EVOCABANKINVESTOR PRESENTATION

OVERVIEW | 2022 Q2

HISTORY

1990	The Bank was established in 1990 as the first commercial bank in Armenia, and until 2017 operated		Launched its mobile application and the supporting advertising campaign, starring Iveta Mukuchyan (prominent	2020	The Bank joins European Investment Bar The Bank joins KfW bank loan program.
	under the name of Prometey Bank.		celebrity). Issued a co-branded card as a part of the campaign. Launched a		The Bank joins World Bank loan program Evocabank's capital has been replenished
1993	Was licensed by the CBA and received a general license No 27.		mobile app on App Store and Play Market.		Bank lauched biometric identification in
			ividi ket.		Evocabank opened 3 new branches.
2000	Became a member of S.W.I.F.T. system.		The Bank's regulatory charter capital exceeded the minimal required level set by CBA. Legal entity was changed		The Bank was named the Best Consume Armenia for 4th year in a row.
2005	Became a full member of ArCa payment system.		from LLC to CJSC. The Bank's regulatory capital reached AMD 30.5 mln.	2021	Evocabank placed and listed first and se bonds, each in total amount AMD 500M
2006	Became an affiliated member of MasterCard Europe.	- 2017	· · · · · · · · · · · · · · · · · · ·		New Partnership with IFC by raising USD
2008	For the first time in Armenia the Bank issued its own non- documentary unsecured bonds and		campaign. Evocabank joined Visa International Payment system.		The Bank was named the Best SME bank Global Finance. The Bank was named the Best Consu
	sold them to a leading Swiss bank.	2018	Global Finance Magazine named		Armenia for 5th year in a row.
2012	Global Finance magazine selected the Bank as one of the World's Best Sub- Custodian Banks in 2012 and the Best		Evocabank the Best Digital Bank in Armenia and the Best Consumer Digital bank of Armenia for 2nd year in a row.	2022	USD 10 million, which were listed on AN
	Sub-Custodian Bank of Armenia for two consecutive years.	2019	The Bank was named the Best		Evocabank replenished its capital by AN

Consumer Digital bank of Armenia

the Visa Infinite card.

for the 3rd year in a row. Introduced

ank loan program.

ed by AMD 2.05B. The n EvocaTouch App

ner Digital bank of

second tranches of M and USD 5M.

D 15 million.

nk of Armenia by

umer Digital bank of

t of AMD 2 billion and MX.

MD 3 Billion.

Evocabank successfully completed DigiLab Finance program, founded by IFC and Accenture.

Evocabank raised USD 7.5 million from Symbiotics.

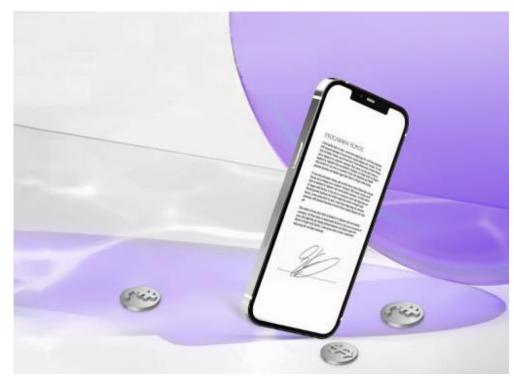
NEW ACHIEVEMENTS



EVOCABANK HAS RAISED USD 7.5 MILLION FROM SYMBIOTICS

Attracted financial means will be directed towards the development of micro, small and medium-sized businesses in Armenia.

This will contribute to the creation of new jobs in the country, the improvement of the economic environment and competition, as well as to the growth of economic activity.



EVOCABANK COMPLETED PLACEMENT OF BONDS AHEAD OF SCHEDULE

The newly issued bonds amount to AMD 2 billion and USD 10 million.

The Bank has placed 200,000 dram-denominated and 100,000 dollar-denominated bonds at total amount of AMD 2 billion and USD 10 million. The annual coupon yield is 11% and 5% respectively, periodicity of coupon payment – once every three months, maturity – 30 months.



NEW ACHIEVEMENTS



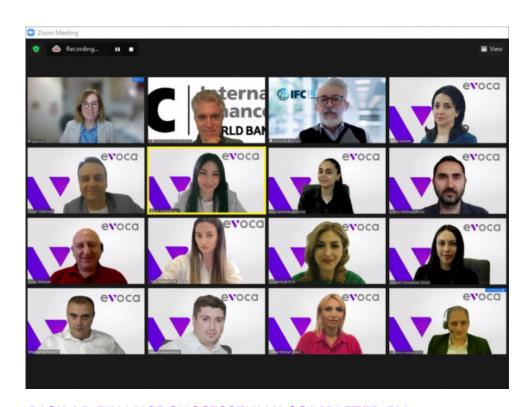
EVOCABANK SHARE CAPITAL INCREASED BY AMD 3 BILLION

"The increase in the share capital is based on the main provisions outlined in the bank's strategic development plan and is aimed at supporting the Bank's growth and development, improvement of its competitive positions and business expansion."

Karen Yeghiazaryan, the Chairman of the Management Board

The capital augmentation is carried out by Evocabank's shareholder, citizen of Republic of Armenia and resident of Switzerland, Mareta Gevorkyan.





DIGILAB FINANCE SUCCESSFULLY COMPLETED BY EVOCABANK

DigiLab Finance is a 12-week innovative accelerator program, founded by IFC and Accenture, to enhance the company's digital transformation strategy and structure a tailored roadmap.

Participating executives attend workshops and are mentored by leading digital finance experts.



NEW COOPERATIONS



EVOCABANK AND HAYPOST BEGIN NEW COOPERATION

The parties envisage implementing a number of digital innovation projects under the new cooperation agreement, aimed at delivery of convenient and affordable fintech services to customers of **HayPost** and **Evocabank**, including those to be provided in the communities in which Evocabank has no branches.





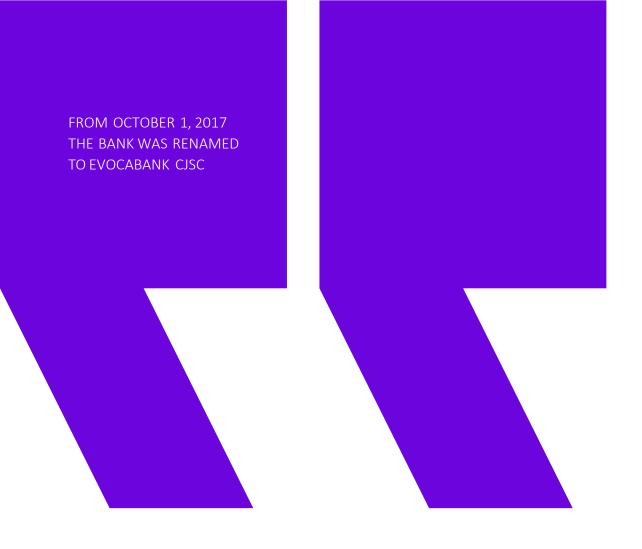
EVOCABANK AND FINCA TO ISSUE CO-BRANDING CARDS

The cooperation agreement is signed by **Evocabank** Management Board chairman Karen Yeghiazaryan and **FINCA**'s Chief executive officer Vardan Haroyan.

FINCA's individual customers will be able to get loans up to AMD 2.5 million and equivalent amount in USD electronically on co-branded debit cards.



click here to read more



EVOCABANK

THE NEW NAME OF THE BANK IS SELECTED BY THE ASSOCIATION OF THE WORDS **EVOLUTION** AND **EVOKE**

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

The 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.

VISION AND MISSION

VISION

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

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.

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

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 lifestandards of our customers making them more comfortable.

We are continuously introducing Innovativeness 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.

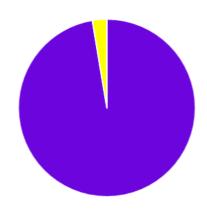
Transparency

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



97.4%

Mrs. Mareta Gevorkyan

2.6%

11 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, PHDMember of Supervisory Board



VARAZDAT NERSISYAN, MBA Member of Supervisory Board



ARMEN MANUKYANMember 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



PhD, ACCA
Member of Management
Board, Chief Accountant



SMBAT MARTIROSYAN

Member of Management

Board, Head of Legal

Department



MHER SAHAKYAN

Member of Management

Board, Head of Programming

and Operating systems

Department



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

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.



NUMBER OF ISSUED CARDS

ISSUED CARDS	30/06/2022
Total ArCa, MasterCard and Visa cards issued	103,877

NUMBER OF POS/vPOS

POS/vPOS	31/12/2019	31/12/2020	31/12/2021	30/06/2022
POS	351	524	810	1132
vPOS	51	109	181	230

NUMBER OF CLIENTS

CLIENTS	31/12/2019	31/12/2020	31/12/2021	30/06/2022
Legal entities	2,893	3,843	4,777	6,087
Individuals	58,915	63,188	55,814	89,499
Total	61,808	67,031	60,591	95,586





DIGITAL CHANNELS

EVOCABANK AIMS TO WORK PRIMARILY THROUGH DIGITAL CHANNELS: ONLINE BANKING AND MOBILE APPS.

evoca ONLINE

Internet banking system for both individuals and corporate clients. The Bank makes digital security in online channels its top priority.



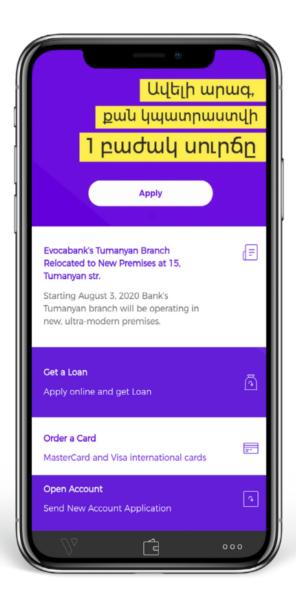
evocaTouch

mobile banking application for individuals and corporate clients.



evocatoken

mobile application which provides secure access to the main application.



DIGITAL CHANNELS: INTERNET BANKING

ACCESSING EVOCAONLINE INTERNET BANKING SYSTEM CLIENTS CAN:

evoca ONLINE

MANAGE YOUR BANK ACCOUNT
REMOTELY WITHOUT VISITING THE
BANK BY MEANS OF EVOCAONLINE

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	4 93.00	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:

467K

total downloads



602K total downloads



BIOMETRIC IDENTIFICATION IN EVOCATOUCH APP

App Store

135K

total downloads

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 clients **Facebook** (115K followers, 1st place).

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



click to visit

The first Armenian bank on Pinterest.

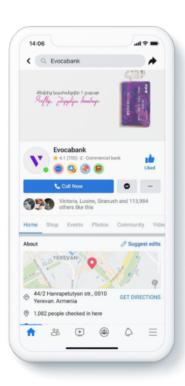


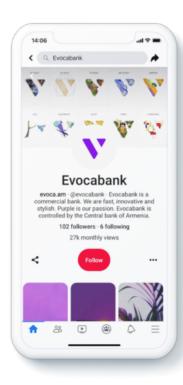
Evocabank has 27,8K followers on **Instagram**.

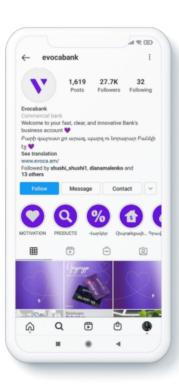
Number 1 by the number of followers among banks in Armenia.



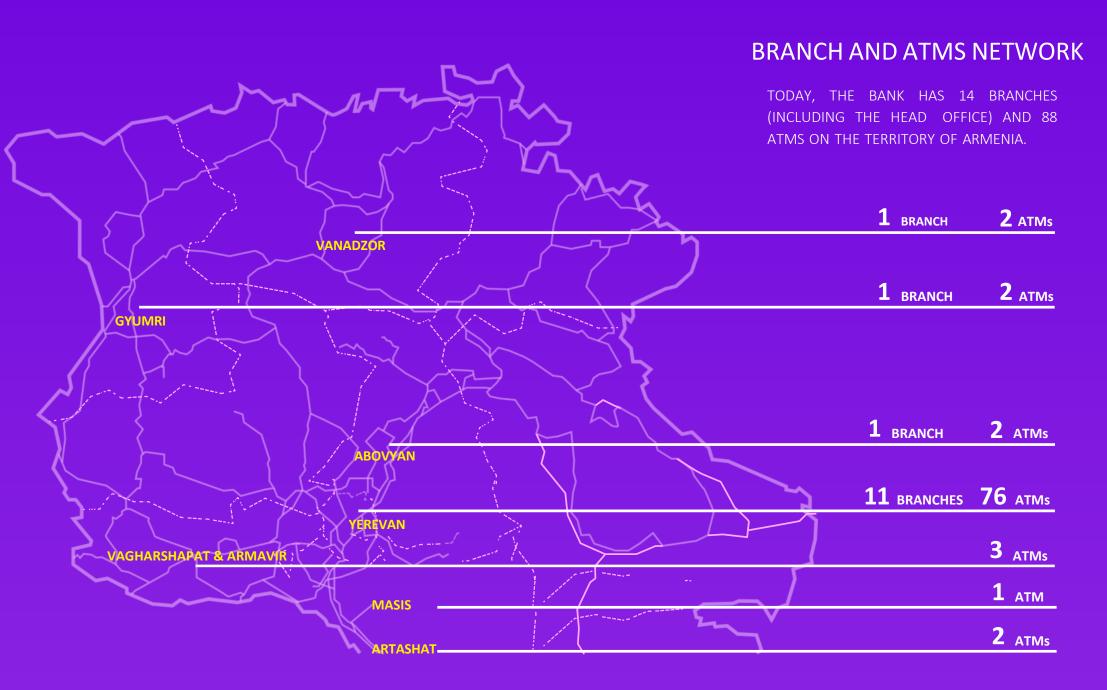
click to visit







OFFLINE CHANNELS:



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.





THE BEST SME BANK IN ARMENIA

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



BEST CONSUMER DIGITAL BANK IN ARMENIA

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



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.



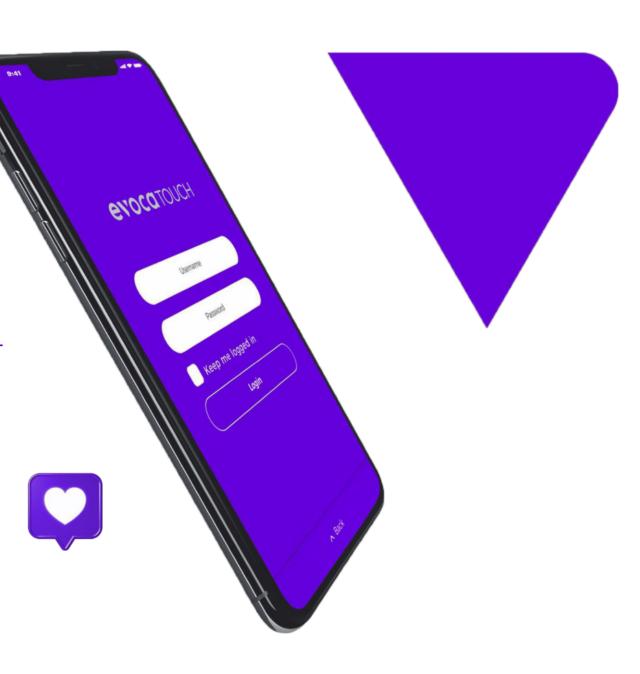
click here to read more

HONORABLE MENTION GRANTED BY AWWWARDS TEAM

Have you skimmed through our new website?



click here to read more



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 June 1 make online loan payments on Evoca.amor 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

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. EVOCA VISA INFINITE IS
THE HIGHEST TIER OF VISABRANDED CARDS:

- Premium service
- Unique approach
- Exclusive benefits worldwide



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, UNIStream, 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.



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

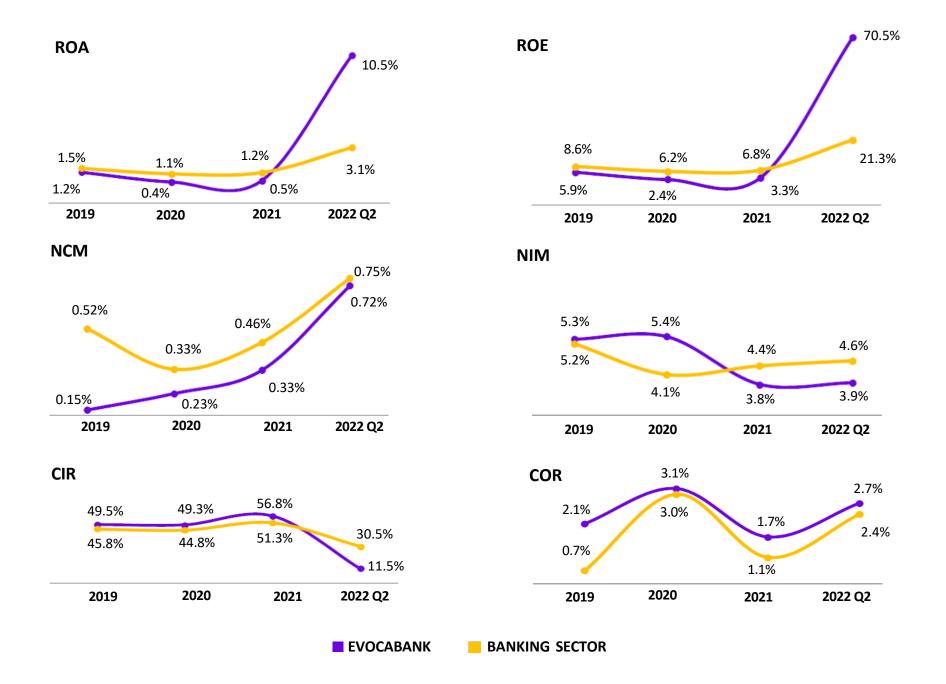
Transfers on the territory of the Republic of Armenia and abroad in AMD and foreign currency

Investment services

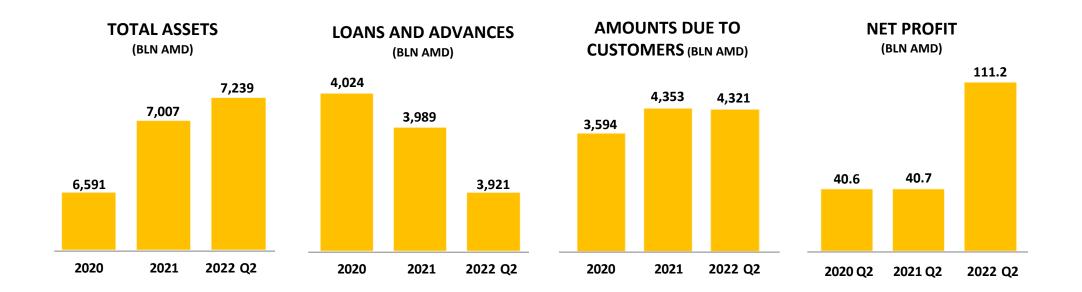
Broker (dealer) and depository services on the territory of the Republic of Armenia, in the Russian and global securities markets

FINANCIAL INDICATORS

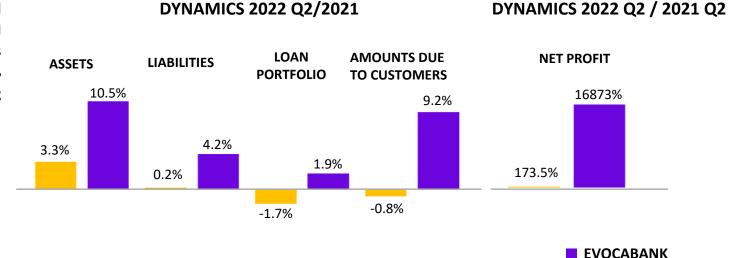
BANKING SECTOR OF ARMENIA



BANKING SECTOR OF ARMENIA



In Q2 2022 banking sector indicators remained mostly flat and Evocabank performed similarly with only assets increasing three times faster than the market, namely 10.5% compared to the 3.3% growth of the banking system.



BANKING SECTOR

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 IN **Q2 2022**

	(MLN. AMD)	POSITION CHANGE IN BANKING SECTOR
ASSETS	271,627	+2
LIABILITIES	220,803	+2
LOANS AND ADVANCEMENTS TO CUSTOMERS (NET OF IMPAIRMENT)	142,628	
AMOUNTS DUE TO CUSTOMERS	173,471	+1
EQUITY	50,824	+4
PROFIT	13,421	+12



BALANCE SHEET

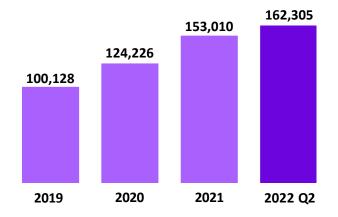
In Q2 2022 Evocabank maintained stable growth in all key financial metrics.

In particular, total assets increased by **10.5%** while loans and advances to customers that comprise **52%** of the **total assets** increased by **1.9%**.

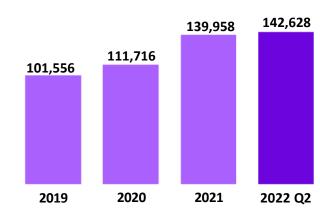
Total liabilities increased by **4.2%** and deposits that stand for **73%** of the total liabilities increased by **6.1%**.

Equity registered a robust growth mainly due to a high profit and capital injection in an amount of **AMD 3B**.

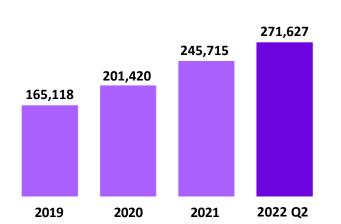
DEPOSITS DUE TO CUSTOMERS (MLN. AMD)



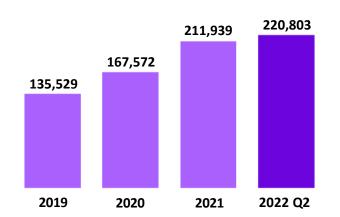
LOANS AND ADVANCES TO CUSTOMERS (MLN. AMD)



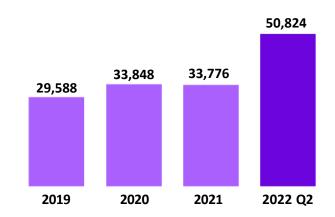
TOTAL ASSETS (MLN. AMD)



TOTAL LIABILITIES (MLN. AMD)



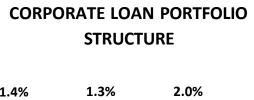
EQUITY (MLN. AMD)

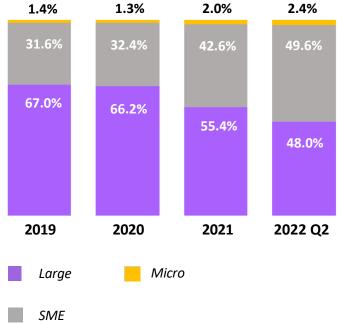




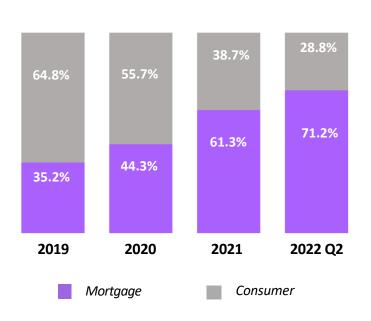
CREDIT PORTFOLIO

In Q2 2022 Evocabank improved its progress towards strategic objectives, which is reflected in loan structure by growth of SME and Retail portfolios.





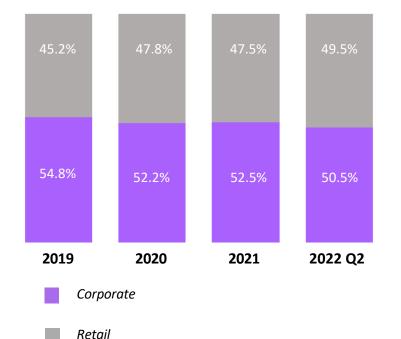
RETAIL LOAN PORTFOLIO STRUCTURE



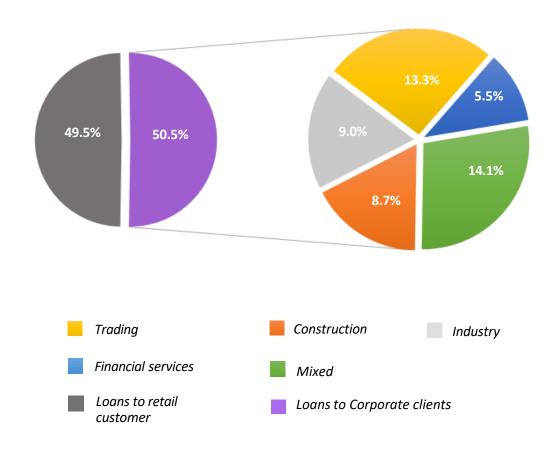


CREDIT PORTFOLIO

SHARE IN TOTAL LOAN PORTFOLIO



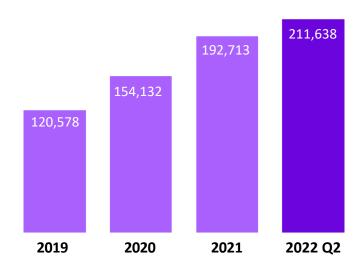
LOAN PORTFOLIO STRUCTURE BY SECTOR





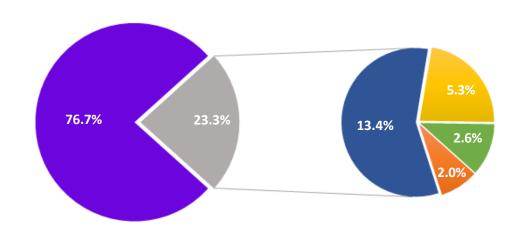
FUNDING STRUCTURE

TOTAL FUNDING (MLN. AMD)



In Q2 2022 Evocabank continues to diversify its funding structure by issuing bonds and attracting long-term funds from financial institutions.

FUNDING STRUCTURE 2022 Q2

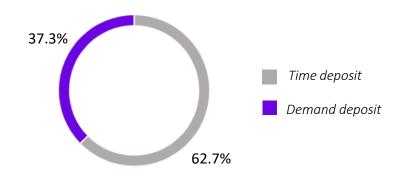




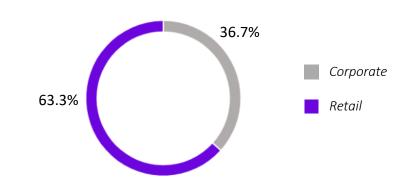


FUNDING STRUCTURE

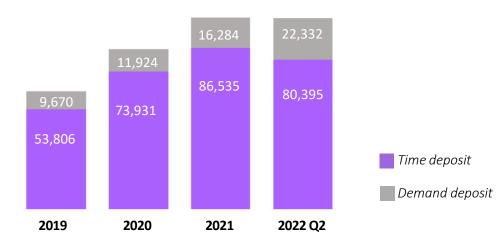
AMOUNT DUE TO CUSTOMER STRUCTURE



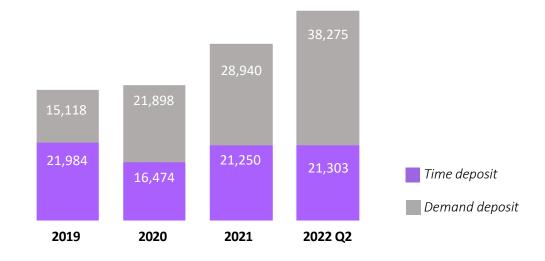
SHARE IN TOTAL DEPOSIT PORTFOLIO



RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



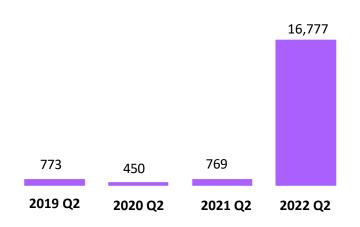


INCOME STATEMENT INDICATORS

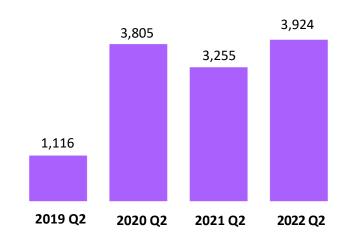
In Q2 2022 Evocabank recorded drastic increase in its operations, namely **net profit** increased by 170 times as a result of 22 times increase in net not interest income.

In particular, Armenia experienced high capital mobility resulting in steep rise and extraordinary activity in banking operations, mainly in forex market and commissions.

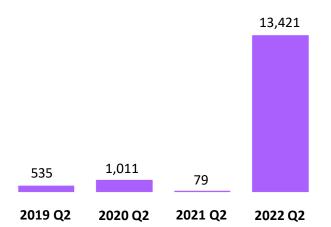




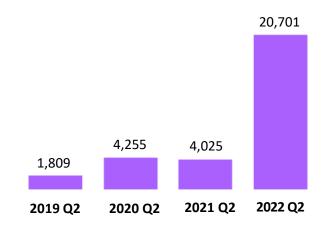
NET INTEREST INCOME (MLN. AMD)



NET PROFIT (MLN. AMD)



OPERATING INCOME (MLN. AMD)

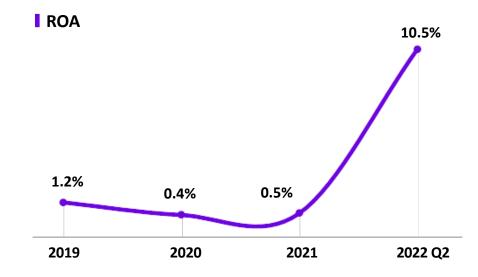


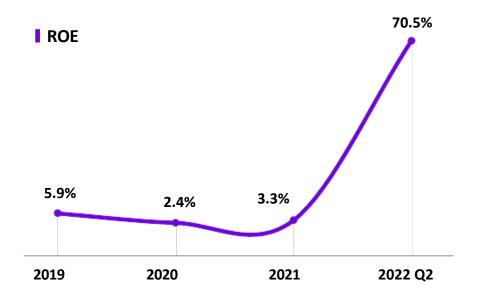


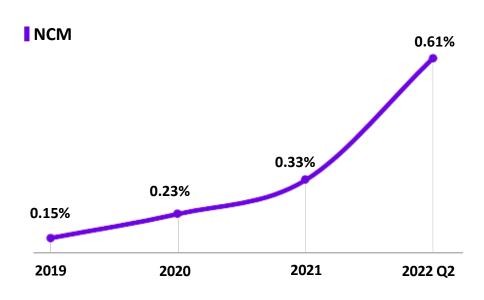
OPERATIONAL PERFORMANCE

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

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





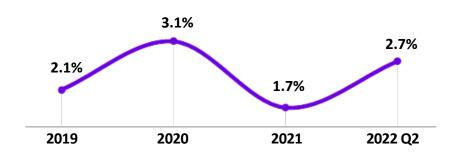




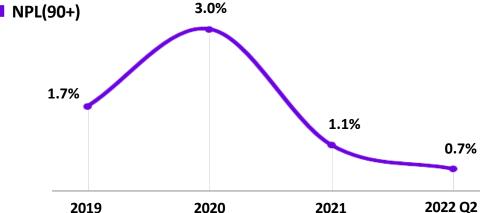
OPERATIONAL PERFORMANCE

NPL(90+) and the cost of risk recorded an improving trend since 2021.

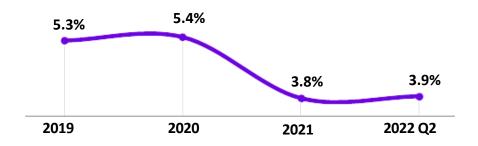




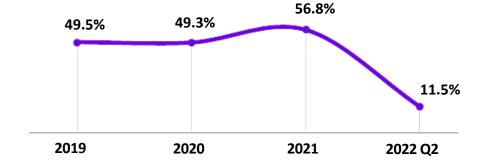




NIM



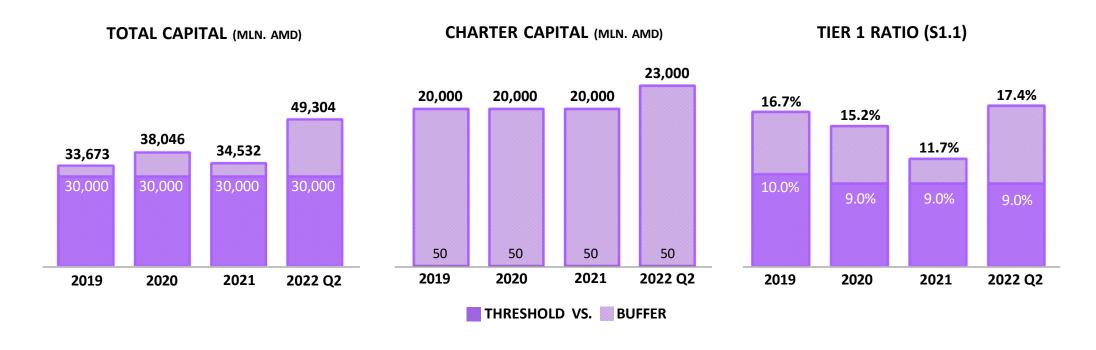
CIR





OBLIGATORY STANDARDS OF THE CENTRAL BANK

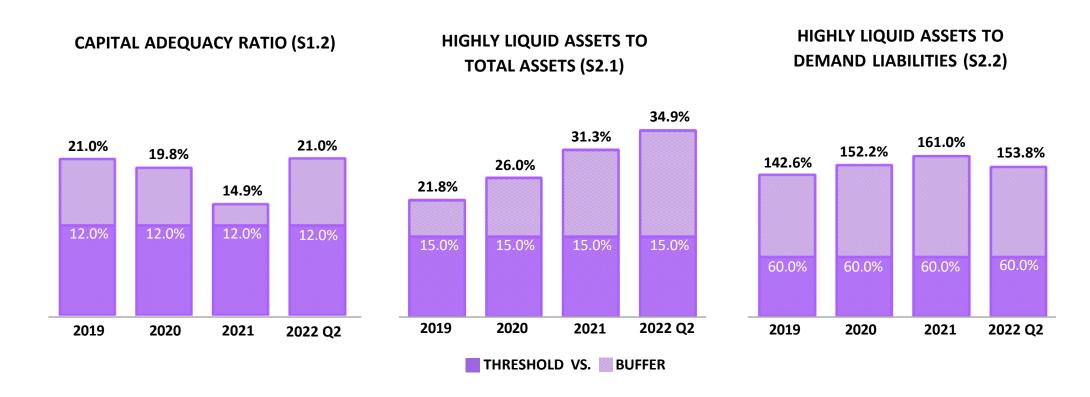
In Q2 2022 Evocabank improved its financial performance in terms of prudential standards of the Central Bank of Armenia. Namely, total capital increased due to capital replenishment and a high profit.





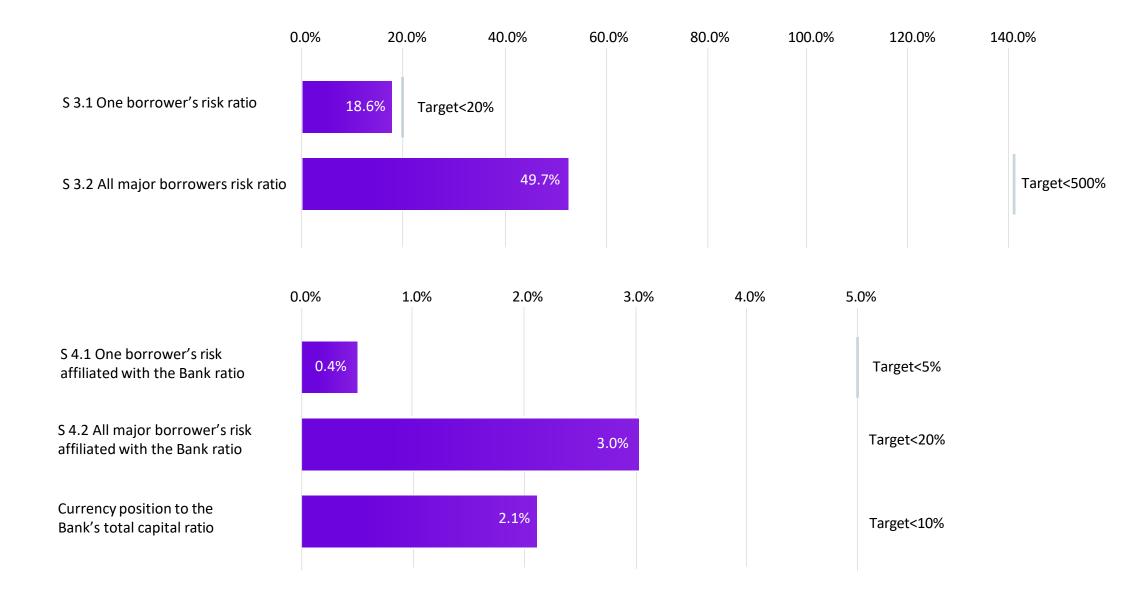
OBLIGATORY STANDARDS OF THE CENTRAL BANK

In Q2 2022 Evocabank increased its capital adequacy and liquidity ratios and remained strong capitalized and well equipped with liquidity buffers.





BORROWER RISK RATIO 2022 Q2





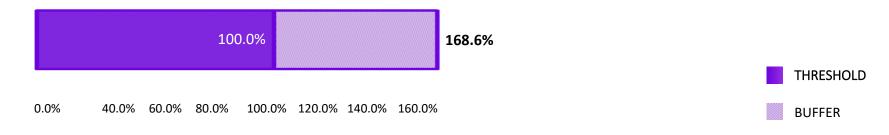
LIQUIDITY COVERAGE RATIO & NET STABLE FUNDING RATIO

LCR 2022 Q2



The Bank has a strong liquidity profile to meet its short-term and long-term obligations.

NSFR 2022 Q2





TOWARDS THE NEW REALITY























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