



# Attijariwafa bank

## Who we are

Attijariwafa bank is a leading banking and financial Group in North Africa, WAEMU (West African Economic and Monetary Union) and EMCCA (Economic and Monetary Community of Central Africa). In addition to its banking activity, the Group provides a wide range of financial services through several subsidiaries : insurance, mortgage, consumer credit, fast transfers, leasing, factoring, stock brokerage, asset management, M&A and market advisory...

Attijariwafa bank is based in Morocco and operates in 21 countries : in Africa (Tunisia, Mauritania, Senegal, Burkina-Faso, Guinea-Bissau, Mali, Ivory Coast, Congo, Gabon and Cameroon) and in Europe (Belgium, France, Germany, Italy, the Netherlands, and Spain) through majority-controlled fully-licensed local banks and their subsidiaries, and in Dubai, Riyadh, London, and Tripoli through representative offices.

## Board of Directors

**Mr. Abdelaziz ALAMI**  
Honorary chairman

**Mr. Mohamed EL KETTANI**  
Chairman & Chief Executive Officer

**Mr. Antonio ESCAMEZ TORRES**  
Vice-chairman

**Mr. Mounir EL MAJIDI**  
Director, Representing SIGER

**Mr. Hassan BOUHEMOU**  
Director, Representing SNI

**Mr. José REIG**  
Director

**Mr. Abed YACOUBI SOUSSANE**  
Director

**Mr. Javier HIDALGO BLAZQUEZ**  
Director

**Mr. Manuel VARELA**  
Director, Representing Grupo Santander

**Mr. Hassan OURIAGLI**  
Director

**Mrs. Wafaâ GUESSOUS**  
Secretary

## Financial Highlights

### Consolidated / IFRS

(MAD m) <sup>(1)</sup>	2011	2012	June 2013
Total Assets	343,452	368,305	384,719
Shareholder's Equity	30,280	35,395	35,776
Customer Loans	230,682	247,628	253,582
Customer Deposits	218,815	227,019	238,679
Net Banking Income	15,882	17,049	9,097
Gross Operating Income	8,680	9,365	5,113
Net Income	5,302	5,309	2,669
Net Income (Group Share)	4,459	4,501	2,221
NPL Ratio	4.9%	5.1%	5.3%
Coverage Ratio	69.5%	67.6%	66.5%
Cost / Income Ratio	45.3%	45.1%	43.8%
Cost of Risk	0.31%	0.48%	0.74%
ROE <sup>(2)</sup>	21.2%	17.6%	16.1%
ROA <sup>(3)</sup>	1.5%	1.4%	1.4%

(1) As of 30 June 2013 : 1 USD = 8.5392 MAD ; 1 Euro = 11.1170 MAD.

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

(3) Net Income/Total Assets.

## Network & Staff

### June 2013

**15,578** Attijariwafa bank employees

**2,424** Branches in Morocco

**190** Branches in North Africa

**56** Branches in Europe and the Middle East

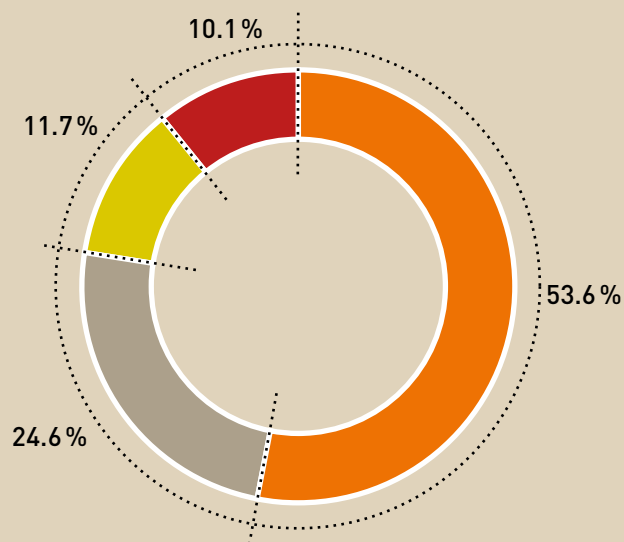
**286** Branches in West Africa

**81** Branches in Central Africa

# Contribution to consolidated Net Banking Income by activity

## June 30, 2013

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

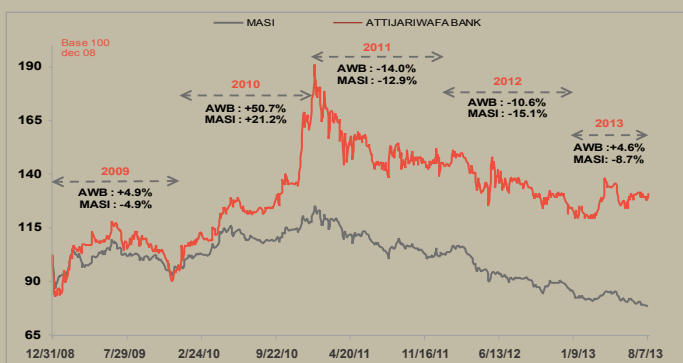


## Stock market Indicators

Attijariwafa bank	12/31/2011	12/31/2012	06/30/2013
Price	350.1	313.0	327.9
P/B	2.59 x	2.04x	2.12x
PER	15.15 x	14.00x	15.02x
DY	2.43 %	2.88 %	2.74%
Number of Shares	192,995,960	201,243,086	203,527,226
Market capitalisation (in millions of Dirhams)	67,568	62,989	66,737

## Attijariwafa bank's Share price performance

Attijariwafa bank vs MASI from 12/31/2008 to 08/13/2013



Largest bank by market capitalisation in Morocco: MAD 66.7 bn as of June 30, 2013.

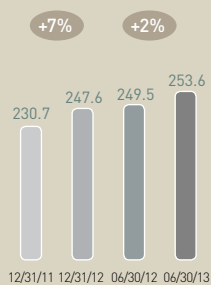
## Shareholders

### June 2013

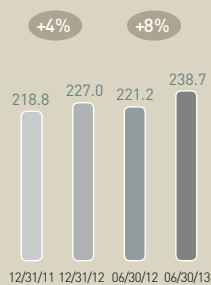
Shareholders	Number of shares	%
SNI Group	97,307,658	47.8%
Grupo Santander	10,715,614	5.3%
Domestic Institutions	58,176,150	28.6%
Attijariwafa bank staff	9,249,054	4.5%
Free-float and others	28,078,750	13.8%
<b>TOTAL</b>	<b>203,527,226</b>	<b>100.00%</b>



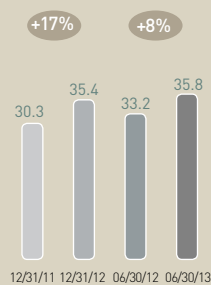
# Financial Highlights



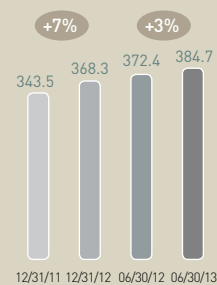
**Customer Loans**  
in MAD billions



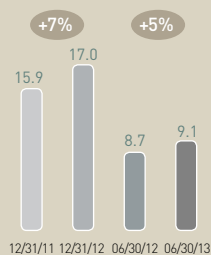
**Customer Deposits**  
in MAD billions



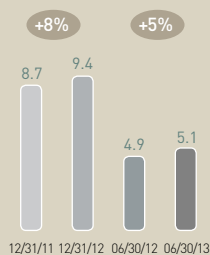
**Shareholders' Equity**  
in MAD billions



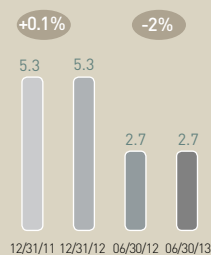
**Total Assets**  
in MAD billions



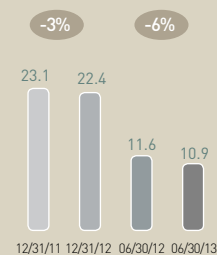
**Net Banking Income**  
in MAD billions



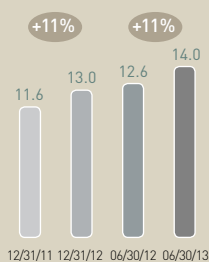
**Gross Operating Income**  
in MAD billions



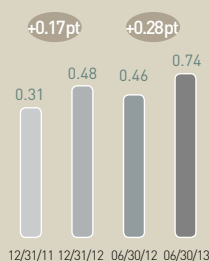
**Net Income**  
in MAD billions



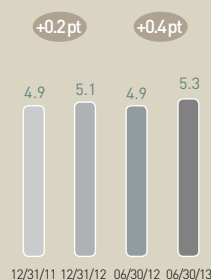
**Earning per share<sup>(1)</sup>**  
in MAD



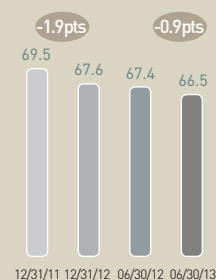
**Non Performing Loans**  
in MAD billions



**Cost of Risk**  
in %

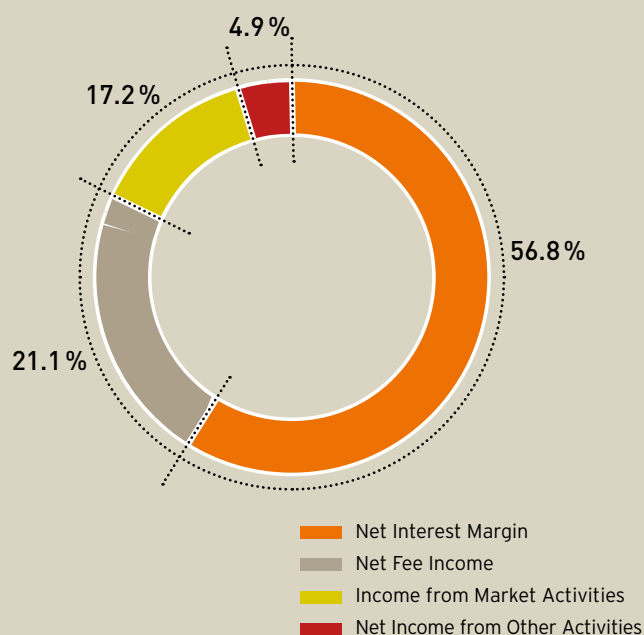


**NPL Ratio**  
in %



**Coverage Ratio**  
in %

## Net Banking Income's Structure June 30, 2013



(1) Net Income Group Share/Number of Shares

## Rating

FITCH RATING	August 2013
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 2012
Long-term	BB
Short-term	B
Outlook	stable

CAPITAL INTELLIGENCE	August 2013
Long-term	BBB-
Short-term	A3
Financial Strength	BBB
Outlook	stable

## Headquarter

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التجاري وفا بنك  
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