

**evocaBANK**

**INVESTOR PRESENTATION**

**OVERVIEW | 1ST Q 2021**

# 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 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 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 capotal has been replenished by AMD 2.05B.

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Evocabank opened 3 new branches.

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2021 Evocabank placed first and second tranche of bonds, each in total amount AMD 500M and USD 5M.

# 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.

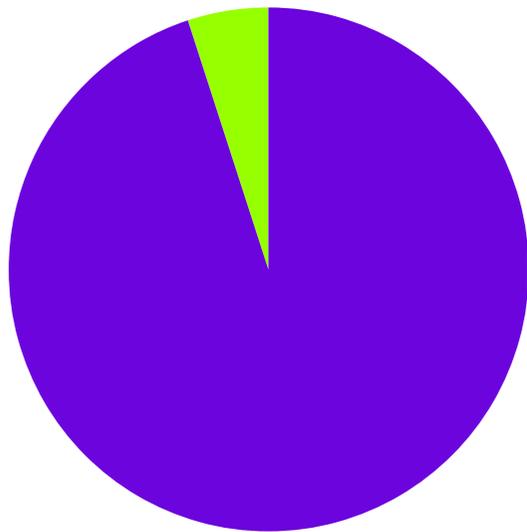
## TRANSPARENCY

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

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, framing her face. 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.

# 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](#)

## NUMBER OF ISSUED CARDS

ISSUED CARDS	31/12/2018	31/12/2019	31/12/2020	31/03/2021
Total ArCa, MasterCard and Visa cards issued	65,481	122,430	152,486	157,225

## NUMBER OF CLIENTS

CLIENTS	31/12/2018	31/12/2019	31/12/2020	31/03/2021
Legal entities	2,048	2,893	3,843	4,040
Individuals	35,280	58,915	63,188	60,477
Total	37,328	61,808	67,031	64,517

# MAJOR ADVERTISING CAMPAIGNS

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

- 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.



 [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.



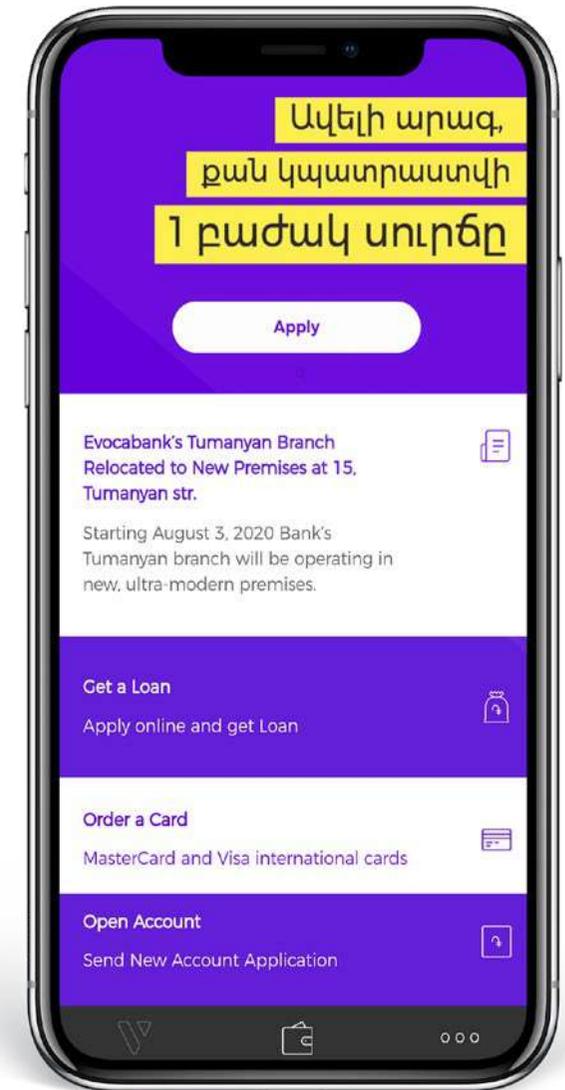
### EVOCATOUCH

mobile banking application for individuals and corporate clients.



### EVOCATOKEN

mobile application which provides secure access to the main application.



# DIGITAL CHANNELS: INTERNET BANK

**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

## 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:

413,466

total downloads



102,200

total downloads



515,666 total downloads



## BIOMETRIC IDENTIFICATION IN EVOCATOUCH APP

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



[click here to read more](#)

## EVOCATOUCH USERS CAN:

### Get information:

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

### Make transactions:

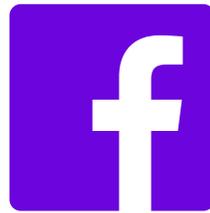
transfers: in Armenia and internationally, currency exchange, loan repayment, opening and replenishment of deposits, payment of utility bills, budget payments get a credit card payment of property tax, cancellation of documents;

### 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** (109,818 subscribers, 1st place).

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



[click to visit](#)

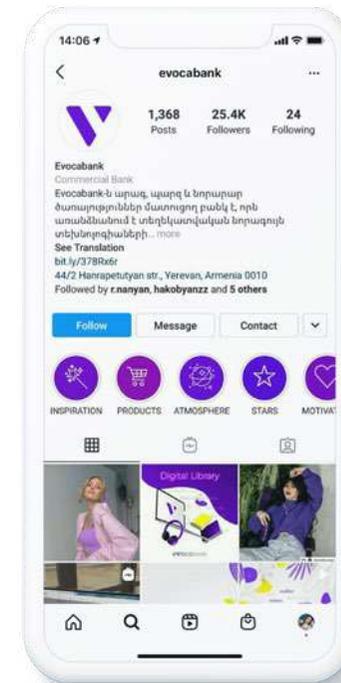
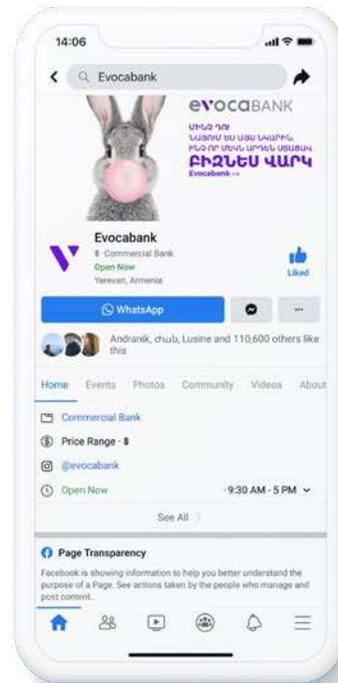


Evocabank has the most popular page on **Instagram** among banks in Armenia with 25,150 subscribers.

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



[click to visit](#)



# 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



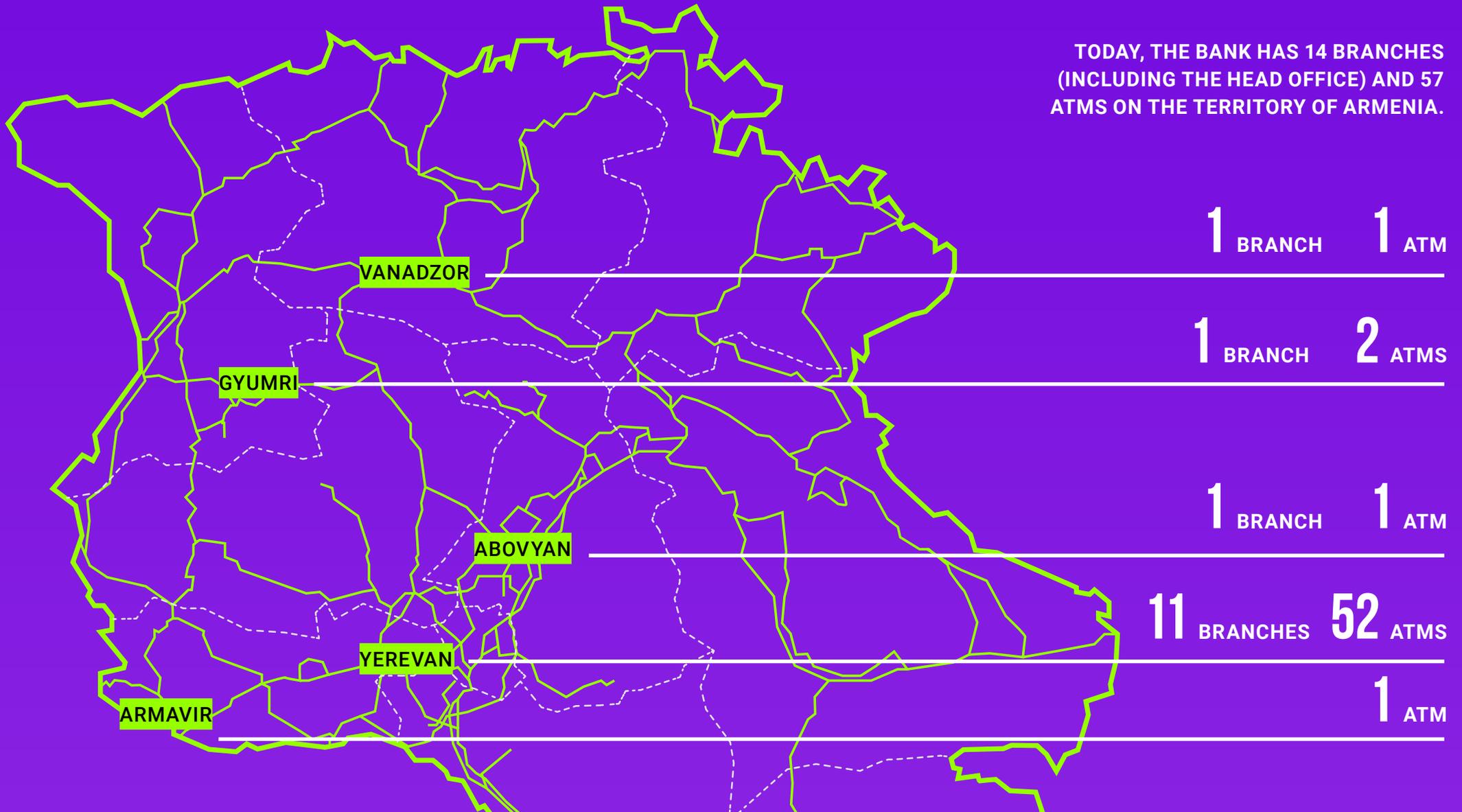
click to visit



# OFFLINE CHANNELS:

## BRANCH AND ATM NETWORK

TODAY, THE BANK HAS 14 BRANCHES (INCLUDING THE HEAD OFFICE) AND 57 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](#)

# NEW COOPERATIONS



## NEW COOPERATION BETWEEN EVOCABANK AND ARMENIAN LEASING COMPANY

Evocabank and Armenian Leasing Company  
Signed Cooperation Agreement



[click here to read more](#)



## EVOCABANK JOINING FINARM FINANCIAL MARKET MEMBERS ASSOCIATION

The Association's primary focus is on contributing to introduction in the financial market of modern innovative solutions, new tools and mechanisms.



[click here to read more](#)



# 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

GLOBAL BANKING &  
**Finance**  
review

 [click here to read more](#)

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

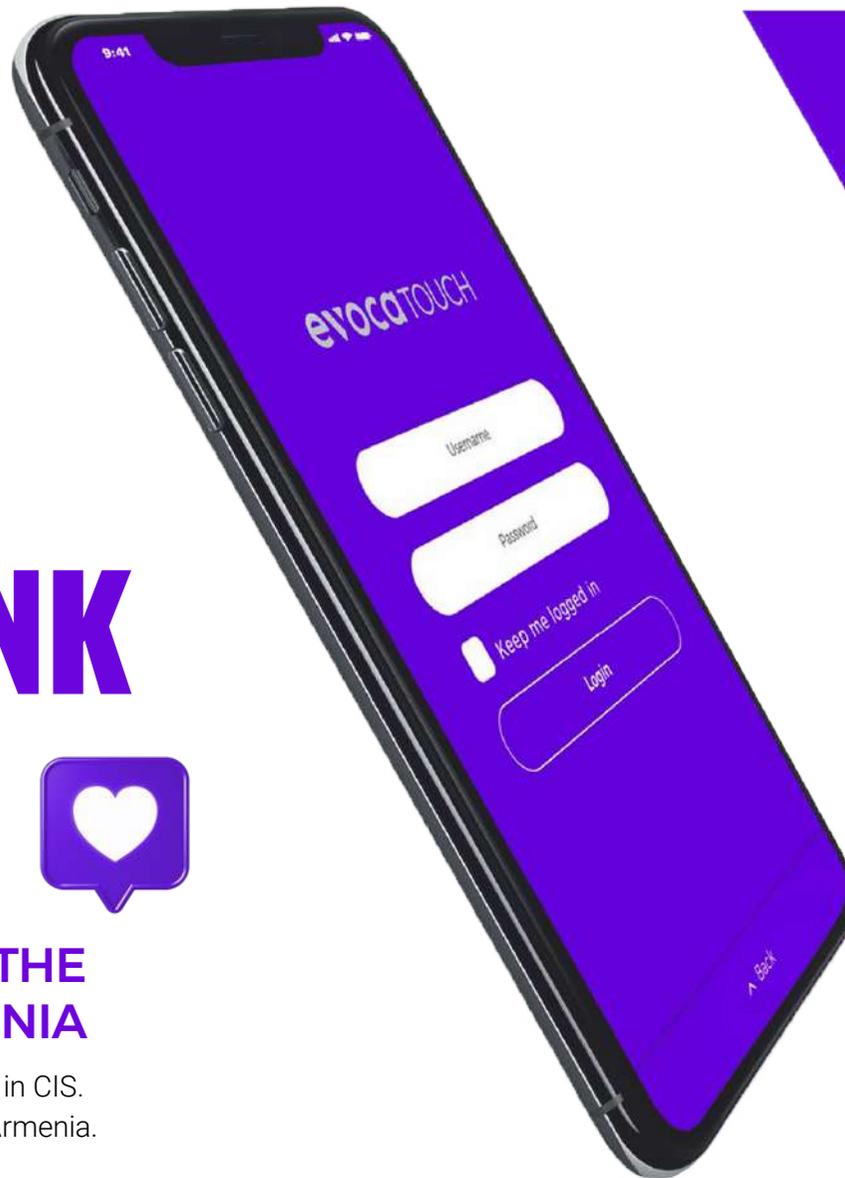
# THE BEST DIGITAL BANK IN ARMENIA



 [click here to read more](#)

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

# 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.



[click here to read more](#)

# 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).

 [click here to read more](#)



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).

 [click here to read more](#)



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.

 [click here to read more](#)

# OUR NEW PRODUCTS



EVOCABANK COMPLETED  
PLACEMENT OF FIRST  
TRANCHE OF BONDS **WITHIN**  
**A FEW HOURS** AFTER  
THE COMMENCEMENT  
OF PLACEMENT

The total amount of the newly issued bonds is AMD 500 million and USD 5 million.

 [click here to read more](#)



EVOCABANK COMPLETED  
PLACEMENT OF SECOND  
TRANCHE OF BONDS  
WITHIN A FEW HOURS

The total amount of the newly issued bonds is AMD 500 million and USD 5 million.

 [click here to read more](#)

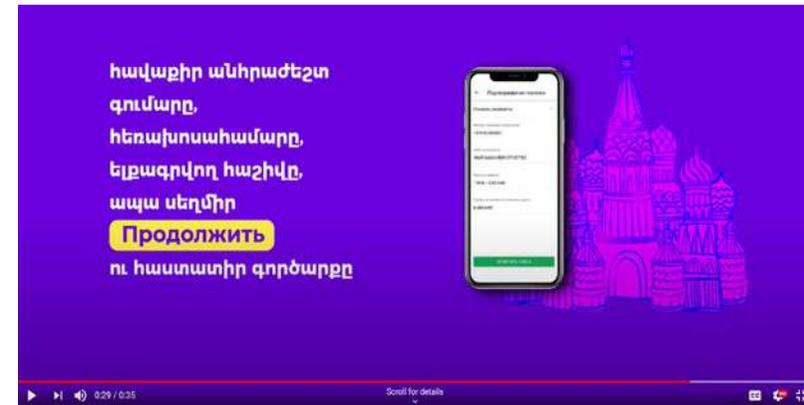
# INNOVATIONS & EVOCABANK



[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.

[click here to read more](#)



## 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](#)



## 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.

 [click here to read more](#)



## CARD-TO-CARD TRANSFERS WITH VISA DIRECT

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

 [click here to read more](#)



## YOUR BUSINESS LOGO, BRAND AND WEBSITE IN INSTALLMENTS

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

 [click here to read more](#)

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



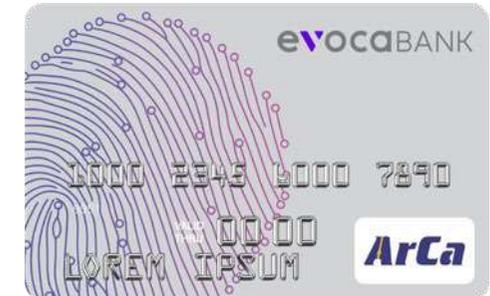
**MASTERCARD STANDARD**



**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**



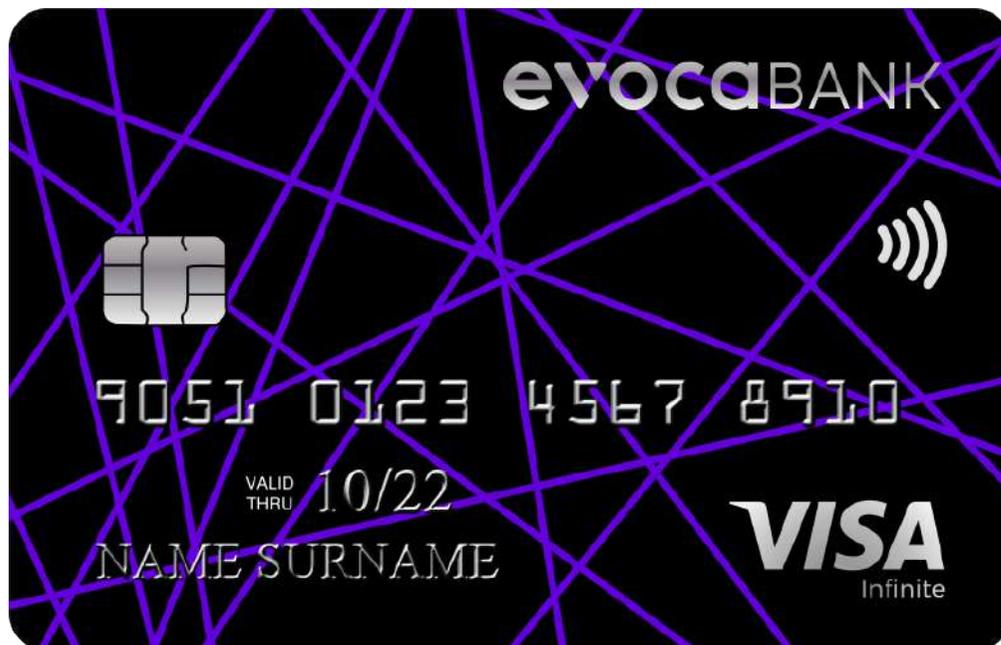
**VISA BUSINESS**



**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

# SPECIAL OFFERS FOR MASTERCARD CARDHOLDERS



## SPECIAL DISCOUNTS FOR MASTERCARD CARDHOLDERS IN YANDEX TAXI

Get 10% discount by paying with Mastercard cards.



[click here to read more](#)



## SPECIAL OFFER FOR MASTERCARD CARDHOLDERS

Use iherb.com platform, pay with Evocabank Mastercard and get 10% discount.



[click here to read more](#)

## 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

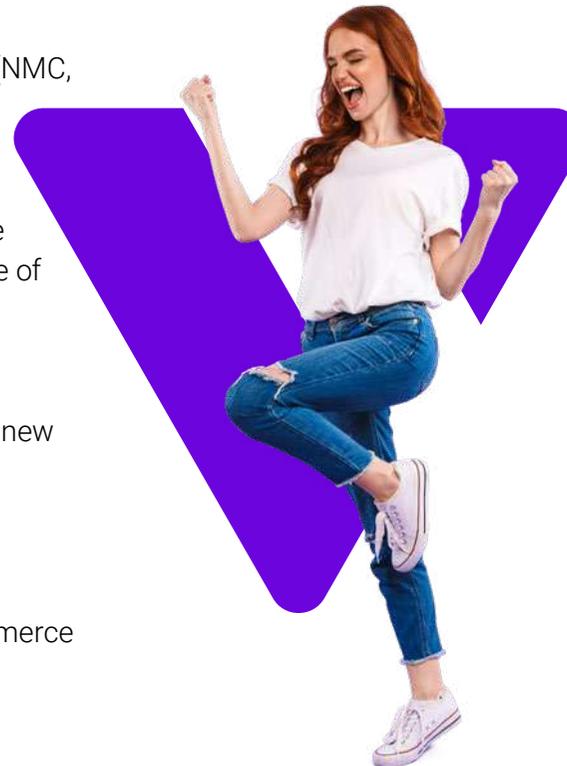
### Student loan

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

## ONLINE LOANS PROVIDED

01/01/2021-31/03/2021

Number of online  
loans provided

1,400

Online loan amount,  
mIn AMD

431



 [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.



**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

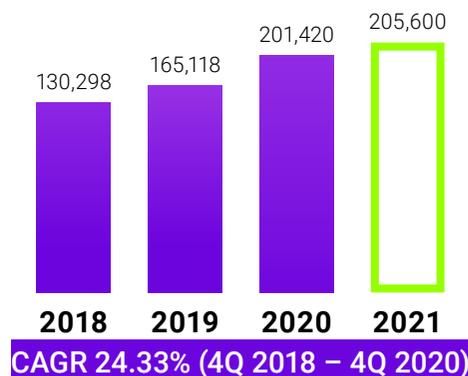
	(MLN. AMD)	POSITION CHANGE
Assets	205,600	
Liability	171,398	
Loans and advancements to customers (net of impairment)	112,179	+1
Amounts due to customers	124,243	
Equity	34,201	+1
Profit	338	+3



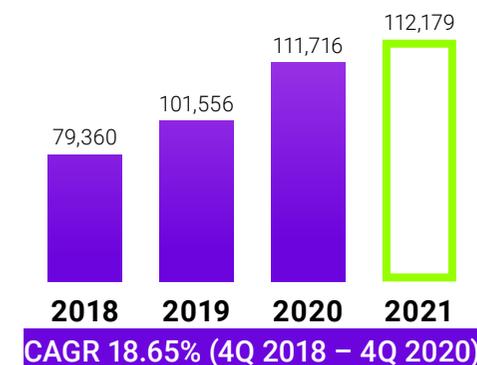
# BALANCE-SHEET INDICATORS

In 1Q 2021 Evocabank is still strong in all key financial indicators maintaining its stable growth.

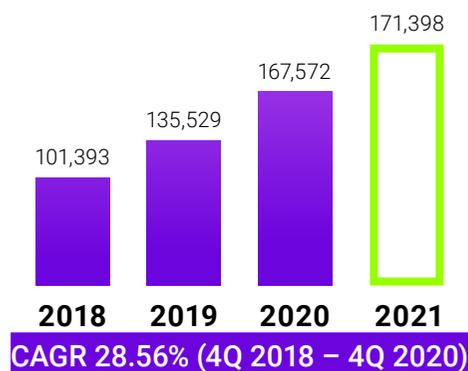
**TOTAL ASSETS  
(MLN. AMD)**



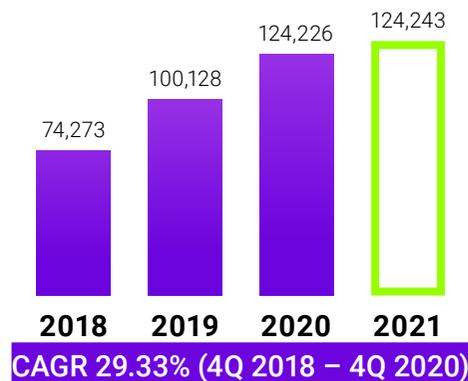
**LOANS AND ADVANCES TO  
CUSTOMERS (MLN. AMD)**



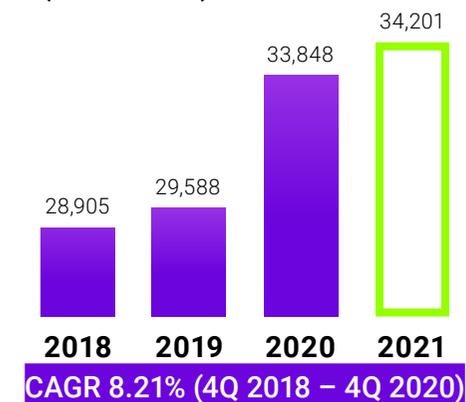
**TOTAL LIABILITIES  
(MLN. AMD)**



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

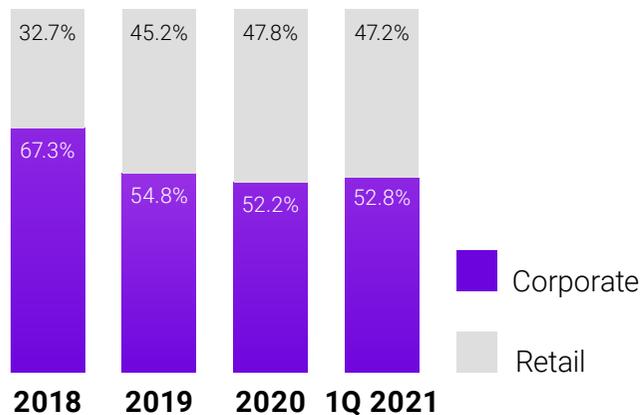


**EQUITY  
(MLN. AMD)**

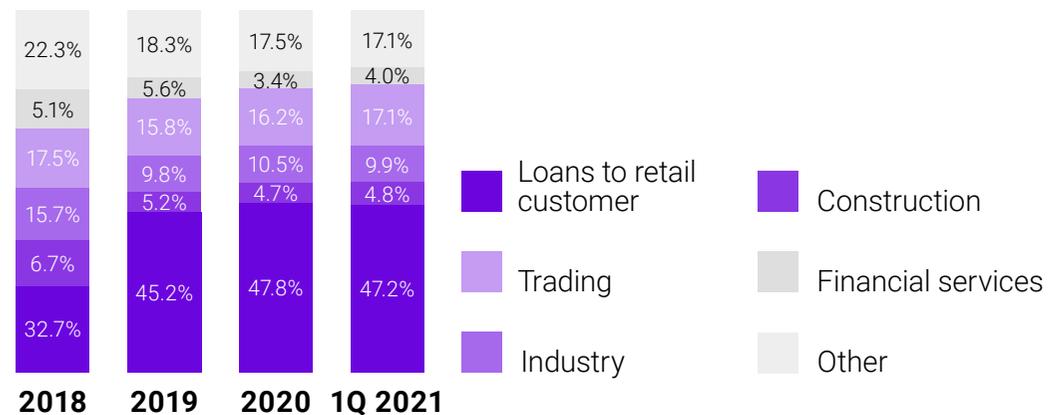


# CREDIT PORTFOLIO OF THE BANK

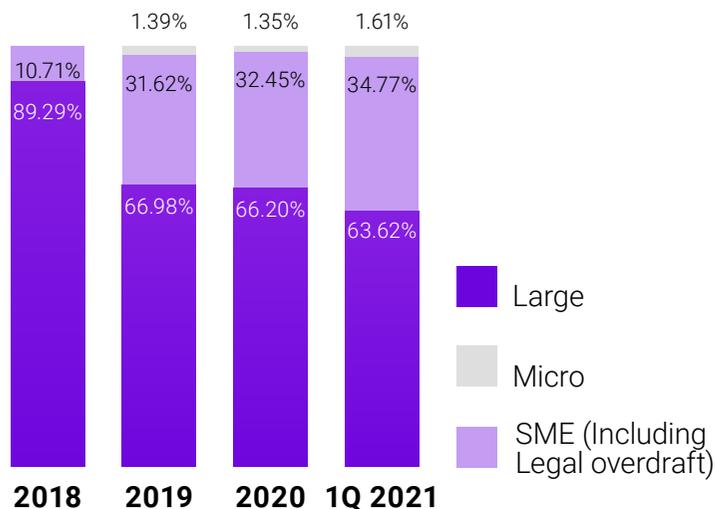
## SHARE IN TOTAL LOAN PORTFOLIO



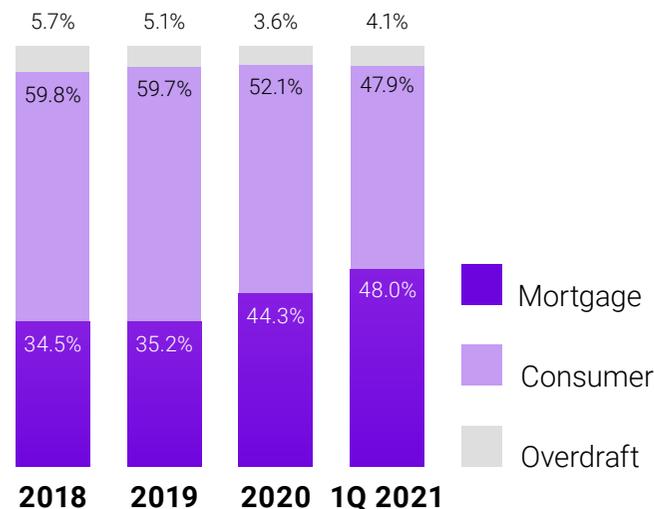
## LOAN PORTFOLIO STRUCTURE BY SECTOR



## CORPORATE LOAN PORTFOLIO STRUCTURE



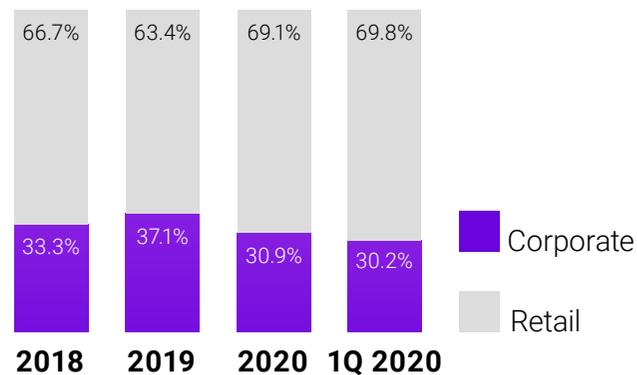
## RETAIL LOAN PORTFOLIO STRUCTURE



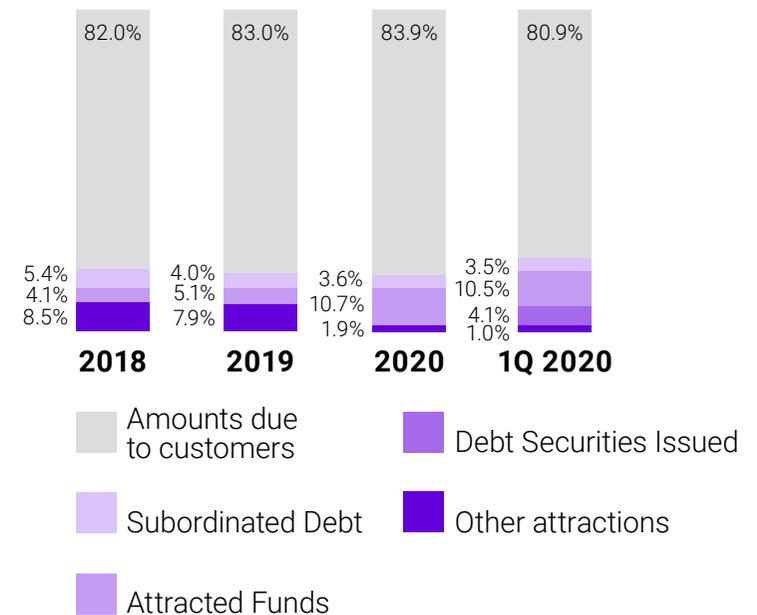
In line with Evocabank's strategy in 1Q 2021 the Bank managed to maintain its targeted diversified loan portfolio due to robust growth of Mortgage and SME portfolios.

# FUNDING STRUCTURE OF THE BANK

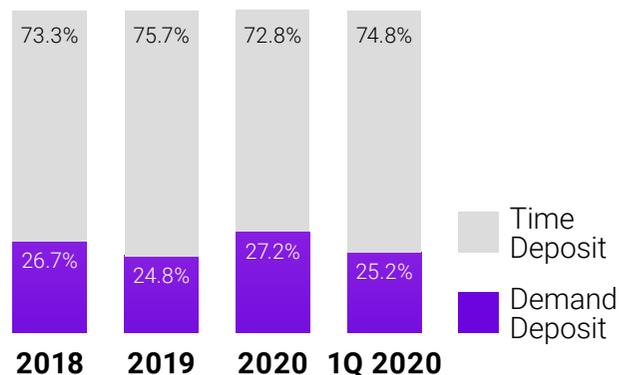
## SHARE IN TOTAL DEPOSIT PORTFOLIO



## FUNDING STRUCTURE



## DEPOSIT PORTFOLIO STRUCTURE BY TYPE



In 1Q 2020 Evocabank managed to further diversify its funding structure by attracting long term funds from financial institutions and by successfully issuing Bonds.



# INCOME STATEMENT INDICATORS

Net interest income slightly decreased due to the faster growth of deposit portfolio compared to that of the loan portfolio rooting from 2020 year, as well as considering the economic situation, the Bank put more emphases on the credit quality applying cherry-picking mechanisms. The latter resulted in the quality improvement of the loan portfolio and respectively in the decrease of the impairment losses.

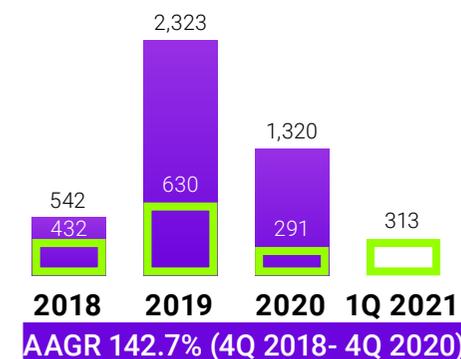
Meanwhile, both customer base growth and the higher engagement of the long-term customers in the banking activities resulted in the increase of the net non-interest income.

Moreover, the Bank managed to keep the administrative expenses within the targeted limits to reach the net profit that complies with the Management expectations.

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



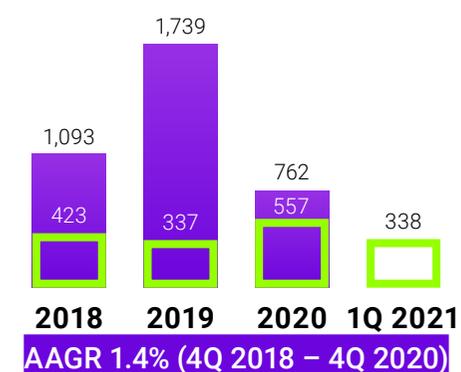
**NET NON INTEREST INCOME  
(MLN. AMD)**



**OPERATING INCOME  
(MLN. AMD)**

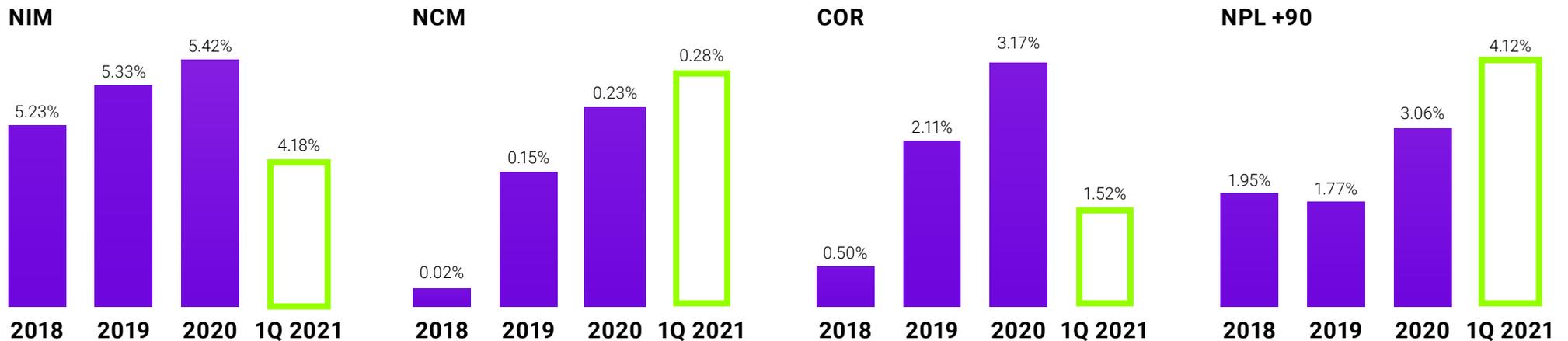
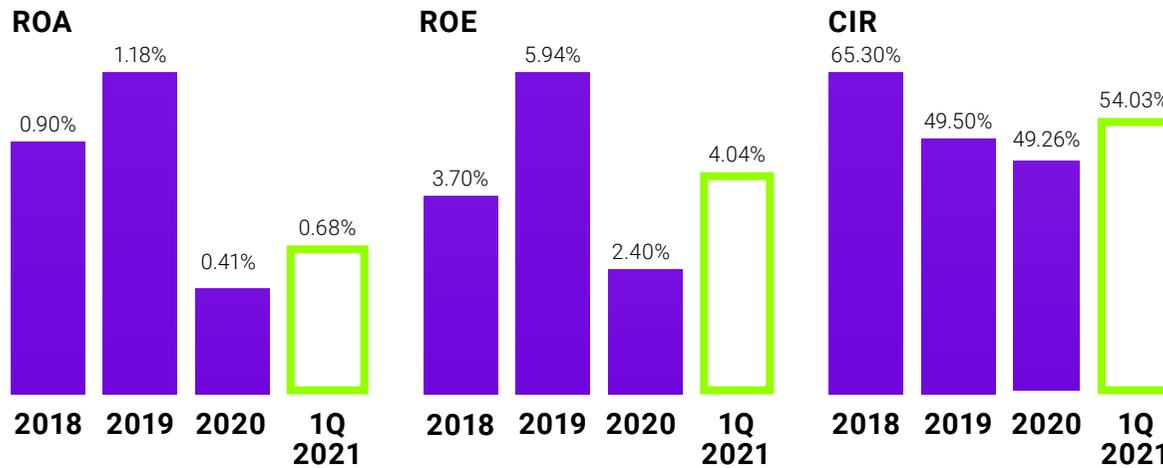


**NET PROFIT  
(MLN. AMD)**



1Q Y

# OPERATIONAL PERFORMANCE OF THE BANK

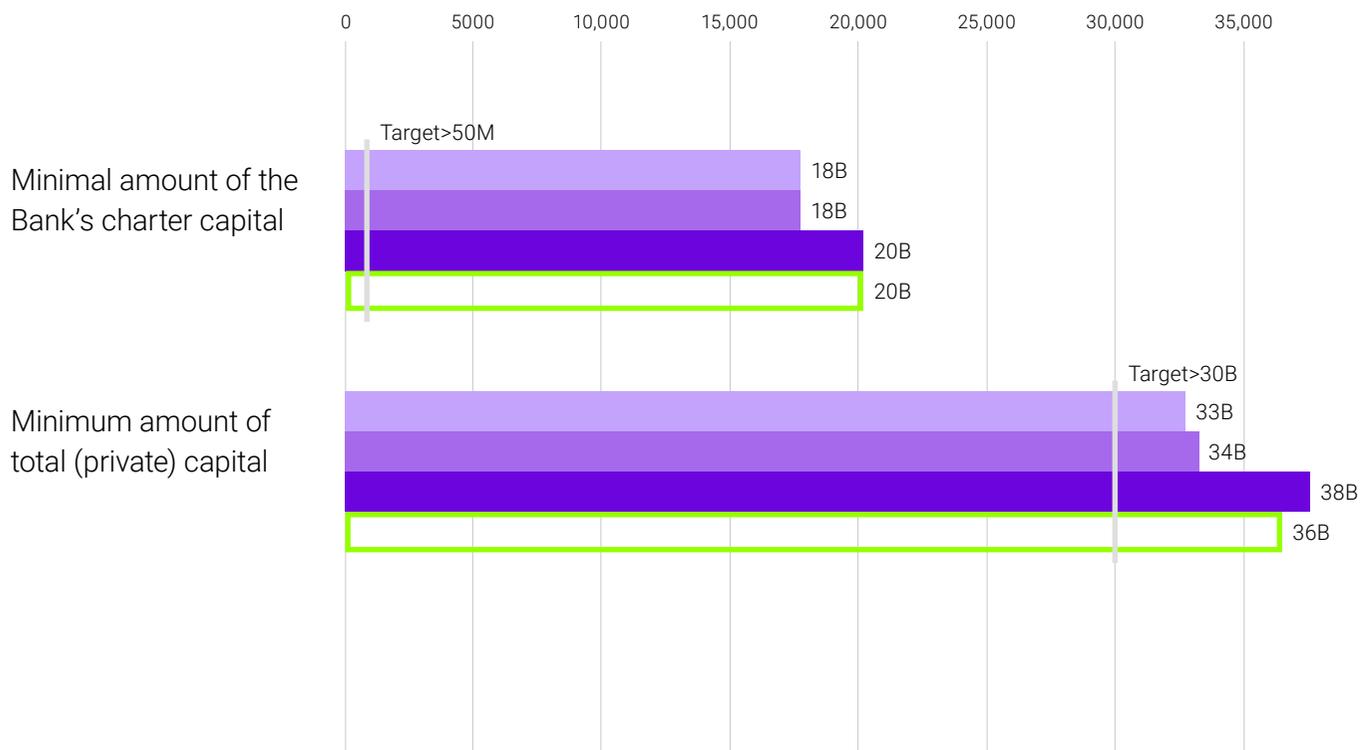


Evocabank efficiency is a cornerstone in the Bank management that resulted in the equity and asset profitability improvement in 1Q 2021 compared to the YE 2020 results.

The Bank applied enhanced cherry-picking mechanisms that adversely effected the net interest margin of the Bank which is, however, within the targeted limits. Still, the effective management of the customer base resulted in the sustainable growth of the net commission margin.

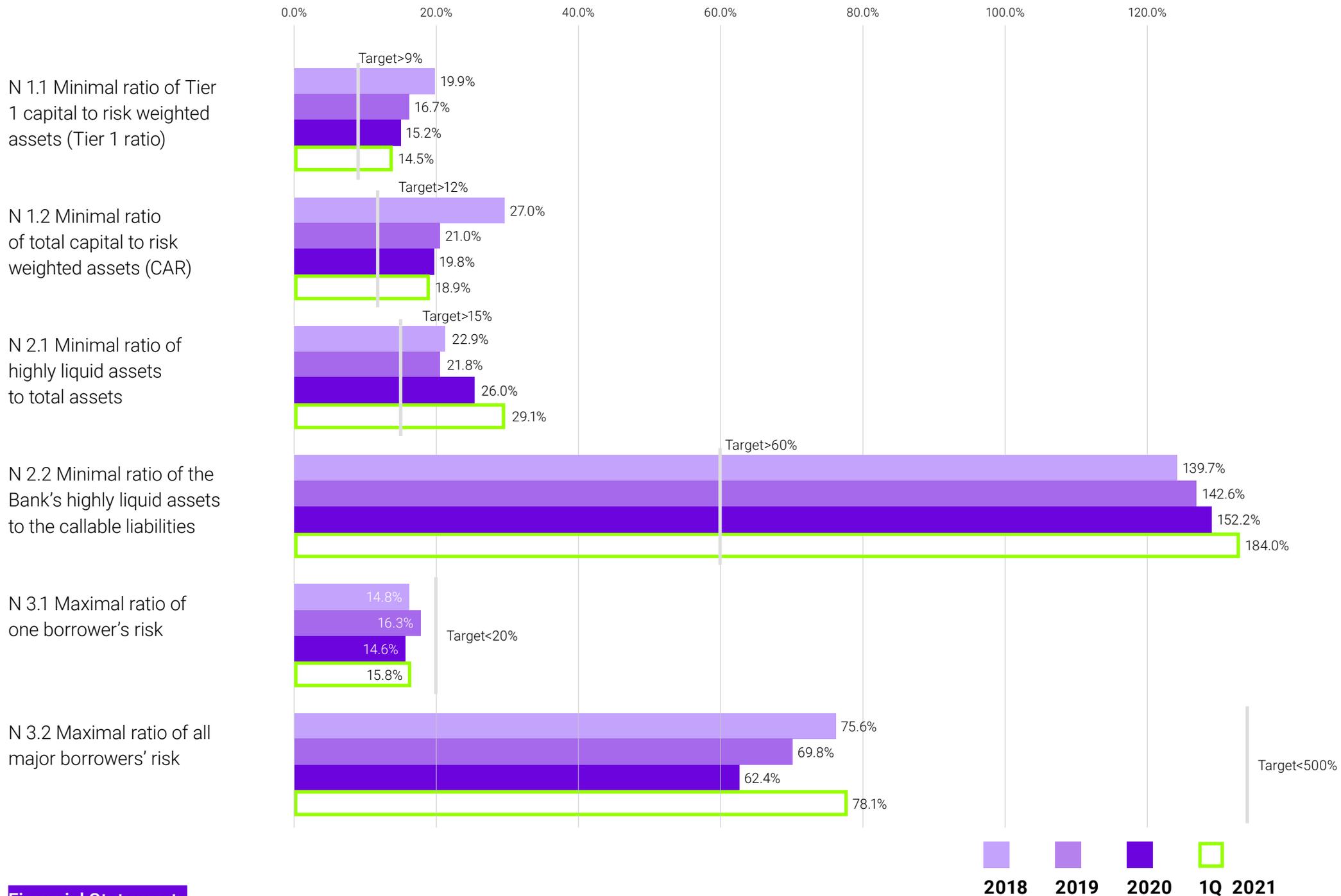
Cost to income ratio increased by 4.8pp mainly due to the decline in the operating profit explained above. NPL ratio increased by 1.06pp, yet the cost of risk recorded a double improving trend in 1Q 2021.

# IMPLEMENTATION OF OBLIGATORY STANDARDS OF THE CENTRAL BANK

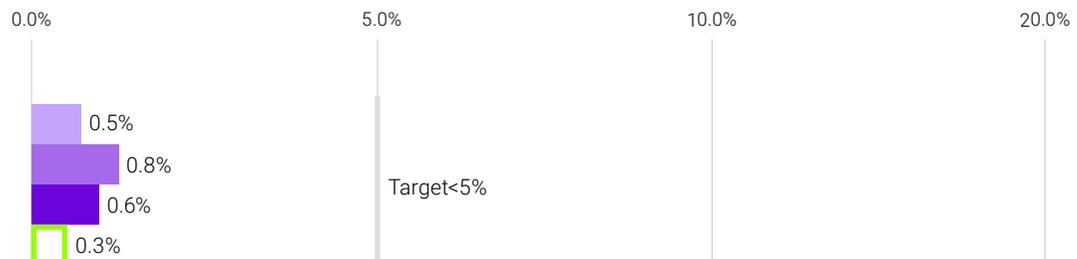


Evocabank demonstrates sustainable and strong financial performance that allows the Bank to comply to the prudential standards of the Central Bank of Armenia.

The Bank is adequately capitalized and well equipped with liquidity buffers to ensure going concern and solvency of the Bank.



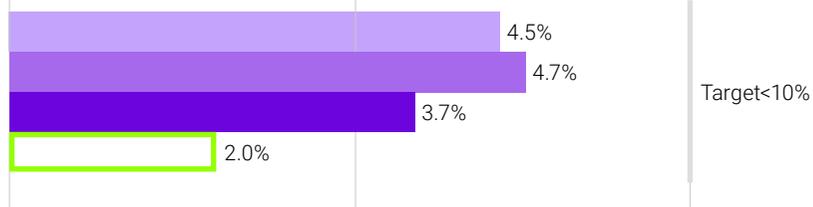
N 4.1 Maximal ratio of one borrower's risk affiliated with the Bank



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



LCR



NSFR



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