



Attijariwafa bank Group continues its unyielding commitment to SMEs to support Morocco's economic development

Casablanca, May 22, 2019 - The accompaniment of SMEs continues to rank high on Attijariwafa bank group agenda. To support the development of these key elements in the Moroccan economy, the Group has set up a proximity system combining financial and non-financial services offered in a large network of business centers and agencies exclusively dedicated to the enterprise. This system enables SMEs and VSEs to benefit from global support tailored to each enterprise: financing solutions at the best conditions to stimulate investment and relieve cash flow, digital services ranging from online banking to integrated solutions with cash management systems to simplify access to the bank, setting up a business relationship to foster the creation of BtoB collaboration, consulting and information opportunities to bring the expertise of Attijariwafa bank group to the benefit of the SMEs, particularly through Dar Al Moukawil centers dedicated exclusively to VSEs.

To support this dynamic, Attijariwafa bank Group commits annually to financially support the growth of the SMEs. As such, the Group has renewed its commitment this year by allocating a budget of MAD 27 billion to finance these enterprises. Note that the 2019 initiative will sustain the funding commitment cycle started since 2014. Last year's balance sheet ended with the distribution of MAD 25.1 billion of loans to the SMEs, of which MAD 8 billion for VSEs and MAD 17.1 billion for SMEs. In 2017, the financing granted was MAD 23.9 billion, in 2016, 2015 and 2014, they were respectively MAD 20.7 billion, MAD 17.3 billion and MAD 14.8 billion. The evolution of the loans distributed each year confirms the unwavering commitment of Attijariwafa bank group to the development of SMEs.

To facilitate these enterprises' access to financing, Attijariwafa bank group offers flexible and adaptable solutions suitable to the nature of each project and to the specificities of each sector of activity and taking into account the constraints of the enterprise. At the same time, a specific internal organization based on high-performance tools is put in place to improve customer knowledge and simplify procedures for handling and processing funding requests.

In terms of information and awareness, the bank organizes a series of events as part of its «Meetings of the Enterprise» cycle to address the theme of banking rating and demystify this topic to businesses. The purpose is to explain the issues, the factors, the impact of the rating, as well as the levers of its improvement to promote access to bank financing.

Attijariwafa bank also supports the various state programs in favor of the Enterprise, in particular, the IMTIAZ and ISTITMAR programs of Maroc PME, which are a national investment competition, intended for companies carrying a development project and wishing to benefit from investment bonuses. In 2018, Attijariwafa bank supported 37% of the participating SMEs in the IMTIAZ program, which gives access to a bonus of up to MAD 10 million to carry out their investment projects and 36% of the VSEs that have joined the ISTITMAR program which allows receive bonuses of up to 30% of the investment program with a ceiling of MAD 2 million.



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In addition, Attijariwafa bank has always supported the «SME Financial Support Fund” to contribute to the financial restructuring of companies and help them overcome cash flow difficulties by co-financing at reduced rates, deferrals and repayment terms. In 2018, 184 client companies benefited from this support program, representing 39% of beneficiaries in the banking sector.

Through these actions dedicated to the SMEs, Attijariwafa bank group reaffirms its support to VSEs and SMEs and through them, its support for the growth of the economy based on these value-creating structures for the country and source of employability. The Group has always believed in these men and women entrepreneurs and makes sure to regularly provide them with innovative solutions to contribute to their development.

Press contact – Attijariwafa bank

Ms. Ouafaa GHAOUAT

Head of Media Relations

Phone : 00212 522 54 53 57

Mobile : 00212 647 47 32 90

Email : O.Ghaouat@attijariwafa.com