Results

Attijariwafa bank
as of December 31st, 2012

12

التجاري وفا بنك
Attijariwafa bank

2012
Financial Communication

Attijariwafa bank
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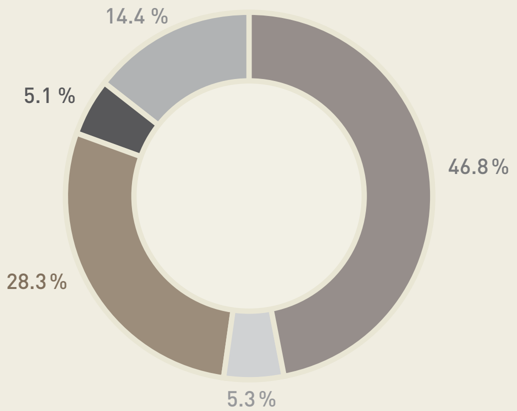
www.attijariwafabank.com

Attijariwafa bank key figures

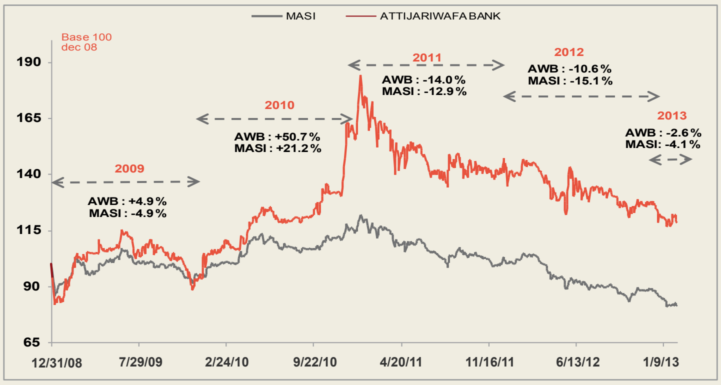
- **15 289** Employees
- **2 269** Branches in Morocco
- **188** Branches in North Africa
- **58** Branches in Europe and the Middle East
- **285** Branches in West Africa
- **82** Branches in Central Africa

Shareholding structure as of December 31st, 2012



- SNI Group
- Grupo Santander
- Domestic Institutions
- Attijariwafa bank staff
- Free-float and others

Attijariwafa bank's Share price performance



Largest bank by market capitalisation in Morocco : MAD 63.0 bn as of December 31, 2012.

Stock market Indicators

Attijariwafa bank	12/31/2010	12/31/2011	12/31/2012
Price	407.0	350.1	313.0
P/B	3.28x	2.59 x	2.04x
PER	19.15x	15.15 x	14.00x
DY	1.97 %	2.43 %	2.88%
Number of Shares	192 995 960	192 995 960	201 243 086
Market capitalisation (in millions of dirhams)	78 549	67 568	62 989

GENERAL MANAGEMENT AND COORDINATION COMMITTEE

General Management

Mr Mohamed EL KETTANI	Chairman & Chief Executive Officer
Mr Omar BOUNJOU	Co-CEO, Retail Banking Division
Mr Ismail DOUIRI	Co-CEO, Finance, Technology and Operations Division
Mr Boubker JAI	Co-CEO, Corporate and Investment Banking, Capital Markets & Financial Subsidiaries

Network

Mr Saâd BENJELLOUN	Head of Center-South region
Mr Saâd BENWAHOUD	Head of North-West region
Mr Said SEBTI	Head of Center-North region
Mr Mohamed BOUBRIK	Head of South-West region
Mr Rachid EL BOUZIDI	Head of North-East region
Mr Fouad MAGHOUS	Head of South region
Mr Mouaouia ESSEKELLI	Managing Director, Attijariwafa bank Europe

Central Entities

Mr Hassan BEDRAOUI	Transaction Banking
Mr Hassan BERTAL	SMEs banking
Mr Talal EL BELLAJ	Global Risk Management
Mr Chakib ERQUIZI	Capital Markets
Mr Omar GHOMARI	Group Human Resources
Mrs Wafaa GUESSOUS	Procurement, Logistics and Secretary of the Board
Mr Mohamed HAITAMI	Specialised Financial Companies
Mr Mounir OUDGHIRI	International Retail Banking
Mr Youssef ROUISSI	Corporate & Investment Banking
Mr Younes BELABED	Retail Banking Support Functions
Mrs Saloua BENMEHREZ	Group Communication
Mr Ismail EL FILALI	General Audit
Mrs Malika EL YOUNSI	Group Legal Advisory
Mrs Noufissa KESSAR	Private Banking
Mr Rachid KETTANI	Group Finance Division
Mrs Soumaya LRHEZZIOUI	Group Information Systems
Mr Driss MAGHRAOUI	Personal, Professional & MLA Banking
Mr Mohamed SOUSSI	Back Offices and Customer Services

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

Rating

FITCH RATING	January 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	September 2012
Long-term	BBB-
Short-term	A3
Financial Strength	BBB
Outlook	stable

التجاري وفا بنك
Attijariwafa bank

Results AT 31 December 2012

Consolidation of achievements, a renewed social commitment in a challenging environment

The Attijariwafa bank Board of Directors, chaired by Mr Mohamed El Kettani, met on 19 February 2013 to review the activity and close the financial statements for the financial year at 31 December 2012.

- **Total consolidated balance sheet :** MAD **368.3** billion (+7.2 %)
- **Consolidated shareholders' equity :** MAD **35.4** billion (+16.9 %)
- **Net banking income :** MAD **17.0** billion (+7.3 %)
- **Net consolidated income :** MAD **5.3** billion (+0.1 %)
  (+9.6 %) hors éléments exceptionnels [1]
- **Net income group share :** MAD **4.5** billion (+0.9 %)
  (+9.0 %) hors éléments exceptionnels [1]
- **Total network :** **2 882** branch offices (+530)
- **Number of customers :** **6.2** billion
- **Total staff :** **15 289** workers

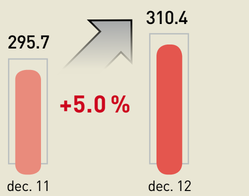
[1] **Net Income and Net Income Group Share (NIGS) growth in 2012 is impacted by the following non-recurring items:**

- **MAD 100 million of NIGS impact related to the discount in the 2012 employee stock ownership plan in order to recognize and reward the Group employees commitment;**
- **MAD 120 million of NIGS impact in 2012 related to the newly established "social cohesion contribution" in Morocco;**
- **MAD 118 million non-recurring positive NIGS impact in 2011 related to the write back of provisions regarding post-normalization in Tunisia and Ivory Coast.**

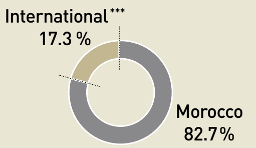
(2) IFRS treatment of the discount according to the «Share-based payments» standard (IFRS 2)

N° 1 savings institution

Total savings inflows (MAD bn)

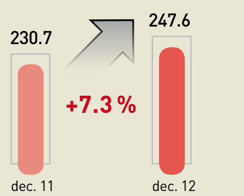


Geographical breakdown of savings inflows at end December 2012

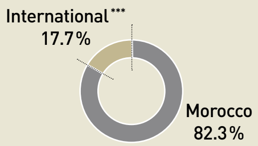


N° 1 provider of financing to the economy

Total credits distributed (MAD bn)

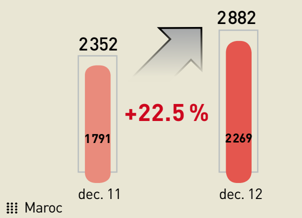


Geographical breakdown of credits distributed at end December 2012

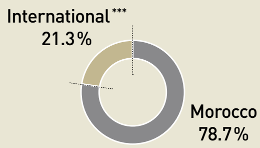


A leading provider of banking services

Total number of branch offices



Geographical breakdown of the distribution network at end December 2012



Confirmation of leadership position in Investment Banking and Capital Markets

Capital Markets
Leader in currency and bond activities with a volume of
MAD 1 462.4 billion

Stock Market Intermediation
Central Market Volume
MAD 20.0 billion
Market share **30.4 %**

Asset Management
Outstanding
MAD 72.3 billion
Market share **30.0 %**

Securities Custody
Outstanding assets
MAD 438.5 billion
Market share **35.0 %**

* Customer deposits + assets under management + bancassurance assets
** Customer deposits
*** International: Arab Maghreb (Tunisia, Mauritania), The West African Economic and Monetary Union - WAEMU (Senegal, Burkina Faso, Mali, Ivory Coast and Guinea Bissau), Economic and Monetary Community of Central Africa - CAEMC (Cameroon, Congo and Gabon), Europe (Belgium, France, Germany, Netherlands, Italy and Spain), Dubai, Riyadh, London, Shanghai and Tripoli.

Predictable growth in a mixed context

Attijariwafa bank reported growing results for 2012 despite slowing economic growth in Morocco and North Africa and renewed recession in the euro zone area, which remains the main economic partner of all countries of presence.

Net Income grew by 9.6% to **MAD 5.3 billion** and **Net Income Group Share** (NIGS) totaled **MAD 4.5 billion**, up **9.0%** excluding exceptional and non-recurring items. 2012 NIGS is impacted by MAD 120 million from the newly established « social cohesion contribution » in Morocco, MAD 100 million from the IFRS-2 treatment of the **discount in the employee stock ownership plan** and, to a lesser extent, MAD 13 million from the crisis in **Mali**. In contrast, 2011 NIGS included a positive **non-recurring item** of MAD 118 million related to the improvement in the Tunisian and the Ivorian situation.

Shareholders' equity up 17% while RoE maintained to 18%: operational efficiency and best-in-class risk-management process

Consolidated Net Banking Income rose by **7.3%** to **MAD 17.0 billion**. Operating expenses increased by **6.7%**. Cost-income ratio improved from 45.3% in 2011 to 45.1% in 2012. Excluding the IFRS impact of the employee stock ownership plan, **operating expense growth** is contained at **5.3%**. **Cost of risk** moved up slightly by 3 basis points to **0.48%** from **0.45%[1] in 2011**.

Despite the challenging market conditions, consolidated deposits and loans reached respectively MAD 227.0 billion [+3.7%] and MAD 247.6 billion [+7.3%] with **market share** gains in several segments and a continued **commitment to financing the economy**.

Financial profitability remained in line with the best standards with **RoE of 17.6%** and **RoA of 1.4%**. **Consolidated shareholders' equity** improved significantly by **16.9%** to **MAD 35.4 billion** reinforcing Attijariwafa's financial soundness.

A development driven by geographical and business diversification

The Bank in Morocco, Europe and Offshore (BMET): contribution to NIGS up +11% [2]

The Bank in Morocco, Europe and Offshore division reported good results despite slowing growth in volumes and continuing financial markets downtrend. The contribution of BMET to consolidated Net Banking Income increased by 10.1% to MAD 9.5 billion and the contribution to NIGS improved by 10.6% [2].

Insurance: Contribution to NIGS down 19%

Despite strong growth of the commercial activity (premiums up +8.5%), contribution of Insurance to NIGS decreased by 19.1% to MAD 576.7 million as a result of the under-performance of the Casablanca stock exchange (-15.1% for the MASI in 2012 and -12.9% in 2011).

Specialized Financial Services (SFS): Contribution to NIGS grew by +14% [2]

SFS subsidiaries, as major players in their respective businesses, contributed actively to value creation and capture of revenue and expense synergies. SFS contribution to consolidated Net Banking Income posted 7.1% annual growth to MAD 2.1 billSFS subsidiaries, as major players in their respective businesses, contributed actively to value creation and capture of revenue and expense synergies. SFS contribution to consolidated Net Banking Income posted 7.1% annual growth to MAD 2.1 billion. SFS contribution to NIGS improved by 13.8% [2].

International Retail Banking (IRB): growth of +30%[3] of contribution to NIGS

The International Retail Banking, which is considered as one of the main Group's growth drivers, delivered strong achievements. Contribution to Consolidated Net Banking Income grew by 13.1% to MAD 4.3 billion and contribution to NIGS increased by 29.8% [3].

A long standing commitment to corporate social responsibility

Attijariwafa bank Group started 2012 with a **new strategic vision « Attijariwafa 2015 »** aiming at achieving financial and operational excellence along with **reinforcing its corporate social responsibility-related actions**.

In the field of **financial inclusion** and despite a slowdown of the regional and domestic economic environment, Attijariwafa bank actively participated in **democratizing access to banking services** for **low-income customers** and **very small enterprises** through a dedicated range of products and services. The Group also continued **expanding its branch network** in all its geographies (+530 new branches in 2012), particularly through Wafacash, its **Low-Income Banking** subsidiary (964 branches at the end of December 2012).

Furthermore, the **employee stock ownership plan** has been successful and brought the employees stock-ownership level to **5.1%**. The success of the operation confirmed the Group's employees alignment with Attijariwafa bank's strategic vision. A second tranche of MAD 1.0 billion reserved for the employees based outside of Morocco is still ongoing.

As it has traditionally done for many years, the Group multiplied its actions in 2012 in favor of art promotion and placed support to the **education system** as a priority in its action plan. Leveraging on existing modern and dynamic NGOs, Attijariwafa bank designs and supports programs involving a combination of coaching, expertise, material and human labor through active volunteering of its employees. The Group's programs, already covering **primary, secondary and under graduate education** has been enlarged in 2012 to **preschool education** in order to help the most vulnerable students and their families.

The Board of Directors congratulated the teams from all Group entities for their commitment and achievements in 2012. The Board has decided to convey the Ordinary Shareholders' General Assembly, submit for approval the financial statements closed on December 31st 2012 and propose a dividend per share of 9 Dirhams with the option to convert 50% into new shares at 300 Dirhams per share. For this purpose, the Board of Directors decided also to convey an Extraordinary General Assembly.

Board of Directors
Casablanca, 19 February 2013

(1) Cost of risk adjusted by the impact of the write back of provisions in Tunisia and Ivory Coast
(2) IFRS treatment impact of the discount in the 2012 employee stock ownership plan and of the social cohesion tax
(3) Excluding the impact of the non-recurring write back of provisions related to Tunisia and Ivory Coast

FINANCIAL STATEMENTS

Consolidated Account at 31 december 2012

Accounting Standards and Principles applied by the Group

Attijariwafa bank's consolidated financial statements have been prepared under International Financial Reporting Standards (IFRS) since first-half 2007 with the opening balance at 1 January 2006.

In its consolidated financial statements for the year ended 31 December 2012, the Attijariwafa bank Group has applied the obligatory principles and standards set out by the International Accounting Standards Board (IASB).

Consolidation principles:

Standard:

The scope of consolidation is determined on the basis of what type of control (exclusive control, joint control or material influence) is exercised over the various overseas and domestic entities in which the Group has a direct or indirect interest.

The Group likewise consolidates legally independent entities specifically established for a restricted and well-defined purpose known as « special purpose entities », which are controlled by the credit institution, without there being any shareholder relationship between the entities.

The consolidation method – full consolidation, proportional and equity methods – is determined by what type of control exists.

Policies adopted by Attijariwafa bank:

Attijariwafa bank includes entities in its scope of consolidation in which:

- It holds, directly or indirectly, at least 20% of the voting rights;
- The subsidiary's consolidated figures satisfy one of the following criteria:

- The subsidiary's total assets exceed 0.5% of consolidated total assets;
- The subsidiary's net assets exceed 0.5% of consolidated net assets;
- The subsidiary's sales or banking income exceed 0.5% of consolidated banking income.

Specialist mutual funds (OPCVM) are consolidated according to SIC 12 which addresses the issue of consolidation of special purpose entities and in particular funds under exclusive control.

Those entities controlled or under exclusive control whose securities are held for a short period of time are excluded from the scope of consolidation.

Fixed assets:

Property, plant and equipment:

Standard:

Items of property plant and equipment are valued by entities using either the cost model or the revaluation model.

Cost model

Under the cost model, assets are valued at cost less accumulated depreciation.

Revaluation model

On being recognised as an asset, an item of property, plant and equipment, whose fair value may be accurately assessed, must be marked to market. Fair value is the value determined at the time the asset is marked to market less accumulated depreciation.

The Fair value is defined as the amount for which an asset may be exchanged between well-informed and consenting parties acting in normal, competitive market conditions.

The sum-of-parts approach breaks down the items of property, plant and equipment into their most significant individual parts (constituents). They must be accounted for separately and systematically depreciated as a function of their estimated useful lives in such a way as to reflect the rate at which the related economic benefits are consumed.

Estimated useful life under IFRS is the length of time that a depreciable asset is expected to be usable.

Residual value is the value of the asset at the end of its estimated useful life, which takes into account the asset's age and foreseeable condition.

Borrowing costs The new version of IAS 23 entitled « Borrowing costs » does away with the possibility of immediately entering as expenses the cost of borrowing directly attributable to acquisition, construction or production of an eligible asset. All the costs of borrowing must be added into the expenses.

Policies adopted by Attijariwafa bank:

The Group has opted to use the cost model. The fair value method may be used, however, without having to justify this choice, with an account under shareholders' equity.

Attijariwafa bank has decided against using several depreciation schedules but a single depreciation schedule in the consolidated financial statements under IFRS/IAS.

Under the sum-of-parts approach, the Group has decided to include those components whose gross value is less than MAD1000k.

The method of allocating actual costs, using original invoices, to each separate part of the asset has been not been adopted. It has been deemed more realistic to break down the original historical cost on a cost replacement basis using technical data.

Residual value:

The residual value of each part is considered to be zero except in the case of land. Residual value is applied only to land (non-amortisable by nature), which is the only component to have an unlimited life.

Investment property:

Standard:

An investment property is a property which is held either to earn rental income or for capital appreciation or for both.

An investment property generates cash flows in a very different way to the company's other assets unlike the use of a building by its owner whose main purpose is to produce or provide goods and services.

An entity has the choice between:

The fair value method – if an entity opts for this treatment, then it must be applied to all buildings.

The cost model – an estimate of the fair value of investment properties must be recorded either in the balance sheet or in the notes to the financial statements.

It is only possible to move from the cost method to the fair value method.

Policies adopted by Attijariwafa bank:

All buildings not used in ordinary activities are classified as investment property except for staff accommodation and buildings expected to be sold within a year.

The Group's policy is to retain all buildings used in ordinary activities and those leased to companies outside the Group.

The historical cost method, modified by the sum-of-parts approach, is used to value investment properties. Information about fair value must be presented in the notes to the financial statements.

Intangible assets:

Standard:

An intangible asset is a non-monetary asset which is identifiable (distinct from goodwill) and not physical in nature.

Two valuation methods are possible:

- **The cost method;**
- **The revaluation model**. This treatment is possible if an active market exists.

Amortisation of an intangible asset depends on its estimated useful life. An intangible asset with an unlimited useful life is not amortised but subject to impairment testing at least once a year at the end of the period. An intangible asset with a limited useful life is amortised over the life of the asset. An intangible asset produced by the company for internal use is recognised if it is classified, from the R&D phase, as a fixed asset.

Policies adopted by Attijariwafa bank:

Attijariwafa bank has decided against using several amortisation schedules but a single amortisation schedule in the consolidated financial statements under IFRS/IAS.

Acquisition costs not yet amortised as expenses at 1 January 2006 have been restated under shareholders' equity.

Lease rights:

Lease rights accounted in the parent fin ancial statements are not amortized. In the consolidated statements, they are amortized on a useful life of 9 years.

Business goodwill:

Business goodwill recorded in the parent company financial statements of the different consolidated entities has been reviewed to ensure that the way in which it is calculated is in accordance with IAS/IFRS.

Software:

The estimated useful life of software differs depending on the type of software (operating software or administrative software).

Amortisation schedules applied by each Group entity may vary from one entity to another by up to two years.

Valuation of software developed in-house:

Group Information Systems' Management provides the necessary information to value software developed in-house. In the event that the valuation is not accurate, then the software cannot be recognised as an asset.

Transfer fees, commission and legal fees: These are recognised as expenses or at purchase cost depending on their value.

Separate amortisation schedules are used if there is a difference of more than MAD1000K between treatment under PCEC and under IAS/IFRS.

Goodwill:

Standard:

Cost of a business combination:

The acquirer must account for the cost of a business combination as the sum of the fair values of assets pledged and liabilities incurred or assumed and items of shareholders' equity issued by the Group in exchange for control of the entity plus all direct costs attributable to business combinations less general administrative costs.

Cost of a business combination reflected in the assets acquired and the liabilities and contingent liabilities assumed:

Accounting treatment for business combinations requires that the acquirer accounts for all identifiable assets, liabilities and contingent liabilities of the acquired entity at fair value on acquisition.

Any difference between the cost of the business combination and the acquirer's share in the net fair value of the assets, liabilities and contingent liabilities is recognised under Goodwill.

Accounting for Goodwill:

On acquisition, the acquirer must account for the Goodwill acquired in a business combination as an asset.

The Goodwill acquired in a business combination is initially recorded at its historical cost but must then be adjusted for accumulated impairment.

Policies adopted by Attijariwafa bank:

In accordance with the provisions of IFRS 1 (First-time Adoption) and IFRS 3, the Group has decided not to amortise goodwill and to only treat Goodwill relating to those acquisitions made no earlier than 3 months before the date for adopting IFRS (1 January 2006).

Goodwill relating to the Group's different acquisitions has been allocated to Cash Generating Units (CGU) for impairment testing purposes.

Impairment tests are conducted at least once a year to ensure that the accounting value of Goodwill is higher than its recoverable value. If this is not the case, irreversible impairment is recognised.

Inventories:

Standard:

Inventories are assets:

- Held for sale during the normal business cycle;
- In the process of being produced for future sale;
- In the form of raw materials or supplies consumed during the production process or to provide services.

Stocks must be valued at the lower of cost or net realisable value.

Net realisable value is the estimated sales price in the normal course of business activity less

- Estimated costs of completion;
- Costs required for making the sale.

Policies adopted by Attijariwafa bank:

Inventories are valued according to the weighted average unit cost method.

Leases:

Standard:

A lease is an agreement by which the Lessor transfers to the Lessee for a specific period of time the right to use an asset in exchange for payment or a series of payments.

Distinction must be made between:

- A finance lease, which is a contract by which almost all the risks and benefits inherent in ownership of the asset are transferred to the lessee;
- An operating lease, which is any contract other than a finance lease.

Finance leases are financial instruments whose nominal value relates to the value of the property acquired/leased minus/plus fees paid/received and any other fees. The rate used in this case is the effective interest rate.

The effective interest rate is the discount rate which is used to equate:

- The net present value of minimum payments to be received by the Lessor plus the non-guaranteed residual value; and
- The property's entry value (equal to initial fair value plus initial direct costs).

Policies adopted by Attijariwafa bank:

No restatement is needed for operating leases for a specific period and which are automatically renewable.

Long-term rental contracts are considered as operating leases.

Leasing contracts are finance leases in which Attijariwafa bank is the Lessor. The Bank only accounts for its share of the contract in its financial statements.

At the beginning of the contract, rents relating to lease contracts for an indefinite period and leasing contracts are discounted using the effective interest rate. Their value relates to the initial financing amount.

Financial assets and liabilities:

Standard:

Loans and receivables

The amortised cost of a financial asset or liability relates to the value at which the instrument has been initially valued:

- Less any repayment of principal;
- Plus or minus accumulated amortisation calculated using the effective interest rate on any difference between the initial amount and the amount to be repaid at maturity;
- Less any reductions for impairment or non-recoverability.

This calculation must include all fees and amounts paid or received directly attributable to the loans, transaction costs and any discount or premium.

Provisions for loan impairment

A provision is booked when there is any indication of impairment to loans and receivables.

Provisions are determined on the basis of the difference between the loan's net carrying amount and its estimated recoverable amount.

Impairment is applied on an individual or collective basis.

Provision for impairment on an individual basis:

In the case of a loan in arrears, losses are determined on the basis of the net present value of future estimated flows, discounted using the loan's initial effective interest rate. Future flows include the value of guarantees received and recovery costs.

In the case of a loan which is not in arrears but for which indications of impairment are indicating forthcoming difficulties, the Group may use empirical tables of comparable losses to estimate and adjust future flows.

Provision for impairment on a collective basis:

If an individual loan impairment test does not produce any indications of impairment, then the loans are classified in groups with similar credit risk profiles before undergoing a collective impairment test.

Bonds and deposits:

A deposit or bond classified under « Other financial liabilities » under IAS must be recorded in the balance sheet at its fair value plus or minus transaction costs and fees received.

Deposits and bonds classified under « Other financial liabilities » under IAS must be recorded at subsequent year-ends at amortised cost by using the effective interest rate method (actuarial method).

Deposits classified under « Liabilities held for trading » under IAS must be recorded at subsequent year-ends at fair value. The deposit's fair value is calculated excluding accrued interest.

Policies adopted by Attijariwafa bank:

Loans and receivables

The Group's policy is to apply the cost model to all loans maturing in more than one year as a function of their size. Loans maturing in less than one year are recorded at historical cost.

Provisions for loan impairment:

The criteria proposed by Bank Al Maghrib in Circular N°19/G/2002 form the basis of the Group's provisioning policy regarding impairment on an individual basis.

The basis for provisioning for impairment on a collective basis has been adapted as a function of each Group entity's activity and also relates to healthy loans.

Specific provisions:

Attijariwafa bank has developed statistical models, specific to each of the relevant entities, to calculate specific provisions based on:

- Historical data relating to recovery of non-performing loans;

- Information about non-recurring loans available to loan recovery units for relatively significant amounts;
- Guarantees and pledges held.

Collective provisions:

Attijariwafa bank has developed statistical models, specific to each relevant entity, to calculate collective provisions based on historical data relating to loan deterioration – healthy loans becoming non-performing loans.

Bonds:

Bonds and deposits are classified under different categories including « Financial liabilities », « Trading liabilities » and « Liabilities accounted for under the fair value option ».

Deposits:

Sight deposits:

Attijariwafa bank applies IAS39 standard to sight deposits. The fair value of a sight deposit cannot be lower than the amount due on demand. It is discounted from the first date on which the repayment may be demanded.

Interest-bearing deposits:

- Deposits bearing interest at market rates – the fair value is the nominal value unless transaction costs are significant.

A historical record of 10-year bond yields needs to be kept to be able to justify that the rates correspond to the original market rates.

- Deposits bearing interest at non-market rates – the fair value is the nominal value plus a discount.

Savings book deposits:

The rate applied is regulated for the vast majority of credit institutions.

Accordingly, no specific accounting treatment is required for savings book deposits.

Deposits must be classified under the «Other liabilities» category.

Securities:

Standard:

The IAS 39 standard defines four asset categories applicable to securities:

- Trading securities (financial assets held at fair value through income);
- Available-for-sale financial assets;
- Held-to-maturity investments;
- Loans and receivables, (includes financial assets not quoted on an active market which are purchased directly from the issuer).

The securities are classified depending on the purpose for which they are held.

Trading securities – Financial assets held at fair value through income

According to IAS 39.9, financial assets or liabilities held at fair value through income are assets or liabilities acquired or generated by the company for the primary purpose of making a profit from short-term price fluctuations or from arbitrage activities.

Securities classified as financial assets held at fair value through income are recognised in the income statement.

This category of security is not subject to impairment.

Available-for-sale financial assets

This category includes available-for-sale securities, investment securities and investments in non-consolidated affiliates and other long-term investments.

The standard stipulates that those assets and liabilities which do not satisfy the criteria for the three other asset categories are included in this category.

Changes in the fair value of available-for-sale securities (positive or negative) are recognised directly in equity (transferable equity).

The amortisation of any possible premium/discount of fixed income securities is recognised in the income statement using to effective interest rate method (actuarial method).

On any indication of significant and lasting impairment in the case of equity securities and the occurrence of credit risk for debt securities, the unrealised loss that was recognised in equity must be removed and recognised in the income statement.

On subsequent improvement, a write-back may be booked against the provision for impairment in the case of debt securities but not so for equity securities. In the latter case, a positive change in fair value is recognised in transferable equity and a negative change in equity.

Held-to-maturity investments

This category includes securities with fixed or determinable payments that the Group intends to keep until maturity.

Classifying securities in this category entails an obligation not to dispose of the securities before maturity. If an entity sells a held-to-maturity security before maturity, all of its other held-to-maturity investments must be reclassified as available-for-sale investments for the current and next two reporting years.

Held-to-maturity investments are measured at amortised cost with the premium/discount being amortised using the effective interest rate method (actuarial method).

On any indication of impairment, a provision must be booked for the difference between the carrying amount and the estimated recoverable value. The estimated recoverable value is the net present value of future estimated flows, discounted using the loan's initial effective interest rate.

On subsequent improvement, a write-back may be booked against the provision for impairment.

Loans and receivables

The «Loans and receivables category» includes unquoted financial assets which are not intended to be sold and which the institution intends to keep for the long term.

Loans and receivables are recognised at amortised cost, using the effective interest rate method and restated for any possible impairment provisions.

On any indication of impairment, a provision must be booked for the difference between the carrying amount and the estimated recoverable value.

On subsequent improvement, a write-back may be booked against the provision for impairment.

Policies adopted by Attijariwafa bank:

Portfolio classification

Attijariwafa bank and other entities excluding insurance companies			
The instruments held in portfolios are currently classified in the following categories:			
Trading securities	**Available-for-sale financial assets**	**Held-to-maturity invest-ments**	**Loans and receivables**
• Trading and dealing room portfolios.	• Tradable Treasury bills classified under Available-for-sale securities; • Bonds and other debt securities; • Equity securities.	• Not appli-cable.	• CAM bonds; • CIH bonds; • Socio-economic bills; • Non-tradable Treasury bills recorded in the ledgers of Bank Al Maghrib.

Securities lending transactions do not involve the derecognition of lent securities and Securities borrowing transactions do not involve, under IFRS, the derecognition of borrowed securities except in cases where these securities are sold by the Group. In this case, the obligation to deliver the securities at loan maturity is evidenced by a financial liability listed in the balance sheet under "Financial liabilities at fair value through profit or loss".

Insurance:

Standard:

Insurance contracts:

The main provisions for insurance contracts are summarised below:

- May continue to recognise these contracts in accordance with current accounting policies by making a distinction between three types of contract under IFRS 4:

- Pure insurance contracts;

- Financial contracts comprising a discretionary participation feature;
- And liabilities relating to other financial contracts, in accordance with IAS 39, which are recorded under «Amounts owing to customers».

- Requires that embedded derivatives, which do not benefit from exempt status under IFRS 4, are accounted for separately and recognised at fair value through income;
- Requires a test for the adequacy of recognised insurance liabilities and an impairment test for reinsurance assets;
- A reinsurance cession asset is amortised, by recognising this impairment through income, when and only when:

- Tangible evidence exists, following the occurrence of an event after initial recognition of the asset in respect of reinsurance cessions, resulting in the cedant not receiving all its contractual cash flows;
- This event has an impact, which may be accurately assessed, on the amount which the reinsurer is expected to receive from the primary insurer;

- Requires an insurer to keep insurance liabilities on its balance sheet until they are discharged, cancelled, or expire and prohibits offsetting insurance liabilities against related reinsurance assets;
- Requires that a new insurance liability is recorded in accordance with IFRS 4 «Shadow accounting» in respect of policyholders' deferred participation in profits which represents the portion of unrealised capital gains on financial assets to which policyholders are entitled, in accordance with IAS 39.

Investment-linked insurance:

The IAS 39 standard defines four categories of financial assets as a function of the purpose for which the asset is held:

- Loans and receivables, which are measured at amortised cost using the effective rate method;
- Financial assets at fair value through income;
- Held-to-maturity investments, which are measured at amortised cost;
- Available-for-sale financial assets, measured at fair value.

Policies adopted by Attijariwafa bank:

Insurance contracts:

A liability adequacy test has already been carried out by Wafa Assurance, which appointed an external firm of actuaries to assess its technical reserves.

The provision for fluctuations in claims relating to non-life insurance contracts is to be cancelled.

Investment-linked insurance:

Wafa Assurance			
The instruments held in portfolios are currently classified in the following categories:			
Trading securities	**Available-for-sale financial assets**	**Held-to-maturity invest-ments**	**Loans and receivables**
• Non-consolidated mutual funds (OPCVM).	• Shares and other equity securities ; • Investments in SCIs (Panorama) ; • Treasury bills and unquoted debt instruments.	• Not appli-cable	• Long-term investments

Derivatives:

Standard:

A derivative is a financial instrument or another contract included in IAS 39's scope of application which meets the following three criteria:

- Its value changes in response to a change in a variable such as specified interest rate, the price of a financial instrument, a price, index or yield benchmark, a credit rating, a credit index or any other variable, provided that in the case of a non-financial variable, the variable must not be specific to any one party to the contract (sometimes known as «the underlying»);
- Requires no initial investment or one that is smaller than would be required for a contract having a similar reaction to changes in market conditions; and
- Is settled at a future data.

A hedging instrument is a designated derivative or, in the case of a hedge for foreign exchange risk only, a non-derivative designated financial asset or liability. The latter's fair value or cash flows are intended to offset variations in the fair value or cash flows of the designated hedged item.

Policies adopted by Attijariwafa bank:

Attijariwafa bank does not currently use derivatives for hedging purposes and is not therefore subject to provisions applicable to hedge accounting.

All other transactions involving the use of derivatives are recognised as assets/liabilities at fair value through income.

Embedded derivatives:

Standard:

An embedded derivative is a feature within a financial contract whose purpose its to vary a part of the transaction's cash flows in a similar way to that of a stand-alone derivative.

The IAS 39 standard defines a hybrid contract as a contract comprising a host contract and an embedded derivative.

IAS 39 requires that an embedded derivative is separated from its host contract and accounted for as a derivative when the following three conditions are met:

- The hybrid contract is not recognised at fair value;
- Separated from the host contract, the embedded derivative possesses the same characteristics as a derivative;
- The characteristics of the embedded derivative are not closely related to those of the host contract.

IAS 39 recommends that the host contract is valued at inception by taking the difference between the fair value of the hybrid contract (i.e. at cost) and the fair value of the embedded derivative.

Policies adopted by Attijariwafa bank:

If there is a material impact from measuring embedded derivatives at fair value, then they are recognised under «Financial assets held at fair value through income».

Fair value:

Market value is determined:

- Either from quoted market prices in an active market;
- Or by using a valuation technique based on mathematical models derived from recognised financial theories, which makes maximum use of market inputs.

➥ Case 1: Instruments traded on active markets

Quoted market prices on active markets are the best evidence of fair value and should be used, where they exist, to measure the financial instrument. Listed securities and derivatives such as futures and options, which are traded on organised markets, are valued in this way. The majority of over-the-counter derivatives, such as plain vanilla swaps and options, are traded on active markets. They are valued using widely-accepted models (discounted cash flow model, Black and Scholes model and interpolation techniques) and based on quoted market prices of similar or underlying instruments.

➥ Case 2: Instruments traded on inactive markets

Instruments traded on an inactive market are valued using an internal model based on directly observable or deduced market data.

Certain financial instruments, although not traded on active markets, are valued using methods based on directly observable market data.

Observable market data may include yield curves, implied volatility ranges for options, default rates and loss assumptions obtained by market consensus or from active over-the-counter markets.

Unlisted shares

The value of unlisted shares is determined on the basis of the Group's share in the net assets of the company calculated using the latest available information.

Provisions:

Standard:

A provision must be booked when the company has a present obligation (legal or implicit) resulting from a past event.

Under IFRS, if the impact is material, it is compulsory to discount future estimated cash flows when the outflow of expected future economic benefits exceeds one year.

Except in the case of combinations, contingent liabilities are not provisioned. When the contingent liability or asset is material, it is compulsory to mention it in the notes to the financial statements.

Policies adopted by Attijariwafa bank:

The Group has analysed all its general provisions and:

- How they are matched to inherent risks;
- Has reviewed how they are measured and booked under IAS/IFRS.

Employee benefits

Standard:

General principle

The entity must recognise not only the legal obligation resulting from the formal terms of its defined contribution plan but also any implicit obligation arising from its usage.

Types of employee benefits

Employee benefits are classified under five categories, depending on the nature and terms for paying contributions. Distinction is made between:

- Short-term benefits;
- Post-employment benefits:
  - Defined contribution plans;
  - Defined benefit plans;
- Long-term benefits;
  - Termination benefits;
  - Equity-based compensation benefits.

Post-employment benefits – defined contribution plans

- Actuarial differences – actuarial differences may result in an increase or reduction in the present value of an obligation in respect of defined benefits or the fair value of assets in a defined contribution plan;
- Corridor method – the entity must recognise a portion of its actuarial differences in income or expenses if accumulated actuarial differences at the end of the previous period exceed the higher of the following two values:
  - 10% of the present value of the obligation in respect of defined benefits at the year-end;
  - 10% of the fair value of plan assets at the year-end.
- Past service cost - the past service cost is generated when an entity adopts a defined benefit plan or changes the benefits provided under the existing plan;
- Curtailments and settlements – a curtailment occurs when an entity:

- Can demonstrate a material commitment to reducing the number of beneficiaries in the plan;
- Changes the terms of a defined contribution plan resulting in the cancellation or material reduction in future benefits for existing employees.

Settlement occurs when an entity enters into agreement which cancels all subsequent legal or implicit obligations for some or all benefits provided under a defined benefit plan.

Long-term benefits

Termination benefits

An entity may make an undertaking to make cash payments to its employees at the end of their respective contracts.

An entity will be demonstrably committed to termination, when and only when it has a detailed formal plan for the termination and is without realistic possibility of withdrawal.

Liability cover

The Group has two options for matching its liabilities;

- By booking an internal provision;
- By outsourcing its obligation to provide benefits by subscribing to an insurance contract.

Valuing defined benefit plans involves the use of actuarial techniques to accurately measure the value of accumulated employee benefits in return for services rendered during the current and previous periods.

Actuarial assumptions are the best estimates made by the company to determine the final cost of post-employment benefits. These assumptions comprise:

- Demographic assumptions;
- Expected rate of return on plan assets;
- Discount rate/inflation rate;
- Salaries, employee benefits and medical expenses.

Policies adopted by Attijariwafa bank:

Attijariwafa bank has opted for a defined contribution retirement benefits plan. Accordingly, no specific accounting treatment is required under IFRS.

In the case of post-employment medical cover, Attijariwafa bank does not have sufficient information to be able to account for its medical cover as a defined benefit plan.

The Group, on the other hand, has booked specific provisions for liabilities to employees including end-of-career bonuses and service awards (Ouissam Achoughl).

Share-based payments

Share-based payments are payments based on shares issued by the Group. The payments are made either in the form of shares or in cash for amounts based on the value of the Group's shares.

Examples of share-based payments include stock options or employee share plans.

Under the subscription terms, employees may subscribe for shares at a discount to the current market price over a specified period. The inaccessibility period is taken into consideration when expensing this benefit.

Deferred taxation:

Standard:

A deferred tax asset or liability is recognised each time that the recovery or payment of an asset or liability's carrying amount will result in an increase or reduction in future tax payments compared to what they would have been previously.

A company will most likely be able to offset a deductible temporary difference against taxable income:

- If it has sufficient taxable temporary differences within the remit of the same tax authority and in relation to the same entity;
- If the company is likely to generate sufficient profit within the remit of the same tax authority and in relation to the same entity;
- Tax management allows it the opportunity to generate taxable income in the related periods.

Deferred taxes may not be amortised under IFRS.

Policies adopted by Attijariwafa bank:

Assessing the probability of generating future taxable income:

Deferred tax assets are not recognised unless it is probable that future taxable income will be generated. This probability can be ascertained by the business projections of the companies in question.

Accounting for deferred tax liabilities in respect of temporary differences relating to intangible assets resulting from business combinations:

A deferred tax liability is recognised for goodwill relating to intangible assets resulting from business combinations even if these intangible assets have an indefinite life.

Accounting for deferred tax assets in respect of deductible temporary differences relating to consolidated investments in affiliates:

A deferred tax asset must be recognised in respect of deductible temporary differences relating to consolidated investments in affiliates when these temporary differences are likely to be resolved in the foreseeable future and when it is probable that taxable profit will be generated.

Possibility of revising Goodwill if a deferred tax asset is identified after the regularisation period allowed under IFRS:

A deferred tax asset, which is not identifiable at the time of acquisition but recognised subsequently, is recognised through consolidated income and Goodwill is restated retrospectively even after the regularisation period expires. The impact of this revision is also recognised through consolidated income.

Deferred taxes recognised initially in equity:

The impact of changes to tax rates and/or tax rules is recognised in equity.

FINANCIAL STATEMENTS

Consolidated financial statements at 31 december 2012

Consolidated IFRS Balance Sheet at 31 december 2012

(thousand MAD)

ASSETS (under IFRS)	Notes	12/31/2012	12/31/2011
Cash and balances with central banks, the Treasury and post office accounts		10 697 230	13 817 615
Financial assets at fair value through income	2,1	47 428 881	36 111 566
Derivative hedging instruments		-	-
Available-for-sale financial assets	2,2	27 191 660	25 965 979
Loans and advances to credit institutions and similar establishments	2,3	14 005 154	15 164 488
Loans and advances to customers	2,4	247 628 093	230 681 667
Interest rate hedging reserve		-	-
Held-to-maturity investments		-	-
Current tax assets		87 099	72 623
Deferred tax assets		467 125	381 699
Other assets		6 632 060	6 301 601
Participations of insured parties in differed profits	2,2	-	501 467
Non-current assets held for sale		27 698	150 209
Investments in companies accounted for under the equity method		110 396	110 980
Investment property		1 246 494	1 158 463
Property, plant and equipment	2,5	4 953 658	5 077 373
Intangible assets	2,5	1 208 857	1 339 331
Goodwill	2,6	6 620 472	6 616 988
TOTAL ASSETS		**368 304 877**	**343 452 049**

LIABILITIES (under IFRS)	Notes	12/31/2012	12/31/2011
Amounts owing to central banks, the Treasury and post office accounts		262 444	227 490
Financial liabilities at fair value through income	2,7	972 159	2 591 760
Derivative hedging instruments		-	-
Amounts owing to credit institutions and similar establishments	2,8	45 084 894	34 655 547
Customer deposits	2,9	227 019 046	218 815 270
Debt securities issued		17 726 877	15 613 534
Interest rate hedging reserve		-	-
Current tax liabilities		227 455	636 759
Deferred tax liabilities		1 496 691	1 384 100
Other liabilities		9 248 179	8 763 194
Liabilities related to non-current assets held for sale		-	-
Insurance companies' technical reserves		19 088 075	18 602 128
General provisions	2.10	1 150 289	1 171 295
Subsidies, public funds and special guarantee funds		164 829	187 587
Subordinated debt		10 469 283	10 523 289
Share capital and related reserves		9 466 523	7 366 523
Consolidated reserves		20 500 262	17 132 734
- Group share		*16 726 955*	*13 759 424*
- Minority interests		*3 773 307*	*3 373 310*
Unrealised deferred capital gains or losses		118 799	478 677
Net income for the financial year		5 309 072	5 302 162
- Group share		*4 500 769*	*4 458 745*
- Minority interests		*808 302*	*843 417*
TOTAL LIABILITIES		**368 304 877**	**343 452 049**

Consolidated income statement under IFRS at 31 december 2012

(thousand MAD)

	Notes	12/31/2012	12/31/2011
Interest and similar income	3.1	16 318 750	15 479 302
Interest and similar expenses	3.1	6 283 180	5 713 876
NET INTEREST MARGIN		**10 035 570**	**9 765 427**
Fees received	3.2	3 926 827	3 473 516
Fees paid	3.2	363 283	314 261
NET FEE INCOME		**3 563 544**	**3 159 255**
Net gains or losses on financial instruments at fair value through income		2 191 512	1 459 016
Net gains or losses on available-for-sale financial assets		508 748	927 739
INCOME FROM MARKET ACTIVITIES		**2 700 260**	**2 386 755**
Income from other activities		5 838 200	5 467 924
Expenses on other activities		5 088 633	4 897 287
NET BANKING INCOME		**17 048 941**	**15 882 074**
General operating expenses		6 921 521	6 404 286
Depreciation, amortisation and provisions		762 225	798 012
GROSS OPERATING INCOME		**9 365 195**	**8 679 776**
Cost of risk	3.3	-1 221 748	-749 701
OPERATING INCOME		**8 143 447**	**7 930 075**
Net income from companies accounted for under the equity method		14 575	16 099
Net gains or losses on other assets		15 109	687
Changes in value of goodwill		-	-
PRE-TAX INCOME		**8 173 131**	**7 946 861**
Income tax		2 864 059	2 644 699
NET INCOME		**5 309 072**	**5 302 162**
Minority interests		808 302	843 417
NET INCOME GROUP SHARE		**4 500 769**	**4 458 745**
Earnings per share (in dirhams)		22.36	23.10
Dividend per share (in dirhams)		22.36	23.10

Statement of net income and gains and losses directly recorded in shareholders equity at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Net income	**5 309 072**	**5 302 162**
Asset and liability variations directly recorded in shareholders equity	**-561 906**	**-642 215**
Translation gains or losses	-83 151	-56 680
Variation in value of financial assets available for sale	-463 595	-571 482
Revaluation of fixed assets	-	-
Variations in differed value of derivative coverage instruments	-	-
Items regarding enterprises by equity method	-15 159	-14 054
Grand total	**4 747 166**	**4 659 947**
Group share	4 081 699	3 965 660
Minority interest share	665 467	694 287

Table of shareholders equity variation at 31 december 2012

(thousand MAD)

		Share capital (1)	Reserves (related to share capital) (2)	Treasury stock (3)	Reserves and consolidated income (4)	Total assets and liabilities entered directly in capital (5)	Share-holders' equity Group share (6)	Minority interests (7)	Total (8)
Shareholders' equity at 31 december 2010		**1 929 960**	**5 436 564**	**-2 186 574**	**17 886 287**	**902 175**	**23 968 411**	**4 056 871**	**28 025 282**
Effect of changes to accounting policies									
Shareholders' equity restated at 31 december 2010		**1 929 960**	**5 436 564**	**-2 186 574**	**17 886 287**	**902 175**	**23 968 411**	**4 056 871**	**28 025 282**
Transactions related to share capital					-758 308		-758 308	-229 568	-987 876
Share-based payments							-		-
Transactions related to Treasury stock				181 208			181 208		181 208
Dividends					-1 489 576		-1 489 576	-319 899	-1 809 475
Net income at 31 december 2010					**4 458 745**		**4 458 745**	**843 417**	**5 302 162**
Variations in assets and liabilities recorded directly in shareholders' equity	(A)					-456 733	-456 733	-128 803	-585 536
Translation gains and losses	(B)					-34 334	-34 334	-19 575	-53 909
Total assets and liabilities entered directly in capital	**(A)+(B)**	**-**	**-**	**-**	**-**	**-491 067**	**-491 067**	**-148 378**	**-639 444**
Other variations					**163 222**		**163 222**	**-299 423**	**-136 201**
Perimeter variation					**32 754**	**-2 019**	**30 736**	**313 705**	**344 441**
Shareholders' equity at 31 december 2011		**1 929 960**	**5 436 564**	**-2 005 366**	**20 293 124**	**409 089**	**26 063 370**	**4 216 726**	**30 280 097**
Effect of changes to accounting policies									
Shareholders' equity restated at 31 december 2011		**1 929 960**	**5 436 564**	**-2 005 366**	**20 293 124**	**409 089**	**26 063 370**	**4 216 726**	**30 280 097**
Transactions related to share capital		82 471	2 017 529		625 590		2 725 590	317 554	3 043 144
Share-based payments							-		-
Transactions related to Treasury stock				14 699			14 699		14 699
Dividends					-1 591 951		-1 591 951	-374 324	-1 966 276
Net income for the period					**4 500 769**		**4 500 769**	**808 302**	**5 309 072**
Total assets and liabilities entered directly in capital	(C)					-375 037	-375 037	-103 717	-478 754
Variations in assets and liabilities recorded directly in shareholders' equity	(D)					-44 034	-44 034	-39 118	-83 151
Latent or differed gains or losses	**(C)+(D)**	**-**	**-**	**-**	**-**	**-419 070**	**-419 070**	**-142 835**	**-561 906**
Other variations					**-480 361**		**-480 361**	**-243 813**	**-724 174**
Changes in scope of consolidation							-		-
Shareholders' equity at 31 december 2012		**2 012 431**	**7 454 092**	**-1 990 667**	**23 347 171**	**-9 981**	**30 813 046**	**4 581 609**	**35 394 656**

Consolidated cash flow statement at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Pre-tax income	**8 173 131**	**7 946 861**
+/- Net depreciation and amortisation of property, plant and equipment and intangible assets	868 847	961 168
+/- Net impairment of goodwill and other fixed assets		
+/- Net amortisation of financial assets	-11 689	-5 349
+/- Net provisions	1 401 191	838 243
+/- Net income from companies accounted for under the equity method	-14 575	-16 099
+/- Net gain/loss from investment activities	-356 715	-818 873
+/- Net gain/loss from financing activities		
+/- Other movements	-797 032	-445 970
Total non-cash items included in pre-tax income and other adjustments	**1 090 027**	**513 120**
+/- Flows relating to transactions with credit institutions and similar establishments	22 327 290	5 340 917
+/- Flows relating to transactions with customers	-8 605 116	-12 749 320
+/- Flows relating to other transactions affecting financial assets or liabilities	-14 134 322	-7 449 274
+/- Flows relating to other transactions affecting non-financial assets or liabilities		
- Taxes paid	-1 808 260	-1 736 370
Net increase/decrease in operating assets and liabilities	**-2 220 408**	**-16 594 047**
Net cash flow from operating activities	**7 042 750**	**-8 134 066**
+/- Flows relating to financial assets and investments	-1 455 750	-1 268 166
+/- Flows relating to investment property	-79 165	-41 398
+/- Flows relating to plant, property and equipment and intangible assets	-492 327	-746 248
Net cash flow from investment activities	**-2 027 242**	**-2 055 813**
+/- Cash flows from or to shareholders	133 724	-1 809 475
+/- Other net cash flows from financing activities	2 188 174	4 550 462
Net cash flow from financing activities	**2 321 898**	**2 740 987**
Effect of changes in foreign exchange rates on cash and cash equivalents	**30 036**	**61 896**
Net increase (decrease) in cash and cash equivalents	**7 367 443**	**-7 386 996**

	12/31/2012	12/31/2011
Cash and cash equivalents at the beginning of the period	**2 290 598**	**9 677 594**
Net cash balance (assets and liabilities) with central banks, the Treasury and post office accounts	13 590 125	13 209 333
Inter-bank balances with credit institutions and similar establishments	-11 299 527	-3 531 740
Cash and cash equivalents at the end of the period	**9 658 041**	**2 290 598**
Net cash balance (assets and liabilities) with central banks, the Treasury and post office accounts	10 434 787	13 590 125
Inter-bank balances with credit institutions and similar establishments	-776 746	-11 299 527
Net change in cash and cash equivalents	**7 367 443**	**-7 386 996**

2.1 Financial assets at fair value through income

at 31 december 2012 (thousand MAD)

	Financial assets held for trading	Financial assets at fair value through income
Loans and advances to credit institutions and similar establishments	-	-
Loans and advances to customers	-	-
Financial assets held as guarantee for unit-linked policies	-	-
Securities received under repo agreements	-	-
Treasury notes and similar securities	29 771 214	-
Bonds and other fixed income securities	**2 556 595**	-
• Listed securities	13 313	-
• Unlisted securities	2 543 282	-
Shares and other equity securities	**14 087 499**	**64 696**
• Listed securities	14 087 499	64 696
• Unlisted securities	-	-
Derivative instruments	**821 644**	-
Related loans	**127 232**	-
Fair value on the balance sheet	**47 364 185**	**64 696**

2.2 Available-for-sale financial assets

at 31 december 2012 (thousand MAD)

	12/31/2012	12/31/2011
Securities valued at fair value		
• Treasury notes and similar securities	**8 255 316**	**7 832 206**
• Bonds and other fixed income securities	**11 155 905**	**10 526 912**
• Listed securities	7 999 277	8 643 909
• Unlisted securities	3 156 628	1 883 003
• Shares and other equity securities	**3 301 855**	**2 837 752**
• Listed securities	2 801 247	2 309 906
• Unlisted securities	500 608	527 846
• Securities in non-consolidated affiliates	**4 478 584**	**5 270 577**
Total available-for-sale securities	**27 191 660**	**26 467 446**

Available-for-sale financial assets held by Wafa Assurance totalled MAD 10 756 millions at the end december 2012 vs. MAD 11 312 millions at the end december 2011.

2.3 Loans and advances to credit institutions and similar establishments

2.3.1 Loans and advances to credit institutions

at 31 december 2012 (thousand MAD)

	12/31/2012	12/31/2011
Credit institutions		
Accounts and loans	13 430 594	14 939 503
Securities received under repo agreements	260 397	-
Subordinated loans	20 386	20 353
Other loans and advances	204 678	173 561
Total in principal	**13 916 056**	**15 133 416**
Related loans	157 495	101 083
Provisions	68 397	70 011
Net value	**14 005 154**	**15 164 488**
Internal operations		
Regular accounts	8 417 167	4 953 427
Accounts and long-term advances	22 241 433	25 718 196
Subordinated loans	-	407 726
Related loans	185 453	187 764

2.3.2 Breakdown of loans and advances to credit institutions by geographical area at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Morocco	4 695 402	6 155 409
Tunisia	942 908	976 554
Sub-Saharan Africa	2 442 540	3 316 813
Europe	5 453 218	4 515 381
Others	381 988	169 259
Total in principal	**13 916 056**	**15 133 416**
Related loans	157 495	101 083
Provisions	68 397	70 011
Net value on the balance sheet	**14 005 154**	**15 164 488**

2.4 Loans and advances to customers

2.4.1 Loans and advances to customers at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Transactions with customers		
Commercial loans	33 951 641	38 309 070
Other loans and advances to customers	174 500 397	159 797 591
Securities received under repo agreements	1 210 659	490 228
Current accounts in debit	30 948 002	26 010 399
Total principal	**240 610 698**	**224 607 288**
Related loans	1 807 531	1 750 564
Provisions	8 408 277	7 789 700
Net value	**234 009 952**	**218 568 152**
Leasing activities		
Property leasing	2 713 092	2 383 534
Leasing of movable property, long-term rental and similar activities	11 255 905	10 018 793
Total principal	**13 968 997**	**12 402 327**
Related loans	1 239	1 174
Provisions	352 096	289 986
Net value	**13 618 141**	**12 113 514**
Total	**247 628 093**	**230 681 667**

2.4.2 Loans and advances to customers by geographical area at 31 december 2012

(thousand MAD)

	12/31/2012				12/31/2011			
Country	Healthy outstandings	Impaired outstandings	Individual provisions	Collective provisions	Healthy outstandings	Impaired outstandings	Individual provisions	Collective provisions
Morocco	199 706 565	8 516 428	4 858 609	774 511	184 808 207	7 731 153	4 672 061	527 836
Tunisia	18 327 325	1 535 829	1 014 804	70 325	18 258 749	1 390 916	934 085	64 318
Sub-Saharan Africa	21 955 888	2 899 683	2 006 976	34 218	20 315 029	2 506 908	1 869 116	11 756
Europe	706 493	1 815	928	-	302 320	1 168	513	-
Others	929 670	-	-	-	1 695 165	-	-	-
Total principal	**241 625 941**	**12 953 755**	**7 881 318**	**879 055**	**225 379 470**	**11 630 144**	**7 475 775**	**603 910**
Related loans	1 808 770	-	-	-	1 751 738	-	-	-
Net value on the balance sheet	**243 434 711**	**12 953 755**	**7 881 318**	**879 055**	**227 131 208**	**11 630 144**	**7 475 775**	**603 910**

2.5 Plant, property and equipment and intangible assets at 31 december 2012

(thousand MAD)

	12/31/2012			12/31/2011		
	Gross value	Accumulated amortisation and impairment	Net value	Gross value	Accumulated amortisation and impairment	Net value
Land and buildings	2 607 977	927 787	1 680 190	2 585 664	840 606	1 745 058
Movable property and equipment	2 797 278	2 402 835	394 442	2 795 525	2 165 751	629 774
Leased movable property	536 233	226 109	310 124	538 808	210 046	328 762
Other property, plant and equipment	4 756 934	2 188 032	2 568 902	4 367 080	1 993 300	2 373 780
Total property, plant and equipment	**10 698 422**	**5 744 763**	**4 953 658**	**10 287 077**	**5 209 704**	**5 077 373**
IT software acquired	1 662 670	1 098 437	564 233	1 648 040	804 390	843 650
Other intangible assets	1 100 220	455 597	644 623	1 059 659	563 978	495 681
Total intangible assets	**2 762 891**	**1 554 034**	**1 208 857**	**2 707 699**	**1 368 368**	**1 339 331**

2.6 Goodwill at 31 december 2012

(thousand MAD)

	12/31/2011	Perimeter variation	Translation gains and losses	Other movements	12/31/2012
Gross value	6 616 988	-	3 484	-	6 620 472
Accumulated amortisation and impairment	-	-	-	-	-
Net value on the balance sheet	**6 616 988**	**-**	**3 484**	**-**	**6 620 472**

2.7 Financial liabilities at fair value through income at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Securities pledged under repo agreements	323 905	361 911
Derivative instruments	648 254	2 229 849
Fair value on the balance sheet	**972 159**	**2 591 760**

2.8 Amounts owing to credit institutions at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Credit institutions		
Accounts and borrowings	13 679 079	15 327 089
Securities pledged under repo agreements	31 267 497	19 215 394
Total principal	**44 946 576**	**34 542 484**
Related debt	138 318	113 063
Value on the balance sheet	**45 084 894**	**34 655 547**
Internal Group operations		
Current accounts in credit	7 305 439	3 787 810
Accounts and long-term advances	23 078 517	26 189 929
Related debt	51 603	94 067

2.9 Amounts owing to customers

2.9.1 Amounts owing to customers at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Ordinary creditor accounts	158 208 749	151 402 617
Savings accounts	56 785 896	54 240 447
Other amounts owing to customers	10 887 507	10 063 248
Securities pledged under repo agreements	-	2 194 183
Total principal	**225 882 152**	**217 900 496**
Related debt	1 136 894	914 774
Value on the balance sheet	**227 019 046**	**218 815 270**

2.9.2 Breakdown of amounts owing to customers by geographical area at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Morocco	133 075 836	127 953 195
Tunisia	18 624 173	18 891 199
Sub-Saharan Africa	32 058 207	31 073 414
Europe	41 816 622	39 422 012
Other	307 315	560 676
Total principal	**225 882 152**	**217 900 496**
Related debt	1 136 894	914 774
Value on the balance sheet	**227 019 046**	**218 815 270**

2.10 General provisions at 31 december 2012

(thousand MAD)

	Stock at 12/31/2011	Change in scope	Additional provisions	Write-backs used	Write-backs not used	Other changes	Stock at 12/31/2012
Provisions for risks in executing signature loans	87 965	-	5 893	-	2 467	-1 074	90 317
Provisions for social benefit liabilities	370 957	-	65 830	28 277	41 205	7 804	375 109
Other general provisions	712 373	-	181 731	4 574	239 558	34 891	684 863
General provisions	**1 171 295**	**-**	**253 454**	**32 850**	**283 230**	**41 621**	**1 150 289**

3.1 Net interest margin at 31 december 2012

(thousand MAD)

	12/31/2012			12/31/2011		
	Income	Expenses	Net	Income	Expenses	Net
Transactions with customers	**14 551 812**	**3 187 120**	**11 364 691**	**13 449 594**	**3 047 335**	**10 402 259**
Accounts and loans/borrowings	13 751 315	3 136 747	10 614 568	12 640 891	2 903 567	9 737 324
Repurchase agreements	26 092	50 374	-24 282	765	143 768	-143 003
Leasing activities	774 405	-	774 405	807 938	-	807 938
Inter-bank transactions	**817 010**	**1 856 015**	**-1 039 005**	**918 889**	**1 344 080**	**-425 191**
Accounts and loans/borrowings	808 389	1 784 635	-976 246	916 127	1 245 858	-329 731
Repurchase agreements	8 621	71 380	-62 759	2 762	98 222	-95 460
Debt issued by the Group	**-**	**1 240 045**	**-1 240 045**	**-**	**1 322 460**	**-1 322 460**
Available-for-sale assets	**949 928**	**-**	**949 928**	**1 110 819**	**-**	**1 110 819**
Total net interest income	**16 318 750**	**6 283 180**	**10 035 570**	**15 479 302**	**5 713 876**	**9 765 427**

3.2 Net fee income at 31 december 2012

(thousand MAD)

	Income	Expenses	Net
Net fees on transactions	**1 926 193**	**46 441**	**1 879 752**
with credit institutions	81 306	31 455	49 851
with customers	1 320 385	-	1 320 385
on securities	91 728	14 986	76 742
on foreign exchange	98 627	-	98 627
on forward financial instruments and other off-balance sheet transactions	334 147	-	334 147
Banking and financial services	**2 000 634**	**316 842**	**1 683 792**
Net income from mutual fund management (OPCVM)	310 256	21 071	289 185
Net income from payment services	1 026 500	226 399	800 101
Insurance products	91 390	-	91 390
Other services	572 488	69 372	503 116
Net fee income	**3 926 827**	**363 283**	**3 563 544**

3.3 Cost of risk at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Additional provisions	**-1 533 748**	**-1 172 288**
Provisions for loan impairment	-1 346 124	-978 012
Provisions for signature loans	-5 893	-15 761
Other general provisions	-181 731	-178 515
Provision write-backs	**737 450**	**1 545 110**
Provision write-backs for loan impairment	495 425	1 366 054
Provisions write-backs for signature loans	2 467	11 209
Provision write-backs for other general provisions	239 558	167 847
Change in provisions	**-425 450**	**-1 122 523**
Losses on non-provisioned irrecoverable loans and advances	-47 788	-215 540
Losses on provisioned irrecoverable loans and advances	-459 494	-968 223
Amounts recovered on impaired loans and advances	114 682	94 730
Other losses	-32 850	-33 490
Cost of risk	**-1 221 748**	**-749 701**

4. Information per center of activity

Attijariwafa bank's information by business activity is presented as follows:

- **Domestic banking, Europe and Offshore** comprising Attijariwafa bank SA, Attijariwafa bank Europe, Attijari International bank and holding companies incorporating the Group's investments in the Group's consolidated subsidiaries;
- **Specialised finance companies** comprising Moroccan subsidiaries undertaking consumer finance, mortgage loan, leasing, factoring and money transfer activities;
- **International retail banking** activities comprising Attijari bank Tunisia and the banks located in Sub-Saharan Africa ;
- **Insurance and property** comprising Wafa Assurance.

(thousand MAD)

BALANCE SHEET DECEMBER 2012	Domestic banking, Europe and Offshore	Specialised finance companies	Insurance and property	International retail banking	TOTAL
Balance sheet	**248 792 554**	**28 135 240**	**23 945 583**	**67 431 500**	**368 304 877**
Including					
Assets					
Financial assets at fair value through income	40 567 454	-	6 658 290	203 137	**47 428 881**
Available-for-sale financial assets	7 996 266	28 666	10 756 417	8 410 310	**27 191 660**
Loans and advances to credit institutions and similar establishments	9 133 067	166 521	47 158	4 658 408	**14 005 154**
Loans and advances to customers	178 004 136	25 399 418	2 601 983	41 622 555	**247 628 093**
Property, plant and equipment	2 201 447	531 154	143 866	2 077 191	**4 953 658**
Liabilities					
Amounts owing to credit institutions and similar establishments	40 834 071	1 756 474	-	2 494 349	**45 084 894**
Customer deposits	172 975 532	2 160 302	2 119	51 881 093	**227 019 046**
Technical reserves for insurance contracts	-	-	19 088 075	-	**19 088 075**
Subordinated debt	10 369 269	100 014	-	-	**10 469 283**
Shareholders' equity	24 671 373	2 545 123	3 839 041	4 339 119	**35 394 656**

INCOME STATEMENT DECEMBER 2012	Domestic banking, Europe and Offshore	Specialised finance companies	Insurance and property	International retail banking	Eliminations	TOTAL
Net interest margin	6 344 665	972 227	258 063	2 460 615	-	**10 035 570**
Net fee income	1 769 665	674 176	-34 456	1 585 746	-431 587	**3 563 544**
Net banking income	9 453 673	2 119 107	1 348 366	4 307 178	-179 382	**17 048 941**
Operating expenses	3 741 368	744 435	393 403	2 221 698	-179 382	**6 921 521**
Operating income	4 678 402	1 021 956	883 319	1 559 769	-	**8 143 447**
Net income	2 836 675	639 848	727 347	1 105 202	-	**5 309 072**
Net income Group share	2 811 249	462 086	576 703	650 731	-	**4 500 769**

5. Financing commitments and guarantees

5.1 Financing commitments at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Financing commitments given	**19 623 107**	**16 108 841**
To credit institutions and similar establishments	420 338	51 234
To customers	19 202 769	16 057 607
Financing commitments received	**5 707 362**	**5 151 180**
From credit institutions and similar establishments	2 322 373	3 538 159
From the State and other organisations	3 384 989	1 613 021

5.2 Guarantee commitments at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Guarantees given	**43 856 397**	**44 630 790**
To credit institutions and similar establishments	5 611 372	7 262 943
To customers	38 245 025	37 367 847
Guarantees received	**28 221 639**	**26 438 404**
From credit institutions and similar establishments	17 226 964	16 067 386
From the State and other organisations providing guarantees	10 994 675	10 371 018

6. Other complementary information:

6.1. Certificates of deposit and finance company bonds:

- The outstanding certificates of deposit issued by Attijariwafa bank as of 31 December 2012 amounted to MAD 10.02 billion.
  During the year 2012, MAD 7.76 billion of certificates whose maturity is comprised between 20 days and 7 years and rates between 3.55% and 7.15% were issued.
- The outstanding of finance company bonds issued by Attijariwafa bank as of 31 December 2012 amounted to MAD 7.1 billion.
  During the year 2012, MAD 5.02 billion of finance company bonds whose maturity is comprised between 24 months and 6 years and rates between 4.15% and 4.90% were issued.

6.2 Capital and income per share:

6.2.1 Number of shares and per values:

During 2012, Attijariwafa bank's capital rose from MAD 1 929 959 600 in 2011 to MAD 2 012 430 860 following a capital increase dedicated to employees. This increase in capital concerned 8 247 126 shares.

Attijariwafa bank's capital is made up of 201 243 086 shares at par value of MAD 10.

6.2.2 Attijariwafa bank shares held by the Group:

At the end of December 2012, the Attijariwafa bank held 13 338 706 Attijariwafa bank shares representing a global amount of MAD 1 991 million deducted from the consolidated shareholders equity.

6.2.3 Per share Income:

The bank has not dilutive instruments in ordinary shares. Therefore, the diluted income per share is equal to the basic income per share.

(in MAD)

	31 December 2012	31 December 2011
Earnings per share	22.36	23.10
Diluted earnings per share	22.36	23.10

6.3 Risk Management

Modern and efficient risk management

Organisation and objectives of risk management

Attijariwafa bank's approach to risk management is based on professional and regulatory standards, international guidelines as well as recommendations made by supervisory authorities. Risks are managed centrally by the Global Risk Management division, which operates independently of the bank's other divisions and business lines and reports directly to the bank's Chairman and Chief Executive Officer.

The main objective of Global Risk Management (GRM) is to ensure coverage and supervision of all risks associated with the Group's business activities so that they may be measured and monitored. The GRM's entities are presented as follows: Credit Risk, Market Risk, Operational Risk and Country Risk.

I- Credit risk

The credit and counterparty risk corresponds to the risk of total or partial default by a counterparty with whom the bank has entered into either on- or off-balance sheet commitments.

The main responsibility of the Counterparty Risk unit consists in analysing and investigating requests for the assumption of risk submitted by the bank's various sales teams. Downstream, the Credit Risk aims at examining all loan commitments on a regular basis and weekly authorization and utilization statements, at identifying limit overruns and at working closely with the entities within the network to recover these amounts.

Credit policy

Attijariwafa bank's credit policy is based on some principles such as: Ethics and compliance, Risk independence, Risk Responsibility, Collegial decision-making, Monitoring and Appropriate returns.

The Group regularly examines potential M&A opportunities by analysing prospective counterparty diversification, segment diversification and geographical distribution and takes corrective actions when required.

Procedures:

The Group's decision-making processes relating to its lending activities are based on a set of delegations, which involves obtaining the approval of an appointed representative of the risk management function.

Delegations of powers vary depending on the level of risk, in accordance with internal ratings and the specific characteristics, of each business line.

Credit proposals must adhere to the principles set forth within the general credit policy. Any exception must be referred to the next higher level in the hierarchy.

The procedure for granting loans is broken into stages. After an initial evaluation of the contact's finances at the sales level, a credit proposal is sent to the Global Risk Management division. A second, in-depth assessment is then carried out before any decision is taken.

The loan approval process for related legal entities follows, the same rules and procedures as those applied for other customers.

The main types of guarantees or collateral accepted by the bank are evaluated together with the credit proposal itself.

This assessment is made on the basis of a number of elements of information and documents submitted as part of the process for evaluating the credit proposal.

Adopting a preventive stance, the Credit Risk Surveillance and Control Unit monitors the health and quality of the bank's commitments on a permanent basis.

As a key element in the risk management process, this preventive approach involves anticipating any decline in risk quality and making the appropriate adjustments.

Internal credit rating system :

Attijariwafa bank's internal credit rating system serves as an aid in the assessment of risks, in the credit decision process and in the monitoring of risks. It is one of the tools used to detect a decline or improvement in risk quality at each regular portfolio review.

Already in June 2003, a first generation of internal credit rating systems was developed by Attijariwafa bank with the technical assistance of the Group's international financing entity and the consultancy firm Mercer Oliver Wyman.

In 2010, the Group rolled out a new internal rating model at the level of the bank's information system in line with Basel II requirements. This model designed for the assessment of corporate banking customers takes into account qualitative and behavioural elements, in addition to financial information. It covers most of the bank's loan commitments. The design of the new model relies on the analysis of uniform categories of risk and statistically recognised analyses.

This rating system is based chiefly on the concept of a counterparty rating, corresponding to the counterparty's probability of default within one year. This rating is assigned to a risk class in the rating scale, which consists of eight risk classes including one in default (A, B, C, D, E, F, G and H).

Attijariwafa bank risk class	Description
A	Very good
B	Good
C	Fairly good
D	Average
E	Mediocre
F	Poor
G	Very Poor
H	Default

With respect to risk quality surveillance, the Risk Management Systems unit produces a regular report on the mapping of risks analysed from various viewpoints (commitments, industry sector, pricing, networks, amounts due, etc.) and aims to improve the portfolio's coverage ratio.

The Group is currently developing a rating system for property development companies organised around two main dimensions (customer / project). This approach is in keeping with the need to ensure compliance with Basel II advanced measurement approaches.

II- Market risk

Market risk is the risk of losses associated with interest rates, forex, liquidity, etc.

The main responsibilities of the Market Risk unit are to detect, analyse and monitor the bank's interest rate and foreign currency positions, to optimise these positions through formal authorisations and to remain vigilant with regard to any departure from these positions.

The risk management process comprises four main stages involving the participation of several Group functions: risk identification, risk measurement, risk monitoring and risk control.

The main market risks are:

- **Interest rate risk**: Interest rate risk relates to the risk of fluctuations in either the value of positions or future cash flows arising from a financial instrument due to changes in market rates of interest.
- **Foreign exchange risk**: Foreign exchange risk relates to the risk of fluctuations in a position or a financial instrument due to changes in foreign exchange rates.
- **Equity risk**: Equity risk results from fluctuations in the value of a portfolio of equities due to adverse market trends in share prices.
- **Commodity risk**: Commodity risk is engendered by fluctuations in positions due to adverse changes in commodity prices in the various markets where the bank is active.
- **Settlement/delivery risk**: Settlement/delivery risk is engendered when two unsecured assets (currency, securities etc.) are simultaneous exchanged. This risk is due to the concomitance of securities or cash flows traded between the bank and its counterparty.

In terms of management

In order to control these risks, limits are set by the Market Risk Committee for each type of exposure over a one-year period, but they may be revised in accordance with the requirements of individual product lines or to take into account changes in market conditions.

The market risk committee has implemented a stop loss system for each product (interest rate, forex, equities etc.). This system triggers the automatic closing of a position if a trader reaches the ceiling set by the committee in terms of maximum losses.

In another area, and in order to satisfy regulatory reporting standards, Attijariwafa bank has selected Fermat, an IT solution that meets both internal and regulatory requirements for calculating capital adequacy in respect of market risk, determining the bank's solvency ratio, measuring market risks incurred, etc.

In 2007, through the use of Fermat, the bank adopted the standardised approach under Basel II.

In addition to Fermat, Attijariwafa bank has developed in-house applications for measuring and quantifying market risks associated with the various trading floor products.

As part of its methodology for measuring market risk, the bank has developed the following methods:

Value at risk (VaR)

Attijariwafa bank's VaR covers dirham-denominated interest rate risk, foreign exchange risk in the spot and forward markets as well as equity risk. This model is made available through an in-house application based on the RiskMetrics method developed by JP Morgan.

Each day, Global Risk Management produces a detailed report retracing all VaR calculations and providing a trend analysis, with a verification of regulatory and internal limits.

Back-testing

The model allows for back-testing, a technique used to test the model's validity for calculating VaR. This involves assessing the relationship between the estimates of potential loss provided by the VaR model and the actual profits and losses realised by the bank's traders.

III- Operational risk

Operational risk is defined by Bank Al-Maghrib as "the risk of losses resulting from inadequacies or failures relating to internal processes, personnel or systems, or to external events". This definition includes legal risks, but excludes strategic risk and the risk of damage to the Group's reputation.

Risk can be represented as the link between a triggering event (the cause) and a failure (the outcome), which may or may not be associated with financial or other consequences.

The central unit known as ROJIH (Operational, Legal, Information System and Human Risks), which reports to Global Risk Management, has implemented an operational risk management system within 23 of the bank's business lines and subsidiaries. This system has allowed the bank to draw up a consolidated risk map by business line according to the procedure set out below:

With regard to methodology, this system is based on the following steps :

- Process validation
- Risk identification and assessment
- Identification of indicators and action plans
- Compilation of incidents and monitoring of risks requiring specific attention
- Back-testing and re-assessment of risks

The same methodology will be applied to the remaining subsidiaries in Morocco and abroad.

In terms of organisation :

Attijariwafa bank's operational risk policy is structured around a central unit known as ROJIH with two distinct levels of management:

- **Level 1 / ROJIH**: responsible for the measurement and control of operational risks. Its remit includes informing each business line of its current level of operational risk and assisting with the implementation of action plans.
- **Level 2 / Business lines**: responsible for identifying and compiling incidents as well as the implementation of measures to hedge against risk.

Main participants:

- **RRO**: Operational risk coordinators (at the level of the business line)
- **CRO**: Operational risk correspondents (at the level of the business line)
- **MRO**: Operational risk managers (at the level of the ROJIH unit) also known as GRO (Operational risk administrators)
- **RM**: Business line manager

Operational risk mapping:

The system launched within the bank in 2008 resulted in a total of 23 operational risk mappings which showed:

- the number of identified operational risks: **581**
- the number of risks requiring specific attention: **148**

The bank's operational risk mapping was updated in 2012. The number of operational risks identified increased to 674 and the number of risks requiring specific attention to 181.

These new risks were identified thanks to:

- The analysis of incidents that were not associated with identified risks;
- The implementation of new products and/or processes.

Main committees:

Operational Risk Committees in the business lines, which meet at least once each quarter and have the following objectives:

- Review of operational incidents and losses during the previous period;
- Monitoring of risks requiring specific attention using indicators and appropriate action plans;
- Assessment of changes having an impact on operational risks and launch of ad hoc action plans;
- Validation of updates to reference documents, where applicable (processes, risk mapping).

ROJIH Committee, which meets on a monthly basis and has the following objectives

- Verification of the implementation of operational risk management procedures within each of the Group's entities;
- Identification of changes in risk mapping (validated by the Operational Risk Committees in the business lines);
- Examination of major risks arising at the Group level and proposals of updates to related action plans;
- Drafting of reports to be submitted to Executive Management and the bank's other administrative bodies.

Operations committee, which meets weekly, aimed at:

- Summarizing the work of the past week and planning for the week ahead;
- Preparing future projects in terms of reporting, tools, means and objectives.

An "Operational Risk Charter" was drawn up to ensure the consistency and sustainability of the Group's operational risk system.

In accordance with this charter, the ROJIH unit developed and implemented a tool to assess adherence to the bank's operational risk policy in each of the 23 business lines.

IV- Business continuity plan

The BCP project was launched in May 2008 with a specifications phase, followed by an advisory phase involving the assistance of several internationally recognised consultancy firms.

Following a call for tender, Attijariwafa bank Group selected Capgemini in December 2009 to assist it in the implementation of its business continuity plan in accordance with the second pillar of Basel II and regulations imposed on credit institutions by Bank Al Maghrib (Directive 47/G/2007).

The implementation of Attijariwafa bank's project to establish a business continuity plan (BCP) was launched on 2 February 2010. Work on this BCP project was pursued throughout 2010-2011 by a project team of both internal Attijariwafa bank staff and external consultants.

At end-2012, the following had been implemented:

1. When faced with an incident:

- procedures and crisis management tools including mobilization and alert procedures, as well as procedures to set up incident response teams and kits.
- recovery procedures, which for each business line specify recovery procedures, operating in degraded mode, workaround solutions and specific procedures for cross-departmental systems.
- Back up solutions, including IT, contingency and logistic back up as well as HR systems and crisis communication.

2. To manage the BCP:

- Charte de continuité de l'activité
- Business continuity charter
- Plan to maintain operations
- Test plans
- Management of change plan

The establishment of a BCP, which is the responsibility of the ROJIH unit (Operational, Legal, Information System and Human Risks) enables the bank to supplement the operational risk procedures put in place in 2009 and which resulted in the development of an operational risk charter as well as a complete mapping of operational risks.

By adopting a business continuity plan, the Group guarantees the continuity of its business activities and the ability to honour its commitments when any of the following occurs: a major operational crisis or disturbance affecting a large urban or geographical area, a disturbance affecting physical infrastructure, a natural catastrophe, an external attack, a major information systems failure, a major interference in the bank's ability to function resulting from a significant absentee rate (e.g. pandemic) or a failure affecting a critical service.

V- Country risk

With respect to the 2012 financial year, the Risk Surveillance and Reporting unit consolidated all monitoring and surveillance activities for Attijariwafa bank and its subsidiaries in banking and financial services, also establishing procedures for the management of country risk.

The monitoring and control of the overall position of the bank and its subsidiaries is now consolidated in the form of a regular risk report, which allows Global Risk Management to assess:

a. growth in the bank's activities so as to ensure that business development is on a healthy and profitable track and is not exposed to concentration risk at the level of the portfolio of loan commitments;

b. performance indicators for each entity, mainly with regard to profitability and loss experience;

c. regulatory compliance in accordance with the prudential framework in each country where the bank maintains operations.

This reporting procedure, in the form of a quarterly review of banking and financial services subsidiaries, gives a truly granular perspective on these entities, since it is fundamentally concerned with identifying countries or regions at risk and formulating recommendations to mitigate risk.

The deployment of the bank's international growth strategy, together with the provisions of Bank Al-Maghrib's Directive 1/G/2008, have prompted the establishment of measures and procedures for the management of country risk, given the increasingly international aspect of the Group's overall risk exposure.

6.4 Scope of consolidation

Name	Sector of activity	(A)	(B)	(C)	(D)	Country	Methode	% control	% interest
ATTIJARIWAFA BANK	Bank					Morocco	Top		
ATTIJARIWAFA EUROPE	Bank					France	IG	100,00%	100,00%
ATTIJARI INTERNATIONAL BANK	Bank					Morocco	IG	100,00%	100,00%
COMPAGNIE BANCAIRE DE L'AFRIQUE DE L'OUEST	Bank					Senegal	IG	83,07%	51,93%
ATTIJARIBANK TUNISIE	Bank					Tunisia	IG	58,98%	58,98%
LA BANQUE INTERNATIONALE POUR LE MALI	Bank					Mali	IG	51,00%	51,00%
CREDIT DU SENEGAL	Bank					Senegal	IG	95,00%	95,00%
UNION GABONAISE DE BANQUE	Bank					Gabon	IG	58,71%	58,71%
CREDIT DU CONGO	Bank					Congo	IG	91,00%	91,00%
SOCIETE IVOIRIENNE DE BANQUE	Bank					Ivory Coast	IG	51,00%	51,00%
SOCIETE COMMERCIALE DE BANQUE CAMEROUN	Bank	(1)				Cameroon	IG	51,00%	51,00%
ATTIJARIBANK MAURITANIE	Bank		(3)			Mauritania	IG	80,00%	53,60%
WAFA SALAF	Consumer credit					Morocco	IG	50,91%	50,91%
WAFA BAIL	Financial leasing					Morocco	IG	97,83%	97,83%
WAFA IMMOBILIER	Real estate loans					Morocco	IG	100,00%	100,00%
ATTIJARI IMMOBILIER	Real estate loans					Morocco	IG	100,00%	100,00%
ATTIJARI FACTORING MAROC	Factoring					Morocco	IG	75,00%	75,00%
WAFA CASH	Cash activities					Morocco	IG	99,85%	99,85%
WAFA LLD	Long-term rentals					Morocco	IG	100,00%	100,00%
ATTIJARI FINANCES CORP.	Investment bank					Morocco	IG	100,00%	100,00%
WAFA GESTION	Asset management					Morocco	IG	66,00%	66,00%
ATTIJARI INTERMEDIATION	SM intermediation					Morocco	IG	100,00%	100,00%
FCP SECURITE	Dedicated mutual funds					Morocco		79,29%	79,29%
FCP OPTIMISATION	Dedicated mutual funds					Morocco	IG	79,29%	79,29%
FCP STRATEGIE	Dedicated mutual funds					Morocco	IG	79,29%	79,29%
FCP EXPANSION	Dedicated mutual funds					Morocco	IG	79,29%	79,29%
FCP FRUCTI VALEURS	Dedicated mutual funds					Morocco	IG	79,29%	79,29%
WAFA ASSURANCE	Insurance					Morocco	IG	79,29%	79,29%
BCM CORPORATION	Holding Company					Morocco	IG	100,00%	100,00%
WAFA CORP	Holding Company					Morocco	IG	100,00%	100,00%
OGM	Holding Company					Morocco	IG	100,00%	100,00%
ANDALUCARTHAGE	Holding Company					Morocco	IG	100,00%	100,00%
KASOVI	Holding Company					British Virgin Islands	IG	50,00%	50,00%
SAF	Holding Company					France	IG	99,82%	49,98%
FILAF	Holding Company					Senegal	IG	100,00%	50,00%
CAFIN	Holding Company					Senegal	IG	100,00%	100,00%
ATTIJARI AFRIQUE PARTICIPATIONS	Holding Company		(3)			France	IG	100,00%	100,00%
ATTIJARI MAROCO-MAURITANIE	Holding Company		(3)			France	IG	67,00%	67,00%
MOUSSAFIR	Hospitality industry					Morocco	MEE	33,34%	33,34%
ATTIJARI SICAR	Risk capital					Tunisia	IG	67,23%	39,65%
PANORAMA	Real estate company					Morocco	IG	79,29%	79,29%

(A) Movements occurring in first half of 2011
(B) Movements occurring in second half of 2011
(C) Movements occurring in first half of 2012
(D) Movements occurring in second half of 2012

1 - Acquisition
2 - Creation, crossing threshold
3 - Entry into IFRS perimeter
4 - Disposal
5 - Deconsolidation
6 - Merger between consolidated entities
7 - Change in method - Proportional integration to global integration
8 - Change in method - Global integration to equity method
9 - Change in method - Equity method to global integration
10 - Change in method - Global integration to propotional integration
11 - Change in method - Equity method to proportional integration
12 - Reconsolidation

FINANCIAL STATEMENTS

Parent company financial statements at 31 december 2012

1. Presentation

Attijariwafa bank is a Moroccan company governed by common law. The financial statements comprise the accounts of head office as well as branches in Morocco and overseas, including the branch offices in Brussels. Material intra-group transactions and balances between Moroccan entities and overseas branches have been eliminated.

2. General principles

The financial statements are prepared in accordance with generally accepted accounting principles applicable to credit institutions.

The presentation of Attijariwafa bank's financial statements complies with the Credit Institution Accounting Plan.

3. Loans and signature loans

General presentation of loans

- Loans and advances to credit institutions and customers are classified according to their initial maturity and type:
- Sight and term loans in the case of credit institutions;
- Short-term loans, equipment loans, consumer loans, mortgage loans and other loans for customers.
- Signature loans accounted for off-balance sheet relate to transactions which have not yet given rise to cash movements such as irrevocable commitments for the undrawn portion of facilities made available to credit institutions and customers or guarantees given;
- Repo transactions, involving shares or other securities, are recorded under the different loan categories (credit institutions or customers);
- Interest accrued on these loans is recorded under related loans and booked to the income statement.

Non-performing loans on customers

- Non-performing loans on customers are recorded and valued in accordance with prevailing banking regulations.

The main measures applied are summarised as follows:

- Non-performing loans are classified as sub-standard, doubtful or impaired depending on the level of risk;

After deducting the guarantee portion as required by prevailing regulations, provisions for non-performing loans are made as follows:

- 20% for sub-standard loans;
- 50% for doubtful loans;
- 100% for impaired loans.

Provisions made relating to credit risks are deducted from the asset classes in question.

- As soon as loans are classified as non-performing, interest is no longer accrued but is recognised as income when received;
- Losses on irrecoverable loans are booked when the possibility of recovering the non-performing loans is deemed to be zero;
- Provisions for non-performing loans are written-back on any positive development in respect of the non-performing loans in question, such as partial or full repayment or a restructuring of the debt with partial repayment.
- The bank has written off non-performing loans using provisions set aside for this purpose.

4. Amounts owing to credit institutions and customers

Amounts owing to credit institutions and customers are presented in the financial statements according to their initial maturity and type:

- Sight and term borrowings in the case of credit institutions;
- Current accounts in credit, savings accounts, terms deposits and other customer accounts in credit in the case of customers.

Repo transactions, involving shares or other securities, are recorded under the different loan categories (credit institutions or customers), depending on the counterparty;

Interest accrued on these loans is recorded under related borrowings and booked to the income statement.

5. Securities portfolio

5.1 General presentation

Securities transactions are booked and valued in accordance with the Plan Comptable des Etablissements de Crédit.

Securities are classified as a function of their legal characteristics (debt security or equity security) and the purpose for which they are acquired (trading securities, available-for-sale securities, investment securities and investments in affiliates).

5.2 Trading securities

Trading securities are securities which are highly liquid and are acquired with the intention of being resold in the very near future. These securities are recorded at cost (including coupon). At the end of each period, the difference between this value and their market value is recognised directly in the income statement.

5.3 Available-for-sale securities

Available-for-sale securities are securities acquired with the intention of being held for at least 6 months, except for fixed income securities intended to be held until maturity. AFS securities comprise all securities that do not satisfy the criteria required to be classified in another category.

Debt securities are booked excluding accrued interest. The difference between their purchase price and redemption price is amortised over the security's remaining life.

Equities are recorded at cost less acquisition expenses.

At the end of each period, a provision for impairment is made for any negative difference between a security's market value and carrying amount. Unrealised gains are not booked.

5.4. Investment securities

Investment securities are debt securities which are acquired, or which come from another category of securities, with the intention of being held until maturity for the purpose of generating regular income over a long period.

These securities are recorded at cost less acquisition expenses. The difference between their purchase price and redemption price is amortised over the security's remaining life.

At the end of each period, these securities are recorded at cost, regardless of their market value. Unrealised profit or loss is therefore not recognised.

5.5. Investments in affiliates

This category comprises securities whose long-term ownership is deemed useful to the Bank.

At the end of each period, their value is estimated on the basis of generally accepted criteria such as useful value, share of net assets, future outlook for earnings and share price. Only unrealised losses give rise to provisions for impairment on a case-by-case basis.

5.6. Repos with physical delivery

This category comprises securities which are expected to be useful to the bank if held over the long term.

At the end of each period, their value is estimated on the basis of generally accepted criteria such as useful value, share of net assets, future outlook for earnings and share price. Only unrealised losses give rise to provisions for impairment on a case-by-case basis.

6. Foreign currency-denominated transactions

Foreign currency-denominated loans, amounts owing and signature loans are translated into dirhams at the average exchange rate prevailing on the balance sheet date.

Any foreign exchange difference on contributions from overseas branches and on foreign currency-denominated borrowings for hedging exchange rate risk is recorded in the balance sheet under "Other assets" or "Other liabilities" as appropriate. Any translation difference arising on translation of long-term investment securities acquired in a foreign currency is recorded as a translation difference for each category of security in question.

Any foreign exchange difference on any other foreign currency account is posted to the income statement. Income and expenses in foreign currency are translated at the exchange rate prevailing on the day they are booked.

7. Translation of financial statements drawn up in foreign currencies

The "closing rate" method is used to translate foreign currency-denominated financial statements.

Translation of balance sheet and off-balance sheet items

All assets, liabilities and off-balance sheet items of foreign entities (Brussels branch offices) are translated at the exchange rate prevailing on the balance sheet date.

Shareholders' equity (excluding net income for the current period) is valued at different historical rates. Any difference arising on restatement (closing rate less historical rate) is recorded in shareholders' equity under "Translation differences".

Translation of income statement items

All income statement items are translated at the average exchange rate over the year except for depreciation and amortisation expenses, which are translated at the closing rate.

8. General provisions

These provisions are made, at the discretion of the management, to address future risks which cannot be currently identified or accurately measured relating to the banking activity.

Provisions made qualify for a tax write-back.

9. Intangible assets and property, plant and equipment

Intangible assets and property, plant and equipment are recorded in the balance sheet at cost less accumulated depreciation and amortisation, calculated using the straight line method over the estimated use life of the assets in question.

Intangible assets are categorised as operating or non-operating assets and are amortised over the following periods:

Type	Amortisation period
- Lease rights	not amortised
- Patents and brands	N/A
- Research and development	N/A
- IT software	6.67 years
- Other items of goodwill	5 years

Property, plant and equipment are categorised as operating or non-operating assets and are depreciated over the following periods:

Type	Depreciation period
- Land	not depreciated
- Operating premises	25 years
- Office furniture	6.67 years
- IT hardware	6.67 years
- Vehicles	5 years
- Fixtures, fittings and equipment	6.67 years

10. Deferred expenses

Deferred expenses are expenses which, given their size and nature, are likely to relate to more than one period.

Deferred expenses are amortised over the following periods:

Type	Amortisation period
- Start-up costs	3 years
- Expenses incurred in acquiring fixed assets	5 years
- Bond issuance expenses	N/A
- Premiums paid on issuing or redeeming debt securities	N/A
- Other deferred expenses	3-5 years on a case by case basis

11. Recognition of interest and fees in the income statement

Interest

Income and expenses calculated on principal amounts actually lent or borrowed are considered as interest.

Income and expenses calculated on a prorata temporis basis which remunerate a risk are considered as similar income or expenses. This category includes fees on guarantee and financing commitments (guarantees, documentary credits etc.).

Interest accrued on principal amounts actually lent or borrowed is booked under related loans or debt with an offsetting entry in the income statement entry.

Similar income or expenses are recorded under income or expenses when invoiced.

Fees

Income and expenses, calculated on a flat-rate basis for a service provided, are recorded under fees when invoiced.

12. Non-recurring items of income and expenditure

They consist exclusively of income and expenses arising on an exceptional basis and are, in principle, rare in that they are unusual in nature or occur infrequently.

FINANCIAL STATEMENTS

Parent company financial statements at 31 december 2012

Balance sheet at 31 december 2012

(thousand MAD)

ASSETS	12/31/2012	12/31/2011
Cash and balances with central banks, the Treasury and post office accounts	**5 806 876**	**8 883 843**
Loans and advances to credit institutions and similar establishments	**28 835 051**	**29 439 482**
- Sight	7 382 447	5 726 467
- Term	21 452 604	23 713 015
Loans and advances to customers	**167 656 801**	**157 605 524**
- Short-term loans and consumer loans	55 833 656	54 250 125
- Equipment loans	53 314 599	49 681 787
- Mortgage loans	54 357 429	50 256 714
- Other loans	4 151 117	3 416 898
Receivables acquired through factoring	**2 400 812**	**609 141**
Trading securities and available-for-sale securities	**52 216 361**	**37 540 273**
- Treasury bills and similar securities	36 395 703	25 773 986
- Other debt securities	3 873 126	1 428 155
- Fixed Income Funds	11 947 532	10 338 132
Other assets	**2 259 048**	**2 165 642**
Investment securities	**-**	**-**
- Treasury bills and similar securities	-	-
- Other debt securities	-	-
Investments in affiliates and other long-term investments	**12 214 528**	**12 190 156**
Subordinated loans	**-**	**-**
Leased and rented assets	**812 977**	**695 773**
Intangible assets	**1 735 941**	**1 858 483**
Property, plant and equipment	**2 228 128**	**2 340 178**
TOTAL ASSETS	**276 166 523**	**253 328 494**

LIABILITIES	12/31/2012	12/31/2011
Amounts owing to central banks, the Treasury and post office accounts	**-**	**-**
Amounts owing to credit institutions and similar establishments	**46 972 640**	**35 638 653**
- Sight	5 638 961	7 588 676
- Term	41 333 679	28 049 978
Customer deposits	**171 916 418**	**165 590 451**
- Current accounts in credit	102 630 602	99 859 627
- Savings accounts	22 108 436	20 717 644
- Term deposits	40 671 312	38 715 162
- Other accounts in credit	6 506 068	6 298 019
Debt securities issued	**9 211 756**	**10 189 227**
- Negociable debt securities	9 211 756	10 189 227
- Bonds	-	-
- Other debt securities issued	-	-
Other liabilities	**11 205 467**	**9 214 395**
General provisions	**1 277 205**	**880 241**
Regulated provisions	**-**	**-**
Subsidies, public funds and special guarantee funds	**-**	**-**
Subordinated debt	**10 369 269**	**10 370 972**
Revaluation reserve	**420**	**420**
Reserves and premiums related to share capital	**19 890 529**	**16 358 000**
Share capital	**2 012 431**	**1 929 960**
Shareholders, unpaid share capital (-)		
Retained earnings (+/-)	**691**	**1 497**
Net income to be allocated (+/-)		
Net income for the financial year (+/-)	**3 309 697**	**3 154 677**
TOTAL LIABILITIES	**276 166 523**	**253 328 494**

Off-balance sheet items at 31 december 2012

(thousand MAD)

OFF-BALANCE	12/31/2012	12/31/2011
COMMITMENTS GIVEN	**49 140 698**	**47 596 983**
Financing commitments given to credit institutions and similar establishments	532	1 183
Financing commitments given to customers	14 149 816	12 176 841
Guarantees given to credit institutions and similar establishments	6 025 258	7 360 666
Guarantees given to customers	28 965 092	28 058 293
Securities purchased with repurchase agreement	-	-
Other securities to be delivered	-	-
COMMITMENTS RECEIVED	**16 445 088**	**15 157 614**
Financing commitments received from credit institutions and similar establishments	-	266 628
Guarantees received from credit institutions and similar establishments	16 404 756	14 831 908
Guarantees received from the State and other organisations providing guarantees	40 332	59 078
Securities sold with repurchase agreement	-	-
Other securities to be received	-	-

Management accounting statement at 31 december 2012

(thousand MAD)

I - RESULTS ANALYSIS	12/31/2012	12/31/2011
+ Interest and similar income	10 721 523	9 942 610
- Interest and similar expenses	4 306 894	3 620 657
NET INTEREST MARGIN	**6 414 629**	**6 321 953**
+ Income from lease-financed fixed assets	151 931	146 308
- Expenses on lease-financed fixed assets	102 038	135 418
NET INCOME FROM LEASING ACTIVITIES	**49 893**	**10 890**
+ Fees received	1 252 387	1 132 225
- Fees paid	-	-
NET FEE INCOME	**1 252 387**	**1 132 225**
+ Income from trading securities	1 016 014	694 124
+ Income from available-for-sale securities	-5 689	3 469
+ Income from foreign exchange activities	269 989	422 505
+ Income from derivatives activities	159 225	170 434
INCOME FROM MARKET ACTIVITIES	**1 439 539**	**1 290 533**
+ Other banking income	1 285 179	886 480
- Other banking expenses	776 330	669 019
NET BANKING INCOME	**9 665 297**	**8 973 062**
+ Income from long-term investments	-20 886	-12 765
+ Other non-banking operating income	72 100	26 457
- Other non-banking operating expenses	-	1
- General operating expenses	3 561 793	3 345 908
GROSS OPERATING INCOME	**6 154 718**	**5 640 845**
+ Net provisions for non-performing loans and signature loans	-765 007	-937 362
+ Other net provisions	-384 317	-74 234
NET OPERATING INCOME	**5 005 394**	**4 629 248**
NON OPERATING INCOME	**-185 682**	**-24 734**
- Income tax	1 510 015	1 449 837
NET INCOME FOR THE FINANCIAL YEAR	**3 309 697**	**3 154 677**

II - TOTAL CASH FLOW	12/31/2012	12/31/2011
+ NET INCOME FOR THE FINANCIAL YEAR	**3 309 697**	**3 154 677**
+ Depreciation, amortisation and provisions for fixed asset impairment	406 890	418 130
+ Provisions for impairment of long-term investments	27 297	18 910
+ General provisions	337 500	314 400
+ Regulated provisions	-	-
+ Extraordinary provisions	-	-
- Reversals of provisions	6 412	1 189
- Capital gains on disposal of fixed assets	-	298
+ Losses on disposal of fixed assets	-	1
- Capital gains on disposal of long-term investments	-	4 955
+ Losses on disposal of long-term investments	-	-
- Write-backs of investment subsidies received	-	-
+ TOTAL CASH FLOW	**4 074 972**	**3 899 676**
- Profits distributed	1 640 466	1 543 968
+ SELF-FINANCING	**2 434 506**	**2 355 708**

Non-performing customer loans at 31 december 2012

(thousand MAD)

	Disbursed loans	Signature loans	Amount	Provisions for disbursed loans	Provisions for signature loans	Amount
dec-12	5 870 411	531 112	**6 401 523**	4 924 953	73 239	**4 998 192**

Sales at 31 december 2012

(thousand MAD)

2 012	2 011	2 010
15 914 465	**14 069 736**	**13 301 271**

Income statement at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
OPERATING INCOME FROM BANKING ACTIVITIES	**15 914 465**	**14 069 736**
Interest and similar income from transactions with credit institutions	1 036 167	1 112 246
Interest and similar income from transactions with customers	9 425 291	8 432 809
Interest and similar income from debt securities	260 065	397 555
Income from equity securities	1 272 505	886 480
Income from lease-financed fixed assets	151 931	146 308
Fee income	1 252 387	1 132 225
Other banking income	2 516 119	1 962 113
OPERATING EXPENSES ON BANKING ACTIVITIES	**6 249 168**	**5 096 674**
Interest and similar expenses on transactions with credit institutions	1 264 630	711 245
Interest and similar expenses on transactions with customers	2 648 203	2 488 750
Interest and similar expenses on debt securities issued	394 061	420 663
Expenses on lease-financed fixed assets	102 038	135 418
Other banking expenses	1 840 236	1 340 599
NET BANKING INCOME	**9 665 297**	**8 973 062**
Non-banking operating income	72 100	31 413
Non-banking operating expenses	-	1
OPERATING EXPENSES	**3 561 793**	**3 345 908**
Staff costs	1 610 608	1 540 770
Taxes other than on income	101 681	101 056
External expenses	1 437 987	1 278 854
Other general operating expenses	4 627	7 098
Depreciation, amortisation and provisions	406 890	418 130
PROVISIONS AND LOSSES ON IRRECOVERABLE LOANS	**1 744 661**	**2 223 157**
Provisions for non-performing loans and signature loans	1 014 095	1 058 640
Losses on irrecoverable loans	266 178	783 859
Other provisions	464 387	380 658
PROVISION WRITE-BACKS AND AMOUNTS RECOVERED ON IMPAIRED LOANS	**574 451**	**1 193 840**
Provision write-backs for non-performing loans and signature loans	427 927	831 081
Amounts recovered on impaired loans	87 341	74 056
Other provision write-backs	59 183	288 703
INCOME FROM ORDINARY ACTIVITIES	**5 005 394**	**4 629 248**
Non-recurring income	1 367	297
Non-recurring expenses	187 049	25 031
PRE-TAX INCOME	**4 819 712**	**4 604 514**
Income tax	1 510 015	1 449 837
NET INCOME FOR THE FINANCIAL YEAR	**3 309 697**	**3 154 677**

Cash flow statement at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
1. (+) Operating income from banking activities	14 641 960	13 183 256
2. (+) Amounts recovered on impaired loans	87 340	74 056
3. (+) Non-banking operating income	73 467	31 710
4. (-) Operating expenses on banking activities (*)	-6 829 065	-5 750 650
5. (-) Non-banking operating expenses	0	-1
6. (-) General operating expenses	-3 154 903	-2 927 778
7. (-) Income tax	-1 510 015	-1 449 837
I. NET CASH FLOW FROM INCOME STATEMENT	**3 308 784**	**3 160 756**
Change in: 8. (±) Loans and advances to credit institutions and similar establishments	604 431	141 137
9. (±) Loans and advances to customers	-11 842 948	-19 411 611
10. (±) Trading securities and available-for-sale securities	-14 676 088	-7 631 731
11. (±) Other assets	-93 406	1 559 467
12. (±) Lease-financed fixed assets	-117 204	-145 369
13. (±) Amounts owing to credit institutions and similar establishments	11 333 987	13 716 853
14. (±) Customer deposits	6 325 967	8 542 489
15. (±) Debt securities issued	-977 471	1 854 968
16. (±) Other liabilities	1 991 072	-910 367
II. NET CHANGE IN OPERATING ASSETS AND LIABILITIES	**-7 451 660**	**-2 284 164**
III. NET CASH FLOW FROM OPERATING ACTIVITIES (I + II)	**-4 142 876**	**876 592**
17. (+) Income from the disposal of long-term investments		
18. (+) Income from the disposal of fixed assets	295 990	174 104
19. (-) Acquisition of long-term investments	-29 906	-1 301 275
20. (-) Acquisition of fixed assets	-469 861	-467 914
21. (+) Interest received	0	0
22. (+) Dividends received	1 272 505	886 480
IV. NET CASH FLOW FROM INVESTMENT ACTIVITIES	**1 068 728**	**-708 605**
23. (+) Subsidies, public funds and special guarantee funds		
24. (+) Subordinated loan issuance		1 000 000
25. (+) Equity issuance	2 099 999	
26. (-) Repayment of shareholders' equity and equivalent		
27. (-) Interest paid	-462 352	-444 675
28. (-) Dividends paid	-1 640 466	-1 543 968
V- NET CASH FLOW FROM FINANCING ACTIVITIES	**-2 819**	**-988 643**
VI- NET CHANGE IN CASH AND CASH EQUIVALENTS	**-3 076 967**	**-820 656**
VII- CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	**8 883 843**	**9 704 499**
VIII- CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	**5 806 876**	**8 883 843**

(*) including net provisions

Statement of departures from standard accounting treatment at 31 december 2012

TYPE OF DEPARTURE	REASONS FOR DEPARTURES	IMPACT OF DEPARTURES ON THE COMPANY'S FINANCIAL POSITION OR RESULTS
I. Departures from fundamental accounting principles	Not applicable	Not applicable
II. Departures from valuation methods	Not applicable	Not applicable
III. Departures from rules for drawing up and presenting the financial statements	Not applicable	Not applicable

Statement of changes in accounting methods at 31 december 2012

NATURE OF CHANGES	REASONS FOR CHANGES	IMPACT OF CHANGES ON THE COMPANY'S FINANCIAL POSITION OR RESULTS
I. Changes in valuation methods	not applicable	not applicable
II. Changes in rules of presentation	not applicable	not applicable

Loans and advances to credit institutions and similar establishments at 31 december 2012

(thousand MAD)

LOANS AND ADVANCES	Bank Al Maghrib, the Treasury and post office accounts	Banks	Other credit institutions or equivalent in Morocco	Credit institutions abroad	Total 12/31/2012	Total 12/31/2011
CURRENT ACCOUNTS IN DEBIT	**3 345 140**		**1 882 302**	**5 347 262**	**10 574 704**	**12 093 036**
NOTES RECEIVED AS SECURITY						
- overnight						
- term						
CASH LOANS		**60 000**	**10 885 648**	**250 049**	**11 195 697**	**11 356 178**
- overnight						
- term		60 000	10 885 648	250 049	11 195 697	11 356 178
FINANCIAL LOANS		**2 815 647**	**7 311 610**		**10 127 257**	**12 419 244**
OTHER LOANS		**118 342**	**5 511**	**308**	**124 161**	**88 674**
INTEREST ACCRUED AWAITING RECEIPT			**147 750**	**11 527**	**159 277**	**163 819**
NON-PERFORMING LOANS						
TOTAL	**3 345 140**	**2 993 989**	**20 232 821**	**5 609 146**	**32 181 096**	**36 120 951**

Loans and advances to customers at 31 december 2012

(thousand MAD)

LOANS AND ADVANCES	Public sector	Private sector			Total 12/31/2012	Total 12/31/2011
		Financial companies	Non-financial companies	Other customers		
SHORT-TERM LOANS	**2 446 562**	**125 741**	**42 031 748**	**2 424 873**	**47 028 924**	**46 432 670**
- Current accounts in debit	755 413	125 741	22 752 958	1 856 659	25 490 771	20 644 608
- Commercial loans within Morocco			5 018 581		5 018 581	5 282 574
- Export loans			437 395		437 395	535 691
- Other cash loans	1 691 149		13 822 814	568 214	16 082 177	19 969 797
CONSUMER LOANS			**568 617**	**7 508 689**	**8 077 306**	**7 165 702**
EQUIPMENT LOANS	**23 654 468**		**24 790 168**	**4 051 109**	**52 495 745**	**49 213 935**
MORTGAGE LOANS	**13 077**		**14 214 577**	**40 121 679**	**54 349 333**	**50 254 035**
OTHER LOANS		**1 201 259**	**529 889**	**1 474 250**	**3 205 398**	**2 422 983**
RECEIVABLES ACQUIRED THROUGH FACTORING			**2 400 812**		**2 400 812**	**608 335**
INTEREST ACCRUED AWAITING RECEIPT			**1 490 367**	**64 270**	**1 554 637**	**1 123 269**
NON-PERFORMING LOANS	**1 349**	**316**	**335 419**	**608 374**	**945 458**	**993 735**
- Sub-standard loans						
- Doubtful loans						
- Impaired loans	1 349	316	335 419	608 374	945 458	993 735
TOTAL	**26 115 456**	**1 327 316**	**86 361 597**	**56 253 244**	**170 057 613**	**158 214 664**

Breakdown of trading securities, available-for-sale securities and investment securities by category of issuer at 31 december 2012

(thousand MAD)

SECURITIES	Other credit institutions and similar establishments	Public issuers	Private issuers		TOTAL 12/31/2012	TOTAL 12/31/2011
			Financial companies	Non-financial companies		
LISTED SECURITIES	**1 213 560**	**-**	**11 689 945**	**1 772 720**	**14 676 225**	**10 417 464**
- Treasury bills and similar instruments					-	
- Bonds	-			-	-	
- Other debt securities	1 207 373			1 557 373	2 764 746	138 007
- Fixed Income Funds	6 187		11 689 945	215 347	11 911 479	10 279 457
UNLISTED SECURITIES	**382 562**	**34 967 039**	**20 991**	**2 169 544**	**37 540 136**	**27 122 809**
- Treasury bills and similar instruments		34 506 884		1 888 819	36 395 703	25 773 986
- Bonds	375 876	460 155		272 349	1 108 380	1 290 148
- Other debt securities					-	-
- Fixed Income Funds	6 686		20 991	8 376	36 053	58 675
TOTAL GENERAL	**1 596 122**	**34 967 039**	**11 710 936**	**3 942 264**	**52 216 361**	**37 540 273**

Value of trading securities, available-for-sale securities and investment securities at 31 december 2012

(thousand MAD)

SECURITIES	Gross book value	Current value	Redemption value	Unrealised capital gains	Unrealised losses	Provisions
TRADING SECURITIES	**46 495 118**	**46 495 118**	**-**	**-**	**-**	**-**
- Treasury bills and similar instruments	31 835 858	31 835 858		-	-	-
- Bonds	1 400 179	1 400 179		-	-	-
- Other debt securities	1 364 567	1 364 567		-	-	-
- Fixed Income Funds	11 894 514	11 894 514		-	-	-
AVAILABLE-FOR-SALE SECURITIES	**5 754 507**	**5 721 243**	**-**	**95 350**	**33 263**	**33 263**
- Treasury bills and similar instruments	4 567 437	4 559 845		76 162	7 592	7 592
- Bonds	1 114 940	1 108 380		19 188	6 560	6 560
- Other debt securities					-	-
- Fixed Income Funds	72 130	53 018			19 111	19 111
INVESTMENT SECURITIES	**-**	**-**	**-**	**-**	**-**	**-**
- Treasury bills and similar instruments	-	-		-	-	-
- Bonds				-	-	-
- Other debt securities	-	-		-	-	-

Details of other assets at 31 december 2012

(thousand MAD)

ASSETS	AMOUNT AT 12/31/2012	AMOUNT AT 12/31/2011
OPTIONS PURCHASED	**48 040**	**52 275**
SUNDRY SECURITIES TRANSACTIONS (1)		
SUNDRY DEBTORS	**297 275**	**410 287**
Amounts due from the State	175 047	149 570
Amounts due from mutual societies		
Sundry amounts due from staff		
Amounts due from customers for non-banking services	437	16 438
Other sundry debtors	121 791	244 279
OTHER SUNDRY ASSETS	**2 612**	**37 285**
ACCRUALS AND SIMILAR	**1 795 596**	**1 559 160**
Adjustment accounts for off-balance sheet transactions	515 768	75 403
Translation differences for foreign currencies and securities	75	75
Income from derivative products and hedging		
Deferred expenses	16 159	16 899
Inter-company accounts between head office, branch offices and branches in Morocco	4 718	3 871
Accounts receivable and prepaid expenses	1 005 149	1 165 392
Other accruals and similar	253 727	297 520
NON-PERFORMING LOANS ON SUNDRY TRANSACTIONS	**115 525**	**106 634**
TOTAL	**2 259 048**	**2 165 642**

(1) PCEC 341, 3463 & 3469 if in debit

Leased and rented assets at 31 december 2012

(thousand MAD)

CATEGORY	Gross amount at beginning of FY	Amount of acquisitions during FY	Amount of transfers or withdrawals during FY	Gross amount at end of FY	Depreciation		Provisions			Net amount at end of FY
					Allocation during FY	Aggregate depreciate	Allocation in FY	Provision write downs	Aggregate provisions	
LEASED AND RENTED ASSETS	**1 251 751**	**142 145**	**72 460**	**1 321 436**	**102 038**	**508 459**				**812 977**
LEASED INTANGIBLE ASSETS										
Equipment leasing	**1 221 431**	**140 223**	**68 652**	**1 293 002**	**102 038**	**486 523**				**806 479**
- Movable assets under lease										
- Leased movable assets	1 221 431	140 223	68 652	1 293 002	102 038	486 523				806 479
- Movable assets unleased after cancellation										
Property leasing	**25 647**			**25 647**		**21 936**				**3 711**
- Immovable assets under lease										
- Immovable leased assets	25 647			25 647		21 936				3 711
- Immovable assets unleased after cancellation										
Rents awaiting receipt										
Restructured rents										
Rents in arrears	4 673	1 922	3 808	2 787						2 787
Non-performing loans										
RENTED ASSETS										
Rented movable property										
Rented property										
Rents awaiting receipt										
Restructured rents										
Rents in arrears										
Non-performing rents										
TOTAL	**1 251 751**	**142 145**	**72 460**	**1 321 436**	**102 038**	**508 459**				**812 977**

Subordinated loans at 31 december 2012

(thousand MAD)

LOANS	Amount				including affiliates and related companies	
	12/31/2012			12/31/2011	12/31/2012	12/31/2011
	Gross 1	Prov. 2	Net 3	Net 4	Net 5	Net 6
Subordinated loans to credit institutions and similar establishments	NOT APPLICABLE					
Subordinated loans to customers						
TOTAL						

Intangible assets and property, plant and equipment at 31 december 2012

(thousand MAD)

TYPE	Gross value at the beginning of the exercise	Acquisitions	Disposals	Gross value at the end of the exercise	Depreciation and/or provisions				Net value at the end of the exercise
					Amortisation and provisions at the beginning of the exercise	Additional amortisation in 2011	Amortisation on disposed assets	Accumulated amortisation and depreciation	
INTANGIBLE ASSETS	**2 549 091**	**137 921**	**143 946**	**2 543 066**	**690 607**	**129 962**	**13 444**	**807 125**	**1 735 941**
- Lease rights	303 705	4 117	-	307 822	-	-	-		307 822
- Research and development									
- Intangible assets used in operations	2 245 386	133 804	143 946	2 235 244	690 607	129 962	13 444	807 125	1 428 119
- Non-operating intangible assets									
PROPERTY, PLANT AND EQUIPMENT	**5 552 253**	**331 940**	**183 481**	**5 700 712**	**3 212 076**	**276 928**	**16 420**	**3 472 584**	**2 228 128**
Immovable property used in operations	**1 753 014**	**15 656**	**-**	**1 768 670**	**617 225**	**55 008**	**-**	**672 233**	**1 096 437**
- Land	296 986	674	-	297 660	-	-	-		297 660
- Office buildings	1 380 217	14 982	-	1 395 199	559 823	52 531	-	612 354	782 845
- Staff accommodation	75 811			75 811	57 402	2 477	-	59 879	15 932
Movable property and equipment used in operations	**1 889 723**	**129 695**	**181 909**	**1 837 509**	**1 599 688**	**87 703**	**16 420**	**1 670 971**	**166 538**
- Office property	396 534	22 459	36 864	382 129	330 215	21 241	2 544	348 912	33 217
- Office equipment	877 182	69 124	85 672	860 634	757 721	35 410	9 062	784 069	76 565
- IT equipment	607 899	38 033	59 373	586 559	503 926	31 034	4 814	530 146	56 413
- Vehicles	8 108	79	-	8 187	7 826	18	-	7 844	343
- Other equipment									
Other property, plant and equipment used in operations	**1 196 649**	**117 731**		**1 314 380**	**801 947**	**114 960**	**-**	**916 907**	**397 473**
Property, plant and equipment not used in operations	**712 867**	**68 858**	**1 572**	**780 153**	**193 216**	**19 257**		**212 473**	**567 680**
Land	222 306	6 994	1 572	227 728	-	-	-		227 728
Buildings	324 306	53 624	-	377 930	112 276	12 384	-	124 660	253 270
Movable property and equipment	42 287	616	-	42 903	39 812	1 833	-	41 645	1 258
Other property, plant and equipment not used in operations	123 968	7 624	-	131 592	41 128	5 040	-	46 168	85 424
TOTAL	**8 101 344**	**469 861**	**327 427**	**8 243 778**	**3 902 683**	**406 890**	**29 864**	**4 279 709**	**3 964 069**

Gains and losses on fixed asset transfers or withdrawals at 31 december 2012

(thousand MAD)

Date of transfer or withdrawal	Type	Gross amount	Aggregate depreciation	Net book value	Transfer income	Value-added transfers	Loss in value transfers
	OFFICE EQUIPMENT AND FURNITURE	**117 918**	**14 021**	**103 897**	**103 897**		
April-12	OFFICE FURNITURE	21 846	1 725	20 121			
April-12	OFFICE EQUIPMENT	28 480	5 191	23 290			
April-12	INTERBANK EQUIPMENT	26 205	2 714	23 491			
April-12	SAFE DEPOSIT	2 869	204	2 665			
April-12	IT EQUIPMENT	38 518	4 188	34 330			
	OFFICE EQUIPMENT AND FURNITURE	**63 991**	**2 399**	**61 592**	**61 592**		
sep-12	OFFICE FURNITURE	15 018	819	14 199			
sep-12	OFFICE EQUIPMENT	20 177	606	19 571			
sep-12	INTERBANK EQUIPMENT	7 941	348	7 593			
sep-12	SAFE DEPOSIT	20 855	626	20 229			
sept-12	**LOGICIEL**	**143 945**	**13 444**	**130 501**	**130 501**		
	TOTAL GENERAL	**325 854**	**29 864**	**295 990**	**295 990**		

Investments in affiliates and other long-term investments at 31 december 2012

(thousand MAD)

NAME OF THE ISSUING COMPANY	Sector of activity	Share capital	Share of equity held	Gross book value	Net book value	Data from the issuing company's most recent financial statements			Contri-bution to current year's income
						Year-end	Net assets	Net income	
A. INVESTMENTS IN AFFILIATE COMPANIES				**11 291 021**	**11 142 292**	**-**	**45 970 179**	**2 434 067**	**1 217 820**
ATTIJARI FINANCES CORPORATE	INVESTMENT BANKING	10 000	100.00%	10 000	10 000	30/06/12	49 442	30 362	35 000
OMNIUM DE GESTION MAROCAIN S.A."OGM"	HOLDING COMPANY	885 000	100.00%	2 047 900	2 047 900	30/09/12	2 042 891	521 932	570 000
SOMACOVAM	ASSET MANAGEMENT	5 000	100.00%	30 000	6 108				-
WAFA GESTION	ASSET MANAGEMENT	4 900	66.00%	236 369	236 369				47 184
ATTIJARI INVEST.		5 000	100.00%	5 000	5 000	30/06/12	49 808	4 765	-
WAFA BOURSE	SECURITIES BROKERAGE	20 000	100.00%	40 223	39 601	30/06/12	39 601	-1 542	-
WAFA PATRIMOINE	PRIVATE PORTFOLIO MANAGEMENT	10 000	66.00%	1 700	1 700				-
ATTIJARI OPERATIONS	SERVICE COMPANY	1 000	100.00%	1 000	1 000				-
ATTIJARI AFRICA	SERVICE COMPANY	2 000	100.00%	2 000	2 000				-
ATTIJARI CIB AFRICA	SERVICE COMPANY	2 000	100.00%	2 000	2 000				-
ATTIJARI IT AFRICA	SERVICE COMPANY	1 000	100.00%	1 000	1 000				-
ATTIJARIWAFA BANK MIDDLE EAST LIMITED		1 000	100.00%	8 194	8 194				-
STE MAROCAINE DE GESTION ET TRAITEMENT INFORMATIQUE "SOMGETI"	COMPUTER TECHNOLOGY	300	100.00%	100	100	31/12/11	585	-18	-
AGENA MAGHREB	SALE OF IT EQUIPMENT	11 000	74.96%	33	-	31/12/11	-6 692	-20	-
ATTIJARI CAPITAL DEVELOPEMENT	RISK CAPITAL	10 000	100.00%	10 000	10 000	31/12/11	24 698	2 543	20 000
ATTIJARI PROTECTION	SECURITY	4 000	83.75%	3 350	3 350				-
BCM CORPORATION	HOLDING COMPANY	200 000	100.00%	200 000	200 000	31/12/11	239 165	34 709	30 000
CASA MADRID DEVELOPPEMENT	DEVELOPMENT CAPITAL	10 000	50.00%	5 000	4 999	31/12/11	9 997	121	-
DINERS CLUB DU MAROC	MANAGEMENT OF PAYMENT CARDS	1 500	100.00%	1 675	-	31/12/11	1 209	-55	-
MEDI TRADE	TRADING	1 200	20.00%	240	134	30/06/12	674	-	-
AL MIFTAH	PROPERTY	100	100.00%	243	59	30/06/12	60	-1	-
WAFA COURTAGE	COURTAGE	1 000	100.00%	2 397	2 397	30/06/12	6 006	1 667	10 000
WAFA COMMUNICATION		3 000	86.67%	2 600	336	31/12/11	388	-85	-
WAFA FONCIERE	PROPERTY MANAGEMENT	2 000	100.00%	3 700	2 299	30/06/12	2 300	-60	-
WAFA INVESTISSEMENT	INVESTMENT HOLDING COMPANY	55 000	100.00%	55 046	15 010				-
WAFA SYSTEMES CONSULTING	IT CONSULTING	5 000	99.88%	4 994	4 994	31/12/11	5 881	389	-
WAFA SYSTEMES DATA	IT	1 500	100.00%	1 500	1 500	31/12/11	1 717	21	-
WAFA SYSTEMES FINANCES	IT SOLUTIONS	2 000	100.00%	2 066	2 066	31/12/11	2 851	96	-
WAFA TRUST	FINANCIAL SERVICES		100.00%	1 500	1 500	30/06/12	1 616	-55	-
WAFATRADE		1 000	100.00%	-	-	30/06/12	-2 300	-4	-
ATTIJARIA AL AAKARIA AL MAGHRIBIA	PROPERTY	10 000	100.00%	9 999	7 173	31/12/11	7 173	151	-
SOCIETE IMMOBILIERE ATTIJARIA AL YOUSSOUFIA	PROPERTY	50 000	100.00%	51 449	51 449	31/12/11	101 265	40 093	-
STE IMMOB.BOULEVARD PASTEUR " SIBP"	PROPERTY	300	50.00%	25	25				-
SOCIETE IMMOBILIERE RANOUIL	PROPERTY	3 350	100.00%	11 863	4 504	31/12/11	4 504	49	-
SOCIETE IMMOBILIERE DE L'HIVERNAGE SA	PROPERTY	15 000	100.00%	15 531	1 679				-
SOCIETE IMMOBILIERE MAIMOUNA	PROPERTY	300	100.00%	5 266	3 663	31/12/11	3 663	-223	-
STE IMMOBILIERE MARRAKECH EXPANSION	PROPERTY	300	100.00%	299	299	31/12/11	784	7	-
SOCIETE IMMOBILIERE ZAKAT	PROPERTY	300	100.00%	2 685	311	31/12/11	311	19	-
AYK	PROPERTY	100	100.00%	100	-	30/06/12	-1 110	-3	-
CAPRI	PROPERTY	124 000	99.76%	187 400	137 000				-
ATTIJARI IMMOBILIER	PROPERTY	50 000	99.99%	71 686	71 686	30/06/12	64 507	1 841	-
ATTIJARI INTERNATIONAL BANK "AIB"	BANQUE OFFSHORE	2081 KEURO	100.00%	92 442	92 442				30 313
WAFACASH	MONEY TRANSFERS	35 050	99.74%	323 518	323 518	30/06/12	257 290	32 847	44 932
WAFA IMMOBILIER	PROPERTY	50 000	100.00%	164 364	164 364	30/06/12	88 651	33 152	58 000
WAFASALAF	CONSUMER FINANCE	113 180	50.91%	634 783	634 783	30/06/12	1 410 237	165 394	152 727
WAFA LLD	LEASING	20 000	100.00%	20 000	20 000	30/06/12	25 411	3 749	7 800
WAFABAIL	LEASE-FINANCING	150 000	57.83%	86 983	86 983	30/06/12	656 596	63 226	28 916
DAR ASSAFAA LITAMWIL		50 000	100.00%	50 510	50 510				-
ANDALUMAGHREB	HOLDING	1 000 KEURO	100.00%	10 950	10 950				-
ANDALUCARTAGE	HOLDING	126 390 KEURO	100.00%	1 964 504	1 964 504				-
ATTIJARIWAFA EURO FINANCES	HOLDING	39 557 KEURO	100.00%	295 301	295 301				-
CAFIN	HOLDING COMPANY	1 122 000 KFCFA	100.00%	257 508	257 508				-
KASOVI	HOLDING COMPANY	50 KUSD	50.00%	731 264	731 264				34 508
COMPAGNIE BANCAIRE DE L'AFRIQUE OCCIDENTALE"CBAO"	BANKING	11 450 000 KFCFA	4.90%	35 979	35 979				4 948
BANQUE INTERNATIONALE POUR LE MALI "BIM SA"	BANKING	5 002 870 KFCFA	51.00%	689 599	689 599	30/06/12	14 451 000	1 499 000	3 829
SOCIETE IVOIRIENNE DE BANQUE " SIB "	BANKING	10 000 000 KFCFA	51.00%	648 084	648 084	30/06/12	26 430 000		20 387
CREDIT DU SENEGAL	BANKING	5 000 000 KFCFA	95.00%	292 488	292 488				-
CREDIT DU CONGO	BANKING	7 743 670 KFCFA	91.00%	608 734	608 734				60 470
UNION GABONAISE DE BANQUES "UGB GABON"	BANKING	10 000 000 KFCFA	58.71%	848 842	848 842				41 580
ATTIJARI AFRIQUE PARTICIPATION	HOLDING	10 010 KEURO	100.00%	113 120	113 120				-
SOCIETE COMMERCIALE DE BANQUE CAMEROUN	BANKING	10 000 000 KFCFA	51.00%	379 110	379 110				17 226
WAFACAMBIO				963	963				
WAFABANK OFFSHORE DE TANGER			100.00%	5 842	5 842				

Investments in affiliates and other long-term investments at 31 december 2012

(thousand MAD)

NAME OF THE ISSUING COMPANY	Sector of activity	Share capital	Share of equity held	Gross book value	Net book value	Data from the issuing company's most recent financial statements			Contri-bution to current year's income
						Year-end	Net assets	Net income	
B - OTHER INVESTMENTS				**495 265**	**434 893.00**	**369 082**	**2 675 170**	**95 569**	**36 932**
NOUVELLES SIDERURGIES INDUSTRIELLES	METALS AND MINING	3 415 000	2.72%	92 809	92 809				-
SONASID	METALS AND MINING			28 391	10 098				-
ATTIJARIWAFA BANK	BANKING			623	595				16
SINCOMAR		300	47.50%						-
AGRAM INVEST		40 060	27.82%	10 938	7 492		26 934	-11	-
AM INVESTISSEMENT MOROCCO	INVESTMENT HOLDING COMPANY	400 000	3.25%	13 000	13 000				-
BOUZNIKA MARINA	PROPERTY DEVELOPMENT			500	500				-
EUROCHEQUES MAROC				363	364				-
FONDS D'INVESTISSEMENT IGRANE		70 000	18.26%	12 782	3 219	30/06/12	17 630	-6 559	-
IMMOBILIERE INTERBANCAIRE "G.P.B.M."	PROFESSIONAL BANKER'S ASSOCIATION	19 005	20.00%	3 801	3 801				-
IMPRESSION PRESSE EDITION (IPE)	PUBLISHING			400	400				-
MOUSSAFIR HOTELS	HOTEL MANAGEMENT	193 000	33.34%	64 342	64 343	31/12/11	299 081	47 525	15 050
SALIMA HOLDING	HOLDING COMPANY	150 000	13.33%	16 600	16 600	31/12/11	257 807	3 068	-
S.E.D. FES		10 000	10.00%						-
SOUK AL MOUHAJIR		6 500	15.25%	991	991				-
STE D'AMENAGEMENT DU PARC NOUACER"SAPINO"	PROMOTION IMMOBILIÈRE	60 429	22.69%	13 714	13 714	30/06/12	225 678	3 221	4 046
TANGER FREE ZONE	PROMOTION IMMOBILIÈRE	105 000	25.71%	28 306	28 306				3 240
TECHNOLOPARK COMPANY "MITC"	PRESTATION DE SERVICE			8 150	7 784				-
WORLD TRADE CENTER									-
MAROCLEAR	SECURITIES CUSTODIAN	20 000	6.58%	1 342	1 342	31/12/11	215 907	24 686	-
HAWAZIN	PROPERTY	960	12.50%	704	-				-
INTAJ	PROPERTY	576	12.50%	1 041	549				-
EXP SERVICES MAROC S.A.	RISK CENTRALISATION SERVICES	20 000	3.00%	600	600				-
H PARTNERS		1 400 010	7.14%	100 000	72 962	30/06/12	1 021 479	-6 231	-
MOROCCAN FINANCIAL BOARD				20 000	20 000				-
MAROC NUMERIQUE FUND		157 643	6.34%	10 000	9 556	30/06/12	150 647	3 239	-
FONCIERE EMERGENCE		120 017	8.06%	9 670	9 670				-
ALTERMED MAGHREB EUR				5 247	5 247				-
INTER MUTUELLES ASSISTANCE				894	894				-
WAFA IMA ASSISTANCE				15 356	15 356				-
3 P FUND		80 020	5.00%	4 000	4 000				-
BANQUE D'AFFAIRE TUNISIENNE	BANKING	198 741		2 583	2 583	30/06/12	373 643	27 686	-
VISA									-
CENTRE MONETIQUE INTERBANCAIRE	ELECTRONIC BANKING	98 200	22.40%	22 000	22 000				13 200
SOCIETE INTERBANK	MANAGEMENT OF BANK CARDS	11 500	16.00%	1 840	1 840				1 380
SMAEX		37 450	11.42%	4 278	4 278	31/12/11	86 364	-1 055	-
C - SIMILAR INVESTMENTS				**638 630**	**637 343**				**-**
C/C ASSOCIES				622 795	621 508				
AUTRES EMPLOIS ASSIMILEES				15 835	15 835				
TOTAL				**12 424 916**	**12 214 528**		**48 645 349**	**2 529 636**	**1 254 752**

Amounts owing to credit institutions and similar establishments at 31 december 2012

(thousand MAD)

AMOUNTS OWING	Credit institutions and similar establishments in Morocco			Credit institutions overseas	Total 12/31/2012	Total 12/31/2011
	Bank Al Maghrib, the Treasury and post office accounts	Banks	Other credit institutions and similar establishments			
CURRENT ACCOUNTS IN CREDIT		**203**	**205 030**	**735 580**	**940 813**	**5 797 592**
NOTES GIVEN AS SECURITY	**32 557 483**				**32 557 483**	**19 215 394**
- overnight	800 764				800 764	400 095
- term	31 756 719				31 756 719	18 815 299
CASH BORROWINGS	**1 114 650**	**3 098 937**	**2 996 817**	**6 169 862**	**13 380 266**	**10 510 818**
- overnight		2 419 000	659 156	791 226	3 869 382	1 054 161
- term	1114650	679 937	2 337 661	5 378 636	9 510 884	9 456 657
FINANCIAL BORROWINGS	**2 608**			**82**	**2 690**	**4 597**
OTHER DEBTS	**48 093**	**5 886**			**53 979**	**60 117**
INTEREST PAYABLE			**32 098**	**5 311**	**37 409**	**50 135**
TOTAL	**33 722 834**	**3 105 026**	**3 233 945**	**6 910 835**	**46 972 640**	**35 638 653**

Customer deposits at 31 december 2012

(thousand MAD)

DEPOSITS	Public sector	Private sector			Total 12/31/2012	Total 12/31/2011
		Financial companies	Non-financial companies	Other customers		
CURRENT ACCOUNTS IN CREDIT	1 333 076	2 466 447	20 237 233	78 577 743	**102 614 499**	**99 840 613**
SAVINGS ACCOUNTS				21 944 341	**21 944 341**	**20 567 962**
TERM DEPOSITS	6 525 843	3 064 100	12 422 933	17 839 845	**39 852 721**	**38 112 544**
OTHER ACCOUNTS IN CREDIT	13 760	29 501	5 408 160	1 054 647	**6 506 068**	**6 298 019**
ACCRUED INTEREST PAYABLE			998 441	348	**998 789**	**771 312**
TOTAL	**7 872 679**	**5 560 048**	**39 066 767**	**119 416 924**	**171 916 418**	**165 590 450**

Debt securities issued at 31 december 2012

(thousand MAD)

SECURITIES	Characteristics					Value	Including		Unamortised value of issue or redemption premiums
	Entitlement date	Maturity	Nominal value	Interest rate	Redemption terms		Affiliates	Related companies	
CERTIFICATES OF DEPOSIT	10/06/10	10/06/17	100 000	1.20%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	12/28/12	03/29/13	400 000	3.65%	IN FINE	400 000			
CERTIFICATES OF DEPOSIT	05/03/12	05/03/13	400 000	3.90%	IN FINE	400 000			
CERTIFICATES OF DEPOSIT	06/04/12	06/03/13	621 000	3.90%	IN FINE	621 000			
CERTIFICATES OF DEPOSIT	08/27/12	08/26/13	200 000	3.95%	IN FINE	200 000			
CERTIFICATES OF DEPOSIT	02/09/12	02/09/13	100 000	4.05%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	02/27/12	02/25/13	314 000	4.05%	IN FINE	314 000			
CERTIFICATES OF DEPOSIT	09/16/11	09/16/13	100 000	4.08%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	02/11/11	02/11/13	202 100	4.10%	IN FINE	202 100			
CERTIFICATES OF DEPOSIT	12/28/12	12/27/13	997 100	4.20%	IN FINE	997 100			
CERTIFICATES OF DEPOSIT	06/01/12	06/01/14	540 000	4.23%	IN FINE	540 000			
CERTIFICATES OF DEPOSIT	10/21/09	10/21/14	200 000	4.30%	IN FINE	200 000			
CERTIFICATES OF DEPOSIT	11/22/11	11/22/13	920 000	4.30%	IN FINE	920 000			
CERTIFICATES OF DEPOSIT	02/28/12	02/28/14	415 000	4.30%	IN FINE	415 000			
CERTIFICATES OF DEPOSIT	06/26/12	06/26/14	512 500	4.30%	IN FINE	512 500			
CERTIFICATES OF DEPOSIT	04/09/10	04/09/13	250 000	4.31%	IN FINE	250 000			
CERTIFICATES OF DEPOSIT	08/13/12	08/13/14	200 000	4.33%	IN FINE	200 000			
CERTIFICATES OF DEPOSIT	05/03/11	05/03/15	627 000	4.35%	IN FINE	627 000			
CERTIFICATES OF DEPOSIT	01/17/12	01/17/14	200 000	4.35%	IN FINE	200 000			
CERTIFICATES OF DEPOSIT	01/20/12	01/20/14	592 000	4.35%	IN FINE	592 000			
CERTIFICATES OF DEPOSIT	03/21/12	03/21/14	221 000	4.35%	IN FINE	221 000			
CERTIFICATES OF DEPOSIT	01/27/12	01/27/14	365 000	4.36%	IN FINE	365 000			
CERTIFICATES OF DEPOSIT	12/16/10	12/16/14	100 000	4.37%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	03/21/12	03/20/15	100 000	4.50%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	10/13/11	10/13/16	100 000	4.56%	IN FINE	100 000			
CERTIFICATES OF DEPOSIT	03/21/12	03/21/18	240 000	4.90%	IN FINE	240 000			
TOTAL						**9 016 700**			

Details of other liabilities at 31 december 2012

(thousand MAD)

LIABILITIES	12/31/2012	31/12//2010
OPTIONS SOLD	**28 498**	**34 525**
SUNDRY SECURITIES TRANSACTIONS (1)	**6 780 572**	**4 105 650**
SUNDRY CREDITORS	**3 402 078**	**3 228 780**
Amounts due to the State	532 993	476 125
Amounts due to mutual societies	64 979	60 031
Sundry amounts due to staff	254 981	248 741
Sundry amounts due to shareholders and associates	3 333	2 548
Amounts due to suppliers of goods and services	2 458 697	2 358 143
Other sundry creditors	87 095	83 192
DEFERRED INCOME AND ACCRUED EXPENSES	**994 319**	**1 845 440**
Adjustment accounts for off-balance sheet transactions	1 171	161 197
Translation differences for foreign currencies and securities		
Income from derivative products and hedging		
Inter-company accounts between head office, branch offices and branches in Morocco		
Accrued expenses and deferred income	641 961	1 101 493
Other deferred income	351 187	582 750
TOTAL	**11 205 467**	**9 214 395**

(1) PCEC 341, 343, 344, 3462 and 3464 if in credit

Provisions at 31 december 2012

(thousand MAD)

PROVISIONS	Outstanding 12/31/2011	Additional provisions	Write-backs	Other changes	Outstanding 12/31/2012
PROVISIONS, DEDUCTED FROM ASSETS, FOR:	**4 583 437**	**1 030 788**	**429 035**	**-209**	**5 184 981**
Loans and advances to credit institutions and other similar establishments					
Loans and advances to customers	4 333 533	993 126	401 496	-209	4 924 953
Available-for-sale securities	26 052	10 364	3 154		33 263
Investments in affiliates and other long-term investments	207 475	27 297	24 385		210 388
Leased and rented assets					-
Other assets	16 377				16 377
PROVISIONS RECORDED UNDER LIABILITIES	**880 241**	**458 060**	**61 230**	**134**	**1 277 205**
Provisions for risks in executing signature loans	78 590	20 970	26 430	109	73 239
Provisions for foreign exchange risks					-
General provisions	485 849	337 500			823 349
Provisions for pension fund and similar obligations	93 247	52 968	28 277		117 938
Other provisions	222 555	46 622	6 523	25	262 680
Regulated provisions					
TOTAL	**5 463 678**	**1 488 847**	**490 265**	**-75**	**6 462 186**

Subsidies, public funds and special guarantee funds at 31 december 2012

(thousand MAD)

	ECONOMIC PURPOSE	TOTAL VALUE	VALUE AT 2011	UTILISATION 12/31/2012	VALUE AT END OF 2012
SUBSIDIES					
PUBLIC FUNDS			NOT APPLICABLE		
SPECIAL GUARANTEE FUNDS					
TOTAL					

Subordinated debts at 31 december 2012

(thousand MAD)

Currency of issue	Value of loan in currency of issue	Price (1)	Interest rate	Maturity (2)	Terms for early redemption, subordination and convertibility (3)	Value of loan in MADK	Including related businesses		Including other related businesses	
							Value in MADK 2010	Value in MADK 2011	Value in MADK 2010	Value in MADK 2011
MAD			3.85%	7 YEARS		2 000 000				
MAD			4.10%	7 YEARS		950 000				
MAD			4.30%	10 YEARS		879 600				
MAD			4.35%	7 YEARS		476 800				
MAD			4.35%	7 YEARS		798 300				
MAD			4.53%	10 YEARS		290 000				
MAD			4.60%	5 YEARS		1 000 000				
MAD			4.76%	7 YEARS		50 000				
MAD			4.77%	7 YEARS		201 700				
MAD			4.78%	7 YEARS		723 200				
MAD			5.00%	10 YEARS		710 000				
MAD			5.10%	10 YEARS		1 000 000				
MAD			5.60%	10 YEARS		1 120 400				
TOTAL						**10 200 000**				

(1) BAM price at 12/31/2012 - (2) Possibly for an unspecified period – (3) Refer to the subordinated debt contract note

Shareholders equity at 31 december 2012

(thousand MAD)

SHAREHOLDERS' EQUITY	Outstanding 12/31/2011	Appropriation of income	Other changes	Outstanding 12/31/2012
Revaluation reserve	**420**			**420**
Reserves and premiums related to share capital	**16 358 000**	**1 515 000**	**2 017 528**	**19 890 528**
Legal reserve	192 996			192 996
Other reserves	10 728 440	1 515 000		12 243 440
Issue, merger and transfer premiums	5 436 564		2 017 528	7 454 092
Share capital	**1 929 960**	-	**82 471**	**2 012 431**
Called-up share capital	1 929 960		82 471	2 012 431
Uncalled share capital				
Non-voting preference shares				
Fund for general banking risks				
Shareholders' unpaid share capital				
Retained earnings (+/-)	**1 497**	**-789**	**-17**	**691**
Net income (loss) awaiting appropriation (+/-)				
Net income (+/-)	**3 154 677**	**-3 154 677**		**3 309 697**
TOTAL	**21 444 555**	**-1 640 466**	**2 099 982**	**25 213 767**

Financing and guarantee commitments at 31 december 2012

(thousand MAD)

COMMITMENTS	12/31/2012	12/31/2011
FINANCING COMMITMENTS AND GUARANTEES GIVEN	**49 671 811**	**48 116 830**
Financing commitments given to credit institutions and similar establishments	**532**	**1 183**
Import documentary credits		
Acceptances or commitments to be paid	532	1 183
Confirmed credit lines		
Back-up commitments on securities issuance		
Irrevocable leasing commitments		
Other financing commitments given		
Financing commitments given to customers	**14 149 817**	**12 176 841**
Import documentary credits	10 770 486	9 142 405
Acceptances or commitments to be paid	2 411 742	2 937 120
Confirmed credit lines		
Back-up commitments on securities issuance		
Irrevocable leasing commitments	967 589	97 315
Other financing commitments given		
Guarantees given to credit institutions and similar establishments	**6 025 257**	**7 360 666**
Confirmed export documentary credits		
Acceptances or commitments to be paid		
Credit guarantees given		
Other guarantees and pledges given	6 025 257	7 360 666
Non-performing commitments		
Guarantees given to customers	**29 496 204**	**28 578 140**
Credit guarantees given	605 165	887 908
Guarantees given to government bodies	15 788 069	14 881 267
Other guarantees and pledges given	12 571 858	12 289 118
Non-performing commitments	531 112	519 847
FINANCING COMMITMENTS AND GUARANTEES RECEIVED	**16 445 087**	**15 157 614**
Financing commitments received from credit institutions and similar establishments		**266 628**
Confirmed credit lines		
Back-up commitments on securities issuance		
Other financing commitments received		266 628
Guarantees received from credit institutions and similar establishments	**16 404 755**	**14 831 908**
Credit guarantees received		
Other guarantees received	16 404 755	14 831 908
Guarantees received from the State and other organisations providing guarantees	**40 332**	**59 078**
Credit guarantees received	40 332	59 078
Other guarantees received		

Commitments on securities at 31 december 2012

(thousand MAD)

	Value
Commitments given	
Securities purchased with redemption rights	NOT APPLICABLE
Other securities to be provided	
Commitments received	
Securities sold with redemption rights	NOT APPLICABLE
Other securities receivable	

Forward foreign exchange transactions and commitments on derivative products at 31 december 2012

(thousand MAD)

	Hedging activities		Other activities	
	12/31/2012	12/31/2011	12/31/2012	12/31/2011
Forward foreign exchange transactions	**58 498 962**	**66 274 735**		
Foreign currencies to be received	23 996 081	27 332 812		
Dirhams to be delivered	7 622 343	8 868 263		
Foreign currencies to be delivered	21 656 040	24 127 875		
Dirhams to be received	5 224 498	5 945 784		
Commitments on derivative products	**17 178 568**	**19 238 998**		
Commitments on regulated fixed income markets	23 190			
Commitments on OTC fixed income markets	12 283 484	11 854 364		
Commitments on regulated foreign exchange markets				
Commitments on OTC foreign exchange markets	53 334	50 096		
Commitments on regulated markets in other instruments	18 407			
Commitments on OTC markets in other instruments	4 800 153	7 334 538		

Securities received and given as guarantee at 31 december 2012

(thousand MAD)

Securities received as guarantee	Net book value	Asset/Off-balance sheet entries in which loans and signature loans pledged are given	Value of loans and signature loans pledged that are hedged
Treasury bills and similar assets			
Other securities		N/D	
Mortgages			
Other physical assets			
TOTAL			

Securities given as guarantee	Net book value	Liability/Off-balance sheet entries in which debts and signature loans pledged are received	Value of debts and signature loans pledged that are hedged
Treasury bills and similar assets	24 506 241		
Other securities			
Mortgages			
Other physical assets	909 633	Other assets received and pledged	
TOTAL	**25 415 874**		

Breakdown of assets and liabilities by residual at 31 december 2012

(thousand MAD)

	Less than 1 month	1-3 months	3 months to 1 year	1-5 years	More than 5 years	TOTAL
ASSETS						
Loans and advances to credit institutions and similar establishments	17 560 361	6 118 038	3 227 245	1 413 442	356 688	28 675 774
Loans and advances to customers	49 305 254	9 685 047	27 965 275	35 392 727	46 154 673	168 502 976
Debt securities	11 894 513	901 463	6 437 420	28 390 601	4 448 746	52 072 743
Subordinated loans						
Leased and rented assets						
TOTAL	**78 760 128**	**16 704 548**	**37 629 940**	**65 196 770**	**50 960 107**	**249 251 493**
LIABILITIES						
Amounts owing to credit institutions and similar establishments	41 826 483	2 862 429	1 382 233	864 085		46 935 230
Amounts owing to customers	134 454 920	7 880 975	25 348 889	3 232 845		170 917 629
Debt securities issued		1 016 100	3 488 100	4 272 500	240 000	9 016 700
Subordinated debt			3 000 000	7 200 000		10 200 000
TOTAL	**176 281 403**	**11 759 504**	**33 219 222**	**15 569 430**	**240 000**	**237 069 559**

Remarks:

- Loans and advances of less than 1 month comprise current accounts for credit institutions and other customers
- Amounts owing of less than 1 month comprise amounts owing to credit institutions and other customers

Breakdown of foreign currency-denominated assets, liabilities and off-balance sheet items at 31 december 2012

(thousand MAD)

BALANCE SHEET	12/31/2012	12/31/2011
ASSETS	**26 005 580**	**28 800 088**
Cash and balances with central banks, the Treasury and post office accounts	106 712	90 176
Loans and advances to credit institutions and similar establishments	11 306 470	11 753 763
Loans and advances to customers	4 962 987	7 361 035
Trading securities and available-for-sale securities	2 411 326	2 369 302
Other assets	138 433	146 237
Investments in affiliates and other long-term investments	7 056 103	7 056 104
Subordinated loans		
Leased and rented assets		
Intangible assets and property, plant and equipment	23 549	23 471
LIABILITIES	**14 374 308**	**14 943 507**
Amounts owing to central banks, the Treasury and post office accounts		
Amounts owing to credit institutions and similar establishments	11 603 463	12 703 948
Customer deposits	2 523 546	1 924 805
Debt securities issued		
Other liabilities	245 032	312 494
Subsidies, public funds and special guarantee funds		
Subordinated debt		
Share capital and reserves		
Provisions	7 669	7 644
Retained earnings	-5 402	-5 384
Net income		
OFF-BALANCE SHEET ITEMS	**36 207 475**	**37 380 029**
Commitments given	22 792 271	24 488 877
Commitments received	13 415 204	12 891 152

Risk concentration with the same counterparty at 31 december 2012

(thousand MAD)

NUMBER OF COUNTERPARTIES	TOTAL
8	31 785 273

Net interest margin at 31 december 2012

(thousand MAD)

	12/31/2012	12/31/2011
Interest and similar income from activities with customers	**9 425 291**	**8 432 809**
of which interest and similar income	9 205 029	8 216 294
of which fee income on commitments	220 262	216 515
Interest and similar income from activities with credit institutions	**1 036 167**	**1 112 246**
of which interest and similar income	1 007 151	1 091 452
of which fee income on commitments	29 017	20 794
Interest and similar income from debt securities	**260 065**	**397 555**
TOTAL INTEREST AND SIMILAR INCOME	**10 721 523**	**9 942 610**
Interest and similar expenses on activities with customers	**2 648 203**	**2 488 750**
Interest and similar expenses on activities with credit institutions	**1 264 630**	**711 245**
Interest and similar expenses on debt securities issued	**394 061**	**420 663**
TOTAL INTEREST AND SIMILAR EXPENSES	**4 306 894**	**3 620 657**
NET INTEREST MARGIN	**6 414 629**	**6 321 953**

Fee income provided from services at 31 december 2012

(thousand MAD)

FEES	12/31/2012	12/31/2011
Account management	243 400	229 253
Payment services	470 579	417 801
Securities transactions	37 335	48 295
Asset management and custody	63 922	61 187
Credit services	115 601	103 234
Corporate finance	-	-
Sale of insurance products	87 772	94 825
Other services provided	233 778	177 630
TOTAL	**1 252 387**	**1 132 225**

General operating expenses at 31 december 2012

(thousand MAD)

EXPENSES	12/31/2012	12/31/2011
Staff costs	1 610 608	1 540 770
Taxes	101 681	101 056
External expenses	1 437 987	1 278 854
Other general operating expenses	4 627	7 098
Depreciation, amortisation and provisions on intangible assets and property, plant and equipment	406 890	418 130
TOTAL	**3 561 793**	**3 345 908**

Income from market activities at 31 december 2012

(thousand MAD)

INCOME AND EXPENDITURES	12/31/2012	12/31/2011
+ Gains on trading securities	1 089 831	807 036
- Losses on trading securities	73 817	112 913
Income from activities in trading securities	**1 016 014**	**694 124**
+ Capital gains on disposal of available-for-sale securities	1 521	39 408
+ Write-back of provisions for impairment of available-for-sale securities	3 154	2 079
- Losses on disposal of available-for-sale securities	-	29 354
- Provisions for impairment of available-for-sale securities	10 364	8 663
Income from activities in available-for-sale securities	**-5 689**	**3 469**
+ Gains on foreign exchange transactions - transfers	608 269	324 480
+ Gains on foreign exchange transactions - notes	101 519	100 470
- Losses on foreign exchange transactions - transfers	416 594	-
- Losses on foreign exchange transactions - notes	23 205	2 444
Income from foreign exchange activities	**269 989**	**422 505**
+ Gains on fixed income derivative products	438 273	342 887
+ Gains on foreign exchange derivative products	187 390	268 229
+ Gains on other derivative products	73 487	77 524
- Losses on fixed income derivative products	468 166	412 851
- Losses on foreign exchange derivative products	56 304	42 611
- Losses on other derivative products	15 454	62 744
Income from activities in derivatives products	**159 225**	**170 434**

Income from equity securities at 31 december 2012

(thousand MAD)

CATEGORY	12/31/2012	12/31/2011
Available-for-sale securities	1 297	1 292
Investments in affiliates and other long-term investments	1 271 208	885 188
TOTAL	**1 272 505**	**886 480**

Other income and expenses at 31 december 2012

(thousand MAD)

OTHER BANKING INCOME AND EXPENSES	12/31/2012	12/31/2011
Other banking income	2 516 119	1 962 113
Other banking expenses	1 840 236	1 340 599
TOTAL	**675 883**	**621 514**

OTHER NON-BANKING INCOME AND EXPENSES	12/31/2012	12/31/2011
Non-banking operating income	72 100	31 413
Non-banking operating expenses	-	1
TOTAL	**72 100**	**31 412**

Provisions and losses on irrecoverable loans	1 744 661	2 223 157
Provision write-backs and amounts recovered on impaired loans	574 451	1 193 840

NON-RECURRING INCOME AND EXPENSES	12/31/2012	12/31/2011
Non-recurring income	1 367	297
Non-recurring expenses	187 049	25 031

Breakdown of income by business activity and by geographical area at 31 december 2012

(thousand MAD)

I - DETERMINING INCOME	AMOUNT
Income from ordinary activities after items of income and expenditure	5 005 395
Tax write-backs on ordinary activities (+)	545 735
Tax deductions on ordinary activities (-)	1 284 325
Theoretical taxable income from ordinary activities (=)	4 266 805
Theoretical tax on income from ordinary activities (-)	1 578 718
Income after tax from ordinary activities (=)	3 426 677
II- SPECIFIC TAX TREATMENT INCLUDING BENEFITS GRANTED BY INVESTMENT CODES UNDER SPECIFIC LEGAL PROVISIONS	

Detailed information on value added tax at 31 december 2012

(thousand MAD)

TYPE	Balance at beginning of FY 1	Transactions liable to VAT during the period 2	VAT declarations during the period 3	Balance at end of FY (1+2-3=4)
A. VAT collected	**80 672**	**1 283 357**	**1 286 545**	**77 484**
B. Recoverable VAT	**116 192**	**556 116**	**517 307**	**155 001**
On expenses	64 480	439 114	407 806	95 788
On fixed assets	51 712	117 002	109 501	59 213
C. VAT payable or VAT credit = (A-B)	**-35 520**	**727 241**	**769 238**	**-77 517**

Reconciliation of net income for accounting and tax purposes at 31 december 2012

(thousand MAD)

RECONCILIATION STATEMENT	Amount	Amount
I- NET INCOME FOR ACCOUNTING PURPOSES	**3 154 677**	
Net profit	3 154 677	
Net loss		
II- TAX WRITE-BACKS	**2 055 750**	
1 – Current	2 055 750	
Income tax	1 510 015	
Losses related to tax control		
Losses on irrecoverable loans not provisioned	14 411	
General provisions	337 500	
Provisions for pension funds and similar obligation	52 968	
Non-deductible exceptional expenses	60 759	
Contribution for the social cohesion support	78 867	
Personal gifts	1 230	
2- Non-recurring		
III- TAX DEDUCTIONS		**1 284 325**
1- Recurring		1 284 325
100% allowance on income from investments in affiliates		1 256 048
Write-back of investment		
Write-back of provisions used		28 277
Write-back of general contingency reserve		
2- Non recurring		-
TOTAL	**(T1) 5 365 447**	**(T2) 1 284 325**
IV - GROSS INCOME FOR TAX PURPOSES		**4 081 122**
- Gross profit for tax purposes if T1 → T2 (A)		4 081 122
- Gross loss for tax purposes if T2 → T1 (B)		
V - TAX LOSS CARRY FORWARDS (C)[1]		
- Financial year Y-4		
- Financial year Y-3		
- Financial year Y-2		
- Financial year Y-1		
VI - NET INCOME FOR TAX PURPOSES		**4 081 122**
Net profit for tax purposes (A-C)		4 081 122
Net loss for tax purposes (B)		
VII - ACCUMULATED DEFERRED DEPRECIATION ALLOWANCES		
VIII - ACCUMULATED TAX LOSSES TO BE CARRIED FORWARD		
- Financial year Y-4		
- Financial year Y-3		
- Financial year Y-2		
- Financial year Y-1		

(1) up to the value of gross profit for tax purposes (A)

Shareholding structure at 31 december 2012

Name of main shareholders or associates	Adress	Number of shares held		% of share capital
		Previous period	Current period	
A- DOMESTIC SHAREHOLDERS				
* S.N.I	ANGLE RUES D'ALGER ET DUHAUME CASA	93 972 002	94 272 485	46.85%
* WAFACORP	42 BD ABDELKRIM AL KHATTABI CASA	57 602	57 602	0.03%
* AL WATANIYA	83 AVENUE DES FAR CASA	2 683 942	2 683 942	1.33%
* WAFA ASSURANCE	1 RUE ABDELMOUMEN CASA	13 390 604	13 257 604	6.59%
* GROUPE MAMDA & MCMA	16 RUE ABOU INANE RABAT	16 379 156	16 379 156	8.14%
* AXA ASSURANCES MAROC	120 AVENUE HASSAN II CASA	2 778 517	2 778 517	1.38%
* REGIME COLLECTIF D'ALLOCATION ET DE RETRAITE	140 PLACE MY EL HASSAN RABAT	7 839 293	7 839 293	3.90%
* CAISSE MAROCAINE DE RETRAITE	140 PLACE MY EL HASSAN RABAT	4 616 769	4 616 769	2.29%
* CIMR	BD ABDELMOUMEN CASA	4 697 256	4 697 256	2.33%
* CAISSE DE DEPOT ET DE GESTION	140 PLACE MY EL HASSAN RABAT	4 694 810	4 694 810	2.33%
* OPCVM ET AUTRES DIVERS ACTIONNAIRES	**************************	31 170 395	39 250 038	19.50%
B- FOREIGN SHAREHOLDERS				
*SANTUSA HOLDING	PASEO DE LA CASTELLANA N° 24 MADRID (ESPAGNE)	10 715 614	10 715 614	5.32%
TOTAL		**192 995 960**	**201 243 086**	**100.00%**

Appropriation of income at 31 december 2012

(thousand MAD)

	VALUE		VALUE
A- Origin of appropriated income		**B- Appropriation of income**	
Earnings brought forward	1 497	To legal reserve	-
Net income awaiting appropriation		Dividends	1 640 466
Net income for the financial year	3 154 677	Other items for appropriation	1 515 017
Deduction from income		Earnings carried forward	691
Other deductions			
TOTAL A	**3 156 174**	**TOTAL B**	**3 156 174**

Branch network at 31 december 2012

BRANCH NETWORK	12/31/2012	12/31/2011
Permanent counters	1 010	944
Occasional counters	2	2
Cash dispensers and ATMs	1 007	933
Overseas branches	50	50
Overseas representative offices	19	17

Staff at 31 december 2012

STAFF	12/31/2012	12/31/2011
Salaried staff	7 090	6 826
Staff in employment	7 090	6 826
Full-time staff	7 090	6 826
Administrative and technical staff (full-time)		
Banking staff (full-time)		
Managerial staff (full-time)	3 633	3 444
Other staff (full-time)	3 416	3 343
Including Overseas staff	41	39

Customer accounts at 31 december 2012

	12/31/2012	12/31/2011
Current accounts	128 265	120 716
Current accounts of Moroccans living abroad	690 632	658 415
Other current accounts	1 381 391	1 255 048
Factoring liabilities		
Savings accounts	661 295	601 952
Term accounts	18 922	18 137
Certificates of deposit	3 170	3 671
Other deposit accounts	582 398	440 433
TOTAL	**3 466 073**	**3 098 372**

Summary of key items over the last three periods at 31 december 2012

(thousand MAD)

ITEM	DECEMBER 2012	DECEMBER 2011	DECEMBER 2010
SHAREHOLDERS' EQUITY AND EQUIVALENT	**25 213 767**	**21 444 555**	**19 833 814**
OPERATIONS AND INCOME IN FY			
Net banking income	9 665 297	8 973 062	8 238 233
Pre-tax income	4 819 712	4 604 514	4 345 210
Income tax	1 510 015	1 449 837	1 338 685
Dividend distribution	1 640 466	1 543 968	1 157 976
PER SHARE INFORMATION (IN MAD)			
Earning per share			
Dividend per share	8,50	8,00	6,00
STAFF			
Total staff costs	**1 610 608**	**1 540 770**	**1 377 972**
Average number of employees during the period			

Key dates and post-balance sheet events at 31 december 2012

I- KEY DATES	
. Balance sheet date [1]	**31 DECEMBER 2012**
. Date for drawing up the financial statements [2]	**FEBRUARY 2013**

(1) Justification in the event of any change to the balance sheet date
(2) Justification in the event that the statutory 3-month period for drawing up the financial statements is exceeded

II. POST-BALANCE SHEET ITEMS NOT RELATED TO THIS FINANCIAL YEAR KNOWN BEFORE PUBLICATION OF THE FINANCIAL STATEMENTS

Dates	Indication of event
. Favorables	**Not applicable**
. Unfavourable	**Not applicable**

التجاري وفا بنك

Attijariwafa bank