

Attijariwafa bank

2015

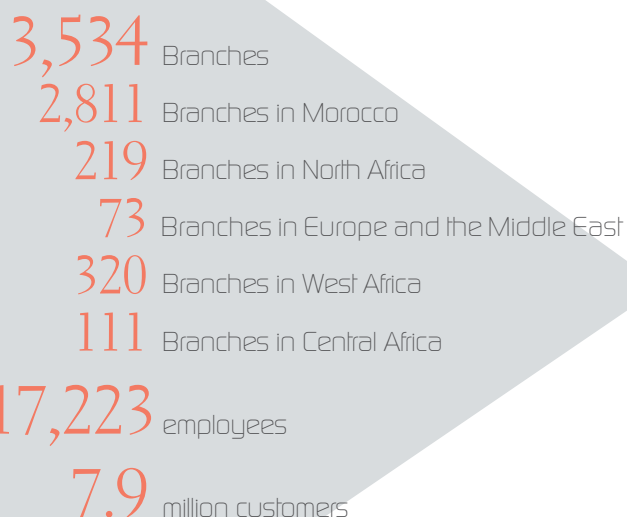


التجاري وفا بنك
Attijariwafa bank

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 2015

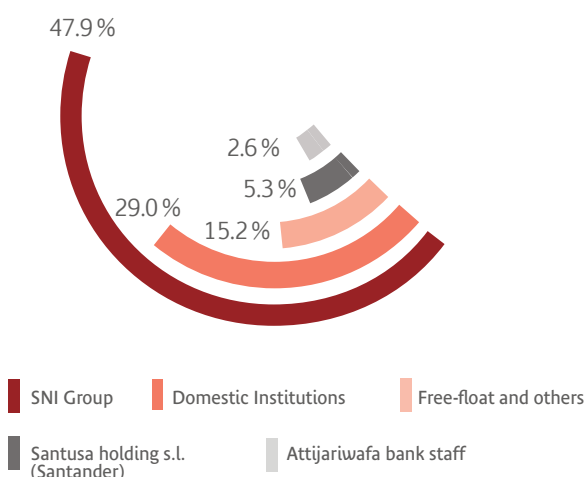


Financial highlights Consolidated/IFRS at 31 December 2015

Total assets	411.1	(+2.3%) billion MAD	
Net banking income	19.0	(-2.3%) billion MAD	
Net income	5.3	(+3.1%) billion MAD	
Net income group share	4.5	(+3.4%) billion MAD	
ROE ⁽¹⁾	14.8%	NPL ratio	7.1%
ROA ⁽²⁾	1.3%	Coverage ratio	71.9%
Total Capital ratio ⁽³⁾	12.7%	Cost-to-income ratio	46.4%
Core Tier 1 Ratio ⁽³⁾	10.4%	Cost of risk	0.83%

(1) Net income / shareholders' equity excluding net income
(2) Net income / total assets
(3) Data as of June 2015

Shareholding Structure at 31 December 2015



Board of Directors at 31 December 2015

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

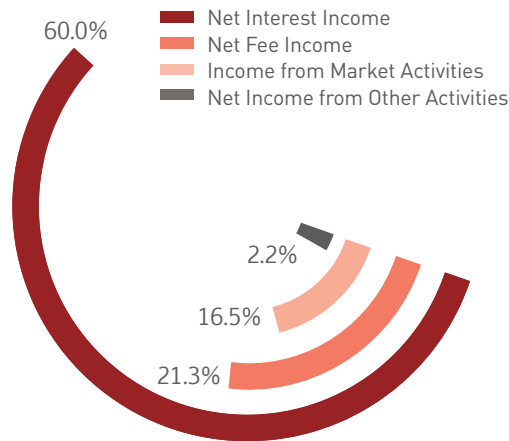
Mrs. Wafaa GUESSOUS Secretary

Committees issued from Board of Directors

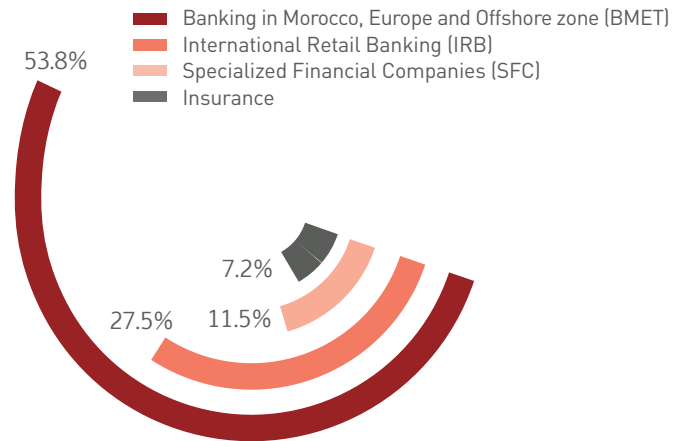
Permanent members	Strategic Committee	Group Risk Committee	Group Audit Committee	Appointment and Remuneration Committee*
Mr. Mohamed EL KETTANI	●	●	-	●
Mr. Hassan OURIAGLI	●	●	-	●
Mr. Abdelmjid TAZLAOUI	●	-	●	-
Mr. José REIG	●	●	●	●
Mr. Mounir EL MAJIDI	-	-	-	●
Mr. Abed YACOUBI-SOUSSANE	-	-	●	-

(* 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 2015

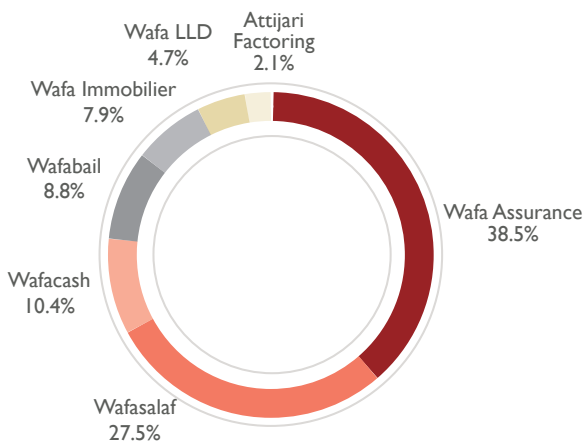


Contribution to consolidated Net Banking Income by activity at 31 December 2015



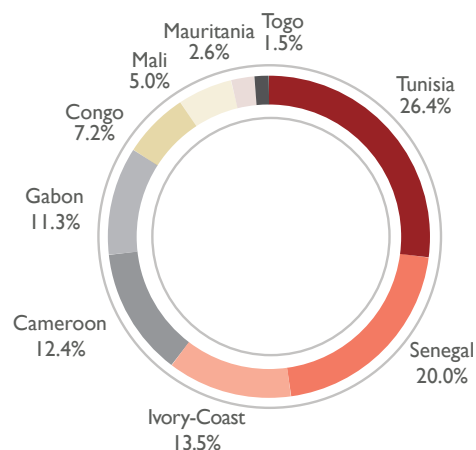
Breakdown of Moroccan Companies' NBI at 31 December 2015

NBI of Moroccan subsidiaries: MAD 3,639 million
 NBI SFC: MAD 2,239 million
 NBI Insurance: MAD 1,400 million



Breakdown of International NBI by Geography at 31 December 2015

NBI IRB: MAD 5,375 million



Attijariwafa bank's share price performance

Attijariwafa bank vs MASI from 12/31/2009 to 02/19/2016

Largest bank by market capitalization in Morocco: MAD 68.8 billion at 31 December 2015



Stock Market Indicators

Attijariwafa bank	2013	2014	2015
Price	305	344	338
P/B	1.87x	1.97x	1.86x
PER	14.99x	16.08x	15.28x
DY	3.11%	2.91%	3.26%
Number of Shares	203,527,226	203,527,226	203,527,226
Market capitalization (in million MAD)	62,076	70,013	68,772

An internationally-oriented Banking and Financial Group ...

Europe



Attijarlwafa bank
EUROPE
Attijariwafa bank
Europe
Branches: 72
PDM : NA

North Africa




التجاري بنك
Attijari bank
Attijari bank Tunisie
Branches: 201
Market share: 8.1%




التجاري بنك
Attijari bank
Attijari bank Mauritanie
Branches: 18
Market share: 9.1%


EMCCA



SCB Cameroun
Société Commerciale de Banque Cameroun
Branches: 54
Market share: 9.9%




Crédit du Congo
Crédit du Congo
Branches: 35
Market share: 11.7%




Union Gabonaise de Banque
Union Gabonaise de Banque
Branches: 22
Market share: 17.9%

WAEMU



CBAO
Compagnie Bancaire de l'Afrique de l'Ouest
Branches: 160
Market share: 16.8%



Crédit du Sénégal
Crédit du Sénégal
Branches: 8
Market share: 3.1%



BIM s.a.
Banque Internationale pour le Mali
Branches: 83
Market share: 9.9%



Société Ivoirienne de Banque
Société Ivoirienne de Banque
Branches: 52
Market share: 11.8%



BIA Togo
Banque Internationale pour l'Afrique au Togo
Branches: 10
Market share: 5.8%

Loan market share as of December 2015 except SCB, CBAO, CDS and BIM (Sept-15) and UGB and SIB (Nov-15)


...Supported by best-in-class factories



تامين الوفاء
Wafa Assurance
Branches: 271
Market share: 20.4%¹




وفاسلاف
Wafasalaf
Branches: 44
Market share: 30.3%



وفا امولبي
Wafa Immobilier
Branches: 51
Market share: 23.9%



وفابايب
Wafabail
Branches: NA
Market share: 27.7%




Attijariwafa bank
FACTORING
Attijari Factoring Maroc
Branches: NA
Market share: 68.4%



دار الصفاء
Dar Assafaa
En toute clarté
Branches: 11
Market share: NA



وفكاش
Wafacash
Branches: 1,274
Market share: NA



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




التجاري للوساطة
Attijari Intermédiation
Branches: NA
Market share: 26.8%



تدبير الوفاء
Wafa Gestion
Branches: NA
Market share: 27.1%



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



Wafa Courtage
Wafa Courtage
Branches: NA
Market share: NA

Loan market share as of December 2015 except Wafa Assurance (June-15)
NA: Not applicable

Financial Indicators



(1) Net Income Group Share / Number of Shares

Rating

Rating Agency	Rating	Effective Date
Fitch Rating	BB+	July 2015
Standard & Poor's	BB	December 2015
Capital Intelligence	BBB-	August 2015
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	
Long-term	BB	
Short-term	B	
Outlook	stable	
Long-term	BBB-	
Short-term	A3	
Financial Strength	BBB	
Outlook	stable	

Headquarter

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