



## The Attijariwafa bank group ever mobilized to support MSMEs

**Casablanca – le 28/03/2022** - Supporting SMEs, VSEs, merchants, and craftsmen has always been a key part of Attijariwafa bank group's strategy. This commitment has been enhanced over the years, particularly in times of crisis. Indeed, the prevailing difficult environment marked by many uncertainties has prompted the Group to further enhance its support to these essential components of the Moroccan economy.

Thus and for the 9th consecutive year since 2014, the Attijariwafa bank group is continuing its commitment to support the development of MSMEs in all circumstances. As such, in 2022 the Group is earmarking a substantial amount of MAD 30 billion to finance SMEs and VSEs that will be broken down into 60,000 new loans to be granted in order to allow them to face their operating needs, to relieve their cash flow, to maintain, if need be, the planned investments or to launch new projects, in spite of a challenging economic environment linked to the geopolitical tensions at the international level and to the rainfall deficit at the national level.

In addition to this commitment, the Attijariwafa bank group fully endorses the deployment of the new measures of TAMWILCOM in response to the challenges arising from the current economic environment in order for companies having contracted loans guaranteed by the mechanisms «Damane Oxygen» and «Damane Relance», as well as those with new operating needs and investment projects, to benefit from them. These measures concern the extension of the term of the loans guaranteed by «Damane Oxygène» and «Damane Relance» by a maximum of 3 years and the raising of the guarantee ceilings per transaction and per counterparty of «Damane Attasyir» and «Damane Istitmar». A special facility has also been put in place for operators in the tourism sector through the deferral of medium and long-term loans.

In 2021 the Attijariwafa bank group granted 55,000 new loans to MSMEs for a total amount of more than MAD 26 billion, MAD 10.4 billion of which were granted to VSEs and MAD 15.6 billion to SMEs. This funding has contributed to the dynamics of business recovery to return to the pre-COVID level despite some disparities between sectors, as well as to implement new business creation projects.

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Attijariwafa bank's proactive mobilization to finance the country's productive fabric is also coupled with the continuation of its policy to support and promote state programs. Thus, the release of the "Relance" loans has continued and the total amount granted since the implementation of this support measure stands at MAD 13.7 billion. Moreover, the financing granted by Attijariwafa bank under the program «Damane Express» represented 75% of the loans granted by the banking sector for a total amount exceeding MAD 1.8 billion. As for the guarantee facilities «Damane Atassyir» and «Damane Istitmar», the financing level amounted to more than MAD 7.15 billion. At the end of 2021, the program «Intelaka» has enabled the funding of more than 12,000 young people and project holders for an amount of MAD 2.7 billion, which corresponds to 41% of total loans granted by the banking sector under this initiative. Finally, the bank has supported 39% of the beneficiaries of the investment assistance programs «Istitmar» and «Tatwir Green Growth».

In addition to financing, Attijariwafa bank has stepped up its non-financial support to MSMEs with dedicated schemes. Thus, 2021 was marked by the launch of the «Business Centers» concept, a new branch model dedicated to SMEs, offering a redesigned customer journey providing access to banking and financial services in the best conditions, and to new support services in order to develop their business. The new Business Centers provide SMEs, both customers and non-customers, with a sharing and exchange area reserved for non-financial services and offer them, free of charge, new services structured around information and awareness-raising meetings, networking and business meetings, advisory services, and face-to-face meetings with experts from the bank, its subsidiaries and partners.

This new initiative completes and strengthens the «Dar Al Moukawil» network, established since 2016 and which has 16 centers across the Kingdom to support VSEs, merchants, and craftsmen. This network boasts 105,000 registered self-entrepreneurs. Dar Al Moukawil has also supported more than 160,000 project holders and entrepreneurs, provided training to 40,500 Very Small Enterprises, merchants, and craftsmen, held 14,000 advisory meetings, and contributed to the materialization of many business opportunities by organizing B2B meetings. It should be noted that the non-financial services provided by the «Business Centers» and «Dar Al Moukawil» are also available on digital platforms - daralmoukawil.com and attijarientreprises.com - to broaden access to as many beneficiaries as possible.

The permanent reinforcement of the Attijariwafa bank group's measures in favor of MSMEs attests to its unwavering commitment to the national economy, which is 95% based on these organizations that create both value and jobs. The Group believes in their resilience, their courage, and their ambition and sees to it that they receive the necessary support in all circumstances.

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