subsidies, public funds and special guarantee funds	**-**	**-**
Subordinated debt	**12 770 020**	**10 760 507**
Revaluation reserve	**420**	**420**
Reserves and premiums related to share capital	**26 350 000**	**24 916 000**
Share capital	**2 035 272**	**2 035 272**
Shareholders, unpaid share capital (-)	**-**	**-**
Retained earnings (+/-)	**160**	**6 351**
Net income to be allocated (+/-)	**-**	**-**
Net income for the financial year (+/-)	**6 935 048**	**3 665 418**
Total liabilities	**299 526 626**	**288 120 647**

OFF-BALANCE SHEET ITEMS at 31 December 2016

(thousand MAD)

OFF-BALANCE	12/31/2016	12/31/2015
COMMITMENTS GIVEN	**74 223 173**	**61 862 760**
Financing commitments given to credit institutions and similar establishments	532	532
Financing commitments given to customers	18 287 612	16 670 275
Guarantees given to credit institutions and similar establishments	15 981 109	11 617 603
Guarantees given to customers	39 953 920	33 574 350
Securities purchased with repurchase agreement	-	-
Other securities to be delivered	-	-
COMMITMENTS RECEIVED	**23 034 121**	**16 428 431**
Financing commitments received from credit institutions and similar establishments	1 491 560	-
Guarantees received from credit institutions and similar establishments	21 270 627	16 298 917
Guarantees received from the State and other organisations providing guarantees	271 934	129 214
Securities sold with repurchase agreement	-	-
Other securities to be received	-	300

MANAGEMENT ACCOUNTING STATEMENT at 31 December 2016

(thousand MAD)

I - RESULTS ANALYSIS	12/31/2016	12/31/2015
+ Interest and similar income	10 254 641	10 776 888
- Interest and similar expenses	3 401 051	4 019 222
NET INTEREST MARGIN	**6 853 590**	**6 757 666**
+ Income from lease-financed fixed assets	301 048	394 119
- Expenses on lease-financed fixed assets	241 802	359 451
NET INCOME FROM LEASING ACTIVITIES	**59 246**	**34 668**
+ Fees received	1 493 786	1 355 915
- Fees paid	18	4
NET FEE INCOME	**1 493 767**	**1 355 911**
+ Income from trading securities	1 778 977	1 444 068
+ Income from available-for-sale securities	35 518	- 10 600
+ Income from foreign exchange activities	448 742	483 642
+ Income from derivatives activities	- 60 652	277 710
INCOME FROM MARKET ACTIVITIES	**2 202 585**	**2 194 820**
+ Other banking income	4 587 670	1 419 320
- Other banking expenses	961 256	921 615
NET BANKING INCOME	**14 235 602**	**10 840 770**
+ Income from long-term investments	56 823	- 152 727
+ Other non-banking operating income	104 797	159 437
- Other non-banking operating expenses	-	-
- General operating expenses	4 285 515	4 121 966
GROSS OPERATING INCOME	**10 111 707**	**6 725 514**
+ Net provisions for non-performing loans and signature loans	- 1 028 226	- 1 427 264
+ Other net provisions	- 384 838	- 90 521
NET OPERATING INCOME	**8 698 642**	**5 207 730**
NON OPERATING INCOME	**- 179 172**	**- 89 322**
- Income tax	1 584 422	1 452 990
NET INCOME FOR THE FINANCIAL YEAR	**6 935 048**	**3 665 418**

II- TOTAL CASH FLOW	12/31/2016	12/31/2015
+ NET INCOME FOR THE FINANCIAL YEAR	**6 935 048**	**3 665 418**
+ Depreciation, amortisation and provisions for fixed asset impairment	415 918	403 363
+ Provisions for impairment of long-term investments	77 679	163 341
+ General provisions	100 000	42 500
+ Regulated provisions	-	-
+ Extraordinary provisions	-	-
- Reversals of provisions	134 502	144 804
- Capital gains on disposal of fixed assets	69 684	29 188
+ Losses on disposal of fixed assets	-	-
- Capital gains on disposal of long-term investments	-	2 810
+ Losses on disposal of long-term investments	-	-
- Write-backs of investment subsidies received	-	
+ TOTAL CASH FLOW	**7 324 459**	**4 097 820**
- Profits distributed	2 238 799	2 035 272
+ SELF-FINANCING	**5 085 660**	**2 062 548**

NON-PERFORMING CUSTOMER LOANS at 31 December 2016

(thousand MAD)

	Disbursed loans	Signature loans	Amount	Provisions for disbursed loans	Provisions for signature loans	Amount
12/31/2016	11 518 004	696 442	**12 214 446**	8 195 429	305 490	**8 500 920**

SALES at 31 December 2016

(thousand MAD)

year 2016	year 2015	year 2014
21 639 862	**18 849 440**	**19 115 288**

INCOME STATEMENT at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
OPERATING INCOME FROM BANKING ACTIVITIES	**21 639 862**	**18 849 440**
Interest and similar income from transactions with credit institutions	966 137	1 093 373
Interest and similar income from transactions with customers	8 941 326	9 201 032
Interest and similar income from debt securities	347 179	482 483
Income from equity securities	4 587 637	1 419 320
Income from lease-financed fixed assets	301 048	394 119
Fee income	1 493 786	1 355 915
Other banking income	5 002 750	4 903 198
OPERATING EXPENSES ON BANKING ACTIVITIES	**7 404 260**	**8 008 670**
Interest and similar expenses on transactions with credit institutions	436 578	799 578
Interest and similar expenses on transactions with customers	2 718 007	2 936 838
Interest and similar expenses on debt securities issued	246 466	282 806
Expenses on lease-financed fixed assets	241 802	359 451
Other banking expenses	3 761 407	3 629 997
NET BANKING INCOME	**14 235 602**	**10 840 770**
Non-banking operating income	104 797	162 247
Non-banking operating expenses	-	-
OPERATING EXPENSES	**4 285 515**	**4 121 965**
Staff costs	1 929 338	1 854 299
Taxes other than on income	119 829	119 315
External expenses	1 804 780	1 723 759
Other general operating expenses	15 649	21 229
Depreciation, amortisation and provisions	415 918	403 363
PROVISIONS AND LOSSES ON IRRECOVERABLE LOANS	**2 410 213**	**2 774 458**
Provisions for non-performing loans and signature loans	1 529 038	1 724 473
Losses on irrecoverable loans	351 404	563 457
Other provisions	529 771	486 528
PROVISION WRITE-BACKS AND AMOUNTS RECOVERED ON IMPAIRED LOANS	**1 053 971**	**1 101 136**
Provision write-backs for non-performing loans and signature loans	807 898	791 275
Amounts recovered on impaired loans	44 317	69 391
Other provision write-backs	201 756	240 470
INCOME FROM ORDINARY ACTIVITIES	**8 698 642**	**5 207 730**
Non-recurring income	11 999	5 442
Non-recurring expenses	191 171	94 764
PRE-TAX INCOME	**8 519 470**	**5 118 408**
Income tax	1 584 422	1 452 990
NET INCOME FOR THE FINANCIAL YEAR	**6 935 048**	**3 665 418**

CASH FLOW STATEMENT at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
1. (+) Operating income from banking activities	16 791 247	17 120 135
2. (+) Amounts recovered on impaired loans	44 317	69 391
3. (+) Non-banking operating income	47 112	135 691
4. (-) Operating expenses on banking activities (*)	-8 159 296	-9 143 128
5. (-) Non-banking operating expenses	0	0
6. (-) General operating expenses	-3 869 597	-3 709 849
7. (-) Income tax	-1 584 422	-1 452 990
I. NET CASH FLOW FROM INCOME STATEMENT	**3 269 361**	**3 019 250**
Change in: 8. (±) Loans and advances to credit institutions and similar establishments	-5 666 141	-1 409 197
9. (±) Loans and advances to customers	-10 676 272	7 036 669
10. (±) Trading securities and available-for-sale securities	7 307 829	-4 061 408
11. (±) Other assets	-1 668 000	-1 359 904
12. (±) Lease-financed fixed assets	1 023 376	356 036
13. (±) Amounts owing to credit institutions and similar establishments	-8 078 162	-11 660 171
14. (±) Customer deposits	7 874 612	10 239 311
15. (±) Debt securities issued	543 497	-2 243 141
16. (±) Other liabilities	3 955 758	221 121
II. NET CHANGE IN OPERATING ASSETS AND LIABILITIES	**-5 383 503**	**-2 880 684**
III. NET CASH FLOW FROM OPERATING ACTIVITIES (I + II)	**-2 114 142**	**138 566**
17. (+) Income from the disposal of long-term investments	520 791	3 151 802
18. (+) Income from the disposal of fixed assets	283 403	179 712
19. (-) Acquisition of long-term investments	-227 062	-1 430 923
20. (-) Acquisition of fixed assets	-865 851	-728 654
21. (+) Interest received	260 978	309 985
22. (+) Dividends received	4 587 637	1 419 320
IV. NET CASH FLOW FROM INVESTMENT ACTIVITIES	**4 559 896**	**2 901 242**
23. (+) Subsidies, public funds and special guarantee funds		
24. (+) Subordinated loan issuance	2 000 000	1 000 000
25. (+) Equity issuance		
26. (-) Repayment of shareholders' equity and equivalent		
27. (-) Interest paid	-479 686	-433 703
28. (-) Dividends paid	-2 238 799	-2 035 272
V- NET CASH FLOW FROM FINANCING ACTIVITIES	**-718 485**	**-1 468 975**
VI- NET CHANGE IN CASH AND CASH EQUIVALENTS	**1 727 269**	**1 570 833**
VII- CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	**5 576 214**	**4 005 381**
VIII- CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	**7 303 483**	**5 576 214**

(*) : including net provisions

STATEMENT OF DEPARTURES FROM STANDARD ACCOUNTING TREATMENT at 31 December 2016

(thousand MAD)

TYPE OF DEPARTURE	REASONS FOR DEPARTURES	IMPACT OF DEPARTURES ON THE COMPANY'S FINANCIAL POSITION OR RESULTS
I. Departures from fundamental accounting principles	Not applicable	Not applicable
II. Departures from valuation methods	Not applicable	Not applicable
III. Departures from rules for drawing up and presenting the financial statements	Not applicable	Not applicable

STATEMENT OF CHANGES IN ACCOUNTING METHODS at 31 December 2016

(thousand MAD)

NATURE DES CHANGEMENTS	REASONS FOR DEPARTURES	IMPACT OF DEPARTURES ON THE COMPANY'S FINANCIAL POSITION OR RESULTS
I. Changes in valuation methods	Not applicable	Not applicable
II. Changes in rules of presentation	Not applicable	Not applicable

LOANS AND ADVANCES TO CREDIT INSTITUTIONS AND SIMILAR ESTABLISHMENTS at 31 December 2016

(thousand MAD)

LOANS AND ADVANCES	Bank Al Maghrib, the treasury and post office accounts	Banks	other credit institutions or equivalent in Morocco	credit institutions abroad	Total 12/31/2016	Total 12/31/2015
CURRENT ACCOUNTS IN DEBIT	**4 040 613**		**772 390**	**3 838 659**	**8 651 662**	**11 766 483**
NOTES RECEIVED AS SECURITY		**2 601 964**			**2 601 964**	
- overnight		2 601 964			2 601 964	
- term						
CASH LOANS		**3 383 300**	**14 232 454**	**2 039 600**	**19 655 354**	**11 113 150**
- overnight		2 980 000			2 980 000	1 455 410
- term		403 300	14 232 454	2 039 600	16 675 354	9 657 740
FINANCIAL LOANS		**1 684 189**	**11 843 160**		**13 527 349**	**13 796 348**
OTHER LOANS		**53 140**	**20 791**	**25 562**	**99 493**	**413 377**
INTEREST ACCRUED AWAITING RECEIPT			**219 668**	**2 470**	**222 138**	**192 029**
NON-PERFORMING LOANS						
TOTAL	**4 040 613**	**7 722 593**	**27 088 463**	**5 906 291**	**44 757 960**	**37 281 387**

LOANS AND ADVANCES TO CUSTOMERS at 31 December 2016

(thousand MAD)

LOANS AND ADVANCES	public sector	private sector			Total 12/31/2016	Total 12/31/2015
		Financial companies	non-financial companies	other customers		
SHORT-TERM LOANS	**3 243 894**	**1 056 793**	**33 696 911**	**2 267 005**	**40 264 603**	**40 413 667**
- Current accounts in debit	413 985	1 056 793	16 990 804	1 683 168	20 144 750	21 441 872
- Commercial loans within Morocco			4 082 023		4 082 023	3 879 634
- Export loans			447 086		447 086	397 920
- Other cash loans	2 829 909		12 176 998	583 837	15 590 744	14 694 241
CONSUMER LOANS			**336 969**	**9 037 192**	**9 374 161**	**8 652 555**
EQUIPMENT LOANS	**30 764 025**		**24 980 591**	**590 991**	**56 335 607**	**54 606 691**
MORTGAGE LOANS			**10 697 296**	**45 555 211**	**56 252 507**	**54 570 189**
OTHER LOANS	**1 157**	**5 273 751**	**2 276 088**	**419 645**	**7 970 641**	**1 652 113**
RECEIVABLES ACQUIRED THROUGH FACTORING			**1**		**1**	**1**
INTEREST ACCRUED AWAITING RECEIPT			**1 333 450**	**73 151**	**1 406 601**	**1 304 386**
NON-PERFORMING LOANS		**74 965**	**2 566 032**	**681 578**	**3 322 575**	**3 050 823**
- Sub-standard loans			1 534	226	1 760	23
- Doubtful loans			333	262	595	834
- Impaired loans		74 965	2 564 165	681 090	3 320 220	3 049 966
TOTAL	**34 009 076**	**6 405 509**	**75 887 338**	**58 624 773**	**174 926 696**	**164 250 425**

BREAKDOWN OF TRADING SECURITIES, AVAILABLE-FOR-SALE SECURITIES AND INVESTMENT SECURITIES BY CATEGORY OF ISSUER at 31 December 2016

(thousand MAD)

SECURITIES	CREDIT INSTITUTIONS AND SIMILAR ESTABLISHMENTS	PUBLIC ISSUERS	PRIVATE ISSUERS		12/31/2016	12/31/2015
			FINANCIAL COMPANIES	NON-FINANCIAL COMPANIES		
LISTED SECURITIES	**6 323**	**-**	**18 559 278**	**82 687**	**18 648 288**	**15 550 077**
- Treasury bills and similar instruments					-	-
- Bonds					-	477 915
- Other debt securities					-	-
- Fixed income Funds	6 323		18 559 278	82 687	18 648 288	15 072 162
UNLISTED SECURITIES	**957 213**	**31 583 035**	**671 751**	**51 982**	**33 263 981**	**43 744 282**
- Treasury bills and similar instruments		31 048 496			31 048 496	42 918 134
- Bonds	578 311	188 658	581 597	46 185	1 394 751	617 240
- Other debt securities	378 245	342 916	82 638		803 799	184 318
- Fixed income Funds	657	2 965	7 516	5 797	16 935	24 590
TOTAL	**963 536**	**31 583 035**	**19 231 029**	**134 669**	**51 912 269**	**59 294 359**

VALUE OF TRADING SECURITIES, AVAILABLE-FOR-SALE SECURITIES AND INVESTMENT SECURITIES at 31 December 2016

(thousand MAD)

Securities	Value	Current value	Redemption Value	Unrealised Capital gains	Unrealised Losses	Provisions
TRADING SECURITIES	**44 345 122**	**44 345 122**	-	-	-	-
- Treasury bills and similar instruments	24 333 357	24 333 357		-	-	-
- Bonds	1 161	582 758		-	-	-
- Other debt securities	1 379 220	797 623		-	-	-
- Fixed income Funds	18 631 384	18 631 384		-	-	-
AVAILABLE-FOR-SALE SECURITIES	**1 777 096**	**1 744 383**	-	**35 360**	**32 713**	**32 713**
- Treasury bills and similar instruments	892 375	892 375	-	22 615	-	-
- Bonds	811 993	811 993	-	12 264	-	-
- Other debt securities	6 176	6 176	-	-	-	-
- Fixed income Funds	66 552	33 839	-	481	32 713	32 713
INVESTMENT SECURITIES	**5 822 764**	**5 822 764**	**-**	**-**	**-**	**-**
- Treasury bills and similar instruments	5 822 764	5 822 764		-	-	-
- Bonds						
- Other debt securities						

DETAILS OF OTHER ASSETS at 31 December 2016

(thousand MAD)

ASSETS	Amount At 12/31/2016	Amount At 12/31/2015
OPTIONS		
SUNDRY SECURITIES TRANSACTIONS		
SUNDRY DEBTORS	**561 304**	**1 044 103**
Amounts due from the State	215 433	594 710
Amounts due from mutual		
Sundry amounts due from		
Amounts due from customers for non-banking services	132	159
Other sundry debtors	345 739	449 234
OTHER SUNDRY ASSETS		**1 233**
ACCRUALS AND SIMILAR	**4 771 177**	**2 623 439**
Adjustment accounts for off-balance sheet transactions	159 465	217 817
Translation differences for foreign currencies and securities		
Income from derivative products and hedging		
Deferred expenses	55 825	60 045
Inter-company accounts between head office, branch offices and branches in Morocco	897	32 941
Accounts receivable and prepaid expenses	1 013 893	1 541 055
Other accruals and similar	3 541 097	771 581
NON-PERFORMING LOANS ON SUNDRY TRANSACTIONS	**121 070**	**116 776**
TOTAL	**5 453 551**	**3 785 551**

LEASED AND RENTED ASSETS at 31 December 2016

(thousand MAD)

TYPE	Gross amount exercise ning of the at the begin	Amount of exercise during the acquisitions	Amount of exercise during the withdrawals transfers or	gross the exercise the end of amount at	Amortissements		Provisions			net amount exercise of the at the end
					Allocation during the exercise	Aggregate depreciate	Allocation in the exercise	provision write downs	Aggregate provisions	
LEASED AND RENTED ASSETS	**2 340 960**		**1 691 694**	**649 266**	**241 790**	**410 301**				**238 965**
Leased intangible assets										
equipment leasing	**2 312 365**		**1 691 694**	**620 671**	**241 790**	**388 366**				**232 305**
- Movable assets under lease	3 465		3 079	386						386
- Leased movable assets	2 308 900		1 688 615	620 285	241 790	388 366				231 920
- Movable assets unleased after cancellation										
property leasing	**25 647**			**25 647**		**21 936**				**3 711**
- Immovable assets under lease										
- Immovable leased assets	25 647			25 647		21 936				3 711
- Immovable assets unleased after cancellation										
Rents awaiting receipt										
Restructured rents										
Rents in arrears	2 949			2 949						2 949
Non-performing loans										
RENTED ASSETS										
Rented movable property										
Rented property										
Rents awaiting receipt										
Restructured rents										
Rents in arrears										
Non-performing rents										
TOTAL	**2 340 960**		**1 691 694**	**649 266**	**241 790**	**410 301**				**238 965**

SUBORDINATED LOANS at 31 December 2016

(thousand MAD)

LOANS	Amount				including affiliates and related companies	
	12/31/2016			12/31/2015	12/31/2016	12/31/2015
	gross	Prov.	Net	Net	Net	Net
	1	2	3	4	5	6
Subordinated loans to credit institutions and similar establishments	NOT APPLICABLE					
Subordinated loans to customers						
TOTAL						

INTANGIBLE ASSETS AND PROPERTY, PLANT AND EQUIPMENT at 31 December 2016

(thousand MAD)

TYPE	gross value at the beginning of the exercise	Acquisitions	disposals	gross value at the end of the exercise	Amortissements et/ou provisions				net value at the end of the exercise
					Amortisation and provisions at the beginning of the exercise	Additional amortisation	Amortisation on disposed assets	Accumulated amortisation and depreciation	
INTANGIBLE ASSETS	**3 175 479**	**277 305**	**223 877**	**3 228 907**	**1 277 768**	**161 401**	**22 410**	**1 416 759**	**1 812 149**
- Lease rights	314 067	5 303	-	319 371	-	-	-	-	319 371
- Research and development	-	-	-	-	-	-	-	-	-
- Intangible assets used in operations	2 861 412	272 002	223 877	2 909 536	1 277 768	161 401	22 410	1 416 759	1 492 778
- Non-operating intangible assets	-	-	-	-	-	-	-	-	-
PROPERTY, PLANT AND EQUIPMENT	**7 073 183**	**588 545**	**13 474**	**7 648 254**	**4 054 171**	**254 518**	**1 415**	**4 307 274**	**3 340 980**
IMMOVABLE PROPERTY USED IN OPERATIONS	**1 937 355**	**150 986**	**1 265**	**2 087 075**	**829 682**	**57 979**	**867**	**886 794**	**1 200 281**
- Land	437 321	3 415	236	440 500	-	-	-	-	440 500
- Office buildings	1 438 225	147 188	-	1 585 414	775 429	55 451	-	830 880	754 533
- Staff accommodation	61 808	382	1 028	61 162	54 253	2 527	867	55 914	5 248
MOVABLE PROPERTY AND EQUIPMENT USED IN OPERATIONS	**1 923 889**	**146 611**	**-**	**2 070 500**	**1 698 858**	**55 019**	**-**	**1 753 877**	**316 623**
- Office property	410 705	16 786	-	427 491	375 731	6 821	-	382 551	44 940
- Office equipment	797 572	44 593	-	842 165	720 240	19 791	-	740 031	102 134
- IT equipment	707 364	85 232	-	792 596	594 703	28 371	-	623 074	169 522
- Vehicles	8 247		-	8 247	8 184	36	-	8 220	27
- Other equipment	-	-	-	-	-	-	-	-	-
OTHER PROPERTY, PLANT AND EQUIPMENT USED IN OPERATIONS	**1 610 002**	**134 141**	**230**	**1 743 913**	**1 241 940**	**107 933**	**230**	**1 349 642**	**394 271**
PROPERTY, PLANT AND EQUIPMENT NOT USED IN OPERATIONS	**1 601 938**	**156 808**	**11 979**	**1 746 767**	**283 692**	**33 587**	**318**	**316 961**	**1 429 805**
Land	597 597	147 174	3 994	740 776	-	-	-	-	740 776
Buildings	808 673	-	7 976	800 697	172 829	25 879	317	198 391	602 306
Movable property and equipment	67 980	60	-	68 040	46 651	918	-	47 569	20 471
Other property, plant and equipment not used in operations	127 687	9 575	8	137 254	64 212	6 790	1	71 001	66 253
TOTAL	**10 248 662**	**865 851**	**237 351**	**10 877 162**	**5 331 940**	**415 918**	**23 825**	**5 724 033**	**5 153 129**

GAINS AND LOSSES ON FIXED ASSET TRANSFERS OR WITHDRAWALS at 31 December 2016

(thousand MAD)

date of transfer or withdrawal	type	gross amount	Aggregate depreciation	net book value	transfer income	Value-added transfers	loss in value transfers
	SOFTWARE	**223 877**	**22 410**	**201 467**	**201 467**		
	REAL ESTATE	**14 467**	**2 216**	**12 252**	**81 936**	**69 684**	
	GROUNDS	4 231	-	4 231			
	BUILDINGS	9 005	1 345	7 660			
	FIXTURES, FITTING & INSTALLATIONS	238	231	7			
Dec-16	REGISTRATION FEES	994	640	354			
TOTAL		**238 345**	**24 626**	**213 718**	**283 403**	**69 684**	**-**

INVESTMENTS IN AFFILIATES AND OTHER LONG-TERM INVESTMENTS at 31 December 2016

(thousand MAD)

Name of the issuing company	Sector of activity	Share capital	Share of held	gross book value	net book value	data from the issuing company's most recent financial statements: Year-end	net assets	net income	contri-bution to income year's
T043 A - investments in affiliate companies				**13 027 468**	**12 735 406**				**4 538 422**
ATTIJARI FINANCES CORPORATE	INVESTMENT BANKING	10 000	100.00%	10 000	10 000	12/31/2016	40 284	6 962	
OMNIUM DE GESTION MAROCAIN S.A."OGM"	HOLDING COMPANY	1 770 000	50.00%	2 047 900	2 047 900	12/31/2016	1 794 178	434 880	3 660 596
SOMACOVAM	ASSET MANAGEMENT	5 000	100.00%	30 000	1 651	12/31/2015	5 245	-2 287	
WAFA GESTION	ASSET MANAGEMENT	4 900	66.00%	236 369	236 369	12/31/2016	147 651	80 030	44 565
ATTIJARI INVEST.		5 000	100.00%	5 000	5 000	12/31/2015	67 672		20 000
WAFA BOURSE	SECURITIES BROKERAGE	20 000	100.00%	40 223	28 810				
BOURSE DE CASABLANCA	BROKERAGE			32 628	32 628				
ATTIJARI TITRISATION	SECURITIZATION	11 400	66.00%	11 700	8 479	12/31/2015	846	-34	
ATTIJARI OPERATIONS	SERVICE COMPANY	1 000	100.00%	1 000	1 000	12/31/2016	795	-51	
ATTIJARI AFRICA	SERVICE COMPANY	2 000	100.00%	2 000	2 000	12/31/2015	18 041	457	
ATTIJARI CIB AFRICA	SERVICE COMPANY	2 000	100.00%	2 000	2 000	12/31/2016	1 752	-76	
ATTIJARI IT AFRICA	SERVICE COMPANY	1 000	100.00%	1 000	1 000	12/31/2015	6 186	1 349	
ATTIJARI PAYMENT PROCESSING	ELECTRONIC BANKING	1 000	100.00%	1 000	1 000				
ATTIJARIWAFA BANK MIDDLE EAST LIMITED		1 000	100.00%	8 194	8 194				
ATTIJARI SECURITISES CENTRAL AFRICA (ASCA)	ASSET MANAGEMENT	1 312 000 KFCFA	70.00%	15 351	15 351				
STE MAROCAINE DE GESTION ET TRAITEMENT INFORMATIQUE "SOMGETI"	IT	300	100.00%	100	100	12/31/2016	187	-21	
AGENA MAGHREB	SALE OF IT EQUIPMENT	11 000	74.96%	33	-	12/31/2016	-6 861	-29	
ATTIJARI CAPITAL DEVELOPEMENT	RISK CAPITAL	10 000	100.00%	10 320	320				
ATTIJARI PROTECTION	SECURITY	4 000	83.75%	3 350	3 350	12/31/2016	4 289	-13	
BCM CORPORATION	HOLDING COMPANY	200 000	100.00%	200 000	200 000	12/31/2016	267 437	53 665	40 000
CASA MADRID DEVELOPPEMENT	DEVELOPMENT CAPITAL	10 000	50.00%	5 000	5 000	12/31/2015	10 420	-37	
DINERS CLUB DU MAROC	MANAGEMENT OF PAYMENT CARDS	1 500	100.00%	1 675	850	12/31/2016	728	-123	
MEDI TRADE	TRADING	1 200	20.00%	240	140	12/31/2016	699	-3	
AL MIFTAH	PROPERTY	100	100.00%	243	-	12/31/2016	-3 135	-286	
WAFA COURTAGE	BROKERAGE	1 000	100.00%	2 397	2 397	12/31/2016	48 217	32 406	13 000
ATTIJARI RECOUVREMENT	RECOVERY	3 350	86.67%	2 600	276	12/31/2016	4 502	-20	
WAFA FONCIERE	PROPERTY MANAGEMENT	2 000	100.00%	3 700	1 970	12/31/2016	2 061	-19	
WAFA INVESTISSEMENT	INVESTMENT HOLDING COMPANY	55 000	100.00%	46	46	12/31/2015	13 907	-11 774	
WAFA SYSTEMES CONSULTING	IT CONSULTING	5 000	99.88%	4 994	4 994	12/31/2016	6 195	-545	
WAFA SYSTEMES DATA	IT	1 500	100.00%	1 500	1 500	12/31/2016	1 173	-334	
WAFA SYSTEMES FINANCES	IT SOLUTIONS	2 000	100.00%	2 066	2 066	12/31/2016	1 451	-494	
WAFA TRUST	FINANCIAL SERVICES		100.00%	1 500	1 322				
ATTIJARIA AL AAKARIA AL MAGHRIBIA	PROPERTY	10 000	100.00%	9 999	7 908	12/31/2015	7 908	201	
SOCIETE IMMOBILIERE ATTIJARIA AL YOUSSOUFIA	PROPERTY	50 000	100.00%	51 449	25 450	12/31/2015	25 450	-26 112	
STE IMMOB.BOULEVARD PASTEUR " SIBP"	PROPERTY	300	50.00%	25	25	12/31/2015	1 110	-25	
SOCIETE IMMOBILIERE RANOUIL	PROPERTY	3 350	100.00%	11 863	4 548				
SOCIETE IMMOBILIERE DE L'HIVERNAGE SA	PROPERTY	15 000	100.00%	15 531	9 222	12/31/2016	7 851	-1 372	
SOCIETE IMMOBILIERE MAIMOUNA	PROPERTY	300	100.00%	5 266	3 059	12/31/2016	3 059	-182	
STE IMMOBILIERE MARRAKECH EXPANSION	PROPERTY	300	100.00%	299	299	12/31/2016	446	-47	
SOCIETE IMMOBILIERE ZAKAT	PROPERTY	300	100.00%	2 685	460	12/31/2016	488	28	
AYK	PROPERTY	100	100.00%	100	-	12/31/2016	-954	6	
CAPRI	PROPERTY	124 000	99.76%	187 400	-	12/31/2015	-119 599	-16 982	
ATTIJARI IMMOBILIER	PROPERTY	50 000	100.00%	71 686	71 686	12/31/2016	62 968	1 514	
ATTIJARI INTERNATIONAL BANK "AIB"	OFFSHORE BANK	2 400 KEURO	100.00%	92 442	92 442	12/31/2016	23 924 KEURO	2 466 KEURO	28 572
WAFACASH	MONEY TRANSFERS	35 050	100.00%	324 074	324 074	12/31/2016	380 625	140 680	120 000
WAFA IMMOBILIER	PROPERTY	50 000	100.00%	164 364	164 364	12/31/2016	153 209	96 467	92 000
WAFASALAF	CONSUMER FINANCE	113 180	50.91%	634 783	634 783	12/31/2016	1 727 727	341 397	162 909
WAFA LLD	LEASING	20 000	100.00%	20 000	20 000	12/31/2016	43 869	11 007	20 000
WAFABAIL	LEASE-FINANCING	150 000	57.83%	86 983	86 983	12/31/2016	899 546	118 972	38 169
DAR ASSAFAA LITAMWIL		50 000	100.00%	50 510	50 510				
ATTIJARI ASSET MANAGEMENT AAM SA (Sénégal)	HOLDING	1 200 000 KFCFA	70.00%	13 889	13 889				
ANDALUCARTAGE	HOLDING	126 390 KEURO	100.00%	1 964 504	1 964 504	12/31/2016	176 863 KEURO	13 060 KEURO	
ATTIJARIWAFA EURO FINANCES	HOLDING	48 600 KEURO	100.00%	502 622	502 622	12/31/2016	48 188 KEURO	-61 KEURO	
CAFIN	HOLDING COMPANY	1 122 000 KFCFA	100.00%	257 508	257 508	12/31/2016	7 791 959 KFCFA	1 334 815 KFCFA	
KASOVI	HOLDING COMPANY	50 KUSD	100.00%	1 519 737	1 519 737	12/31/2016	20 093 KUSD	-103 KUSD	
COMPAGNIE BANCAIRE DE L'AFRIQUE OCCIDENTALE"CBAO"	BANKING	11 450 000 KFCFA	4.90%	35 979	35 979	12/31/2016	85 531 876 KFCFA	14 005 337 KFCFA	6 766
BANQUE INTERNATIONALE POUR LE MALI "BIM SA"	BANKING	5 002 870 KFCFA	51.00%	689 599	689 599	12/31/2016	22 101 581 KFCFA	109 454 KFCFA	
SOCIETE IVOIRIENNE DE BANQUE " SIB "	BANKING	10 000 000 KFCFA	75.00%	648 084	648 084	12/31/2016	59 456 170 KFCFA	17 091 449 KFCFA	70 108
ATTIJARI IVOIRE	BANKING	32 450 KEURO	100.00%	355 319	355 319	12/31/2016	40 488 KEURO	4 999 KEURO	
CREDIT DU SENEGAL	BANKING	5 000 000 KFCFA	95.00%	292 488	292 488	12/31/2016	17 862 994 KFCFA	3 264 589 KFCFA	16 417
CREDIT DU CONGO	BANKING	7 743 670 KFCFA	91.00%	608 734	608 734	12/31/2016	22 519 740 KFCFA	6 509 618 KFCFA	81 483
UNION GABONAISE DE BANQUES "UGB GABON"	BANKING	10 000 000 KFCFA	58.71%	848 842	848 842	12/31/2016	33 303 966 KFCFA	10 949 147 KFCFA	54 981
ATTIJA AFRIQUE PARTICIPATION	BANKING	10 010 KEURO	100.00%	113 120	113 120	12/31/2016	9 884 KEURO	-9 KEURO	
SOCIETE COMMERCIALE DE BANQUE CAMEROUN	BANKING	10 000 000 KFCFA	51.00%	379 110	379 110	12/31/2016	43 069 457 KFCFA	12 691 880 KFCFA	68 856
SOCIETE BIA TOGO	PROPERTY	8 821 551 KFCFA	55.00%	143 872	143 872	12/31/2016	11 544 634 KFCFA	1 279 709 KFCFA	
SOCIETE CIVILE IMMOBILIERE TOGO LOME	PROPERTY	3 906 000 KFCFA	100.00%	66 761	66 761	12/31/2016	3 796 158 KFCFA	-33 822 KFCFA	
ATTIJARI TCHAD	BANKING	10 000 000 KFCFA	100.00%	166 908	166 908				
WAFACAMBIO				963	963				
WAFABANK OFFSHORE DE TANGER			100.00%	5 842	5 842				

INVESTMENTS IN AFFILIATES AND OTHER LONG-TERM INVESTMENTS at 31 December 2016

(thousand MAD)

T044 B - Other investments				**599 416**	**444 579**				**34 633**
NOUVELLES SIDERURGIES INDUSTRIELLES	METALS AND MINING	3 415 000	2,72%	92 809	53 223	06/30/2015	3 665 056	126 891	3 276
SONASID	METALS AND MINING			28 391	3 826				
ATTIJARIWAFA BANK	BANKING			623	623				
SINCOMAR		300	47,50%						
AGRAM INVEST		40 060	27,82%	10 938	8 866	12/31/2015	32 495	-1 519	
AM INVESTISSEMENT MOROCCO	INVESTMENT HOLDING COMPANY	400 000	3,25%	13 000	13 000				
BOUZNIKA MARINA	PROPERTY DEVELOPMENT			500	-				
EUROCHEQUES MAROC				363	364				
FONDS D'INVESTISSEMENT IGRANE		70 000	18,26%	9 970	6 739				
IMMOBILIERE INTERBANCAIRE "G.P.B.M."	PROFESSIONAL BANKER'S ASSOCIATION	19 005	20,00%	3 801	3 801				
IMPRESSION PRESSE EDITION (IPE)	PUBLISHING			400	400				
MOUSSAFIR HOTELS	HOTEL MANAGEMENT	193 000	33,34%	64 342	64 343	12/31/216	284 669	10 612	10 855
SALIMA HOLDING	HOLDING COMPANY	150 000	13,33%	16 600	16 600				
S.E.D. FES		10 000	10,00%						
STE D'AMENAGEMENT DU PARC NOUACER"SAPINO"	PROPERTY DEVELOPMENT	60 429	22,69%	13 714	13 714				
TANGER FREE ZONE	PROPERTY DEVELOPMENT SERVICES PROVIDER	105 000	25,71%	58 221	58 221				3 559
TECHNOLOPARK COMPANY "MITC"				8 150	7 784				
WORLD TRADE CENTER									
MAROCLEAR	SECURITIES CUSTODIAN	20 000	6,58%	1 342	1 342				
HAWAZIN	PROPERTY	960	12,50%	704	-				
INTAJ	PROPERTY	576	12,50%	1 041	549				
EXP SERVICES MAROC S.A.	RISK CENTRALISATION SERVICES	20 000	3,00%	600	600				
H PARTNERS		1 400 010	7,14%	100 000	45 802	12/31/2015	937 686		
MOROCCAN FINANCIAL BOARD				20 000	20 000				
MAROC NUMERIQUE FUND		157 643	6,34%	15 000	7 470	12/31/2015	32 098		
FONCIERE EMERGENCE		120 017	8,06%	25 721	14 549	12/31/2015	180 581		
ALTERMED MAGHREB EUR				5 247	72	06/30/2016	909		
INTER MUTUELLES ASSISTANCE				894	894				
WAFA IMA ASSISTANCE				15 356	15 356				1 544
3 P FUND		80 020	5,00%	11 000	8 337	12/31/2015	96 762		
BANQUE D'AFFAIRE TUNISIENNE	BANKING	198 741		2 583	-				
CENTRE MONETIQUE INTERBANCAIRE	ELECTRONIC BANKING	98 200	22,40%	22 000	22 000				15 400
SOCIETE INTERBANK	MANAGEMENT OF BANK CARDS	11 500	16,00%	1 840	1 840				
SMAEX		37 450	11,42%	4 278	4 278				
BANQUE MAGHREBINE POUR L'INVESTISSEMENT ET LE COMMERCE EXTERIEUR "BMICE"	BANKING	500 000 KUSD	1,20%	49 583	49 583				
FONDS ATTIJARI AFRICA FUNDS MULTI ASSETS		31 KEURO		346	346				
SOCIETE MAROCAINE DE GESTION DES FONDS DE GARANTIE DES DEPÔTS BANCAIRE				59	59				
C - Similar investments				**605 654**	**464 934**				
C/C PARTNERS CURRENT ACCOUNT				589 819	449 098				
OTHER SIMILAR INVESTMENTS				15 835	15 835				
Total				**14 232 538**	**13 644 919**				**4 573 055**

AMOUNTS OWING TO CREDIT INSTITUTIONS AND SIMILAR ESTABLISHMENTS at 31 December 2016

(thousand MAD)

AMOUNTS OWING	credit institutions and similar establishments in Morocco			credit institutions overseas	Total 12/31/2016	Total 12/31/2015
	Bank Al Maghrib, the treasury and post office accounts	Banks	other credit institutions and similar establishments			
CURRENT ACCOUNTS IN CREDIT			**940 675**	**3 561 417**	**4 502 092**	**3 227 570**
NOTES GIVEN AS SECURITY	**4 511 269**	**200 067**	**500 014**		**5 211 350**	**7 473 555**
- overnight		200 067	500 014		700 081	4 450 801
- term	4 511 269				4 511 269	3 022 754
CASH BORROWINGS	**500 000**	**499 000**	**4 875 607**	**6 100 244**	**11 974 851**	**18 930 160**
- overnight		499 000	895 949	151 235	1 546 184	4 602 016
- term	500 000		3 979 658	5 949 009	10 428 667	14 328 144
FINANCIAL BORROWINGS	**1 992**			**82**	**2 074**	**2 074**
OTHER DEBTS	**48 513**	**25 428**			**73 941**	**114 967**
INTEREST PAYABLE			**12 589**	**15 218**	**27 807**	**121 951**
TOTAL	**5 061 774**	**724 495**	**6 328 885**	**9 676 961**	**21 792 115**	**29 870 277**

CUSTOMER DEPOSITS at 31 December 2016

(thousand MAD)

DÉPÔTS	public sector	private sector			Total 12/31/2016	Total 12/31/2015
		Financial companies	non-financial companies	private sector		
CURRENT ACCOUNTS IN CREDIT	1 852 753	2 212 648	28 590 447	96 900 099	129 555 947	122 337 883
SAVINGS ACCOUNTS				26 911 023	26 911 023	25 874 751
TERM DEPOSITS	1 379 000	1 681 693	9 987 359	25 317 596	38 365 648	43 521 488
OTHER ACCOUNTS IN CREDIT	2 188 799	2 005 990	7 109 987	1 943 618	13 248 394	8 302 518
ACCRUED INTEREST PAYABLE			749 705	2 936	752 641	922 401
TOTAL	**5 420 552**	**5 900 331**	**46 437 498**	**151 075 272**	**208 833 653**	**200 959 041**

DEBT SECURITIES ISSUED at 31 December 2016

(thousand MAD)

SECURITIES	characteristics					Value	including		Unamortised value of issue or redemption premiums
	entitlement date	Maturity	nominal value	interest rate	Redemption terms		Affiliates	Related companies	
CERTIFICATES OF DEPOSIT	12/24/2013	12/24/2018	100 000	5.60%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	12/24/2013	04/24/2017	100 000	4.28%	IN FINE	300 000			
CERTIFICATES OF DEPOSIT	12/24/2013	04/23/2019	100 000	4.60%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	12/24/2013	07/24/2017	100 000	3.09%	IN FINE	608 000			
CERTIFICATES OF DEPOSIT	12/24/2013	07/23/2018	100 000	3.28%	IN FINE	800 000			
CERTIFICATES OF DEPOSIT	08/17/2015	08/17/2018	100 000	3.25%	IN FINE	490 000			
CERTIFICATES OF DEPOSIT	09/18/2015	09/18/2017	100 000	3.12%	IN FINE	519 000			
CERTIFICATES OF DEPOSIT	10/23/2015	10/23/2020	100 000	3.61%	IN FINE	250 000			
CERTIFICATES OF DEPOSIT	10/23/2015	01/12/2018	100 000	3.12%	IN FINE	690 000			
CERTIFICATES OF DEPOSIT	10/23/2015	01/14/2019	100 000	3.31%	IN FINE	404 000			
CERTIFICATES OF DEPOSIT	10/23/2015	01/21/2019	100 000	3.29%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	10/23/2015	01/20/2021	100 000	3.58%	IN FINE	200 000			
CERTIFICATES OF DEPOSIT	02/05/2016	02/05/2021	100 000	3.43%	IN FINE	200 000			
CERTIFICATES OF DEPOSIT	22/25/2016	02/25/2019	100 000	3.00%	IN FINE	300 000			
CERTIFICATES OF DEPOSIT	04/20/2016	04/22/2019	100 000	2.58%	IN FINE	300 000			
CERTIFICATES OF DEPOSIT	01/12/2016	01/12/2017	100 000	2.90%	IN FINE	470 000			
CERTIFICATES OF DEPOSIT	01/12/2016	01/18/2017	100 000	2.35%	IN FINE	470 000			
CERTIFICATES OF DEPOSIT	01/12/2016	07/17/2017	100 000	2.55%	IN FINE	1 052 500			
CERTIFICATES OF DEPOSIT	10/06/2010	10/06/2017	100 000	1.20%	IN FINE	50 000			
CERTIFICATES OF DEPOSIT	10/06/2010	10/06/2017	100 000	1.20%	IN FINE	50 000			
Total						**7 453 500**			

DETAILS OF OTHER LIABILITIES at 31 December 2016

(thousand MAD)

LIABILITIES	12/31/2016	12/31/2015
OPTIONS SOLD		
SUNDRY SECURITIES TRANSACTIONS	**2 855 703**	**2 060 264**
SUNDRY CREDITORS	**2 567 281**	**2 447 630**
Amounts due to the State	842 950	686 929
Amounts due to mutual societies	72 370	71 281
Sundry amounts due to staff	395 437	354 797
Sundry amounts due to shareholders and associates	4 432	4 683
Amounts due to suppliers of goods and services	1 226 988	1 306 868
Other sundry creditors	25 104	23 072
DEFERRED INCOME AND ACCRUED EXPENSES	**4 629 530**	**1 588 862**
Adjustment accounts for off-balance sheet transactions	233	1 721
Translation differences for foreign currencies and securities		
Income from derivative products and hedging		
Inter-company accounts between head office, branch offices and branches in Morocco		
Accrued expenses and deferred income	1 066 893	892 883
Other deferred income	3 562 404	694 258
TOTAL	**10 052 514**	**6 096 756**

PROVISIONS at 31 December 2016

(thousand MAD)

PROVISIONS	outstanding 12/31/2015	Additional provisions	Write-backs	other changes	outstanding 12/31/2016
PROVISIONS, DEDUCTED FROM ASSETS, FOR:	**8 186 758**	**1 552 504**	**907 122**	**-**	**8 832 140**
Loans and advances to credit institutions and other similar establishments					
Loans and advances to customers	7 495 119	1 472 366	772 055		8 195 429
Available-for-sale securities	30 819	2 459	565		32 713
Investments in affiliates and other long-term investments	644 443	77 679	134 502		587 620
Leased and rented assets	-				-
Other assets	16 377	-			16 377
PROVISIONS RECORDED UNDER LIABILITIES	**2 761 704**	**508 764**	**103 097**	**-2 348**	**3 165 024**
Provisions for risks in executing signature loans	284 661	56 672	35 843		305 490
Provisions for foreign exchange risks	5 037		4 130		907
General provisions	1 798 849	100 000			1 898 849
Provisions for pension fund and similar obligations	124 349	48 267	36 819		135 798
Other provisions	548 808	303 825	26 305	-2 348	823 980
Regulated provisions					
TOTAL GENERAL	**10 948 462**	**2 061 268**	**1 010 219**	**-2 348**	**11 997 163**

SUBSIDIES, PUBLIC FUNDS AND SPECIAL GUARANTEE FUNDS at 31 December 2016

(thousand MAD)

	ECONOMIC PURPOSE	TOTAL VALUE	VALUE AT DECEMBER 2015	UTILISATION 2016	VALUE AT DECEMBER 2016
SUBSIDIES	NOT APPLICABLE				
PUBLIC FUNDS					
SPECIAL GUARANTEE FUNDS					
TOTAL					

SUBORDINATED DEBTS at 31 December 2016

(thousand MAD)

currency of issue	Value of loan of issue	price (1)	Rate	Maturity (2)	terms for early redemption. subordination and convertibility (3)	Value of loan in MAdK	including related businesses		including other related businesses	
							Value in thousand MAD 2015	Value in thousand MAD 2016	Value in thousand MAD 2015	Value in thousand MAD 2016
MAD			3.39%	10 years		879 600				
MAD			2.92%	10 years		290 000				
MAD			2.67%	7 years		1 275 100				
MAD			2.69%	5 years		710 000				
MAD			3.34%	10 years		320 000				
MAD			3.13%	7 years		154 300				
MAD			5.60%	10 years		2 120 400				
MAD			5.00%	10 years		710 000				
MAD			4.78%	7 years		723 200				
MAD			4.77%	6 years		201 700				
MAD			5.60%	5 years		540 000				
MAD			4.75%	10 years		880 000				
MAD			4.13%	8 years		257 500				
MAD			4.52%	11 years		588 200				
MAD			2.66%	9 years		242 000				
MAD			3.74%	12 years		758 000				
MAD			3.44%	9 years		250 000				
MAD			2.81%	9 years		1 250 000				
MAD			5.73%			50 000				
MAD			3.96%			450 000				
TOTAL						**12 650 000**				

(1) BAM price at 12/31/2016 - (2) Possibly for an unspecified period – (3) Refer to the subordinated debt contract note

SHAREHOLDERS EQUITY at 31 December 2016

(thousand MAD)

SHAREHOLDERS'	outstanding 12/31/2015	Appropriation of income	other changes	outstanding 12/31/2016
Revaluation reserve	**420**			**420**
Reserves and premiums related to share capital	**24 916 000**	**1 434 000**	**-**	**26 350 000**
Legal reserve	203 527	-		203 527
Other reserves	16 595 980	1 434 000		18 029 980
Issue, merger and transfer premiums	8 116 493		-	8 116 493
Share capital	**2 035 272**	**-**	**-**	**2 035 272**
Called-up share capital	2 035 272		-	2 035 272
Uncalled share capital				
Non-voting preference shares				
Fund for general banking risks				
Shareholders' unpaid share capital				
Retained earnings (+/-)	**6 351**	**-6 191**		**160**
Net income (loss) awaiting appropriation (+/-)				
Net income (+/-)	**3 665 418**	**-3 666 608**	**1 190**	**6 935 048**
TOTAL	**30 623 461**	**-2 238 799**	**1 190**	**35 320 900**

FINANCING COMMITMENTS AND GUARANTEES at 31 December 2016

(thousand MAD)

COMMITMENTS	12/31/2016	12/31/2015
FINANCING COMMITMENTS AND GUARANTEES GIVEN	**74 919 835**	**62 511 397**
Financing commitments given to credit institutions and similar establishments	**532**	**532**
Import documentary credits		
Acceptances or commitments to be paid	532	532
Confirmed credit lines		
Back-up commitments on securities issuance		
Irrevocable leasing commitments		
Other financing commitments given		
Financing commitments given to customers	**18 287 612**	**16 670 275**
Import documentary credits	15 148 137	13 410 507
Acceptances or commitments to be paid	3 139 475	3 259 768
Confirmed credit lines		
Back-up commitments on securities issuance		
Irrevocable leasing commitments		
Other financing commitments given		
Guarantees given to credit institutions and similar establishments	**15 981 109**	**11 617 603**
Confirmed export documentary credits	158 310	
Acceptances or commitments to be paid		
Credit guarantees given	2 058 580	
Other guarantees and pledges given	13 764 219	11 617 603
Non-performing commitments		
Guarantees given to customers	**40 650 582**	**34 222 987**
Credit guarantees given	985 258	908 306
Guarantees given to government bodies	19 531 342	17 462 458
Other guarantees and pledges given	19 437 319	15 203 586
Non-performing commitments	696 663	648 637
FINANCING COMMITMENTS AND GUARANTEES RECEIVED	**23 034 121**	**16 428 131**
Financing commitments received from credit institutions and similar establishments	**1 491 560**	
Confirmed credit lines		
Back-up commitments on securities issuance		
Other financing commitments received	1 491 560	
Guarantees received from credit institutions and similar establishments	**21 270 627**	**16 298 917**
Credit guarantees received		
Other guarantees received	21 270 627	16 298 917
Guarantees received from the State and other organisations providing guarantees	**271 934**	**129 214**
Credit guarantees received		
Other guarantees received	271 934	129 214

COMMITMENTS ON SECURITIES at 31 December 2016

(thousand MAD)

	Amount
Commitments given	
Securities purchased with redemption rights Other securities to be provided	
Commitments received	
Securities sold with redemption rights Other securities receivable	
Securities sold with redemption rights	
Other securities receivable	

FORWARD FOREIGN EXCHANGE TRANSACTIONS AND COMMITMENTS ON DERIVATIVE PRODUCTS at 31 December 2016

(thousand MAD)

	hedging activities		other activities	
	12/31/2016	12/31/2015	12/31/2016	12/31/2015
Forward foreign exchange transactions	**48 152 264**	**47 425 974**		
Foreign currencies to be received	20 756 134	19 479 777		
Dirhams to be delivered	10 268 448	6 569 421		
Foreign currencies to be delivered	13 605 264	16 973 571		
Dirhams to be received	3 522 418	4 403 205		
Commitments on derivative products	**40 892 549**	**52 875 895**		
Commitments on regulated fixed income markets				
Commitments on OTC fixed income markets	10 377 597	7 607 167		
Commitments on regulated foreign exchange markets				
Commitments on OTC foreign exchange markets	21 580 582	16 004 617		
Commitments on regulated markets in other instruments		7 389		
Commitments on OTC markets in other instruments	8 934 370	29 256 722		

SECURITIES RECEIVED AND GIVEN AS GUARANTEE at 31 December 2016

(thousand MAD)

Securities received as guarantee	Net book value	Asset/off-balance sheet entries in which loans and signature loans pledged are given	Value of loans and signature loans pledged that are hedged
Treasury bills and similar assets		N/D	
Other securities			
Mortgages			
Other physical assets			
TOTAL			

Securities received as guarantee	Net book value	Asset/off-balance sheet entries in which loans and signature loans pledged are given	Value of loans and signature loans pledged that are hedged
Treasury bills and similar assets	4 161 268		
Other securities			
Mortgages			
Other physical assets		Other assets received and pledged	
TOTAL	**4 161 268**		

BREAKDOWN OF ASSETS AND LIABILITIES BY RESIDUAL MATURITY at 31 December 2016

(thousand MAD)

	d ≤ 1 month	1 month < d ≤ 3 months	3 months < d ≤ 1 year	1 year < d ≤ 5 years	d > 5 years	TOTAL
ASSETS						
Loans and advances to credit institutions and similar establishments	8 062 225	4 540 688	14 092 029	12 440 355	5 617 694	44 752 991
Loans and advances to customers	13 952 524	17 312 339	33 517 132	60 716 616	49 428 085	174 926 696
Debt securities	5 915	18 005	1 435 561	264 690	20 214	1 744 385
Subordinated loans			2 037 790	2 053 328	1 731 645	5 822 763
TOTAL	**22 020 664**	**21 871 032**	**51 082 512**	**75 474 989**	**56 797 638**	**227 246 835**
LIABILITIES						
Amounts owing to credit institutions and similar establishments	11 748 739	4 596 994	4 752 062	658 323		21 756 118
Amounts owing to customers	13 415 802	14 872 029	42 711 422	76 466 947	61 367 452	208 833 652
Debt securities issued	940 000		2 579 500	3 934 000		7 453 500
Subordinated debt			2 200 000	5 250 000	5 200 000	12 650 000
TOTAL	**26 104 541**	**19 469 023**	**52 242 984**	**86 309 270**	**66 567 452**	**250 693 270**

Remarks:

Loans & Advances and demand deposits are classified according to run-off conventions adopted by the bank.

BREAKDOWN OF FOREIGN CURRENCY-DENOMINATED ASSETS, LIABILITIES AND OFF-BALANCE SHEET ITEMS at 31 December 2016

(thousand MAD)

BALANCE SHEET	12/31/2016	12/31/2015
ASSETS:	**32 143 003**	**29 160 609**
Cash and balances with central banks, the Treasury and post office accounts	86 111	113 186
Loans and advances to credit institutions and similar establishments	10 453 917	13 037 874
Loans and advances to customers	5 067 306	3 770 730
Trading securities and available-for-sale securities	4 566 675	2 962 690
Other assets	3 202 753	484 418
Investments in affiliates and other long-term investments	8 753 823	8 778 216
Subordinated		
Leased and rented		
Intangible assets and property, plant and equipment	12 418	13 495
LIABILITIES:	**22 240 870**	**16 982 824**
Amounts owing to central banks, the Treasury and post office accounts		
Amounts owing to credit institutions and similar establishments	13 619 000	9 043 269
Customer deposits	8 393 002	7 826 557
Debt securities		
Other liabilities	229 955	114 188
Subsidies, public funds and special guarantee		
Subordinated		
Share capital and reserves		
Provisions		
Retained earnings		
Net income	-1 087	-1 190
OFF-BALANCE SHEET ITEMS:	**62 115 518**	**48 216 198**
Commitments given	41 589 237	34 365 546
Commitments received	20 526 281	13 850 652

RISK CONCENTRATION WITH THE SAME COUNTERPARTY at 31 December 2016

(thousand MAD)

NUMBER OF COUNTERPARTIES	TOTAL
12	64 613 940

NET INTEREST MARGIN at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Interest and similar income from activities with customers	**8 941 326**	**9 201 032**
of which interest and similar income	8 684 083	8 971 357
of which fee income on commitments	257 243	229 675
Interest and similar income from activities with credit institutions	**966 137**	**1 093 373**
of which interest and similar income	925 775	1 049 545
of which fee income on commitments	40 362	43 828
Interest and similar income from debt securities	**347 179**	**482 483**
TOTAL INTEREST AND SIMILAR INCOME	**10 254 641**	**10 776 888**
Interest and similar expenses on activities with customers	2 718 007	2 936 838
Interest and similar expenses on activities with credit institutions	436 578	799 578
Interest and similar expenses on debt securities issued	246 466	282 806
TOTAL INTEREST AND SIMILAR EXPENSES	**3 401 051**	**4 019 222**
NET INTEREST MARGIN	**6 853 590**	**6 757 666**

FEE INCOME PROVIDED FROM SERVICES at 31 December 2016

(thousand MAD)

FEES	12/31/2016	12/31/2015
Account management	213 692	201 169
Payment services	588 327	537 387
Securities transactions	41 266	42 091
Asset management and custody	76 390	66 541
Credit services	156 833	117 298
Corporate finance	-	-
Sale of insurance products	100 666	93 482
Other services provided	316 611	297 947
TOTAL	**1 493 786**	**1 355 915**

GENERAL OPERATING EXPENSES at 31 December 2016

(thousand MAD)

EXPENSES	12/31/2016	12/31/2015
Staff costs	1 929 338	1 854 299
Taxes	119 829	119 315
External expenses	1 804 780	1 723 759
Other general operating expenses	15 649	21 229
Depreciation, amortisation and provisions on intangible assets and property, plant and equipment	415 918	403 363
TOTAL	**4 285 515**	**4 121 965**

INCOME FROM MARKET ACTIVITIES at 31 December 2016

(thousand MAD)

INCOME AND EXPENDITURES	12/31/2016	12/31/2015
+ Gains on trading securities	2 094 865	2 077 300
- Losses on trading securities	315 888	633 232
Income from activities in trading securities	**1 778 977**	**1 444 068**
+ Capital gains on disposal of available-for-sale securities	42 716	1 496
+ Write-back of provisions for impairment of available-for-sale securities	565	73
- Losses on disposal of available-for-sale securities	5 303	83
- Provisions for impairment of available-for-sale securities	2 459	12 087
Income from activities in available-for-sale securities	**35 518**	**-10 600**
+ Gains on foreign exchange transactions - transfers	2 343 053	2 167 939
+ Gains on foreign exchange transactions - notes	91 204	96 899
- Losses on foreign exchange transactions - transfers	1 981 678	1 776 257
- Losses on foreign exchange transactions - notes	3 836	4 938
Income from foreign exchange activities	**448 742**	**483 642**
+ Gains on fixed income derivative products	101 899	62 996
+ Gains on foreign exchange derivative products	81 413	164 504
+ Gains on other derivative products	247 003	331 991
- Losses on fixed income derivative products	80 138	99 378
- Losses on foreign exchange derivative products	66 507	73 586
- Losses on other derivative products	344 322	108 817
Income from activities in derivatives products	**-60 652**	**277 710**

INCOME FROM EQUITY SECURITIES at 31 December 2016

(thousand MAD)

CATEGORY	12/31/2016	12/31/2015
Available-for-sale securities	-	-
Investments in affiliates and other long-term investments	4 587 637	1 419 320
TOTAL	**4 587 637**	**1 419 320**

OTHER INCOME AND EXPENSES at 31 December 2016

(thousand MAD)

OTHER BANKING INCOME AND EXPENSES	12/31/2016	12/31/2015
Other banking income	5 002 750	4 903 198
Other banking expenses	3 761 407	3 629 997
TOTAL	**1 241 343**	**1 273 201**

OTHER NON-BANKING INCOME AND EXPENSES	12/31/2016	12/31/2015
Non-banking operating income	104 797	162 247
Non-banking operating expenses	-	-
TOTAL	**104 797**	**162 247**
Provisions and losses on irrecoverable loans	2 410 213	2 774 458
Provision write-backs and amounts recovered on impaired loans	1 053 971	1 101 136

NON-CURRENT INCOME AND EXPENSES	12/31/2016	12/31/2015
Non-current income	11 999	5 442
Non-current expenses	191 171	94 764

DETERMINING INCOME AFTER TAX FROM ORDINARY ACTIVITIES at 31 December 2016

(thousand MAD)

I- DETERMINING INCOME	MONTANT
Income from ordinary activities after items of income and expenditure	8 698 642
Tax write-backs on ordinary activities (+)	372 873
Tax deductions on ordinary activities (-)	4 611 208
Theoretical taxable income from ordinary activities (=)	4 460 308
Theoretical tax on income from ordinary activities (-)	1 650 314
Income after tax from ordinary activities (=)	7 048 328
II- SPECIFIC TAX TREATMENT INCLUDING BENEFITS GRANTED BY INVESTMENT CODES UNDER SPECIFIC LEGAL PROVISIONS	

DETAILED INFORMATION ON VALUE ADDED TAX at 31 December 2016

(thousand MAD)

TYPE	Balance at the beginning of the exercise 1	transactions liable to VAT during the period 2	VAT declarations during the period 3	Balance at the end of the exercise (1+2-3=4)
A. VAT collected	**152 724**	**1 646 542**	**1 632 327**	**166 938**
B. Recoverable VAT	**219 503**	**538 985**	**552 634**	**205 854**
On expenses	111 623	454 485	467 421	98 687
On fixed assets	107 880	84 500	85 212	107 168
c. VAT payable or VAt credit = (A-B)	**-66 780**	**1 107 557**	**1 079 694**	**-38 916**

RECONCILIATION OF NET INCOME FOR ACCOUNTING AND TAX PURPOSES at 31 December 2016

(thousand MAD)

Reconciliation statement	Amount	Amount
I- NET INCOME FOR ACCOUNTING PURPOSES	**6 935 048**	
. Net profit	6 935 048	
. Net loss		
II- TAX WRITE-BACKS	**1 957 295**	
1- Current	1 957 295	
- Income tax	1 584 422	
- Losses related to tax control		
- Losses on irrecoverable loans not provisioned	38 291	
- General provisions	280 000	
- Provisions for pension funds and similar obligation	48 267	
- Non-deductible exceptional expenses	4 382	
- Contribution for the social cohesion support		
- Personal gifts	1 933	
2- Non-current		
III- TAX		**4 611 208**
1- Current		4 611 208
- 100% allowance on income from investments in affiliates		4 574 378
- Write-back of investment		36 829
- Write-back of provisions used		
- Write-back of general contingency reserve		-
2- Non-current		
TOTAL	**8 892 343**	**4 611 208**
IV- GROSS INCOME FOR TAX PURPOSES		**4 281 136**
. Gross profit for tax purposes if T1 > T2 (A)		4 281 136
. Gross loss for tax purposes if T2 > T1 (B)		
V- TAX LOSS CARRY FORWARDS (C) (1)		
. Financial year Y-4		
. Financial year Y-3		
. Financial year Y-2		
. Financial year Y-1		
VI - NET INCOME FOR TAX		**4 281 136**
. Net profit for tax purposes (A - C)		4 281 136
. Net loss for tax purposes (B)		
VII - ACCUMULATED DEFERRED DEPRECIATION		
VIII - ACCUMULATED TAX LOSSES TO BE CARRIED		
. Financial year Y-4		
. Financial year Y-3		
. Financial year Y-2		
. Financial year Y-1		

(1) up to the value of gross profit for tax purposes (A)

SHAREHOLDING STRUCTURE at 31 December 2016

(thousand MAD)

Name of main shareholders or associates	Adress	number of shares held		% of share capital
		previous period	current period	
A- DOMESTIC SHAREHOLDERS				
* S.N.I	ANGLE RUES D'ALGER ET DUHAUME CASA	97 433 137	97 433 137	47.87%
* GROUPE MAMDA & MCMA	16 RUE ABOU INANE RABAT	16 708 318	15 597 202	7.66%
* WAFA ASSURANCE	1 RUE ABDELMOUMEN CASA	13 456 468	13 456 468	6.61%
* REGIME COLLECTIF D'ALLOCATION ET DE RETRAITE	HAY RIAD - B.P 20 38 - RABAT MAROC	10 417 416	10 417 416	5.12%
* CIMR	BD ABDELMOUMEN CASA	5 675 608	7 860 780	3.86%
* CAISSE MAROCAINE DE RETRAITE	140 PLACE MY EL HASSAN RABAT	4 405 769	4 405 769	2.16%
* CAISSE DE DEPOT ET DE GESTION	140 PLACE MY EL HASSAN RABAT	3 576 531	3 576 531	1.76%
* BANK'S STAFF	***************************	5 346 597	2 819 401	1.39%
* AL WATANIYA	83 AVENUE DES FAR CASA	2 683 942	2 683 942	1.32%
* AXA ASSURANCES MAROC	120 AVENUE HASSAN II CASA	2 036 558	1 551 495	0.76%
* UCITS AND OTHER SHAREHOLDERS	***************************	31 071 268	33 009 471	16.22%
B- FOREIGN SHAREHOLDERS				
* SANTUSA HOLDING	PASEO DE LA CASTELLANA N° 24 MADRID (ESPAGNE)	10 715 614	10 715 614	5.26%
TOTAL		**203 527 226**	**203 527 226**	**100.0%**

APPROPRIATION OF INCOME at 31 December 2016

(thousand MAD)

	Value		Value
A- origin of appropriated income		**B- Appropriation of income**	
Earnings brought forward	6 351	to legal reserve	-
Net income awaiting appropriation		Dividends	2 238 799
Net income for the financial year	3 665 418	Other items for appropriation	1 432 810
Deduction from income		Earnings carried forward	160
Other deductions			
TOTAL A	**3 671 769**	**TOTAL B**	**3 671 769**

BRANCH NETWORK at 31 December 2016

(thousand MAD)

BRANCH NETWORK	12/31/2016	12/31/2015
Permanent counters	1171	1154
Occasional counters		
Cash dispensers and ATMs	1245	1189
Branches in Europe	68	70
Representative offices in Europe and Middle-East	8	4

STAFF at 31 December 2016

(thousand MAD)

StAFF	12/31/2016	12/31/2015
Salaried staff	8 236	7 917
Staff in employment	8 236	7 917
Full-time staff	8 236	7 917
Administrative and technical staff (full-time)		
Banking staff (full-time)		
Managerial staff (full-time)	4 385	4 151
Other staff (full-time)	3 851	3 766
Including Overseas staff	61	58

SUMMARY OF KEY ITEMS OVER THE LAST THREE PERIODS at 31 December 2016

(thousand MAD)

ITEM	December 2015	December 2014	December 2013
SHAREHOLDERS' EQUITY AND EQUIVALENT	**35 320 900**	**30 623 461**	**28 988 001**
OPERATIONS AND INCOME IN FY			
Net banking income	14 235 602	10 840 770	11 448 552
Pre-tax income	8 519 470	5 118 408	5 368 254
Income tax	1 584 422	1 452 990	1 824 140
Dividend distribution	2 238 799	2 035 272	1 933 508
PER SHARE INFORMATION IN MAD			
Earning per share			
Dividend per share	11,00	10,00	9,50
StAFF			
StAFF	**1 929 338**	**1 854 299**	**1 773 329**
Effectif moyen des salariés employés pendant l'exercice			

KEY DATES AND POST-BALANCE SHEET EVENTS at 31 December 2016

(thousand MAD)

I. KEY DATES	
. Balance sheet date (1)	**31 December 2016**
. Date for drawing up the financial statements (2)	**March-17**

(1) Justification in the event of any change to the balance sheet date
(2) Justification in the event that the statutory 3-month period for drawing up the financial statements is exceeded.

II. POST-BALANCE SHEET ITEMS NOT RELATED TO THIS FINANCIAL YEAR KNOWN BEFORE PUBLICATION OF THE FINANCIAL STATEMENTS

Dates	Indication of event
. Favorable	**NOT APPLICABLE**
. unfavourable	**NOT APPLICABLE**

CUSTOMER ACCOUNTS at 31 December 2016

(thousand MAD)

	12/31/2016	12/31/2015
Current accounts	175 692	160 614
Current accounts of Moroccans living abroad	788 355	783 047
Other current accounts	2 013 690	1 811 383
Factoring liabilities	7	0
Savings accounts	877 619	827 807
Term accounts	17 757	17 424
Certificates of deposit	2 711	4 156
Other deposit accounts	1 086 464	1 062 686
TOTAL	**4 962 295**	**4 667 117**

Contact : Financial Information and Investor Relations - Ibtissam Abouharia, e-mail : i.abouharia@attijariwafa.com
ir@attijariwafa.com

التجاري وفا بنك
Attijariwafa bank

التجاري وفا بنك
Attijariwafa bank

Believe in you