

evocaBANK

INVESTOR PRESENTATION

OVERVIEW | 2022 Q3

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.

1991 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 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.

Launched a massive rebranding campaign. Evocabank joined Visa International Payment system.

2018 Global Finance Magazine named Evocabank the Best Digital Bank in Armenia and the Best Consumer Digital bank of Armenia for 2nd year in a row.

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 World Bank, European Investment Bank and KfW bank loan programs.

Evocabank's capital has been replenished by AMD 2.05B.

The Bank launched biometric identification in EvocaTouch App Evocabank opened 3 new branches.

The Bank was named the Best Consumer Digital bank of Armenia for 4th year in a row.

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

New Partnership with IFC by raising \$15 million.

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 placed bonds at total amount of AMD 2 billion and USD 10 million, which were listed on AMX.

Evocabank replenished its capital by AMD 3 Billion.

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

Evocabank raised USD 7.5 million from Symbiotics.

The Bank was named the Best Consumer Digital bank of Armenia for 6th year in a row.

Evocabank signed a new \$15 million loan agreement with IFC.

NEW ACHIEVEMENTS



A NEW \$15 MILLION LOAN FROM IFC

To help smaller businesses in Armenia thrive, IFC is providing a new \$15 million loan to Evocabank, that will help support growth and job creation amid the lingering impacts of COVID-19.

MSMEs in Armenia contribute around 40% and 30% to the country's GDP and employment, respectively. Given that they are growth engines, IFC's loan to [Evocabank](#) will help strengthen this segment, which is more critical than ever.

 [click here to read more](#)



EVOCA LEASE

Along with expanding its product line, Evocabank offers legal entities and sole proprietors both RA residents and non-residents financial lease for acquisition in primary and secondary markets of brand new and second-hand equipment, modern technology and means of transportation.

 [click here to read more](#)

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**

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.

A large, bold, purple number '32' is positioned on the right side of the page. The '3' is on the left and the '2' is on the right, both rendered in a thick, sans-serif font.

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.

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
Member of Management
Board, Head of Legal
Department



MHER SAHAKYAN
Member of Management
Board, Head of Programming
and Operating systems
Department

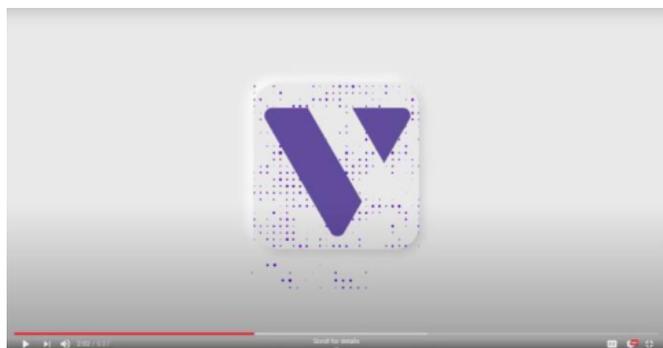


TATEVIK JANOYAN, MBA
Member of Management
Board, Head of HR
Management Division

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.



[click here to see the ad](#)

NUMBER OF ISSUED CARDS

ISSUED CARDS

30/09/2022

Total ArCa, MasterCard and Visa cards issued

118,379

NUMBER OF POS/vPOS

POS/vPOS	31/12/2019	31/12/2020	31/12/2021	30/09/2022
POS	351	524	810	1,510
vPOS	51	109	181	315

NUMBER OF CLIENTS

CLIENTS	31/12/2019	31/12/2020	31/12/2021	30/09/2022
Legal entities	2,893	3,843	4,777	6,910
Individuals	58,915	63,188	55,814	102,519
Total	61,808	67,031	60,591	109,429



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.



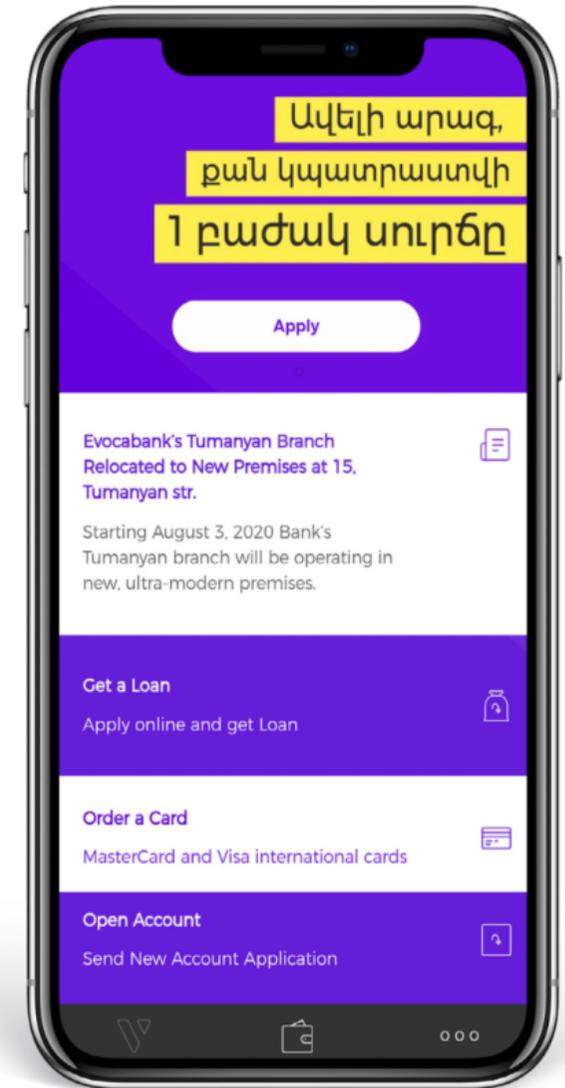
evocaTOUCH

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

Currency	CBA Rate	Non-Cash	
		Buy	Sale
USD	399.38	395.00	402.00
EUR	400.30	393.00	402.00
RUB	6.51	6.22	6.40
GBP	461.96	447.00	465.00
CHF	403.74	390.00	406.00

NUMBER OF DOWNLOADS:

481K

total downloads



643K total downloads

162K

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

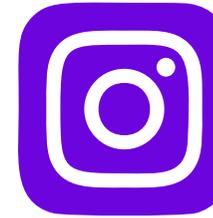


Evocabank actively interacts with its clients via **Facebook** (120K followers, 1st place).

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

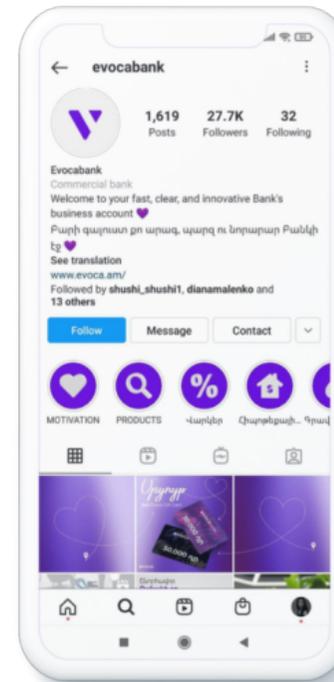
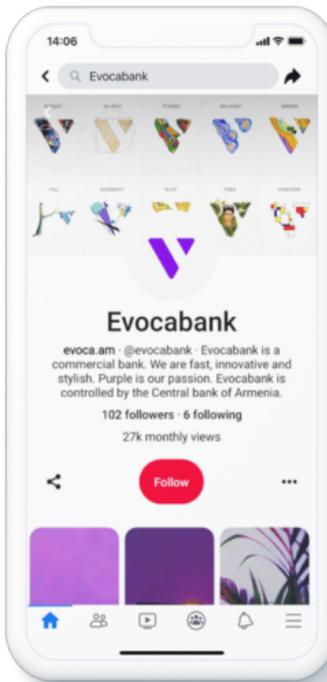
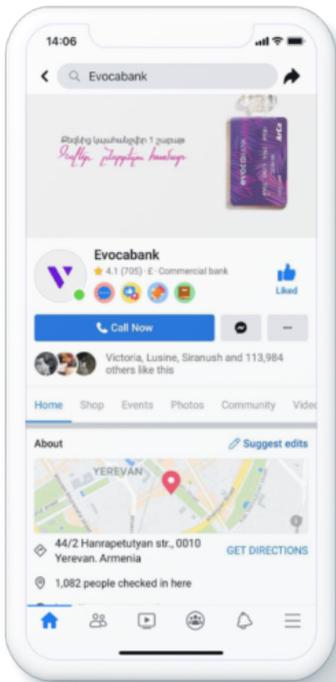


The first Armenian bank on **Pinterest**.



Evocabank has 28K followers 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 98 ATMS ON THE TERRITORY OF ARMENIA.



THE BEST DIGITAL BANK IN ARMENIA

For the 4th 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 6th year in a row.



[click here to read more](#)

THE BEST MOBILE BANK

SME BANKING CLUB NAMES THE BEST MOBILE BANK IN ARMENIA

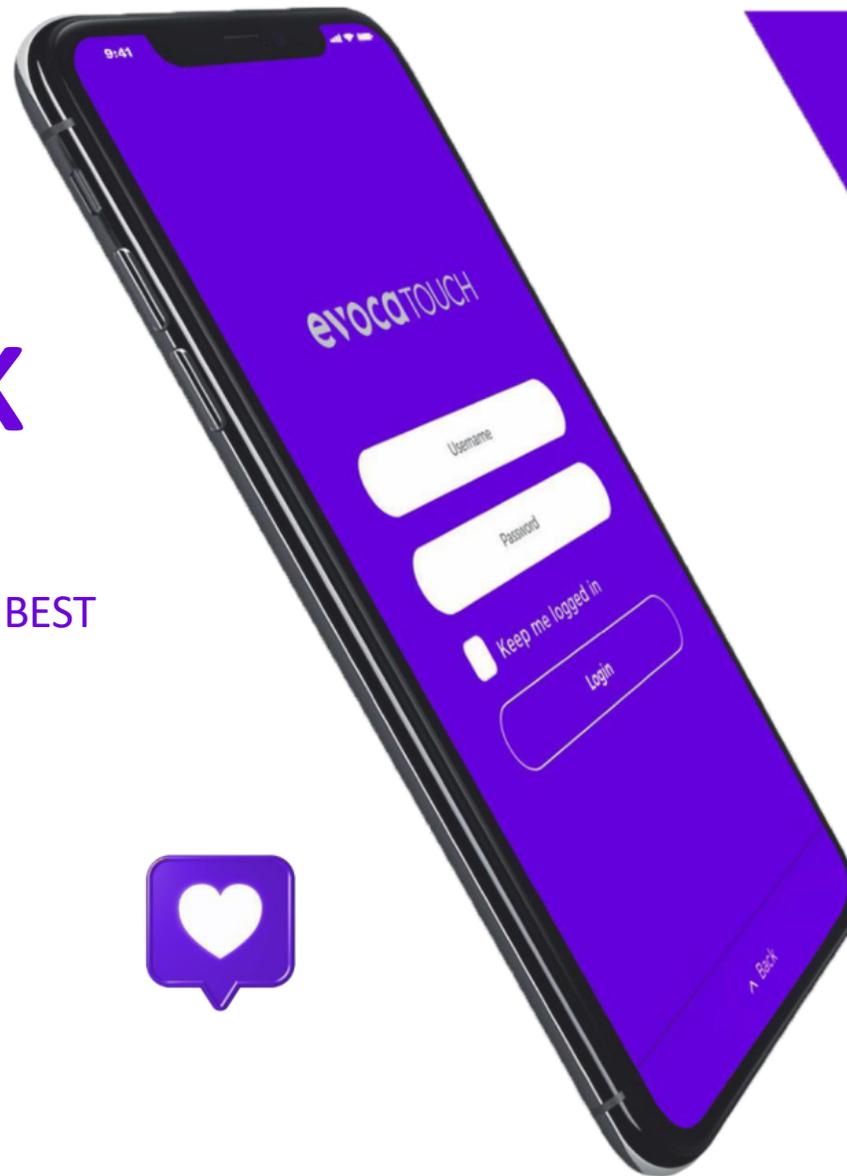
Evocabank has been announced the best mobile bank for businesses in Armenia.

 [click here to read more](#)

HONORABLE MENTION GRANTED BY AWWWARDS TEAM

Have you skimmed through our new website?

 [click here to read more](#)



A blue sphere with a gold ring around it, set against a blue background. The ring is tilted and passes through the center of the sphere.

PRODUCTS FOR INDIVIDUALS

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

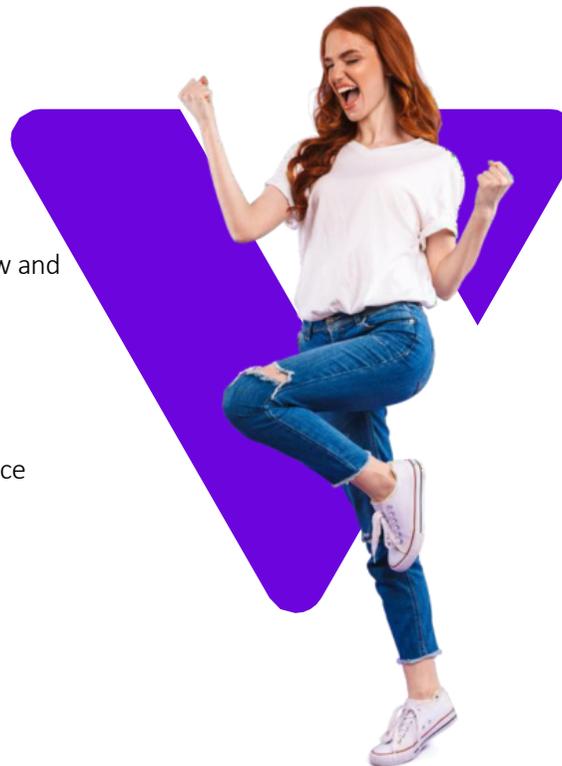
Student loan

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 and world securities markets.

Personal Safe Boxes

Fireproof individual safe deposit boxes - for valuables.

A 3x3 grid of nine blue spheres is arranged on a solid blue background. The spheres are rendered with a slight gradient and soft shadows, giving them a three-dimensional appearance. The text 'PRODUCTS FOR CORPORATE CLIENTS' is overlaid in white, bold, sans-serif font, centered horizontally and positioned in the middle-right area of the 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

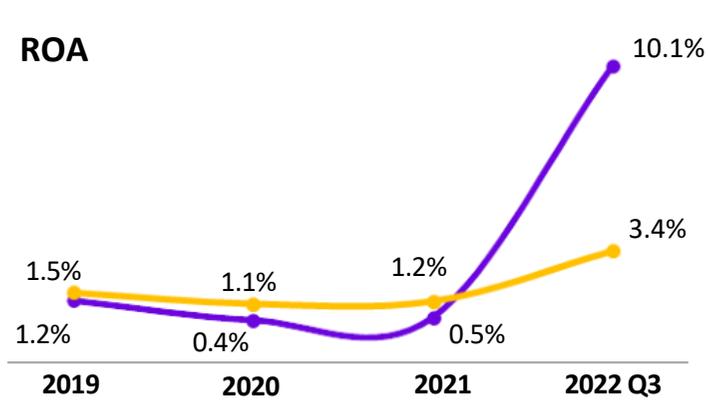
Broker (dealer) and depository
services on the territory of the
Republic of Armenia and in the
global securities markets

FINANCIAL INDICATORS

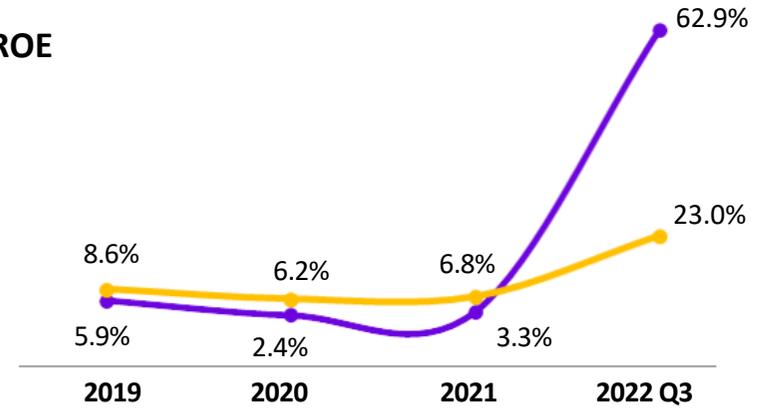


BANKING SECTOR OF ARMENIA

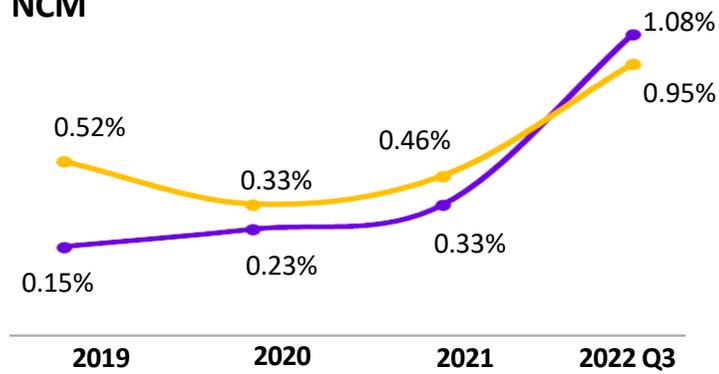
ROA



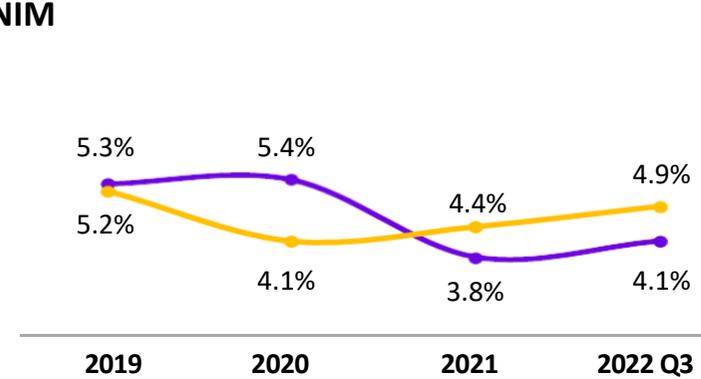
ROE



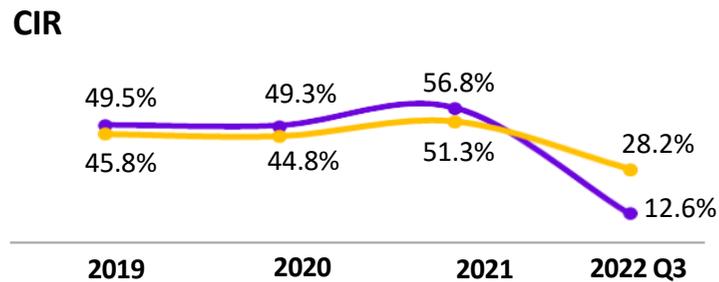
NCM



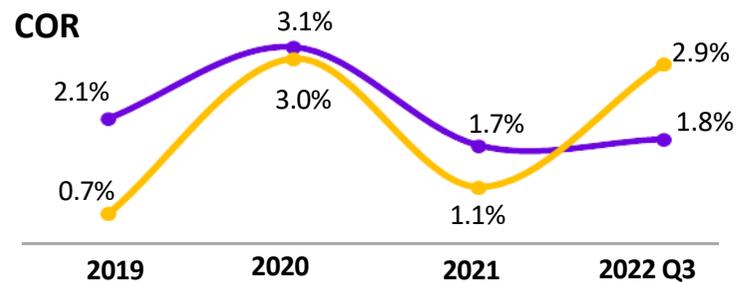
NIM



CIR



COR

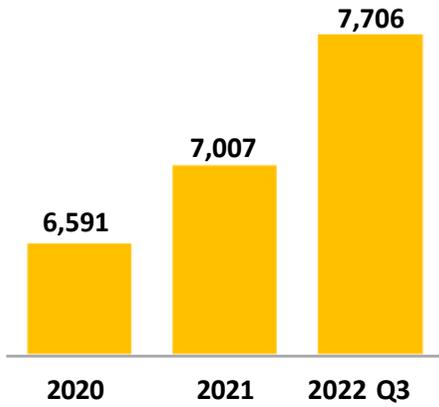


■ EVOCABANK

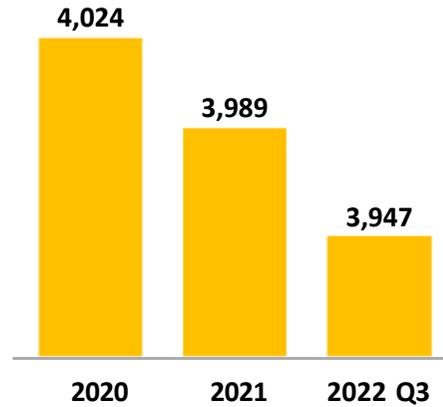
■ BANKING SECTOR

BANKING SECTOR OF ARMENIA

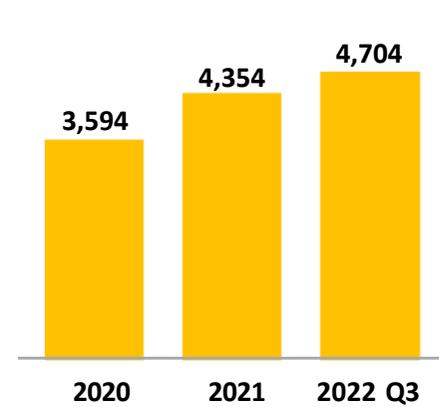
TOTAL ASSETS
(BLN AMD)



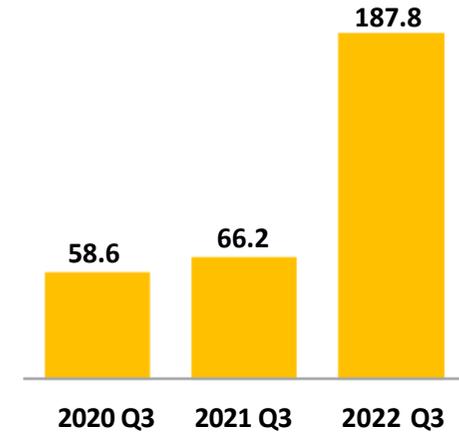
LOANS AND ADVANCES
(BLN AMD)



AMOUNTS DUE TO CUSTOMERS (BLN AMD)

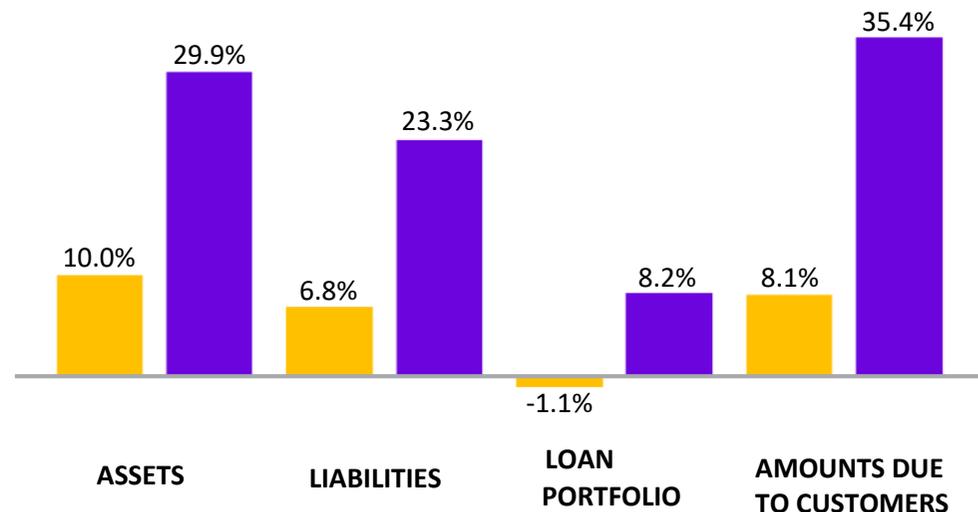


NET PROFIT
(BLN AMD)

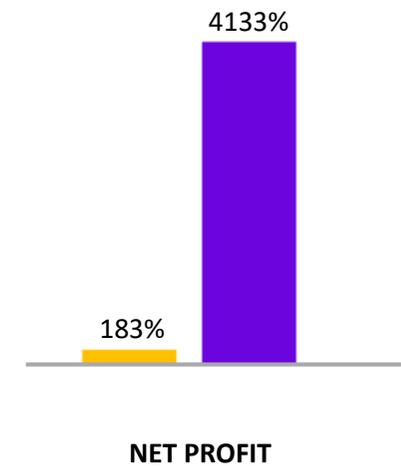


In Q3 2022 Evocabank performed better and increased **3-4 times faster** than the total banking sector, namely assets increase by 30% compared to the 10% growth of the banking system.

DYNAMICS 2022 Q3/2021



DYNAMICS 2022 Q3 / 2021 Q3



■ EVOCABANK
■ 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 Q3 2022

	(MLN. AMD)	POSITION/CHANGE IN BANKING SECTOR
ASSETS	319,233	10 (+3)
LIABILITIES	261,249	11 (+2)
LOANS AND ADVANCEMENTS TO CUSTOMERS (NET OF IMPAIRMENT)	151,457	11
AMOUNTS DUE TO CUSTOMERS	215,070	8 (+3)
EQUITY	57,984	7 (+7)
PROFIT	20,574	3 (+11)



BALANCE SHEET

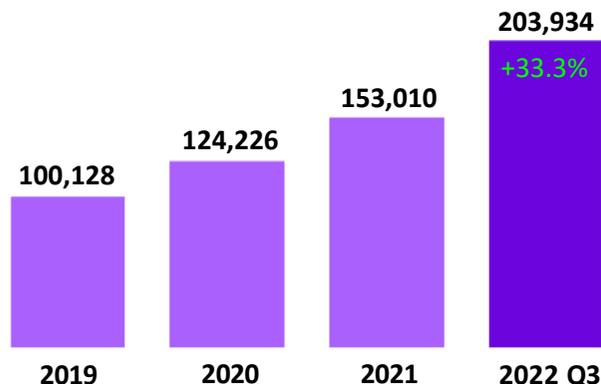
In Q3 2022 Evocabank maintained stable growth in all key financial metrics.

In particular, total assets increased by 30% while loans and advances to customers that comprise 47.4% of the total assets increased by 8.2%.

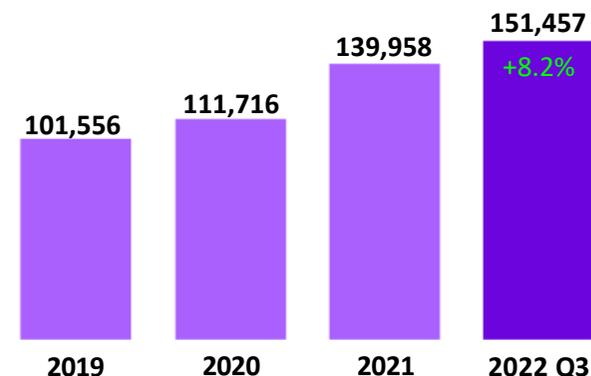
Total liabilities increased by 23.3% and deposits that stand for 73% of the total liabilities increased by 33%.

Equity increased by 72% mainly due to a high profit.

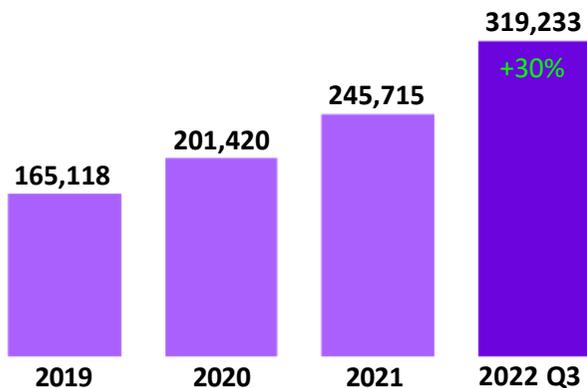
DEPOSITS DUE TO CUSTOMERS (MLN. AMD)



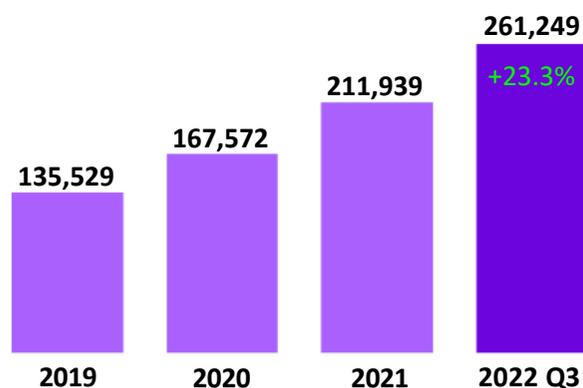
LOANS AND ADVANCES TO CUSTOMERS (MLN. AMD)



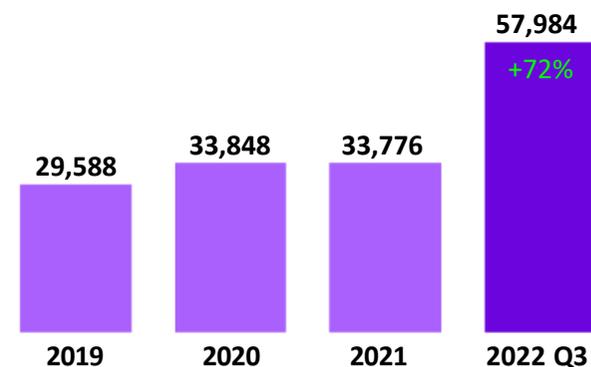
TOTAL ASSETS (MLN. AMD)



TOTAL LIABILITIES (MLN. AMD)

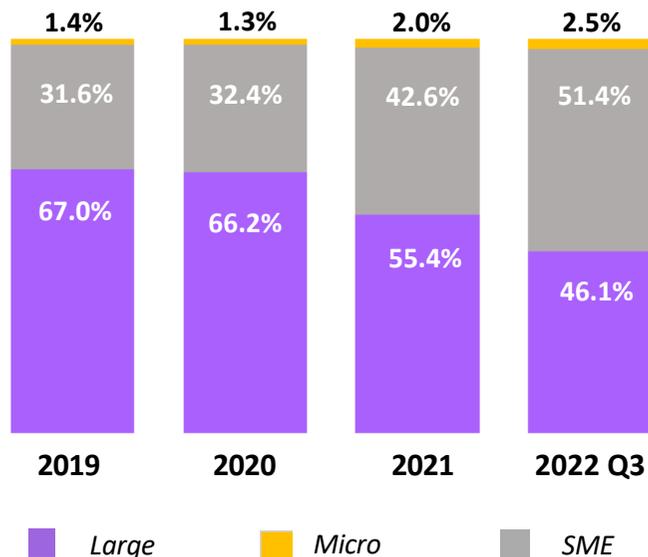


EQUITY (MLN. AMD)

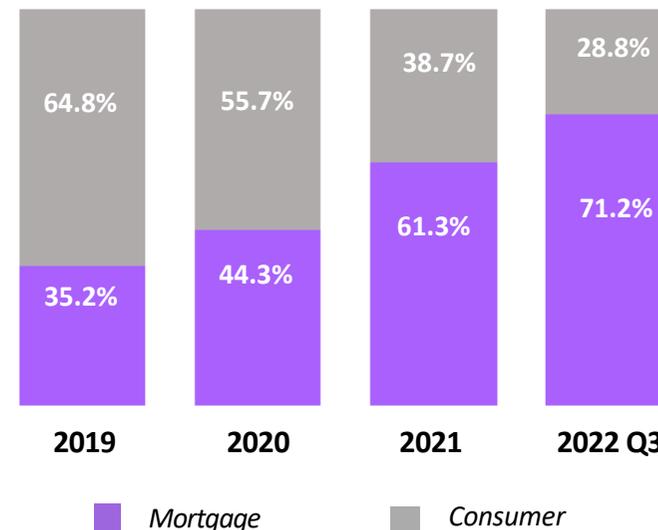


CREDIT PORTFOLIO

CORPORATE LOAN PORTFOLIO STRUCTURE

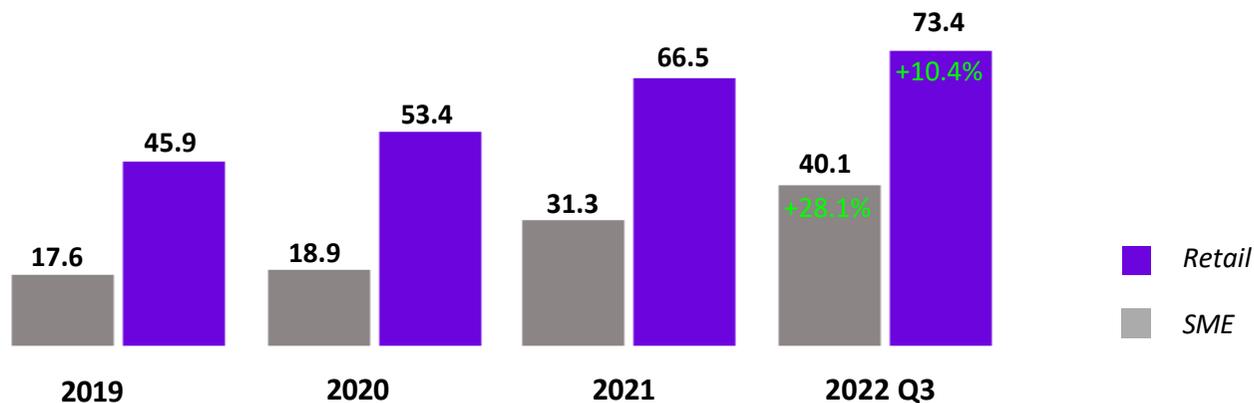


RETAIL LOAN PORTFOLIO STRUCTURE



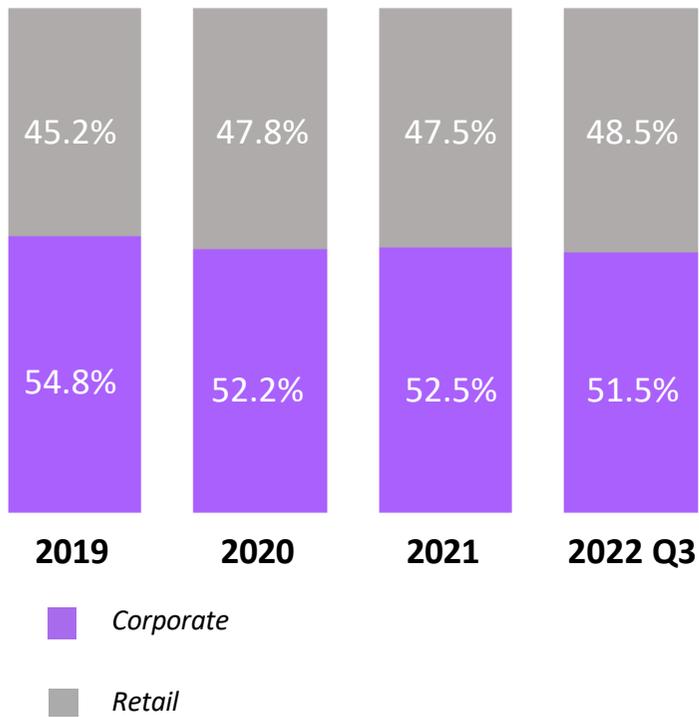
In Q3 2022 Evocabank improved its progress towards strategic objectives, which is reflected in loan structure by growth of SME and Retail portfolios.

SME & RETAIL PORTFOLIO (BLN. AMD)

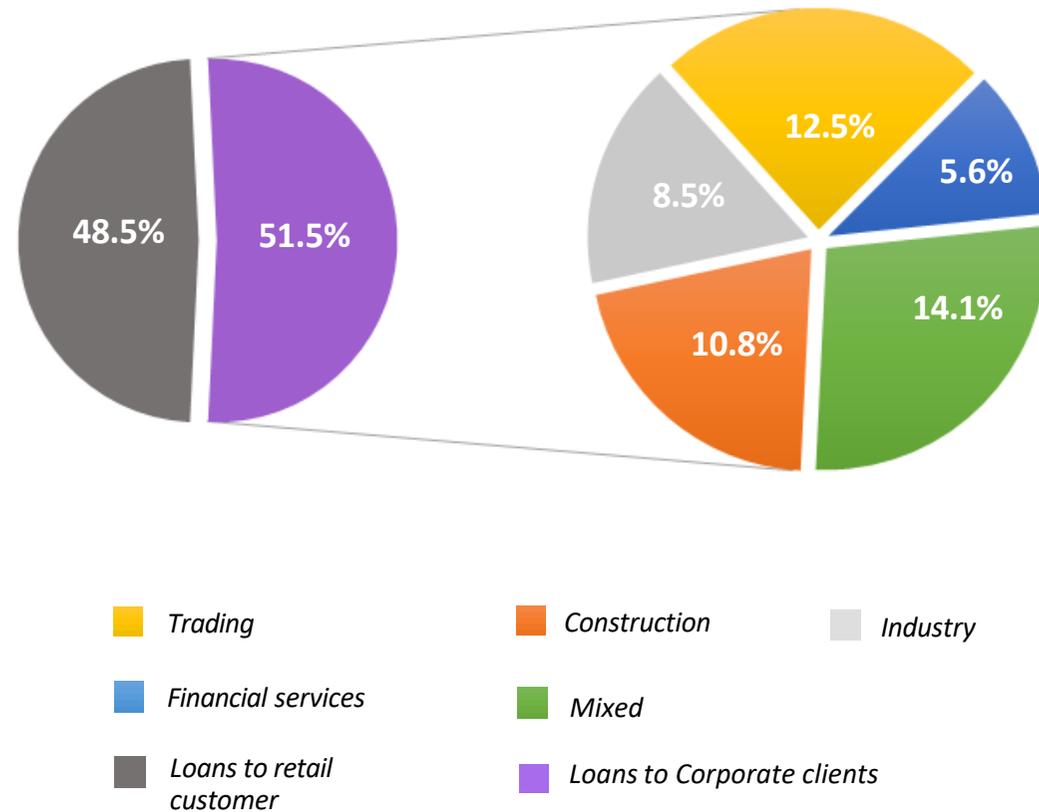


CREDIT PORTFOLIO

SHARE IN TOTAL LOAN PORTFOLIO

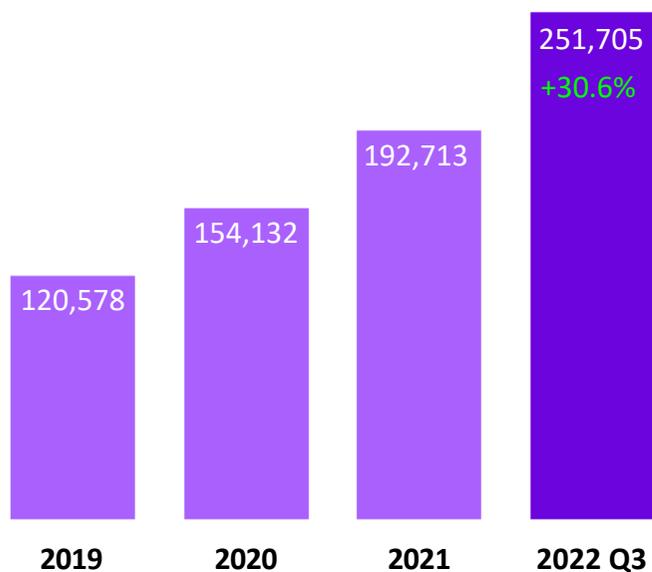


LOAN PORTFOLIO STRUCTURE BY SECTOR

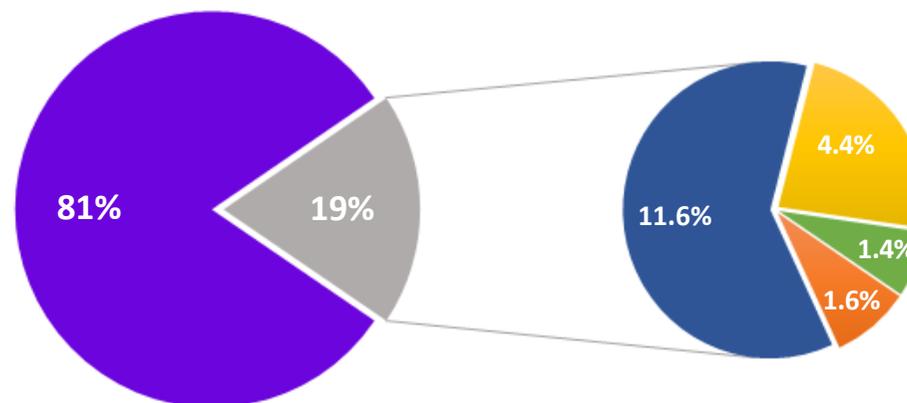


FUNDING STRUCTURE

TOTAL FUNDING (MLN. AMD)



FUNDING STRUCTURE 2022 Q3

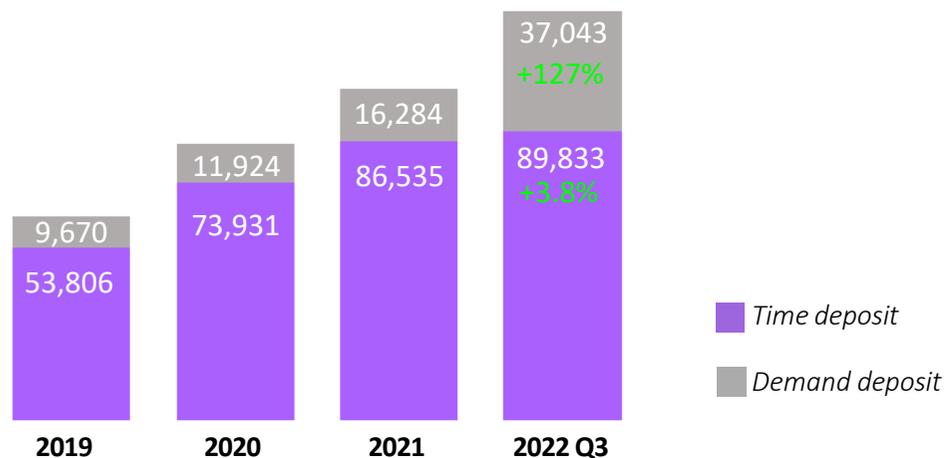


In Q3 2022 Evocabank continues to diversify its funding structure by attracting long-term funds from international financial institutions.

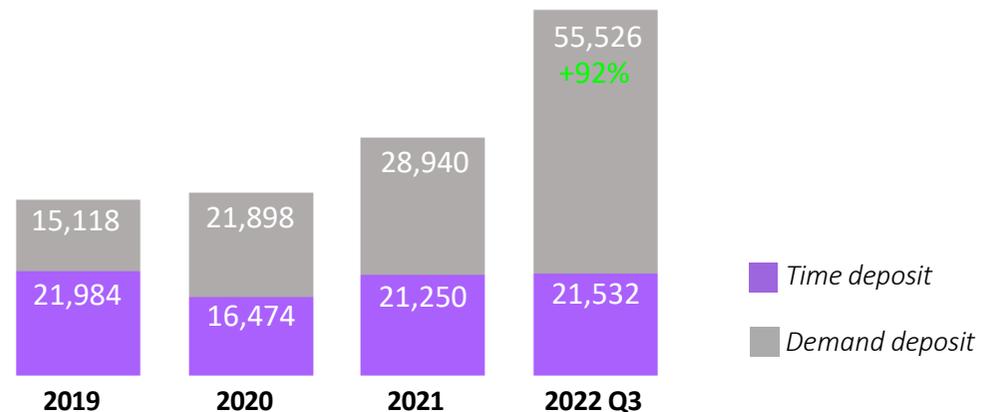
- Deposits due to customers
- Attracted funds
- Subordinated debt
- Debt securities issued
- Other attractions

FUNDING STRUCTURE

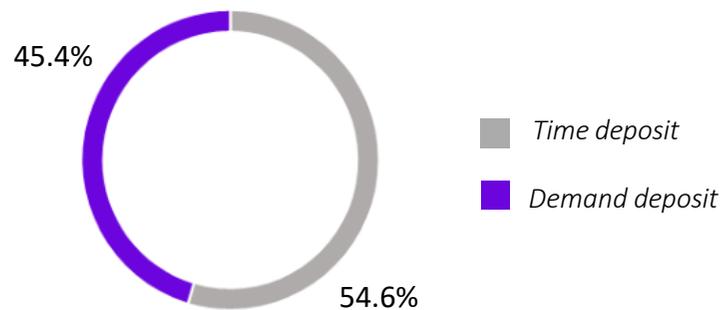
RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



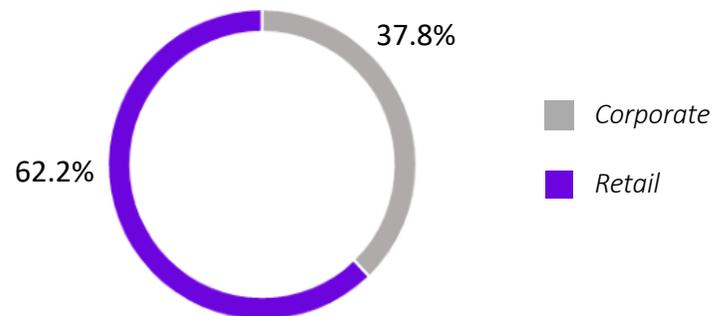
CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



AMOUNT DUE TO CUSTOMER STRUCTURE



SHARE IN TOTAL DEPOSIT PORTFOLIO

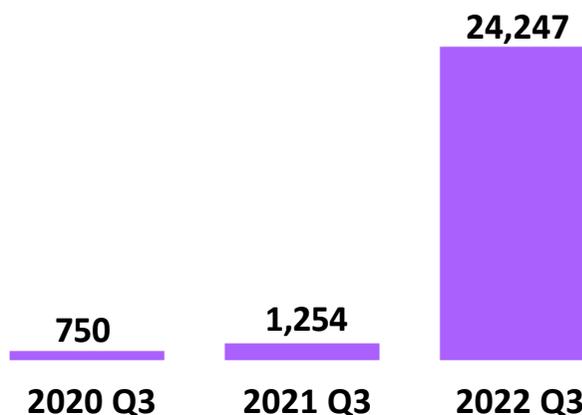


INCOME STATEMENT INDICATORS

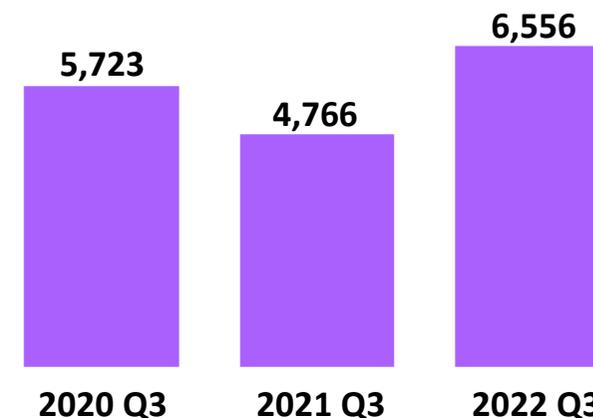
In Q3 2022 Evocabank recorded drastic increase in its operations, namely **net profit** increased by **42** times as a result of **19** times increase in net non-interest income, mainly due to an economic situation in the country.

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

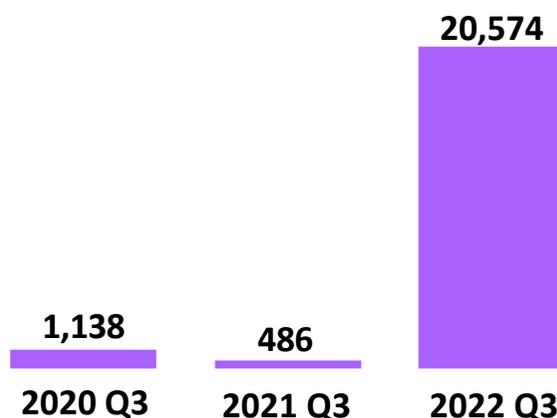
NET NON-INTEREST INCOME (MLN.AMD)



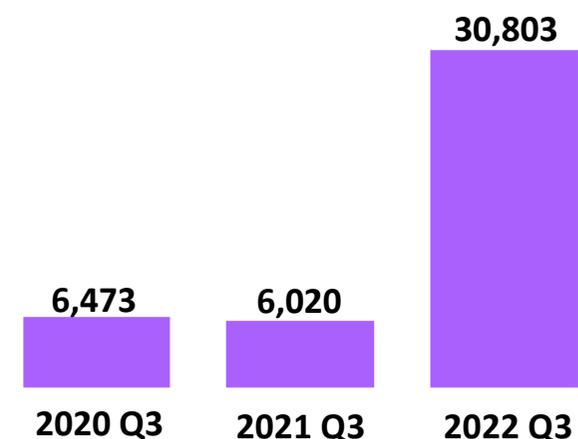
NET INTEREST INCOME (MLN. AMD)



NET PROFIT (MLN. AMD)



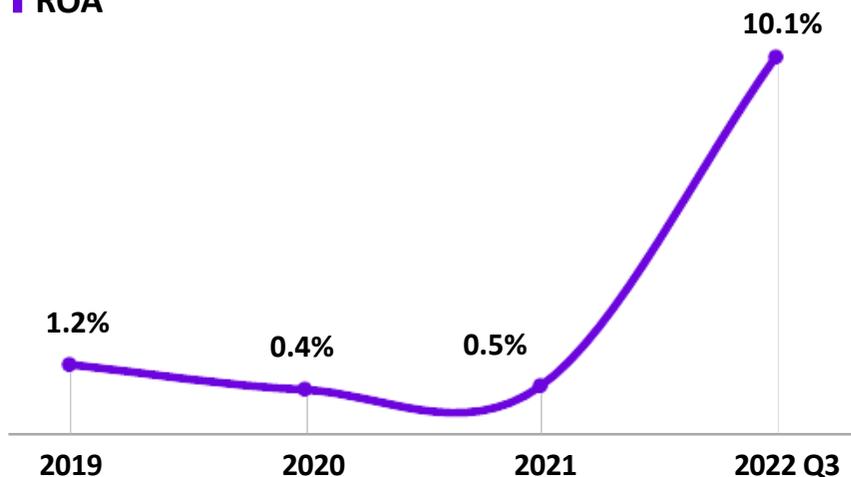
OPERATING INCOME (MLN. AMD)



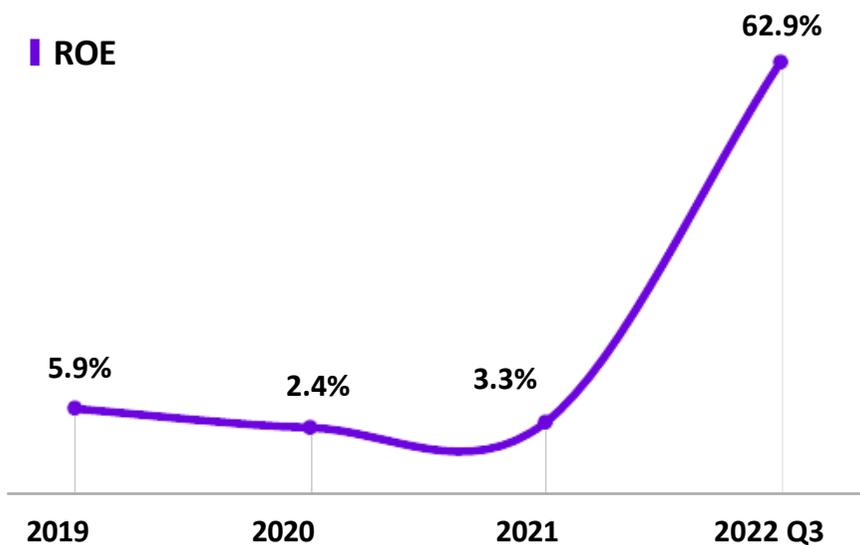
OPERATIONAL PERFORMANCE

The Bank continues to experience a **drastic increase in profitability ratios ROA and ROE**, which were higher than the market indicators affected by the high profit. **NCM ratio** also registered a robust growth mainly due to increase in fee and commission income.

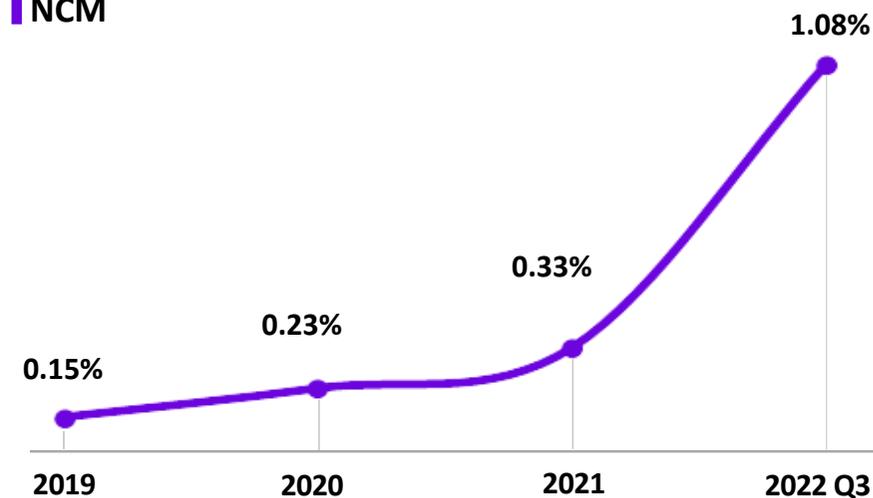
ROA



ROE



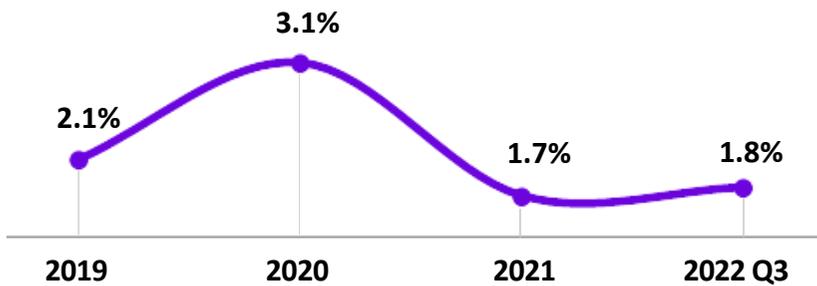
NCM



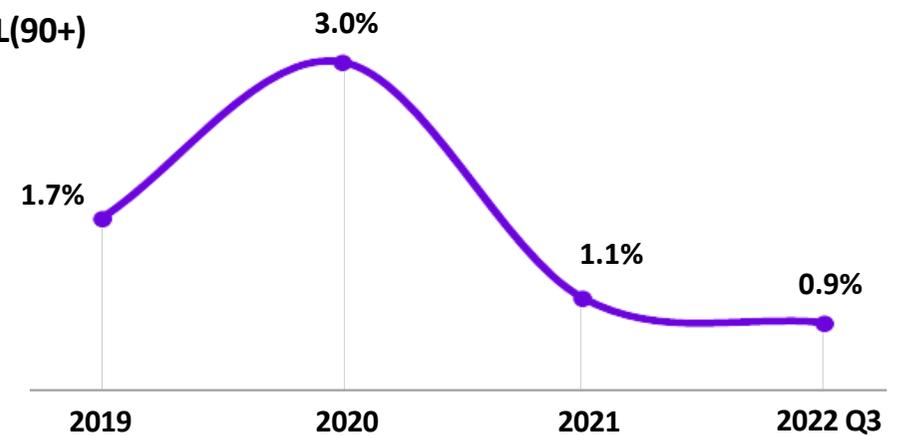
OPERATIONAL PERFORMANCE

NPL(90+) and the net interest margin recorded an improving trend since 2021.

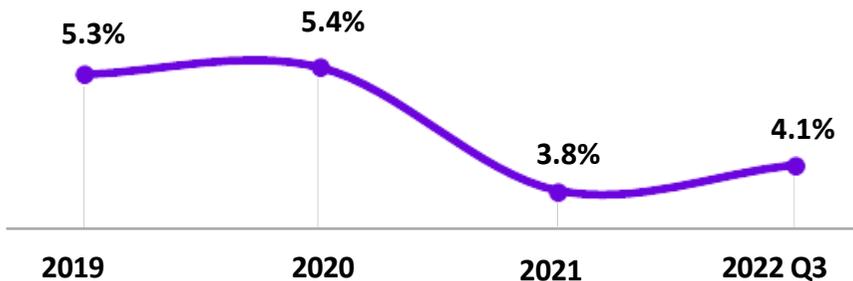
COR



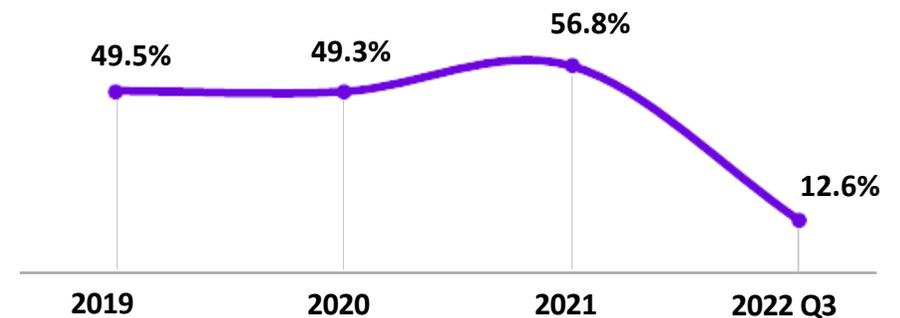
NPL(90+)



NIM

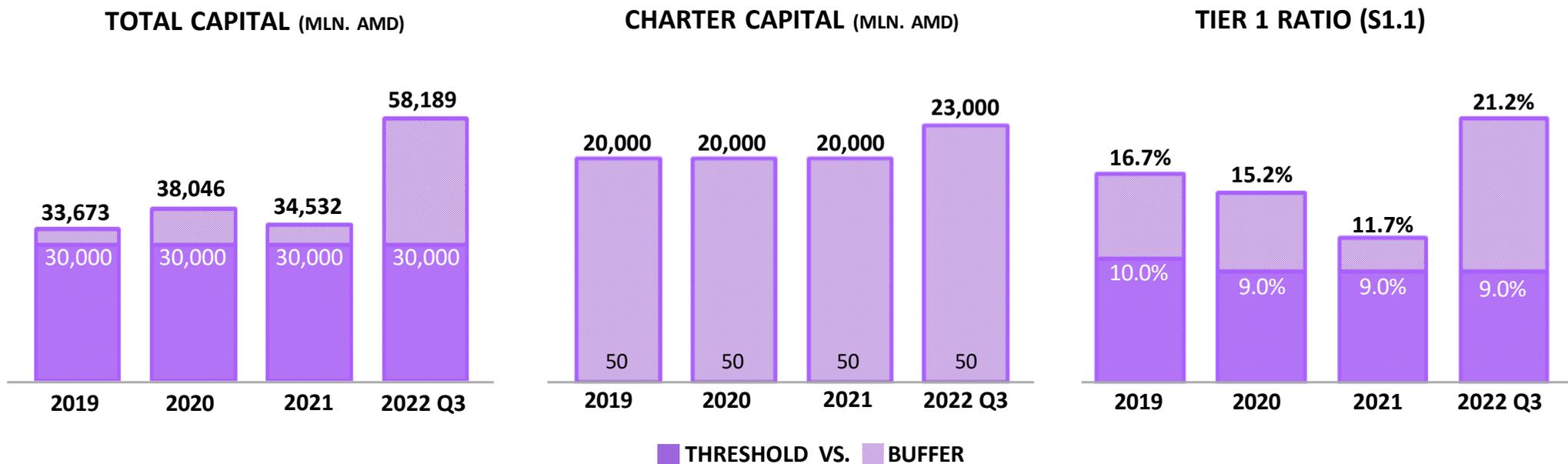


CIR



OBLIGATORY STANDARDS OF THE CENTRAL BANK

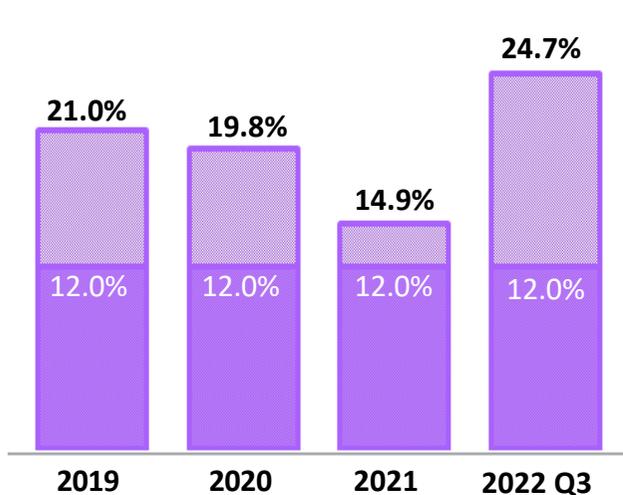
In Q3 2022 Evocabank improved its financial performance in terms of prudential standards of the Central Bank of Armenia. Namely, **total capital** increased due to capital replenishment and high profit.



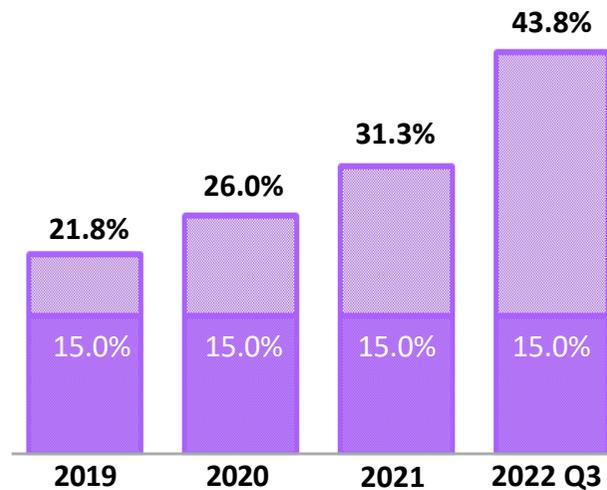
OBLIGATORY STANDARDS OF THE CENTRAL BANK

In Q3 2022 Evocabank increased its capital adequacy and liquidity ratios and remained highly capitalized and well-equipped with liquidity buffers.

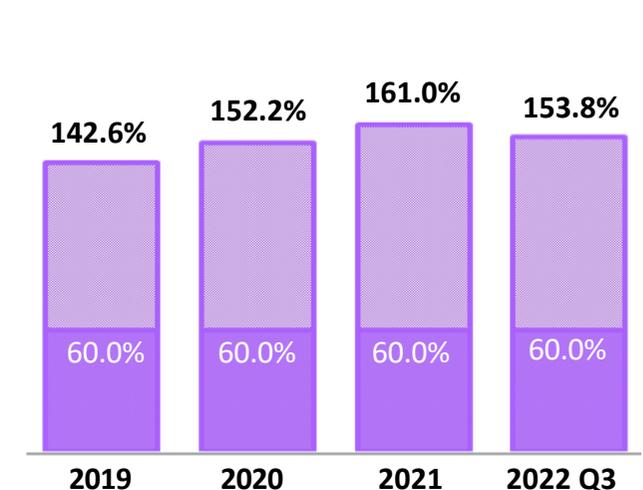
CAPITAL ADEQUACY RATIO (S1.2)



HIGHLY LIQUID ASSETS TO TOTAL ASSETS (S2.1)



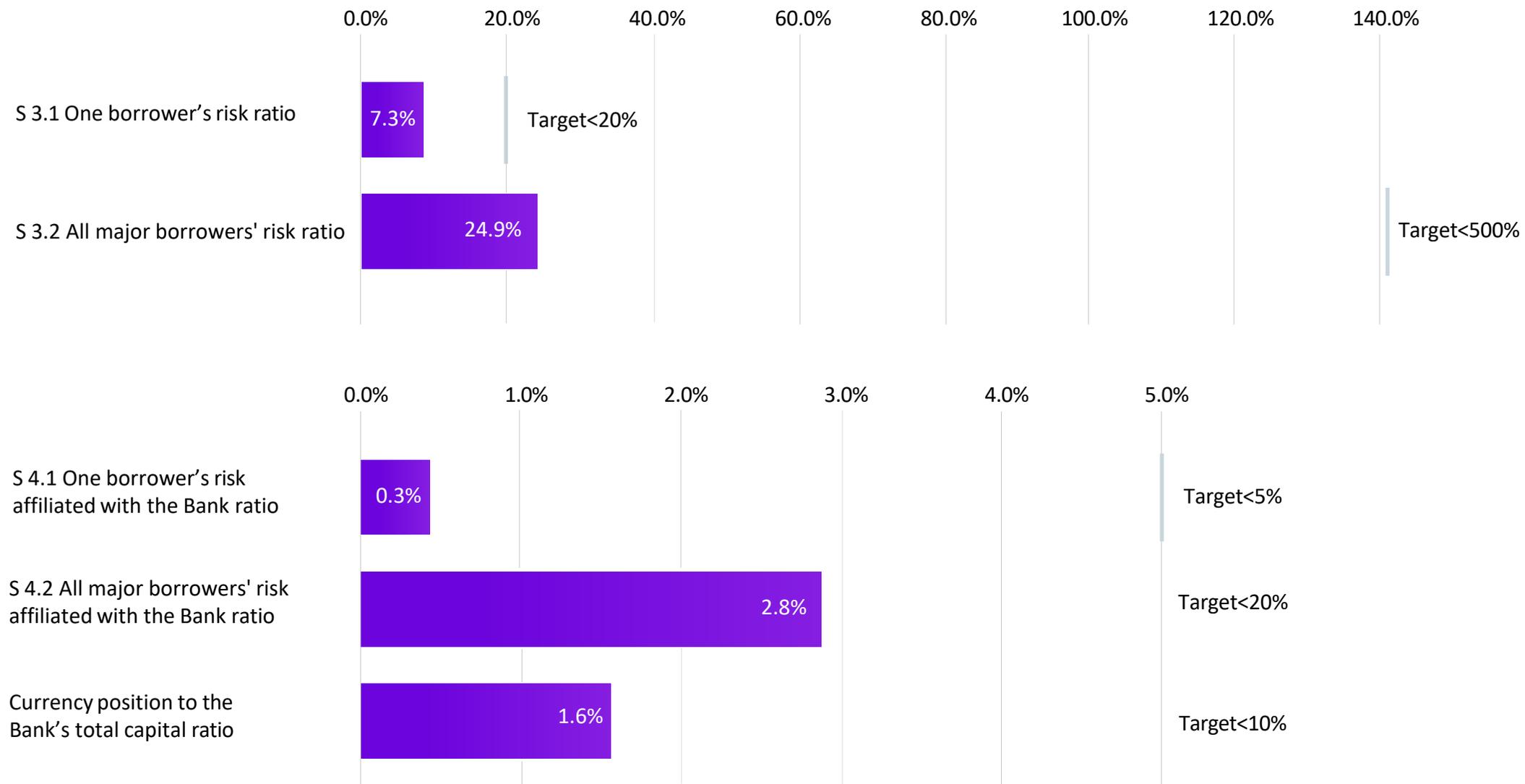
HIGHLY LIQUID ASSETS TO DEMAND LIABILITIES (S2.2)



■ THRESHOLD VS. ■ BUFFER

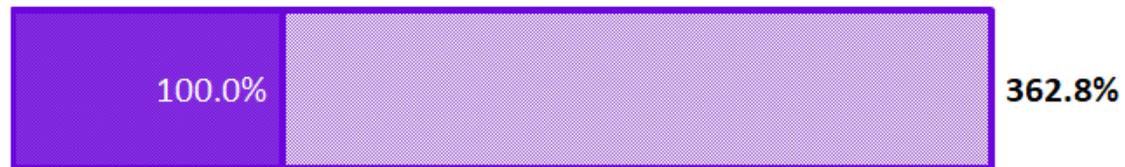


BORROWER RISK RATIO 2022 Q3



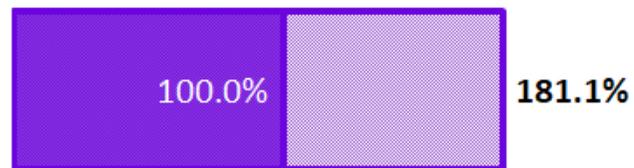
LIQUIDITY COVERAGE RATIO & NET STABLE FUNDING RATIO

LCR 2022 Q3



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

NSFR 2022 Q3



THRESHOLD
BUFFER



TOWARDS THE NEW REALITY



E-MAIL: IR@EVOCA.AM

(+374 10) 60 55 55

44/2 HANRAPETUTYAN STR. YEREVAN, ARMENIA