

Attijariwafa bank

2016



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 2016

3,972	Branches
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
17,696	employees
8.4	million customers

Financial highlights Consolidated/IFRS at 31 December 2016

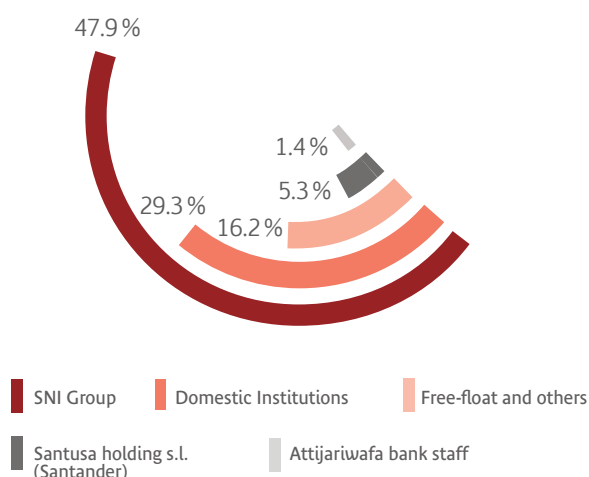
Total assets	428.8	(+4.3%) Billion MAD	
Net banking income	19.7	(+3.6%) Billion MAD	
Net income	5.7	(+6.7%) Billion MAD	
Net income group share	4.8	(+5.7%) Billion MAD	
ROE ⁽¹⁾	13.5%	NPL ratio	7.0%
ROA ⁽²⁾	1.3%	Coverage ratio	72.4%
Total Capital ratio ⁽³⁾	12.5%	Cost-to-income ratio	46.5%
Core Tier 1 Ratio ⁽³⁾	10.1%	Cost of risk	0.70%

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

(2) Net income / total assets

(3) Data as of June 2016

Shareholding Structure at 31 December 2016



Board of Directors at 31 December 2016

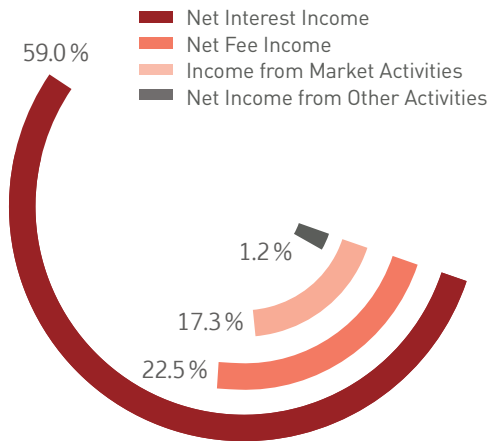
Mr. Mohamed EL KETTANI Chairman of the Board
Mr. Antonio ESCAMEZ TORRES Vice-Chairman
Mr. Mounir EL MAJIDI Director, Representing SIGER
Mr. Hassan OURIAGLI Director, Representing SNI
Mr. Abdelmjid TAZLAOUI Director
Mr. José REIG Director
Mr. Abed YACOUBI SOUSSANE Director
Mr. Aldo OLCESE SANTONJA Director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

Committees issued from Board of Directors

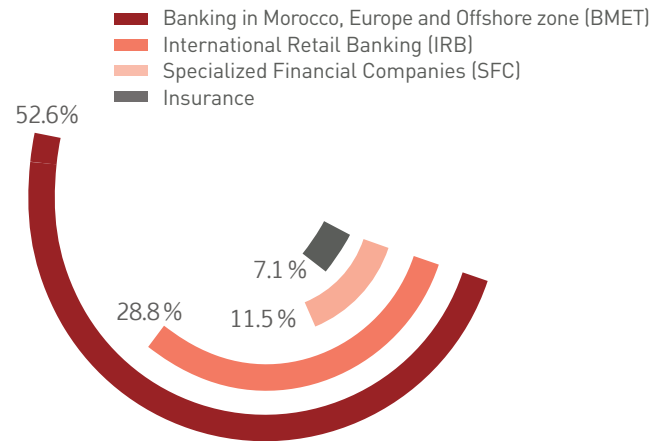
Permanent members	Strategic Committee	Group Risk Committee	Group Audit Committee	Appointment and Remuneration Committee*
Mr. Mohamed EL KETTANI	●	●	-	●
Mr. Hassan OURIAGLI	●	●	-	●
Mr. Abdelmjid TAZLAOUI	●	-	●	-
Mr. José REIG	●	●	●	●
Mr. Mounir EL MAJIDI	-	-	-	●
Mr. Abed YACOUBI-SOUSSANE	-	-	●	-

(*) 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 2016

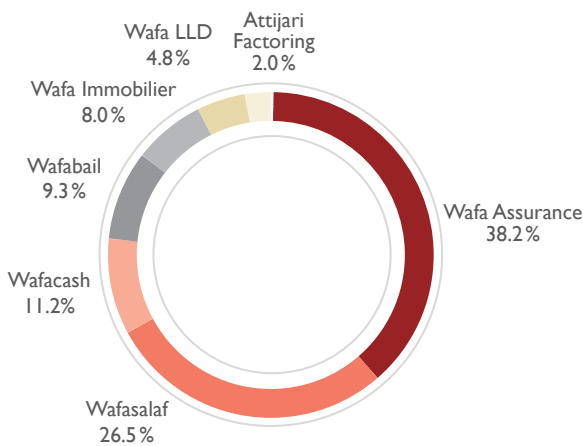


Contribution to consolidated Net Banking Income by activity at 31 December 2016



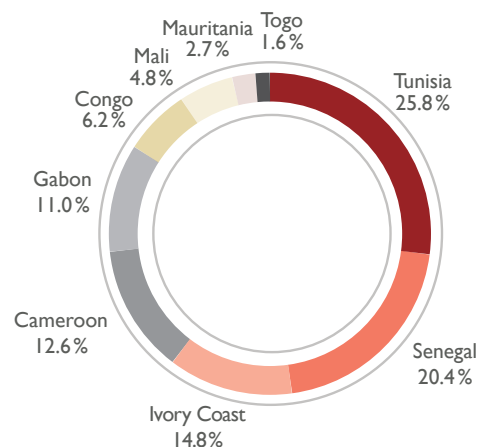
Breakdown of Moroccan Companies' NBI at 31 December 2016

NBI of Moroccan subsidiaries: MAD 3,759.9 million
 NBI SFC: MAD 2,324.4 million
 NBI Insurance: MAD 1,435.5 million



Breakdown of International NBI by Geography at 31 December 2016

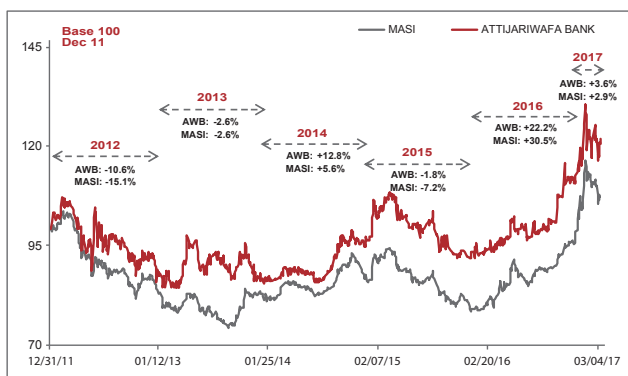
NBI IRB: MAD 5,807.4 million



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 capitalization (in million MAD)	70,013	68,772	84,057

An internationally - oriented Banking and Financial Group ...

Europe



Attijarwafa bank
EUROPE
Attijariwafa bank Europe
Branches: 69
Market share: NA

North Africa




التجاري بنك Attijari bank
Attijari bank Tunisie
Branches: 203
Market share: 8.8%




التجاري بنك Attijari bank
Attijari bank Mauritanie
Branches: 24
Market share: 10.5%

EMCCA



SCB Cameroun
Société Commerciale de Banque Cameroun
Branches: 56
Market share: 10.4%




Crédit du Congo
Crédit du Congo
Branches: 35
Market share: 12.1%




Union Gabonaise de Banque
Union Gabonaise de Banque
Branches: 21
Market share: 19.2%

WAEMU



CBAO
Compagnie Bancaire de l'Afrique de l'Ouest
Branches¹: 99
Market share: 15.7%



Crédit du Sénégal
Crédit du Sénégal
Branches: 8
Market share: 3.2%



BIM s.a.
Banque Internationale pour le Mali
Branches: 83
Market share: 9.7%



Société Ivoirienne de Banque
Société Ivoirienne de Banque
Branches: 54
Market share: 11.0%



BIA Togo
Banque Internationale pour l'Afrique au Togo
Branches: 11
Market share: 5.4%

Loan market share as of December 2016 except CBAO, CDS & SCB (Sept-16), SIB and BIAT (Nov-16).

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: 298
Market share: 21.1%




وفاسلاف Wafasalaf
Wafasalaf
Branches: 44
Market share: 31.5%




وفا اموبيليا Wafa Immobilier
Wafa Immobilier
Branches: 53
Market share: 24.3%



وفابايل Wafabail
Wafabail
Branches: NA
Market share: 26.2%




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



دار الصفاء Dar Assafaa
En toute clarté
Dar Assafaa
Branches: 17
Market share: NA



وفكاش Wafacash
Wafacash
Branches¹: 1,611
Market share: NA



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




التجاري للوساطة Attijari intermédiation
Attijari Intermédiation
Branches: NA
Market share: 24.6%



تدبير الوفاء Wafa Gestion
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

1 - Excluding 1 09 branches in West Africa

Loan market share as of December 2016 except Wafa Assurance and Wafa LLD (Dec-15)

NA: Not applicable

Financial Indicators



(1) Net Income Group Share / Number of Shares

Rating

Rating Agency	Rating	Effective Date
Fitch Rating	BB+	August 2016
Standard & Poor's	BB	December 2016
Capital Intelligence	BBB-	August 2016
Fitch Rating	B	Short-term in foreign currency
Standard & Poor's	B	Short-term
Capital Intelligence	A3	Short-term
Fitch Rating	BB+	Long-term in local currency
Standard & Poor's	stable	Outlook
Capital Intelligence	BBB	Financial Strength
Fitch Rating	B	Short-term in local currency
Capital Intelligence	stable	Outlook
Fitch Rating	stable	Outlook

Headquarter

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