



التجاري وفا بنك
Attijariwafa bank

Attijariwafa's NFS Services



Africa SME Finance Forum
Nairobi, May 2018





WHO ARE WE?

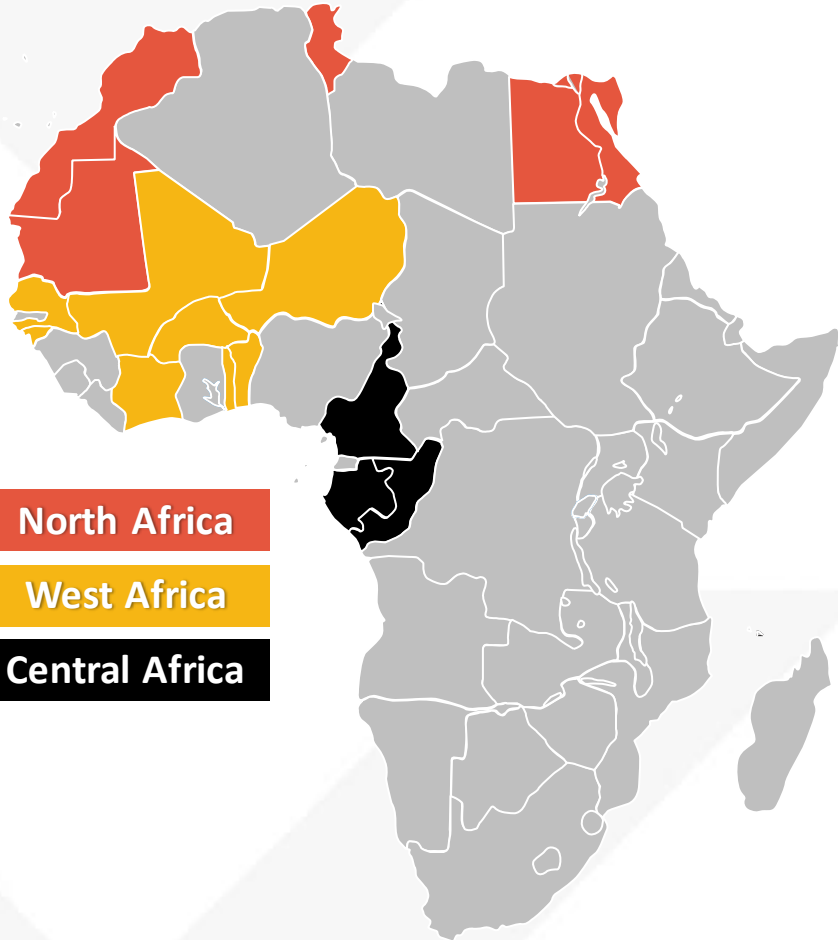


التجاري وفا بنك
Attijariwafa bank



التجاري وفا بنك
Attijariwafa bank

A major pan-African player
operating as a universal bank



10,5
Bn \$

Market capitalization

5th

Total Assets

Leading Positions in its Key Markets

1st In Morocco and Senegal

15

African Footprint

Most extensive branch network in Africa

3,972 branches

9.1
M

Customers



التجاري وفا بنك
Attijariwafa bank

EMPHASIS ON SME, since 1904

Our Non-Financial Services

Training

To improve and strengthen SME's Business Practices



Networking

To create and generate more business opportunities



Advisory & Support

To enhance productivity and support entrepreneurship



Innovation Promotion

To promote best in class enterprise





VSB

Web Platform

Dedicated
Centers

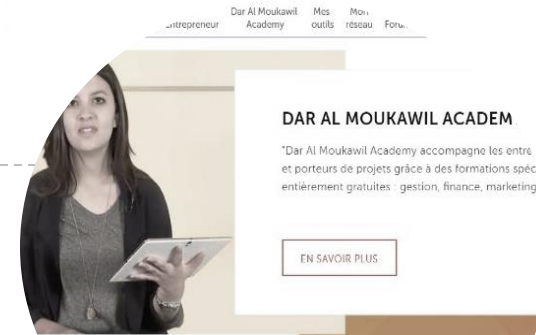
Innovation

Leverages



The Entrepreneur House

A New Concept



Transversal Actions

B2B Sessions, Sensitization, Entrepreneurship Ecosystem Onboarding



Promotions

Open Innovation, Best In Class Prizes





SME

Sector-wide Approach

Networking

Client
Centric

Leverages



SME Plan, Partners
Upgrading Program



Networking opportunities,
Digitalization Support



New Client Centric Approach

Business Centers, Networking
Digital Platform





IMPACT ON BUSINESS



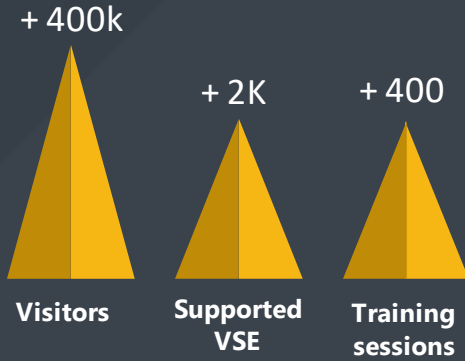
Some figures of our NFS Services



Attijariwafa bank



Conversion



Productivity enhancing

VSB's Acquisition



Satisfaction

