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الحق في جودة السكن

ANNUAL REPORT 2018







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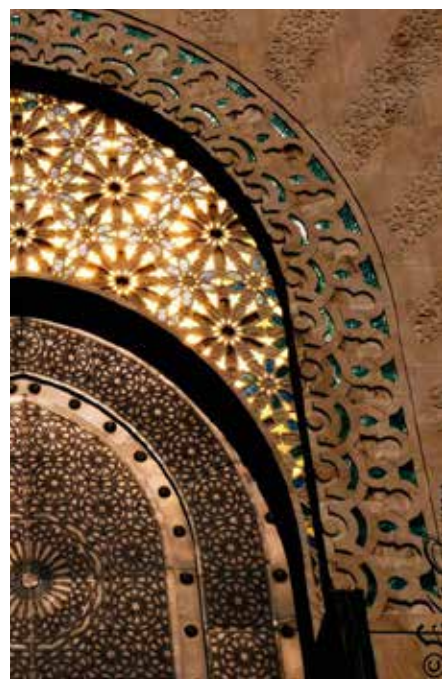
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OVERVIEW OF RÉSIDENCES DAR SAADA





A word from the Chairman

Résidences Dar Saada has launched a new phase of development of its activities starting from the year 2018. A new phase that is characterized by the design of a new generation of social housing concept « social duplex », the development of the medium standard housing with a better finishing standards, and the creation of real estate projects in Sub Saharan Africa.

Despite a downtrend in real estate activity, Résidences Dar Saada managed to meet its objectives in terms of operational performance and balance sheet ratios, as announced in its 2018-2020 strategic plan. Thus, such performance reflects sound financial fundamentals. 2018 proved that our business plan is sustainable and steady.

Indeed, the concept of « social duplex » had a great success. The number of units sold increased by 15% in 2018 to reach approximately 4100 units, where 30 % came mainly from social duplex housing. Also, our turnover progressed due to the improvement of the product mix. In fact, the middle standing segment represents 30 % of the group's consolidated revenue, especially after the delivery of our first medium standard project. As a result, net income remained at the same level as in 2017, at MAD 327 million, despite a decline in revenue.

Our balance sheet and debt ratios continue to be the best in our industry. In fact, the receivables turnover is at the level of 5.8 months. While the company's debt remains controlled with a 38 % gearing ratio.

Armed with valuable experience, financial strength, reputation, and human capital, Résidences Dar Saada looks to the future with ambition and confidence. We believe that the necessary human capital and resources are available to continue our development and to get the ideal positioning in the identified growing segments.

Mr. Hicham BERRADA SOUNNI
Chairman of the Board of Directors

Group History

1980

Launch of Palmeraie Développement Group's first social housing program

2001

Company set up and start of the Saada I project in Marrakech

2006

Saada I project completion and start of the Saada II project in Marrakech

2007

Launch of Espaces Saada brand dedicated to the social and intermediate segments

2008

Start of the project Targa Garden, Saada III in Marrakech, and Jnane Nouaceur and Jnane Mediouna projects in Casablanca

2009

Start of the Jnane Boughaz project in Tangier

2010

Signature of an agreement with the State to promote social housing and merge acquisition of the subsidiary Dar Saada III

2011

Fundraising of MAD 900 million through Moroccan and foreign institutional investors

2012

Bond issuance of MAD 750 million and acquisition of a land reserve of 166 Ha in the Casablanca region

2013

Full acquisition of Excellence Immo IV and Sakan Colodor shares, the owners of land in Skhirat and Oujda respectively

2014

IPO of the company through a MAD 1.1 billion capital increase

2015

Launch of Palm Immobilier brand for the medium standard and higher standing segment

2016

The turnover of Résidences Dar Saada exceeds MAD 2 billion for the first time

2016

Launch of Ocean Palm project, the first project under the Palm Immobilier brand for medium-standard housing

2017

Repayment of the MAD 750 million bond loan raised in 2012

2017

Successful fundraising operations: a securitization of land plots of MAD 600 million and a bond issue through private placement

2018

Launch of the "social duplex" concept and reorganization of the sales force

2018

The expansion of the medium standard segment and the launch of a business in Sub-Saharan Africa

2018

Progress of the construction work on the two medium standard housing projects located in Casablanca, and achievement of the first tranches during the second half of the year

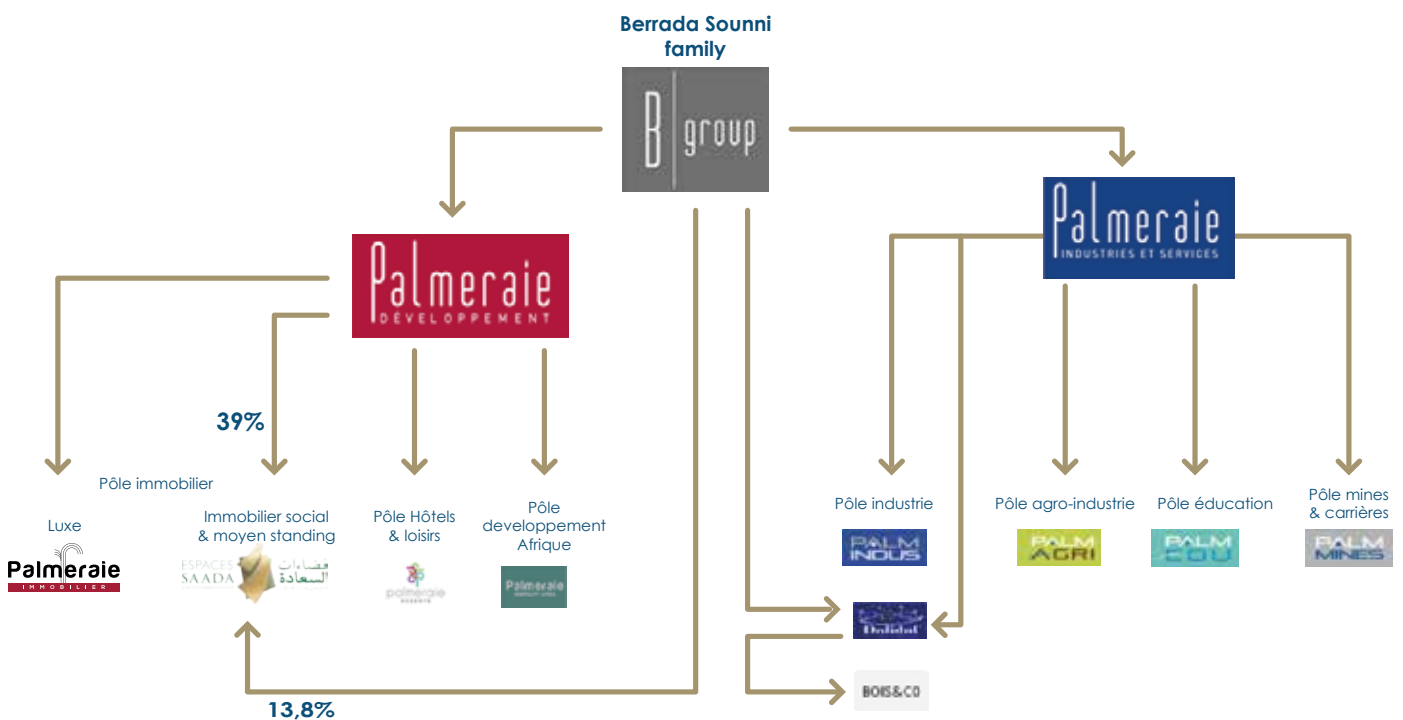
2018

Launching the first real estate project in Sub-Saharan Africa, precisely in Ivory Coast, on a surface area of 41 Ha

Shareholding

The history of Résidences Dar Saada is closely linked to that of B Group and its founder Mr. Abdelali Berrada Sounni. As part of the group, the company is present in diverse activities such as mattress manufacturing, agriculture, education, hospitality, and real estate.

Being in the real estate industry for nearly 40 years, the group initiated in the high standing segment with the company Palmeraie Development before investing in the social and medium standard segments, which will become afterward: Résidences Dar Saada.

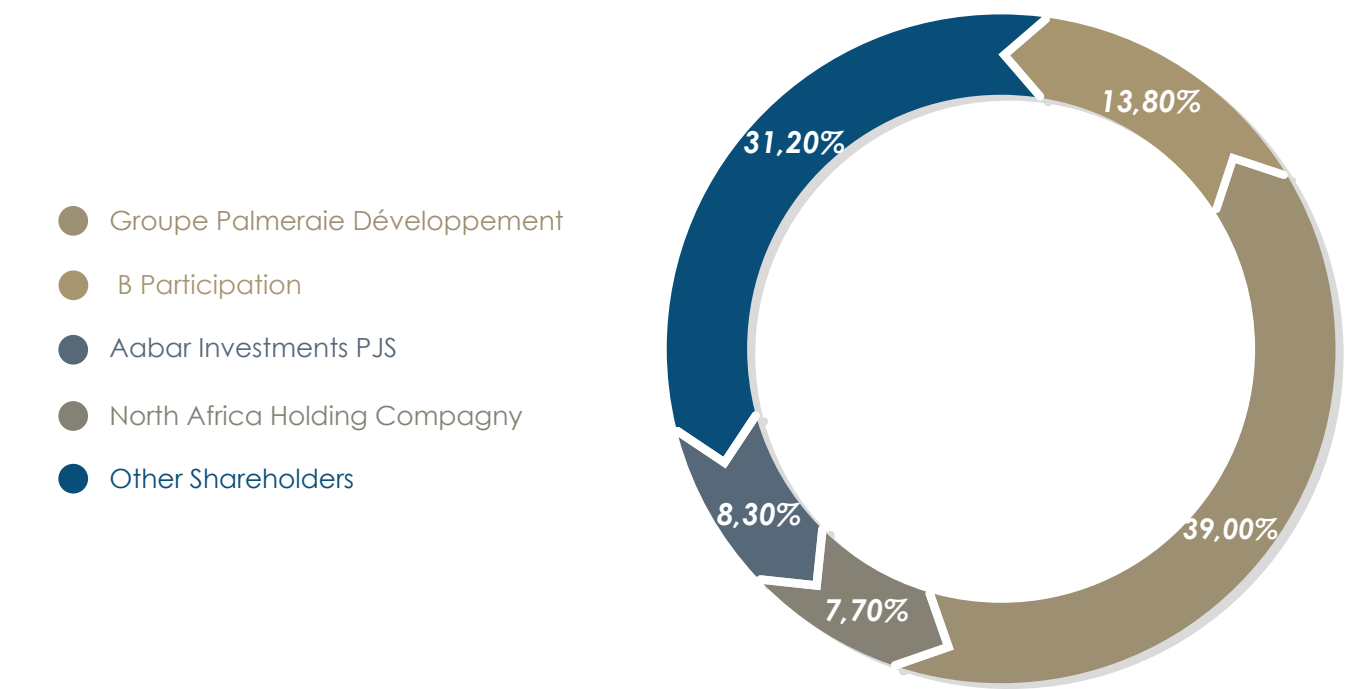


Berrada Sounni Family is the historical and majority shareholder of Résidences Dar Saada with a 52.8 % of the Résidences Dar Saada capital, 39 % through the Palmeraie Développement Group. with the ambition of developing the company, Berrada Sounni family strengthened the capital in 2011 through a participation by institutional investors including :

- North Africa Holding, an investment fund based in Kuwait.
- Aabar Investment PJS, a state-owned investment fund based in Abu Dhabi.

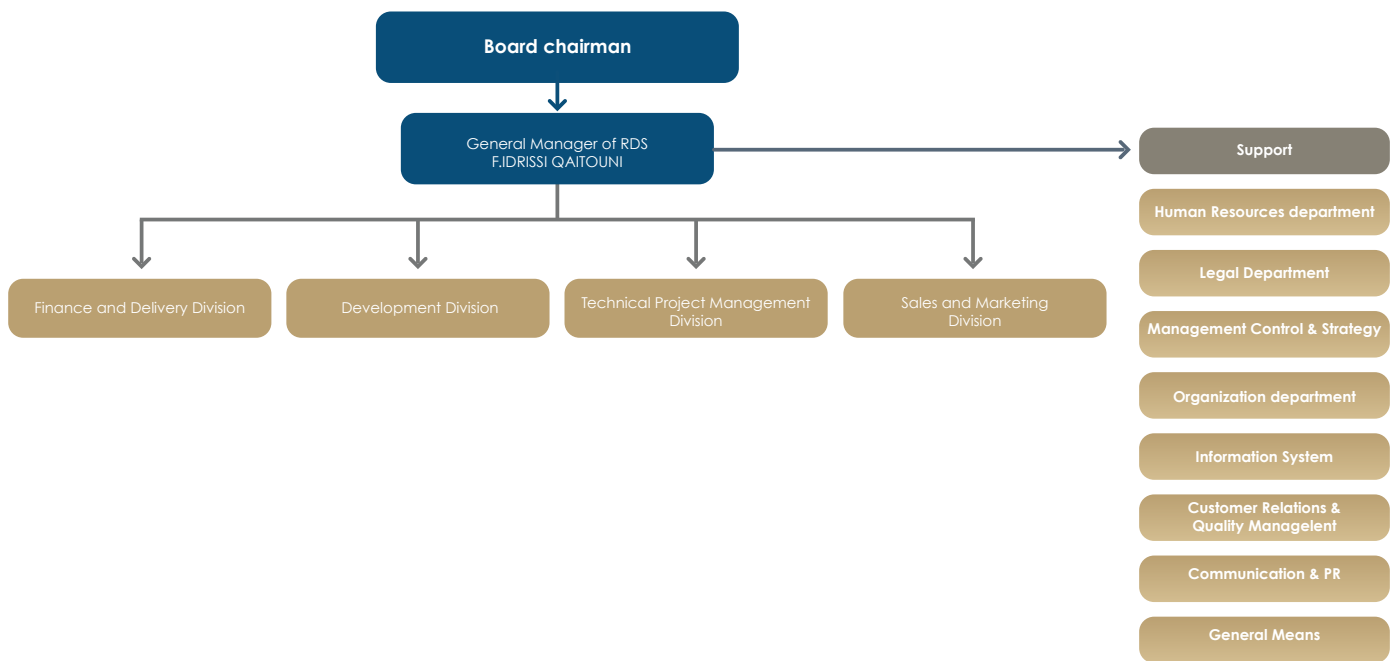
In December 2014, Résidences Dar Saada was listed in Casablanca stock exchange. The company raised MAD 1.1 billion during this operation, about 20 % of the capital.

Résidences Dar Saada's shareholding at the end of 2018 is as follows :



■ Organization

The company has set up an efficient and adequate organization to seize market opportunities all in accordance with high standard procedures and best practices.



As of April 2017, the general management of Résidences Dar Saada is assumed by Mr. Fayçal Idrissi Qaitouni.

Holder of a PHD. in management of small and middle-sized companies and their environment, Mr. Fayçal Idrissi Qaitouni held the position of Deputy General Manager of a group dedicated to real estate development and construction for 5 years. Between 2003 and 2006, he worked in the banking sector in Risk Management and Corporate Banking, where he respectively held at Attijariwafa Bank the position of Director of the Casablanca Retail Banking Division and Senior Banker in charge of key accounts of tourism and real estate sector. In 2008, Mr. Fayçal Idrissi Qaitouni joined Résidences Dar Saada where he held the position of Support and Finance division Deputy General Manager until the end of March 2017.

Résidences Dar Saada has pioneered the implementation of a quality approach covering major fields :

Product quality :

Effective use of Palmeraie Développement Group's experience in luxury for a more elaborate quality of social housing; An innovative urban concept that integrates real living environments that overcomes the reputation of the economic real estate program.

Guaranteed durability of these common areas by the trustee, whom the company chooses with good care and on a highly selective manner before the delivery of all project units.

Service quality :

Continuously supporting the customers throughout the whole acquisition process. A semi-one-stop shop is set up at Casablanca's head office to centralize all purchasing procedures. In addition, the company provides after-sales service to its customers, particularly through establishing a call center informing customers, assisting them and responding to all possible claims.

Contractors' Quality :

A rigorous selection of the service providers network involved in studies, development, architecture, and construction, allowing Résidences Dar Saada to ensure the quality of the various services.



Governing bodies

For several years, Résidences Dar Saada has adopted a mode of governance, which is conform to international standards allowing a smooth decision-making and a controlled execution.

Board of directors

The company's board of directors includes representatives of majority and minority shareholders in addition to one independent director.

Name	Post held	Renewal date of terms in office	Expiration of term
Mr.Hicham Berrada Souni	Chairman of the Board of directors	03 June 16	AGO ruling on the accounts for the 2021 financial year
Mr.Abdelali Berrada Souni	Director	03 June 16	AGO ruling on the accounts for the 2021 financial year
Mr.Saad Berrada Sounni	Director	03 June 16	AGO ruling on the accounts for the 2021 financial year
Mr.Majid Benlmlih	Director	29 June 17	AGO ruling on the accounts for the 2022 financial year
Mr.Mohamed Ben Ouda*	General manager of Palmeraie Immobilier	29 March 18	AGO ruling on the accounts for the 2022 financial year
Mr.Adil Douiri	Director	29 June 17	AGO ruling on the accounts for the 2022 financial year
North Africa Holding	Director	29 June 17	AGO ruling on the accounts for the 2022 financial year
Aabar Investment PJS	Director	29 June 17	AGO ruling on the accounts for the 2022 financial year

*At the Board Meeting of March 29, 2018, Mr. Amine Guennoun resigned as Director of Résidences Dar Saada.Mr. Mohamed Ben Ouda has been co-opted director for the remaining office term of Mr. Amine Guennoun

Executive Committee

Résidences Dar Saada has an executive committee established by the board of directors and whose purpose is to address the following issues :

- Questions raised by the Board of Directors;
- The acquisition or sale of land plots for an amount exceeding MAD 100 million;
- The creation of subsidiaries with activities identical to the activity of Résidences Dar Saada intended to be held at least at 99.99 % by the Company;
- Adoption and update of the Company's development plan and annual budget.

Internal committees

To ensure the achievement of its objectives, Résidences Dar Saada has several internal committees, as presented below :

● General Management Committee

The General Management Committee is involved throughout the entire value chain process of the Company.

Members of the committee (the general manager, the deputy general manager and the divisions' directors of the various divisions) meet monthly to review the business activity, based on the monthly reportings, and monthly closed balance. In addition, to an overview of all events of the month. The committee oversees the smooth execution of the company's strategic orientations.



● Organizational committee

The organizational committee consists of the organizational manager, the project manager, and the general manager. Its role is to ensure projects follow up, and their progress status. The committee meets on a weekly basis to review the course of action.

● Human Resources, Control, and Governance Committee

This committee meets also with the same members as the general management committee. It draws up a quarterly report on the HR undertaken actions and draws up an action plan based on the Strategic Workforce Planning (SWP) for the quarter. This committee studies also the state of operational and strategic risks.

● Project Monitoring Committee

This committee comprises the General Manager, the Sales Manager, the Deputy General Manager of the Technical Project Management department, the Deputy Manager of the Support and Finance Department, the Financial Manager, the Financial Engineering Manager, and the Head of Management Control. The committee holds a meeting every week to track the progress of projects based on the technical and the commercial monitoring, in addition to the development reporting.

● Financial Committee

This committee involves the General Manager, The Deputy Manager of the Support and Finance Department, the Financial Manager, and the Financial Controller. This committee meets monthly to establish situational analysis :

- Reconciliation of budget estimates and figures;
- Treasury report;
- Status of Customers' advances;
- The number of signed final contracts;
- Accounts payable;
- Irregularities' identification.

● Commercial Committee

The committee includes the Head of Management Control, the Sales Director, the Marketing Director, the Call Center Manager, and the partnerships Director. The committee establishes an action plan for the optimization of sales each week by carrying out a cross-selling analysis (by project, by agency, ...), the conduct of past and future communication actions, as well as the call center reporting processing.

● Budget Committee

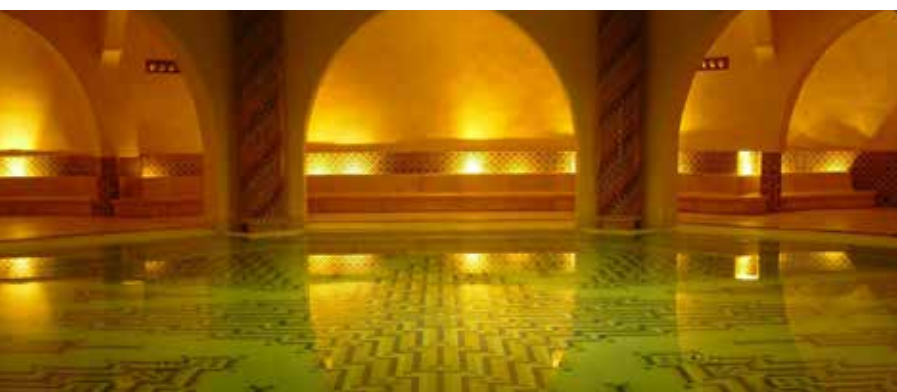
This committee involves the General Manager, the Deputy Manager of the Support and Finance department, the Financial Manager, the Deputy Manager of the Technical Project Management division, The Sales Manager, the Management Control Department, and the Financial Engineering Manager.

The budget committee carries out half-yearly a deep analysis regarding the achievements and the forecast for a better accuracy in the future.

● Audit Committee

This committee is established in compliance with article N°106 of the Law 17-95 as amended and completed. It involves two Directors of Résidences Dar Saada, Mr. Adil DIOURI and Mr. Majid BENMLIH. The audit committee handles the following tasks :

- Tracking the information processing that is intended to shareholders, the public, and the Moroccan Capital Market Authority;
- Supervising the effectiveness of the company's internal control, internal audit, and risk management systems when needed;
- Following up the legal control of the social and consolidated financial statements;
- Reviewing and monitoring the independence of the statutory auditors, especially the provision of additional services to the audited entity.



● Legal and Litigation Committee

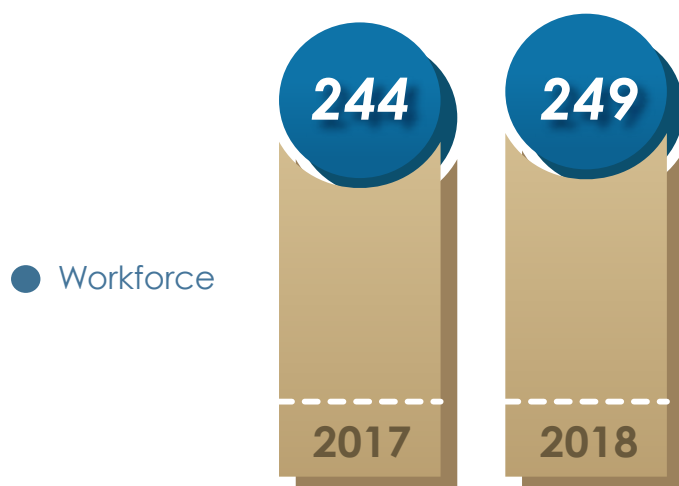
The committee consists of the General Manager, the Deputy Manager of the Support and Finance department, the Head of Legal Affairs, the Financial Director, and the Development Manager. The legal and litigation committee is in charge of the legal watch. It produces a quarterly follow -up of the company's contractual engagements. It also reviews all litigation cases and rendered court decisions.

Human Capital

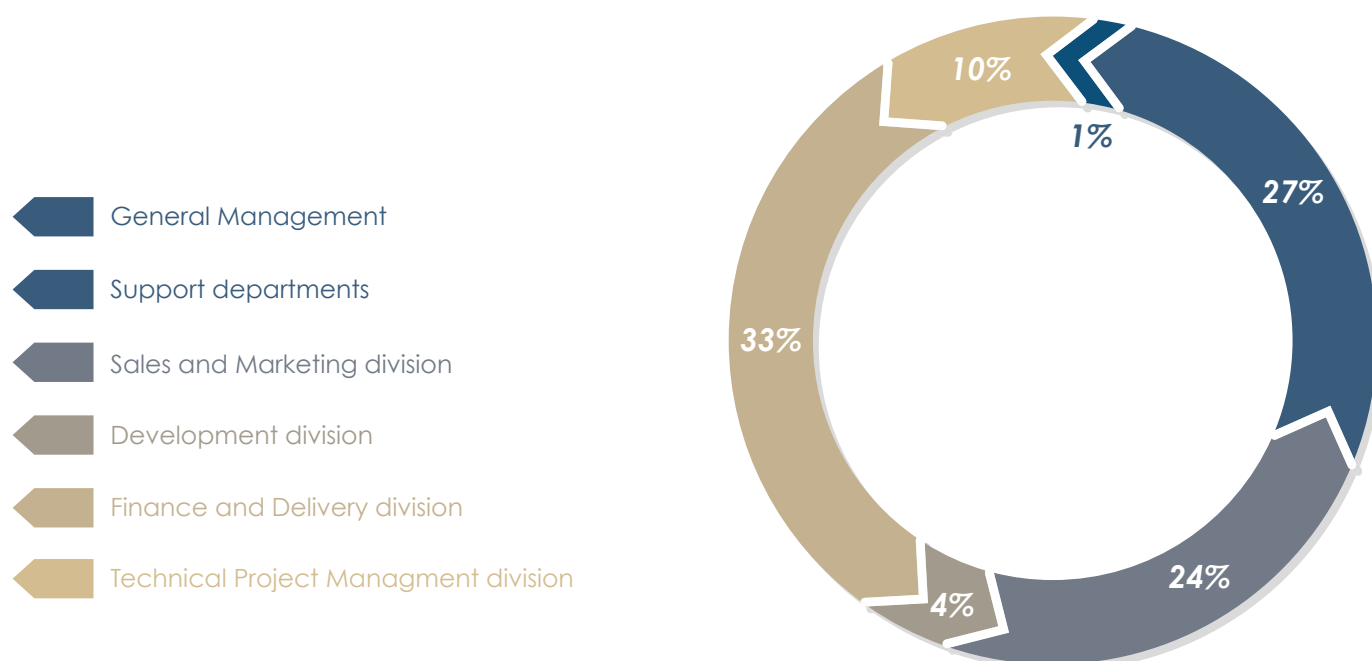
Résidences Dar Saada believes deeply in women and men who make every day the success of this company. The group supports them from the recruitment process for an ideal integration and successful professional development.

» Staffing trends

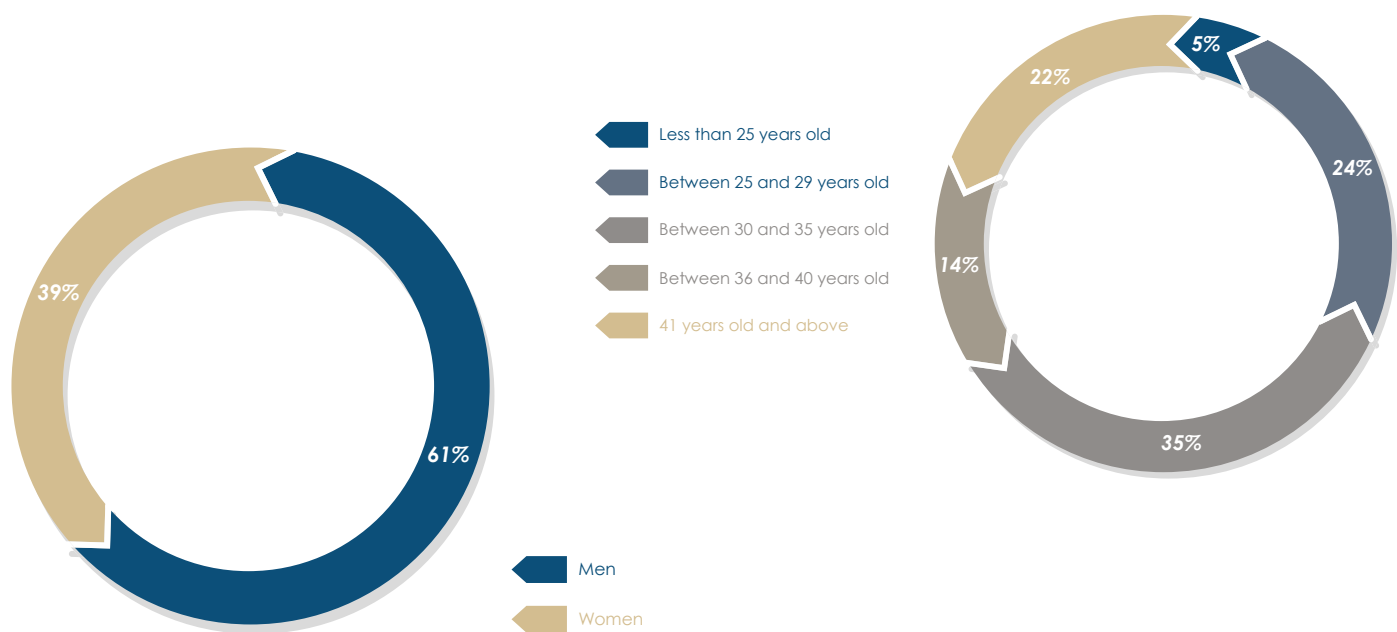
The overall workforce of Résidences Dar Saada has remained relatively steady with 249 employees at the end of 2018, compared to 244 employees in 2017.



» Distribution of Résidences Dar Saada workforce by department



» Workforce structure at Résidences Dar Saada by age group and gender

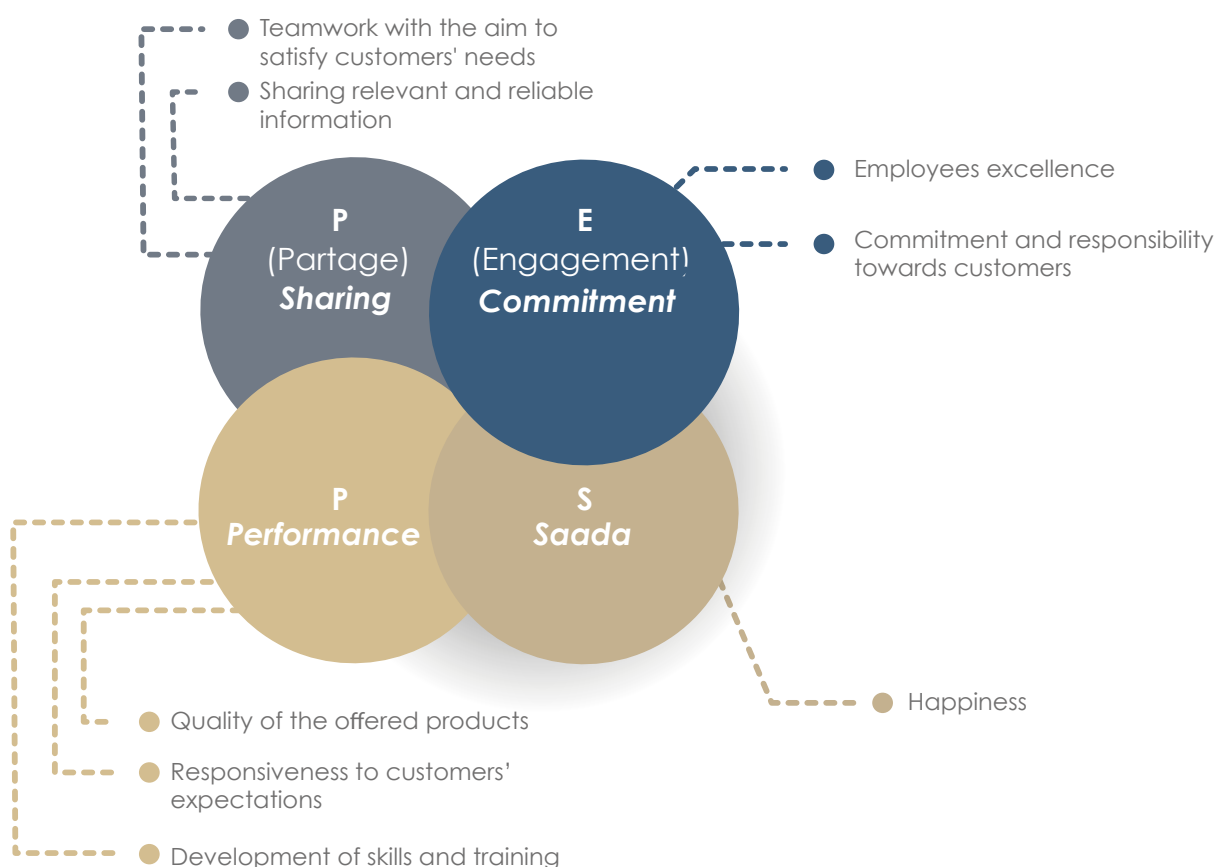




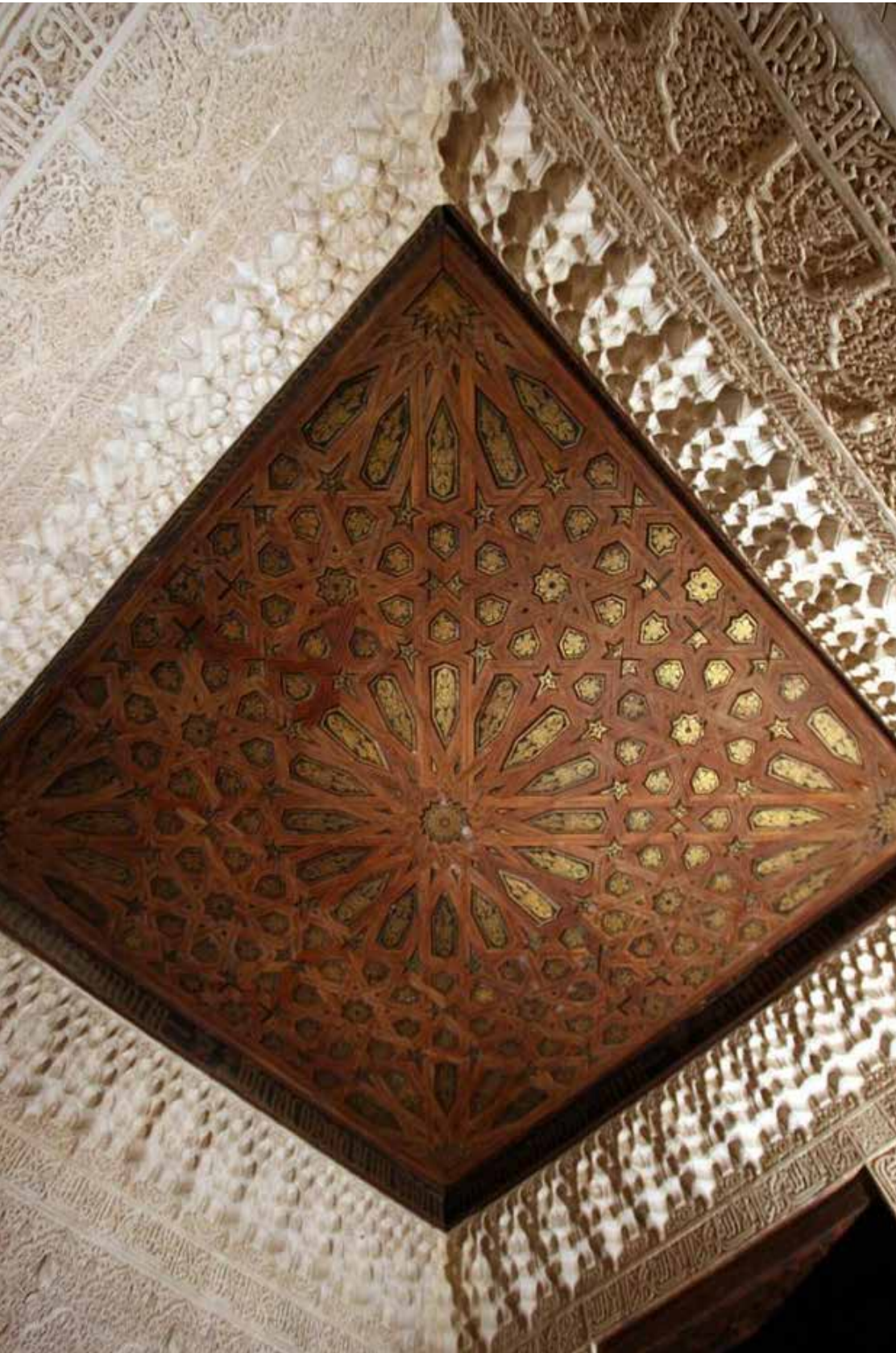
» Corporate Culture

Résidences Dar Saada has placed customer satisfaction at the heart of its strategy and objectives. The company has undertaken a collaborative work to identify values that are necessary to fulfill this mission.

The company today shares four core values aimed to reach customers' satisfaction :



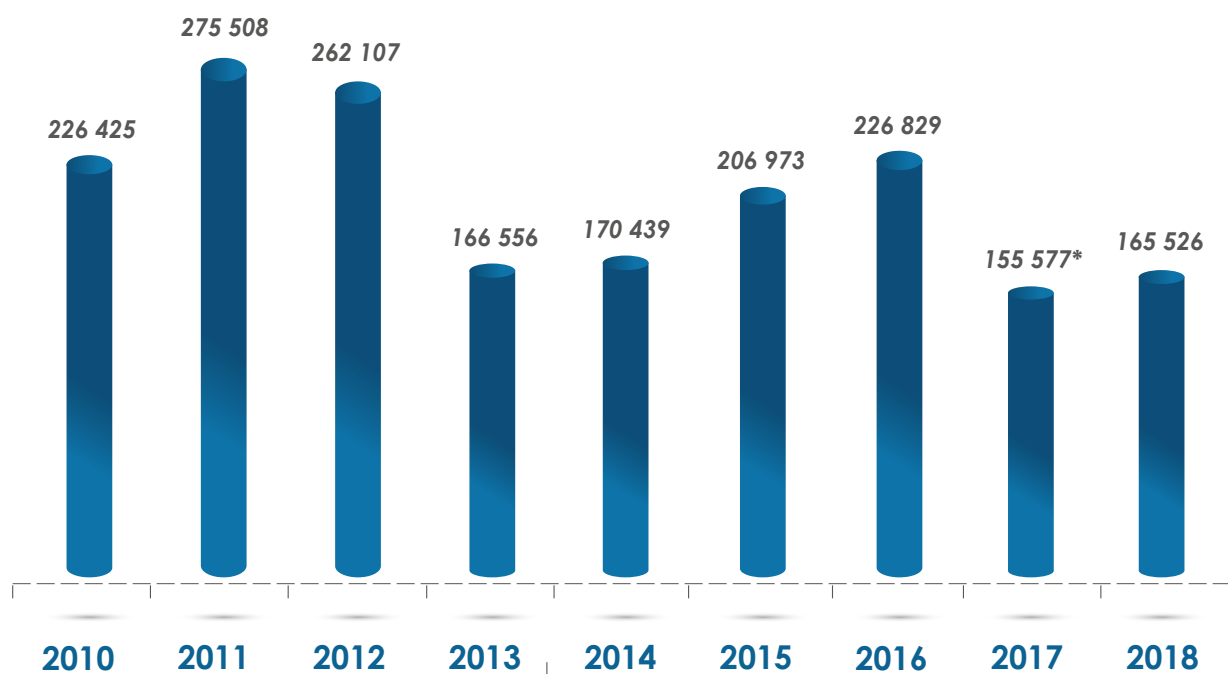
MOROCCAN REAL ESTATE MARKET IN 2018



Performance of the real estate industry in 2018

» Evolution of production (in units) over the period 2010-2018

As reported by the Ministry of National Planning, Urban Planning, Housing and City Policy, housing production in 2018 increased by 6.4 % compared to 2017 reaching 165 526 units.

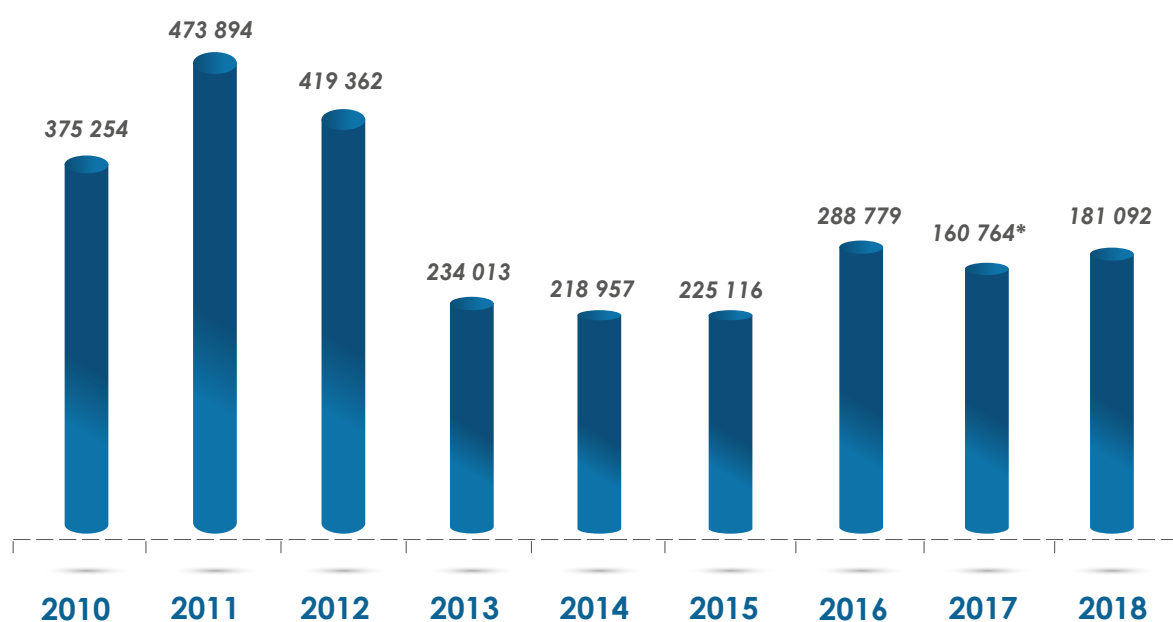


Source : Ministry of National Planning, Urban Planning, Housing, and City Policy.

*It should be noted that at the end of 2017 there was a revision of the statistics by the Ministry.

» Evolution of housing start-ups (in units) over the 2010-2018 period

According to the Ministry's statistics, housing starts recorded a remarkable increase of 12.6 % compared to the previous year, rising from 160 764 units in 2017 to 181 092 units in 2018.

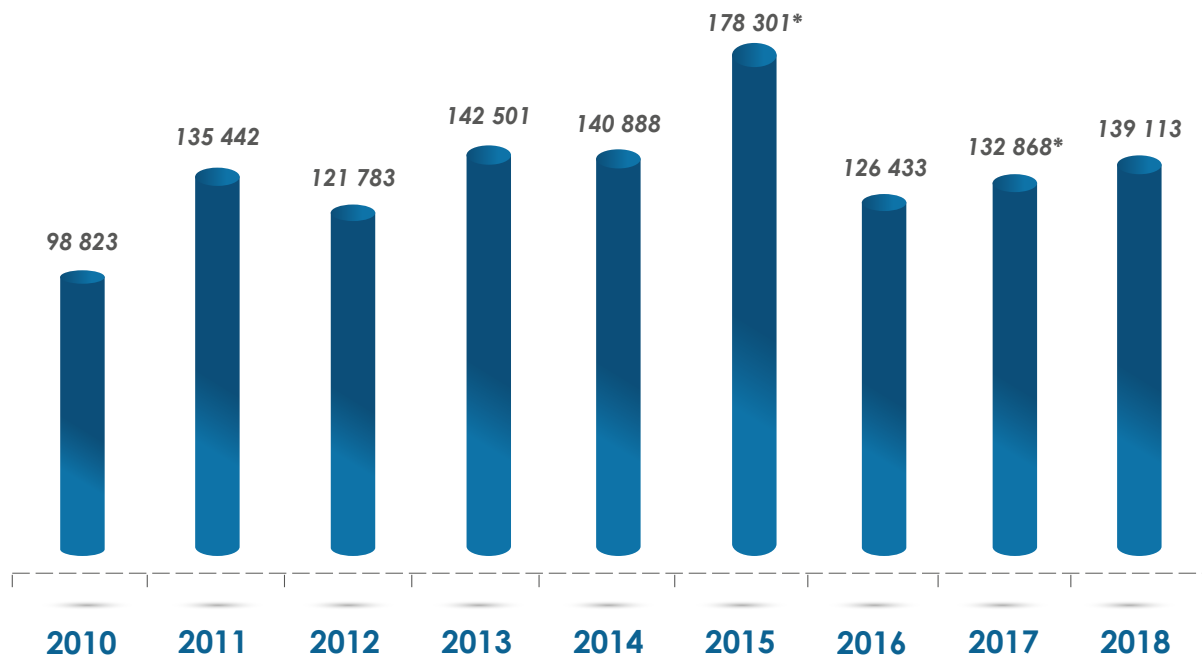


Source : Ministry of National Planning, Urban Planning, Housing, and City Policy.

* It should be noted that the statistics on housing starts have also been revised for the year 2017 by the Ministry.

» Production of units in the economic and social housing segment

According to the same source, the growth rate of social housing units produced during the year of 2018 is approximately 4.7 % compared to 2017. A slight increase that is in line with the growth of housing starts in the same segment. From 132 868 units in 2017 to 139 113 units in 2018.

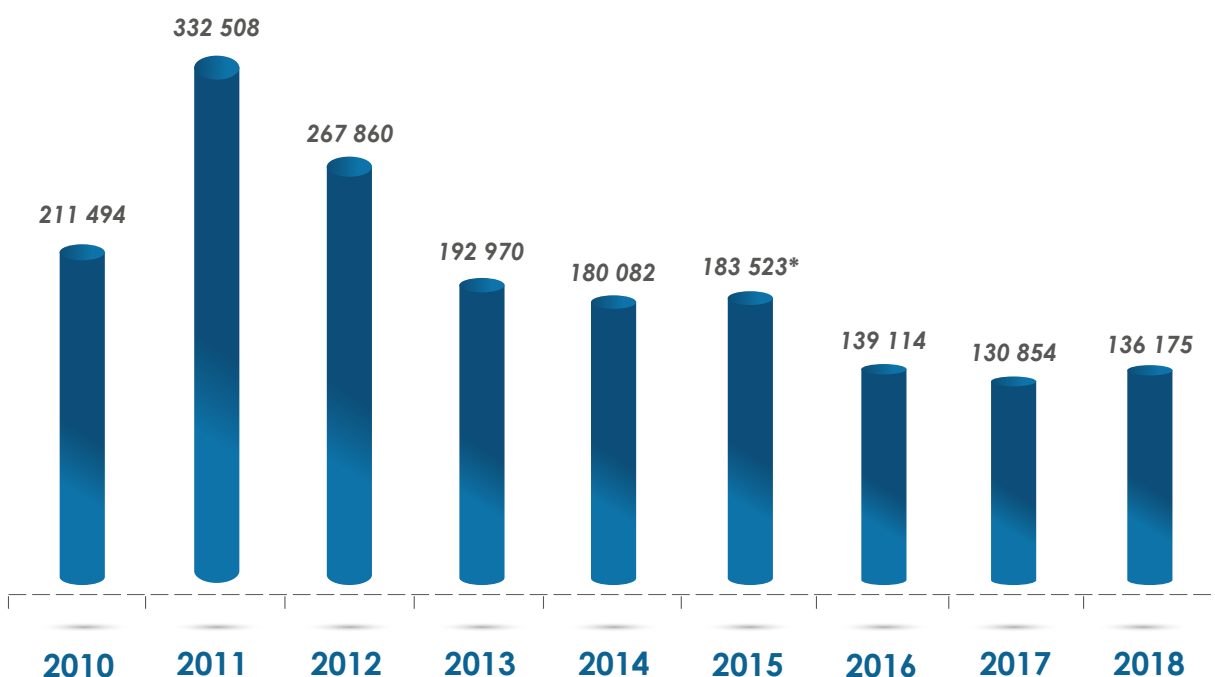


Source : Ministry of National Planning, Urban Planning, Housing, and City Policy.

*It should be noted that there has been a revision of the statistics for the years 2015 and 2017 by the Ministry.

» Housing starts in the economic and social housing segment

According to figures announced by the Ministry of National Planning, Urban Planning, Housing, and City Policy, social housing units started in 2018 showed a slight increase of 4 % compared to the previous year.



Source : Ministry of National Planning, Urban Planning, Housing, and City Policy.

*It should be noted that at the end of 2015 there was a revision of the statistics by the Ministry.

» Summary of the evaluation of the social housing program at MAD 250 000

The Ministry of National Planning, Urban Planning, Housing, and City Policy conducted an assessment of the MAD 250 000 social housing project and the MAD 140 000 low-cost housing project. The main goal of the study is to establish a broad analysis regarding the performance of the social housing. For more credibility, the Ministry based its research on the previous national surveys' results, taking into consideration both sides. The property developers, who represents 729 developers covering 1030 projects. On the other hand, the MAD 250 000 social property customers who account for 8786 buyers. For more accuracy, the study was conducted over a period of 8 years, from the beginning of 2010 to the end of 2017.

The study conducted by the Ministry shows that the total number of signed contracts is 1 114, with a predominance of private promoters whose market share turns around 96 %. This also applies to the number of agreements, which reached 1 663 449 units at the end of 2017, where 96.4% came from private developers. In the same pattern, the number of authorized units during the study period reaches 595 794 units, which represents 36 % of the approved housing units. This represents 366,462 completed housing units, e.i. 61.5 % of authorized housing units. On the other hand, the number of housing units under construction reaches 221 660 units, e.i. 35.7 % of the authorized housing units. In addition, housing that has obtained the certificate of compliance is 95.3% of the completed housing, which represents a total of 349 083 properties. However, completed housing units are mainly based in three regions; with a 45 % rate in the Casablanca-Settat area, 13 % in the Tangier Tetouan and Al Hoceima area, and 12 % on the Rabat-Salé and Kenitra region.

The figure below summarizes the statistics of the Ministry's study on social housing at MAD 250,000 over the period 2010-2017 :

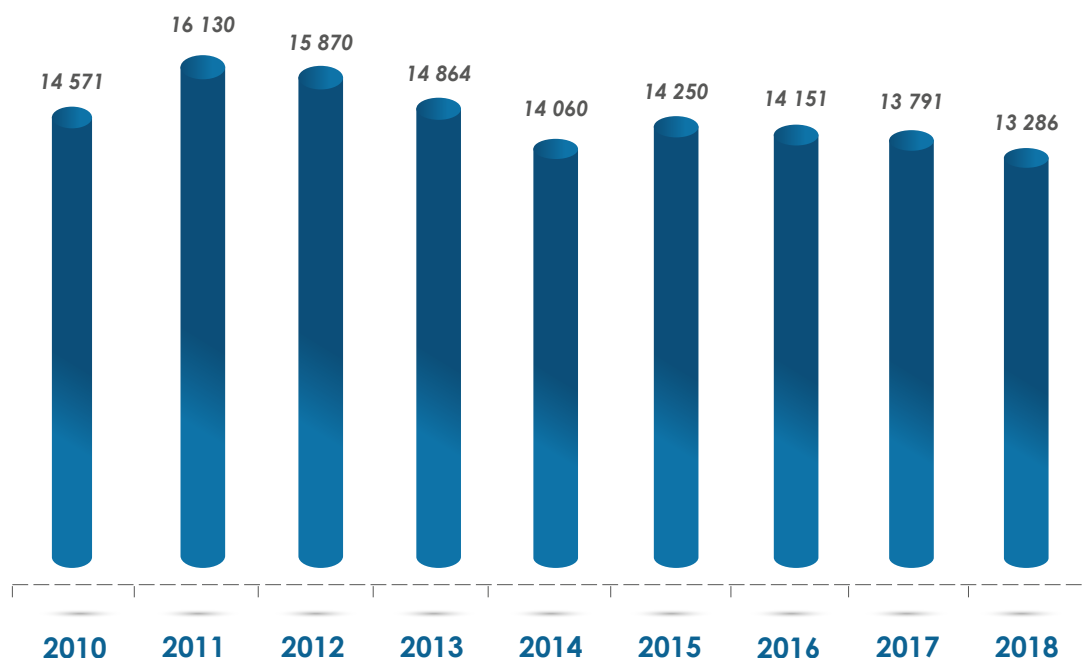
1	1 114	Signed contract (96% with private promoters)
2	1 663 449	Agreements housing units (96.4% with private promoters)
3	595 794	Authorized housing units (36% of agreements units)
4	221 660	Under construction units (35.7% of the authorized housing units)
5	366 462	Finished housing units (61.5% of the authorized housing units)
6	349 083	Housing that has obtained the certificate of compliance (95.3% of the finished housing units)
7	70 %	Finished housing units located mainly in three different regions, Casablanca Settat (45%), Tanger Tétouan Al Hoceima (13%) et Rabat Salé Kenitra (12%)



■ Construction sector indicators in 2018

» Evolution of national cement consumption (in thousands of tonnes)

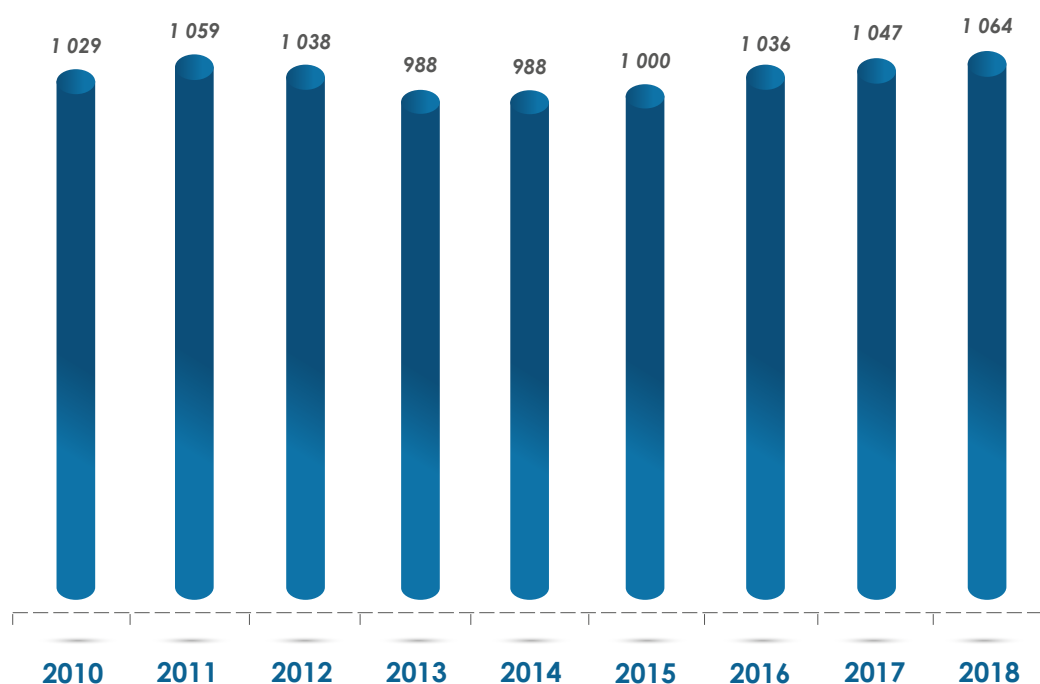
Based on figures provided by the Ministry, cement sales reached 13 286 MT during this year. Consumption of this raw material has fallen slightly over the last three years by around 6.8 %.



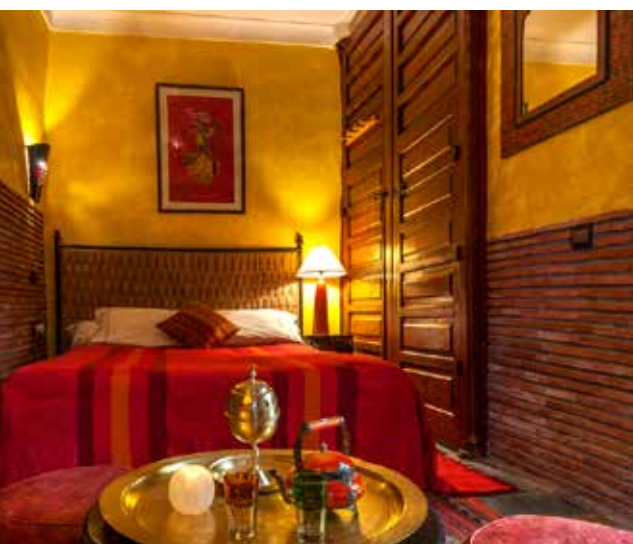
Source : Ministry of National Planning, Urban Planning, Housing, and City Policy.

» Evolution of jobs in the construction sector (in thousands of jobs)

According to figures provided by the office of the High Commission for Planning (HCP), the construction sector was marked by the creation of new jobs during the year of 2018. Statistics indicate an increase over the last five years with a growth rate of 1.4 % between 2017 and 2018.



Source : High Commission for Planning

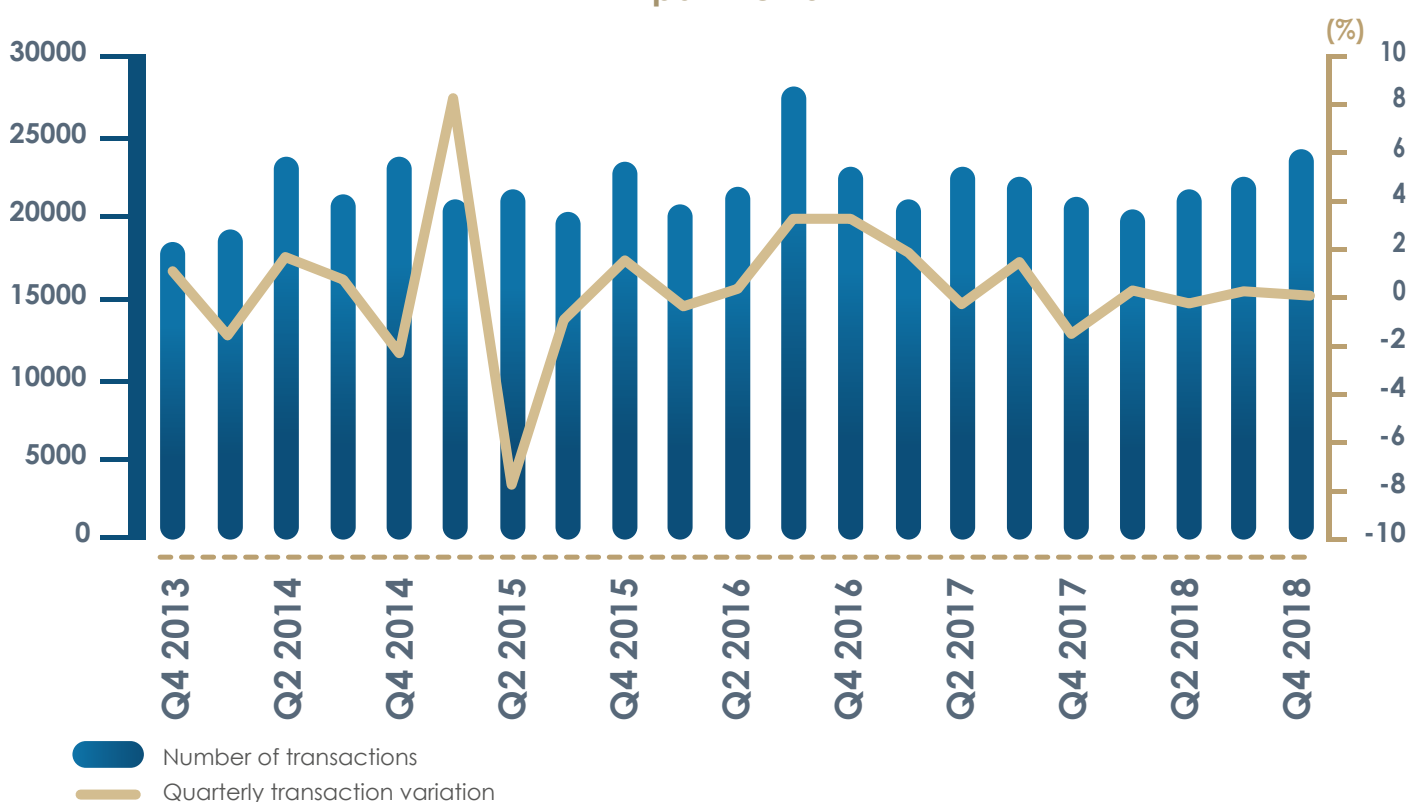


■ Transactions and price index of the real estate industry in Morocco during 2018

» Analysis by type of property

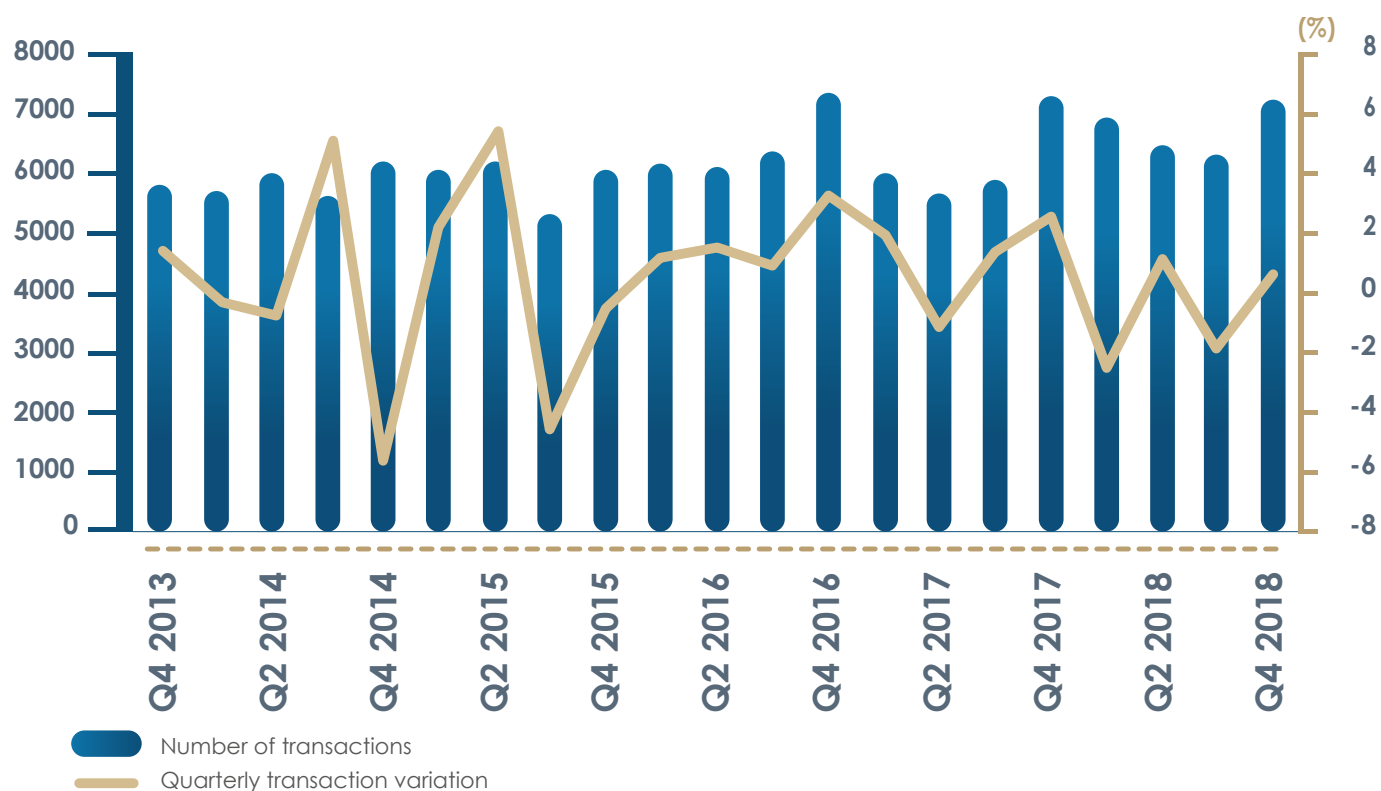
Based on the published data of Bank Al Maghrib, real estate prices in 2018 fell by 0.4 %. A 2.4 % drop in land prices and a 1.2 % drop in professional use properties' prices make this decline more obvious. However, prices increased by 0.8 % for residential properties. On the other hand, the slight decrease was followed by a 12.4 % increase in the number of transactions, with a 16 % increase for residential properties and an 18.3 % increase in professional use properties.

Annual evolution of the number of transactions and price index trend in % Apartments



Source : Bank Al Maghrib

Annual evolution of the number of transactions and price index trend in % Land plots



Source : Bank Al Maghrib





» City-based analysis

On the major cities of Morocco, the real estate price index showed an increase, except for Marrakech, Fes, and Meknes, which experienced a drop in prices during the year. Rabat, which remained steady between 2016 and 2017, increased by 4.4 % in 2018. On the other hand, the highest fluctuation rate in property prices was observed in the Agadir region with 5.1 %.

For all types of properties, the analysis by city is as follows :

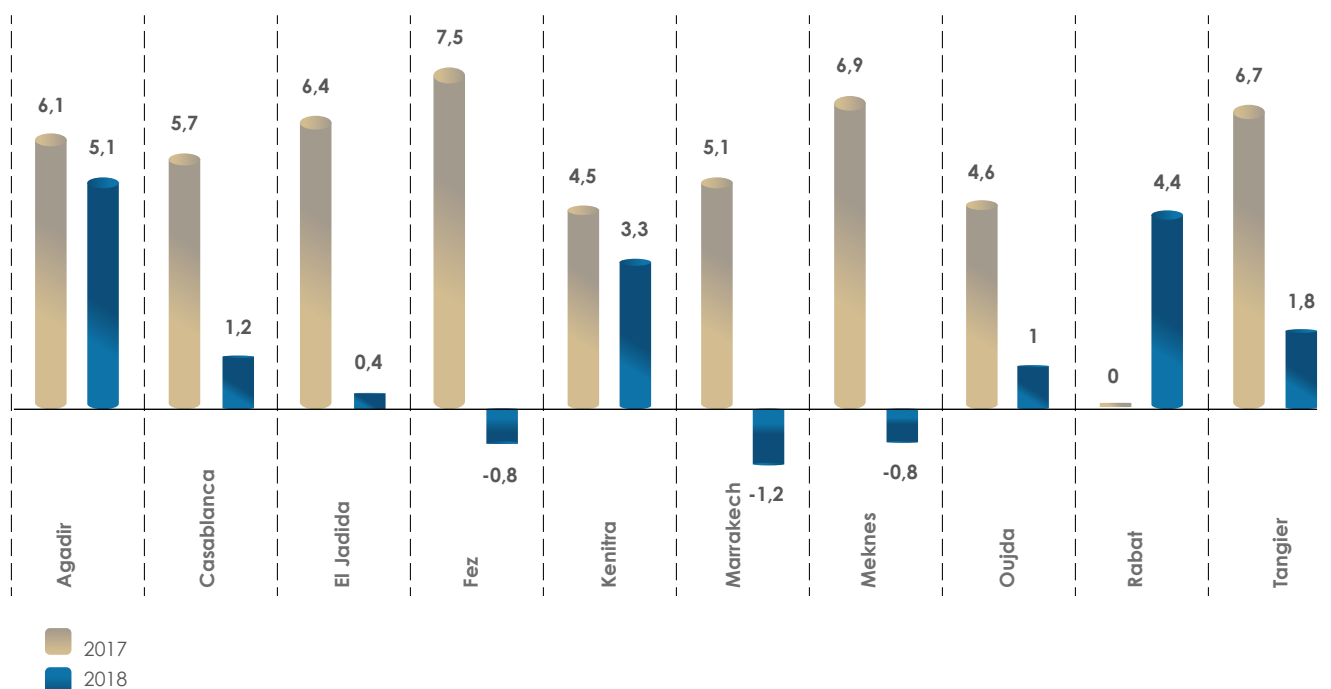
Casablanca : slight increase in transactions with a 3.8 % rate, and a slight increase in the price index of 1.3 %.

Rabat : Significant increase in transactions level by 22.7 %, while prices rose by +3.7 %.

Marrakech : Significant decrease in transactions level by -16 %, even though there was a price decrease of -5.5 %.

Tangier : Significant increase in transactions level by 19.8 %, with a price increase of 1.8 %.

Real estate price evolution in major cities of Morocco (in %)

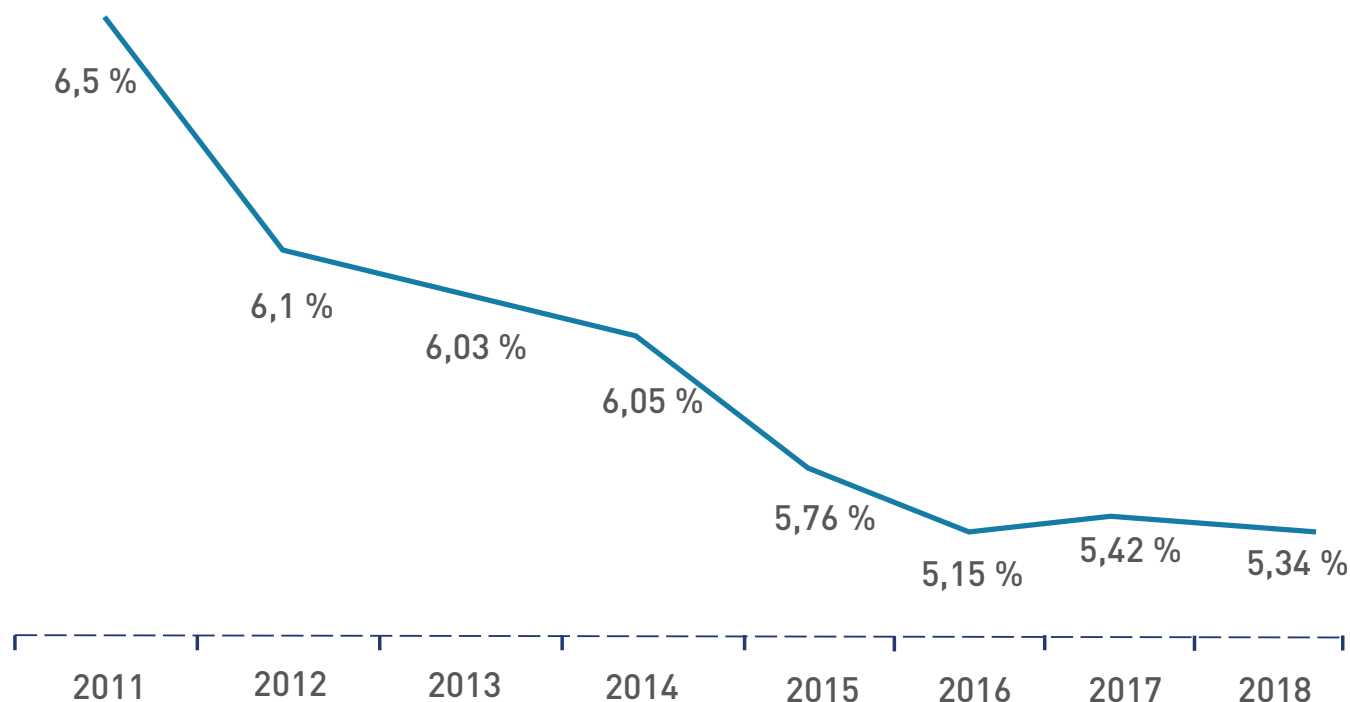


Source : Bank Al Maghrib

Financial environment

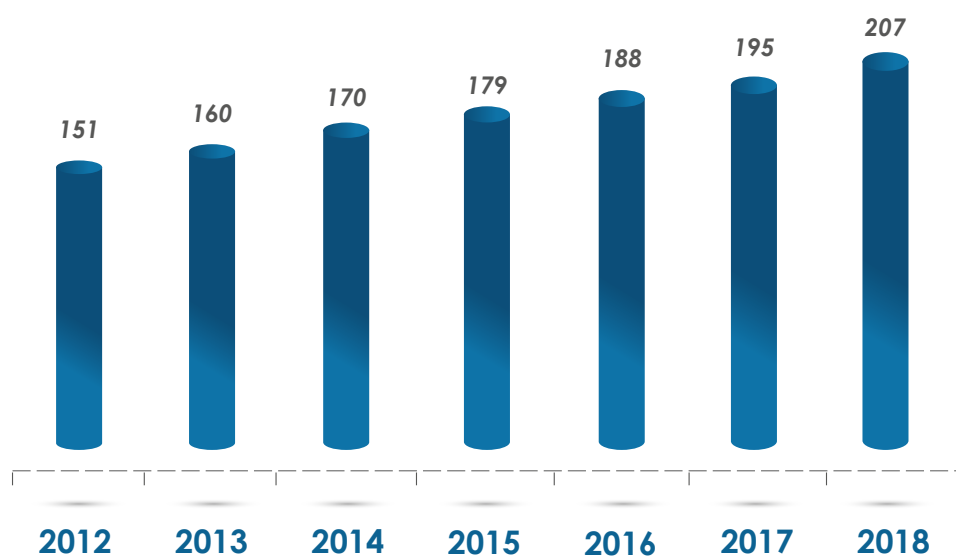
Banks continue to support homebuyers by providing lower interest rates and a steady increase in outstanding loans. The average loan rate decreased from 6.5 % in 2011 to 5.34 % in 2018 and the outstanding loans to buyers increased by 6.1 % in 2018 to reach MAD 207 billion.

» Evolution of the average interest rate for real estate loans



Source : Bank Al Maghrib

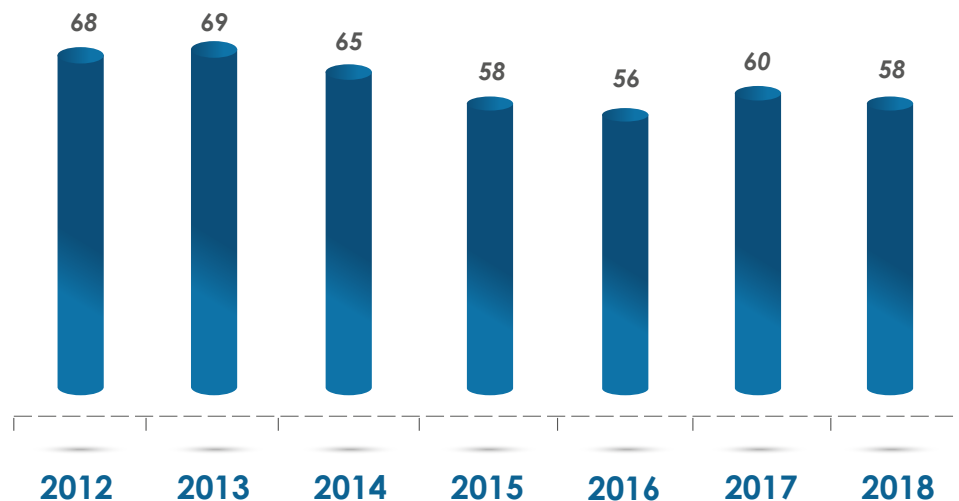
» Outstanding loans to buyers in billions of MAD



Source : Bank Al Maghrib

» Outstanding loans to real estate developers in billions of MAD

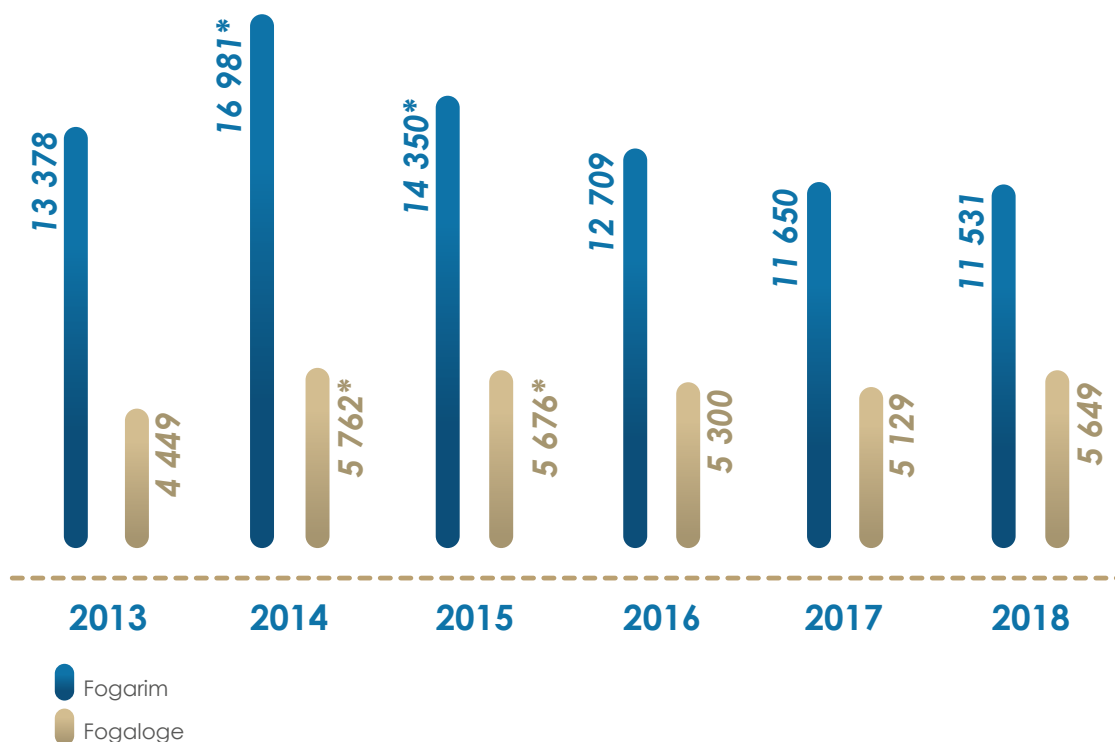
Outstanding loans to property developers fell slightly by 3 % in 2018 to MAD 58 billion as opposed to MAD 60 billion in 2017. This slight decrease is mainly due to the decline in production in the sector.



Source : Bank Al Maghrib

» Evolution of the number of households benefiting from Fogarim and Fogaloge guarantees

As published by the Central Guarantee Fund (C.G.F.), Fogarim guaranteed 11 531 loans in 2018 compared to 11 650 loans in 2017, which represents a 1 % decrease. On the other hand, Fogaloge warranty recorded an interesting growth of 10.1 %, or 5 649 loans in 2018 compared to 5 129 loans in 2017.



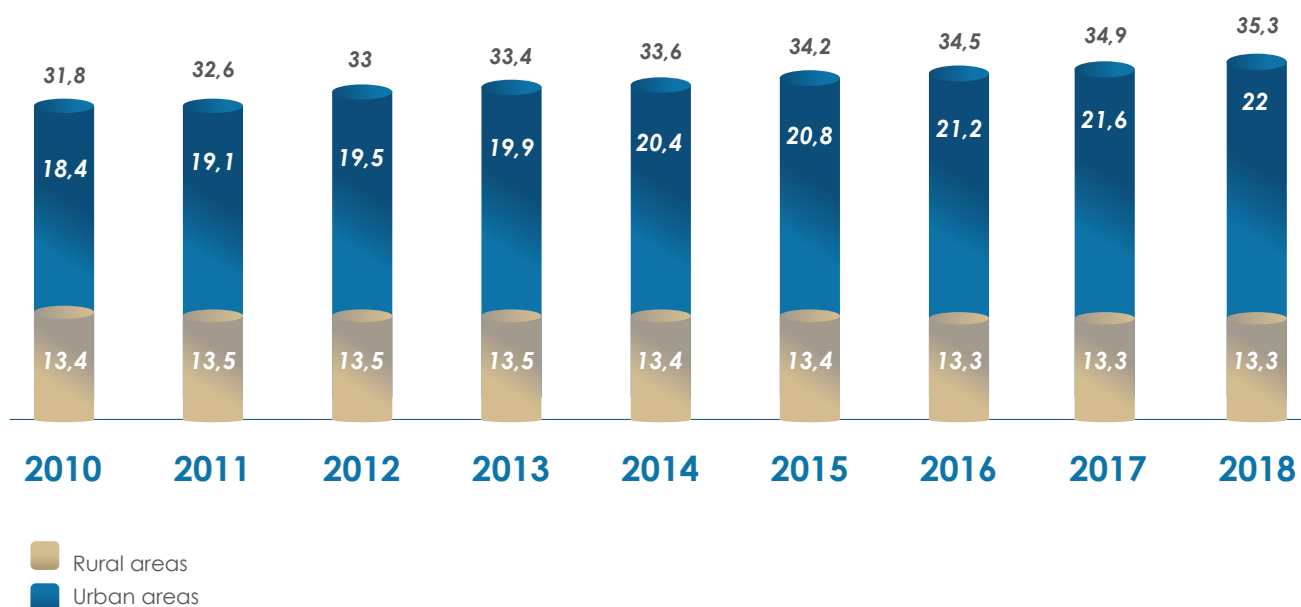
Source : Central Guarantee Fund

* It should be noted that the C.G.F. has revised the statistics for the years 2014 and 2015.

Demand analysis

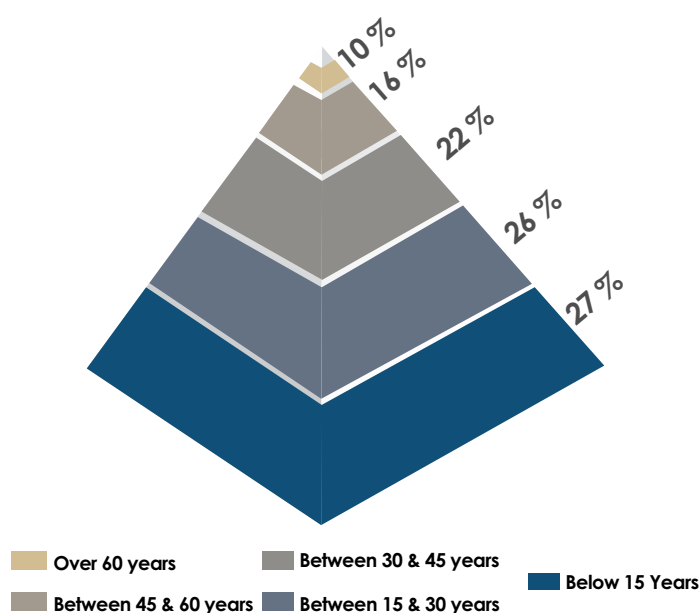
Housing demand remains highly supported by the urbanization of the population as well as demography. The combined effect is the major factor in Morocco's acceleration of the urban population, with 22 million residents in 2018, according to data provided by the High Commission for Planning.

Population (millions residents)



Source : High Commission for Planning

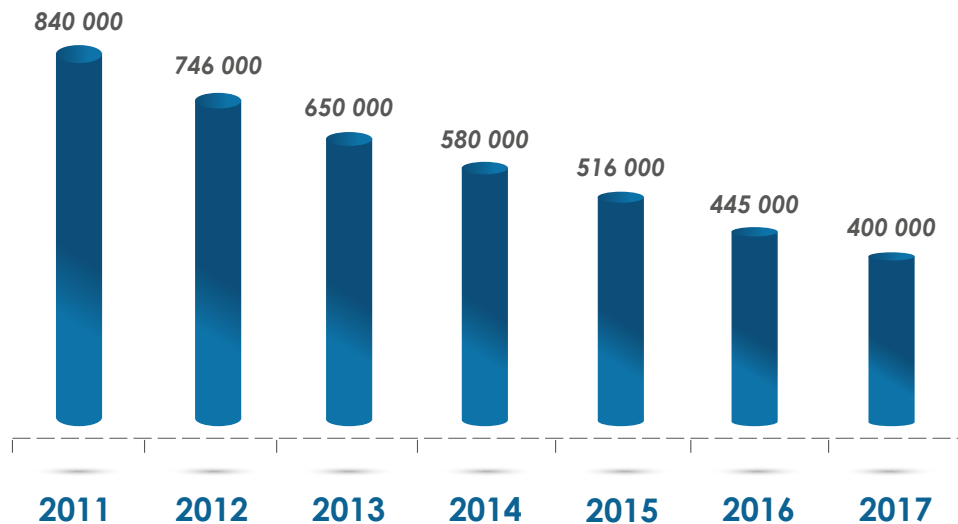
The demographic profile by age group of the Moroccan population is characterized by its extreme youth. This makes it possible to anticipate an intense demand for housing in the future. According to the High Commission for Planning, our potential buyers, who are aged between 30 and 45 represents 7.5 million people. In the meantime, the population aged between 15 and 30, who would be the main driver of demand in the medium term, represents nearly 9 million people.



Source : High Commission for Planning

» Housing deficit over the period 2011-2017 (in units)

Despite the pro-active policy to encourage housing production, the overall deficit remains significant. As reported by the Ministry of Housing and Urban Policy, the housing deficit has decreased from 840 000 units in 2011 to 400 000 units in 2017. It should be noted that this indicator also includes the need for various restructuring measures (the need for equipment, the need for slum clearance, threatening ruin, and substandard housing) along with the deficit related to the demand for additional housing.



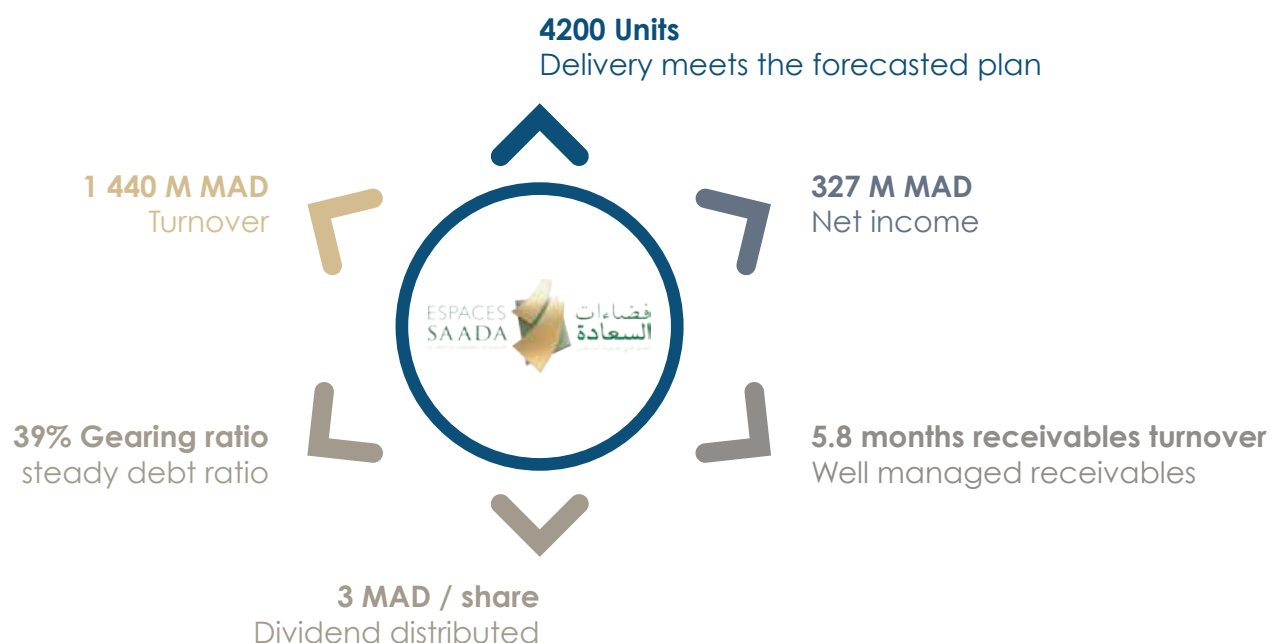
Source : Ministry of National Planning, Urban Planning, Housing, and City Policy.



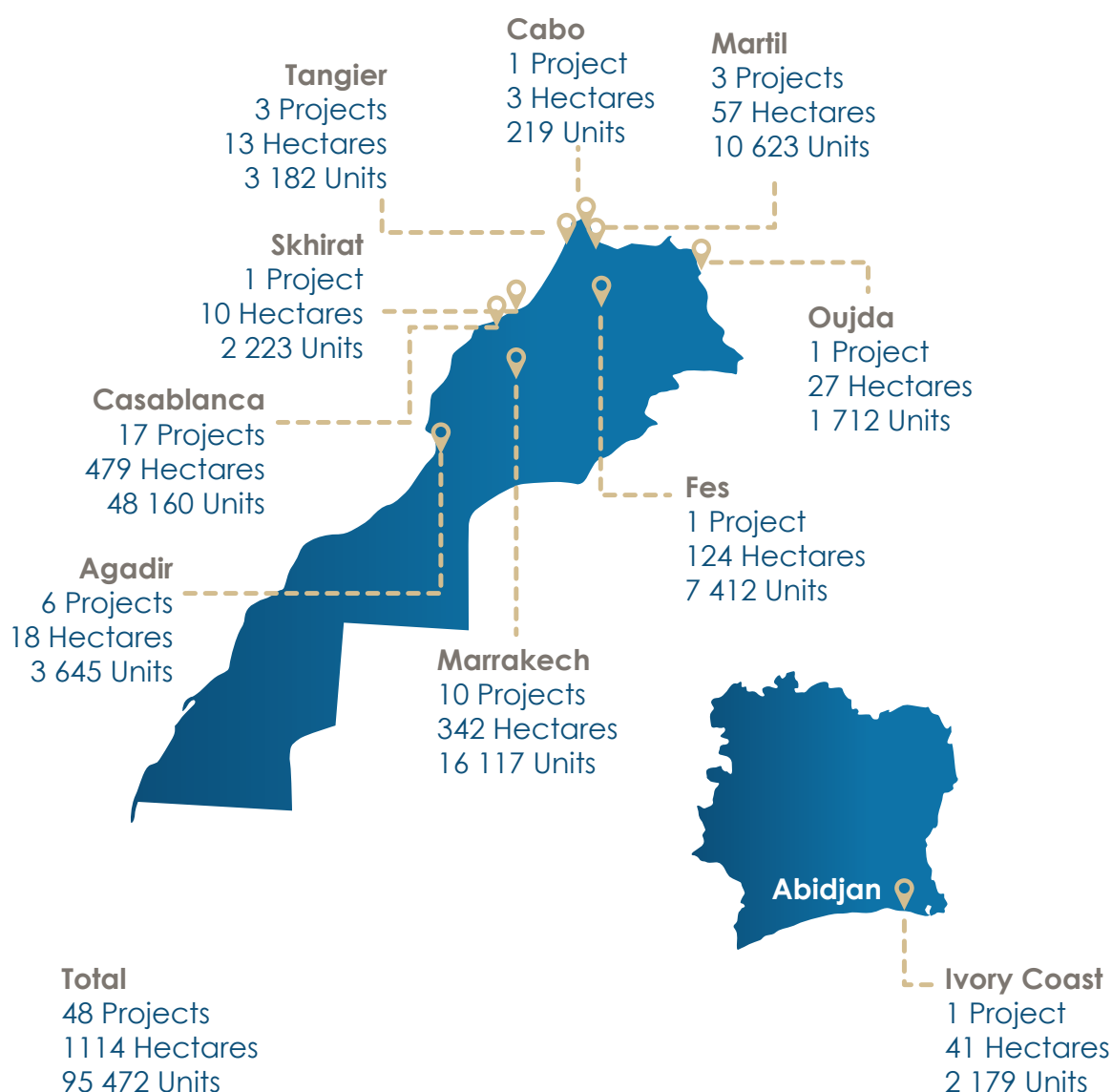
ACTIVITY OF RÉSIDENCES DAR SAADA IN 2018



Résidences Dar Saada's activity in 2018



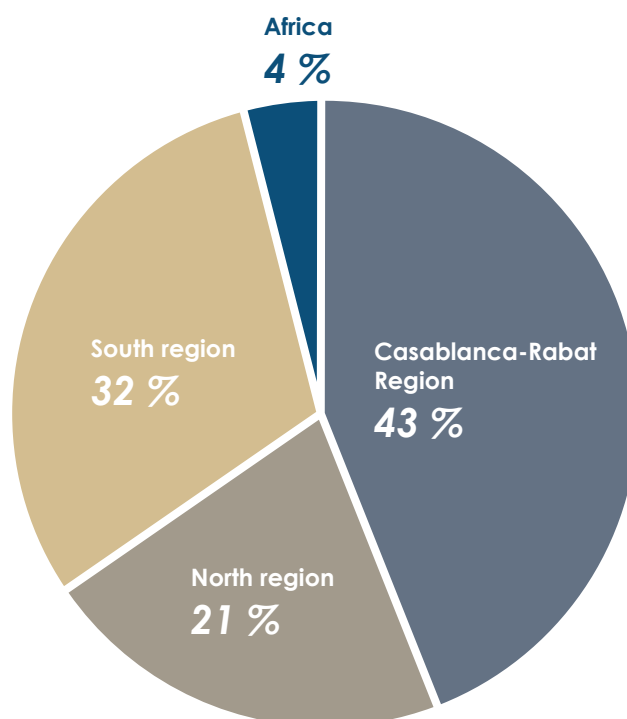
Residences Dar Saada, a major stakeholder in the kingdom



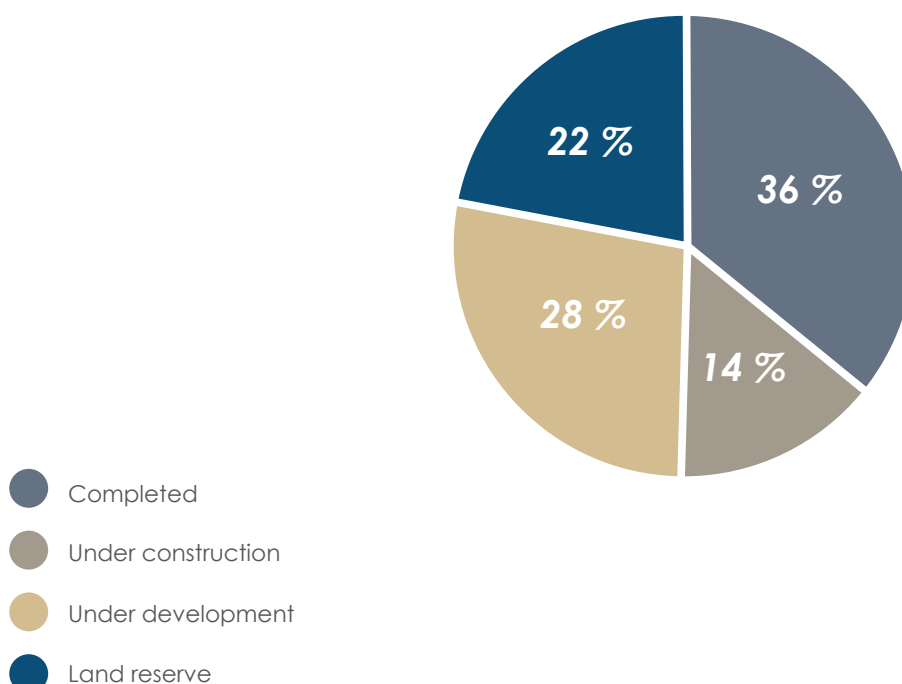
» Land reserve

Résidences Dar Saada consolidated its land reserve during 2018. The company acquired 39.4 ha of land split between Marrakech, Casablanca and Cabo Negro. Therefore, Résidences Dar Saada Group's total land reserve reached 1 114 ha at the end of 2018.

» The land reserve breakdown by region is as follows :



» The distribution of the land reserve by state of progress is as follows:



Presentation of projects

Project	Company leading the project	Surface (in hectares)	Global Offer (in Units)	Marketing start	Delivery due date
Projects realized		401	50.709		
Casablanca		191	23.312		
Mediouna (plots)	RDS SA	11	394	2008	2010
Jnane Nouaceur	RDS SA	19	3.265	2008	2011
Fadaat Rahma	RDS SA	14	1.913	2011	2013
Fadaat Elyassamine	RDS SA	4	799	2012	2014
Manazil Mediouna	RDS SA	5	1.230	2014	2016
Oulad Azzouz **	RDS SA	68	8.024	2012	2014
Jnane El Menzeh (realized tranches)	RDS SA	23	396	2012	2015
Dyar Al Ghofrane 1 (realized tranches)	RDS SA	24	3.568	2013	2016
Panorama 1	RDS SA	14	3.335	2014	2017
Tamaris (realized tranches)	RDS SA	9	388	2016	2018
Fez		74	4.413		
Bouhayrat Saiss (realized tranches)	RDS SA	74	4.413	2012	2013
Marrakech		80	11.079		
Saada I	RDS SA	24	3.647	2003	2006
Saada II	RDS SA	3	794	2006	2009
Tamensourt (Saada III)	RDS SA	18	3.269	2008	2010
Dyar Marrakech	RDS SA	1	653	2010	2013
Targa Garden	RDS SA	21	313	2007	2010
Targa Resort (realized tranches)	RDS SA	11	1.786	2013	2015
Dyar Nakhil (realized tranches)	RDS SA	2	617	2017	2018
Agadir		15	3.339		
Adrar Ilôt 5	RDS SA	2	403	2010	2014
Adrar Ilôt 8	RDS SA	1	724	2010	2012
Adrar Ilôt 9	RDS SA	3	513	2010	2013
Adrar Anza	RDS SA	1	400	2010	2014
Nzaha	RDS SA	8	1.299	2010	2012
Tangier		13	3.182		
Jardins de l'Atlantique (Ilôt 19) (Jnane El Boughaz)	RDS SA	5	1.063	2009	2014
Dyar El Boughaz (Ilôt 20)	RDS SA	4	770	2009	2014
Dyar El Boughaz (Ilôt 14)	RDS SA	4	1.349	2012	2015
Skhirat		6	1.195		
Jawharat Skhirat (realized tranches)	Excellence Immo IV	6	1.195	2013	2015
Martil		16	3.848		
Martil 1	Badalona	10	2.384	2014	2017
Martil 2 (realized tranches)	RDS SA	6	1.464	2016	2018
Oujda		7	341		
Oujda (realized tranches)	Sakan Colodor	7	341	2014	2017
Projects under construction		161	12.255		
Casablanca		76	4.603		
Jnane El Menzeh **	RDS SA	33	562	2012	2015
Dyar Al Ghofrane 1	RDS SA	13	236	2013	2016
Tamaris	RDS SA	12	350	2016	2018
Ben Tachfine	RDS VII	4	815	2017	2019
Panorama 2	RDS SA	14	2.640	2018	2020
Fez		50	2.999		
Bouhayrat Saiss **	RDS SA	50	2.999	2012	2013
Marrakech		6	1.416		
Targa Resort	RDS SA	2	78	2013	2015
Dyar Nakhil	RDS SA	4	1.338	2017	2018
Skhirat		4	1.028		
Jawharat Skhirat	Excellence Immo IV	4	1.028	2013	2015
Oujda		19,5	1.371		
Oujda	Sakan Colodor	20	1.371	2014	2017
Martil		5	838		
Martil 2	RDS SA	5	838	2016	2018
Projects under developement		307	32.508		
Casablanca		202	20.245		
Sania **	RDS V	22	2.251	2022	2024
Arraha **	RDS IV	16	2.402	2022	2024
Laassilate ***	RDS SA	115	5.830	2022	2024
Dyar Al Ghofrane 2	RDS SA	36	6.959	2018	2020
Lomo*	RDS SA	13	2.803	2018	2019
Agadir		3	306		
Adrar Ilôt 8 extension	RDS SA	3	306	2020	2022
Marrakech		21	3.622		
Petit Azzouzia (1)	RDS SA	16	2.700	2018	2020
Marché de gros (2)	RDS SA	3	450	2020	2022
Dyar Hamra	RDS SA	2	472	2019	2020
Martil		37	5.937		
Martil 3	AL Borj Al Ali	37	5.937	2018	2020
Cabo Negro		3	219		
Cabo	RDS SA	3	219	2019	2020
Africa		41	2.179		
Ivory Coast	Saada Côte d'Ivoire	41	2.179	2019	2019
Total Real-Estate Projects		869	95.472		

*8,5 ha is effectively acquired

**some plots of these projects have been securitized in 2017

*** land pledged as collateral for a bond issue in 2017

(1) The project « Azzouzia » has been renamed to « petit Azzouzia »

(2) The project « Petit Azzouzia » has been renamed to « Marché de gros »

■ Commercial performance in 2018

The marketing of projects continues to grow at a sustained pace, reaching approximately 4 100 presold units during the year, half of them are located in the Rabat-Casablanca region (46 %).

Region	Pre-sold units	Distribution
Casablanca-Rabat Region	1.893	46 %
South Region	1.093	27 %
North Region	1.086	27 %
Total	4.072	100 %

The projects marketed in 2018 consist mainly of social housing.

Type of property	Pre-sold units	Distribution
Social	3.504	86 %
Medium standing	381	9 %
Shops and amenities	187	5 %
Total	4.072	100 %



Presold and completed units

Project	Investment Budget	Completed units in (MDH)	Remaining units	Rate of 2018 progress %	Rate of 2018 costs %
Agadir	727	3.339	306		
Nzaha	228	1.299		100%	82%
Adar Ilôt 8	113	724		100%	100%
Adar Ilôt 9	183	513		100%	77%
Adrar Ilôt 5	77	403		100%	100%
Adrar Anza	57	400		100%	98%
Adrar Ilôt 8 extension**	69		306	0%	0%
Casablanca	12.883	23.312	24.848		
Mediouna (plots)	357	394		100%	100%
Jnane Nouaceur	667	3.265		100%	98%
Fadaat Rahma	517	1.913		100%	92%
Oulad Azzouz	1.896	8.024		100%	97%
Fadaat Elyassamine	170	799		100%	97%
Jnane Al Menzeh	853	396	562	41%	92%
Manazil Mediouna	250	1.230		100%	98%
Dyar Al Ghofrane 1	1.040	3.568	236	94%	81%
Panorama 1	641	3.335		100%	85%
Sania **	540		2.251	0%	0%
Arraha **	486		2.402	0%	0%
Laassilate **	1.217		5.830	0%	0%
Tamaris	956	388	350	36%	85%
Ben Tachfine	684		815	11%	18%
Dyar Al Ghofrane 2	1.450		6.959	0%	4%
Panorama 2	561		2.640	0%	78%
Lomo	598		2.803	0%	8%
Fez	1.183	4.413	2.999		
Bouhairat Saiss	1.183	4.413	2.999	60%	66%
Marrakech	3.519	11.079	5.038		
Saada I	490	3.647		100%	100%
Saada II	149	794		100%	100%
Tamensourt (Saada III)	578	3.269		100%	96%
Dyar Marrakech	103	653		100%	100%
Targa Garden	428	313		100%	72%
Targa Resort	352	1.786	78	96%	96%
Petit Azzouzia (1)	528		2.700	0%	37%
Marché de gros (2) **	424		450	0%	0%
Dyar Nakhil	379	617	1.338	24%	94%
Dyar Al Hamra **	88		472		0%
Skhirat	414	1.195	1.028		
Skhirat	414	1.195	1.028	56%	80%
Tangier	720	3.182	0		
Jardins de l'Atlantique (Ilôt 19)	354	1.063		100%	60%
Dyar El Boughaz (Ilôt 20)	133	770		100%	92%
Dyar El Boughaz (Ilôt 14)	233	1.349		100%	83%
Oujda	325	341	1.371		
Oujda	325	341	1.371	20%	53%
Martil	3.071	3.848	6.775		
Martil 1	413	2.384		100%	100%
Martil 2	475	1.464	838	76%	87%
Martil 3	2.183		5.937	0%	50%
Cabo Negro	143	0	219		
Cabo**	143	0	219	0%	0%
Africa	489	0	2.179		
Ivory Coast **	489	0	2.179	0%	0%
Total	23.474	50.709	44.763		

* Presold units / marketed units / ** : Not yet marketed.

(1) The project « Azzouzia » has been renamed to « petit Azzouzia »

(2) The project « Petit Azzouzia » has been renamed to « Marché de gros »

Housing starts and completions in 2018

2 688 units were launched in 2018. Details of the Group housing starts are as follows :

Project	Standing	Units
Oulad Azzouz	Plots	80
Martil 2	Social housing	219
Panorama 2	Social housing	1.151
Tamaris	Medium standard housing	112
Ben Tachfine	Medium standard housing	219
Dyar Nakhil	Social housing	907
		2.688

Completed units during 2018 for each project

The number of completed units during 2018 reaches 4 283 :

Project	Standing	Units
Oulad Azzouz	Plots	100
Panorama 1	Social housing	488
Tamaris	Medium standard housing	388
Martil 1	Social housing	758
Martil 2	Social housing	1.464
Jawharat Skhirate	Social housing	398
Dyar Nakhil	Social housing	617
Oujda	Social housing	70
		4.283

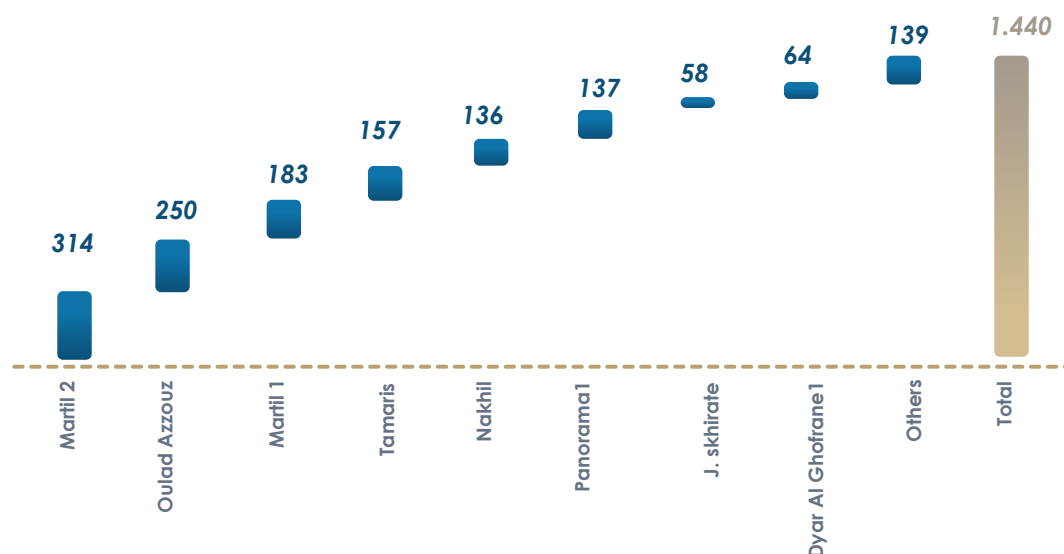
Delivery Section

Résidences Dar Saada achieved a turnover of MAD 1.4 billion for the year 2018, which came mainly from the second half of the year with a 70 % rate, due to the delivery of nearly 4 200 units.

As announced in its strategic plan 2018-2020, Résidences Dar Saada group has successfully conducted the delivery of the first tranche of the medium standard project named Tamaris, which is located in Dar Bouazza. Thereby, the turnover from the medium standard segment stands at 30 %.

The main delivered projects are Martil 1 & 2, Oulad Azzouz, Panorama 1, Tamaris and Dyar Nakhil.

The turnover breakdown is as follows:



Turnover and units delivered by region :

The North Region represents 51 % of the units delivered. The breakdown of turnover by region is as follows:

Region	Turnover	Number of units	% of total delivered units
Casablanca-Rabat Region	700	1.366	33 %
North Region	555	2.140	51 %
South Region	185	673	16 %
Total	1.440	4.179	100 %

Turnover and units delivered by type of housing :

In number of units*	No. of units	Turnover	% of turnover
Social housing	3.572	880	61 %
Medium standing	367	430	30 %
Shops and facilities	240	130	9 %
Total	4.179	1.440	100 %

Funding

The consolidated long and short-term debt, including debt related to finance leases, amounted to MAD 2,6 billion in 2018.

It should be noted that the Résidences Dar Saada Group has fully repaid the MAD 750 million bond loan raised in 2012. Following this repayment, the Group carried out a bare land securitization operation of MAD 600 million and a bond loan operation of MAD 250 million.

The future of the Company : A new strategic vision for 2020

As part of the 2020 development plan, economic housing will continue to represent a significant part of the business. A more diversified product mix and geographical presence are essential to strengthen the Group's activity. The objectives of the company are thus to develop the medium standard segment and launch projects in Africa.

Update on the development of new segments

● Delivery of the first units of our medium standard project

In accordance with its 2018-2020 strategic vision, Résidences Dar Saada Group began to deliver the first units of the Ocean Palm project, located in Dar Bouazza, during the second half of 2018. Turnover from the medium standard segment represents 30 % of total revenue.

In addition to the construction work on the other tranches of our two mid-range real estate projects in Casablanca, Résidences Dar Saada plans to start two new medium standard projects in 2019.

● Start the first project in sub-Saharan Africa

In 2018, Résidences Dar Saada was granted permission to build a real estate project consisting of 2 200 units on a 41 Ha land base in Ivory Coast with the completion of the model apartments. Following the start of work on the first section during the second half of 2018, the contribution to turnover will reach nearly 10 % starting from 2019.

Sound and solid financial fundamentals with a better level of cash flow due to the effective management of debt, the stability of investment and the ongoing policy of rapid debt collection

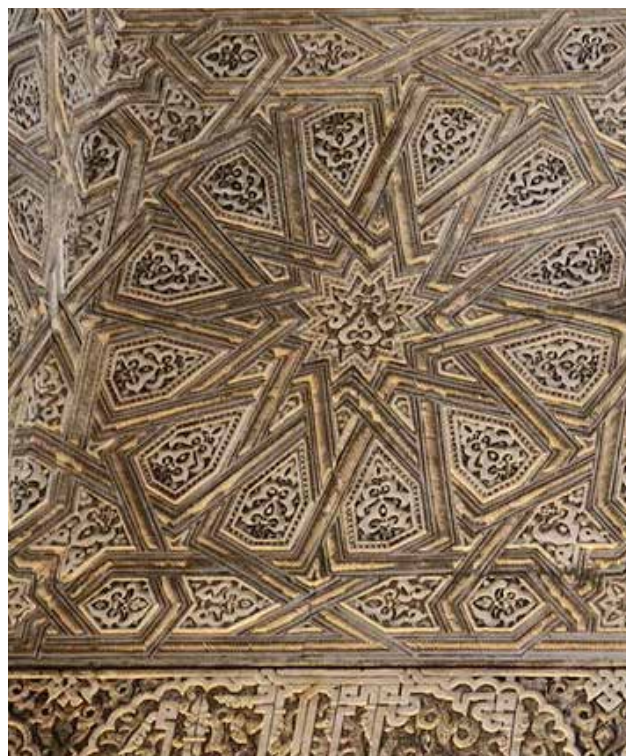
In the same perspective, the Résidences Dar Saada Group reasserts its commitment to achieve its objectives in terms of operational performance and balance sheet ratios as announced in its 2018-2020 strategic vision.

Property : The firm has a high standard land reserve of approximately 1 114.4 hectares. Half of it is located on the Casa-Rabat axis. In 2018, the company acquired 39.4 ha shared between regions of Marrakech, Casablanca and Cabo Negro. The acquisition budgeted plan for 2020 is MAD 450 million, as announced in the 2018-2020 strategic plan, including MAD 300 million incurred in 2018.

Debt : At the end of 2018, net debt amounted to MAD 2.6 billion, i.e. a debt ratio in line with our objectives. Gearing ratio remains under control and stands at 39 %, while taking into account leasing contracts and the securitization transaction for MAD 600 million.

Trade receivables : Controlled as always, accounts receivables amounted to MAD 825 million at the end of 2018, or 5.8 months of annual revenue, in line with our 2018-2020 strategic plan.

Finished products : finished products are maintained at a manageable level, i.e. with 6 932 units at the end of 2018, two-thirds of them have an average age of less than one year. This stock corresponds to 2019-2020 deliveries.



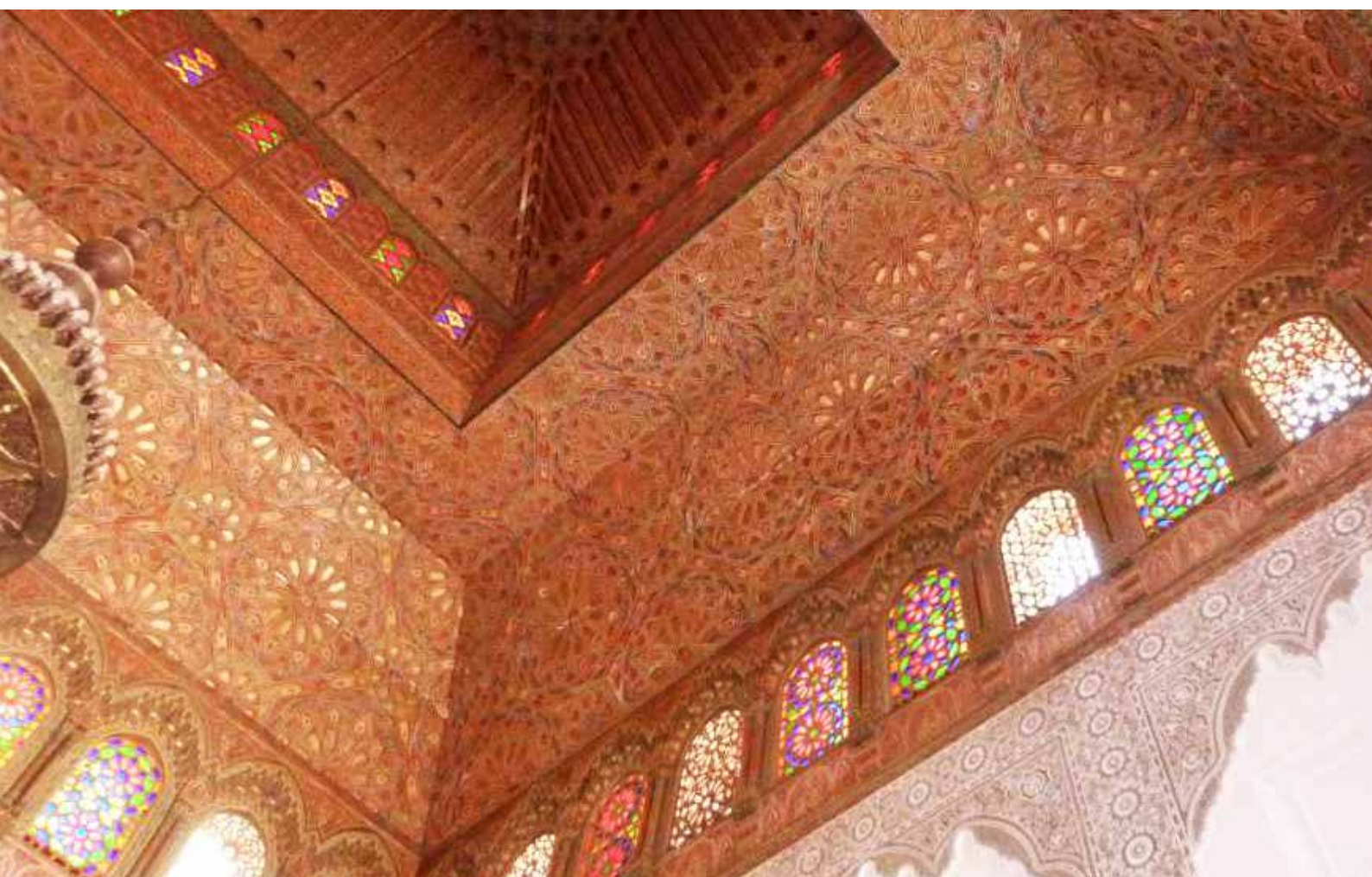
SUBSIDIARIES AND PARTICIPATIONS



The scope of consolidation of Résidences Dar Saada group includes 10 subsidiaries at the end of 2018 and consists of the following :

Scope of consolidation in 2018

Company	Activity	Interests %	Consolidation method
Résidences Dar Saada	Real estate development	100,00%	Global
Excellence Immo IV	Real estate development	99,99%	Global
Sakan Colodor	Real estate development	100,00%	Global
Résidences Dar Saada V	Real estate development	99,88%	Global
Badalona Immo	Real estate development	100,00%	Global
Résidences Dar Saada IV	Real estate development	98,20%	Global
Saada Ivory Coast	Real estate development	100,00%	Global
Saada Gabon	Real estate development	100,00%	Global
Résidences Dar Saada VII	Real estate development	99,99%	Global
Al Borj Al Ali	Real estate development	99,99%	Global
FT Olympe	Mutual Funds Investing in Securitization	100,00%	Global

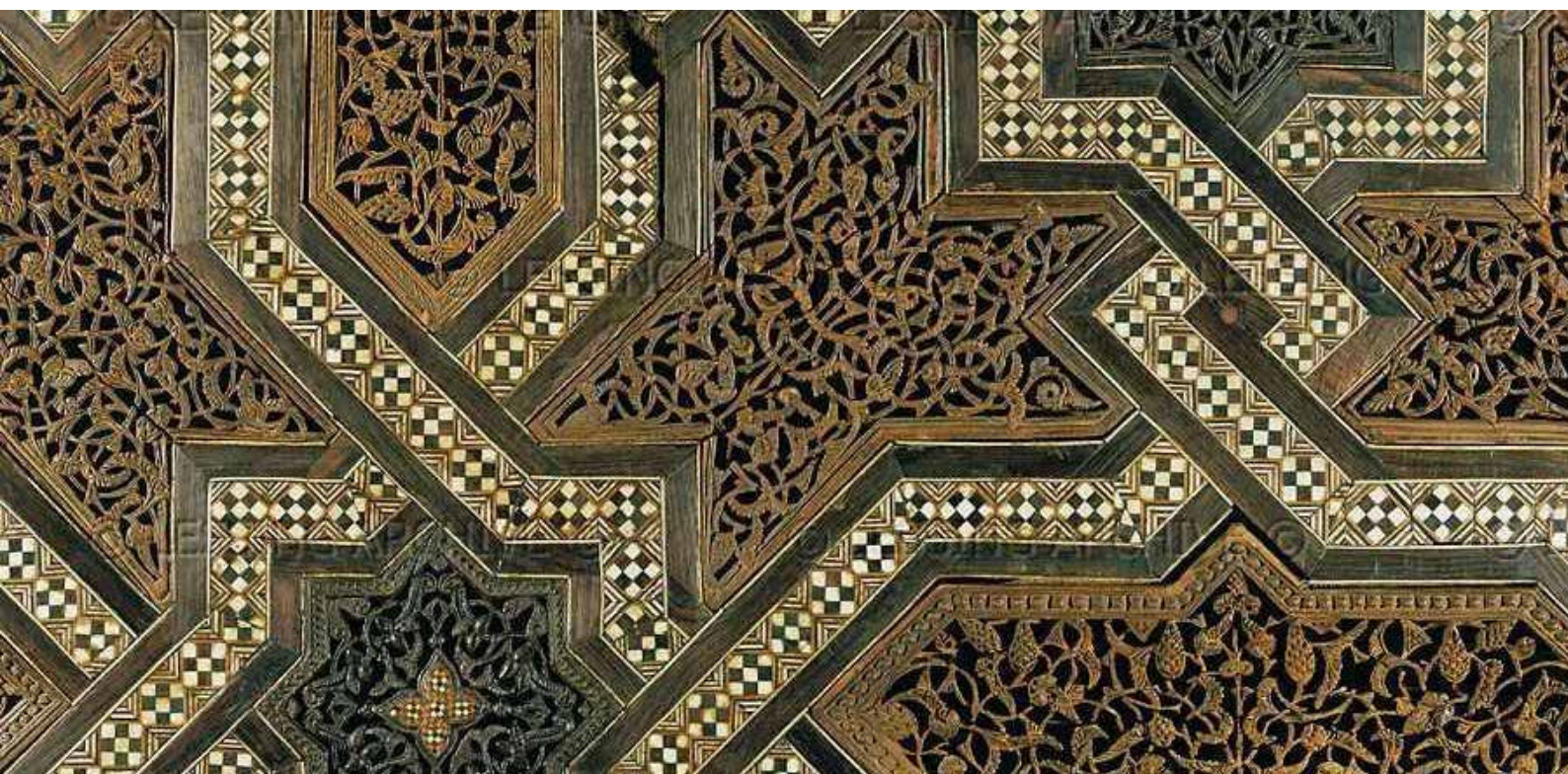


2018 FINANCIAL STATEMENT ANALYSIS



In this section, we present the consolidated and non-consolidated financial statements of 2018.

As a reminder, Résidences Dar Saada Group has opted of publishing its consolidated financial statements following IFRS standards for greater clarity and readability of its performance, starting from 2017.



Comprehensive Income Statement

In thousands MAD

STATEMENT OF COMPREHENSIVE INCOME	2018	2017
Turnover	1.439.980	1.860.100
Other income from operations	(185.770)	(347.677)
REVENUES FROM ORDINARY ACTIVITIES	1.254.210	1.512.423
Purchases used and external charges	(765.082)	(986.549)
Staff costs	(74.023)	(79.563)
Taxes and duties	(29.159)	(64.403)
Other operating income and expenses	8.121	7.606
Net depreciation, amortisation and provisions	(6.358)	(6.459)
EXPENSES FROM ORDINARY ACTIVITIES	(866.501)	(1.129.368)
CURRENT OPERATING INCOME	387.708	383.055
Disposals of assets	18.721	(258)
Restructuring costs		
Disposals of subsidiaries and equity investments		
Negative Goodwill		
Other non-current income & expenses	11.439	(9.799)
OPERATING INCOME	417.869	372.998
Financial result	(37.442)	(36.994)
Share in net income of investments accounted for using the equity method	-	-
PRE-TAX INCOME FROM CONSOLIDATED COMPANIES	380.426	336.004
Corporate taxes	(53.793)	(5.323)
Deferred tax	791	(356)
NET INCOME OF CONSOLIDATED COMPANIES	327.424	330.325
Share in net income/loss of equity affiliates	-	-
NET INCOME FROM CONTINUED OPERATIONS	327.424	330.325
Net result from discontinued operations		-
THE CONSOLIDATED GROUP'S EARNINGS	327.424	330.325
Minority interests	(17)	(34)
NET INCOME GROUP SHARE	327.441	330.359
INCOME OF THE CONSOLIDATED GROUP	327.424	330.325
Other comprehensive income		
Currency translation		
Reassessment of hedging derivatives		
Available-for-sale financial assets' reassessment		
Reassessment of fixed assets		
Actuarial gap on defined benefit plans		
After-Tax comprehensive income share of equity affiliates		
Tax effect		
Total other comprehensive income (after tax)	-	-
OVERALL RESULT	327.424	330.325
attributable to the Group	327.441	330.359
attributable to minority interests	(17)	(34)

Turnover

In KMAD	2018	2017
Résidences Dar Saada	1.199.070	1.823.787
Excellence Immo IV	58.898	7.728
Sakan Colodor	11.892	91
Résidence Dar Saada V		142.425
Badalona Immo	185.147	395.097
Résidence Dar Saada IV		104.933
FT Olympe		354
Saada Cote d'Ivoire		
Résidence Dar Saada VII		
Al Borj Al Ali		
Total	1.455.007	2.474.414
Intragroupe and eliminations	-15.027	-614.314
Total Turnover	1.439.980	1.860.100

Earnings per share

In KMAD	2018	2017
Net income - Group share	327.441	330.359
Number of retained shares	26.208.850	26.208.850
Basic earnings per share	12,49	12,60
Diluted earnings per share	12,49	12,60

Dividends

In KMAD	2018	2017
N° of shares outstanding	26.208.850	26.208.850
Dividends (in MAD)	5,40	3,26
Total dividends	141.528	85.441

FINANCIAL POSITION STATUS

In thousands MAD

Assets	31/12/18	31/12/17
Goodwill	-	-
Intangible Assets	7.964	8.526
Tangible Assets	83.603	96.278
Investment Property	-	-
Long term loan	-	-
Shares in net assets of equity affiliates	-	-
Available-for-sale securities	50	50
Other financial assets	4.677	3.369
Total Financial Assets	4.727	3.419
Deferred tax assets	35.648	35.512
Total Non-Current Assets	131.942	143.736
Inventories and net outstanding	5.075.258	5.027.541
Net account receivables	825.381	753.298
Other third parties	2.067.269	1.898.330
Receivables on disposals of short-term assets		-
Short term debt		-
Cash and cash equivalents	579.801	570.700
Total Current Assets	8.547.709	8.249.870
Non current available-for-sale assets		-
Total Assets	8.679.651	8.393.606

Intangible and tangible assets

In thousands Dirhams	2018	2017
Patent and similar dues	3.262	3.824
Other Intangible assets	4.702	4.702
Intangible Assets	7.964	8.526
Lands	-	-
Constructions	79.573	80.201
Technical installations, equipment and tools	961	849
Transportation equipment	18	177
Furniture and office equipment and other equipment	3.052	3.414
other tangible fixed assetsd	-	-
Constructions in progress	-	11.638
Total Tangible Assets	83.603	96.278
Net Intangible and Tangible assets	91.568	104.805

Stocks

In thousands Dirhams	2018	2017
Land reserve	612.814	545.288
Projects in progress	2.288.436	2.573.955
Finished projects	2.174.009	1.908.298
Total Stocks	5.075.258	5.027.541

Breakdown of accounts receivables by entity

In thousands Dirhams	2018	2017
Résidences Dar Saada	768.376	637.526
Badalona Immo	25.359	77.578
Excellence Immo IV	31.646	38.195
Total	825.381	753.298

Other current receivables

In thousands Dirhams	2018	2017
Suppliers, advances and deposits	107.023	18.413
Staff	93	82
State debtors	630.407	746.686
Other receivables	1.324.297	1.127.154
Accruals and prepayments - assets	5.449	5.996
Total other third parties net assets	2.067.269	1.898.330

In thousands MAD

LIABILITIES	2018	2017
Capital	1.310.443	1.310.443
Issue and merger premiums	1.107.212	1.107.212
Reserves	1.412.691	1.223.891
Reserves related to the change in fair value of financial instruments		-
Reserves related to employee benefits		-
Financial Year Result	327.441	330.359
Currency translation		
EQUITY GROUP SHARE	4.157.786	3.971.905
Minority Reserves	149	151
Minority Outcome	(17)	(34)
Minority shareholders' equity	132	117
EQUITY	4.157.918	3.972.022
Long term Perpetual Subordinated Notes		
Bonds convertible into shares		
Other long-term debt	2.019.632	2.071.105
Indebtedness linked to long-term financing Leases	57.965	62.055
Deferred tax liabilities	9.515	10.170
Provisions for non-current liabilities and charges		-
TOTAL NON-CURRENT LIABILITIES	2.087.113	2.143.330
Suppliers	682.818	680.185
Third parties and corporate tax	613.177	713.029
Provisions for current liabilities and charges	190	288
Short-term financial debts (incl. Finance lease)	889.660	843.816
Banks	248.775	40.936
TOTAL CURRENT LIABILITIES	2.434.620	2.278.254
Liabilities linked to non-current assets available for sale		-
TOTAL Liabilities	8.679.651	8.393.606

Financial debts

In thousands Dirhams	2018			2017
	Short term debts (>1year)	Long term debt (<1year)	Total	
Borrowings from credit institutions	808.118	1.244.932	2.053.050	2.060.304
Miscellaneous loans and financial accounts payable	75.300	774.700	850.000	850.000
Debts on fixed assets under finance leases	6.242	57.965	64.208	66.672
Bank loans and overdrafts, and bank credit balance	248.775	-	248.775	40.936
Total Financial debts	1.138.435	2.077.597	3.216.033	3.017.912

Breakdown of trade payables by entity in thousand dirhams

In thousands Dirhams	2018	2017
Résidences Dar Saada	614.152	587.400
Badalona Immo	29.846	41.416
Excellence Immo IV	16.605	16.627
Sakan Colodor	10.645	18.745
Résidences Dar Saada IV	60	30
Résidences Dar Saada V	118	118
AL BORJ AL AALI	30	30
SAADA COTE D'IVOIRE	5.815	15.107
SAADA GABON	301	204
RDS VII	5.244	507
Totaux	682.818	680.185

Other current liabilities

In thousands Dirhams	2018	2017
Creditor clients, advances and down payments	189.410	320.347
Staff and social organizations	9.407	8.905
State - Creditor	329.624	280.966
Creditor partners	22.274	7.008
Other creditors	36.989	62.709
Accruals and payables - liabilities	25.473	33.093
Total Other Third Parties Net Liabilities	613.177	713.029

SHAREHOLDERS' EQUITY

	Capital	Stock	Foreign Exchange Translation	Result	Minority Reserves	Minority Result	Consolidated Shareholders' Equity	Shareholders equity Group Share
Consolidated account on the 01st January of 2017	1.310.443	2.051.761	0	364.841	150	0	3.727.195	3.727.044
Net change in fair value of financial instruments						0	0	
Total revenue (expenses) recorded directly in shareholders's equity (Foreign exchange translation of foreign subsidiaries)							0	0
2017 Income appropriation		364.841		-364.841	0	0	0	0
Distribution by the consolidated entity		-85.441					-85.441	-85.441
2018 Consolidated result				330.359		-34	330.325	330.359
Perimeter variation		-58			1		-57	-58
Capital increase							0	0
Foreign exchange translation							0	0
Other variations							0	0
Consolidated account on the 31st December of 2017	1.310.443	2.331.103	-	330.359	151	-34	3.972.022	3.971.905
Consolidated accounts on the 01st January 2018	1.310.443	2.331.103	-	330.359	151	-34	3.972.022	3.971.905
Net change in fair value of financial instruments							-	-
Total revenue (expenses) recorded directly in shareholders's equity (Foreign exchange translation of foreign subsidiaries)						0	0	
2018 Income appropriation		330.359		-330.359	-34	34	0	0
Distribution by the consolidated entity		-141.528					-141.528	-141.528
2019 Consolidated result				327.441		-17	327.424	327.441
Perimeter variation		-31			31		0	-31
Capital increase							0	0
Foreign exchange translation							0	0
Other variations							0	0
Consolidated account on the 31st December of 2018	1.310.443	2.519.903	-	327.441	149	-17	4.157.918	4.157.786

CASH-FLOW STATEMENT

In KMAD

	31/12/2018	31/12/2017	Variation
Cash flow from operations			
Net Income from consolidated companies	327.424	330.325	-2.901
Elimination of charges and income with no impact on cash position or not linked to the business	-	-	-
Net Consolidated Depreciation	5.849	6.167	-317
Deferred tax variation	-791	356	-1.147
After-Tax Capital gain or loss on disposals	-18.825	38	-18.863
Other elements with no impact on cash flow			
Cash flow from operations from all subsidiaries	313.657	336.886	-23.229
Received dividends	-	-	-
Change in net working capital	-386.055	-76.044	-310.010
Net Cash Flow from Operating	-72.398	260.841	-333.239
Cash Flow from Investing			
After-Tax Capital assets acquisition	-5.117	-17.209	12.092
After-Tax Capital assets disposals	31.226	42	31.184
Changes in financial fixed assets	-1.308	-1.250	-58
The effect of Perimeter Variation	-	-57	57
Net Cash Flow from Investing	24.801	-18.474	43.275
Cash Flow from Financing			
Dividend distributed	141.528	-85.441	-56.087
Capital Increase	-	-	-
Bond issuance net of repayments	-9.614	166.681	-176.295
Net Cash Flow from Financing	-151.142	81.241	-232.382
Cash Increase (decrease)	-198.739	323.607	-522.346
Opening balance	529.765	206.157	323.607
Closing balance	331.026	529.765	-198.739



NON CONSOLIDATED ACCOUNTS

In MAD

Assets		2018			2017
		Gross	Depreciation and provisions	Net	Net
FIXED ASSETS	NON-VALUE FIXED ASSETS (A)	73.646.059,55	58.566.223,22	15.079.836,33	29.739.048,24
	Preliminary charge	37.888.750,45	37.888.750,45		5.855.710,08
	Expenses to be split	35.757.309,10	20.677.472,77	15.079.836,33	23.883.338,16
	Bond repayment premiums	0,00	0,00	0,00	0,00
	INTANGIBLE ASSETS (B)	12.272.425,71	4.394.437,45	7.877.988,26	8.117.326,17
	Fixed assets in research and development	0,00	0,00	0,00	0,00
	Patents, trademarks, rights and similar securities	7.570.425,71	4.394.437,45	3.175.988,26	3.415.326,17
	Commercial fund	4.702.000,00	0,00	4.702.000,00	4.702.000,00
	Other intangible assets	0,00	0,00	0,00	0,00
	TANGIBLE ASSETS (C)	33.587.572,69	21.817.803,96	11.769.768,73	15.762.585,49
CURRENT ASSETS	Lands	0,00	0,00	0,00	0,00
	Construction	18.943.946,23	11.020.431,83	7.923.514,40	11.466.182,75
	Technical installations, equipment and tools	1.665.619,31	753.186,56	912.432,75	848.856,84
	Transport equipment	242.732,57	225.133,26	17.599,31	33.898,46
	Furniture, office equipment and amenities	12.735.274,58	9.819.052,31	2.916.222,27	3.413.647,44
	Other tangible assets	0,00	0,00	0,00	0,00
	Tangible assets in progress	0,00	0,00	0,00	0,00
	FINANCIAL ASSETS (D)	382.181.808,05	169.606,71	382.012.201,34	379.333.808,05
	Fixed loans	0,00	0,00	0,00	0,00
	Other financial claims	21.221.710,56	0,00	21.221.710,56	21.363.710,56
TREASURY	Equity Securities	360.960.097,49	169.606,71	360.790.490,78	357.970.097,49
	Other fixed assets	0,00	0,00	0,00	0,00
	FOREIGN EXCHANGE DIFFERENCES - ASSETS (E)	0,00		0,00	0,00
	Decrease in fixed receivables	0,00		0,00	0,00
	Increase in financial debts	0,00		0,00	0,00
	TOTAL I (A+B+C+D+E)	501.687.866,00	84.948.071,34	416.739.794,66	432.952.767,95
	STOCKS (F)	3.728.223.642,19	0,00	3.728.223.642,19	3.666.652.995,65
	Goods	0,00	0,00	0,00	0,00
	Materials and supplies, consumables	716.744.539,84		716.744.539,84	632.425.029,22
	Products under production	1.027.866.029,76		1.027.866.029,76	1.292.673.222,15
	Intermediary and residual products	0,00	0,00	0,00	0,00
TREASURY	Finished products	1.983.583.072,59	0,00	1.983.583.072,59	1.741.554.744,28
	TRADING ASSETS RECEIVABLES (G)	3.183.057.220,29	0,00	3.183.057.220,29	2.942.200.014,41
	Suppliers, debtors, advances and down payments	96.518.442,40	0,00	96.518.442,40	14.611.055,81
	Customers and related accounts	768.778.760,80	0,00	768.778.760,80	637.928.385,76
	Staff	92.615,00	0,00	92.615,00	81.785,98
	State	454.408.267,81	0,00	454.408.267,81	573.110.814,41
	Associate accounts	0,00	0,00	0,00	0,00
	Other debtors	1.636.750.210,64	0,00	1.636.750.210,64	1.489.631.605,47
	Accruals and prepayments - Assets	226.508.923,64	0,00	226.508.923,64	226.836.366,98
	INVESTMENT SECURITIES (H)	0,00	0,00	0,00	0,00
TREASURY	CURRENCY TRANSLATION - ASSETS (I)	0,00		0,00	0,00
	TOTAL II (F+G+H+I)	6.911.280.862,48	0,00	6.911.280.862,48	6.608.853.010,06
	TREASURY - ASSETS	388.223.190,87	0,00	388.223.190,87	420.161.355,45
	Checks and cash values	314.764.404,48	0,00	314.764.404,48	230.444.560,14
	Banks, Corporate treasury, and post office check accounts	73.419.876,05	0,00	73.419.876,05	189.571.056,27
	Cash	38.910,34	0,00	38.910,34	145.739,04
	TOTAL III	388.223.190,87	0,00	388.223.190,87	420.161.355,45
	Overall Total I+II+III	7.801.191.919,35	84.948.071,34	7.716.243.848,01	7.461.967.133,46



In MAD

Liabilities		2018	2017
FIXED VALUES	EQUITY		
	Share capital	1.310.442.500,00	1.310.442.500,00
	Unpaid subscribed capital		
	Equity issues, merger, or acquisition	1.139.413.865,28	1.139.413.865,28
	Revaluation Surplus	0,00	0,00
	Legal reserve	116.915.467,95	107.423.560,52
	Other reserves	404.614.776,30	404.614.776,30
	Retained earnings (2)	1.069.377.046,00	1.030.558.594,82
	Net income pending allocation (2)	0,00	0,00
	Net income	266.856.728,76	189.838.148,61
CURRENT LIABILITIES	TOTAL SHAREHOLDERS' EQUITY (A)	4.307.620.384,29	4.182.291.445,53
	CAPITAL AND RESERVES, LOANS AND SIMILAR LIABILITIES(B)	0,00	0,00
	Investment grants	0,00	0,00
	Regulated provisions	0,00	0,00
	FINANCIAL DEBTS (C)	1.978.768.853,60	1.963.079.251,68
	Bond borrowings	250.000.000,00	250.000.000,00
	Other financial debts	1.728.768.853,60	1.713.079.251,68
	LONG-TERM PROVISIONS FOR LIABILITIES AND CHARGES (D)	0,00	0,00
	Risk provisions	0,00	0,00
	Expense provisions	0,00	0,00
	CURRENCY TRANSLATION - equity (E)	0,00	0,00
	Increase in long term receivables	0,00	0,00
	Decrease in financial debts	0,00	0,00
	Total I(A+B+C+D+E)	6.286.389.237,89	6.145.370.697,21
	Current liabilities (F)	1.297.014.998,38	1.275.375.692,40
	Suppliers and Accounts payable	649.254.718,23	615.725.356,95
	Creditor clients, advances and down payments	161.925.978,06	243.566.071,87
	Staff	6.767.487,18	6.085.805,42
	Social Organization	2.597.643,52	2.819.618,69
	State	277.335.018,48	232.902.923,45
	Partner accounts	22.243.769,85	7.113.717,97
	Other creditors	127.079.580,88	112.868.964,06
	Regularization accounts - Liabilities	49.810.802,18	54.293.233,99
	OTHERS PROVISIONS FOR RISKS AND COMMITMENTS (G)	190.000,00	285.000,00
	CURRENCY TRANSLATION - LIABILITIES (H)	0,00	0,00
	Total II (F+G+H)	1.297.204.998,38	1.275.660.692,40
	TREASURY - LIABILITIES	132.649.611,74	40.935.743,85
	Discount credit	0,00	
	Short-term loans	40.000.000,00	40.000.000,00
	Banks (Accounts payable)	92.649.611,74	935.743,85
	TOTAL III	132.649.611,74	40.935.743,85
	Overall Total I+II+III	7.716.243.848,01	7.461.967.133,46



Profit and loss statement

OPERATIONS

Allocated for
period 1On the FY
before 22018
3=2+12017
4

I	OPERATING INCOME				
	Sales of goods	0,00	0,00	0,00	0,00
	Sale of good and services produced	1.199.069.710,84	0,00	1.199.069.710,84	1.823.786.694,48
	Change in stocks of products (1)	-180.112.684,60		-180.112.684,60	-1.090.473.854,53
	Fixed assets manufactured by the company for itself	0,00	0,00	0,00	0,00
	General Operating Expenses	0,00	0,00	0,00	0,00
	Other Operating Revenues	0,00	0,00	0,00	0,00
	Operating write-backs: Transfer of expenses	285.000,00	0,00	285.000,00	242.523.187,51
	Total I	1.019.242.026,24	0,00	1.019.242.026,24	975.836.027,46
II	OPERATING EXPENSES				
	Cost of goods sold	0,00	0,00	0,00	0,00
	Purchases consumed of materials and supplies and works	497.129.901,34	628,53	497.130.529,87	479.428.532,48
	Other external costs	97.021.297,29	1.330.310,32	98.351.607,61	117.350.125,22
	Taxes and duties	27.331.464,82	379.208,12	27.710.672,94	50.447.382,41
	Staff costs	73.384.419,43	0,00	73.384.419,43	79.562.687,81
	Other operating expenses	0,00	0,00	0,00	27.673.219,85
	Operating Provisions	18.459.915,20	0,00	18.459.915,20	20.175.842,88
	Total II	713.326.998,08	1.710.146,97	715.037.145,05	774.637.790,65
III	OPERATING INCOME (I-II)			304.204.881,19	201.198.236,81
IV	FINANCIAL REVENUES				
	Income from equity securities and other investment	0,00	0,00	0,00	0,00
	Exchange Gains	39.977,14	0,00	39.977,14	12.607,67
	Interests and other financial income	20.484.057,66	0,00	20.484.057,66	32.649.358,07
	Financial write-backs: expenses' transfer	102.923.729,11	0,00	102.923.729,11	132.957.796,71
	Total IV	123.447.763,91	0,00	123.447.763,91	165.619.762,45
V	FINANCIAL EXPENSES				
	Interest Expenses	148.757.003,71	0,00	148.757.003,71	164.701.409,45
	Foreign exchange loss	8.678,88	0,00	8.678,88	10.664,85
	Other financial expenses	0,00	0,00	0,00	0,00
	Financial depreciation	169.606,71	0,00	169.606,71	0,00
	Total V	148.935.289,30	0,00	148.935.289,30	164.712.074,30
VI	FINANCIAL INCOME (IV-V)			-25.487.525,39	907.688,15
VI	CURRENT INCOME (III+VI)			278.717.355,80	202.105.924,96
VIII	NON-CURRENT INCOME				
	Income from sales of fixed assets	31.225.583,33	0,00	31.225.583,33	41.666,67
	Balance subsidies	0,00	0,00	0,00	0,00
	Times on capital grants	0,00	0,00	0,00	0,00
	Other long-term income	17.475.477,65	14.389,93	17.489.867,58	458.820,44
	Extraordinary write-backs - expenses transfer	0,00	0,00	0,00	0,00
	Total VIII	48.701.060,98	14.389,93	48.715.450,91	500.487,11
IX	NON-CURRENT EXPENSES				
	Net amortization of assets sold	2.632.843,41	0,00	2.632.843,41	17.630,55
	Granted Subsidies	0,00	0,00	0,00	0,00
	Other non-current expenses	6.182.885,54	0,00	6.182.885,54	8.935.055,91
	Non-current depreciation, amortization and provisions	0,00	0,00	0,00	0,00
	Total IX	8.815.728,95	0,00	8.815.728,95	8.952.686,46
X	NON-CURRENT INCOME (VIII - IX)			39.899.721,96	-8.452.199,35
XI	INCOME BEFORE TAXES (VII+X)			318.617.077,76	193.653.725,61
XII	INCOME TAXES	51.760.349,00	0,00	51.760.349,00	3.815.577,00
XIII	NET INCOME (XI-XII)			266.856.728,76	189.838.148,61
XIV	TOTAL REVENUES .(I+IV+VIII)			1.191.405.241,06	1.141.956.277,02
XV	TOTAL EXPENSES .(II+V+IX+XII)			924.548.512,30	952.118.128,41
XVI	NET INCOME (Total revenues - Total expenses)			266.856.728,76	189.838.148,61





