



No Recommendation ¹¹	1
Initial opinion	-
Release date	-
Initial target price	-
(1) Capital links between AGR and	Attiiariwafa bank

Attijariwafa bank	
Sector	BANKING
Reuters	ATW.CS
Bloomberg	ATW MC

No Recommendation ⁽¹⁾				
Actual	MAD 504			
Potential	-			
Horizon	-			

RESILIENCE OF THE BUSINESS MODEL..., START OF A NEW GROWTH CYCLE

Attijariwafa bank confirms the resilience of its "business model" through both a solid and a sustainable growth since the Covid crisis. With its strong positioning, the Group would be at the heart of the new investment dynamic in Morocco over the 2024-2030 period.

Alongside our analysis of the Group's 2023 results and the Moroccan banking sector dynamic, we emerge with the following key messages:

- Attijariwafa bank Group's achievements for 2023 exceed our forecasts posted in Q4-23 (Cf. Banking Sector Report December 2023). This is a NBI up +15.5% against an estimate of +10.6% and a NIGS up +23.0% against a forecast of +15.6%. In this context, the DPS has continued its long term upward trend from MAD 15.5 to 16.5;
- It is reassuring to notice that the Group's growth dynamic is driven by the "Core Business" activities. Beyond the performance of market activities which benefited from the downward of interest rates, the net interest income, which represents 62% of NBI, maintains a steady growth rate of +13.0%. It has benefited from a faster transmission of the key rate's [KR] increase on loans and from the optimization of the cost of funding through a +9.2% growth in interest-free deposits of in Morocco, higher than that of the sector of +5.9%;
- The deployment of a new digital means constitutes a real driver for costs optimization.
 After restating the contribution to the 2023 Special Earthquake Fund, the consolidated Cost-to-Income ratio (C/I) would stand at 39.4%, the lowest level observed within the Moroccan banking sector;
- The downgrade of sovereign ratings in Africa resulted in an increase in the consolidated cost of risk (CoR), i.e. +24.9% to MAD 3,982 Mn. To this end, the CoR rate represents the double of that observed in 2019, i.e. around 95 BPS. In our opinion, the persistence of crises on a global scale would maintain the CoR rate at levels structurally higher than those observed during the pre-Covid period;
- In 2024, the Moroccan banking sector begins a new growth cycle thanks to the start of
 major structuring projects and the revitalization of the real estate sector. As part of the
 AGR scenario, we retain an AAGR of bank loans superior to that of the GDP, i.e. +5.0%
 during the period 2024E-2026E;
- Thanks to its "leadership", Attijariwafa bank Group is well positioned to capture a large
 part of the new investment dynamic in Morocco. Thus, we forecast a sustainable AAGR of
 the NIGS of +7.2% during the period 2023-2026E, from an earning power of MAD 7.5 Bn to
 MAD 9.2 Bn. A scenario which supports our investment strategy published in January 2023
 and which consisted of overweighting the banking sector in the portfolios. (Cf. AGR House
 View January 23, AGR House View April 23).

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STOCK EVOLUTION (100 BASIS)



MARKET INDICATORS

Performances (%)	1 M	3 M	12 M
ATW	+2.2	+8.5	+27.4
MASI	+1.4	+7.1	+24.4

ADV (MAD Mn)	1 M	3 M	12 M	
ATW	23.6	25.6	23.5	
MASI	146	188	152	

Capitalization	As of 03/26/2024			
In MAD Mn	108,323			
In M\$	10,720			

As of 03/26/2024

Sources: PR & ATW Financial Statements, AGR Calculations & Estimates

STRONG GROWTH OF ACHIEVEMENTS IN 2023..., ABOVE OUR INITIAL FORECASTS

For the FY 2023, Attijariwafa bank Group displays results higher than our initial forecasts *[Cf. Banking Sector Report - December 2023]*, through achievement rates exceeding 100%. Note that following the application of IFRS 17 & IFRS 9, the Group has adjusted the indicators for the FY 2022.

A general dynamic of "Core Business", boosted by market activities

In 2023, the Group's NBI shows a solid growth of +15.5% to MAD 29,943 Mn. This is the strongest growth observed in the last decade. This dynamic is driven by all the components of the NBI:

- The net interest income increased by +13.0% to MAD 18,433 Mn thanks to a double positive effect. This is due to a growth in loans of +5.7%^[1] combined with an improvement of the net interest margin. This has benefited from a faster transmission of the key interest rate's increase on loans than on deposits. In addition, the Group has benefited from the optimization of the average cost of funding through a rise in its free-interest deposits in Morocco of +9.2% bringing their weight to 81% in the structure of deposits;
- Net fees income grew by +11.2% to MAD 6,421 Mn in line with the growth observed during 2022. This new dynamic is driven by the continued development of the customer equipment rate, electronic payments and digital services;
- Income from market activities increased by +57% to MAD 4,178 Mn (MAD +1,519 Mn). A performance largely justified by the impact of the downward shift of the interest rate curve from Q2-23 in Morocco on bonds portfolio.

Continuous optimization of expenses thanks to the deployment of digital means

The Group is continuing its cost optimization strategy through the deployment in 2020 of a new plan based on digital means. The C/I maintained its underlying downward trend, going from 47.9% to 40.7% during 2018-2023. After restating the contribution to the 2023 Special Earthquake Fund, the C/I would stand at 39.4%, the lowest level within the listed banking sector.

CoR increase after the downgrade of sovereign ratings in Africa

The CoR increased by +24.9% to MAD 3,982 Mn (MAD +794 Mn) under the effect of the visible rise of sovereign risk in Africa. Nearly 2/3 of this provisioning is justified by Egypt after the downgrade of its rating by Moody's in October 2023. The remainder essentially finds origin in the downgrade of Cameroon's sovereign rating by Moody's and S&P. Thus, the $CoR^{(3)}$ rate increases after two years of decline to stand above 95 BPS, i.e. double the pre-Covid level.

A better than expected growth in both earnings and dividend

The steady growth of the NBI combined with good cost control allows the Group to generate a NIGS of MAD 7,508 Mn, up +23.0% in 2023 against an AGR forecast of +15.6%. At the same time, the proposed DPS is set at MAD 16.5 against an AGR forecast of MAD 16.

ATW BANK: CONSOLIDATED RESULTS 2023 VS. INITIAL FORECAST AGR 2023E

In MAD Mn	2022	2022R	2023	VAR	AGR	VAR	TR ⁽⁵⁾
III MAD MII	Pre-IFRS17	Post-IFRS17	Reported	23/22R	2023E	23E/22	23E/23
NBI	26,313	25,935	29,943	+15.5%	29,110	+10.6%	103%
Net Interest Income	17,350	16,319	18,433	+13.0%	18,531	+6.8%	99%
Net fees Income	5,776	5,776	6,421	+11.2%	6,354	+10.0%	101%
Market activities & other (2)	3,187	3,840	5,088	+32.5%	4,225	+32.6%	120%
GOI	14,594	14,803	17,753	+19.9%	16,934	+16.0%	105%
C/I	44.5%	42.9%	40.7%	-2.2 pts	41.8%	-2.7 pts	-
CoR	3,195	3,188	3,982	+24.9%	3,613	+13.1%	110%
CoR rate ⁽²⁾ (BPS)	79	80	95	+15 BPS	91	+6 BPS	-
Reported NIGS	6,065	6,103	7,508	+23.0%	7,013	+15.6%	107%
DPS (MAD)	15.5	15.5	16.5	+6.5%	16.0	+3.2%	103%
Payout (parent accounts)	79%	79%	69%	-	66%	-	_

^[1] Consolidated net customer loans [2] Income from market activities, other activities and insurance activities / [4] AGR-23E forecasts / [5] Achievement rate: 2023/AGR23E

ATW BANK: NBI GROWTH (%) 15 5% 4.4% 4.9% 2.2% O 1.6% O 2020 2021 2023 Post IFRS 17 restating in 2022 ATW BANK: NET MARGIN INCOME In MAD Mn 18.433 +64 +927 +1,123 16,319

Margin effect : Credits 2022R * Margin Var. 23/22R Volume effect : Margin 2022R * Credits Var. 23/22R Cross effect : Margin Var. 23/22R * Credits Var. 23/22R

Volume

Cross

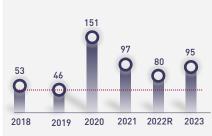
ATW BANK: C/I EVOLUTION (%)

Margin

2022



ATW BANK : COR RATE(3) (BPS)



(3) CoR divided by gross customer loans on a consolidated basis

Sources: 2023 Results Presentation Conference, AGR Calculations & Estimates



A POSITIVE OUTLOOK..., DRIVEN BY THE NEW INVESTMENT DYNAMIC IN MOROCCO

A new dynamic in bank loans over the period 2024E-2026E

In 2023, bank loans increased by +5.2% supported by investment loans, which grew by +10.2%. This is the largest increase observed since 2017.

This new dynamic would last in the long term in Morocco thanks on the one hand to the start of major structuring projects and on the other hand to the revitalization of the real estate sector. As part of the AGR scenario, we assume an average annual growth in bank loans above 5.0%over the period 2024E-2026E.

The main driver of this new dynamic of bank loans revolve around the following themes:

- The upgrade of the infrastructure and the tourist offer alongside the organization of the
- Top priority projects dedicated to the management of water stress in Morocco;
- The reconstruction of the Al-Haouz region after the earthquake;
- The start of the new direct housing aid program and its positive impact on real estate development.

The overall budget of these investments is estimated around MAD 1,000 Bn by 2030, compared to an outstanding bank loans in Morocco of MAD 1,114 Bn at the end of 2023. It is obvious that this investment effort should generate considerable financing needs during the coming years. A trend which should fully benefit banks which remain the reference partner of business in Morocco.

Review of our growth scenario over the period 2024E-2026E

Upon our exercise of updating our growth forecasts, we emerge with the following reviews for the period 2024E-2026E:

- NBI growth of +5.8% instead of +6.5% following a significant base effect in 2023. Over the period 2025E-2026E, we consider an average increase of +6.7%;
- Faster decline of the C/I during 2024E to 40.4% following the "non-recurrence" of the contribution to the special earthquake fund. By 2026E, our target level is 39.0%;
- A higher CoR rate of 98 BPS in 2024E compared to 90 BPS initially due to the rise in sovereign risk in Africa. This ratio should improve slightly to 94 BPS by 2026E;
- An earning power of MAD 8.0 Bn in 2024E compared to MAD 7.6 Bn initially planned. Over the period 2025E-2026E, we retain an average growth of profits of +7.6% to reach MAD 9.3 bn;
- A DPS of MAD 17.0 in 2024E compared to an initial forecast of MAD 16.5. A gradual increase of the DPS to settle at MAD 17.5 in 2025E and MAD 18.0 in 2026E. These DPS are equivalent to a payout between 55% and 60% during the period 2025E-2026E.

LOAN GROWTH BY CATEGORY Variation in 23/22 (BAM) +10.2% +1.9% +0.4% Working Real capital estate O Ō Investment Housing ō Consumption -1.2% -1.7% LOANS: ATW BANK VS. SECTOR (%) Loans growth in Morocco (BAM) Loans growth of ATW (consolidated) 8.5% 5.2% 5.7% 5.0% 3.5%

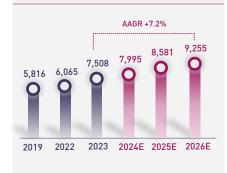
ATW BANK: NIGS EVOLUTION (MAD MN)

2023

24F-26F

2022

13-21



ATW BANK: UPDATING AGR 2024E-2026E FORECASTS

IN MAD MN	2023	2024E (old) ⁽¹⁾	2024E (new)	2025E	2026E
NBI	29.943	31.003	31.679	33.755	36.075
Growth	+15,5%	+6,5%	+5,8%	+6,6%	+6,9%
COEX	40,7%	40,6%	40,4%	39,7%	39,0%
Variation	-2,2 pts	-1,2 pts	-0,4 pt	-0,6 pt	-0,7 pt
CoR	3.982	3.788	4.060	4.235	4.429
Variation	+24,9%	+4,8%	+1,9%	+4,3%	+4,6%
NIGS	7.508	7.613	7.995	8.581	9.255
Griwth	+23,0%	+8,5%	+6,5%	+7,3%	+7,9%
DPS (MAD)	16,5	16,5	17,0	17,5	18,0
Variation	6,5%	+3,1%	+3,0%	+2,9%	+2,9%

Sources: PR & Financial Statements ATW bank 2023, AGR Calculations & Estimates





BLOOMBERG: ATW MC

ATW bank | MOROCCO |

Balance Sheet (MAD Mn)	2020 (1)	2021	2022 (2)	2023	2024E	2025E	2026E
Equity Group share	47 800	52 453	54 499	57 837	62 282	67 206	72 696
Customer Deposits	356 614	380 852	411377	435 522	461654	488 429	516 270
Customer Loans	333 702	345 112	374 568	392 650	414 245	441171	471171
Total Assets	568 108	596 326	630 418	659 006	697 472	745 586	799 392
Income statement (MAD Mn)	2020 (1)	2021	2022 (2)	2023	2024E	2025E	2026E
NBI	23 858	24 380	26 313	29 943	31679	33 755	36 075
Operating Costs	11235	11289	11719	12 190	12 785	13 4 10	14 066
Gross Operating Income	12 623	13 090	14 594	17 753	18 894	20 345	22 010
Cost of Risk	5 454	3 607	3 195	3 982	4 060	4 235	4 429
Taxes	2747	3 274	3 870	4 7 18	5 194	5 761	6 4 18
NIGS	3 627	5 144	6 065	7 508	7 995	8 581	9 255
Growth (%)	2020 (1)	2021	2022 (2)	2023	2024E	2025E	2026E
NBI	1,6%	2,2%	7,9%	13,8%	5,8%	6,6%	6,9%
Gross Operating Income	3,1%	3,7%	11,5%	21,6%	6,4%	7,7%	8,2%
Cost of Risk	243,2%	-33,9%	- 11,4%	24,6%	1,9%	4,3%	4,6%
NIGS	-37,6%	41,8%	17,9%	23,8%	6,5%	7,3%	7,9%
DPS	- 18,5%	-	3,3%	6,5%	3,0%	2,9%	2,9%
Customer Deposits	6,3%	6,8%	8,0%	5,9%	6,0%	5,8%	5,7%
CustomerLoans	3,1%	3,4%	8,5%	4,8%	5,5%	6,5%	6,8%
Profitability	2020 (1)	2021	2022 (2)	2023	2024E	2025E	2026E
Cost/Income ratio (%)	47,1%	46,3%	44,5%	40,7%	40,4%	39,7%	39,0%
Cost of Risk rate (BPS)	151	97	79	95	98	96	94
Effective Tax Rate (Income statement)	38,8%	34,7%	34,2%	34,2%	35,0%	35,7%	36,5%
Net Margin	15,2%	21,1%	23,1%	25,1%	25,2%	25,4%	25,7%
ROA	0,79%	1,06%	1,22%	1,41%	1,42%	1,44%	1,45%
ROE	7,6%	10,3%	11,3%	13,4%	13,3%	13,3%	13,2%
Consolidated Payout	64%	63%	55%	47%	46%	44%	42%
Payout (Parent company accounts)	100%	79%	79%	69%	61%	59%	56%
Data per share (MAD)	2020 (1)	2021	2022 (2)	2023	2024E ⁽³⁾	2025E	2026E
Price end period	423	487	392	460	504	504	504
EPS	17,3	23,9	28,2	34,9	37,2	39,9	43,0
DPS	11,0	15,0	15,5	16,5	17,0	17,5	18,0
BVPS	228	244	253	269	289	312	338
Multiples (end period)	2020 (1)	2021	2022 (2)	2023	2024E ⁽³⁾	2025E	2026E
P/E (x)	24,5	20,4	13,9	13,2	13,5	12,6	11,7
D/Y (%)	2,6%	3,1%	4,0%	3,6%	3,4%	3,5%	3,6%
P/B (x)	1,86	2,00	1,55	1,71	1,74	1,61	1,49

 $(1) Excluding Covid Donation paid in 2020 / (2) 2022 indicators displayed before IFRS17 / (3) Prices as of March <math>26^{th} 2024 = 10^{th} 2$

Sources: CP & ATW Financial Statements, AGR Calculations & Estimates





Market Capitalization (MAD Mn) 88 823 104 774 84 335 98 965 108 323 108 323

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