

evocaBANK

INVESTOR PRESENTATION

OVERVIEW | 4Q 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 capotal 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.

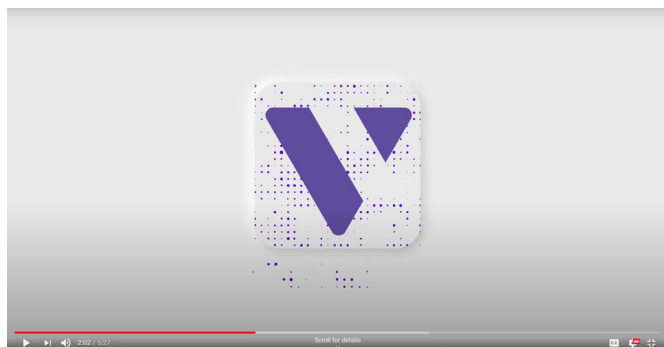
BUSINESS IMAGE

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

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	31/12/2021
Total ArCa, MasterCard and Visa cards issued	65,481	122,430	152,486	167,913

NUMBER OF CLIENTS

CLIENTS	31/12/2018	31/12/2019	31/12/2020	31/12/2021
Legal entities	2,048	2,893	3,843	4,777
Individuals	35,280	58,915	63,188	55,814
Total	37,328	61,808	67,031	60,591



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.



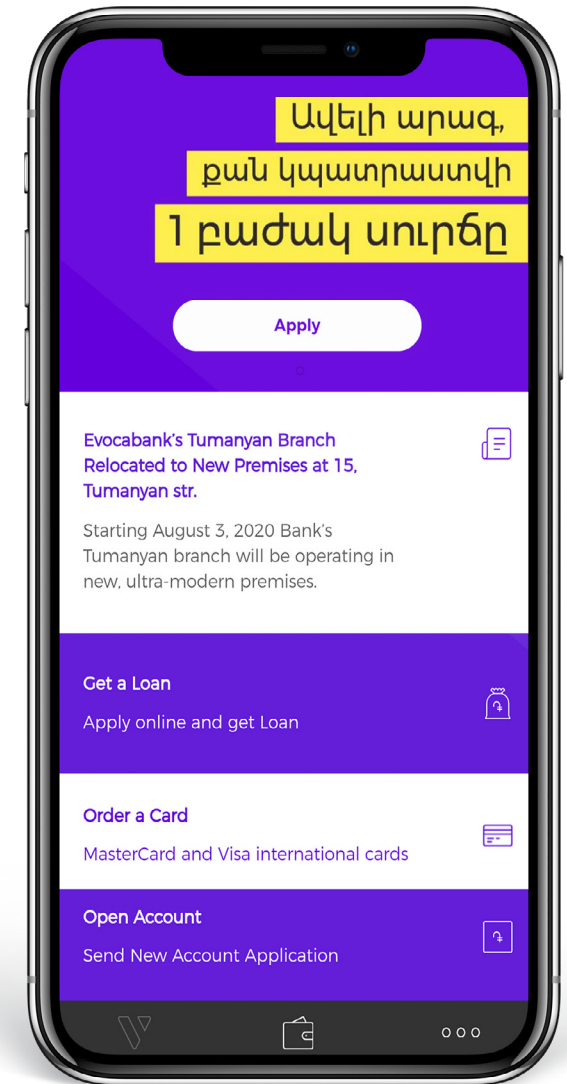
EVOCATOUCH

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:

445,841

total downloads



112,764

total downloads



558,605 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

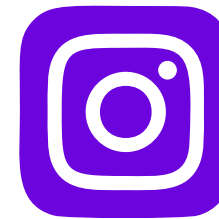


Evocabank actively interacts with its clients via **Facebook** (115,985 subscribers, 1st place).

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

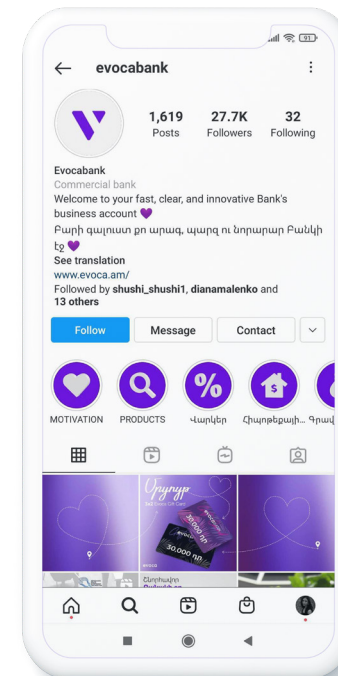
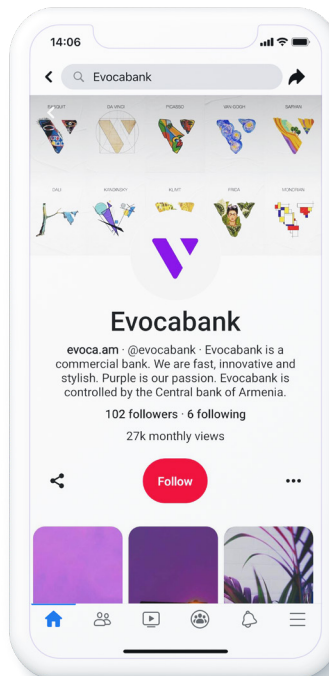
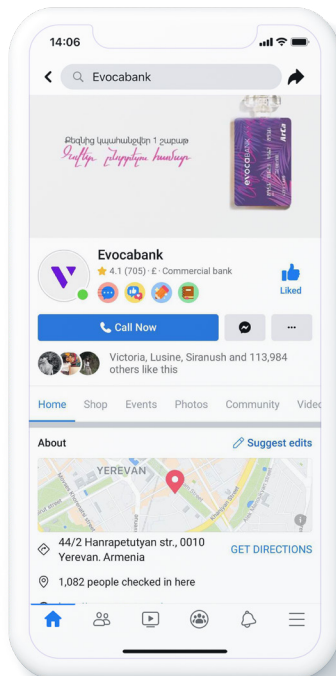


The first Armenian bank on **Pinterest**.



Evocabank has 27,700 subscribers on **Instagram**.

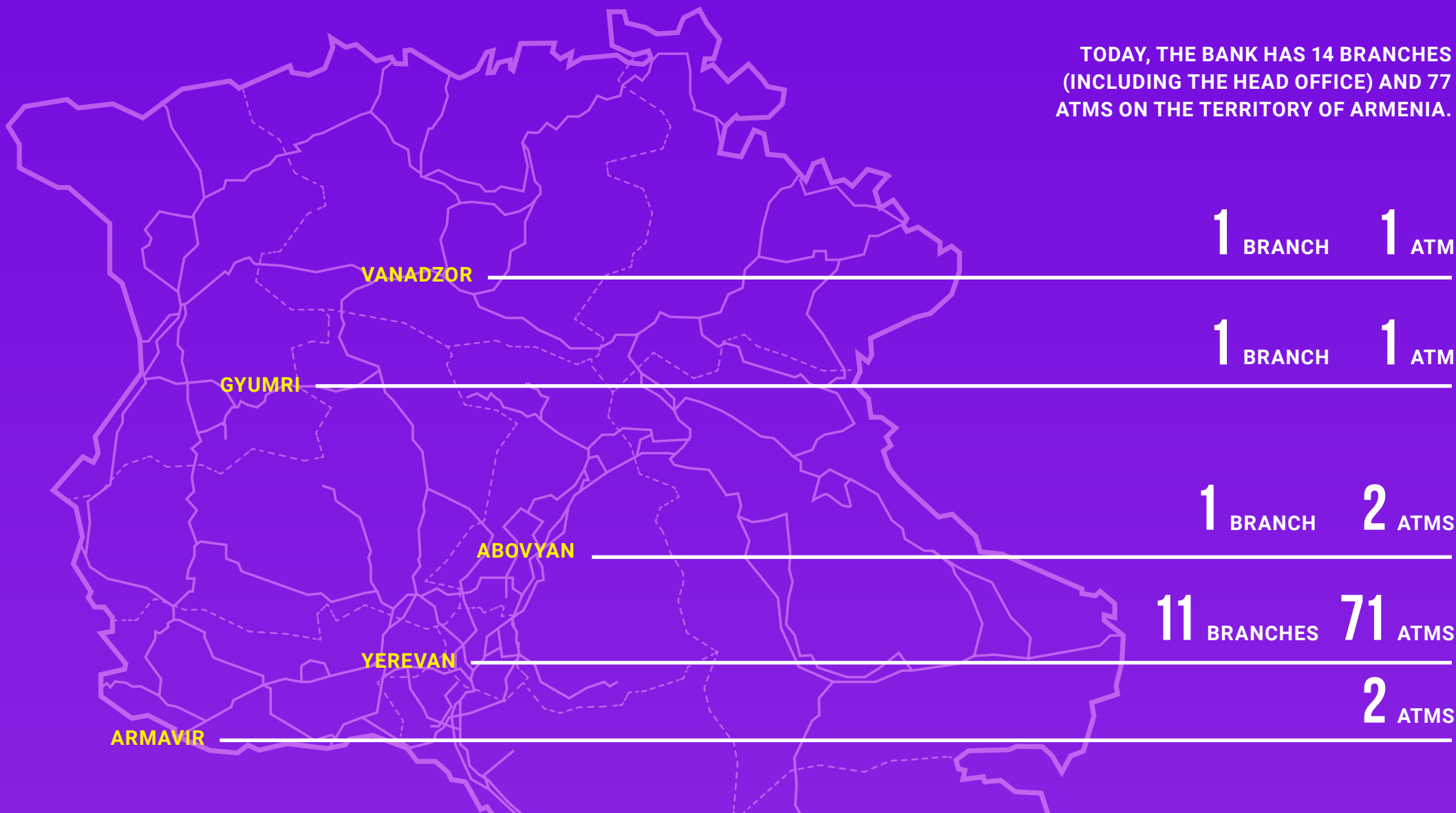
Number 1 by the number of followers among banks in Armenia.



OFFLINE CHANNELS:

BRANCH AND ATMS NETWORK

TODAY, THE BANK HAS 14 BRANCHES (INCLUDING THE HEAD OFFICE) AND 77 ATMS ON THE TERRITORY OF ARMENIA.



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

GLOBAL BANKING &
Finance
review



[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 SME BANK IN ARMENIA



[click here to read more](#)

Evocabank was named as the Best SME Bank 2022 in Armenia by Global Finance

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.



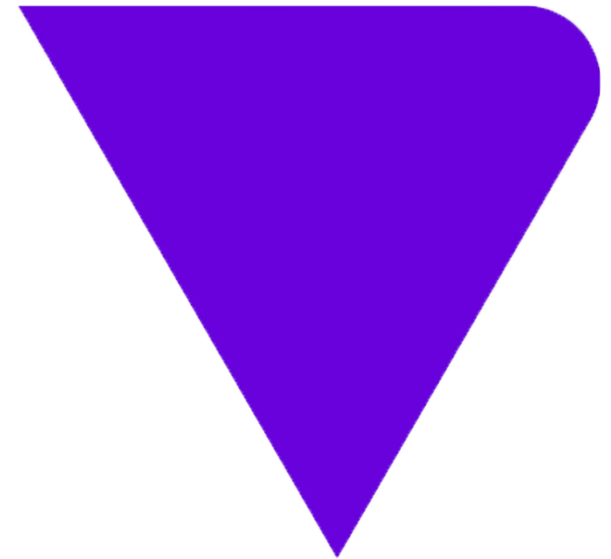
[click here to read more](#)

HONORABLE MENTION GRANTED BY AWWWARDS TEAM

Have you skimmed through our new website?



[click here to read more](#)



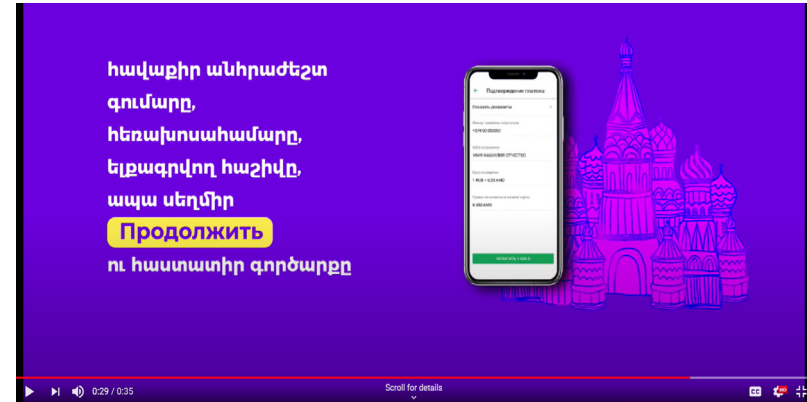
INNOVATIONS & EVOCABANK



[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](#)



**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

BENEFITS:

CONCIERGE SERVICE
SAFE DEPOSIT BOXES

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

- Premium service
- Unique approach
- Exclusive benefits worldwide.

EVOCA GIFT CARD



GET EVOCA GIFT CARD AND IT WILL BECOME THE BEST GIFT EVER!

BESIDES, EVOCA GIFT CARD IS A
PERFECT CHOICE EVEN IF YOU DON'T
KNOW THE TASTE PREFERENCES OF
THE RECIPIENT.



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 purple spheres is positioned on the left side of the image. The spheres are rendered with a slight gradient and a soft shadow, giving them a three-dimensional appearance. The background is a solid, vibrant purple.

**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

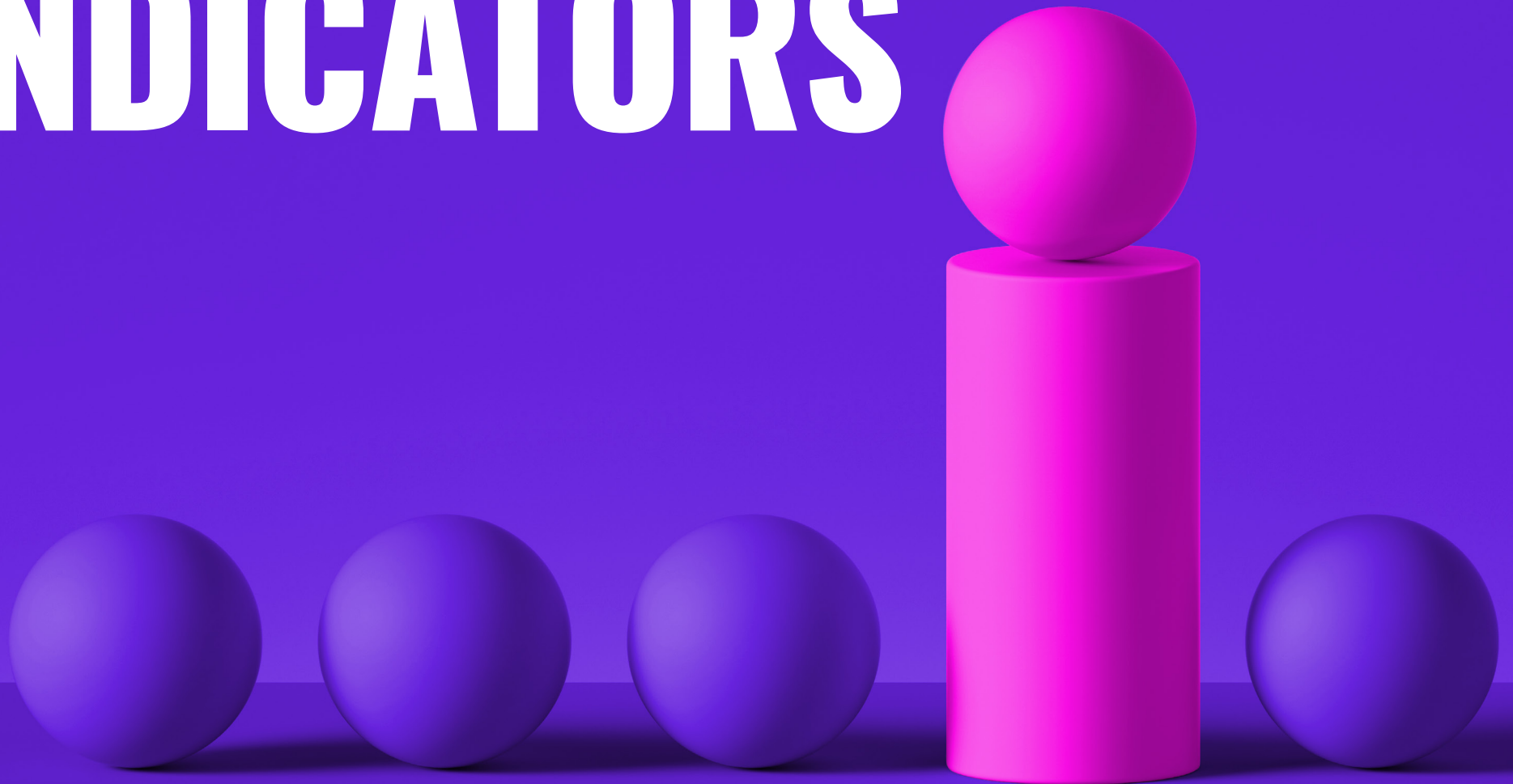
Money transfers

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	245,715	
LIABILITY	211,939	
LOANS AND ADVANCEMENTS TO CUSTOMERS (NET OF IMPAIRMENT)	139,958	+3
AMOUNTS DUE TO CUSTOMERS	153,010	+2
EQUITY	33,776	
PROFIT	1,128	



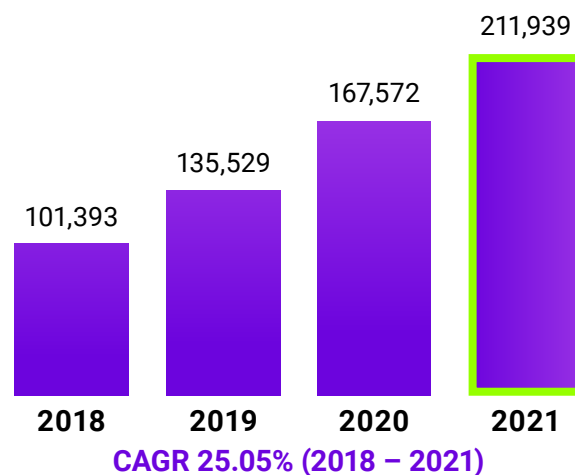
BALANCE SHEET

In **2021** Evocabank is still strong in all key financial indicators maintaining its stable growth and exceeding the market average rate by more than **3-4 times**.

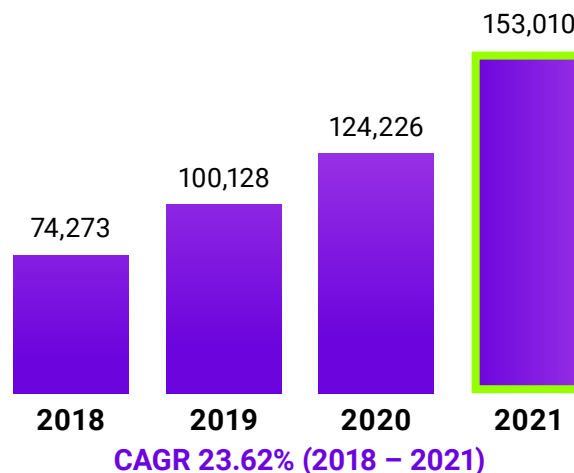
Precisely, total assets increased by **22%** while loans and advances to customers that comprise **57%** of the **total assets** increased by **25%**.

Total liabilities increased by about **27%** and deposits that stand for **72%** of the total liabilities increased by **23%**.

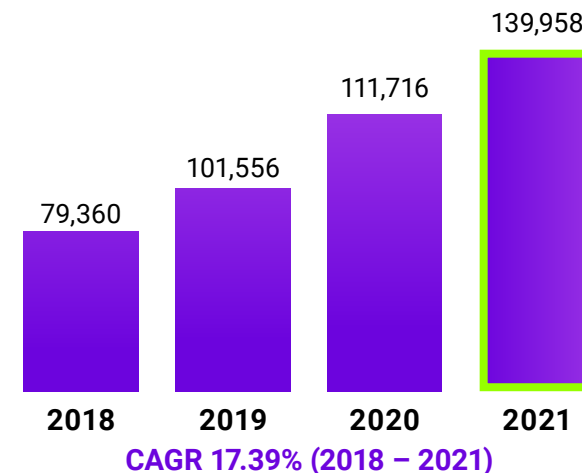
TOTAL LIABILITIES (MLN. AMD)



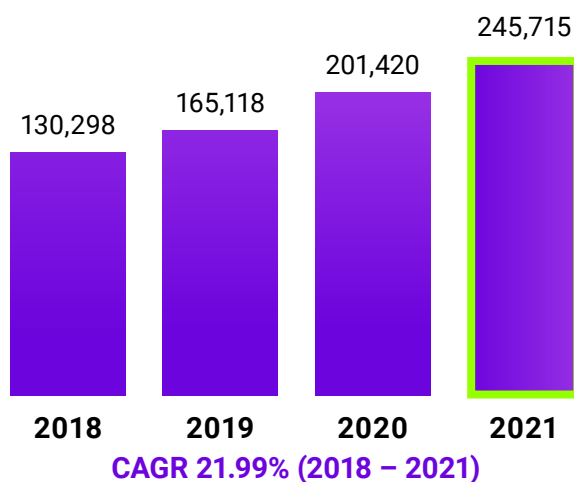
AMOUNTS DUE TO CUSTOMERS (MLN. AMD)



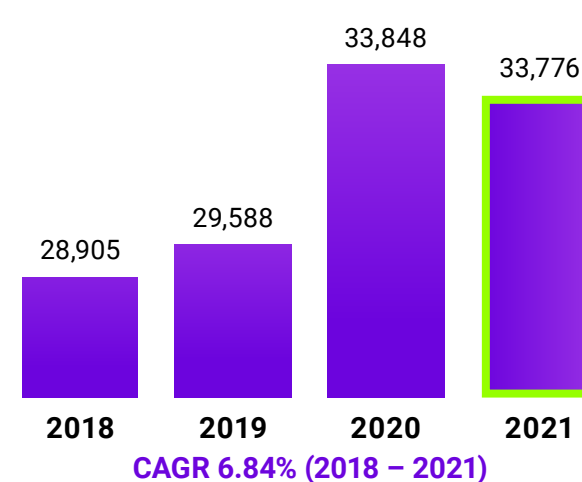
LOANS AND ADVANCES TO CUSTOMERS (MLN. AMD)



TOTAL ASSETS (MLN. AMD)



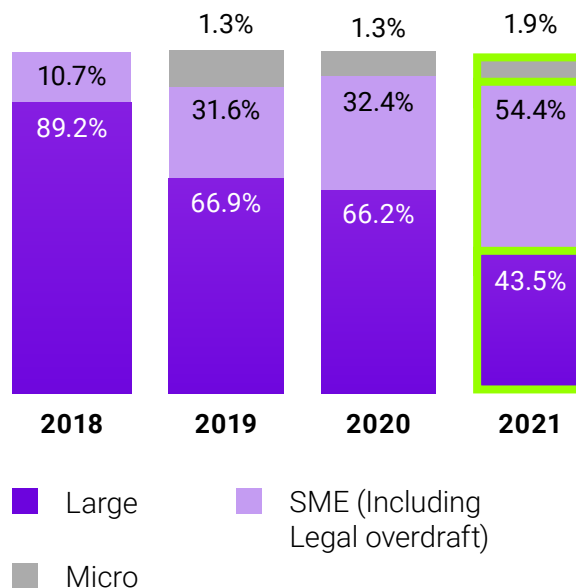
EQUITY (MLN. AMD)



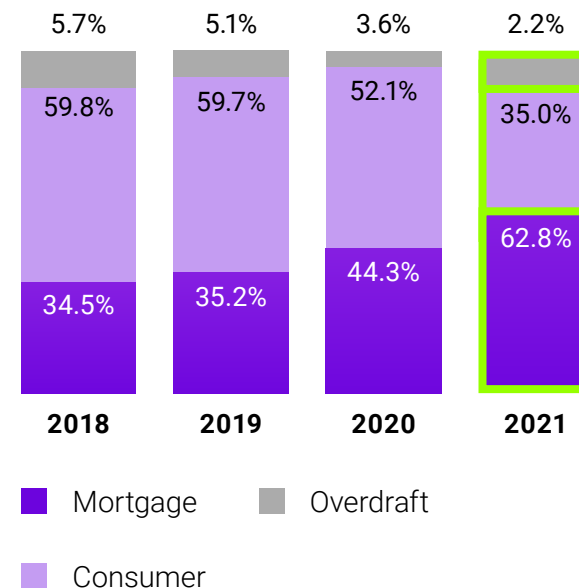
CREDIT PORTFOLIO OF THE BANK

In 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**

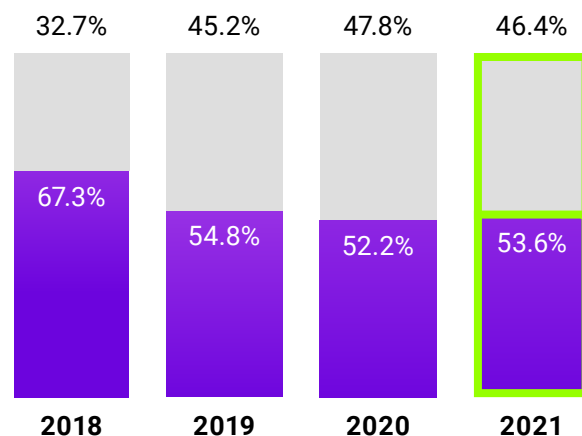


**RETAIL LOAN
PORTFOLIO STRUCTURE**



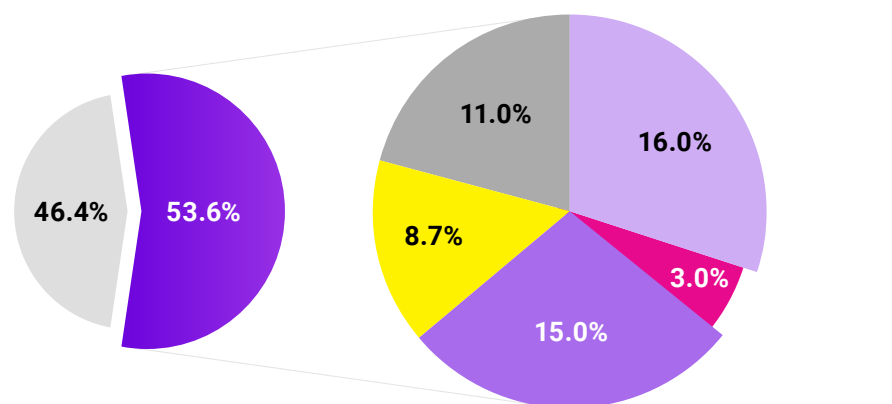
CREDIT PORTFOLIO OF THE BANK

SHARE IN TOTAL
LOAN PORTFOLIO



■ Corporate
■ Retail

LOAN PORTFOLIO
STRUCTURE BY SECTOR

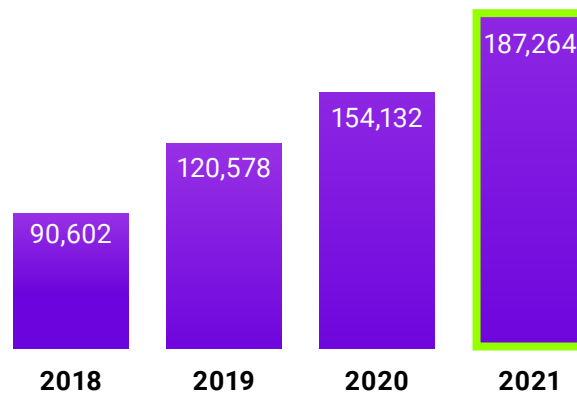


■ Trading ■ Construction ■ Loans to retail customer
■ Financial services ■ Industry ■ Other

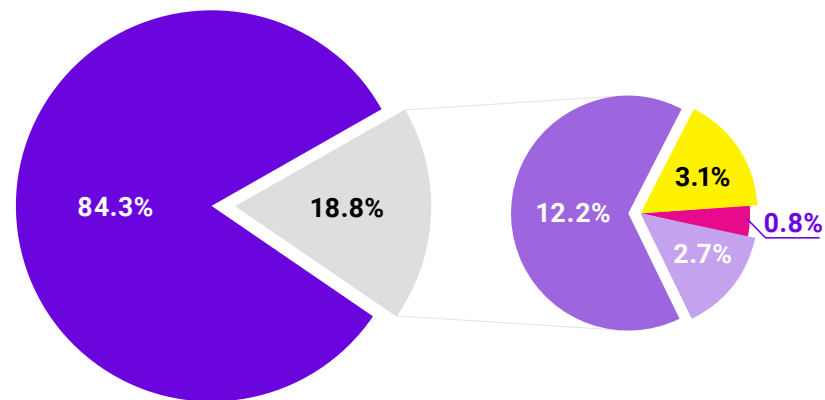


FUNDING STRUCTURE OF THE BANK

TOTAL FUNDING
(MLN. AMD)



FUNDING STRUCTURE



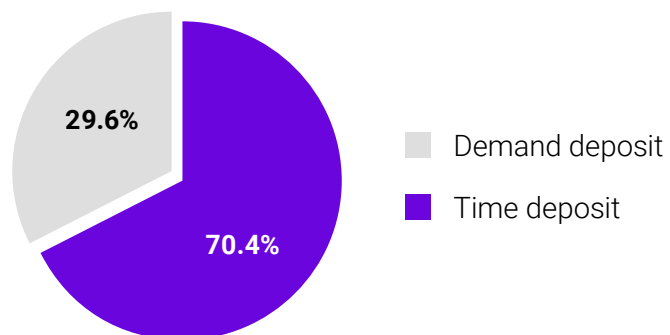
- Subordinated debt
- Attracted funds
- Amounts due to customers
- Debt securities issued
- Other attractions

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

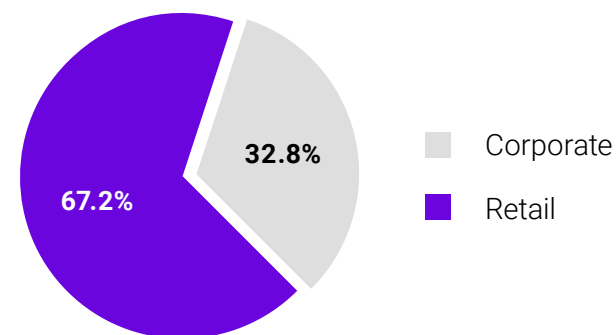


FUNDING STRUCTURE OF THE BANK

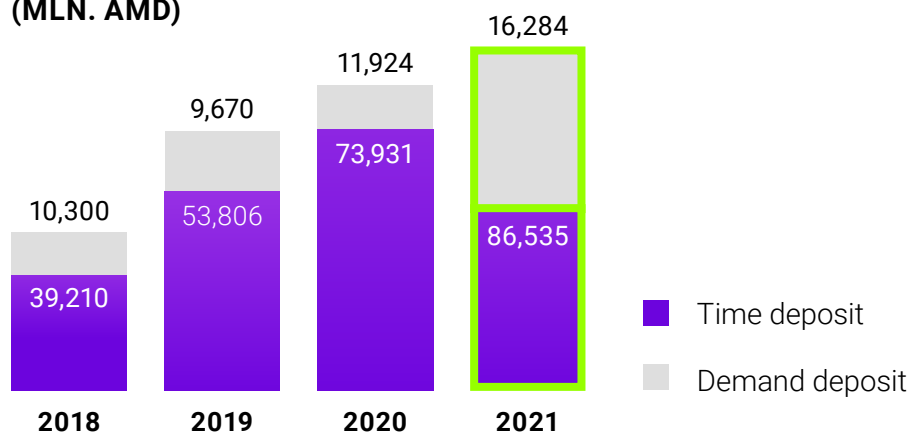
AMOUNT DUE TO CUSTOMER STRUCTURE



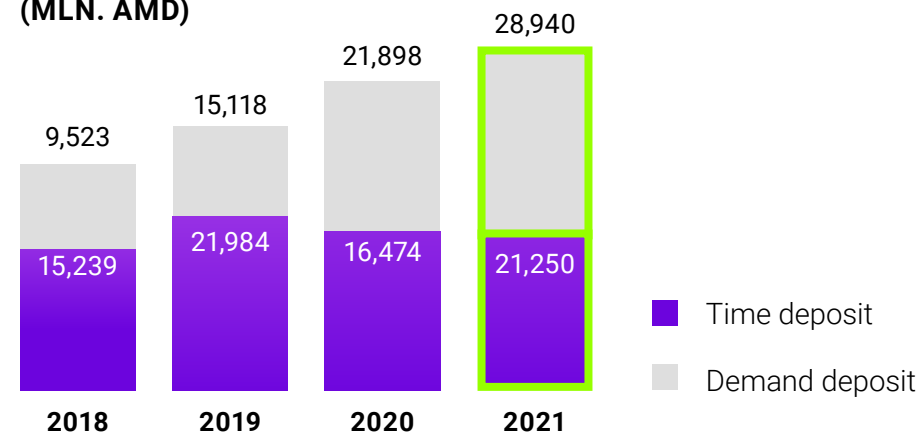
SHARE IN TOTAL DEPOSIT PORTFOLIO



RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



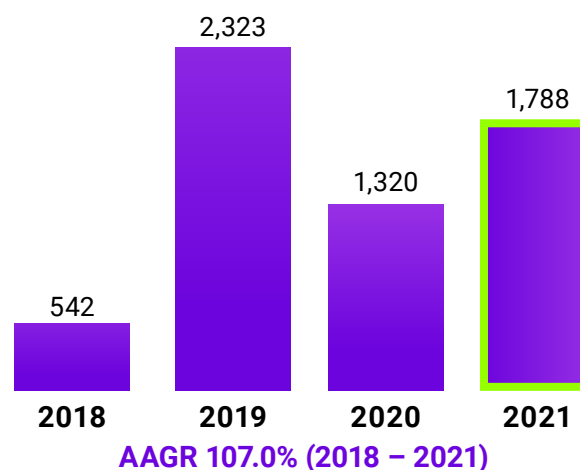
INCOME STATEMENT INDICATORS

The Bank's **Net interest income** and **Operating income** are showing reversion to their historical mean value after COVID-19 brought uncertainty.

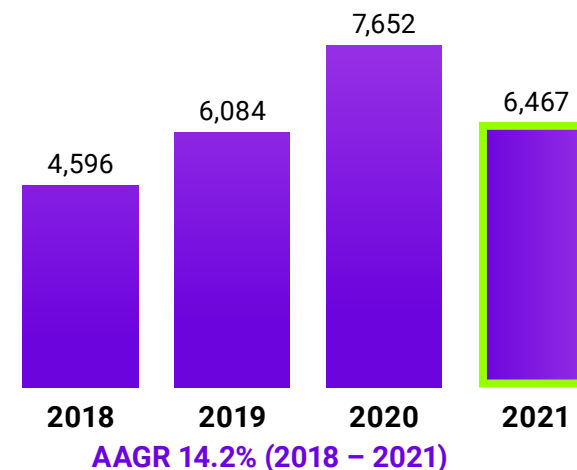
The Bank registered **increase in Net non-interest income** mainly due to the growth of income from commissions, foreign currency exchange and other operating income.

Net profit of the Bank increased by **48%** recovering from the negative impact of COVID 19.

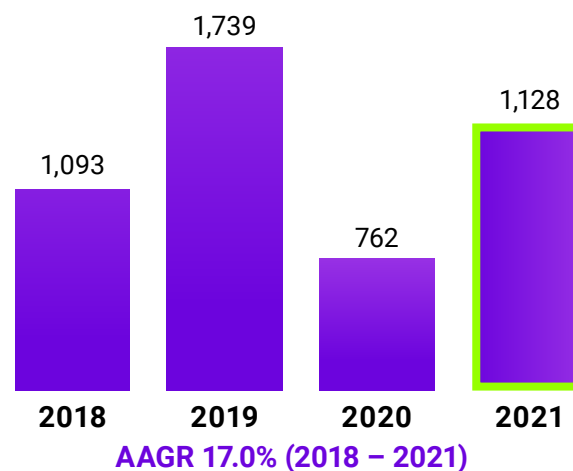
NET NON INTEREST INCOME
(MLN. AMD)



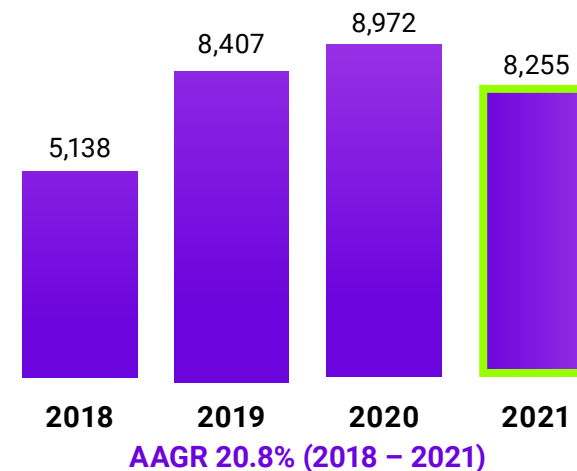
NET INTEREST INCOME
(MLN. AMD)



NET PROFIT (MLN. AMD)



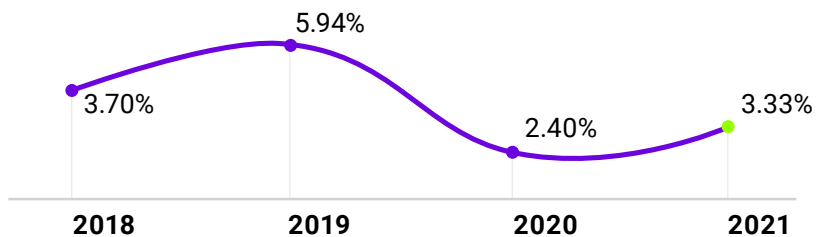
OPERATING INCOME (MLN. AMD)



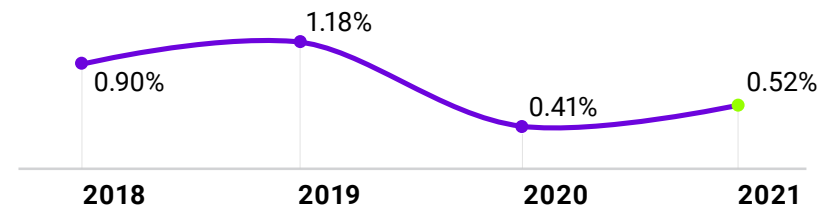
OPERATIONAL PERFORMANCE OF THE BANK

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

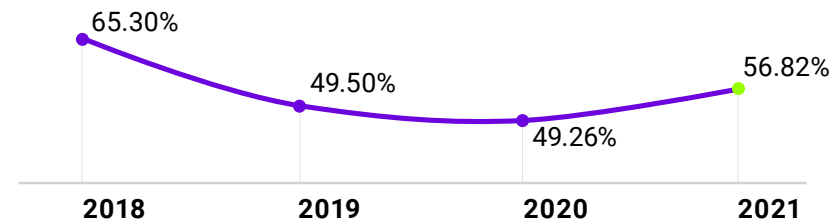
ROE



ROA



CIR

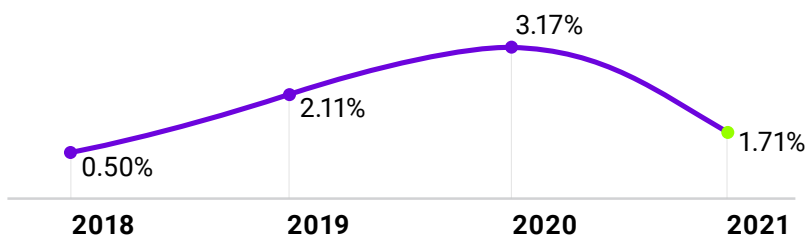


OPERATIONAL PERFORMANCE OF THE BANK

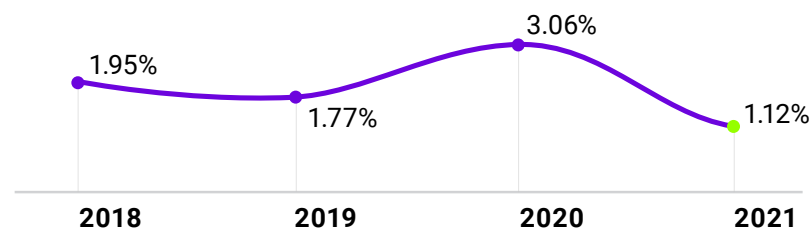
NIM registered a decrease mainly due to a higher than expected deposit base that resulted in a higher interest expense. However, **NCM ratio registered a robust growth** mainly due to increase in fee and commission income.

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 2021.**

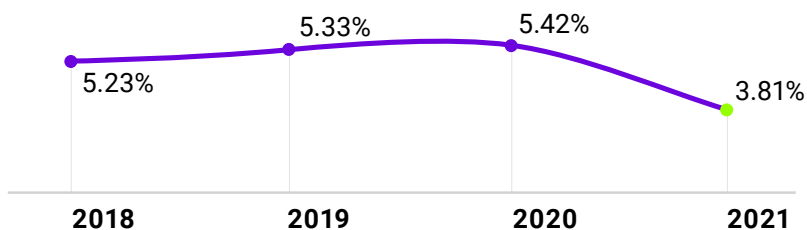
COR



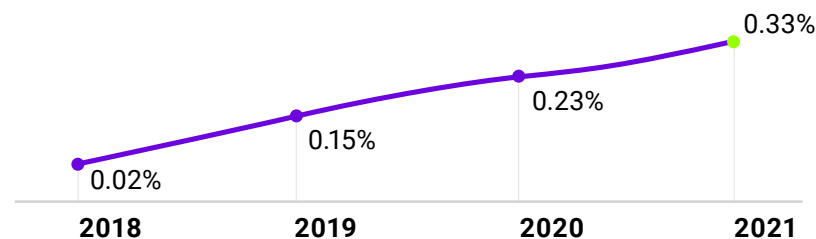
NPL(90+)



NIM



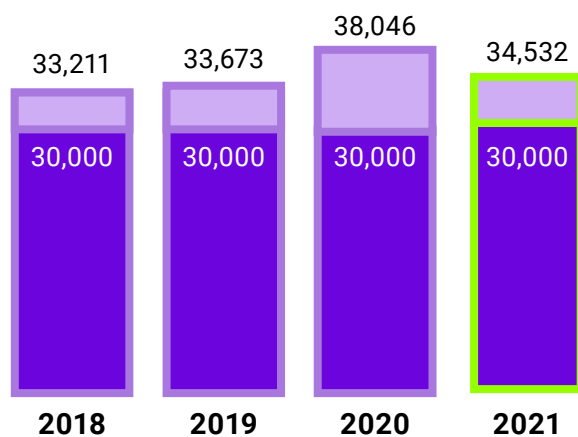
NCM



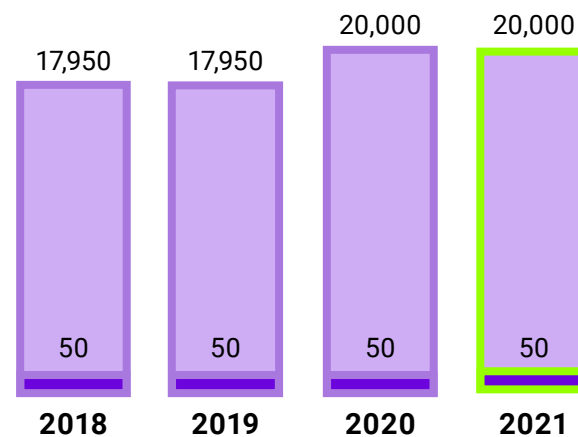
IMPLEMENTATION OF OBLIGATORY STANDARDS OF THE CENTRAL BANK

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

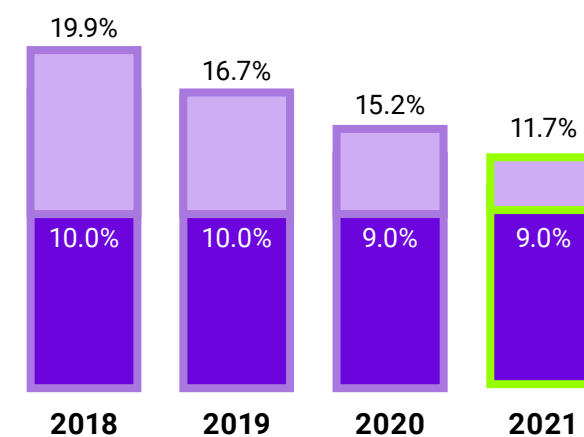
**TOTAL CAPITAL VS. THRESHOLD
(MLN. AMD)**



**CHARTER CAPITAL VS. THRESHOLD
(MLN. AMD)**



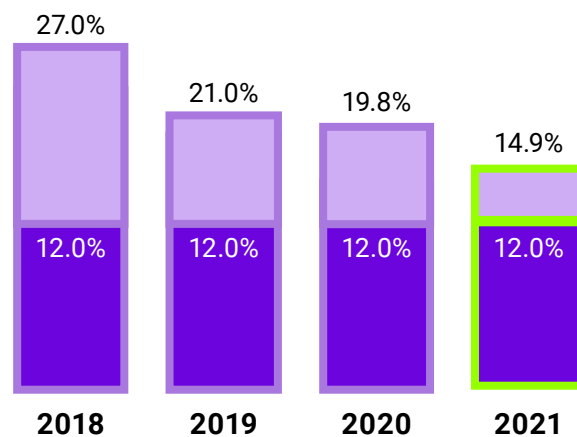
TIER 1 RATIO (S1.1) VS. THRESHOLD



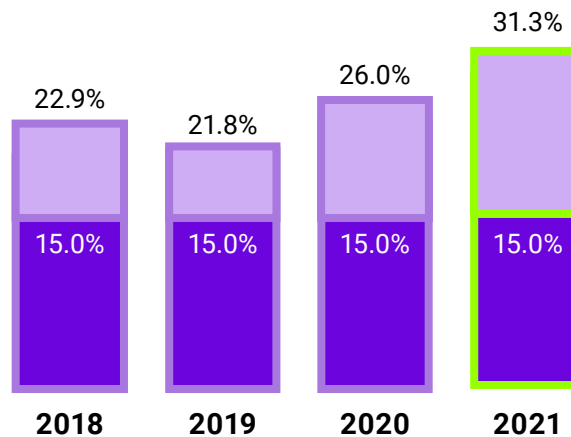
IMPLEMENTATION OF OBLIGATORY STANDARDS OF THE CENTRAL BANK

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

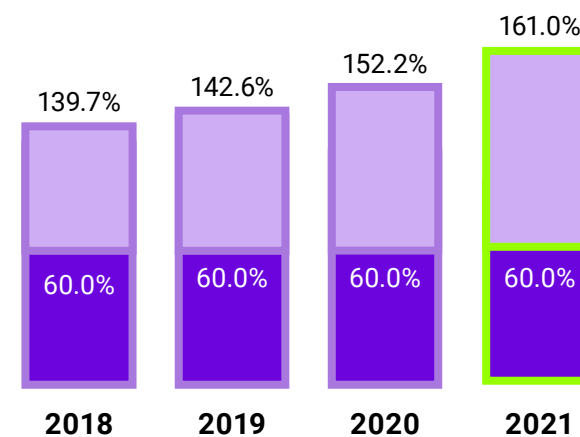
**CAPITAL ADEQUACY RATIO
(S1.2) VS. THRESHOLD**



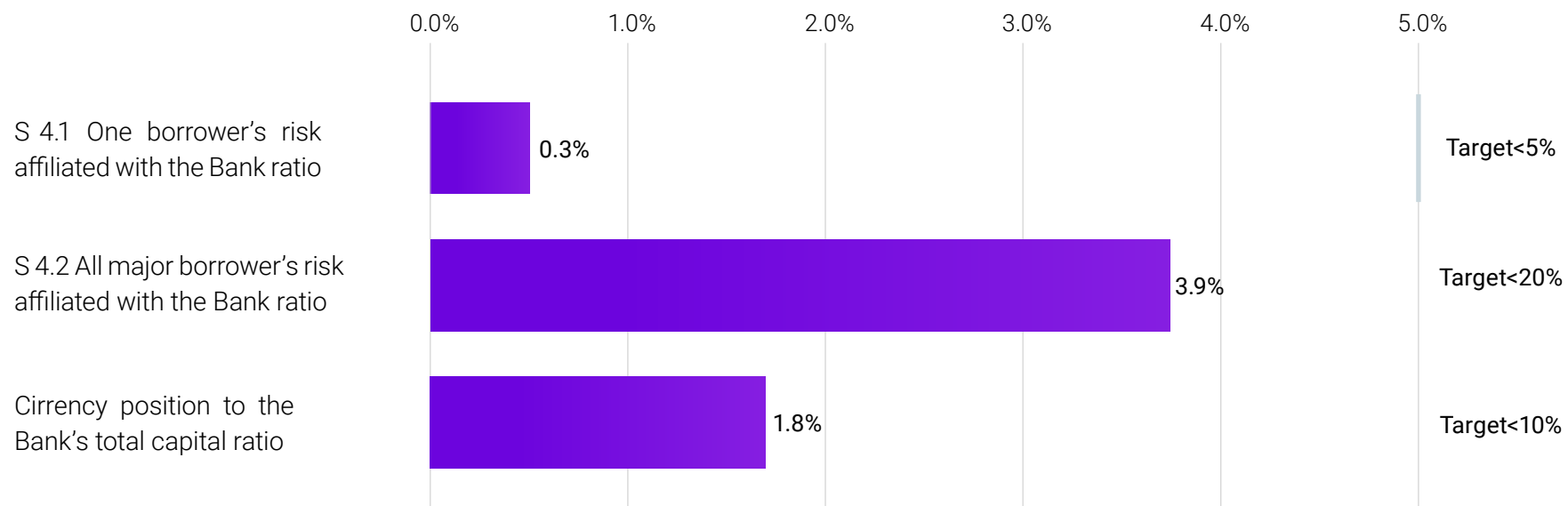
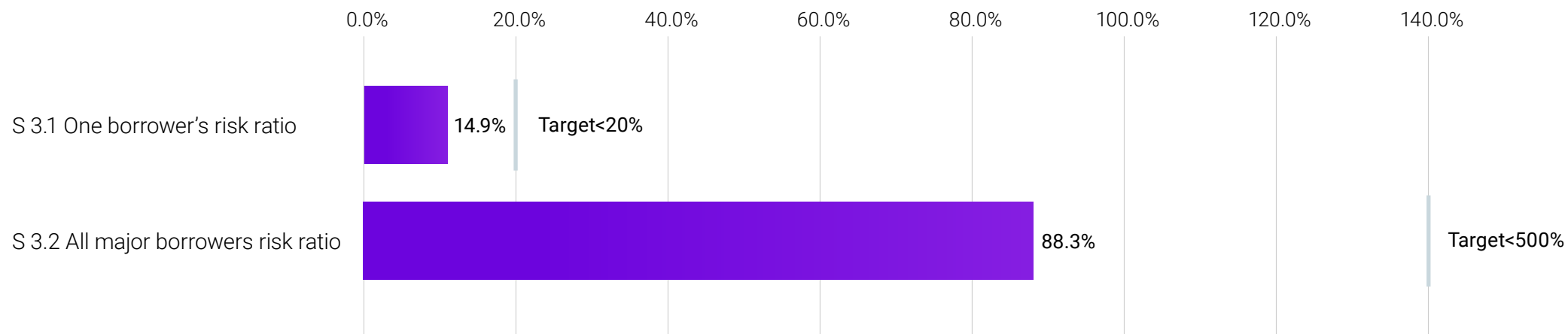
**HIGHLY LIQUID ASSETS TO TOTAL
ASSETS (S2.1) VS. THRESHOLD**



**HIGHLY LIQUID ASSETS TO THE
DEMAND LIABILITIES (S2.2)
VS. THRESHOLD**

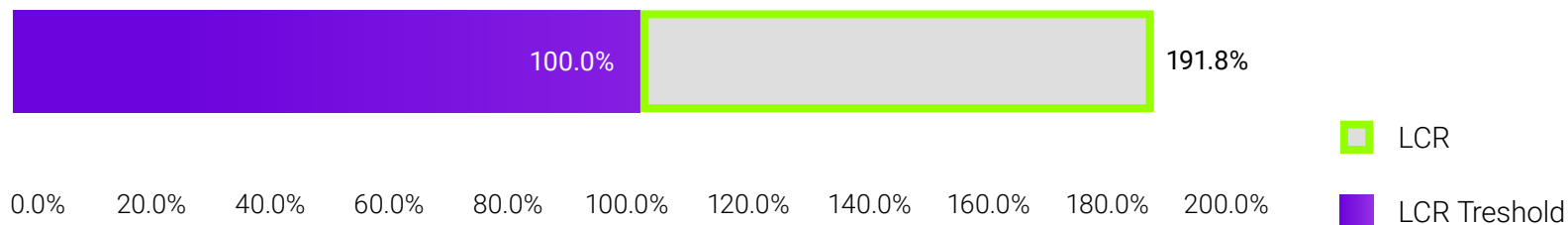


BORROWER RISK RATIO 2021

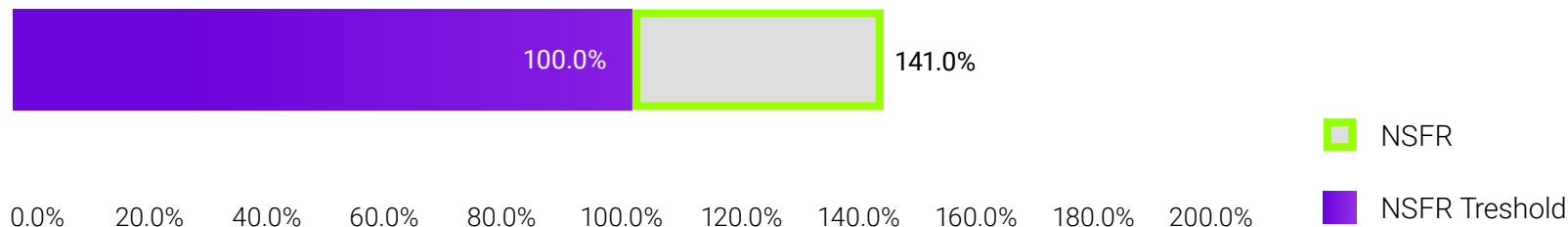


LIQUIDITY COVERAGE RATIO & NET STABLE FUNDING RATIO

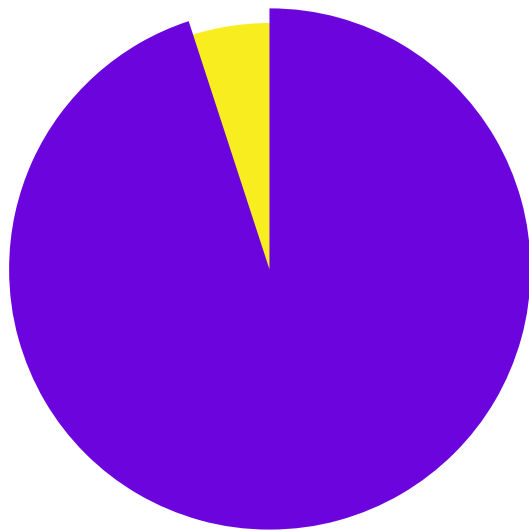
LCR VS. THRESHOLD 2021



NSFR VS. THRESHOLD 2021



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



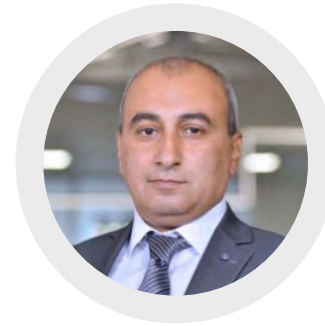
KAREN YEGHIAZARYAN, MBA, PHD
Chairman of
Management Board



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.



TOWARDS THE NEW REALITY



click to visit



click to visit



click to visit



click to visit



click to visit

E-MAIL: IR@EVOCABANK.AM

(+374 10) 60 55 55

YEREVAN, ARMENIA 44/2 HANRAPETUTYAN STR.