

evocaBANK

INVESTOR PRESENTATION

OVERVIEW | 1Q 2022

HISTORY

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 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.

The bank launched biometric identification in EvocaTouch App

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
The Bank was named the Best SME bank of Armenia by Global Finance.

The Bank was named the best Consumer Digital bank of Armenia for 5th year in a row.

2022 The Bank issued bonds at total amount of AMD 2 billion and USD 10 million


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 remote banking and 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](#).



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**.

VISION AND MISSION

VISION

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

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.

32 YEARS OF EXPERIENCE

Evocabank is the first registered commercial bank in Armenia with over 32 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.

A large, bold, purple number '32' is positioned on the right side of the slide, spanning from the middle of the text area down to the bottom. The '3' and '2' are connected and have a thick, solid purple fill.

CORPORATE VALUES

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.

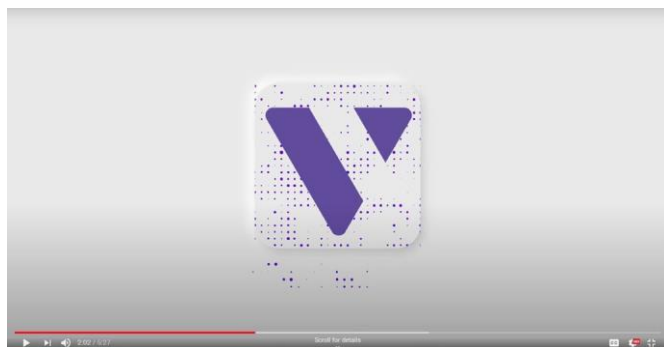
Business Image

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

FIVE 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	31/12/2019	31/12/2020	31/12/2021	31/03/2022
Total ArCa, MasterCard and Visa cards issued	122,430	152,486	167,913	175,273

NUMBER OF POS/vPOS

POS/vPOS	31/12/2019	31/12/2020	31/12/2021	31/03/2022
POS	351	524	810	924
vPOS	51	109	181	201

NUMBER OF CLIENTS

CLIENTS	31/12/2019	31/12/2020	31/12/2021	31/03/2022
Legal entities	2,893	3,843	4,777	5,113
Individuals	58,915	63,188	55,814	58,682
Total	61,808	67,031	60,591	63,795



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.



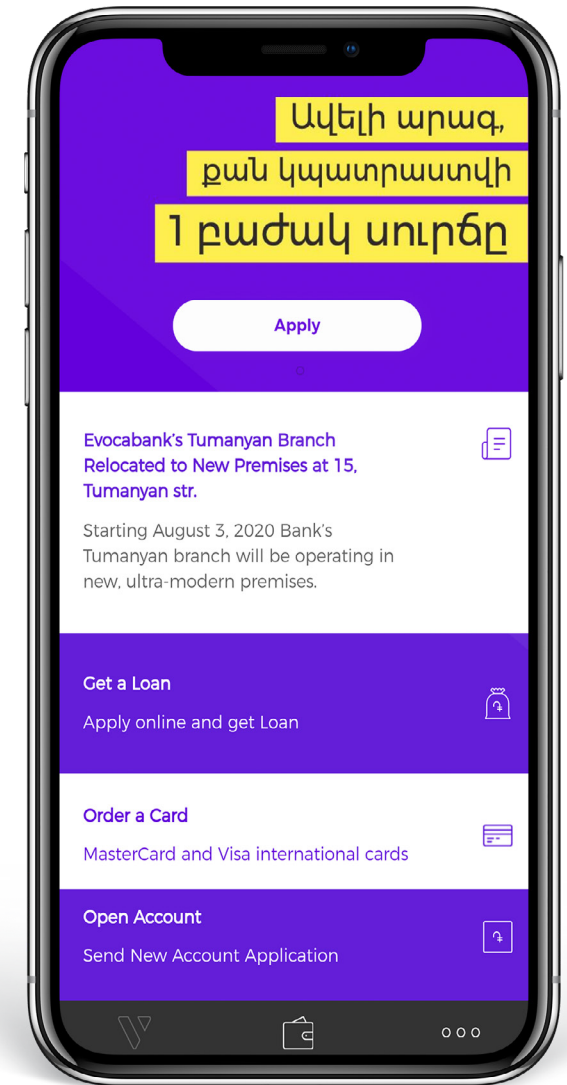
EVOCATOUCH

mobile banking application for individuals and corporate clients.



EVOCATOKEN

mobile application which provides secure access to the main application.



DIGITAL CHANNELS: INTERNET BANKING

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:

458,492

total downloads



134,636

total downloads



593,128 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

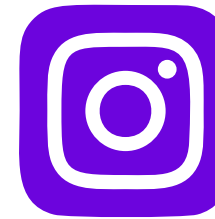


Evocabank actively interacts with its clients via **Facebook** (116,152 subscribers, 1st place).

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

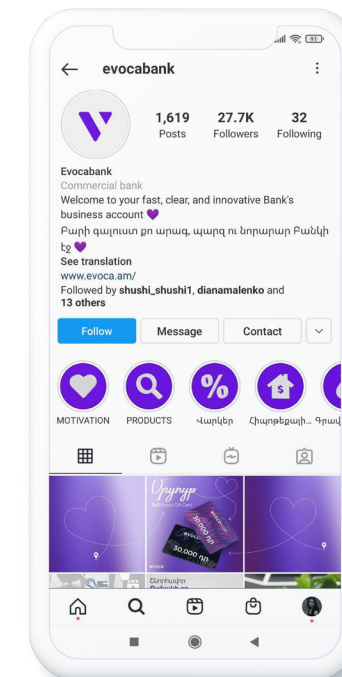
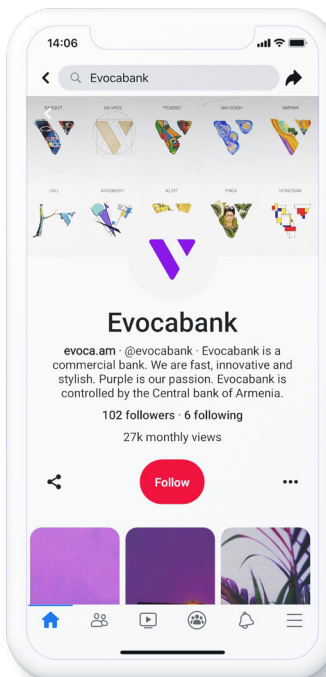
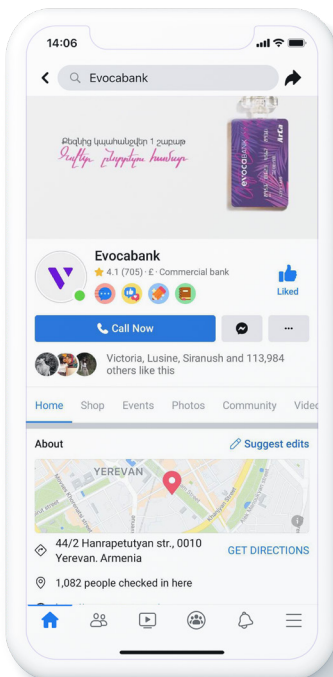


The first Armenian bank on **Pinterest**.



Evocabank has 27,680 subscribers on **Instagram**.

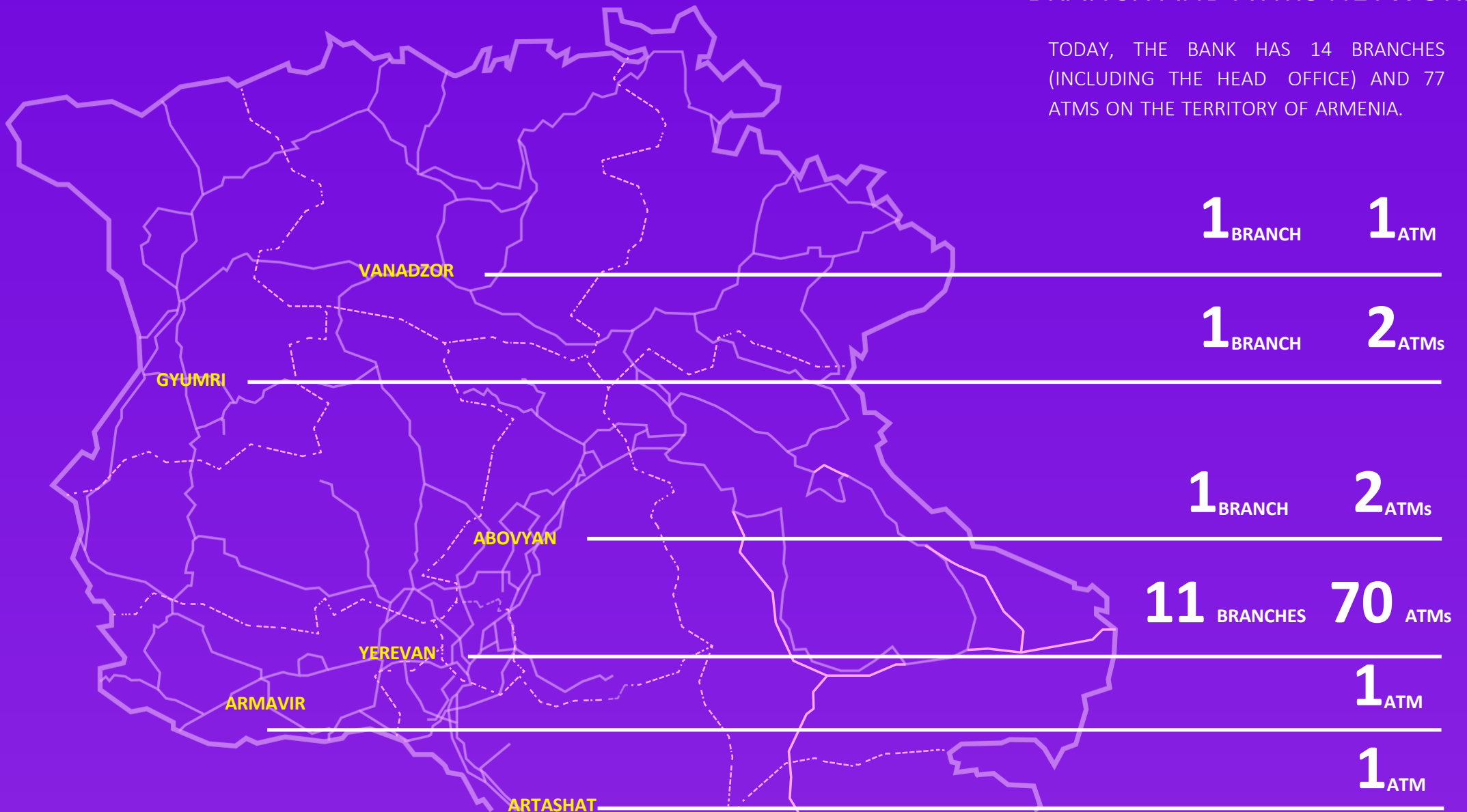
Number 1 by the number of followers among banks in Armenia.



OFFLINE CHANNELS:

BRANCH AND ATMS NETWORK

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



THE BEST DIGITAL BANK IN ARMENIA

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



[click here to read more](#)

THE BEST SME BANK IN ARMENIA

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



[click here to read more](#)

BEST CONSUMER DIGITAL BANK IN ARMENIA

Evocabank is named The Best Consumer Digital Bank in Armenia for the 5th year in a row.



[click here to read more](#)

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.



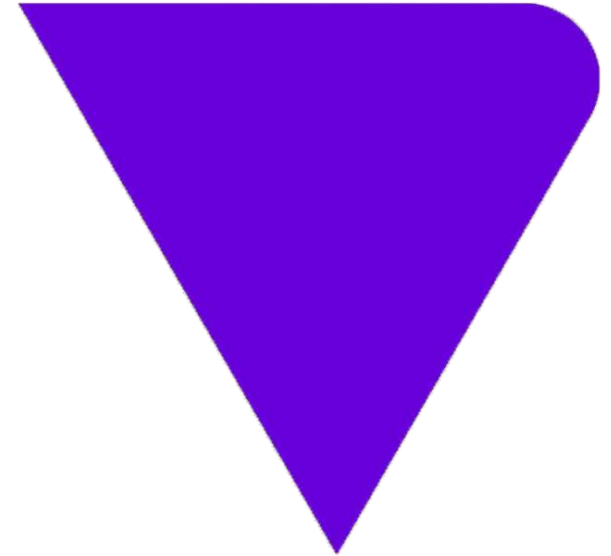
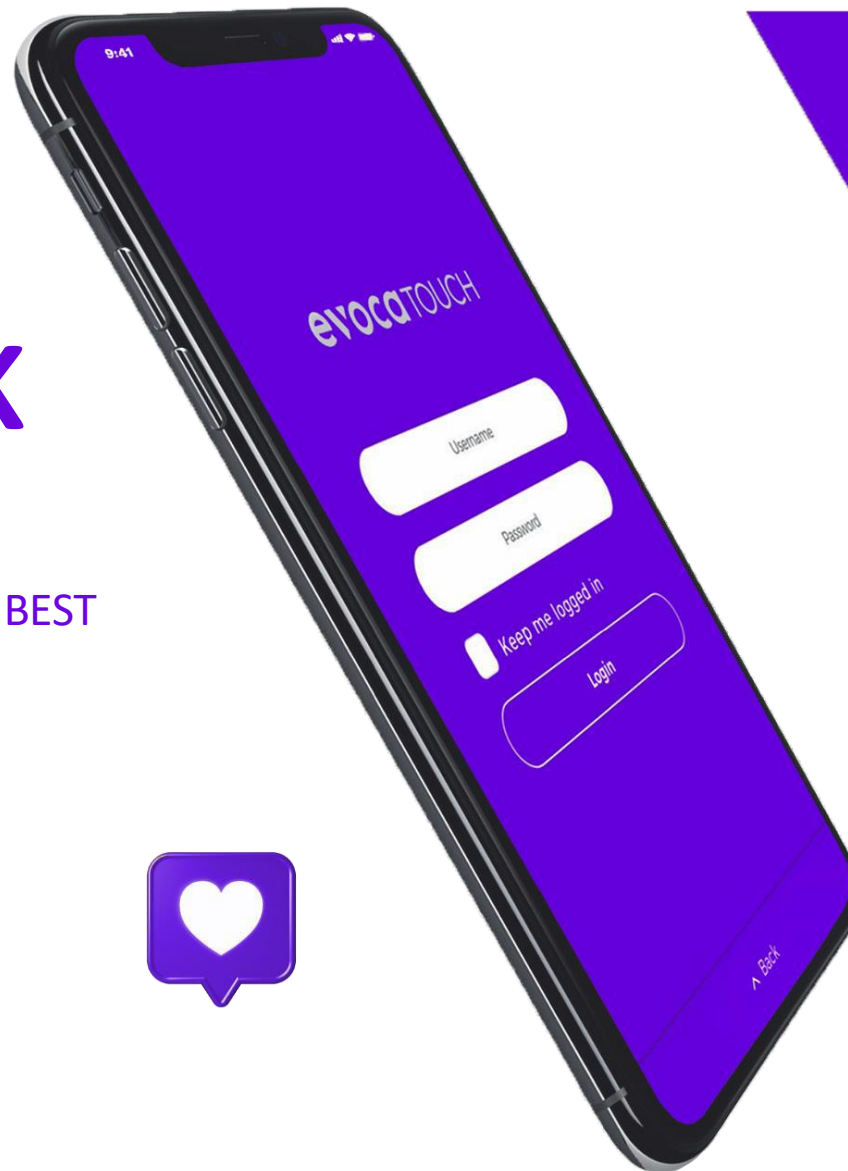
[click here to read more](#)

HONORABLE MENTION GRANTED BY AWWWARDS TEAM

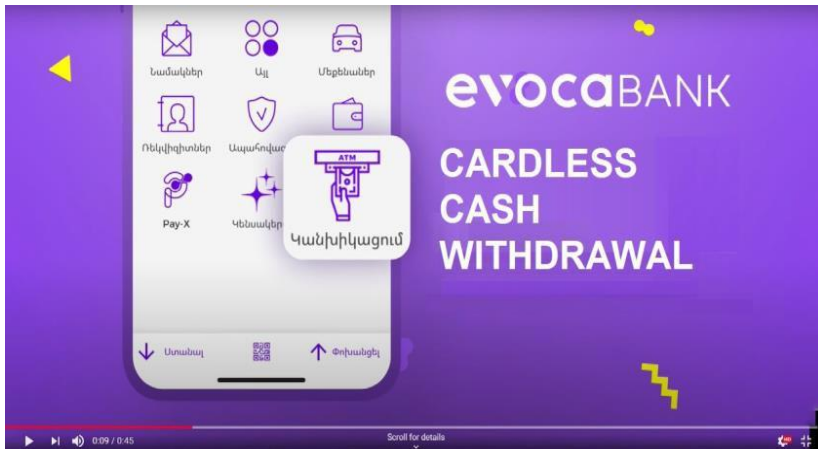
Have you skimmed through our new website?



[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](#)

AUDIO NEWS IN EVOCA
Now you can not only read but also listen to our news.



Evocabank to Issue Bonds

On March 28, 2022, Evocabank issued nominal, coupon, non-convertible, non-documentary, irredeemable bonds.



[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

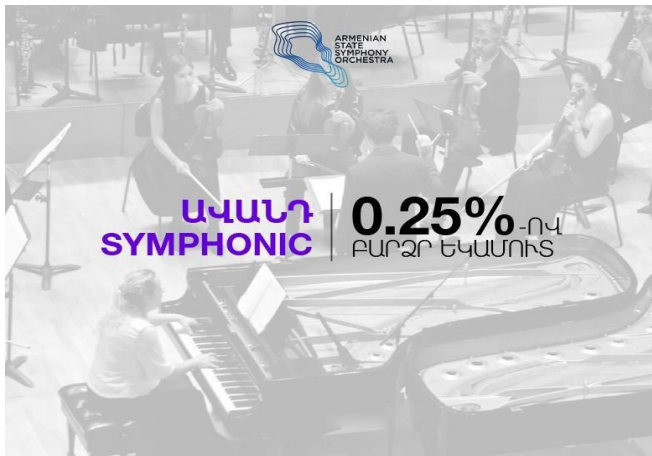
Scan the QR code to view the Evoca brochures on your phone.



[click here to read more](#)



PRODUCTS FOR INDIVIDUALS



Symphonic Deposit

Investing in *Symphonic Deposit* with *Evocabank*, you will earn **0.25% higher income** as compared to that of Evoca *Classical deposit* to be transferred to the Orchestra account. Thus, you will have your contribution to the cultural development.



[click here to read more](#)

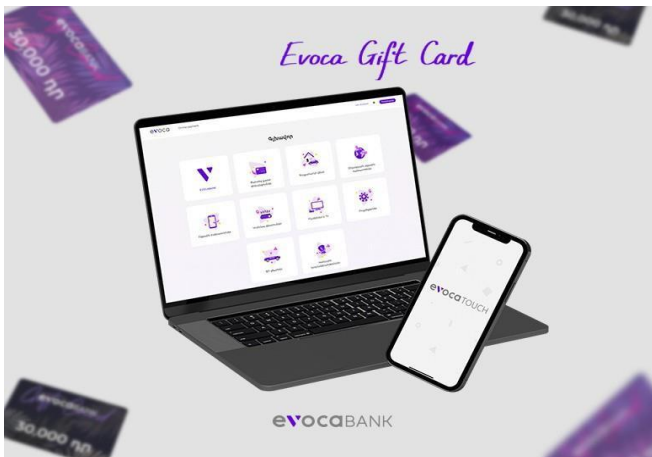


Overdraft for Individual Borrowers

As your partner *Evocabank* is offering credit limit an **overdraft** with up to **36-month** repayment period.



[click here to read more](#)



Make Loan Payments and Get Gifts

During the period **March 1** through **June1** make online loan payments on *Evoca.am* or using *EvocaTOUCH* app, and get a chance to participate in a special draw.



[click here to read more](#)

VISA INFINITE CARD



Evoca Gift 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

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, 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 arranged on a solid purple background. The spheres are slightly offset from each other, creating a sense of depth. The text "PRODUCTS FOR CORPORATE CLIENTS" is overlaid in white, bold, sans-serif capital letters, positioned to the right of the middle row of spheres.

**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

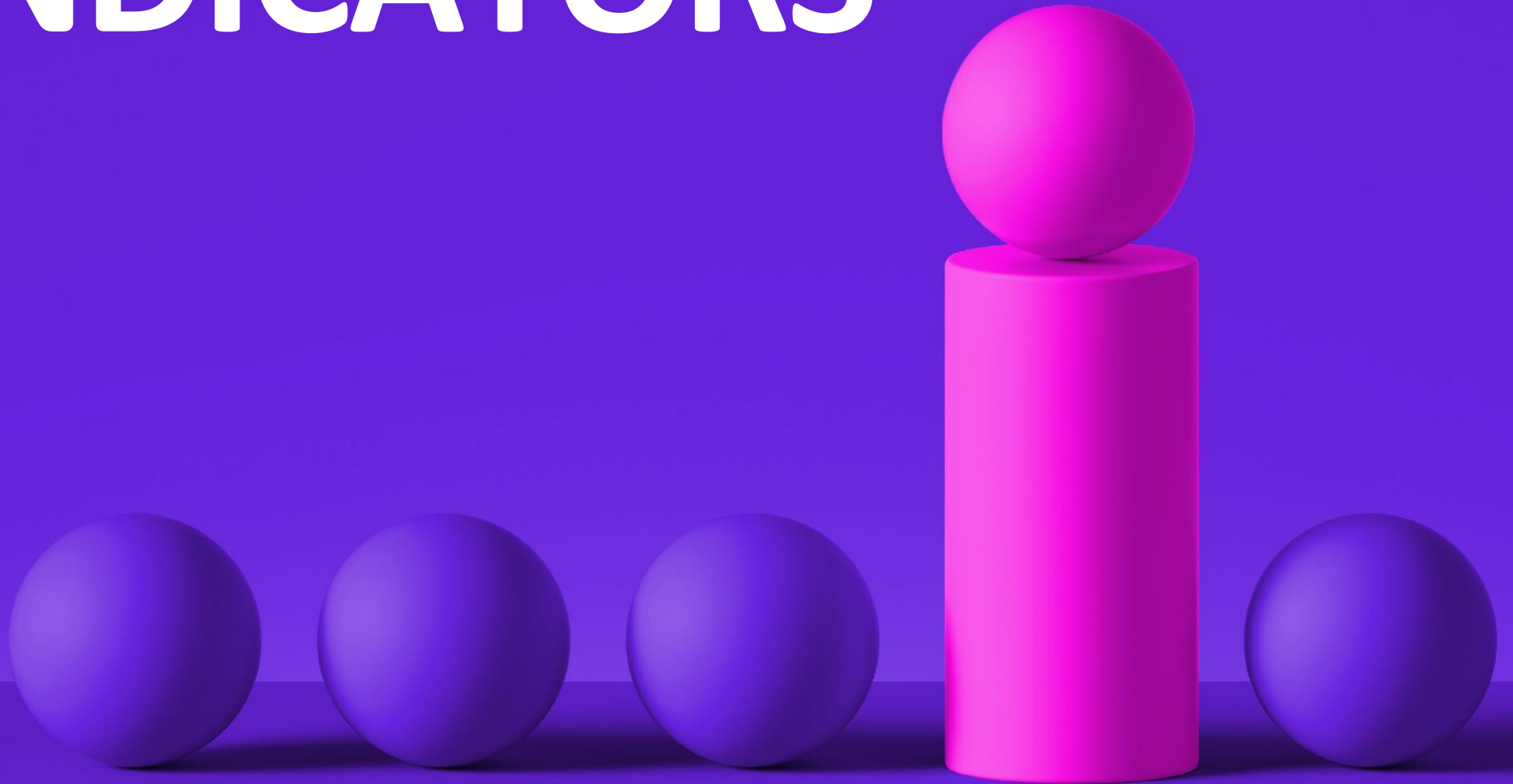
Money transfers

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

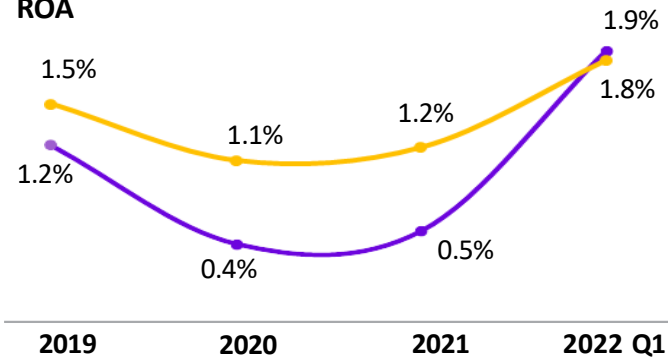
FINANCIAL INDICATORS



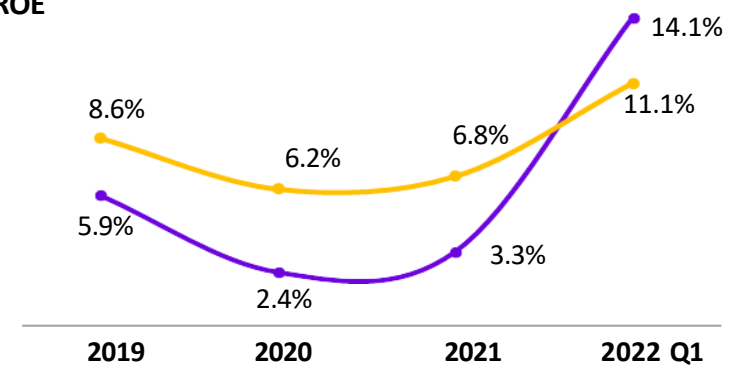
BANKING SECTOR OF ARMENIA

■ EVOCABANK ■ BANKING SECTOR

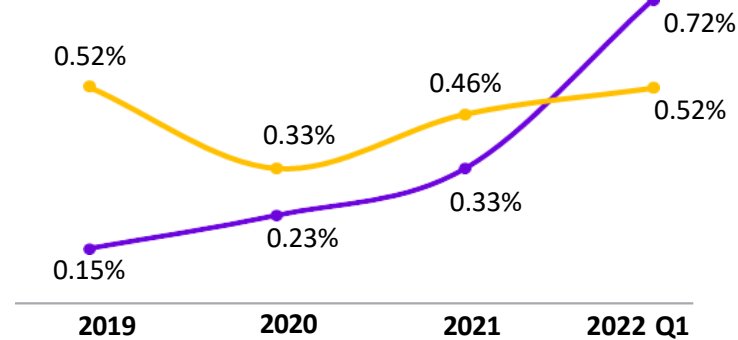
ROA



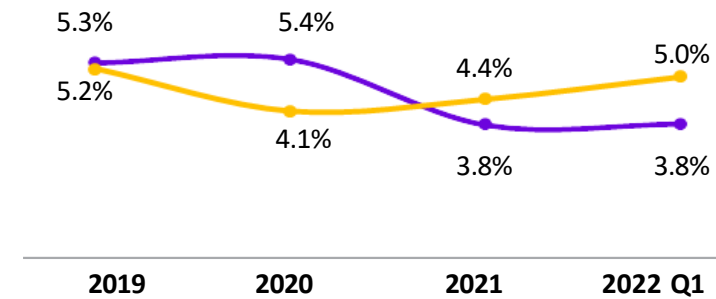
ROE



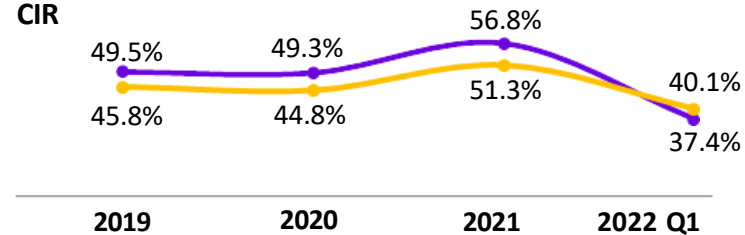
NCM



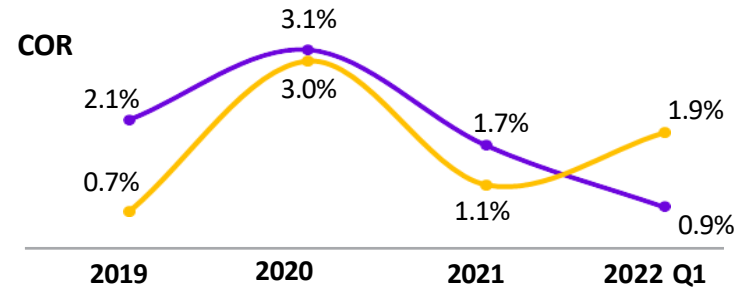
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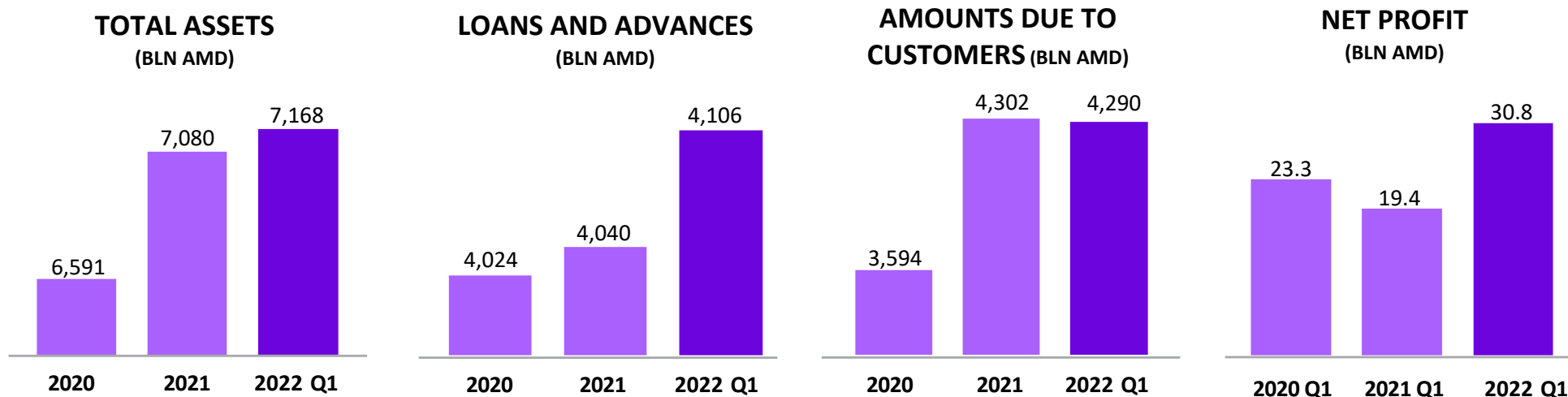
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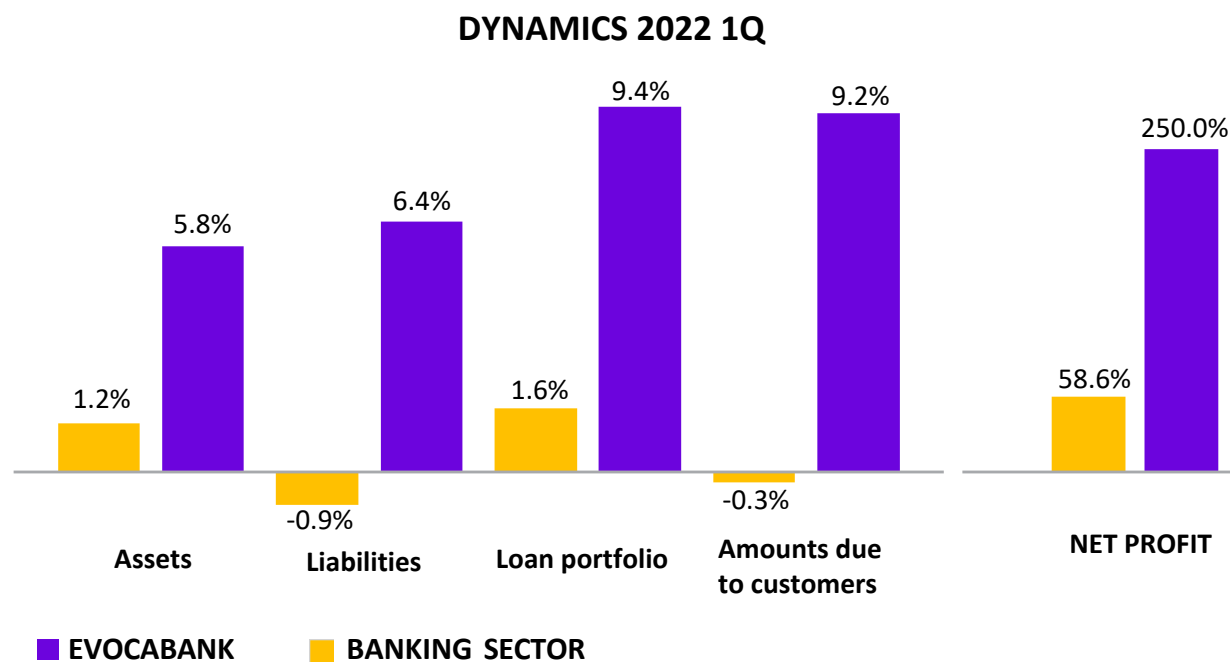


BANKING SECTOR OF ARMENIA



In **1Q 2022** total assets of banking sector increased by 1.2% and loans portfolio increased by 1.6% while **Evocabank's** indicators increased by **5.8%** and **9.4%** accordingly.

Amounts due to customers decreased by about 0.3% and Net profit increased by 58.6%, while **Evocabank** increased by **9.2%** and **250%** accordingly.



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	259,920	
LIABILITY	225,507	
LOANS AND ADVANCEMENTS TO CUSTOMERS (NET OF IMPAIRMENT)	153,067	
AMOUNTS DUE TO CUSTOMERS	163,695	
EQUITY	34,413	+1
PROFIT	1,185	+3



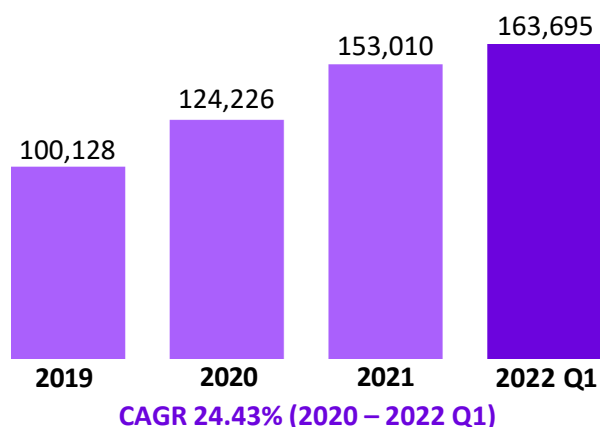
BALANCE SHEET

In **1Q 2022** Evocabank is still strong in all key financial indicators maintaining its stable growth.

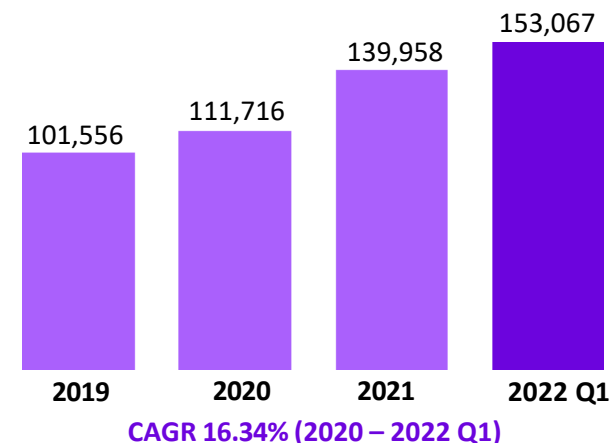
Precisely, total assets increased by **5.8%** while loans and advances to customers that comprise **59%** of the **total assets** increased by **9.4%**.

Total liabilities increased by about **6.4%** and deposits that stand for **72%** of the total liabilities increased by **7%**.

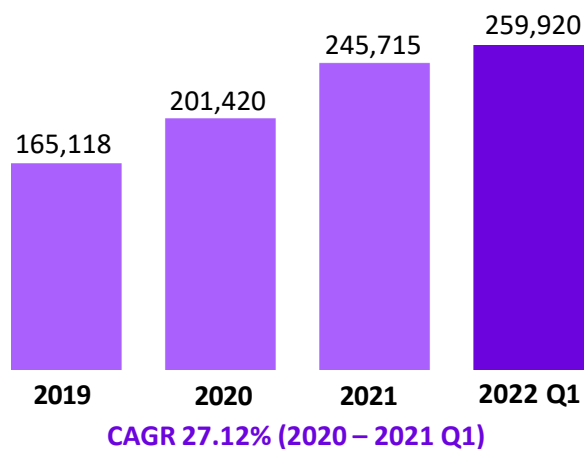
AMOUNTS DUE TO CUSTOMERS
(MLN. AMD)



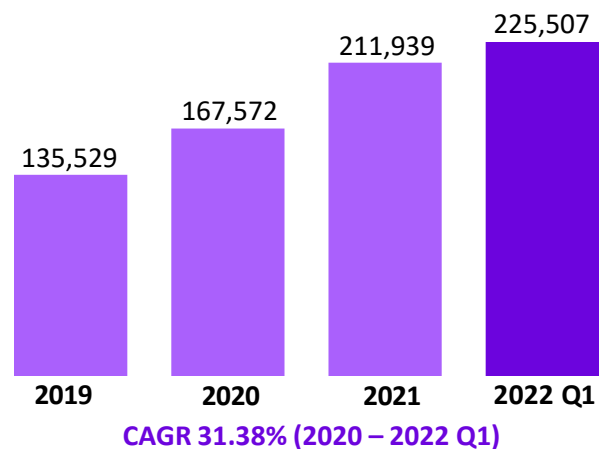
LOANS AND ADVANCES TO CUSTOMERS
(MLN. AMD)



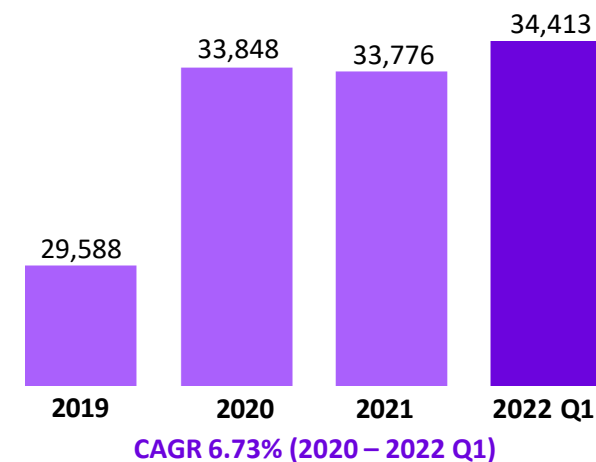
TOTAL ASSETS (MLN. AMD)



TOTAL LIABILITIES (MLN. AMD)



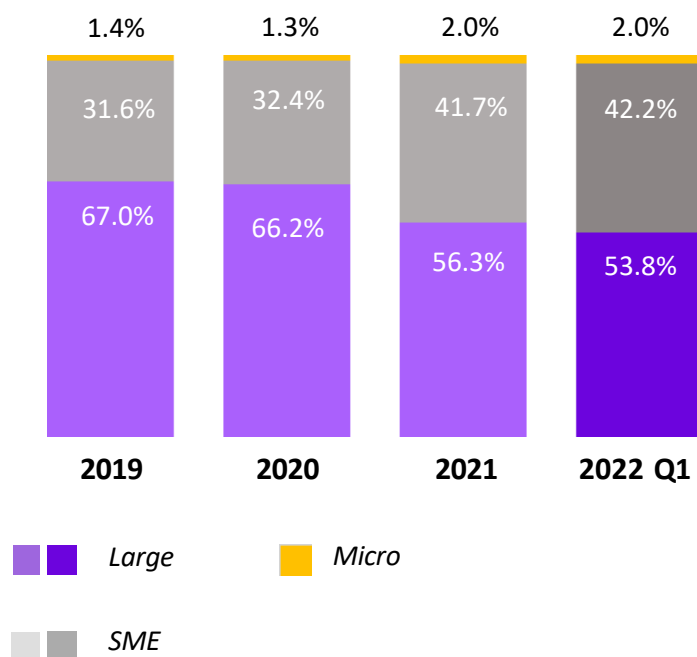
EQUITY (MLN. AMD)



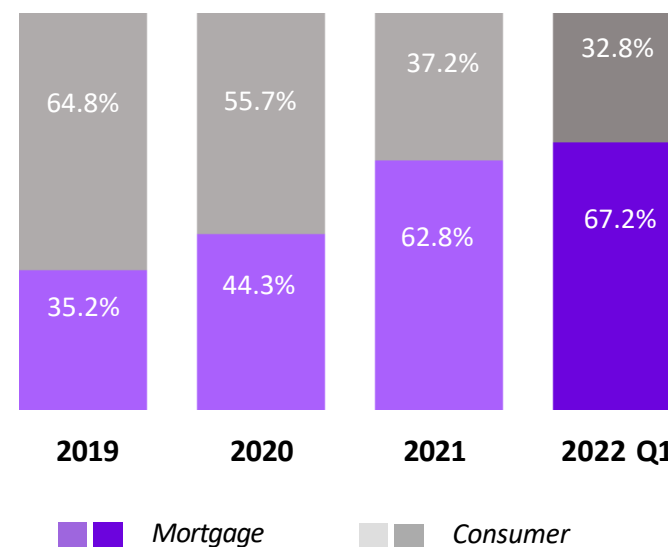
CREDIT PORTFOLIO

In **1Q 2022** 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

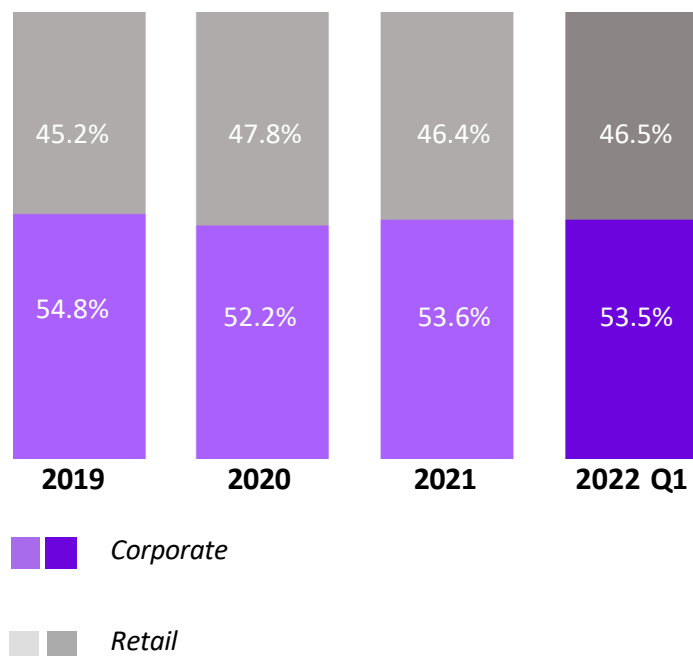


RETAIL LOAN PORTFOLIO STRUCTURE

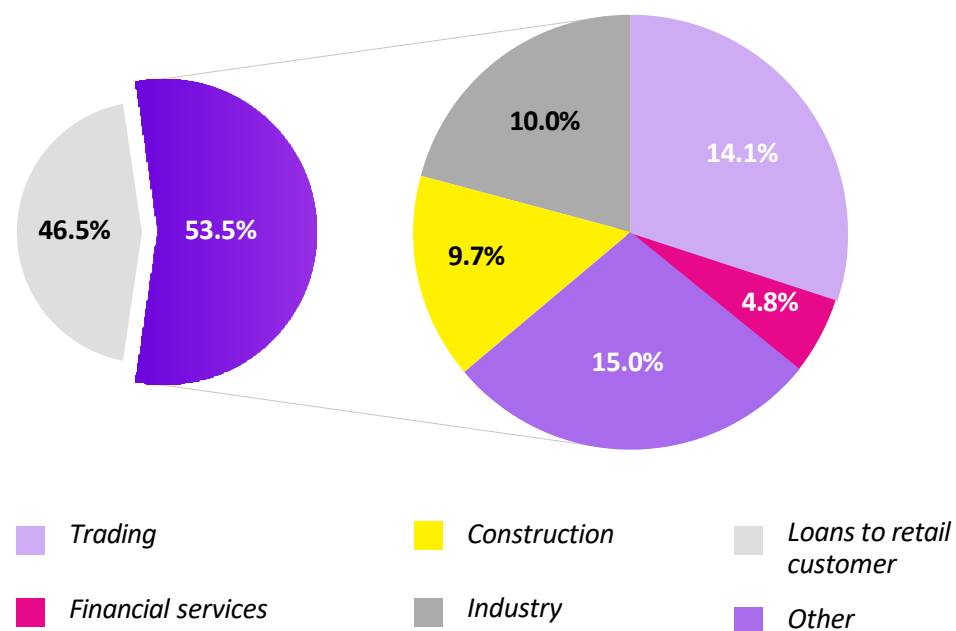


CREDIT PORTFOLIO

SHARE IN TOTAL LOAN PORTFOLIO

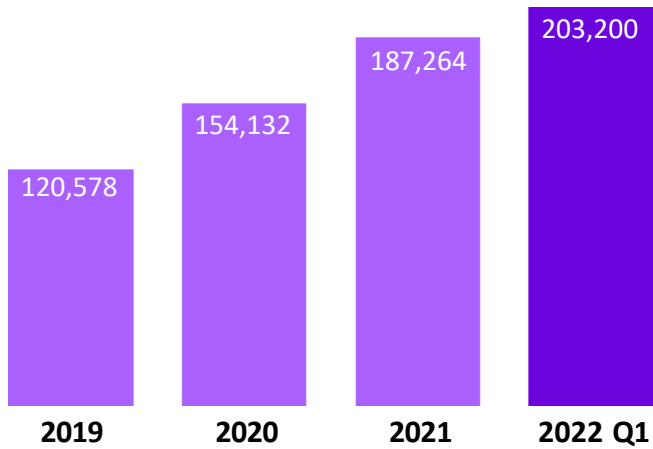


LOAN PORTFOLIO STRUCTURE BY SECTOR

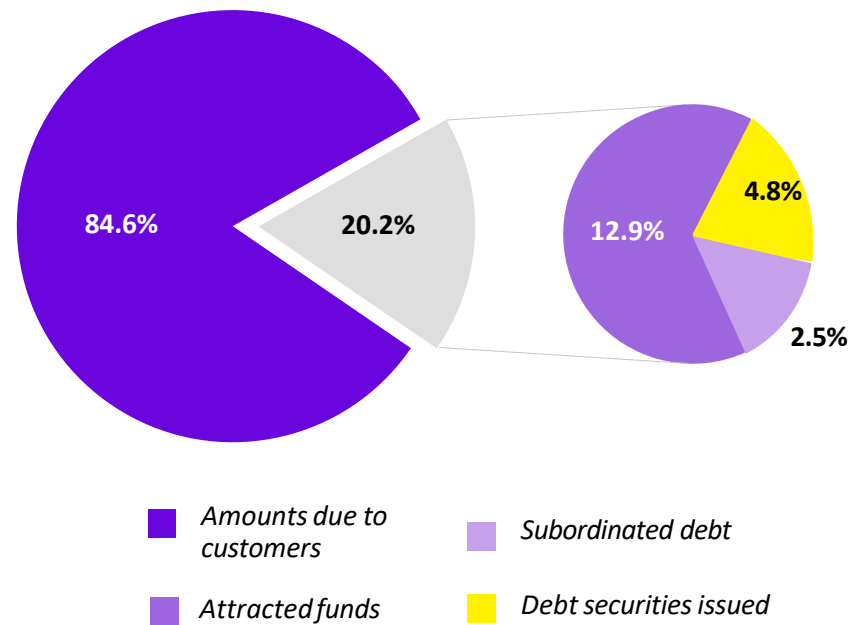


FUNDING STRUCTURE

TOTAL FUNDING (MLN. AMD)



FUNDING STRUCTURE

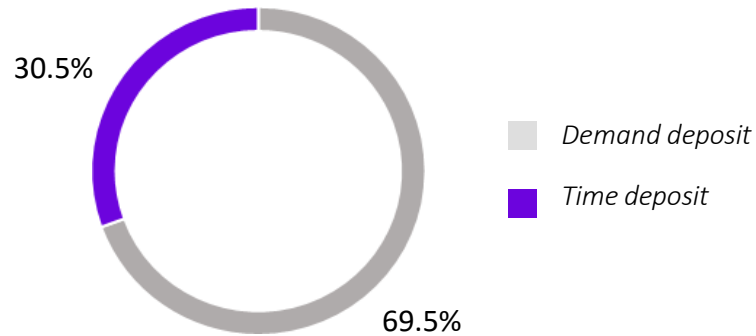


In 1Q 2022 Evocabank continues to diversify its funding structure **by attracting long-term funds from financial institutions.**

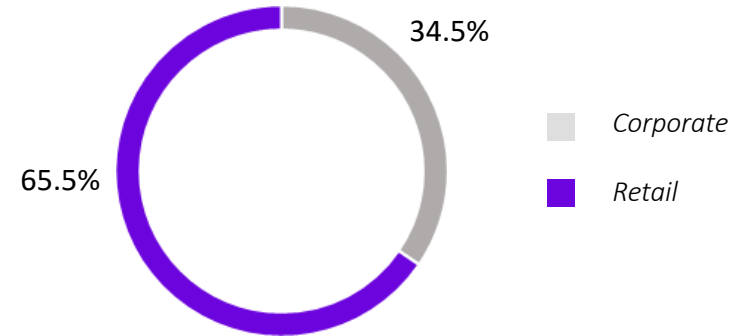


FUNDING STRUCTURE

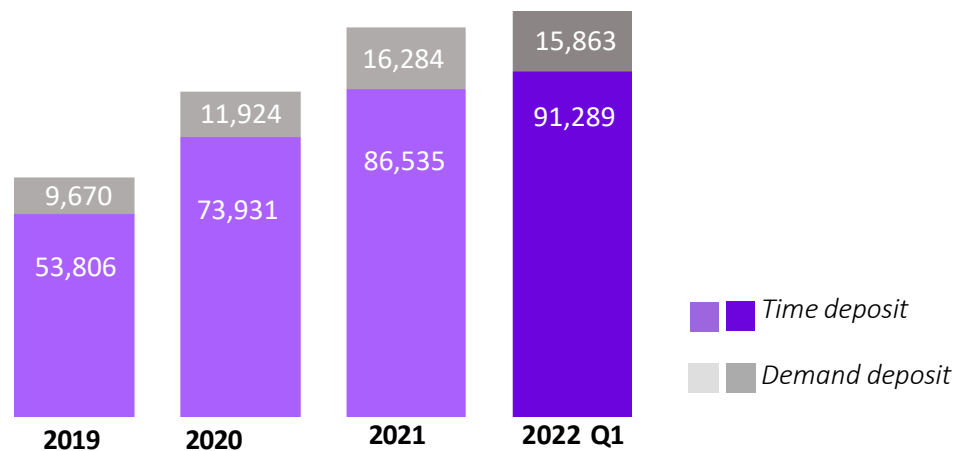
AMOUNT DUE TO CUSTOMER STRUCTURE



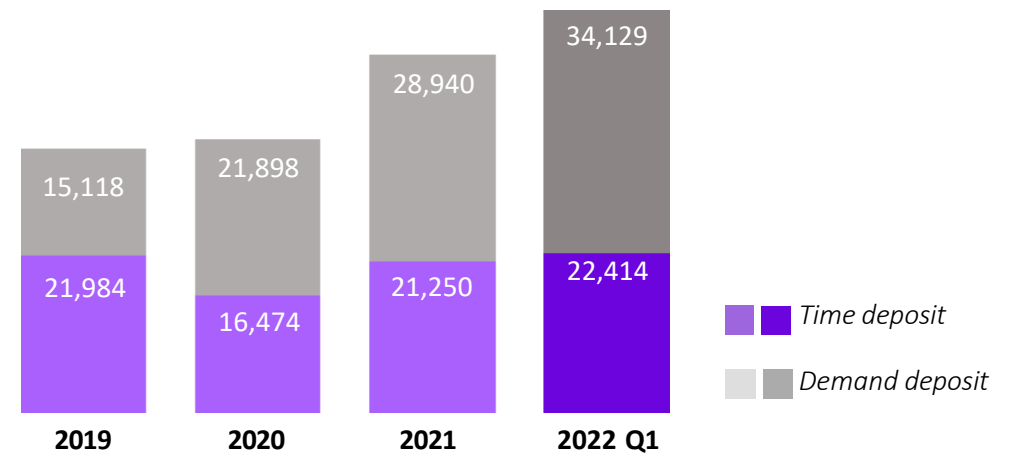
SHARE IN TOTAL DEPOSIT PORTFOLIO



RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



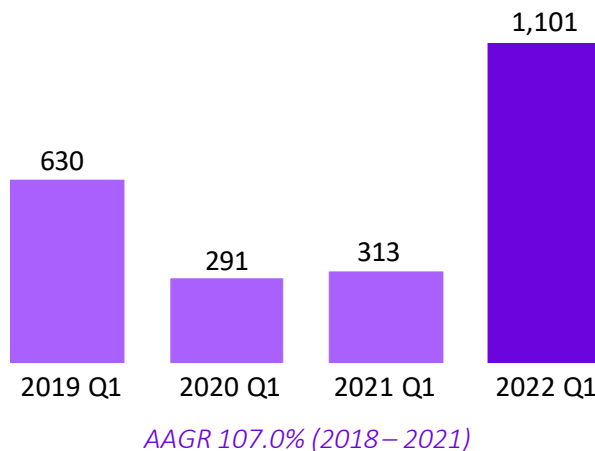
INCOME STATEMENT INDICATORS

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

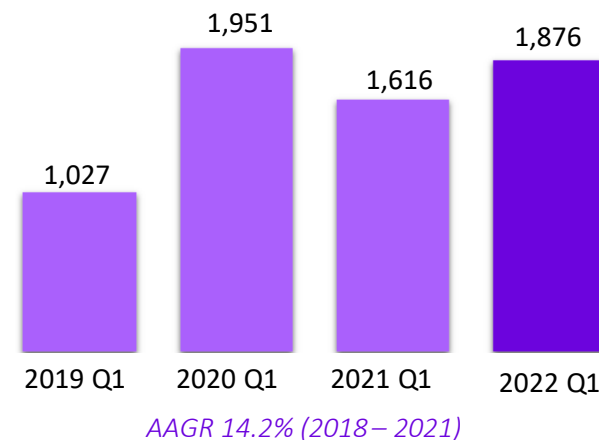
The Bank registered a **sharp increase in Net non-interest income** mainly due to the growth of income from commissions, foreign currency exchange and other operating income.

Net profit of the Bank increased by **250%**.

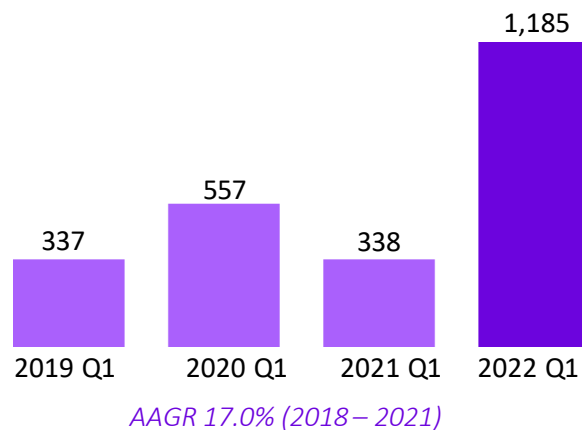
NET NON INTEREST INCOME (MLN.AMD)



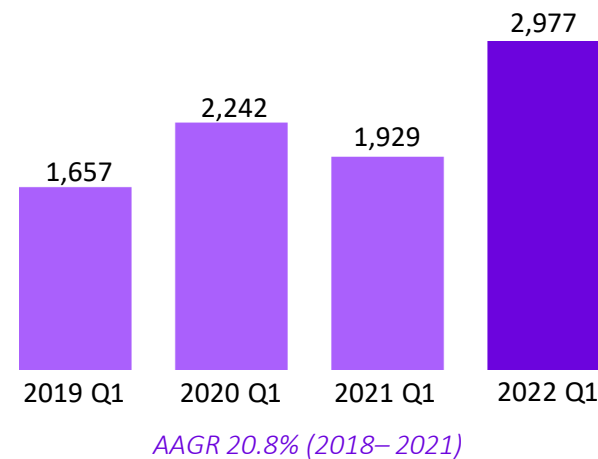
NET INTEREST INCOME (MLN. AMD)



NET PROFIT (MLN. AMD)



OPERATING INCOME (MLN. AMD)

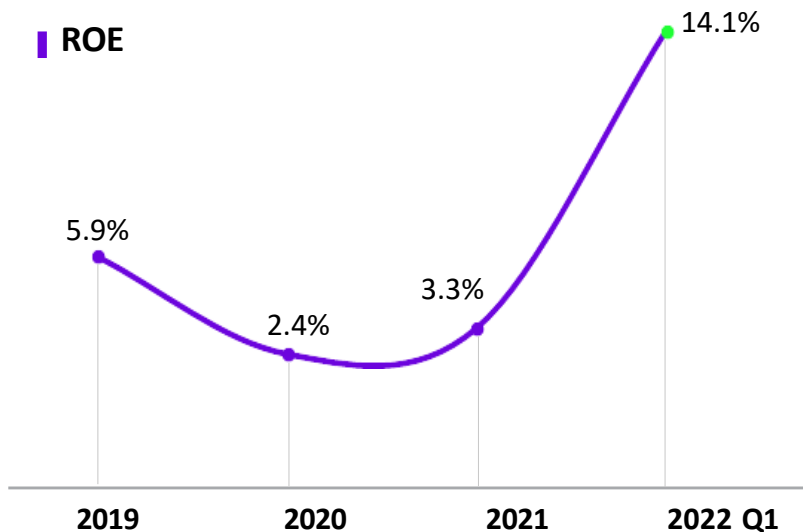


OPERATIONAL PERFORMANCE

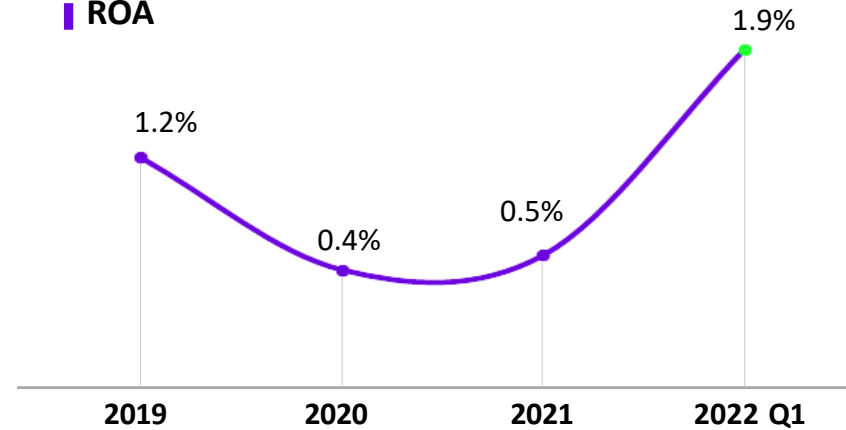
The Bank has demonstrated a **strong increase in profitability ratios ROA and ROE**, which were higher than the market indicators affected by the profit explained above.

NCM ratio registered a robust growth mainly due to increase in fee and commission income.

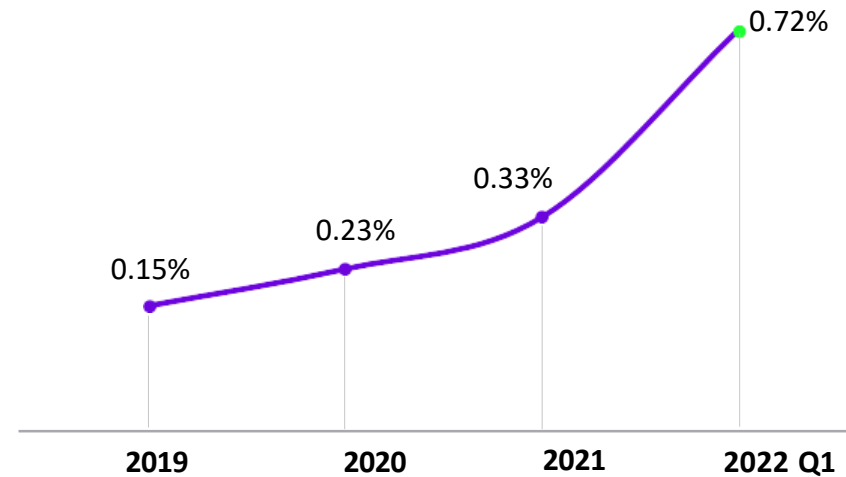
ROE



ROA



NCM

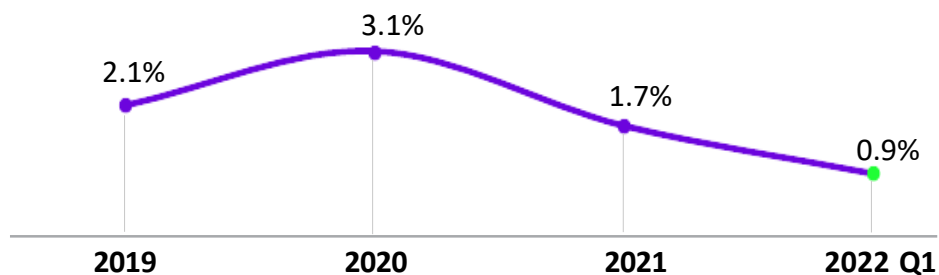


OPERATIONAL PERFORMANCE

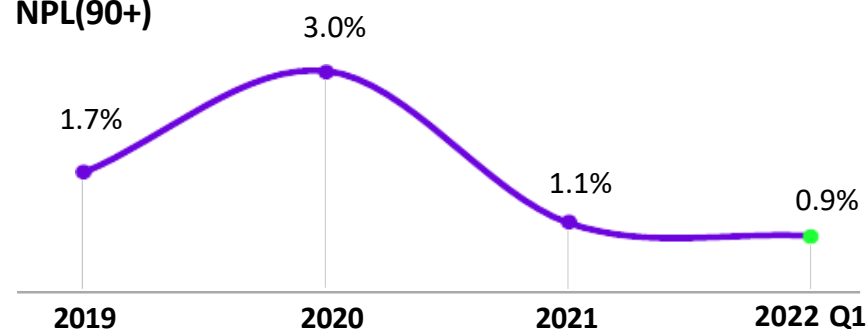
NIM registered a decrease mainly due to a higher than expected deposit base that resulted in a higher interest expense. **Cost to income ratio** decreased mainly due to the increase in the operating profit.

NPL(90+) and the cost of risk recorded an improving trend in 2022.

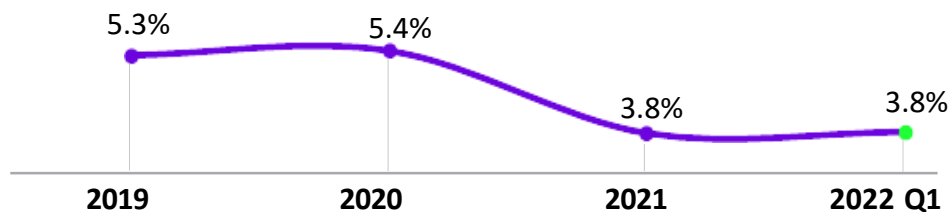
COR



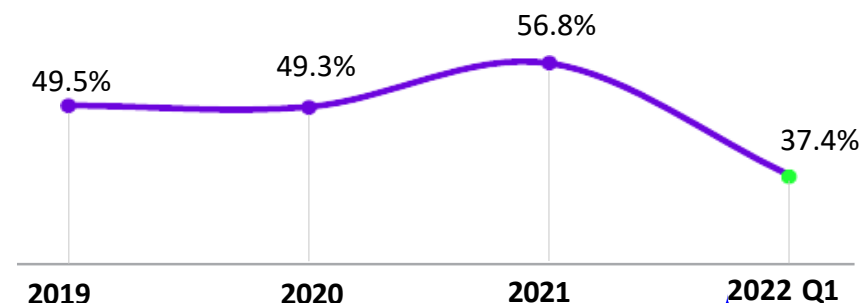
NPL(90+)



NIM



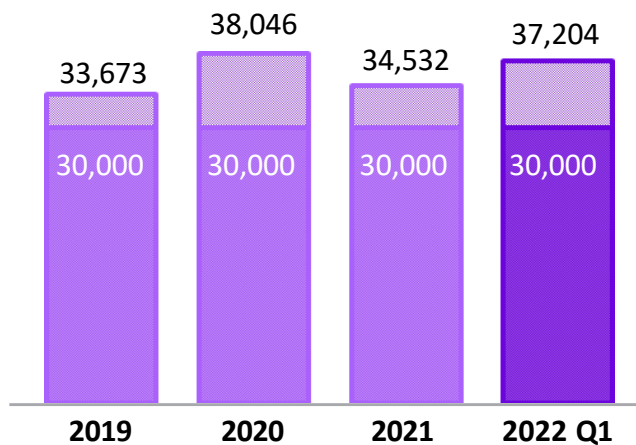
CIR



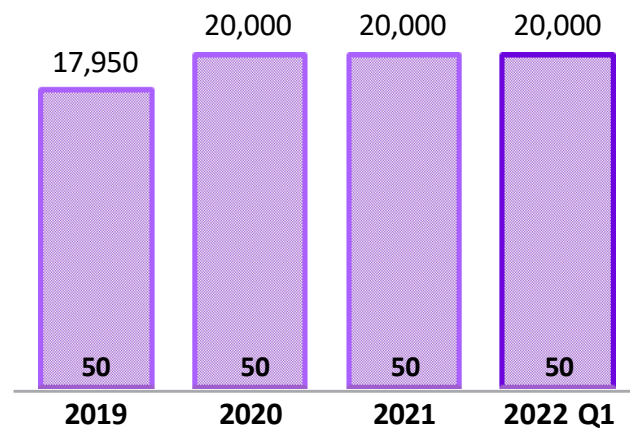
OBLIGATORY STANDARDS OF THE CENTRAL BANK

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

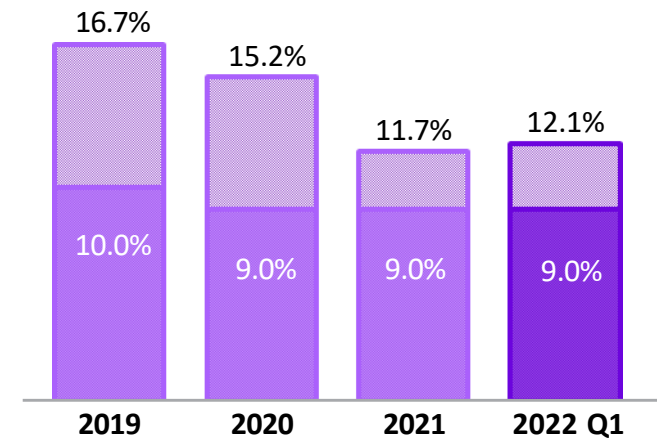
TOTAL CAPITAL (MLN. AMD)



CHARTER CAPITAL (MLN. AMD)



TIER 1 RATIO (S1.1)



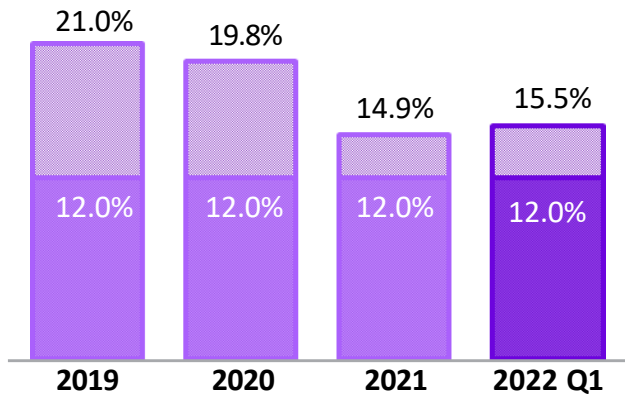
THRESHOLD VS. BUFFER



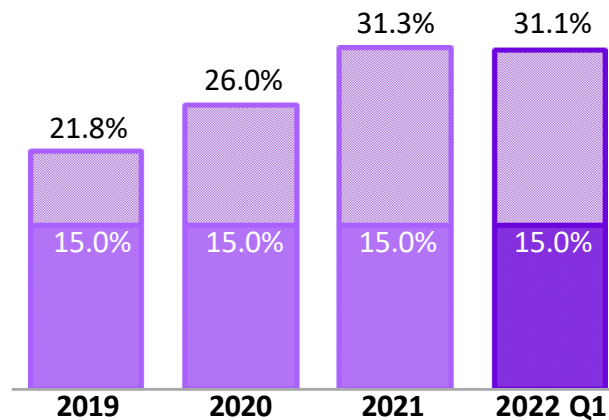
OBLIGATORY STANDARDS OF THE CENTRAL BANK

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

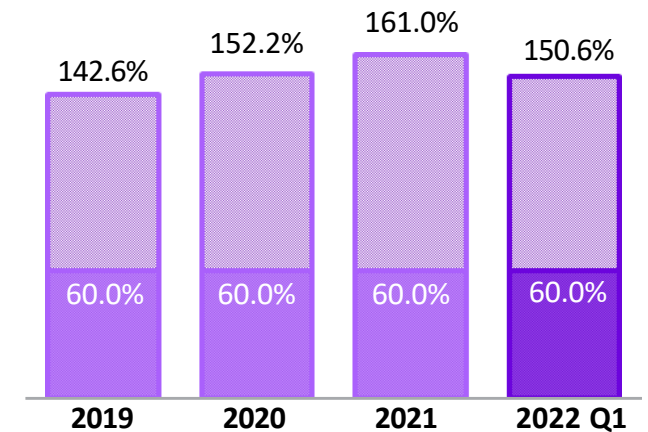
CAPITAL ADEQUACY RATIO (S1.2)



HIGHLY LIQUID ASSETS TO TOTAL ASSETS (S2.1)



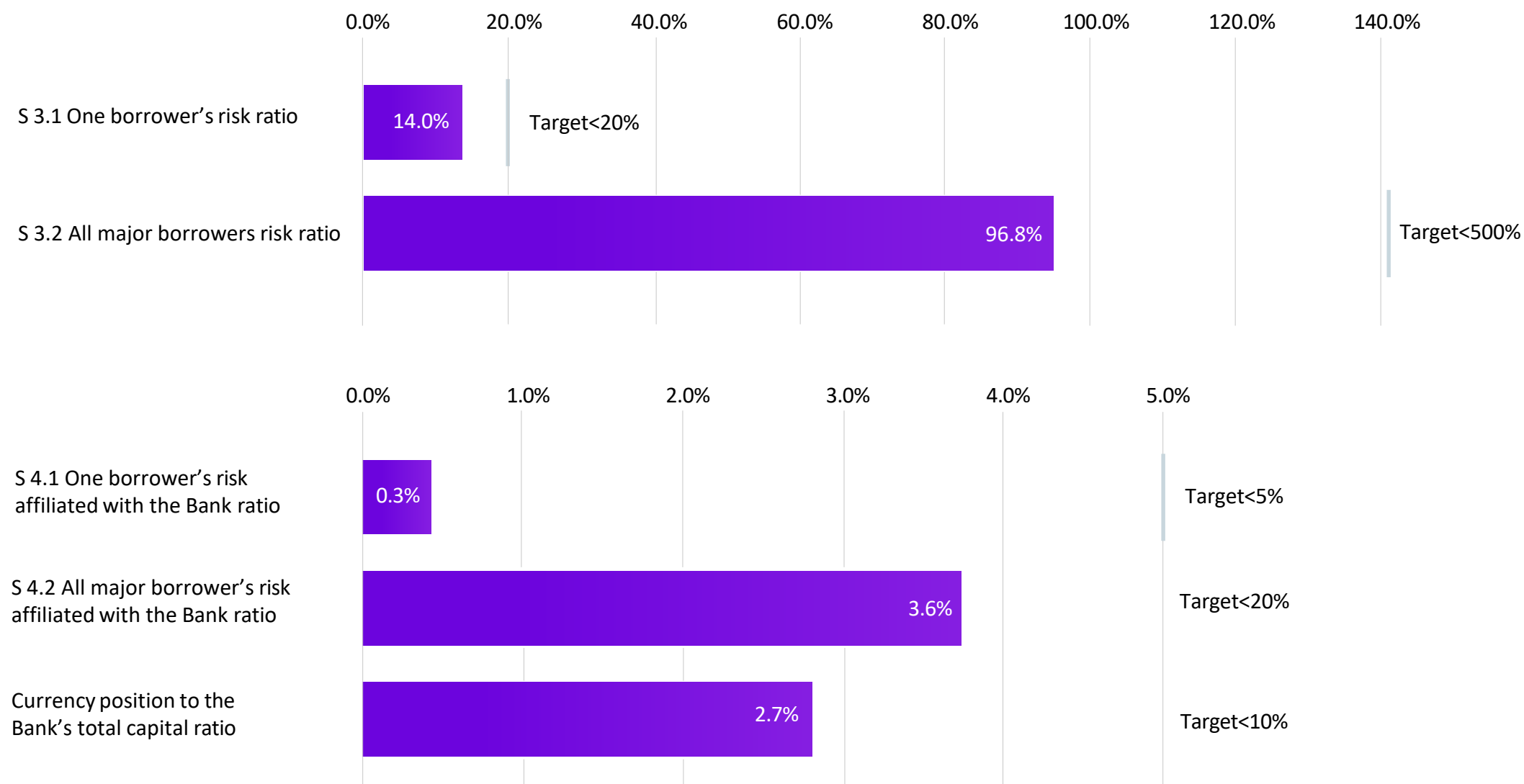
HIGHLY LIQUID ASSETS TO DEMAND LIABILITIES (S2.2)



THRESHOLD VS. BUFFER

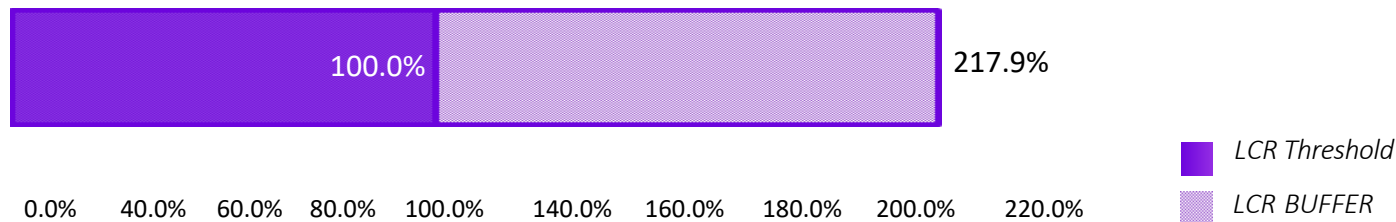


BORROWER RISK RATIO 2022 Q1

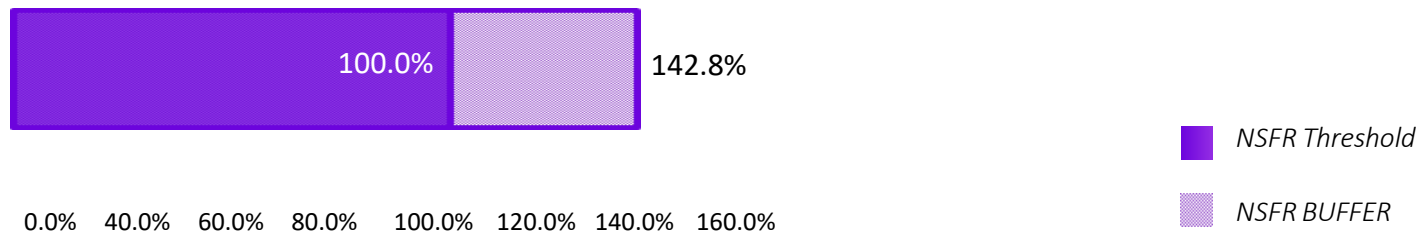


LIQUIDITY COVERAGE RATIO & NET STABLE FUNDING RATIO

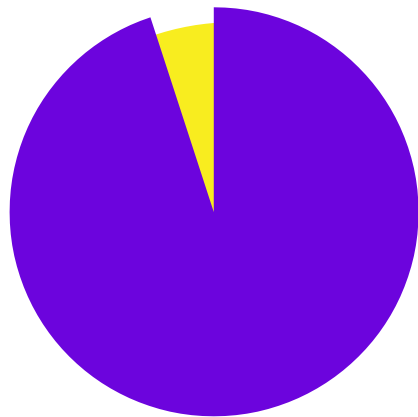
LCR 2022 Q1



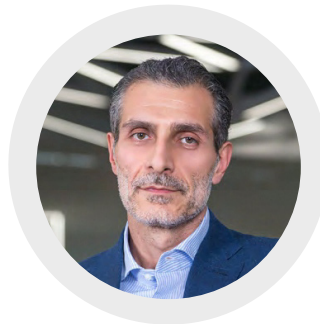
NSFR 2022 Q1



SHAREHOLDERS AND SUPERVISORY BOARD



96.01% Mrs. Mareta Gevorkyan
3.99% 12 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



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



SMBAT MARTIROSYAN, PHD
Acting member of Management Board, Head of Legal Department



MHER SAHAKYAN
Member of Management Board, Head of Programming Division



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

TOWARDS THE NEW REALITY



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