

evocaBANK

INVESTOR PRESENTATION

OVERVIEW | 4th Q 2020

HISTORY OF THE BANK

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

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

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

2005 Became a full member of ArCa payment system.

2006 Became an affiliated member of MasterCard Europe.

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

2012 Became a member of UNISStream money transfer system. Global

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.

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.

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.

2017 Launched a massive rebranding campaign. The Bank was

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

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

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

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

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

Evocabank opened 3 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.

31 YEARS OF EXPERIENCE

Evocabank is the first registered commercial bank in Armenia with over 31 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.

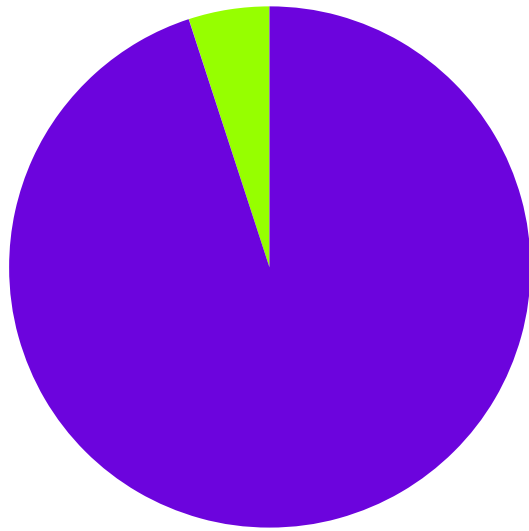
TRANSPARENCY

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%

Mrs. Mareta Gevorkyan

4.85%

15 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



IVETA MUKUCHYAN

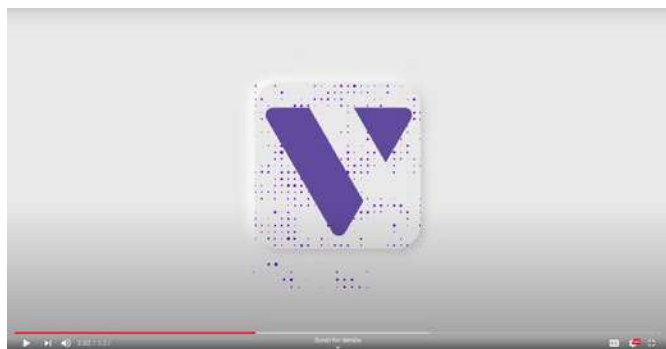
POPULAR SINGER AND PARTICIPANT OF EUROVISION SONG
CONTEST IN 2016.

BRAND AMBASSADOR OF EVOCABANK.

FOUR 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 4Q 2020

ISSUED CARDS	31/12/2018	31/12/2019	31/12/2020	GROWTH IN PERCENTAGE
Total ArCa, MasterCard and Visa cards issued	65,481	122,430	152,486	24.6%

UNPRECEDENTED GROWTH OF THE NUMBER OF CLIENTS GROWTH IN 4Q 2020

CLIENTS	31/12/2018	31/12/2019	31/12/2020	GROWTH IN PERCENTAGE
Legal entities	2,048	2,893	3,843	32.8%
Individuals	35,280	58,915	63,188	7.3%
Total	37,328	61,808	67,031	8.5%

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
- September, 2020 - Evocabank organized the first light drone show in Armenia in celebration of its 3rd anniversary and 30th anniversary of the Bank's incorporation.


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

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.



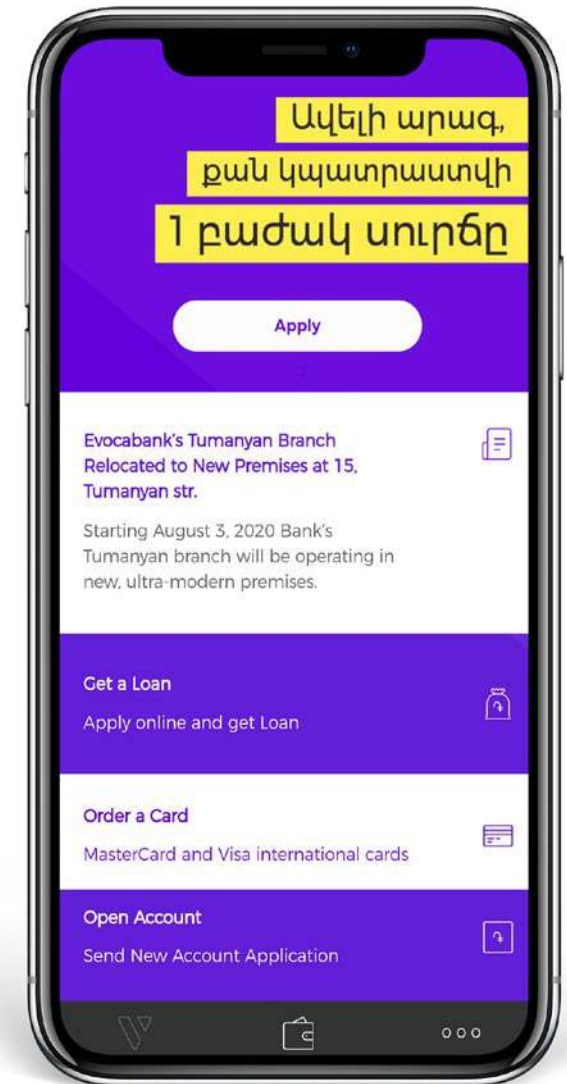
EVOCATOUCH

mobile banking application for individuals and corporate clients.



EVOCATOKEN

mobile application which provides secure access to the main application.



DIGITAL CHANNELS: INTERNET BANK

evocaONLINE

**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

EXCHANGE RATES

CASH

	buy	sell
USD	▲ 525	▲ 530.5
EUR	▲ 640	▲ 651
RUR	▲ 7.10	▲ 7.33
GBP	▲ 714	▲ 734
CHF	▲ 585	▲ 605

NUMBER OF DOWNLOADS:

397,412

total downloads



97,973

total downloads



495,385 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



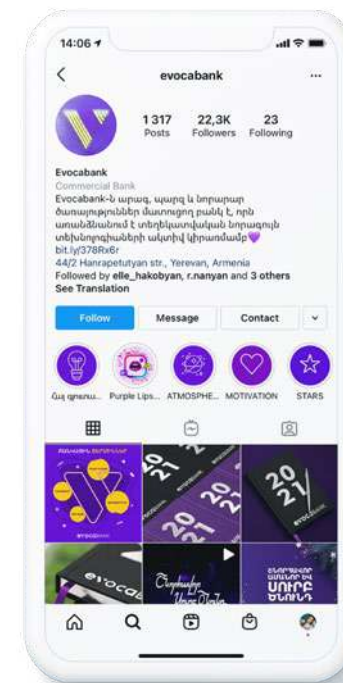
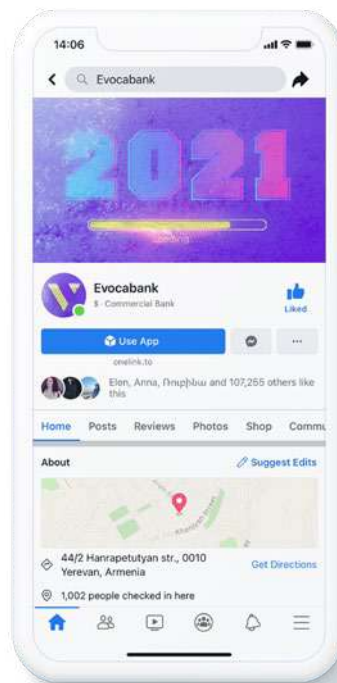
Evocabank actively interacts with its clients via **Facebook** (108,443 subscribers, 1st place).

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



Evocabank has the most popular page on **Instagram** among banks in Armenia with 22,396 subscribers.

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



THE FIRST ARMENIAN BANK ON PINTEREST



Evocabank

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

61 followers · 6 following

Message

Follow



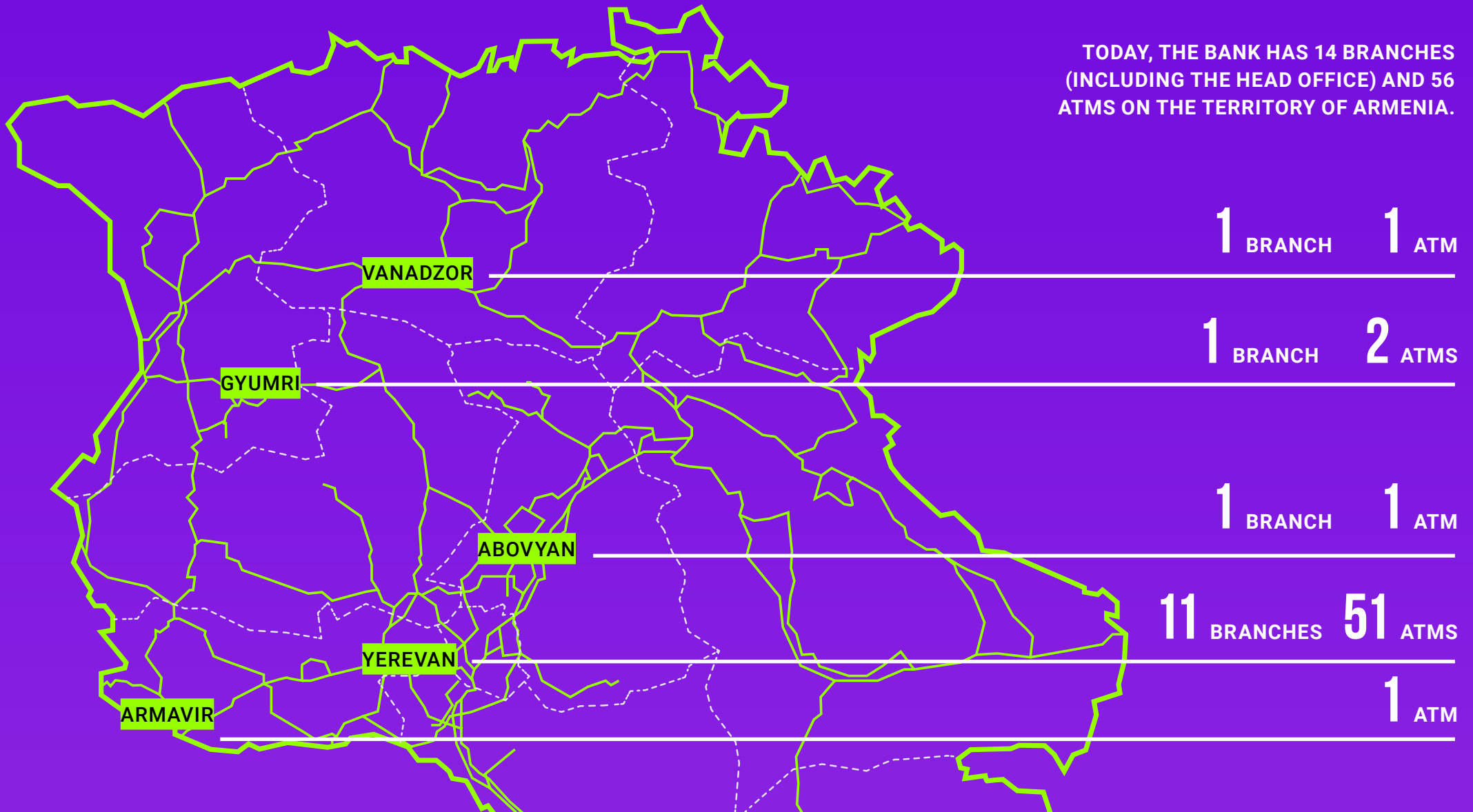
click to visit



OFFLINE CHANNELS:

BRANCH AND ATM NETWORK

TODAY, THE BANK HAS 14 BRANCHES (INCLUDING THE HEAD OFFICE) AND 56 ATMS ON THE TERRITORY OF ARMENIA.





NEW TUMANYAN BRANCH

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.



[click here to read more](#)

NEW ECO-FRIENDLY BRANCH IN NOR-NORK

Evocabank opened its new, ultra modern and eco-friendly branch to run it with solar power. The new branch will be distinguished by its energy saving system; it will be powered completely by solar energy. The branch will also recycle its waste.



[click here to read more](#)



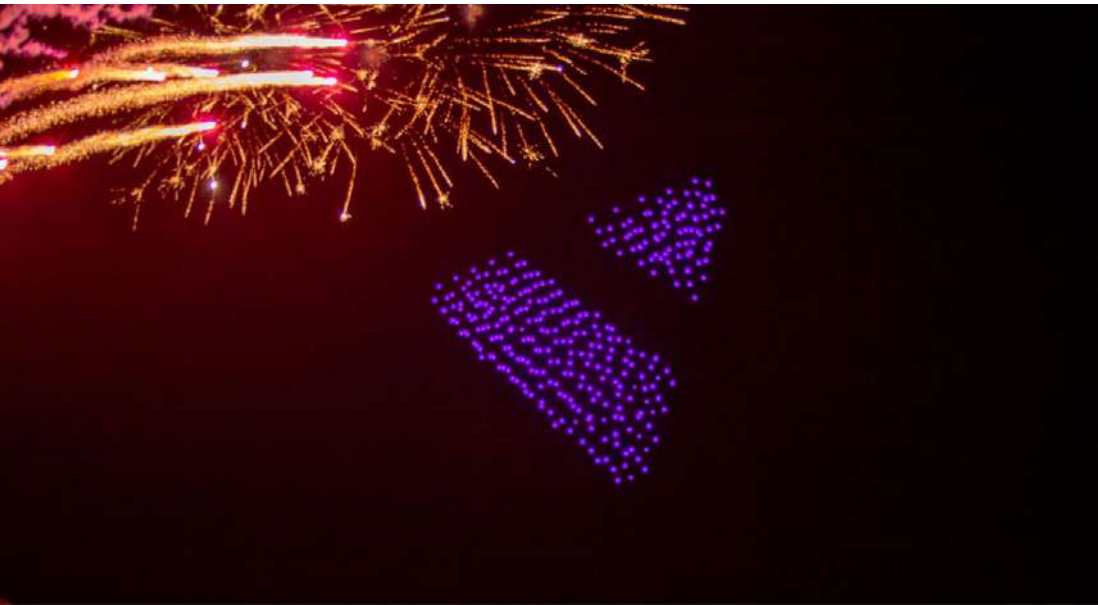
NEW MALATIA BRANCH

The branch customers is serviced at the comfortable front office with state-of-the-art technology. Equipped with the queuing system, payment terminal and foreign exchange terminal, the customers save their time executing certain transactions on their own via terminals without the Bank employee involvement.




[click here to read more](#)

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. At 9 p.m. September 19th 300 drones simultaneously illuminated the Yerevan sky by projecting amazing images and congratulating Evocabank anniversary.

The drone show was organized at 200 m above Mayr Hayastan (Mother Armenia) statue base and was visible almost from any location of Yerevan.

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



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.

BEST CONSUMER DIGITAL BANK OF ARMENIA

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

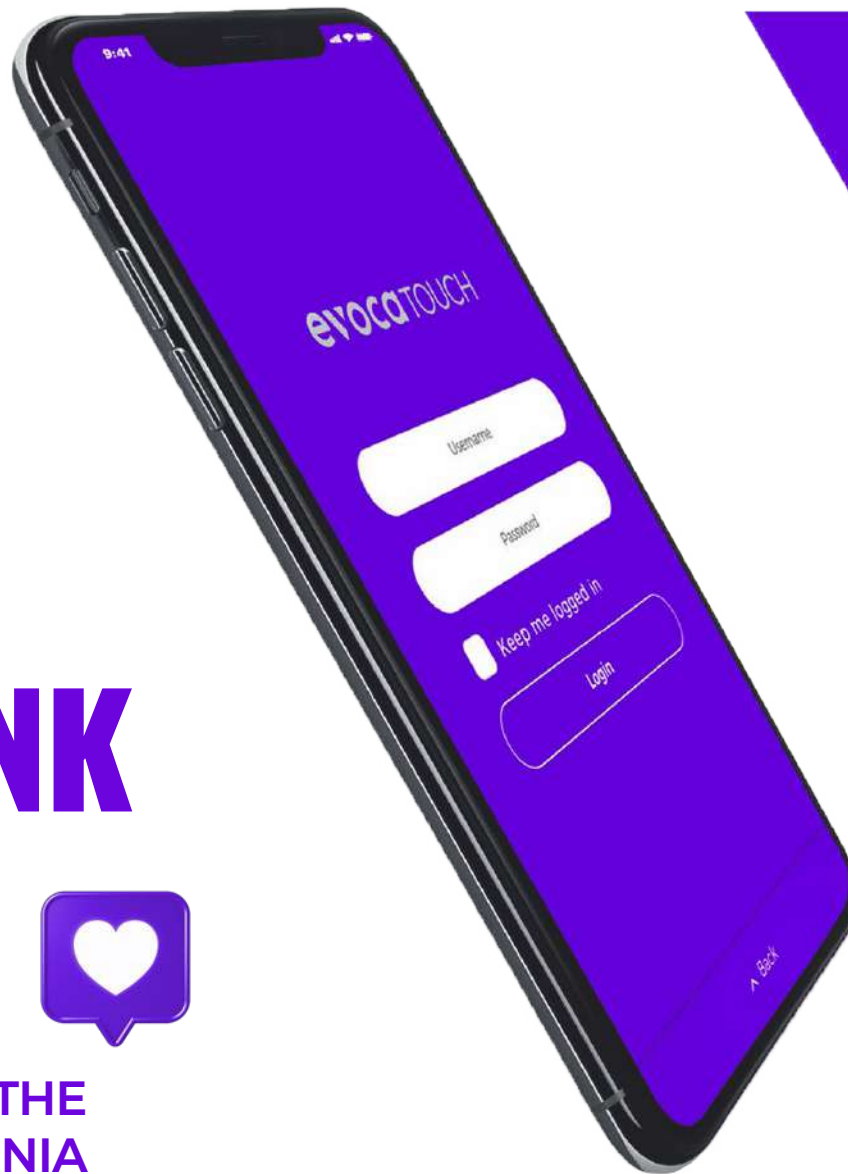
THE BEST DIGITAL BANK IN ARMENIA

■ Evocabank is named the Best Digital Bank in Armenia for the 2nd year in a row by Global Banking and Finance Review magazine.

GLOBAL BANKING &
Finance
review



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 high-pressure water is visible as a mist around the nozzle of the sprayer.

**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.

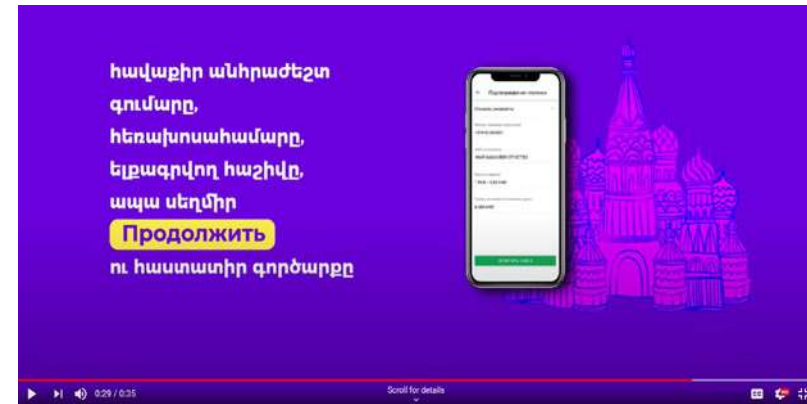
INNOVATIONS & EVOCABANK



[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](#)

MONEY TRANSFERS VIA SBERBANK APP

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.



ROBIN


Evocabank introduced Robin - an artificial intelligence robot which helps and entertains customers. Robin is the one and only in Armenian financial sphere.

[click here to read more](#)



EVOCA-COLOURED PHOTO SHOOT

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

 [click here to see the backstage](#)



DZEN MUSIC AND ART EVENT

On February 29, took place a DZEN event– which became a traditional event in the life of Yerevan electronic music. The event was sponsored by Evocabank.



HOT SUMMER AND NEW EVOJIS FROM EVOCABANK!

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



CONTACTLESS CASH WITHDRAWAL USING NFC

Using NFC, perform contactless cash withdrawal from Evocabank ATMs.



OPENING BANK ACCOUNTS AND ONLINE DEPOSITS FROM ANYWHERE IN THE WORLD

Owing to EvocaTOUCH artificial intelligence biometric identification system, you can open a bank account and EvocaOnline deposit in a few minutes from anywhere in the world.



CARD-TO-CARD TRANSFERS WITH VISA DIRECT

Evocabank is Licensed by Visa International for Visa Direct Card-to-Card Transfers



YOUR BUSINESS LOGO, BRAND AND WEBSITE IN INSTALLMENTS

Evocabank jointly with Digital Factory offer an innovation solution to boost the growth of Armenian companies.

A blue planet with a gold ring, set against a blue background. The planet is positioned in the center-left of the frame, and the ring is tilted diagonally. The text "PRODUCTS FOR INDIVIDUALS" is overlaid on the bottom right of the planet.

PRODUCTS FOR INDIVIDUALS

CARDS



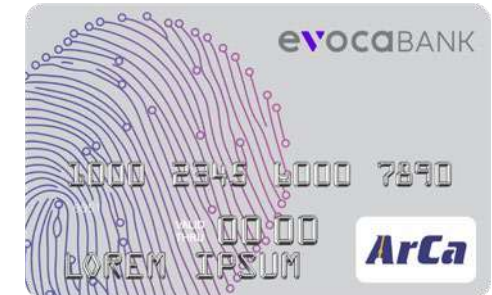
MASTERCARD STANDARD



ARCA-MIR



MASTERCARD GOLD



ARCA TOUCH



**COBRANDED CARDS WITH
RETAIL GROUP**



**COBRANDED CARDS WITH
DALMA SHOPPING MALL**



**COBRANDED CARDS WITH
YERAZ STORE**



**COBRANDED CARDS WITH NOR
TUN & MARY**



VISA CLASSIC



VISA GOLD



VISA BUSINESS



ARCA MIMO

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

Student loan

Student loans for tuition pay

Other loans

Loans under guarantee
Pawn loans, Overdraft

For the first time in Armenia Evocabank has prepared an option of applying for student loans online – through EvocaTOUCH app.



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.

SINGLETOUCH AND SHOPPING CARD

ONLINE LOANS PROVIDED

01/01/20-31/12/20


Number of online loans provided

17,895

Online loan amount, mIn AMD

10,297



 [click here to see the ad](#)

FAST ONLINE LOAN VIA SINGLETOUCH

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

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. Overlaid on the right side of the image is the text 'PRODUCTS FOR CORPORATE CLIENTS' in a bold, white, sans-serif font, arranged in three lines.

**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

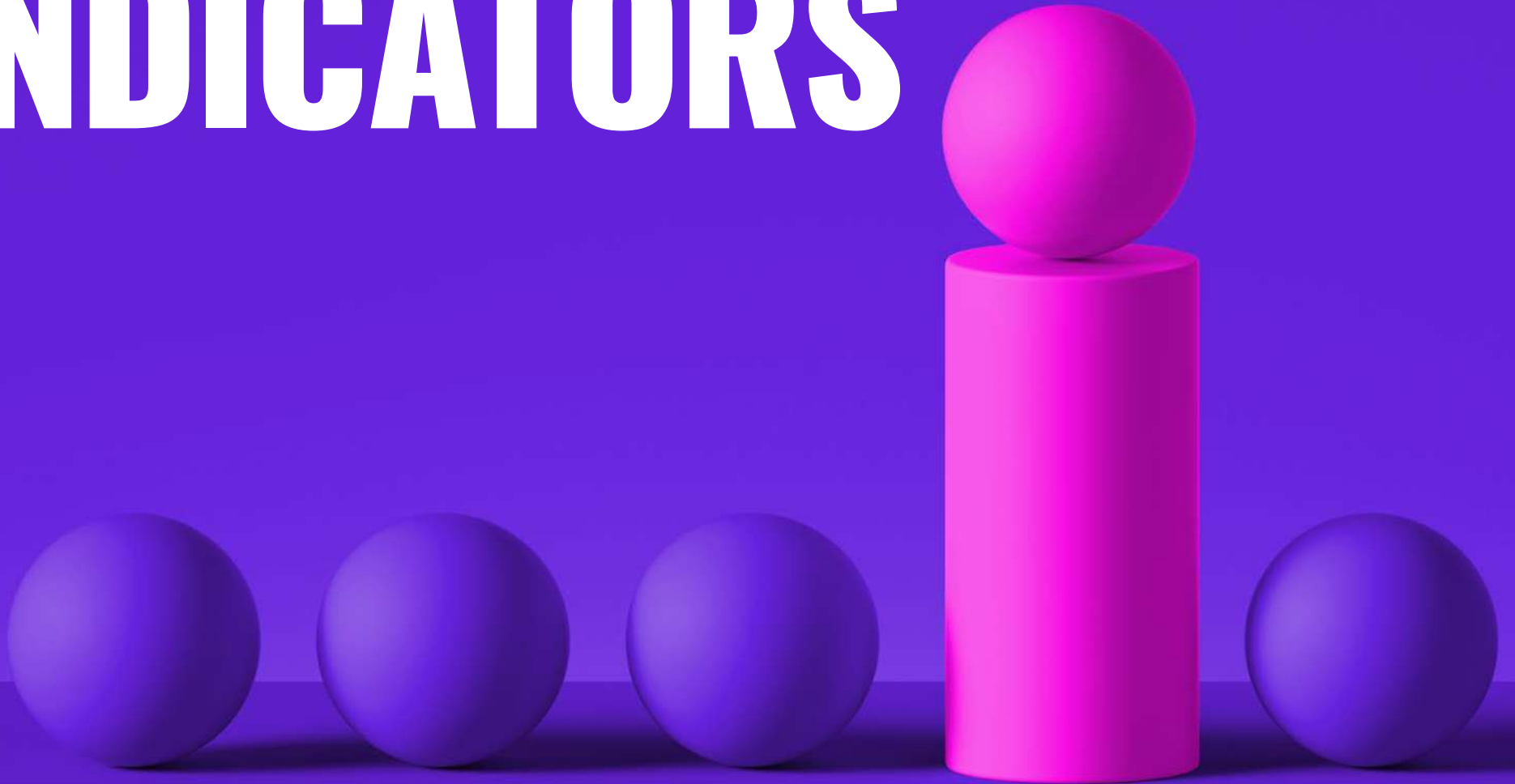
Money transfers

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



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

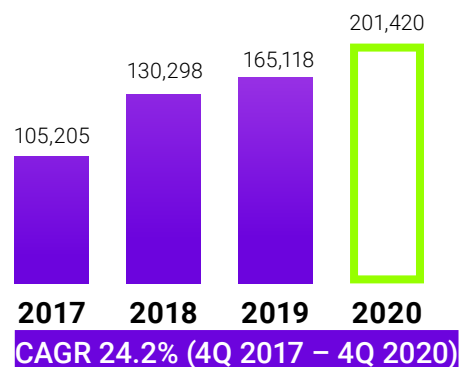
	(MLN. AMD)	POSITION CHANGE
Assets	201,420	+1
Liability	167,572	+1
Loans and advancements to customers (net of impairment)	111,716	-1
Amounts due to customers	124,226	+2
Equity	33,848	+1



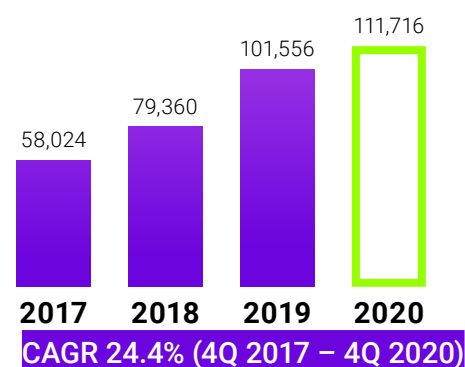
BALANCE-SHEET INDICATORS

Despite the challenging year, Evocabank recorded stable double-digit growth in main financial indicators in 2020.

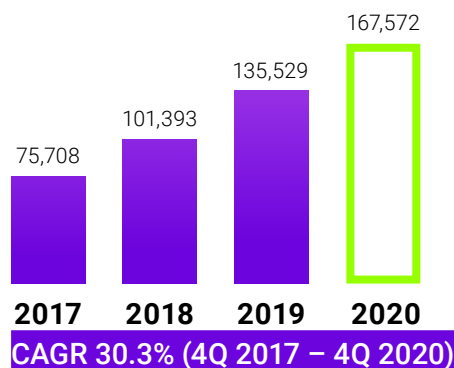
**TOTAL ASSETS
(MLN. AMD)**



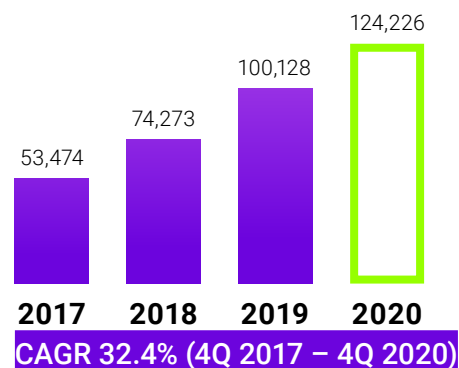
**LOANS AND ADVANCES TO
CUSTOMERS (MLN. AMD)**



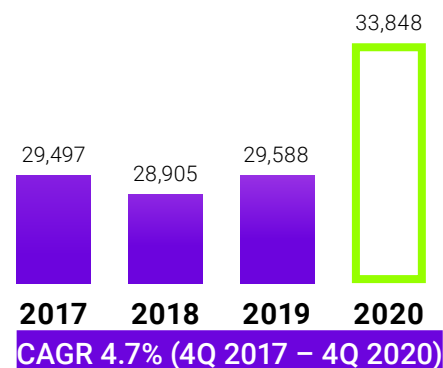
**TOTAL LIABILITIES
(MLN. AMD)**



**AMOUNTS DUE TO CUSTOMERS
(MLN. AMD)**

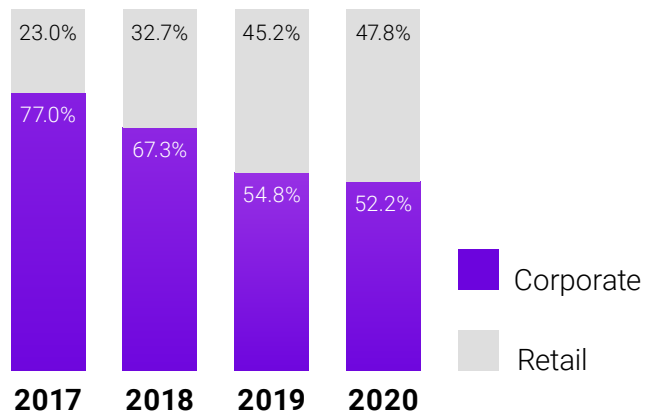


**EQUITY
(MLN. AMD)**

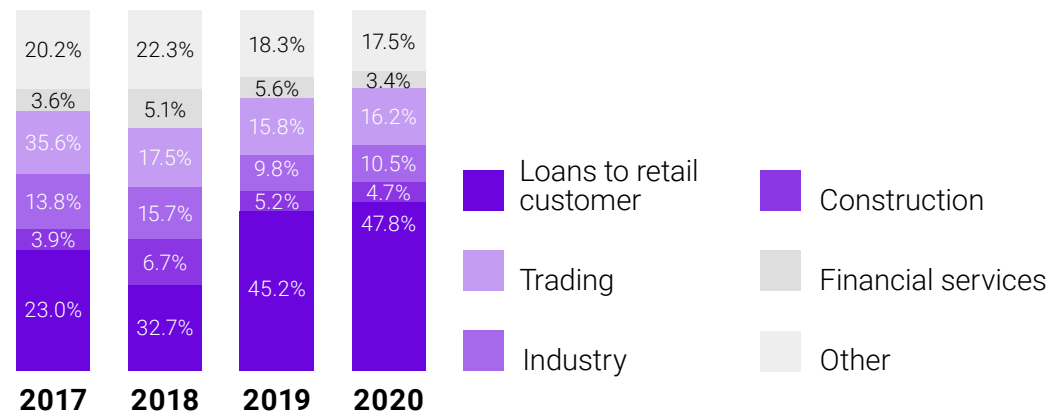


CREDIT PORTFOLIO OF THE BANK

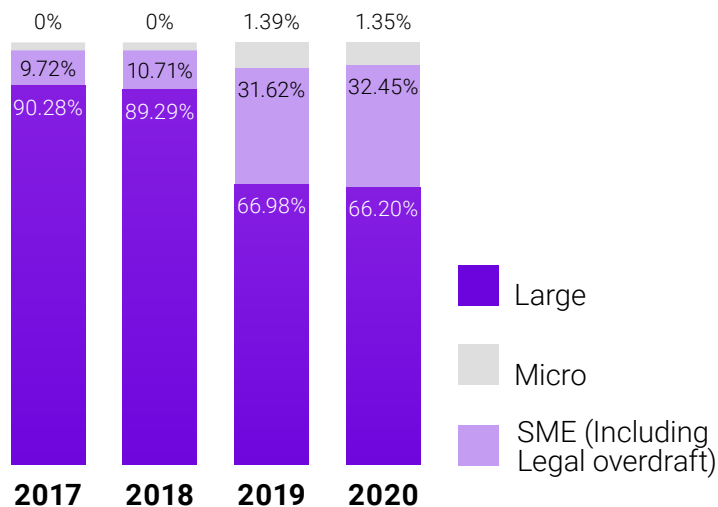
SHARE IN TOTAL LOAN PORTFOLIO



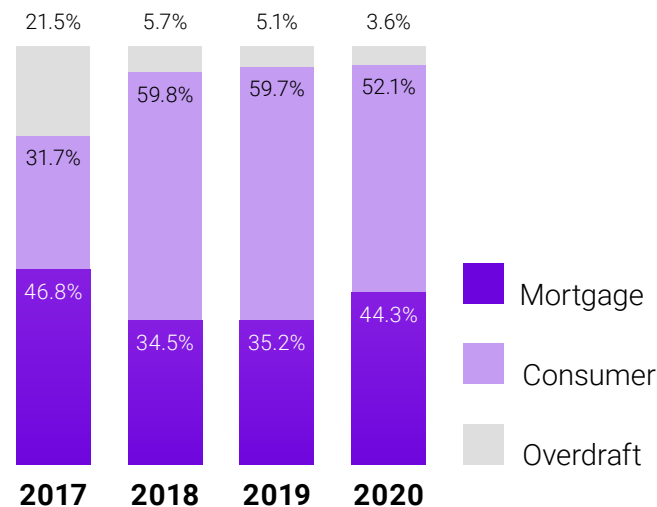
LOAN PORTFOLIO STRUCTURE BY SECTOR



CORPORATE LOAN PORTFOLIO STRUCTURE



RETAIL LOAN PORTFOLIO STRUCTURE

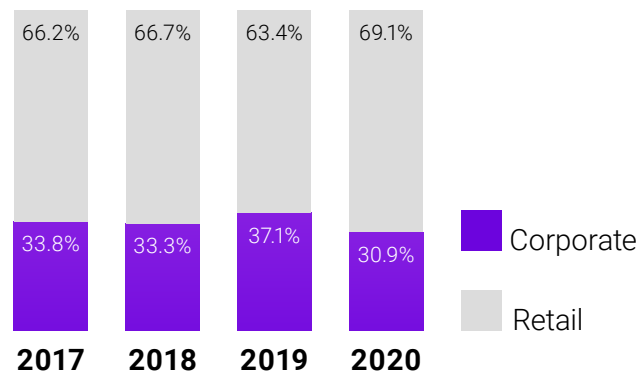


In line with Evocabank's strategy in 2020 the Bank managed to reach its targeted diversified loan portfolio due to robust growth of Retail and SME portfolios.

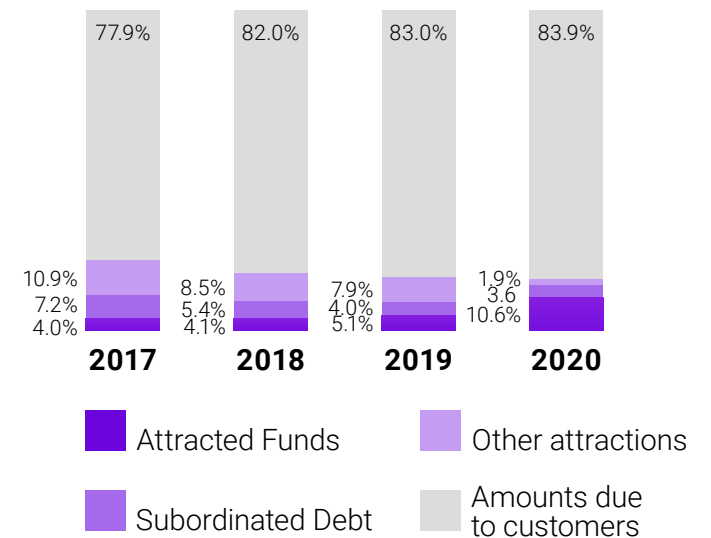


FUNDING STRUCTURE OF THE BANK

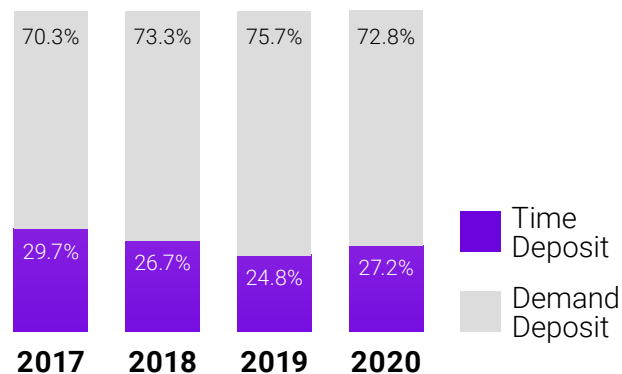
SHARE IN TOTAL DEPOSIT PORTFOLIO



FUNDING STRUCTURE



DEPOSIT PORTFOLIO STRUCTURE BY TYPE



In 2020 Evocabank managed to further diversify its funding structure by attracting long term funds from financial institutions.

The Bank recorded 24% growth in Amounts due to customers despite the adverse economic impact of Covid-19 and Nagorno-Karabakh war.



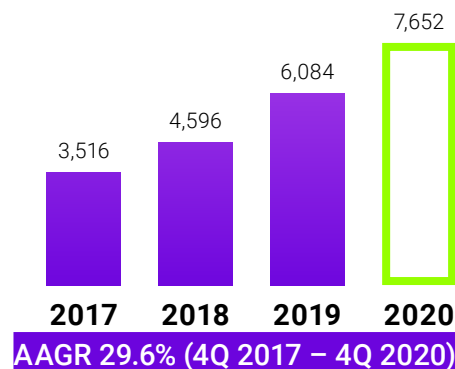
INCOME STATEMENT INDICATORS

Evocabank recorded sharp increase of 26% in net interest income as a result of continuously increasing share of Retail and SME loans in total loan portfolio.

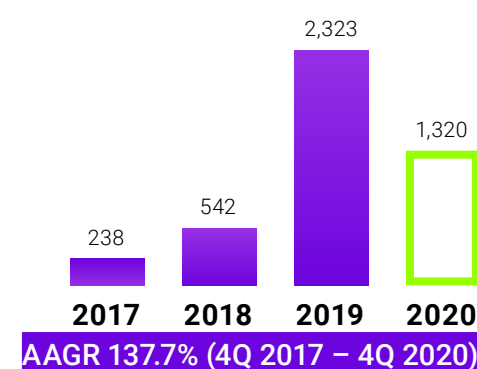
The Bank registered decrease in net non-interest income due to net gains on de-recognition of financial assets in 2019, without the latter the YoY increase of net non-interest income is 22%.

The Bank recorded decrease in YoY profit mainly due to additional impairment costs amid Covid-19 to manage the possible negative impact. However, operating income increased by 7%, still if we consider the non-recurring gain from de-recognition of financial assets in 2019 the YoY growth is 25%.

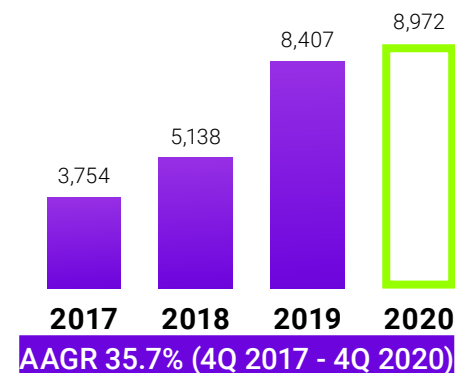
**NET INTEREST INCOME
(MLN. AMD)**



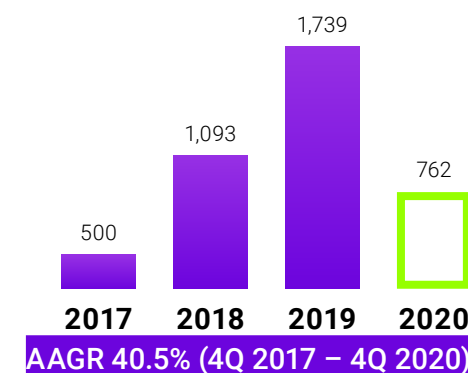
**NET NON INTEREST INCOME
(MLN. AMD)**



**OPERATING INCOME
(MLN. AMD)**

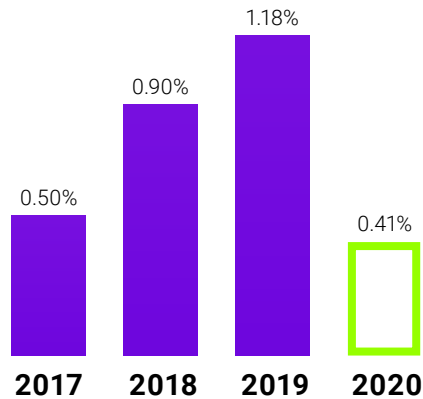


**NET PROFIT
(MLN. AMD)**

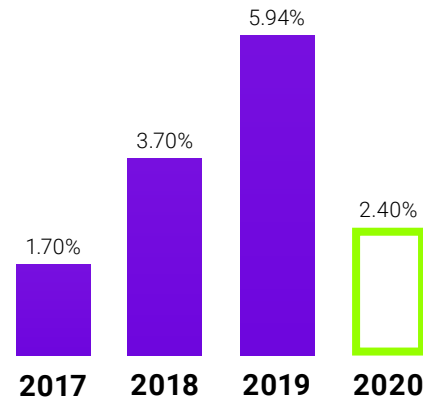


OPERATIONAL PERFORMANCE OF THE BANK

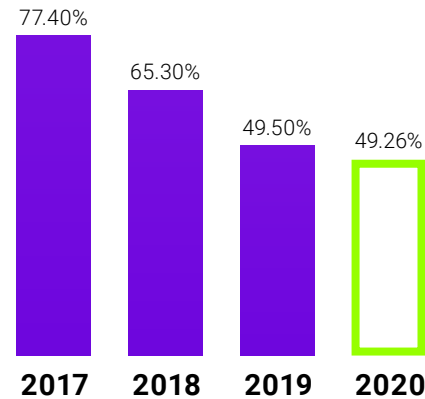
ROA



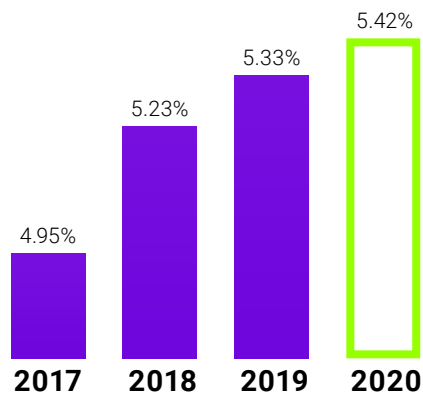
ROE



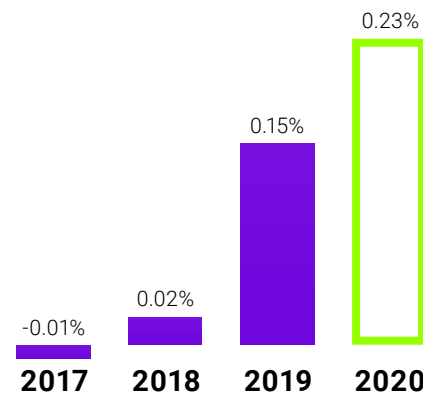
CIR



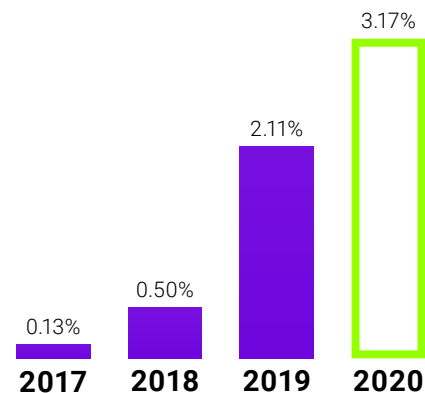
NIM



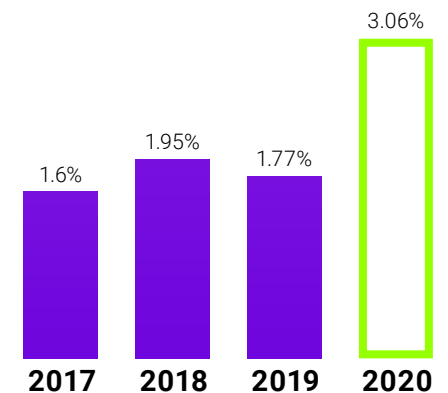
NCM



COR



NPL +90



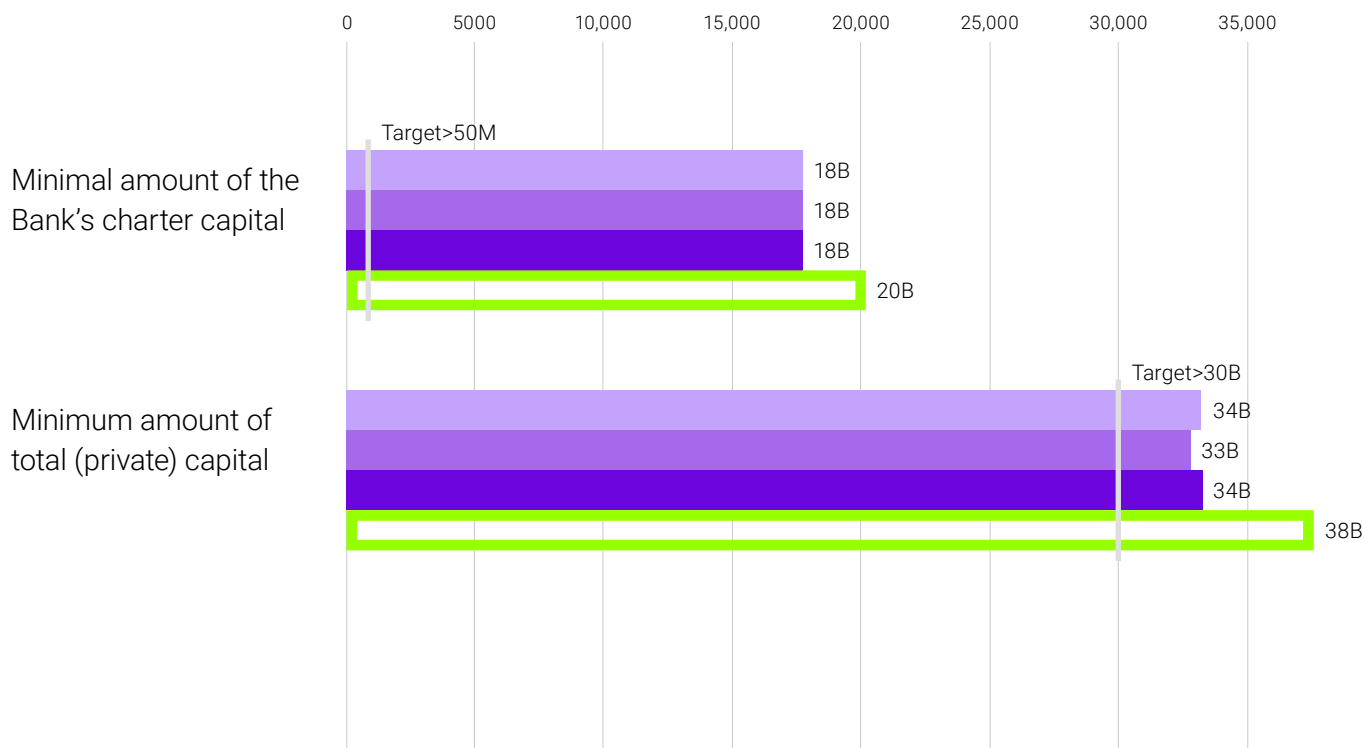
The Bank demonstrated increase in NIM and NCM profitability ratios as a result of more diversified loan portfolio and increase in customer base.

ROE and ROA of the Bank were affected by the profit of the year discussed in the previous slide.

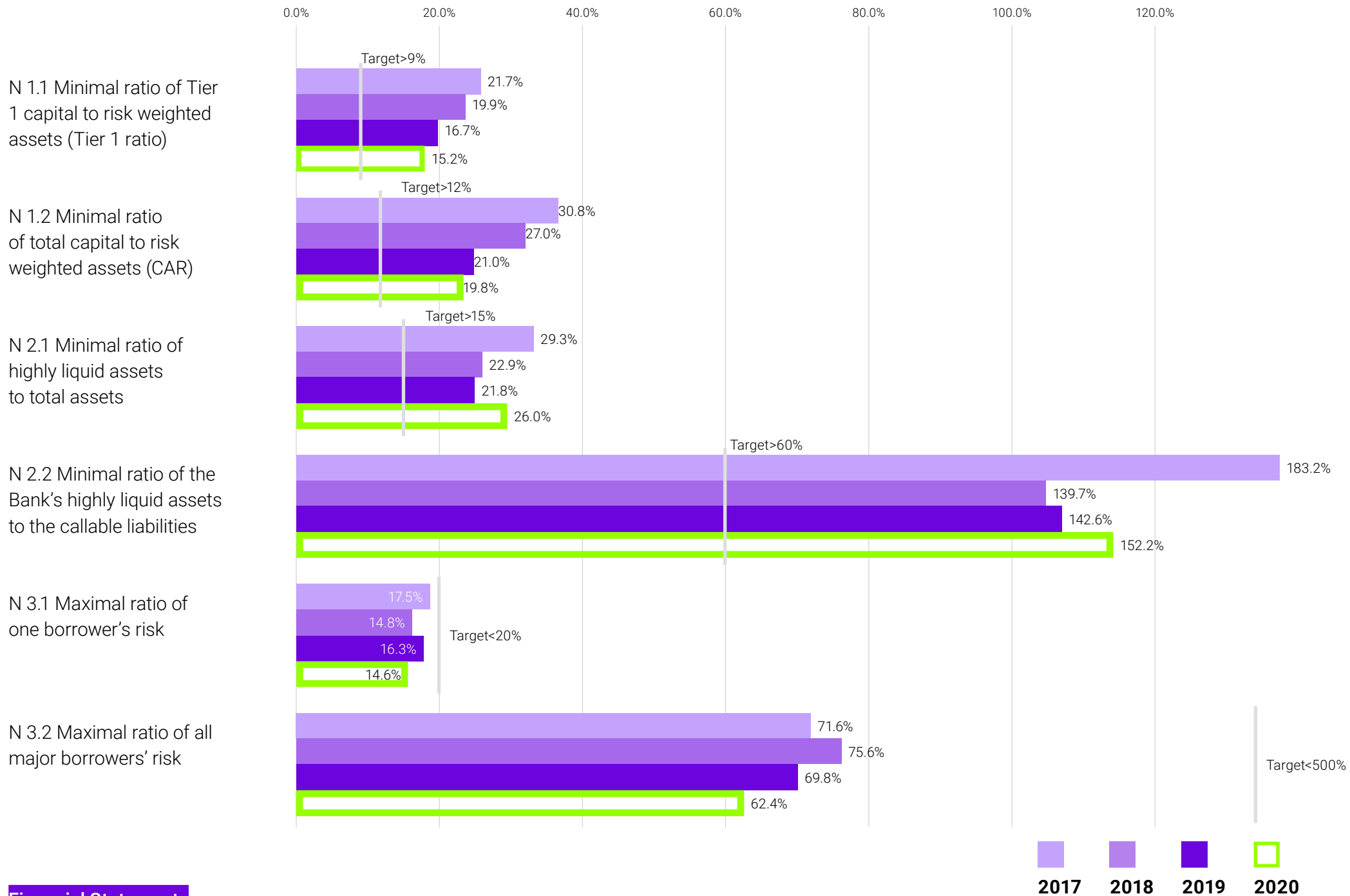
NPL and COR of the Bank increased due to additional impairment considering the Covid-19 related uncertainty and the possible negative impact.



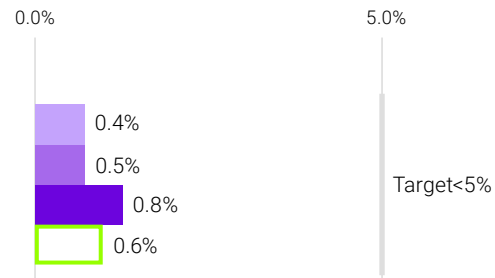
IMPLEMENTATION OF OBLIGATORY STANDARDS OF THE CENTRAL BANK



Evocabank demonstrates sustainable and strong financial performance that allows the Bank to comply to the prudential standards of the Central Bank of Armenia. The Bank is adequately capitalized and well equipped with liquidity buffers to ensure going concern and solvency of the Bank.



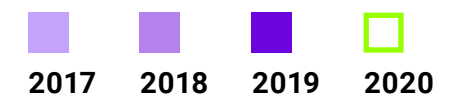
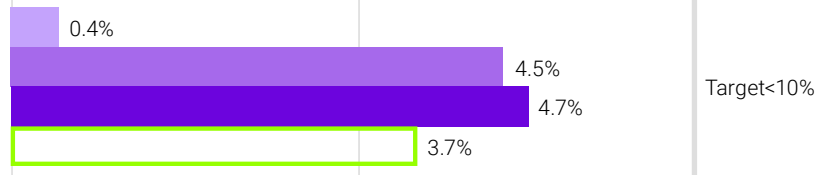
N 4.1 Maximal ratio of one borrower's risk affiliated with the Bank



N 4.2 Maximal ratio of all major borrowers' risk affiliated with the Bank



Maximum ratio of the currency position to the Bank's total capital



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