



# 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 23 countries: in Africa (Tunisia, Mauritania, Senegal, Burkina-Faso, Guinea-Bissau, Mali, Ivory Coast, Congo, Gabon, Cameroon, Togo and Niger) 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. 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. José REIG**  
Director

**Mr. Abed YACOUBI SOUSSANE**  
Director

**Mr. Aldo OLCESE SANTONJA**  
Director

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

**Mr. Abdelmjid TAZLAOUI**  
Director

**Mrs. Wafaâ GUESSOUS**  
Secretary

## Financial Highlights

### Consolidated / IFRS

(MAD m) <sup>(1)</sup>	2013	2014	June-15
Total Assets	385,580	401,844	403,652
Shareholder's Equity	37,935	40,402	40,606
Customer Loans	250,750	255,056	254,416
Customer Deposits	237,608	257,881	266,611
Net Banking Income	17,877	19,450	9,754
Gross Operating Income	9,930	10,941	5,412
Net Income	5,066	5,140	2,760
Net Income (Group Share)	4,141	4,355	2,312
NPL Ratio	6.3%	6.8%	7.1%
Coverage Ratio	64.0%	68.5%	69.2%
Cost / Income Ratio	44.5%	43.7%	44.5%
Cost of Risk	0.71%	1.13%	0.87%
ROE <sup>(2)</sup>	15.4%	14.6%	14.6%
ROA <sup>(3)</sup>	1.3%	1.3%	1.4%

(1) As of 30 June 2015 : 1 USD = 9.719 MAD ; 1EUR = 10.9115 MAD.

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

(3) Net Income/Total Assets.

## Network & Staff

### June 2015

**16,970** Attijariwafa bank employees

**2,674** Branches in Morocco

**212** Branches in North Africa

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

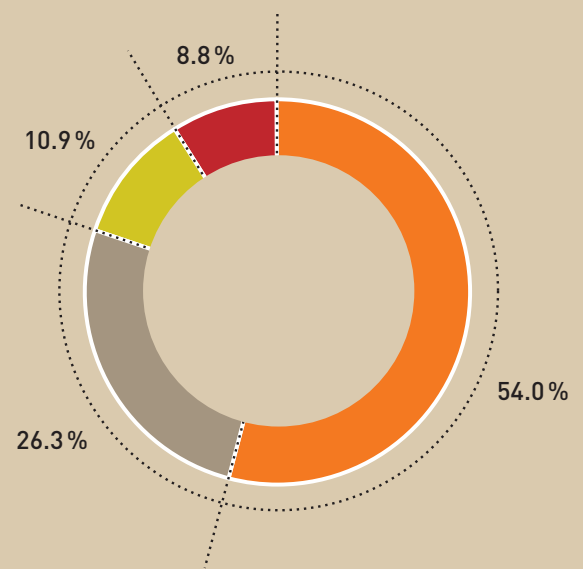
**315** Branches in West Africa

**102** Branches in Central Africa

# Contribution to consolidated Net Banking Income by activity

## June 30, 2015

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



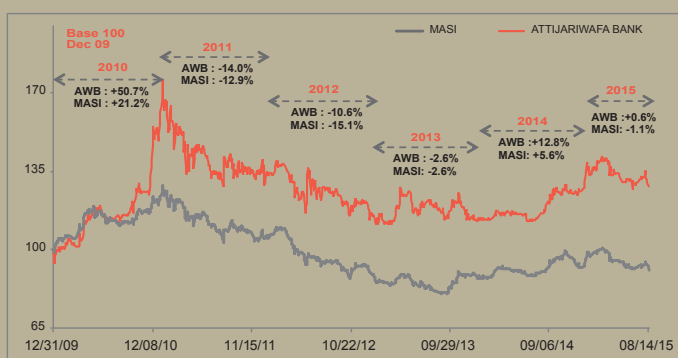
## Stock market Indicators

Attijariwafa bank	12/31/2013	12/31/2014	06/30/2015
Price	305.0	344.0	350.0
P/B	1.87x	1.97x	1.99x
PER	14.99x	16.08x	15.41x
DY	3.11%	2.91%	-
Number of Shares	203,527,226	203,527,226	203,527,226
Market capitalisation (in millions of Dirhams)	62,076	70,013	71,235

As of 30 June 2015, the PER is based on annualised net income group share

## Attijariwafa bank's Share price performance

Attijariwafa bank vs MASI from 12/31/2009 to 08/19/2015



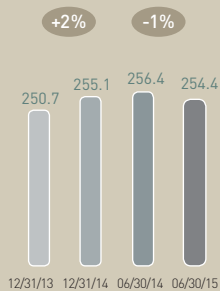
Largest bank by market capitalisation in Morocco: MAD 71.2 bn as of June 30, 2015.

## Shareholders June 2015

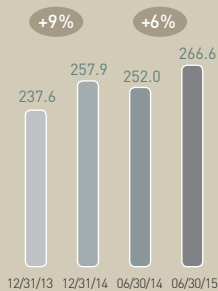
Shareholders	Number of shares	%
SNI Group	97,433,137	47.9%
Santander	10,715,614	5.3%
Domestic Institutions	48,601,660	23.9%
Attijariwafa bank staff	5,495,699	2.7%
Free-float and others	41,281,116	20.3%
<b>TOTAL</b>	<b>203,527,226</b>	<b>100.0%</b>

Wahana Wisata Budaya

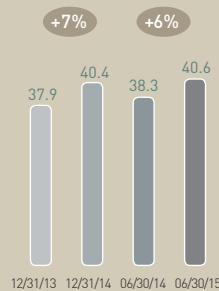
# Financial Highlights



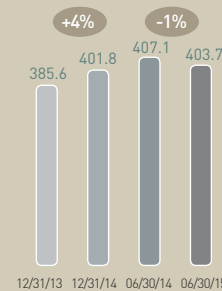
**Customer Loans**  
in MAD billions



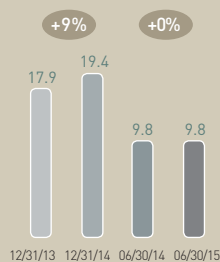
**Customer Deposits**  
in MAD billions



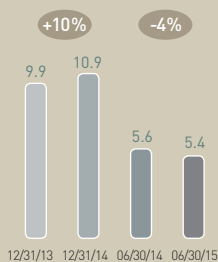
**Shareholders' Equity**  
in MAD billions



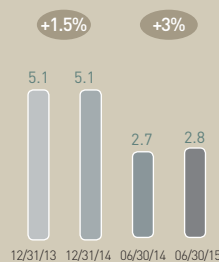
**Total Assets**  
in MAD billions



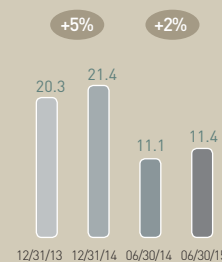
**Net Banking Income**  
in MAD billions



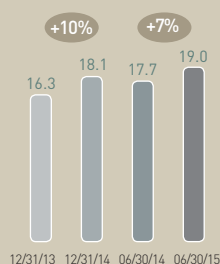
**Gross Operating Income**  
in MAD billions



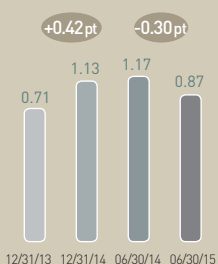
**Net Income**  
in MAD billions



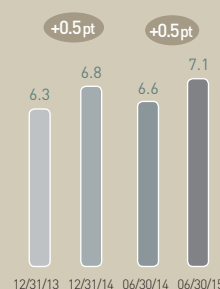
**Earning per share <sup>(1)</sup>**  
in MAD



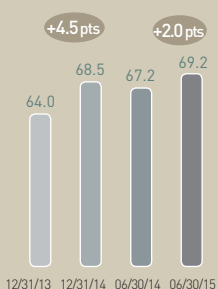
**Non Performing Loans**  
in MAD billions



**Cost of Risk**  
in %

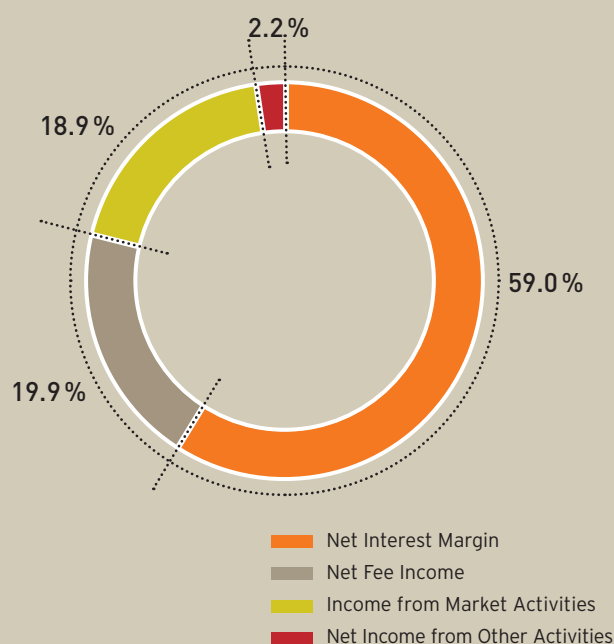


**NPL Ratio**  
in %



**Coverage Ratio**  
in %

## Net Banking Income's Structure June 30, 2015



(1) Net Income Group Share/Number of Shares

## Rating

FITCH RATING	July 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

STANDARD & POOR'S	November 2014
Long-term	BB
Short-term	B
Outlook	stable

CAPITAL INTELLIGENCE	August 2015
Long-term	BBB-
Short-term	A3
Financial Strength	BBB
Outlook	stable

## Headquarter

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