

Attijariwafa bank

2017



التجاري وفا بنك
Attijariwafa bank

Believe in you

Group's Profile

Attijariwafa bank is a leading banking and financial Group in North Africa, WAEMU (West African Economic and Monetary Union) and EMCCA (Economic and Monetary Community of Central Africa).

Network, customers & staff at 31 December 2017

4,306 Branches
 3,407 Branches in Morocco
 290 Branches in North Africa
 443 Branches in West Africa
 96 agences en Afrique Centrale
 70 Branches in Europe the Middle East and America
 19,754 employees
 9.1 million customers

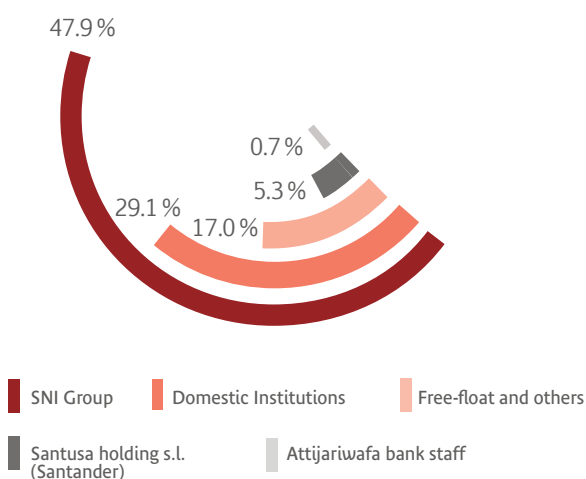
Financial highlights Consolidated/IFRS at 31 December 2017

Total assets	475.7	(+10.9%) Billon MAD
Net banking income	21.6	(+10.0%) Billon MAD
Net income	6.6	(+16.5%) Billon MAD
Net income group share	5.4	(+13.3%) Billon MAD

ROE ⁽¹⁾	14.9%	NPL ratio	7.0%
ROA ⁽²⁾	1.4%	Coverage ratio	75.1%
Total Capital ratio ⁽³⁾	12.3%	Cost-to-income ratio	46.1%
Core Tier 1 Ratio ⁽³⁾	9.7%	Cost of risk	0.72%

(1) Net income / shareholders' equity excluding net income
 (2) Net income / total assets
 (3) Data as of June 2017

Shareholding Structure at 31 December 2017



Board of Directors at 31 December 2017

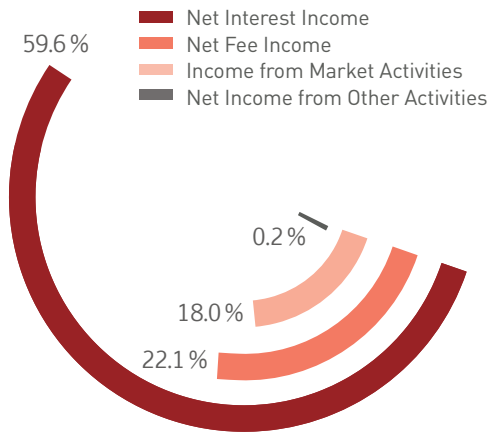
Mr. Mohamed EL KETTANI Chairman of the Board
 Mr. Antonio ESCAMEZ TORRES Vice-Chairman
 Mr. Mounir EL MAJIDI Director, Representing SIGER
 Mr. Hassan OURIAGLI Director, Representing SNI
 Mr. Abdelmjid TAZLAOUI Director
 Mr. José REIG Director
 Mr. Abed YACOUBI SOUSSANE Director
 Mr. Aldo OLCESE SANTONJA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

Committees issued from Board of Directors

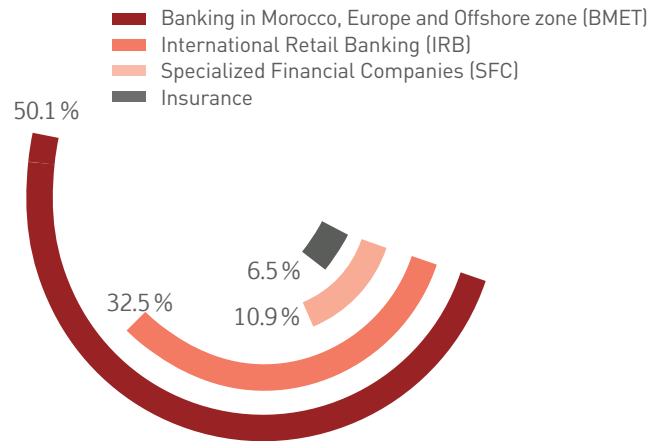
Permanent members	Strategic Committee	Group Risk Committee	Group Audit Committee	Appointment and Remuneration Committee*
Mr. Mohamed EL KETTANI	●	●	-	●
Mr. Hassan OURIAGLI	●	●	-	●
Mr. Abdelmjid TAZLAOUI	●	-	●	-
Mr. José REIG	●	●	●	●
Mr. Mounir EL MAJIDI	-	-	-	●
Mr. Abed YACOUBI-SOUSSANE	-	-	●	-

(* 3 sub-committees issued from «Appointment and Remuneration Committee» with different compositions depending on the prerogatives of each sub-committee.

Breakdown of Consolidated Net Banking Income at 31 December 2017

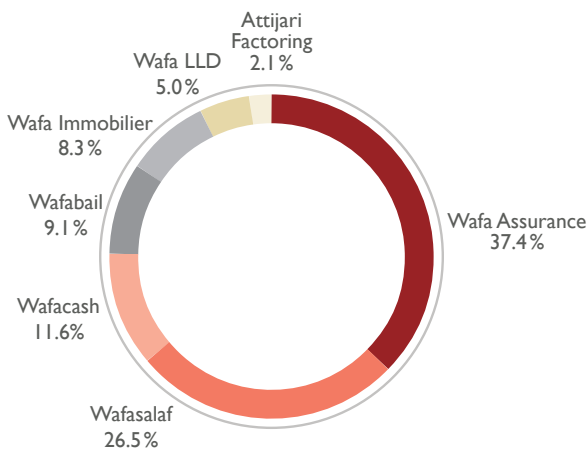


Contribution to consolidated Net Banking Income by activity at 31 December 2017



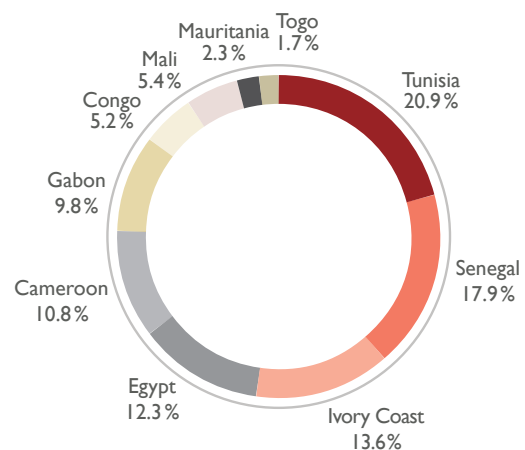
Breakdown of Moroccan Companies' NBI at 31 December 2017

NBI of Moroccan subsidiaries: MAD 3,842.4 million
 NBI SFC: MAD 2,404.0 million
 NBI Insurance: MAD 1,438.4 million



Breakdown of International NBI by Geography at 31 December 2017

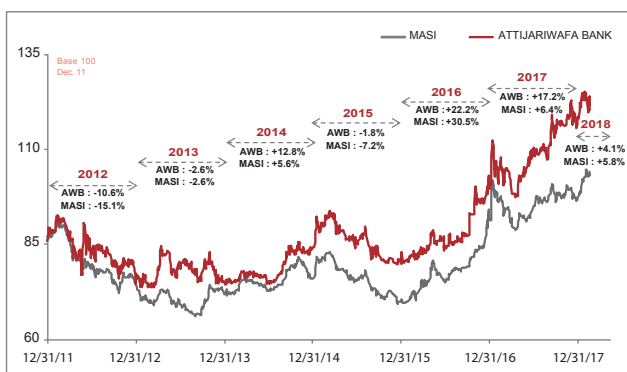
NBI IRB: MAD 7,183.4 million



Attijariwafa bank's share price performance

Attijariwafa bank vs MASI from 12/31/2011 to 02/13/2018

Largest bank by market capitalization in Morocco: MAD 98.5 billion at 31 December 2017.



Stock Market Indicators

Attijariwafa bank	2015	2016	2017
Price	338	413	484
P/B	1.86x	2.06x	2.27x
PER	15.28x	17.67x	18.27x
DY	3.25%	2.91%	2.58%
Number of Shares	203,527,226	203,527,226	203,527,226
Market capitalization (in million MAD)	68,772	84,057	98,507

An internationally - oriented Banking and Financial Group ...

Europe



Attijarwafa bank
EUROPE
Attijariwafa bank
Europe
Branches: 64
Market share: NA

North Africa



**التجاري بنك
Attijari bank**
Attijari bank Tunisie
Branches: 207
Market share: 8.9%




**التجاري بنك
Attijari bank**
Attijari bank Mauritanie
Branches: 26
Market share: 11.0%




**التجاري بنك
Attijari bank**
Attijariwafa bank Egypt
Branches: 56
Market share: 0.8%

EMCCA



SCB Cameroun
Société Commerciale de Banque Cameroun
Branches: 55
Market share: 9.9%




Crédit du Congo
Crédit du Congo
Branches: 20
Market share: 10.9%




Union Gabonaise de Banque
Union Gabonaise de Banque
Branches: 21
Market share: 19.6%

WAEMU



CBAO
Compagnie Bancaire de l'Afrique de l'Ouest
Branches¹: 99
Market share: 15.1%



Crédit du Sénégal
Crédit du Sénégal
Branches: 8
Market share: 2.4%



BIM s.a.
Banque Internationale pour le Mali
Branches: 80
Market share: 9.6%



Société Ivoirienne de Banque
Société Ivoirienne de Banque
Branches: 60
PDM : 10.4%



BIA Togo
Banque Internationale pour l'Afrique au Togo
Branches: 12
Market share: 3.1%

Loan market share as of September 2017 except ABT (Dec-17)

1 - including Burkina Faso, Niger and Benin.

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


...Supported by best-in-class factories



**تامين الوفاء
Wafa Assurance**
Wafa Assurance
Branches: 336
Market share: 20.8%



**وفاسلاف
Wafasalaf**
Wafasalaf
Branches: 44
Market share: 31.9%




**وفا اموبيلير
Wafa Immobilier**
Wafa Immobilier
Branches: 57
Market share: 24.8%



**وفابايل
Wafabail**
Wafabail
Branches: NA
Market share: 25.9%




Attijariwafa bank
FACTORING
Attijari Factoring Maroc
Branches: NA
Market share: 68.0%



**بنك الصفاء
Bank Assafa**
Bank Assafa
Branches: 23
Market share: NA



**وفاكاش
Wafacash**
Wafacash
Branches¹: 1,783
Market share: NA



Wafa LLD
Wafa LLD
Branches: NA
Market share: 18%




**التجاري للوساطة
Attijari intermédiation**
Attijari Intermédiation
Branches: NA
Market share: 22.7%



**تدبير الوفاء
Wafa Gestion**
Wafa Gestion
Branches: NA
Market share: 25.3%



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



Wafa Courtage
Wafa Courtage
Branches: NA
Market share: NA

1-Excluding 184 branches in West Africa

Loan market share as of December 2017 except Wafa Assurance (June-17)

NA: Not applicable

Financial Indicators



(1) Net Income Group Share / Number of Shares

Rating

Rating Agency	Rating	Effective Date
Fitch Rating	BB+	July 2017
Standard & Poor's	BB	December 2017
Moody's	Ba2	July 2017
Fitch Rating	B	
Standard & Poor's	B	
Moody's	NP	
Fitch Rating	AA-(mar)	
Standard & Poor's	stable	
Moody's	Positive	
Fitch Rating	stable	
Standard & Poor's	stable	
Moody's	Positive	

Headquarter

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