

evocaBANK

INVESTOR PRESENTATION

OVERVIEW | 3RD Q 2021

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.

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

New Partnership with IFC

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.

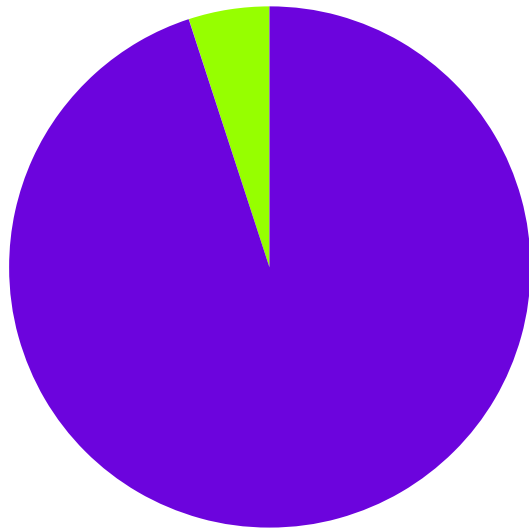
TRANSPARENCY

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



95.79%

Mrs. Mareta Gevorkyan

4.21%

14 individual shareholders



VAZGEN GEVORKYAN, MBA, PHD

Chairman of Supervisory Board



GEGHAM GEVORGYAN, DR.SC., NAS FULL MEMBER

Deputy Chairman of Supervisory Board



MARINA PSOMAS

Independent member 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 close-up portrait of a woman with dark hair pulled back, wearing a vibrant purple long-sleeved top. She is looking directly at the camera with a neutral expression, her hands are positioned near her face, one resting on her cheek and the other near her hair. The background is a solid white color.

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	30/09/2021
Total ArCa, MasterCard and Visa cards issued	65,481	122,430	152,486	162,301

NUMBER OF CLIENTS

CLIENTS	31/12/2018	31/12/2019	31/12/2020	30/09/2021
Legal entities	2,048	2,893	3,843	4,537
Individuals	35,280	58,915	63,188	56,762
Total	37,328	61,808	67,031	61,299



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.



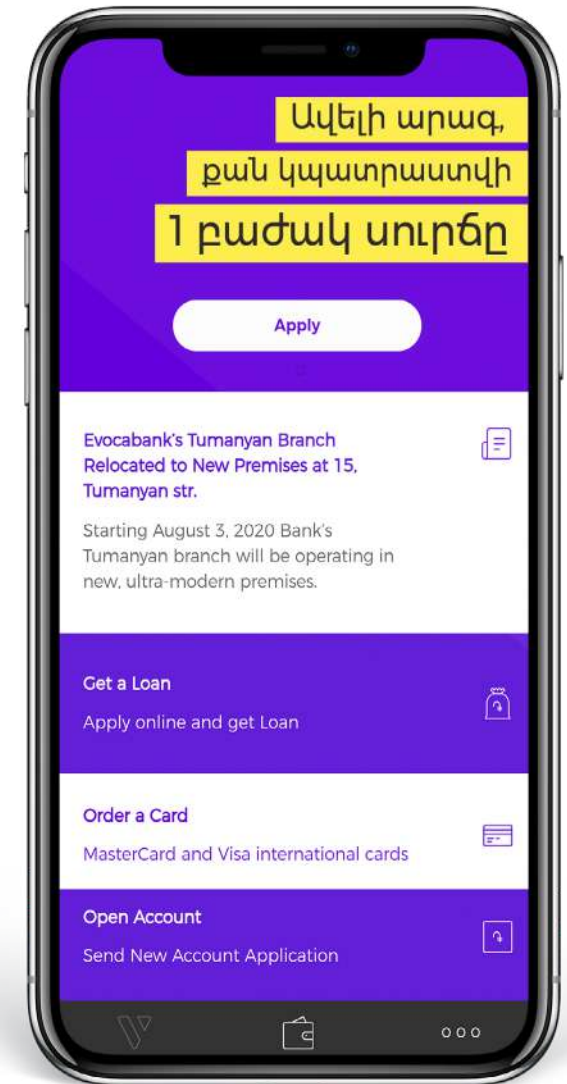
EVOCATOUCH

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	▲ 493.00	▲ 498.00
EUR	▲ 580.00	▲ 589.00
RUR	▲ 6.56	▲ 6.75
GBP	▲ 675.00	▲ 690.00
CHF	▲ 528.00	▲ 543.00

NUMBER OF DOWNLOADS:

434,731

total downloads



104,600

total downloads



539,331 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



Evocabank actively interacts with its clients via **Facebook** (115,194 subscribers, 1st place).

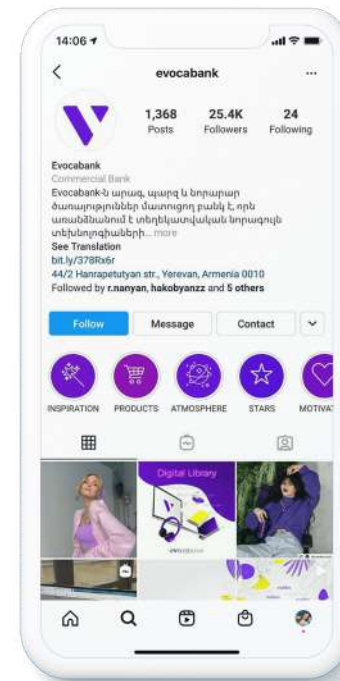
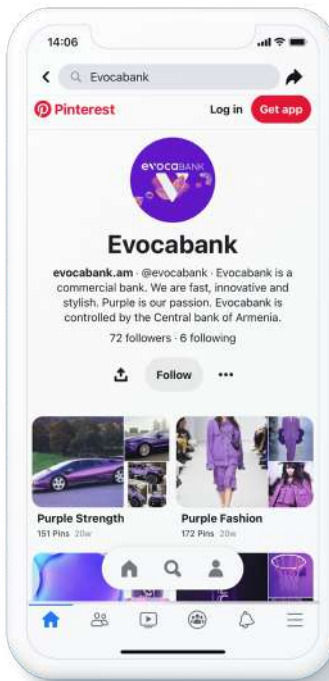
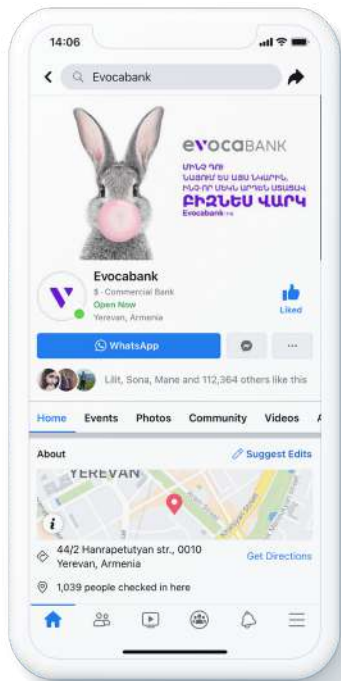
Number 1 by the number of followers among banks in Armenia.



The first Armenian bank on **Pinterest**.



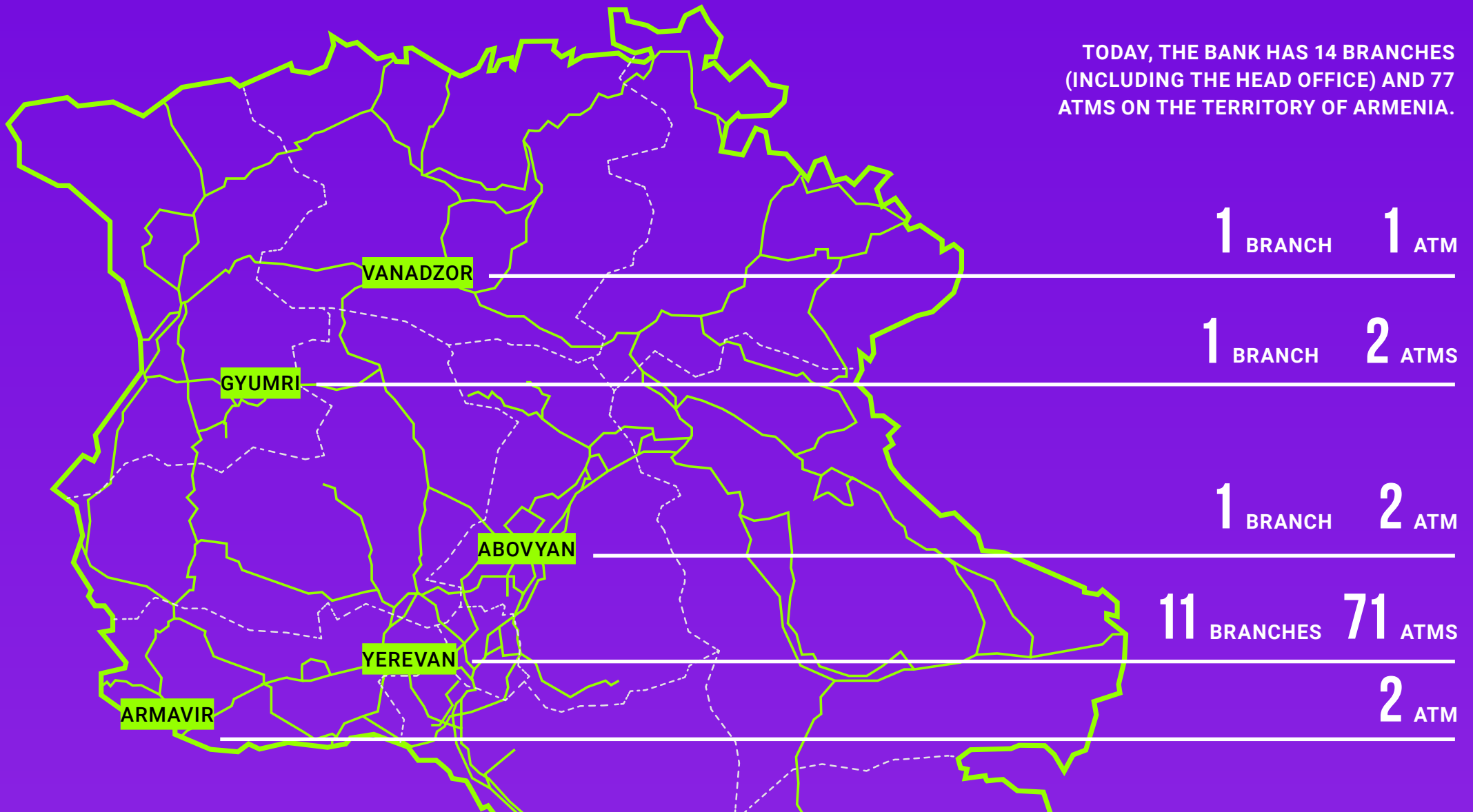
Evocabank has 26,000 subscribers on **Instagram**.



OFFLINE CHANNELS:

BRANCH AND ATM NETWORK


TODAY, THE BANK HAS 14 BRANCHES (INCLUDING THE HEAD OFFICE) AND 77 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](#)

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 FINARMFINANCIAL 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](#)

BEST DIGITAL BANK IN ARMENIA




 [click here to read more](#)

For the third consecutive year Evocabank is announced The Best Digital Bank in Armenia by Global Banking & Finance Awards.

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

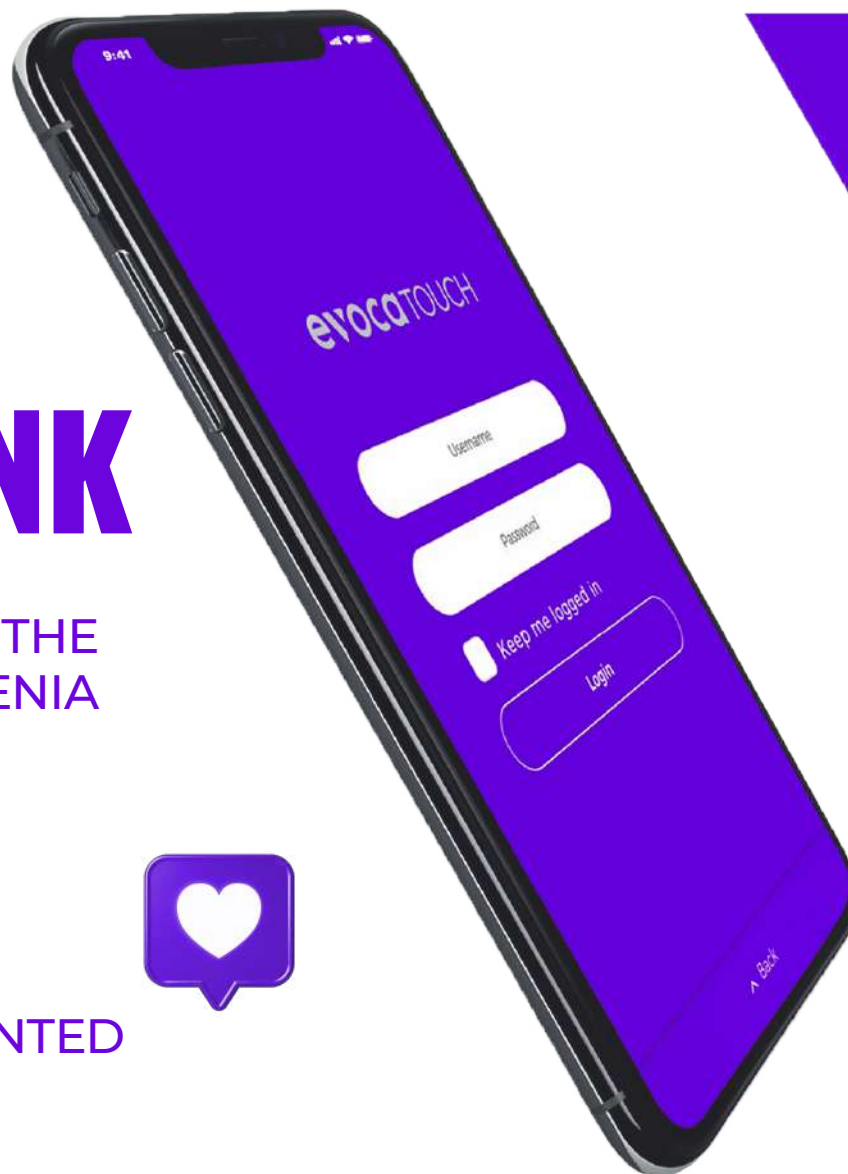
Evocabank has been announced the best mobile bank for businesses in Armenia.

 [click here to read more](#)

HONORABLE MENTION GRANTED BY AWWWARDS TEAM

Have you skimmed through our new website?

 [click here to read more](#)



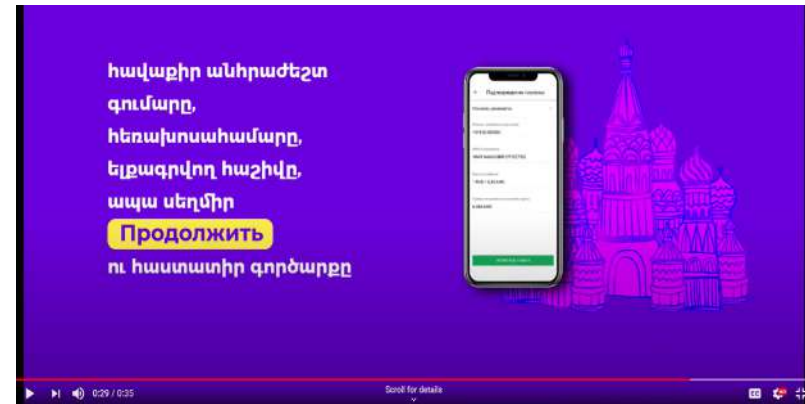
INNOVATIONS & EVOCABANK



[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

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](#)



PAY YOUR PROPERTY TAX WITHOUT TAX PAYMENT CERTIFICATE


Your payments are easier and faster with Evoca.

[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](#)



EVOCA DIGITAL BROCHURES WITH QR CODE

Scan the QR code to view the Evoca brochures on your phone.

 [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



VISA CLASSIC



VISA GOLD



VISA BUSINESS



MASTERCARD GOLD



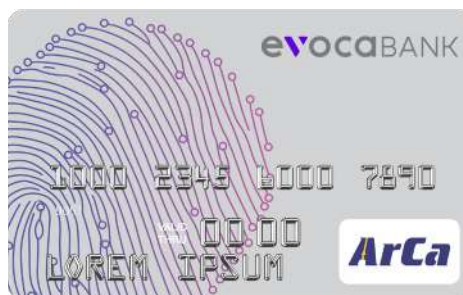
COBRANDED CARDS WITH DALMA SHOPPING MALL



MASTERCARD STANDARD



ARCA-MIR



ARCA TOUCH



ARCA MIMO

VISA INFINITE CARD

VISA: EVERYWHERE YOU WANT TO BE



ADVANTAGES

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

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

- Premium service
- Unique approach
- Exclusive benefits worldwide.

BENEFITS:

FREE PCR TEST FOR COVID-19 FOR EVOCA VISA INFINITE CARDHOLDERS
VISA INFINITE CARDHOLDERS WILL BE ELIGIBLE FOR FREE PCR AT-HOME TESTING THROUGH DECEMBER 31, 2021.
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

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.

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. The text 'PRODUCTS FOR CORPORATE CLIENTS' is written in a bold, white, sans-serif font, centered horizontally and partially overlapping the right side of the sphere grid.

**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

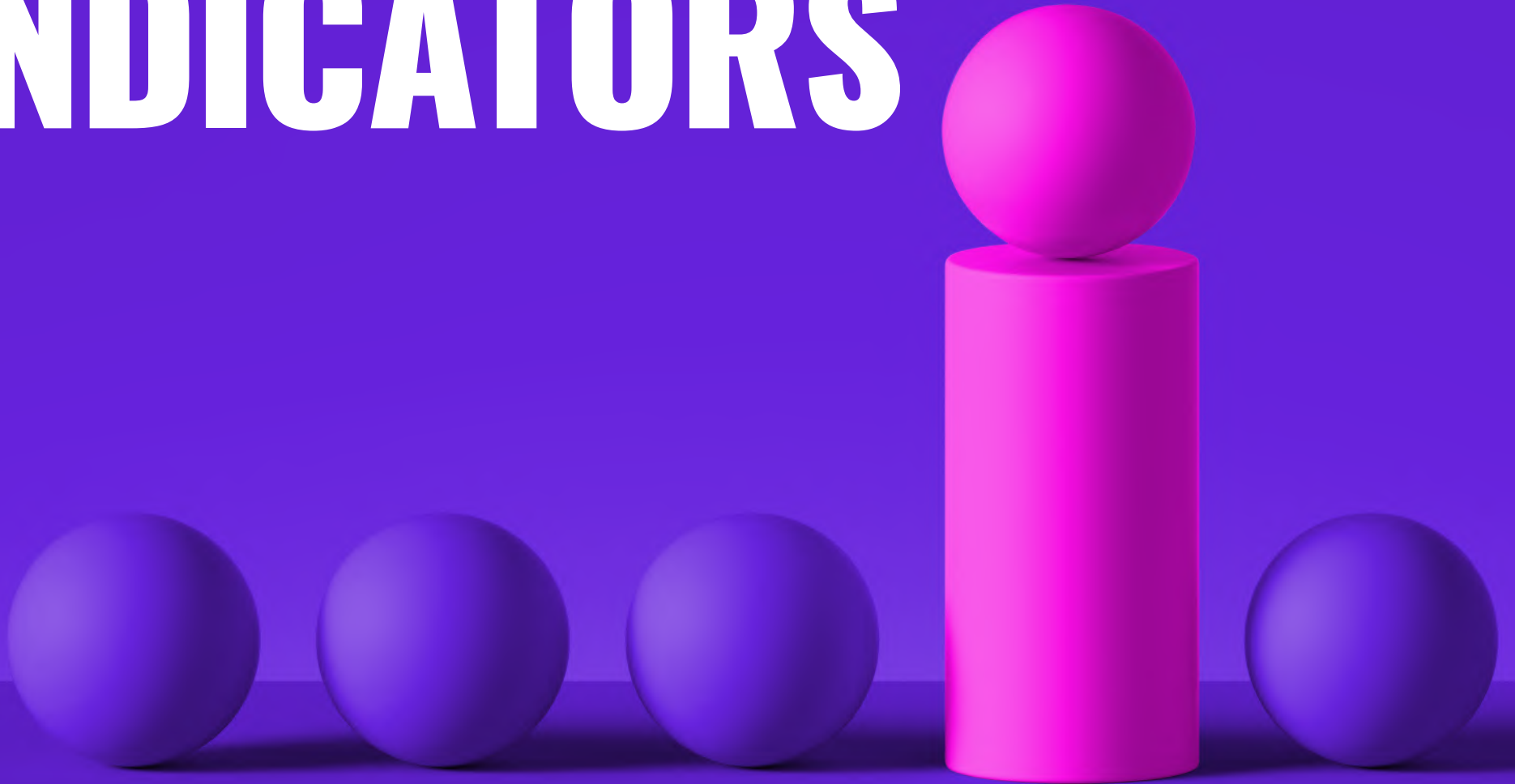
Money transfers

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

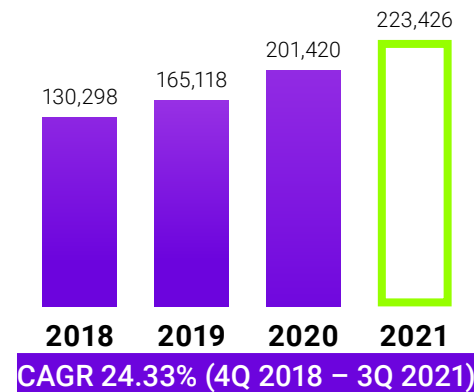
	(MLN. AMD)	POSITION CHANGE
Assets	223,426	
Liability	189,670	
Loans and advancements to customers (net of impairment)	122,615	+2
Amounts due to customers	139,637	+1
Equity	33,757	
Profit	486	



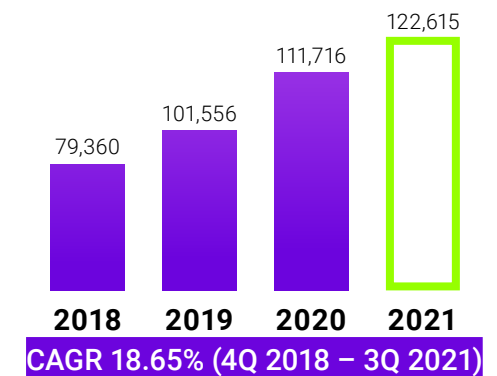
BALANCE-SHEET INDICATORS

In Q3 2021 Evocabank is still strong in all key financial indicators maintaining its stable growth.

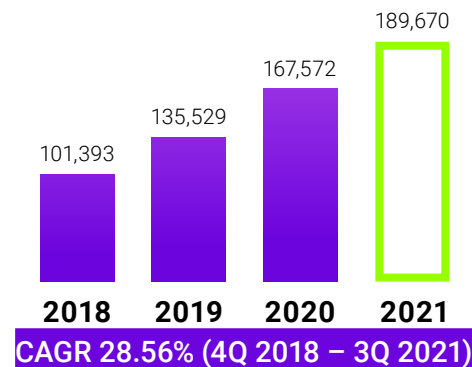
**TOTAL ASSETS
(MLN. AMD)**



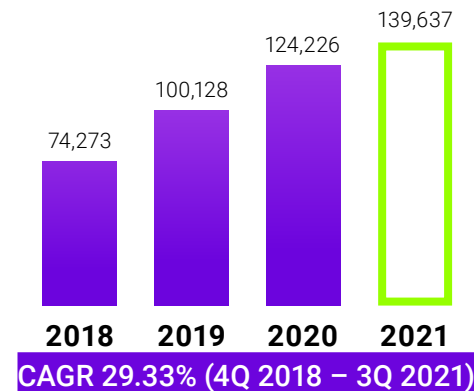
**LOANS AND ADVANCES TO
CUSTOMERS (MLN. AMD)**



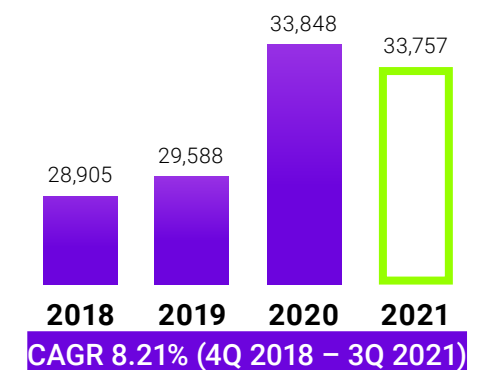
**TOTAL LIABILITIES
(MLN. AMD)**



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

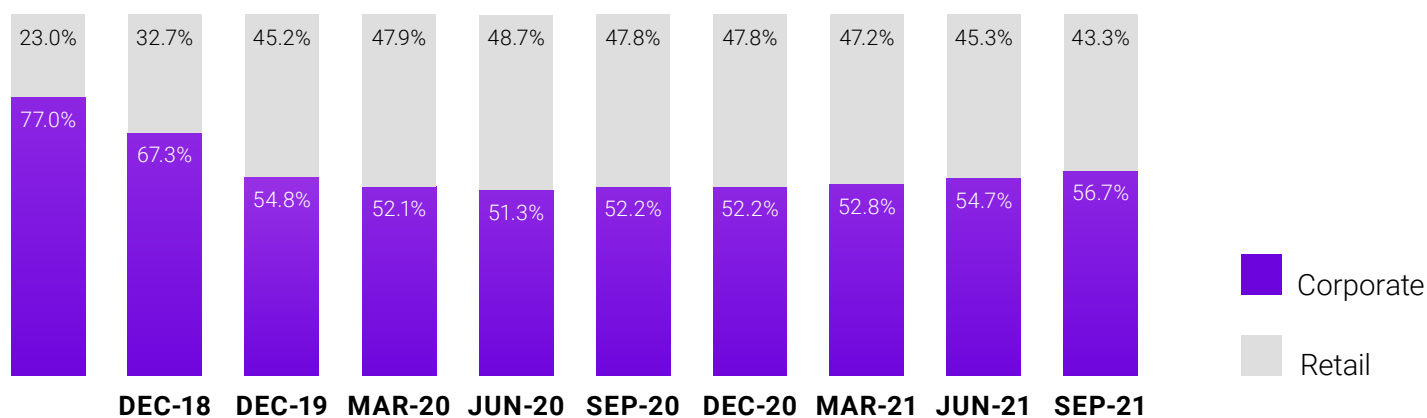


**EQUITY
(MLN. AMD)**



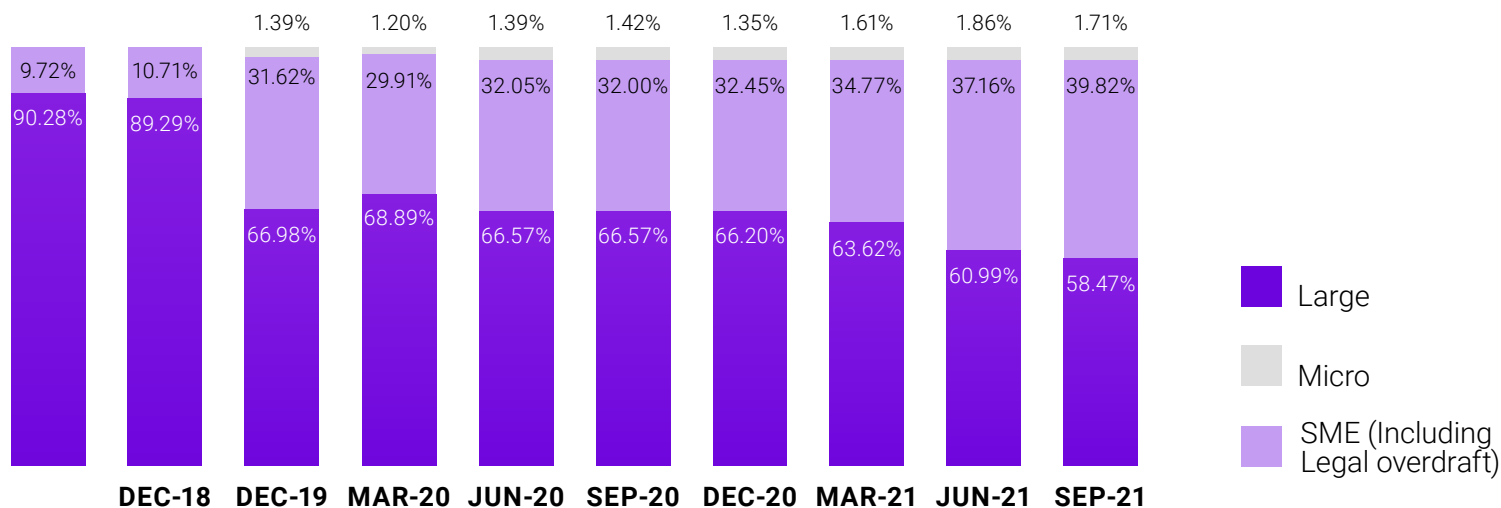
CREDIT PORTFOLIO OF THE BANK

SHARE IN TOTAL LOAN PORTFOLIO

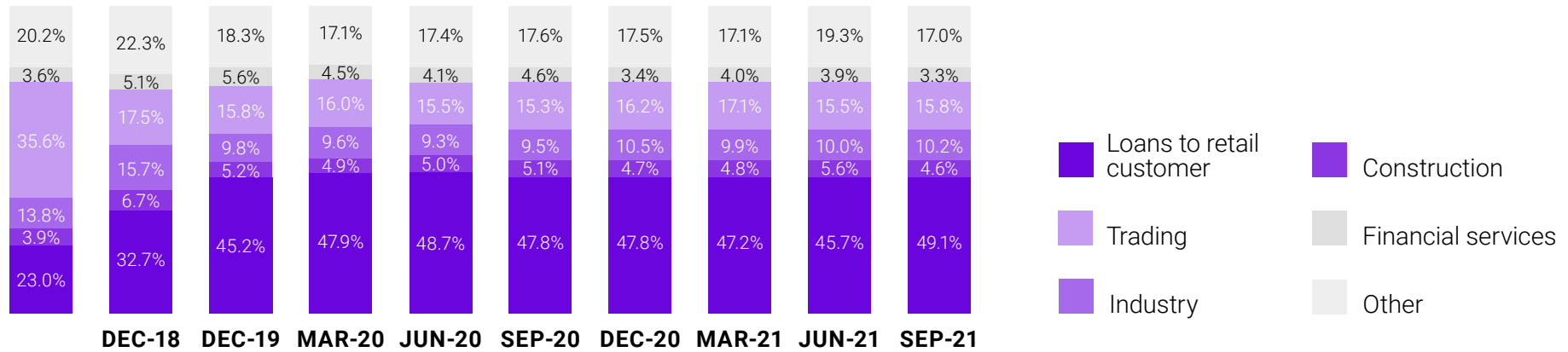


In Q3 2021 Evocabank continues to improve its progress towards strategic objectives, which is reflected in its loan portfolio structure by growth of SME and Retail portfolios.

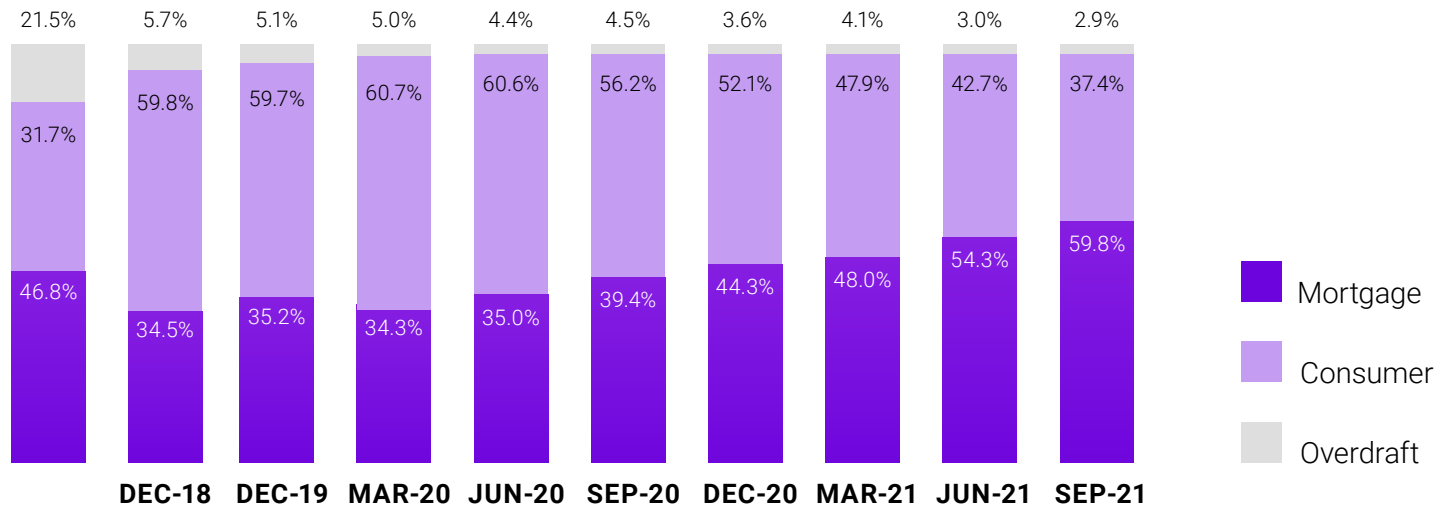
CORPORATE LOAN PORTFOLIO STRUCTURE



LOAN PORTFOLIO STRUCTURE BY SECTOR

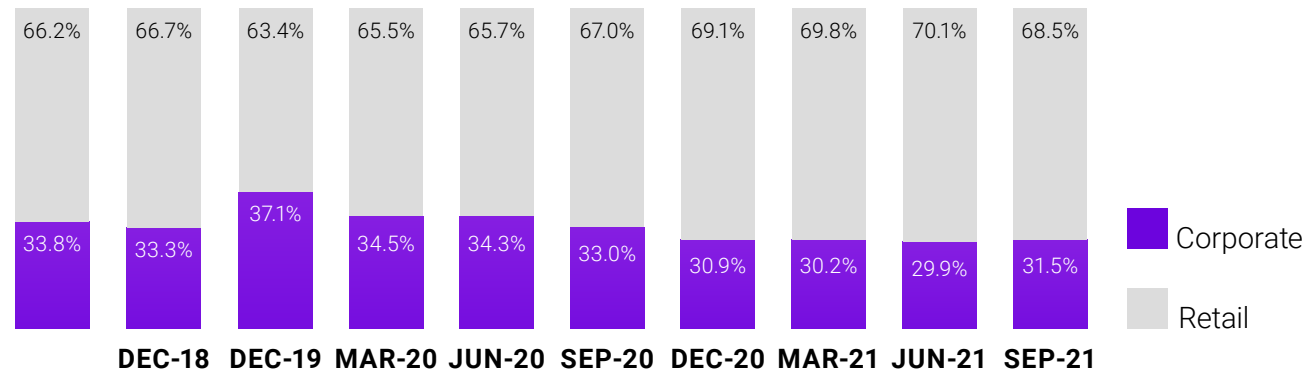


RETAIL LOAN PORTFOLIO STRUCTURE

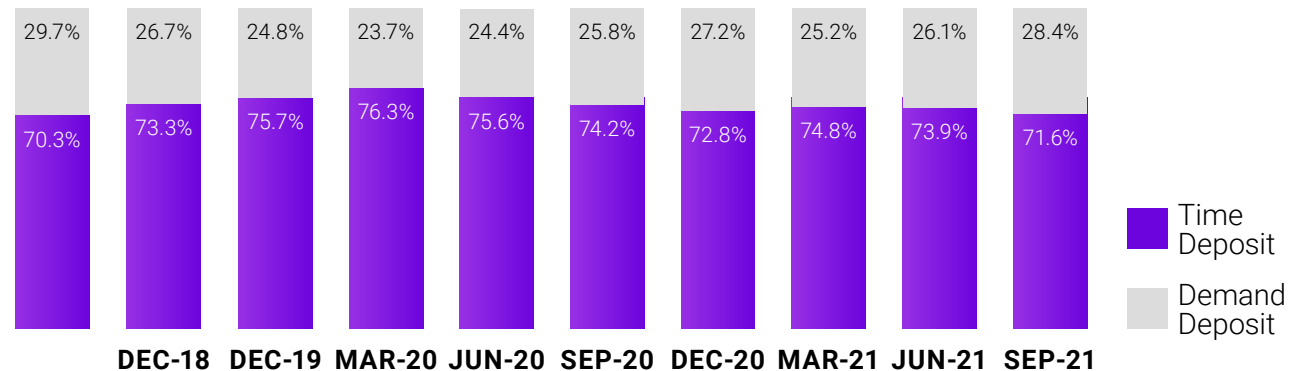


FUNDING STRUCTURE OF THE BANK

SHARE IN TOTAL DEPOSIT PORTFOLIO



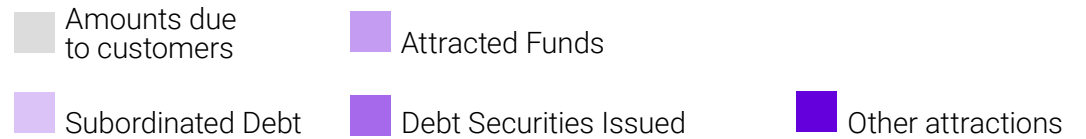
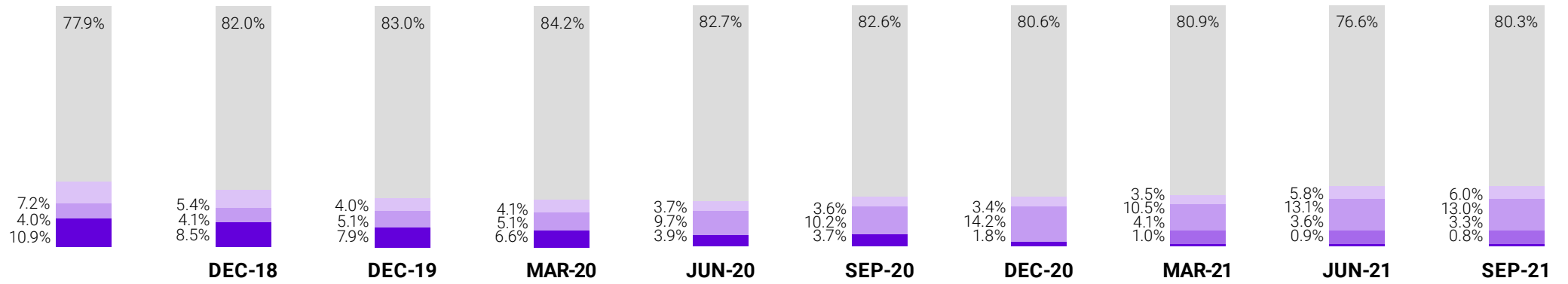
DEPOSIT PORTFOLIO STRUCTURE BY TYPE



In Q3 2021 Evocabank continues to diversify its funding structure by attracting long term funds from financial institutions.



FUNDING STRUCTURE

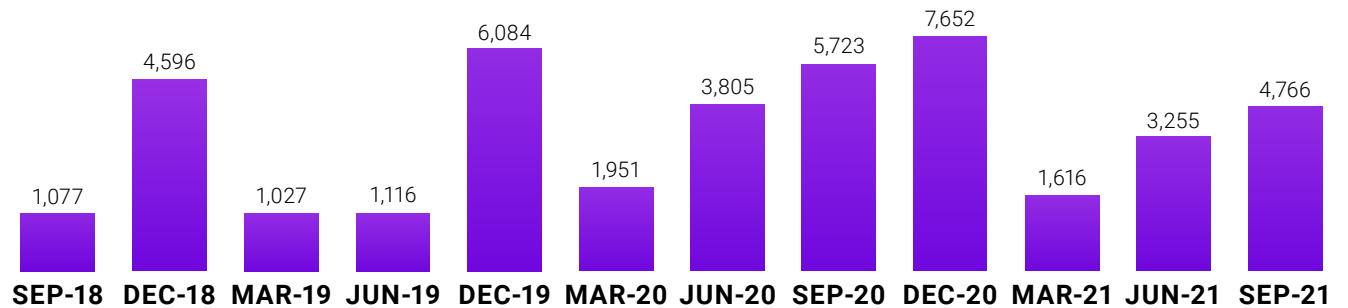


INCOME STATEMENT INDICATORS

The Bank's net interest income and operating income are showing reversion to their historical mean after COVID-19 related uncertainty.

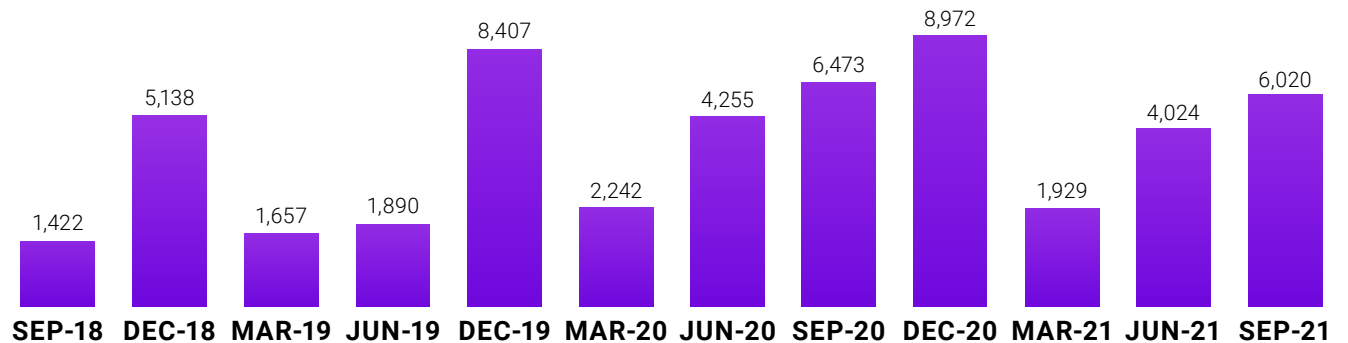
The Bank registered increase in net non-interest income mainly due to the growth of income from foreign currency exchange and other operating income.

NET INTEREST INCOME (MLN. AMD)



AAGR 29.1% (4Q 2018 – 3Q 2021)

OPERATING INCOME (MLN. AMD)

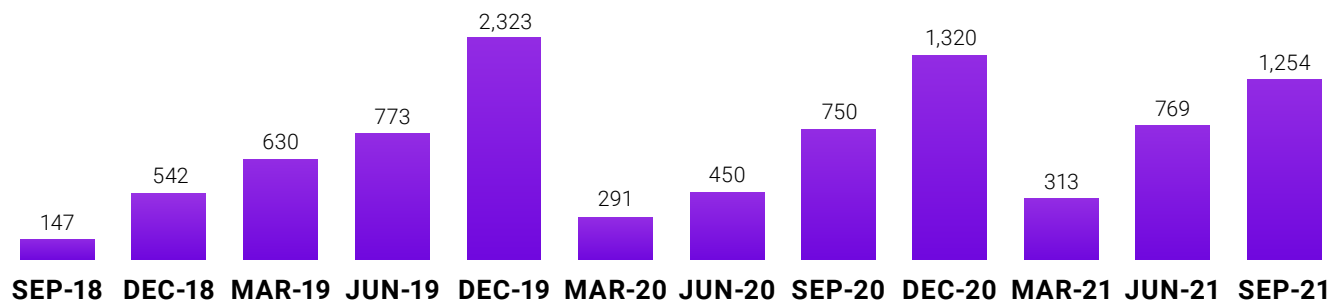


AAGR 35.2% (4Q 2018 – 3Q 2021)



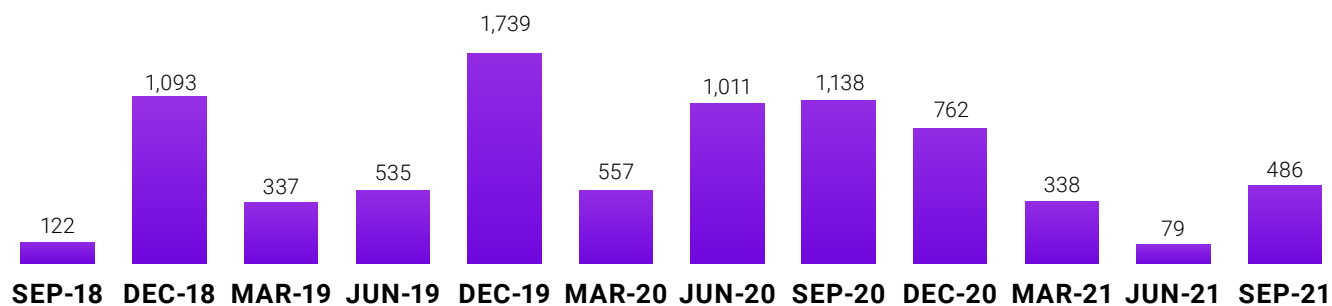
The Bank recorded an increase in profit compared to Q1 and Q2 periods and is recovering from negative impact of COVID-19.

NET NON INTEREST INCOME (MLN. AMD)



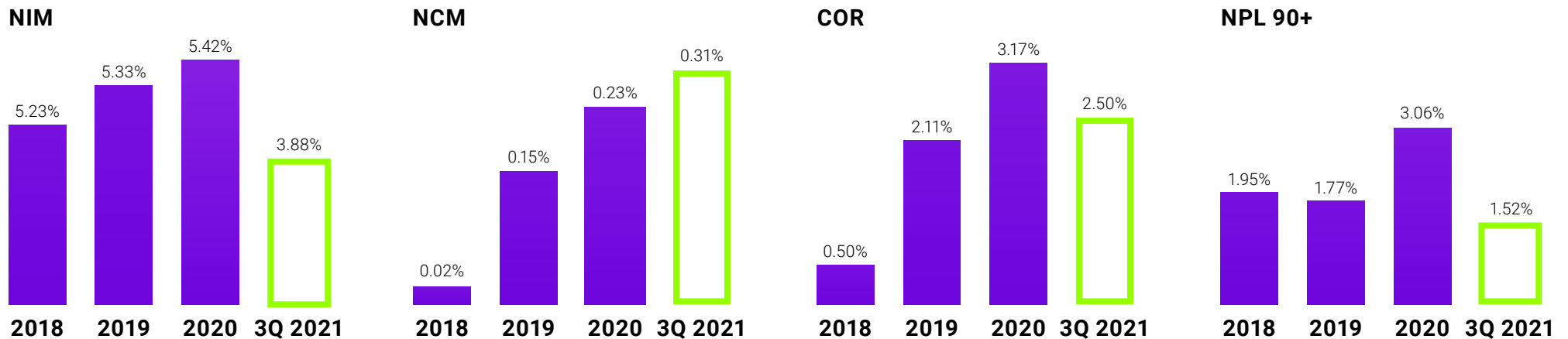
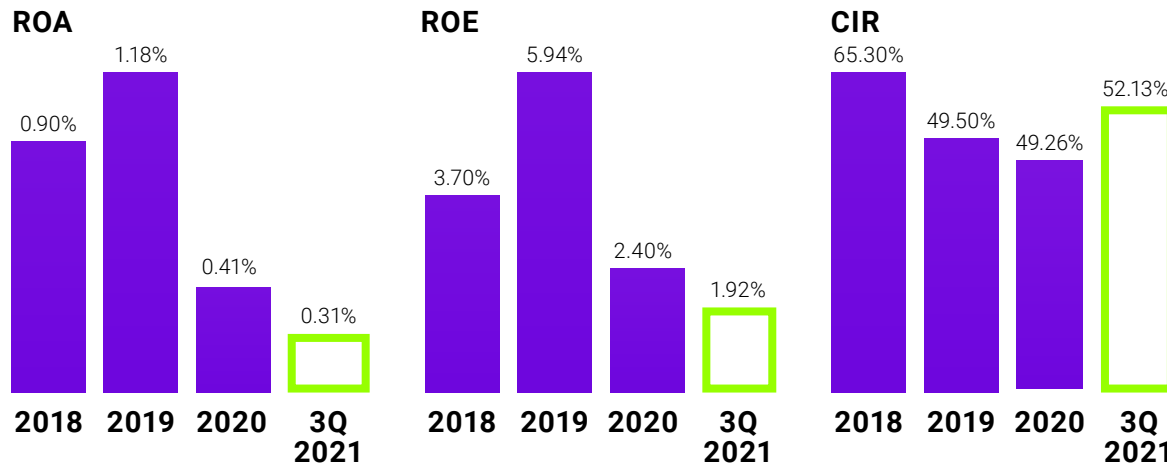
AAGR 142.7% (4Q 2018 – 3Q 2021)

NET PROFIT (MLN. AMD)



AAGR 1.4% (4Q 2018 – 3Q 2021)

OPERATIONAL PERFORMANCE OF THE BANK

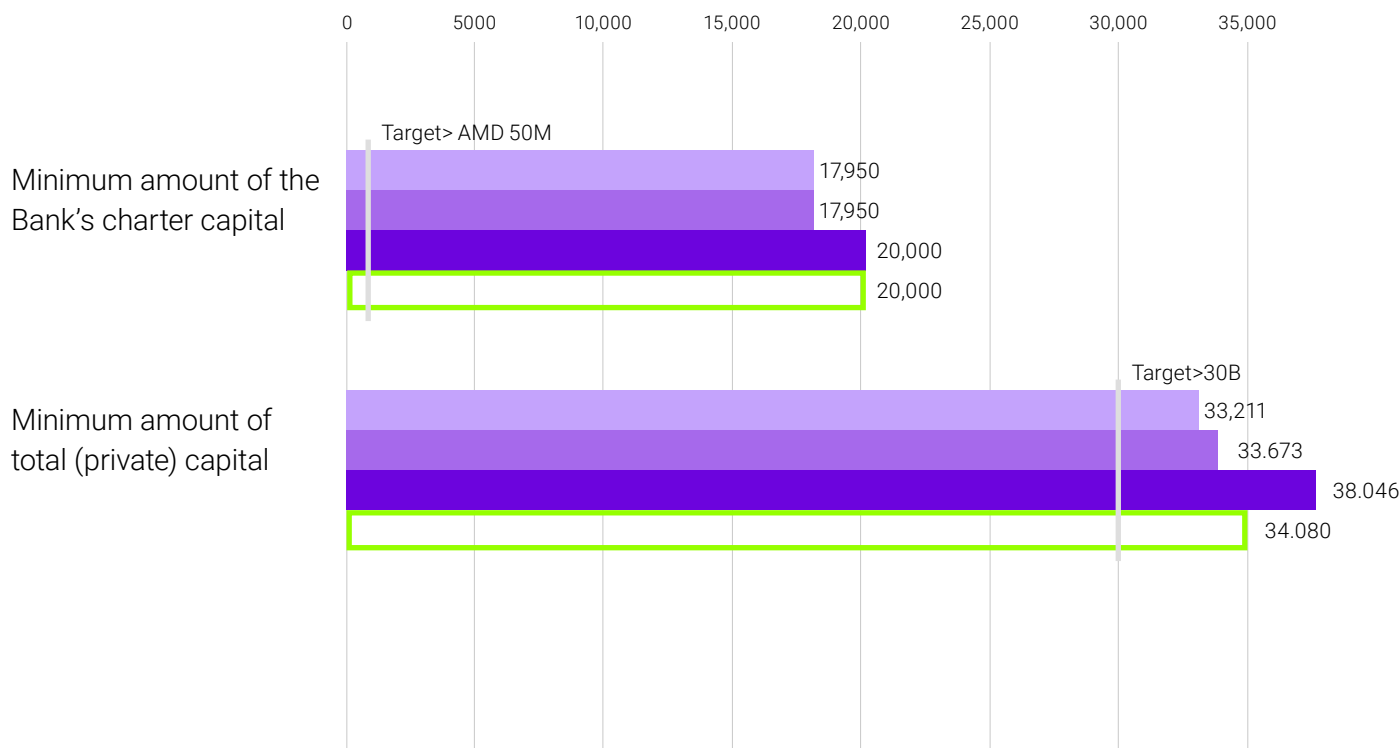


The Bank has demonstrated decrease in profitability measures ratios ROA and ROE affected by the profit explained above.

NIM profitability ratio registered decrease mainly due to lower interest income. However, NCM ratio registered robust growth mainly due to increase in fee and commission income.

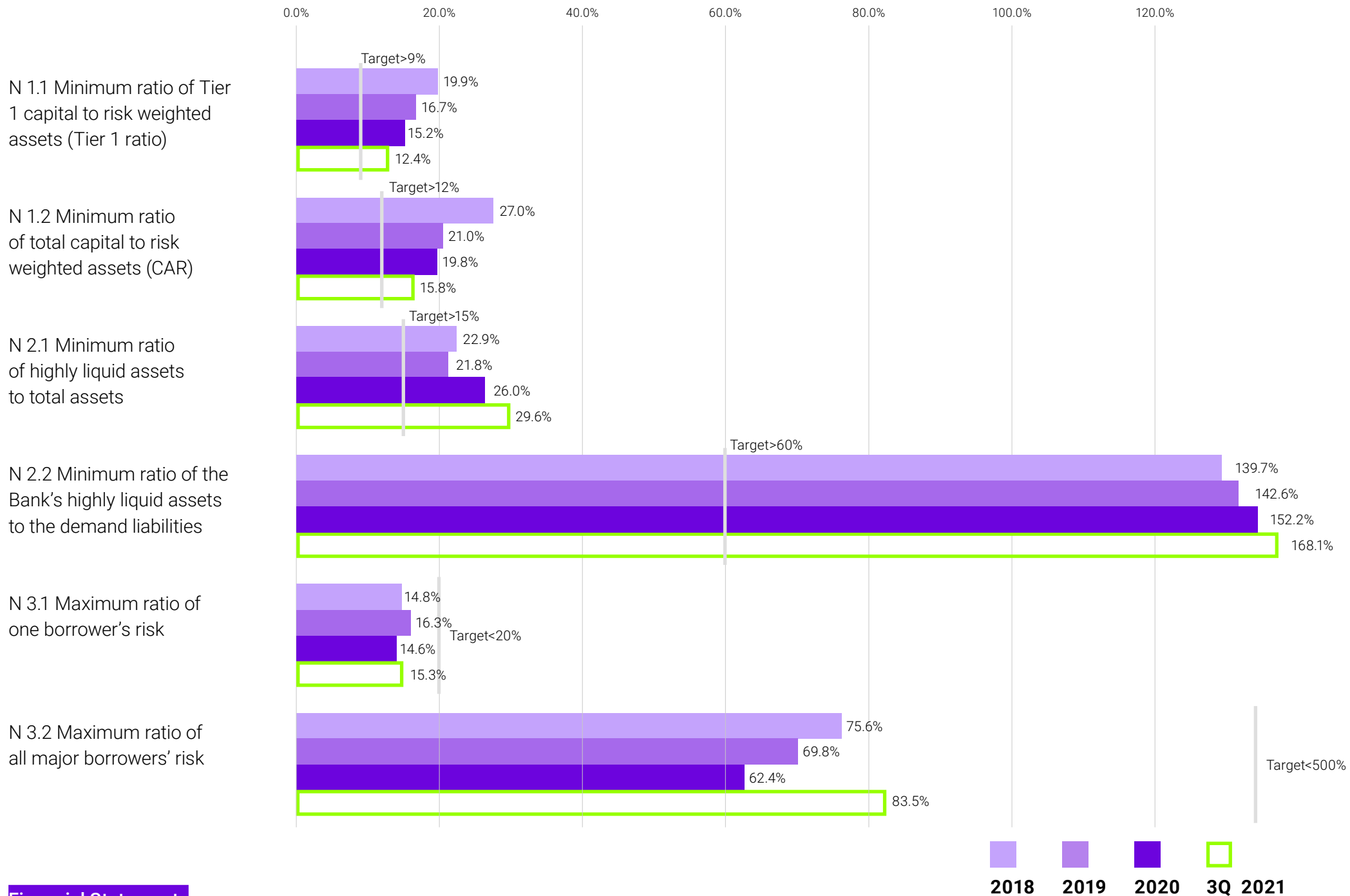
Cost to income ratio increased mainly due to the decline in the operating profit. NPL(90+) and the cost of risk recorded an improving trend in Q3 2021.

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.

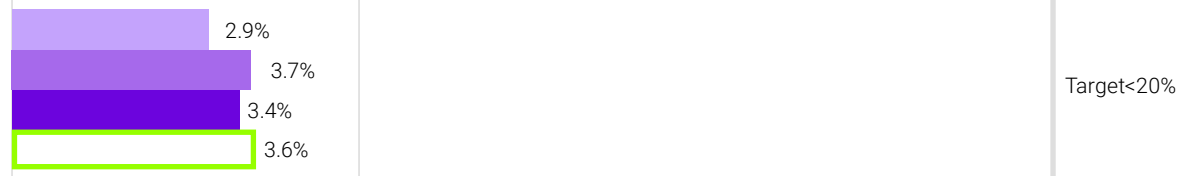
The Bank is adequately capitalized and well equipped with liquidity buffers to ensure going concern and solvency of the Bank.



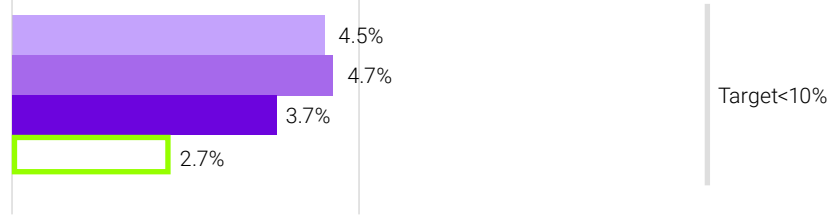
N 4.1 Maximum ratio of one borrower's risk affiliated with the Bank



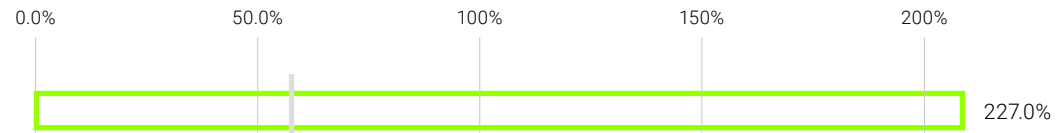
N 4.2 Maximum ratio of all major borrowers' risk affiliated with the Bank



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



LCR



NSFR



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E-MAIL: IR@EVOCABANK.AM

(+374 10) 60 55 55

YEREVAN, ARMENIA 44/2 HANRAPETUTYAN STR.