

evocaBANK

OVERVIEW | 3rd Q 2020

# HISTORY OF THE BANK

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1990 The Bank was established in 1990 as **the first commercial bank in Armenia**, and until 2017 operated under the name of Prometey Bank.

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1993 Was licensed by the CBA and received a general license No 27.

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2000 Became a member of S.W.I.F.T. system.

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2005 Became a full member of ArCa payment system.

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2006 Became an affiliated member of MasterCard Europe.

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2008 For the first time in Armenia the Bank issued its own non-documentary unsecured bonds and sold them to a leading Swiss bank.

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2012 Became a member of UNISStream money transfer system. Global

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Finance magazine selected the Bank as one of the World's Best Sub-Custodian Banks in 2012 and the Best Sub-Custodian Bank of Armenia for two consecutive years.

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2015 Launched its mobile application and the supporting advertising campaign, starring Iveta Mukuchyan (prominent celebrity). Issued a co-branded card as a part of the campaign. Launched a security mobile app on App Store and Play Market.

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2016 The Bank's regulatory charter capital exceeded the minimal required level set by CBA. Legal entity was changed from LLC to CJSC. The Bank's regulatory capital reached AMD 30.5 mln.

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2017 Launched a massive rebranding campaign. The Bank was

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renamed as Evocabank, changed its corporate identity and main strategic focus.

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2018 Global Finance Magazine named Evocabank the Best Digital Bank in Armenia.

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2019 The Bank was named the Best Consumer Digital bank of Armenia for the 3rd year in a row. Introduced the Visa Infinite card.

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2020 The Bank joins European Investment Bank loan program. The bank joins KfW bank loan program. The bank joins World Bank loan program.

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Evocabank's capital has been replenished by AMD 2.05B.

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Evocabank opened 2 new branches.

# REBRANDING AND CHANGE OF CORPORATE IDENTITY

## NEW IDENTITY OF THE BANK IS BASED ON THE IDEAS OF

- Technological innovation
- Growth and progress
- Availability
- Youth
- Courage

Change of the Bank's image is supported by the change in the strategic direction, which is based on technological innovations and focus on being **mobile-first**.

The philosophy of **mobile-first** means that all our new products and services are developed keeping in mind their use by customers primarily via our mobile app **EvocaTOUCH**.

The changes affected all the aspects of the Bank's operations, including office design, internal processes, customer service approach, values and strategic development plans.

FROM OCTOBER  
1, 2017 THE BANK  
WAS RENAMED TO  
EVOCABANK CJSC.

# EVOCABANK

THE NEW NAME OF THE BANK IS SELECTED BY THE  
ASSOCIATION OF THE WORDS **EVOLUTION** AND **EVOKE**.

# THE BANK'S VISION AND MISSION

## VISION

To be the most **innovative and progressive** financial institution in Armenia, with services available online, without visiting the Bank.

## 30 YEARS OF EXPERIENCE

Evocabank is the first registered commercial bank in Armenia with over 30 years of experience in the banking market.

The stability and the reliability of the bank allowed it to constantly meet the increasingly strict regulatory environment and to successfully overcome more than one crisis in the banking market.

Today Evocabank boasts a client service of high international standards, effective and reliable management and strategic focus on the development of new technologies.

## MISSION

To deliver financial services with extensive application of the latest technologies in a fast, simple and convenient way, operating in a **mobile- first** format.



# CORPORATE VALUES OF THE BANK

## HONESTY

We build **honest** relationships with everyone.

## CUSTOMER CONFIDENCE

We place customers at the center of our activities; we **appreciate and take care** of our customers' trust.

## RELIABILITY

We are **stable and reliable** for both our customers and partners.

## COMFORT

We strive to **improve** the life-standards of our customers making them more comfortable.

## INNOVATIVENESS

We are continuously introducing and applying innovations to offer **the best solutions** of the latest technologies to our customers.

## TEAM SPIRIT

We have formed **the best team** to ensure the best services for our customers.

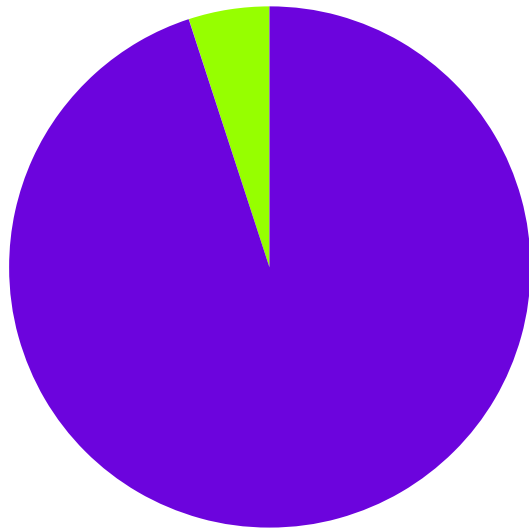
## TRANSPARENCY

We are **open and transparent** to public, at the same time we keep the information on clients banking and trade secrets confidential.

## BUSINESS IMAGE

**Impeccable reputation** is the most valuable and irreplaceable asset for the Bank.

# SHAREHOLDERS AND SUPERVISORY BOARD OF THE BANK



**95.15%**

Prometey City LLC

**4.85%**

16 individual shareholders



**VAZGEN GEVORKYAN, MBA, PHD**

Chairman of Supervisory Board



**GEGHAM GEVORGYAN, DR.SC., NAS FULL MEMBER**

Deputy Chairman of Supervisory Board



**FELIX DILANYAN, PHD**

Member of Supervisory Board



**VARAZDAT NERSISYAN, MBA**

Member of Supervisory Board



**ARMEN MANUKYAN**

Member of Supervisory Board

# MANAGEMENT BOARD OF THE BANK



**KAREN  
YEGHIAZARYAN, MBA**  
Chairman of  
Management Board



**ARMEN HAKOBYAN, PHD**  
First Deputy Chairman  
of Management Board



**TATEVIK KHACHATRYAN,  
MBA, PMP®**  
Deputy Chairman of  
Management Board



**HAYK PETROSYAN**  
Deputy Chairman of  
Management Board



**LILIT GABOYAN, MBA**  
Deputy Chairman of  
Management Board, CFO



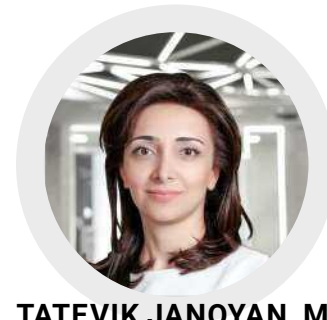
**EMMA JANINYAN, MBA,  
PHD, ACCA**  
Member of Management  
Board, Chief Accountant



**EMIL SIMONYAN, PHD**  
Member of Management  
Board, Head of IT Division



**MHER SAHAKYAN**  
Member of Management  
Board, Head of  
Programming Division



**TATEVIK JANOYAN, MBA**  
Member of Management Board,  
Head of HR Management Division



A portrait of a woman with dark hair, wearing a purple long-sleeved top, looking directly at the camera. Her hands are raised behind her head. The background is white, and a large purple triangle is on the left side of the image.

# IVETA MUKUCHYAN

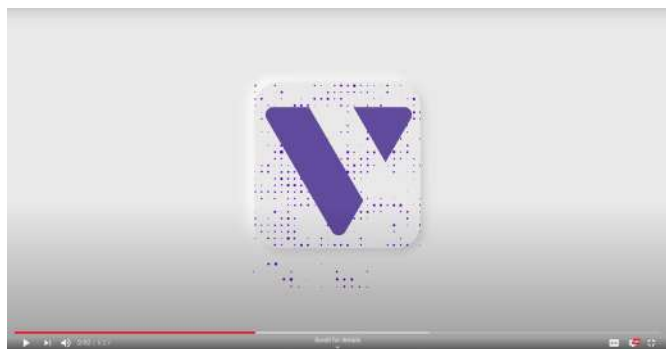
POPULAR SINGER AND PARTICIPANT OF EUROVISION SONG  
CONTEST IN 2016.

BRAND AMBASSADOR OF EVOCABANK.

# THREE YEARS AFTER REBRANDING

New image of the Bank led to significant positive outcomes for the Bank's operations.

It increased the brand recognition and popularity of the Bank among potential clients.



[click here to see the ad](#)

## RAPID GROWTH OF THE NUMBER OF ISSUED CARDS GROWTH IN 3Q 2020

ISSUED CARDS	31/12/2019	31/03/2020	31/06/2020	30/09/2020
Total ArCa, MasterCard and Visa cards issued	122,430	137,877	139,604	145,933

## UNPRECEDENTED GROWTH OF THE NUMBER OF CLIENTS GROWTH IN 3Q 2020

CLIENTS	31/12/2018	31/12/2019	30/09/2020	NUMBER	PERCENT
Legal entities	2,048	2,893	3,482	589	20.4%
Individuals	35,280	58,915	65,042	6,127	10.4%
Total	37,328	61,808	68,524	6,716	10.9%

# MAJOR ADVERTISING CAMPAIGNS

AS A PART OF THE CAMPAIGN EVOCABANK CARRIED OUT SERIES OF EVENTS, UNPRECEDENTED FOR ARMENIA IN TERMS OF SCALE AND IMPLEMENTATION

- September, 2017 - Rebranding announcement event with the draw of a trip to Dubai and attendance of JLo's concert for the customers of the Bank
- May, 2018 - concert of Armenian singer Srbuk, who represented Armenia in Eurovision 2019
- September, 2018 - concert of Armenian singer Iveta Mukuchyan, the brand ambassador of Evocabank
- April, 2019 - "Fly to Eurovision 2019 with Evocabank!" campaign

DUBAI JLo  
EUROVISION  
SONG CONTEST




# EVOCABANK HAS REPLENISHED ITS CAPITAL.



**EVOCABANK'S CAPITAL HAS BEEN  
REPLENISHED BY AMD 2.05 BLN.**



 [click here to see the ad](#)

# NEW BRAND IMAGE CAMPAIGN



**KEY  
STRATEGIC  
DIRECTIONS**

# COMPETITIVE POSITION IN THE BANKING MARKET OF ARMENIA

## COMPETITIVE ADVANTAGES OF THE BANK

- Innovation and technological novelty
- Stability and reliability
- High level of profitability
- High level of capital adequacy

## PERFORMANCE INDICATORS

ACCORDING TO ARMINFO NEWS AGENCY  
EVOCABANK HOLDS THE FOLLOWING  
POSITIONS AS OF SEPTEMBER 30, 2020:

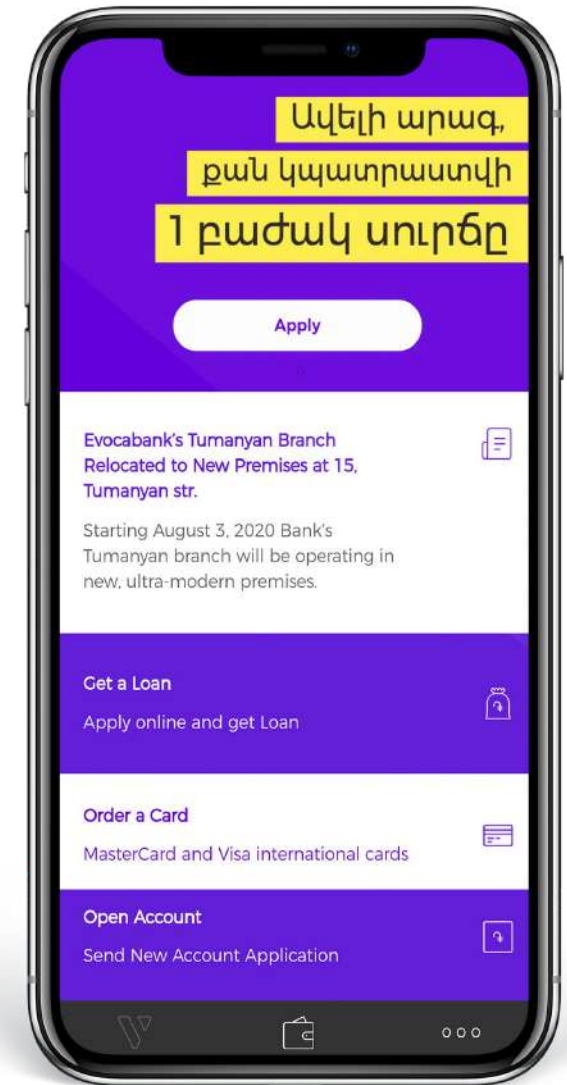
by the size of authorized capital	PLACE	14
by the value of assets	PLACE	13
by client credit portfolio	PLACE	12
by loans to individuals	PLACE	11
by retained earnings	PLACE	10
by client accounts and deposits	PLACE	12

# DIGITAL CHANNELS

**EVOCABANK AIMS TO WORK PRIMARILY THROUGH DIGITAL CHANNELS: ONLINE BANKING AND MOBILE APPS.**

## evocaONLINE

Internet banking system for both individuals and corporate clients. The Bank makes digital security in online channels its top priority.



## EVOCATOUCH

mobile banking application for individuals and corporate clients.



## EVOCATOKEN

mobile application which provides secure access to the main application.



# DIGITAL CHANNELS: INTERNET BANK

**evoca**ONLINE

**MANAGE YOUR BANK ACCOUNT  
REMOTELY WITHOUT VISITING THE  
BANK BY MEANS OF EVOCAONLINE**

## ACCESSING EVOCAONLINE INTERNET BANKING SYSTEM CLIENTS CAN:

check account information, including account balances, statements, loans and repayments, deposits, exchange rates

manage products, for example open deposits and replenish them, make loan repayments

import data from XML files, create document templates

make payments and transfers, such as utility payments, tax payments and budget transfers

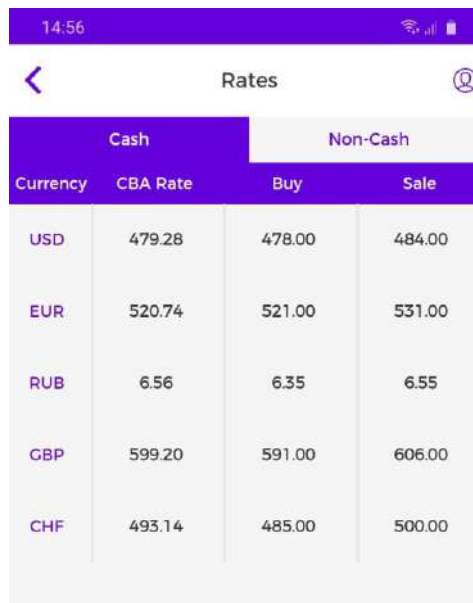
send and receive letters in free format with enclosed files

make foreign currency conversions

# DIGITAL BANKING: EVOCATOUCH

## MOBILE FIRST

EvocaTOUCH mobile app ranks №3 by the number of downloads in Armenian AppStore and Google Play (among all apps).



The screenshot shows the 'Rates' screen of the EvocaTOUCH app. At the top, there is a status bar with the time 14:56 and signal strength indicators. Below the status bar, there is a navigation bar with a back arrow, the title 'Rates', and a share icon. The main content is a table with two tabs: 'Cash' and 'Non-Cash'. The table has four columns: 'Currency', 'CBA Rate', 'Buy', and 'Sale'. The data is as follows:

Currency	Cash		Non-Cash	
	CBA Rate	Buy	Sale	
USD	479.28	478.00	484.00	
EUR	520.74	521.00	531.00	
RUB	6.56	6.35	6.55	
GBP	599.20	591.00	606.00	
CHF	493.14	485.00	500.00	

## NUMBER OF DOWNLOADS:

317,748

total downloads



66,014

total downloads



383,762 total downloads



## BIOMETRIC IDENTIFICATION IN EVOCATOUCH APP

Evocabank will be accessible everywhere owing to artificial intelligence biometric identification system.

## EVOCATOUCH USERS CAN:

### Get information:

about accounts, payment cards, loans, deposits, account statements;

### Make transactions:

transfers: in Armenia and internationally, currency exchange, loan repayment, opening and replenishment of deposits, payment of utility bills, budget payments get a credit card payment of property tax, cancellation of documents;

### Other features:

send and receive letters in a free format with attached files, import data from an XML file, create document templates.

# SOCIAL NETWORKS

## ■ FIRST ON SOCIAL MEDIA



Evocabank actively interacts with its clients via **Facebook** (106,894 subscribers, 1st place).



**Number 1** by the number of followers among banks in Armenia.



Evocabank has the most popular page on **Instagram** among banks in Armenia with 23,100 subscribers.



**Number 1** by the number of followers among banks in Armenia.

# THE FIRST ARMENIAN BANK ON PINTEREST



**Evocabank**

1.3k monthly viewers

**evocabank.am** · Evocabank is a commercial bank. We are fast, innovative and stylish. Purple is our passion. Evocabank is controlled by the Central bank of Armenia.

Contact

Follow



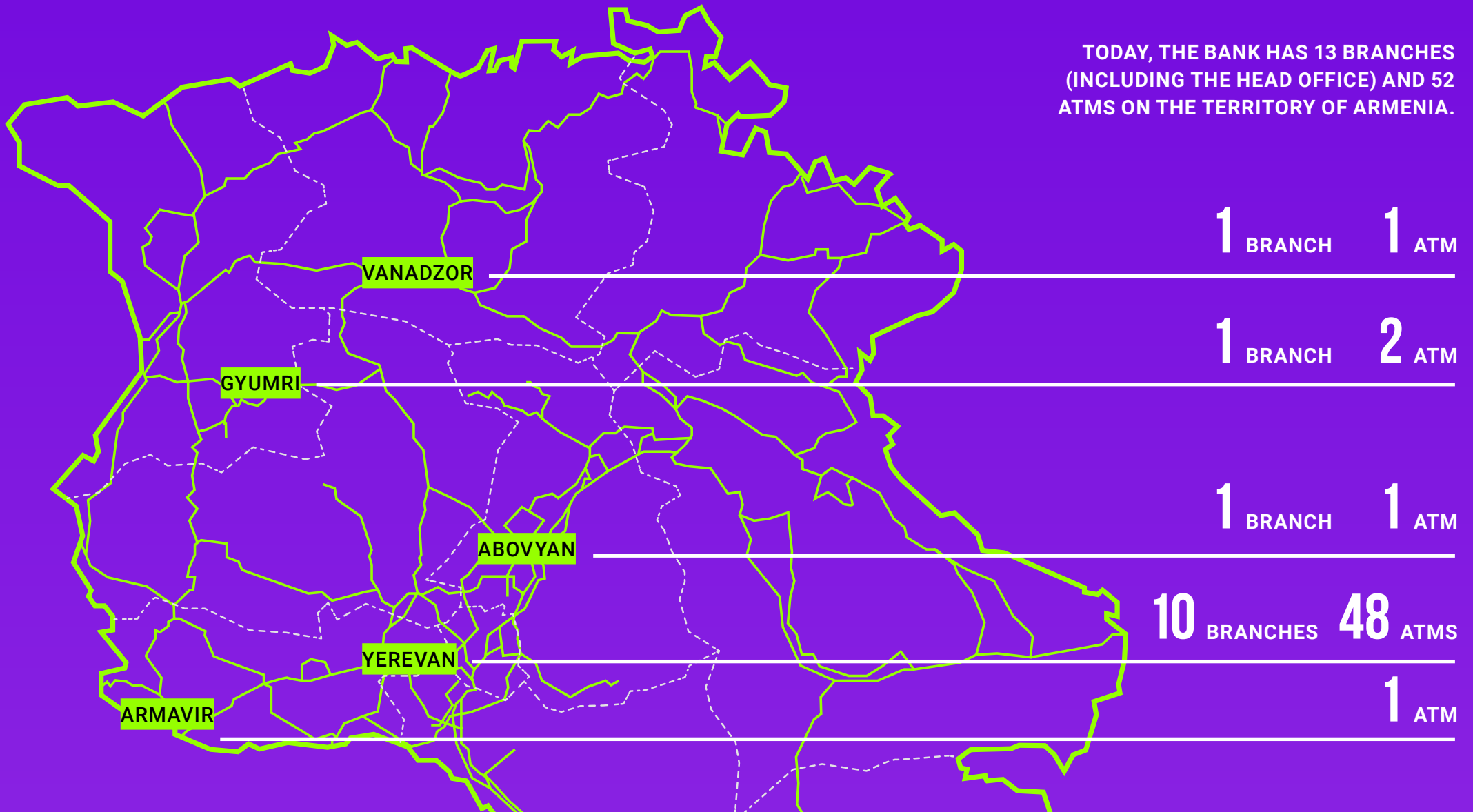
click to visit



# OFFLINE CHANNELS:

## BRANCH AND ATM NETWORK

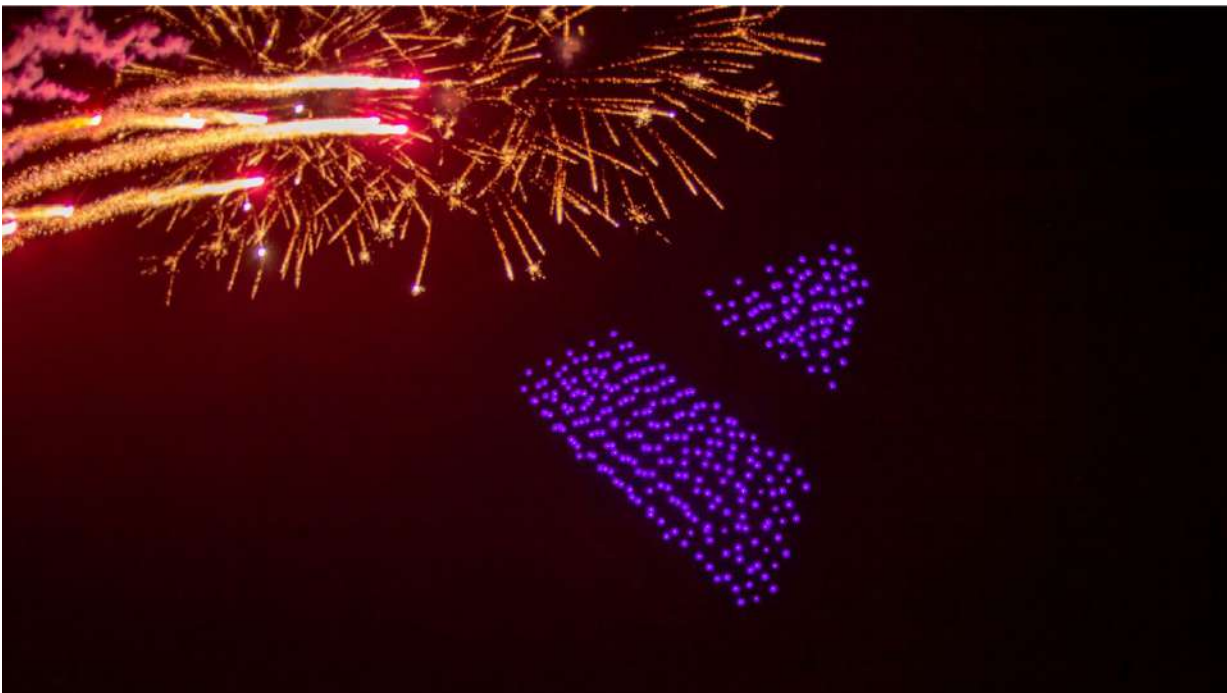
TODAY, THE BANK HAS 13 BRANCHES (INCLUDING THE HEAD OFFICE) AND 52 ATMS ON THE TERRITORY OF ARMENIA.







## NEW TUMANYAN BRANCH



## EVOCABANK 3.0

Evocabank organized the first light drone show in Armenia in celebration of its 3rd anniversary and 30th anniversary of the Bank's incorporation.



[click here to see the light show](#)

The Dibrary will allow the customers to use electronic business resources like: e-Duke Journals Scholarly Collection, ASTM Compass, Edward Elgar Publishing Journals, Mathematical Sciences Publishers Journals, Royal Society Journals Collection, SAGE Premier, etc.







# THE BEST DIGITAL BANK IN ARMENIA 2020

For the second consecutive year Evocabank is announced **The Best Digital Bank in Armenia** by the Global Banking and Finance Review magazine.



# THE BEST DIGITAL BANK IN ARMENIA

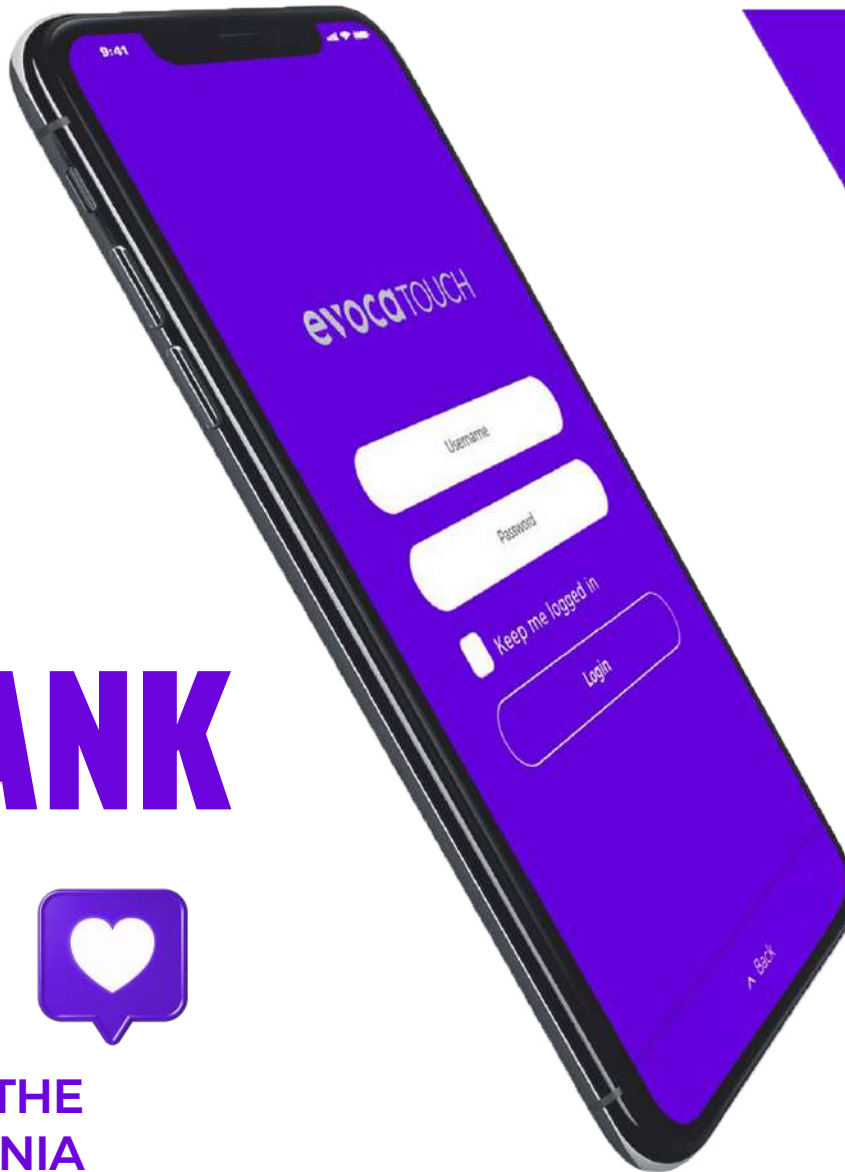


Global Finance international magazine recognized Evocabank as the best retail digital bank in Armenia in 2017, 2018, 2019 and 2020.

# BEST CONSUMER DIGITAL BANK OF ARMENIA

Evocabank is named The Best Consumer Digital Bank in Armenia for the 4th year in a row.

# THE BEST MOBILE BANK



## SME BANKING CLUB NAMES THE BEST MOBILE BANK IN ARMENIA

Evocabank has been listed among top 20 mobile banks in CIS.  
Evocabank is also announced the best mobile bank in Armenia.

A person wearing a full white protective suit, including a hood and a clear face shield, is using a high-pressure water sprayer to clean a wall. The wall is light-colored and features a large, blue, downward-pointing arrow. The scene is illuminated with a strong blue light, creating a dramatic and sterile atmosphere. The person is positioned on the left side of the frame, facing right, and is actively spraying the wall. The sprayer is a black and red device with a long nozzle. The overall image conveys a sense of thorough disinfection and safety protocols.

**EVOCABANK HAS BEEN  
ACTIVELY PARTICIPATING IN  
PROGRAMS TO COMBAT COVID-19**

Evocabank has **donated AMD 10,000,000** to support the efforts of the Ministry of Health of Armenia to prevent the spread and overcome the coronavirus. In line with its corporate social responsibility the Bank keeps supporting the social initiatives of major importance.

The Bank added a new function to its app, enabling the Bank customers and even non-customers to donate funds to treasury account opened by the RA Ministry of Finance to combat the spread of COVID-19 and cope with it.

The Bank has joined the lending programs approved by the RA Government to minimize the economic impacts of COVID-19.

More than 100 Bank employees work from home receiving their full salary.

When entering the Bank **all the visitors should have their temperature taken** with a laser thermometer.

The Bank services its customers in due course while the period from 10AM to 12.00AM. These are the priority hours for senior customers (aged 60 and older). The Bank has joined the lending programs approved by the RA Government to minimize the economic impacts of COVID-19

The Bank employees working in Bank premises have been servicing their customers in special medical masks, transparent protective plastic masks, disposable gloves, equipped with disinfectant substances, and alcohol based hand sanitizers for both employees and customers. At least twice a day the **employees' body temperature is measured with a contactless thermometer.**





# OUR NEW PRODUCTS



Evocabank offers energy efficient loans for individual entrepreneurs and legal entities financed by the KFW. The loan will be provided for purchasing energy efficient equipment and technology, as well as for designing and building relevant infrastructure based on renewable energy sources. The project is implemented jointly with the German-Armenian Fund (GAF).



There is an excellent opportunity to get a loan on favorable terms financed by the European Investment Bank (EIB) program. The Bank will offer loans to SMEs and Mid-caps of Armenia operating in the fields of agriculture, agri-food processing, tourism, export promotion and manufacturing industry. The project is implemented jointly with the german-armenian fund (GAF).



Evocabank offers loans within the framework of the Program of Armenia Renewable Energy and Energy Efficient Fund, which aims to promote investments in energy efficiency area. Loans will be provided to RA non-gasified communities to finance the purchase of photovoltaic systems and solar hot-water heaters.

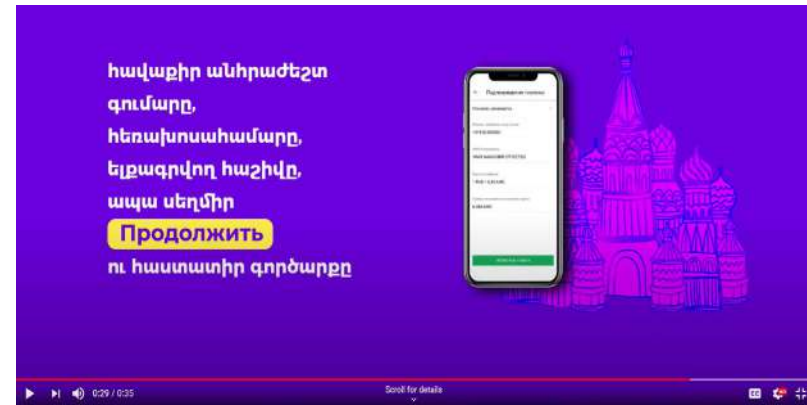
# INNOVATIONS & EVOCABANK



[click here to see the ad](#)

## FIRST CARDLESS CASH WITHDRAWAL IN ARMENIA

From now on, the Bank customers can withdraw money WITHOUT a card through Bank ATMs.



[click here to see the ad](#)

Evocabank is the first and the only bank in Armenia to join the **Russian Sberbank's system of instant money transfers.** Mobile app allows to transfer money by contact data – phone number - from Russia to Armenia directly to Evocabank cards.



## EVOCABOT – FIRST ARMENIAN PAYMENT BOT IN BANKING BY EVOCABANK

As the first and only mobile-first bank in Armenia, Evocabank launches its first functional banking bot service - Evocabot - to provide information and perform transactions.



### EVOCA-COLOURED PHOTO SHOOT

Evocabank presented its unique project: Evoca-style photo shoot.



[click here to see the backstage](#)



### HOT SUMMER AND NEW EVOJIS FROM EVOCABANK!

Evocabank offers its most trendy and desired emojis – summer line of evojis.



### EVOCABANK ONLINE POINT-OF-SALE LOANS AT CROSSROAD.COM ONLINE STORE.

From now on you can shop online at Crossroad.com using installment payment plan, interest rate -0%, no prepayment is required, payment should be made in installments, during 2 years.



### CONTACTLESS CASH WITHDRAWAL USING NFC

Using NFC, perform contactless cash withdrawal from Evocabank ATMs.



**PRODUCTS FOR  
INDIVIDUALS**



# CARDS



**MASTERCARD STANDART**



**ARCA-MIR**



**MASTERCARD GOLD**



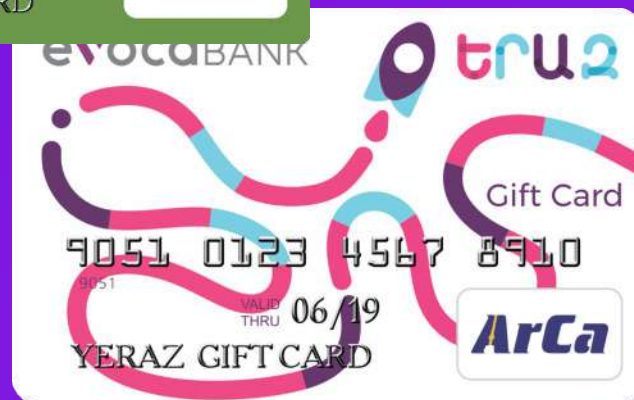
**ARCA TOUCH**



## COBRANDED CARDS WITH RETAIL GROUP



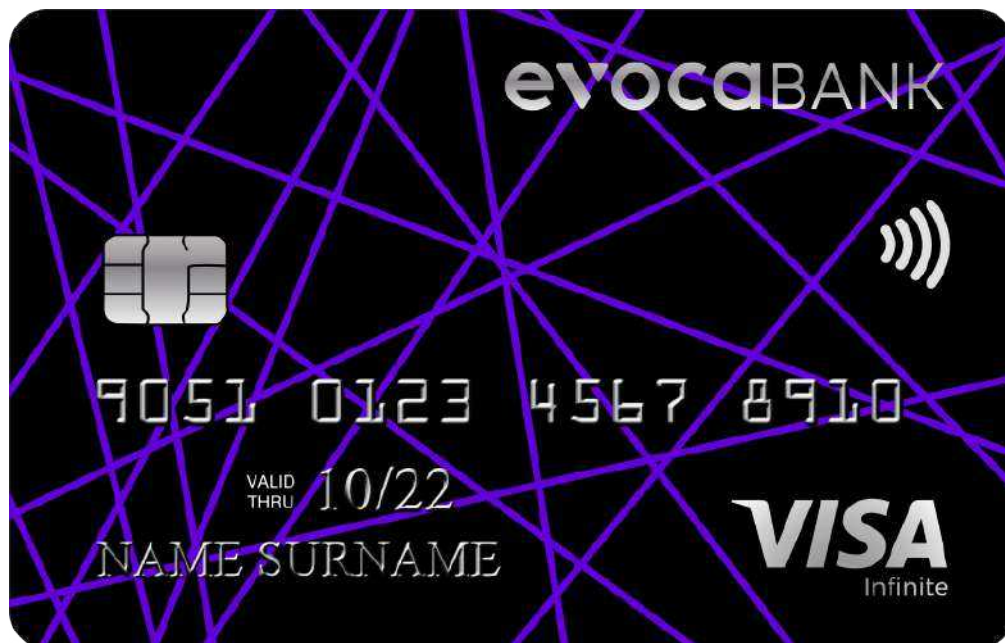
## COBRANDED CARDS WITH DALMA SHOPPING MALL



## COBRANDED CARDS WITH YERAZ STORE

# VISA INFINITE CARD

VISA: EVERYWHERE YOU WANT TO BE



EVOCA VISA INFINITE IS THE HIGHEST TIER OF VISA-BRANDED CARDS:

- Premium service
- Unique approach
- Exclusive benefits worldwide.

## ADVANTAGES

INTERNATIONAL MEDICAL ASSISTANCE  
TRAVEL INSURANCE  
WORLD OF PRIVILEGES  
PURCHASE SECURITY  
SPEEDPASS  
LOUNGE KEY  
CONCIERGE SERVICE  
SAFE DEPOSIT BOXES

# ACCOUNTS AND TRANSFERS



A WIDE RANGE OF ACCOUNT  
OPTIONS ARE AVAILABLE TO  
CLIENTS OF EVOCABANK.

## **Current accounts**

In AMD and foreign currency,  
available to residents and  
non-residents of Armenia.

## **Unallocated metal accounts**

Accounts tied to gold prices  
in the international market.

## **Special state support accounts**

For state welfare payments.

## **Money transfers**

Transfers within Armenia and  
to other countries, available  
with opening and without  
opening an account.

## **Transfer payment systems**

Money transfers without opening  
an account with the following  
systems: the RIA, BEST, Converse  
TRANSFER, INTELEXPRESS,  
UNISStream, MoneyGram.

# LOAN AND CARD PRODUCTS FOR INDIVIDUALS

## Shopping card

credit card for shopping at Armenian shops and abroad

## SingleTOUCH

online-credit 24/7 without paperwork and loss of time

## Unsecured personal loans

Loans for any purpose

## Mortgage loans

Residential and commercial mortgages  
Mortgage special programs (NMC, housing for young families)

## Consumer loans

Profitable with a reduced rate  
Consumer loans for purchase of goods

## Car loans

Loans to purchase cars both new and used

## Credit card

Credit cards  
Loans on Mastercard E-commerce



prepared an option of applying for student loans online – through EvocaTOUCH app.

## Student loan

Student loans for tuition pay

## Other loans

Loans under guarantee  
Pawn loans, Overdraft

# SINGLETOUCH AND SHOPPING CARD

## ONLINE LOANS PROVIDED

01/01/20-30/09/20

Number of online loans provided

**16,795**

Online loan amount, mln AMD

**10,510**



[click here to see the ad](#)

## FAST ONLINE LOAN VIA SINGLETOUCH

The maximum loan amount is increased to AMD 5 mln or USD 10,000. Loan application is approved in a few seconds, automatically without human interference. The amount is transferred to Evoca Touch card.



# DEPOSITS AND INVESTMENT PRODUCTS



EVOCABANK OFFERS BOTH CLASSIC DEPOSITS AND INVESTMENT PRODUCTS.

## **Classical Deposit**

Providing a stable high yield.

## **Evoca Online Deposit**

Place Evoca Online deposit remotely through our remote service systems.

## **Children's Deposit**

Opened in the name of the child until he/she reaches the age of maturity.

## **Investment service**

Brokerage (dealer) and Depository services (including intermediary services in provision of Depository services by the Central securities Depository of Armenia) on the territory of the Republic of Armenia, in the Russian and world securities markets.

## **Personal Safe Boxes**

Fireproof individual safe deposit boxes - for valuables.

A 3x3 grid of nine blue spheres is positioned on the left side of the image. The spheres are rendered with a slight gradient and soft shadows, giving them a three-dimensional appearance. The background is a solid, vibrant blue.

# **PRODUCTS FOR CORPORATE CLIENTS**



# PRODUCTS FOR LEGAL ENTITIES

EVOCABANK PROVIDES A FULL RANGE OF SERVICES FOR LEGAL ENTITIES.

## Business Loans

Commercial loans for financing various business sectors

## Classical Deposit

Classical deposit with stable high yield

## Online Deposit

Place Evoca Online deposit remotely through our remote service systems.

## Accounts

Accounts for legal entities and individual entrepreneurs in AMD and foreign currency

## International Trade Services

Letters of credit Documentary Collection Guarantee

## Money transfers

Transfers on the territory of the Republic of Armenia and abroad in AMD and foreign currency

## Investment services

Broker (dealer) and depository services on the territory of the Republic of Armenia, in the Russian and global securities markets

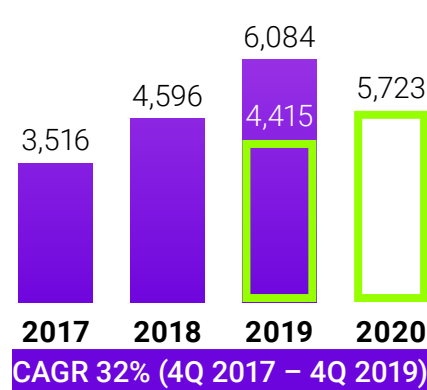
# FINANCIAL INDICATORS



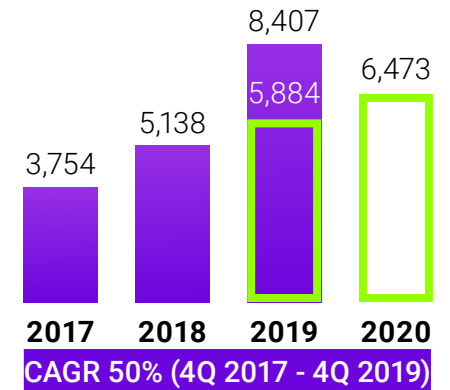
# INCOME STATEMENT INDICATORS

IN 2017-2020 EVOCABANK DEMONSTRATED STABLE GROWTH OF INCOME INDICATORS

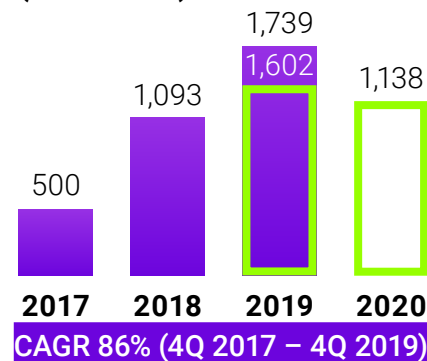
NET INTEREST AND RELATED INCOME (MLN. AMD)



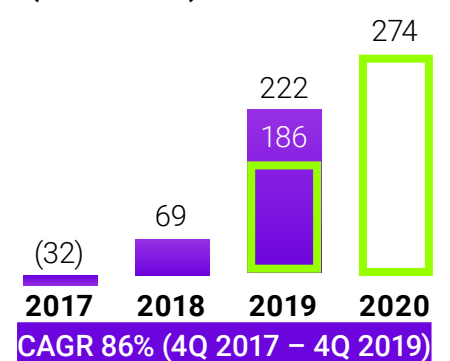
OPERATING INCOME (MLN. AMD)



NET INCOME (MLN. AMD)



NET COMMISSION INCOME (MLN. AMD)

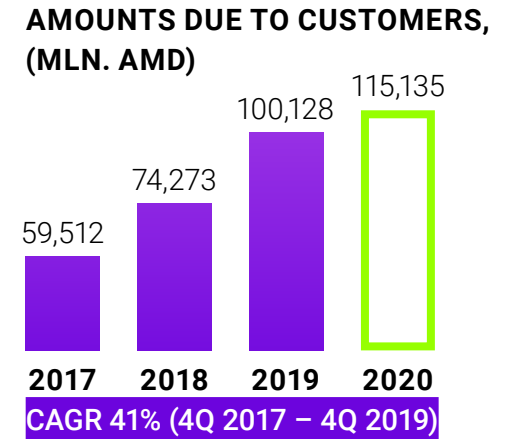
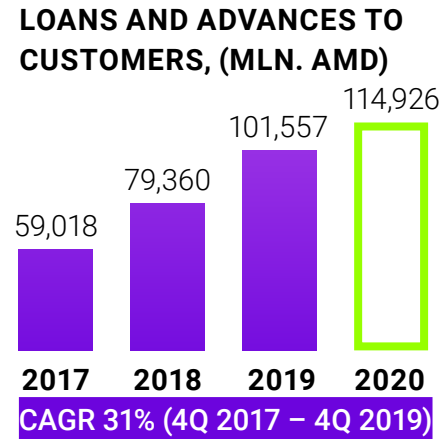
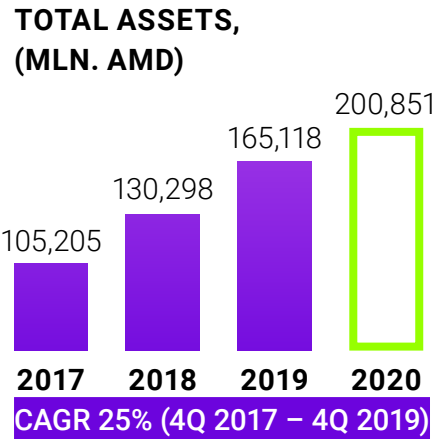


■ ANNUAL

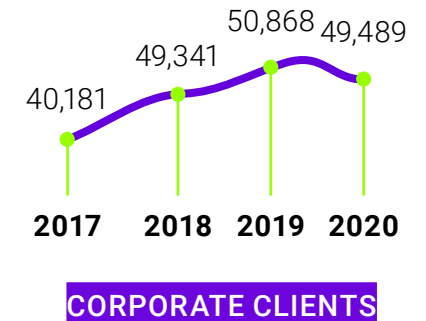
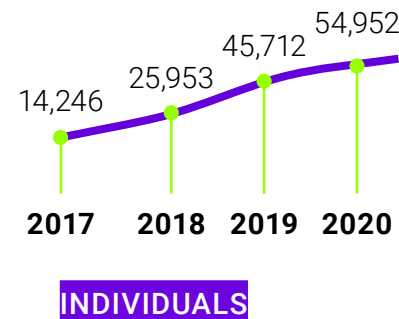
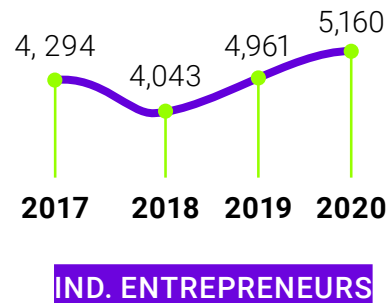
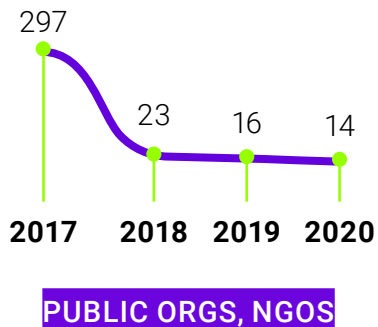
□ 3Q

# BALANCE-SHEET INDICATORS

IN 2017-2020 EVOCABANK DEMONSTRATED STABLE GROWTH IN ALL BALANCE SHEET INDICATORS

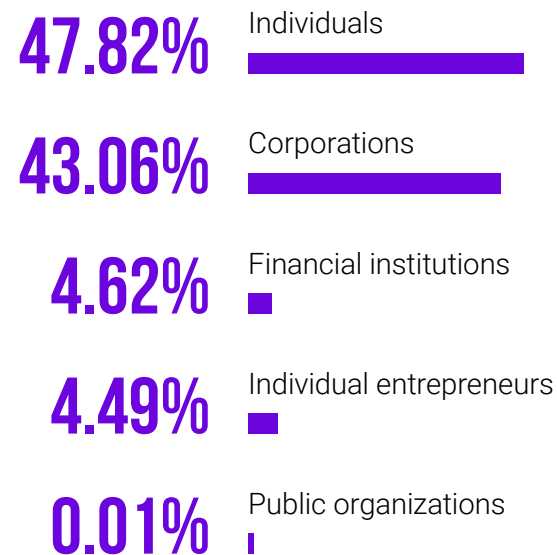


STRUCTURE OF THE LOAN PORTFOLIO 2017- 2020, MLN. AMD (WITHOUT INTERBANK LENDING)



# CREDIT PORTFOLIO OF THE BANK

## LOAN PORTFOLIO STRUCTURE BY TYPES OF CREDITORS, 30.09.2020



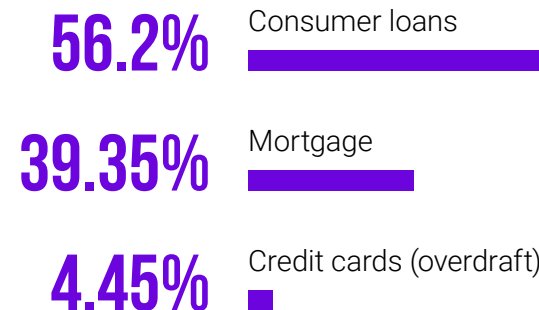
- Credit Portfolio is almost equally split between legal entities and individuals.

- Retail loans account for 47.82% of the total loan portfolio of the Bank.



# CREDIT PORTFOLIO OF THE BANK: LOANS TO INDIVIDUALS

## RETAIL LOAN PORTFOLIO STRUCTURE BY PRODUCT, 30.09.2020



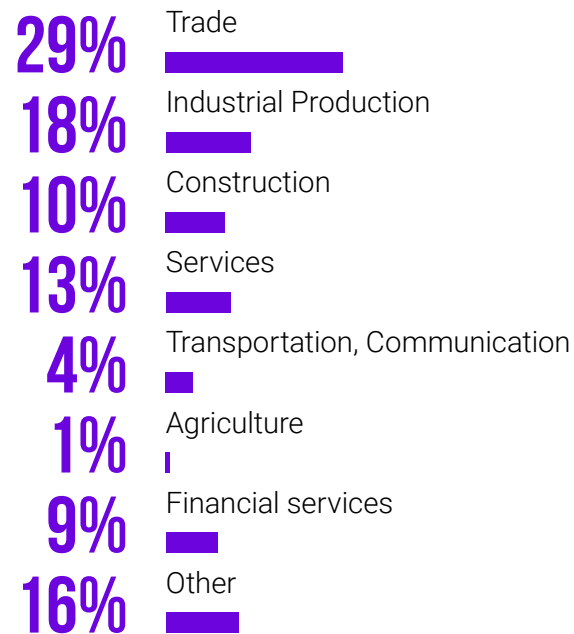
- Consumer loans (which include car loans and other consumer loans, and exclude mortgages, cards and reverse repo agreements) make up 56.2% of the portfolio of retail loans.

- The most demanded product in 2019-2020 is mortgage with 39.35% of the portfolio).

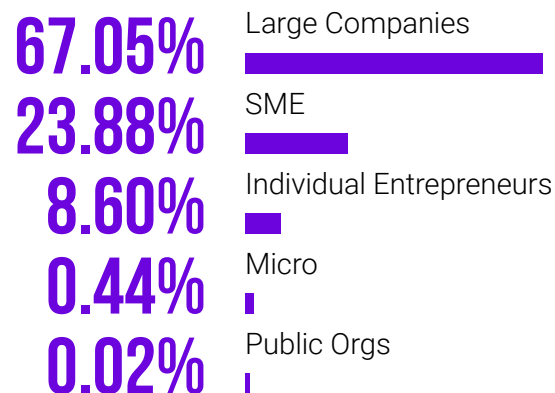
- Due to its focus on consumer lending, including through online channels, consumer loans maintain above 56.2% share of the portfolio throughout the year.

# CREDIT PORTFOLIO: CORPORATE CLIENTS

## CORPORATE LOAN PORTFOLIO STRUCTURE BY INDUSTRY, 30.09.2020



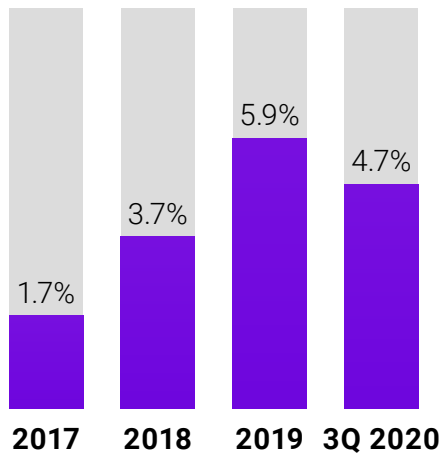
## CORPORATE LOAN PORTFOLIO STRUCTURE BY COMPANY SIZE, 30.09.2020



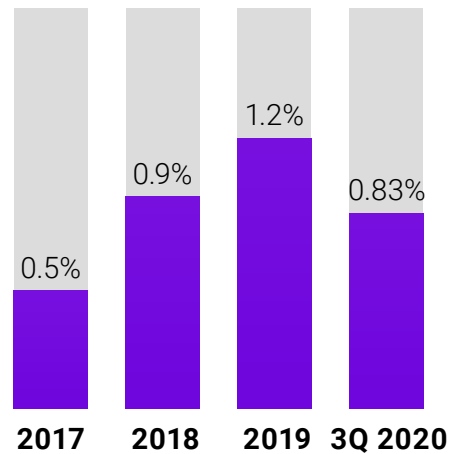
- Corporate loans are dominated by loans to Trade (29%) and Industrial (18%) companies.

- Loans to large enterprises account for more than half of the portfolio (67%), however Bank also actively lends to small and medium-sized enterprises and individual entrepreneurs.

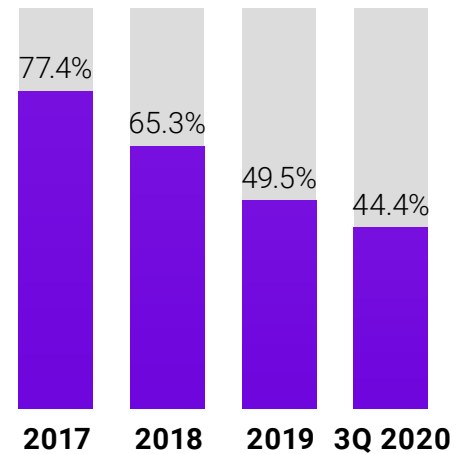
# OPERATIONAL PERFORMANCE OF THE BANK



ROAE



ROAA



COST TO INCOME

Evocabank demonstrated growth in return on equity in 2017-2020.

At the same time operational efficiency of the Bank (C/I) has improved and reached the level of 44.4% in 3Q 2020.

# **IMPLEMENTATION OF OBLIGATORY STANDARDS OF THE CENTRAL BANK**

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**EVOCABANK HAS RELIABLE FINANCIAL  
PERFORMANCE AND HIGH LEVEL OF  
CAPITALIZATION ALLOWING IT TO  
CONFORM TO ALL REQUIREMENTS OF  
THE CENTRAL BANK OF ARMENIA**

Indicator	The admissible size of the standard established by the Central Bank of RA	Actual values					
		2015	2016	2017	2018	2019	3Q 2020
Minimal amount of the Bank's charter capital	<b>50,000</b>	<b>14,400,000</b>	<b>17,950,000</b>	<b>17,950,000</b>	<b>17,950,000</b>	<b>17,950,000</b>	<b>20,000,000</b>
Minimum amount of total (private) capital	<b>30,000,000</b> <small>(since 01.01.2017)</small>	<b>23,065,971</b>	<b>32,712,307</b>	<b>33,607,165</b>	<b>33,211,112</b>	<b>33,672,562</b>	<b>37,588,000</b>
N 1 Minimal ratio of total capital to risk weighted assets	<b>12 %</b>	<b>34.82 %</b>	<b>39.41 %</b>	<b>30.82 %</b>	<b>27.02 %</b>	<b>20.98 %</b>	<b>20.07 %</b>
N 2 Minimal ratio of highly liquid assets to total assets	<b>15 %</b>	<b>28.60 %</b>	<b>32.41 %</b>	<b>29.25 %</b>	<b>22.93 %</b>	<b>21.85 %</b>	<b>23.97 %</b>
N 2 Minimal ratio of the Bank's highly liquid assets to the callable liabilities	<b>60 %</b>	<b>173.34 %</b>	<b>196.00 %</b>	<b>183.19 %</b>	<b>139.67 %</b>	<b>142.64 %</b>	<b>146.05 %</b>
N 3 Maximal ratio of one borrower's risk	<b>20 %</b>	<b>13.73 %</b>	<b>17.41 %</b>	<b>17.47 %</b>	<b>14.84 %</b>	<b>16.32 %</b>	<b>13.60 %</b>
N 3 Maximal ratio of all major borrowers' risk	<b>500 %</b>	<b>46.38 %</b>	<b>58.17 %</b>	<b>71.64 %</b>	<b>75.67 %</b>	<b>69.83 %</b>	<b>62.20 %</b>
N 4 Maximal ratio of one borrower's risk affiliated with the Bank	<b>5 %</b>	<b>4.16 %</b>	<b>0.31 %</b>	<b>0.45 %</b>	<b>0.45 %</b>	<b>0.79 %</b>	<b>0.76 %</b>
N 4 Maximal ratio of all major borrowers' risk affiliated with the Bank	<b>20 %</b>	<b>7.69 %</b>	<b>2.10 %</b>	<b>2.67 %</b>	<b>2.90 %</b>	<b>3.70 %</b>	<b>3.36 %</b>
Maximum ratio of the currency position to the Bank's total capital	<b>10 %</b>	<b>0.50 %</b>	<b>0.12 %</b>	<b>0.44 %</b>	<b>4.47 %</b>	<b>4.70 %</b>	<b>4.21 %</b>



# TOWARDS THE NEW REALITY

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