

# evocaBANK

## INVESTOR PRESENTATION

OVERVIEW | 2023 1Q

# 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 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 changes from LLC to CJSC.

2017 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.  
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 first and listed first and second tranches of bonds, each in total amount AMD 500M and USD 5M.

New Partnership with IFC by raising USD 15M.

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 a total amount of AMD 2B and USD 10M.

Evocabank replenished its capital by AMD 3B.

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

Evocabank raised USD 7.5M from Symbiotics.

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

Evocabank signed a new USD 15M loan agreement with IFC.

2023 Evocabank has joined the Lessors' Association of Armenia.

International Money Transfers in Chinese Yuan and Arab Emirates Dirhams.

Evocabank Issued Bonds in amount of AMD 2B, USD 10M and EUR 7M.

# New *Achievements*

## A new USD 15M loan from IFC

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

MSMEs in Armenia contribute around 40 percent and 30 percent 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 secondhand equipment, modern technology and means of transportation.



[click here to read more](#)



# 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.

### Mission

To deliver financial services with extensive application of the latest technologies in the fast, simple and convenient way, operating in a mobile-first format.

### 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.

# Corporate *Values*

## Honesty

We build honest relationships with everyone.

---

## Reliability

We are stable and reliable for both our customers and partners.

---

## Innovativeness

We are continuously introducing and applying innovations to offer the best solutions of the latest technologies to 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.

---

## Customer confidence

We place customers at the center of our activities; we appreciate and take care of our customers' trust.

---

## Comfort

We strive to improve the life-standards of our customers making them more comfortable.

## Team spirit

We have formed the best team to ensure the best services for our customers.

---

## Business image

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



# Supervisory Board



**Jose M. Moreno De Barreda, LL.M., MBA, PhD**

Chairman of Supervisory Board



**Hasan Fardan Hasan Ibrahim Alfradan**

Member of Supervisory Board



**Varoujan Avedikian LL.M., MPA**

Member of Supervisory Board



**Gegham Gevorgyan, Dr. Sc.**

Member of Supervisory Board



**Marina Psomas**

Member of Supervisory Board



[click here to read more](#)

# 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



[click here to read more](#)

# Six 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	31/03/2023
Total ArCa, MasterCard and Visa cards issued	132,186

## Number of POS/vPOS

POS/vPOS	31/12/2020	31/12/2021	31/03/2022	31/03/2023
POS	524	810	1,765	2,148
vPOS	109	181	370	395

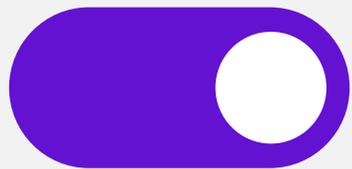
## Clients

	31/12/2020	31/12/2021	31/12/2022	31/03/2023
Legal entities	3,843	4,777	7,276	7,603
Individuals	63,188	55,814	117,004	123,276
Total	67,031	60,591	124,280	130,879



[click here to see the ad](#)

# / 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.



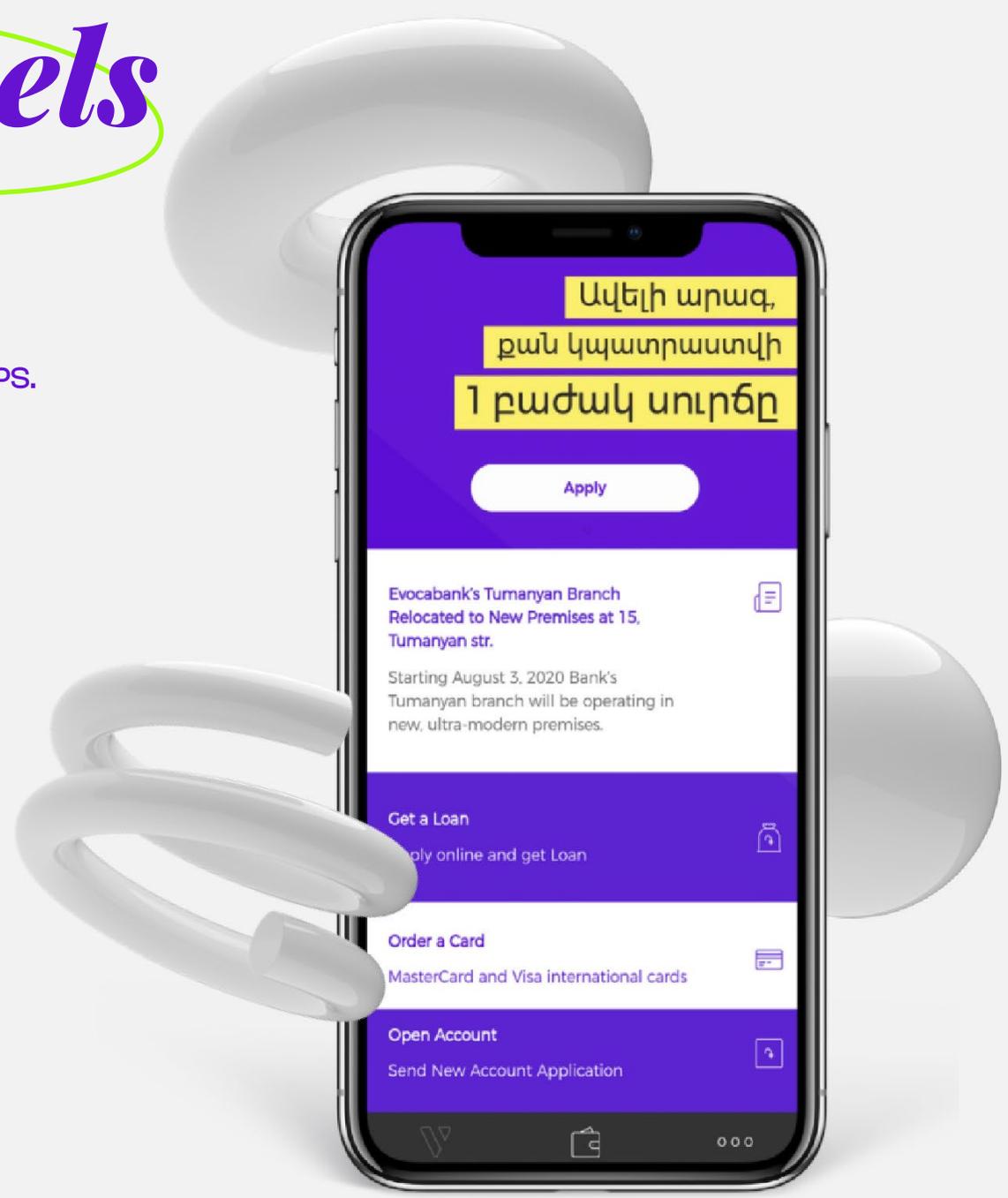
## evocaTOUCH

mobile banking application for individuals and corporate clients.



## evocaTOKEN

mobile application which provides secure access to main application.



# Digital Channels: *Internet Banking*



**evocaONLINE**

**MANAGE YOUR BANK ACCOUNT REMOTELY WITHOUT VISITING THE BANK BY MEANS 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 Channels



EXCHANGE RATES			
Non-Cash		Cash	
	Buy	Sale	CBA
	383	388	386.42
	412	422	417.14
	4.80	4.93	4.83
	471	487	480.36
	420	435	428.31
	54.10	56.70	54.92
	104	107	105.22

## BIOMETRIC IDENTIFICATION IN EVOCATOUCH APP

Evocabank will be accessible everywhere owing to artificial intelligence biometric identification system.



[click here to read more](#)

### 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, payments 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.

**505K**  
total downloads

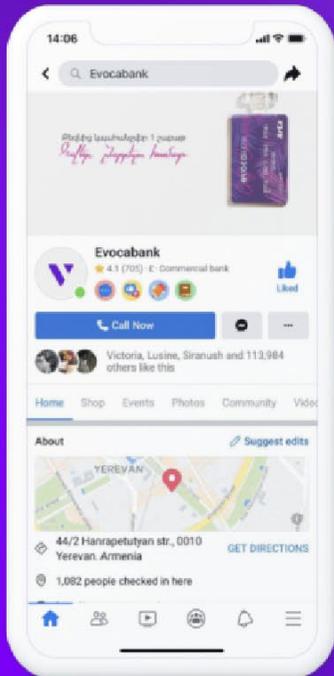


**188K**  
total downloads

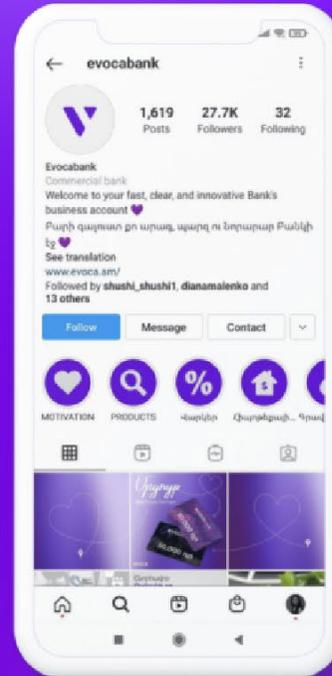


**693 K**  
total downloads

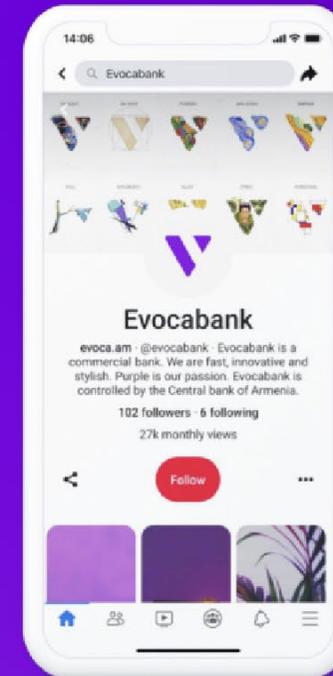
# Social Networks



click to visit



click to visit



click to visit

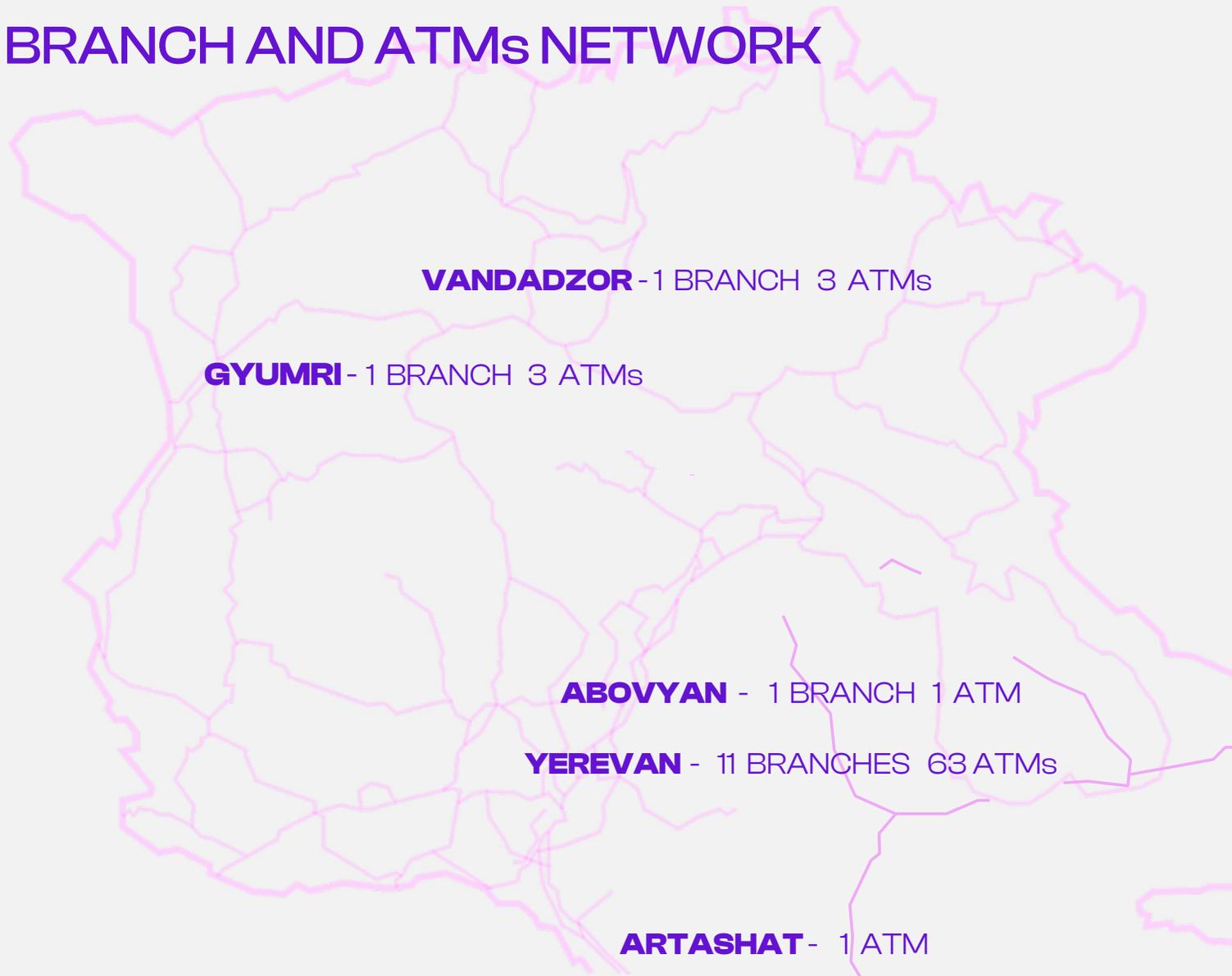
Evocabank actively interacts with its clients via Facebook (122k followers, 1st place) Number 1 by the number of followers among banks in Armenia.

Evocabank has 28k followers on Instagram. Number 1 by the number of followers among banks in Armenia.

The first Armenian bank on Pinterest.

# Offline *Channels*

## BRANCH AND ATMs NETWORK



TODAY, THE BANK HAS  
**14** BRANCHES  
(INCLUDING THE HEAD  
OFFICE) AND **71** ATMs IN  
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 2023 in Armenia for the 2nd year in a row by Global Finance.



[click here to read more](#)

---



## THE 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

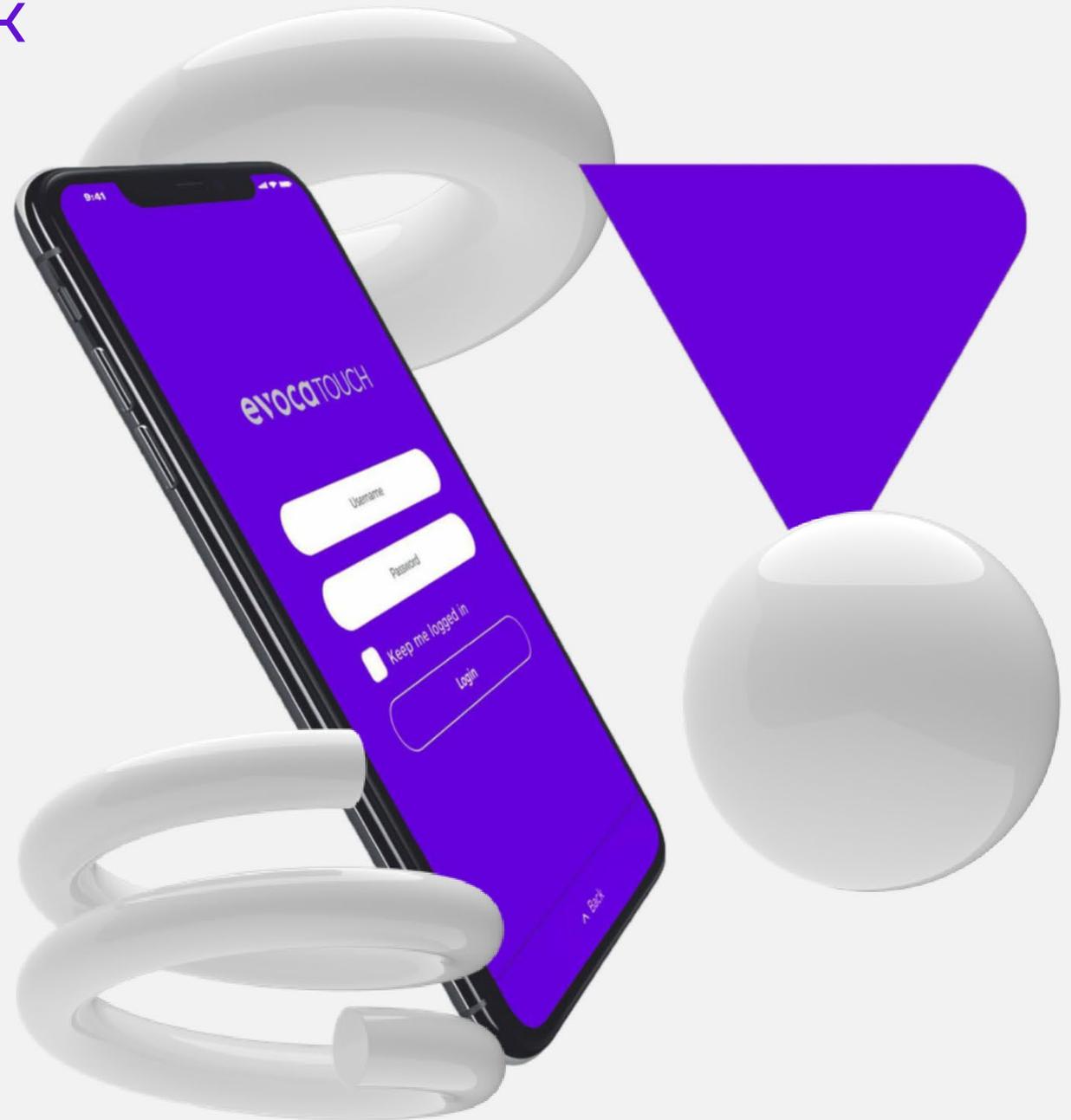
Evocabank has been announced the best mobile bank for businesses in Armenia.

 [click here to read more](#)

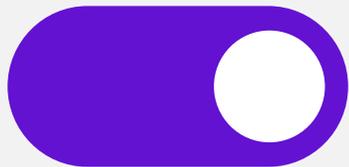
## HONORABLE MENTION GRANTED BY AWWWARDS TEAM

Have you ever skimmed through our new website?

 [click here to read more](#)



# / 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 system

Money transfers without opening an account with the following systems: the RIA, BEST, INTELEXPRESS, UNISStream, MoneyGram.

---

**For the first time in Armenia Evocabank has prepared an Option of applying for student loans online- through EvocaTOUCH app.**

## 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 cards

Credit cards loans on Mastercard E-commerce.

### Student loan

Student loans for tuition pay.

### Other loan

Loans under guarantee Pawn loans, Overdraft.

## 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

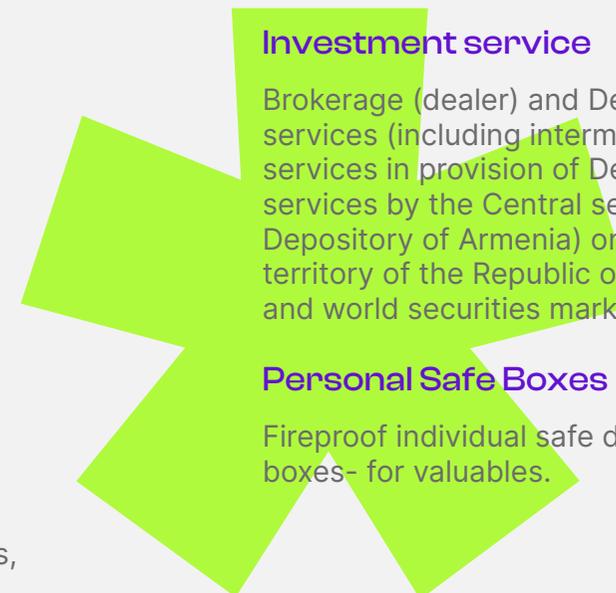
Opened in the name of the child until he/she reaches the age of maturity.

### Investment service

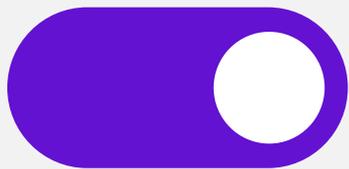
Brokerage (dealer) and Depository services (including intermediary services in provision of Depository services by the Central securities Depository of Armenia) on the territory of the Republic of Armenia and world securities markets.

### Personal Safe Boxes

Fireproof individual safe deposit boxes- for valuables.



# / 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.

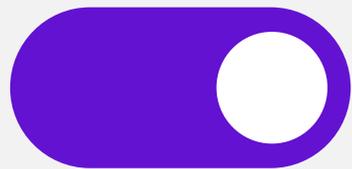
### INTERNATIONAL TRADE SERVICES

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

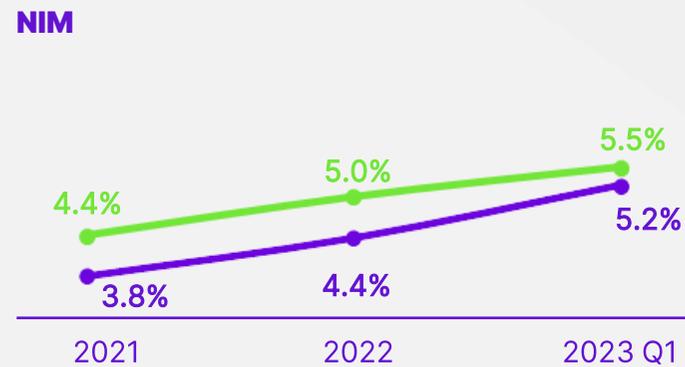
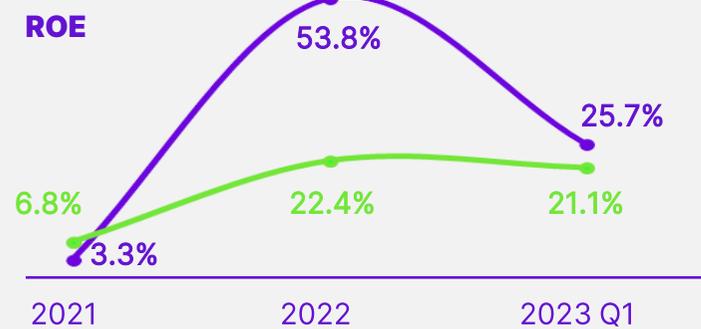
### INVESTMENT SERVICES

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

# / Financial Indicators



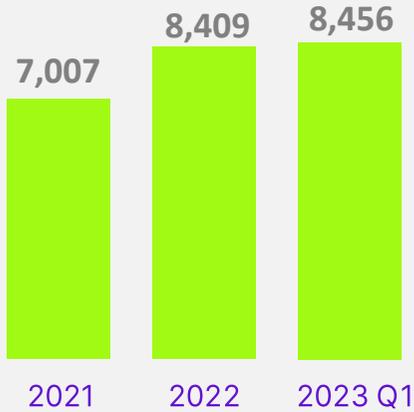
# Banking Sector Of Armenia



● EVOCABANK  
● BANKING SECTOR

# Banking Sector Of Armenia

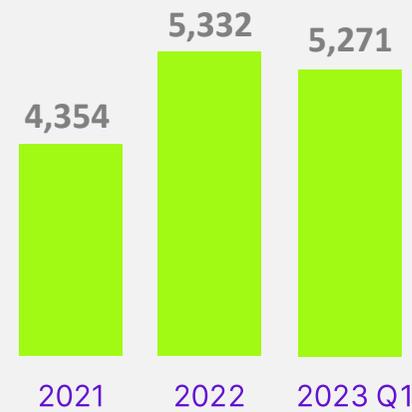
TOTAL ASSETS  
(BLN. AMD)



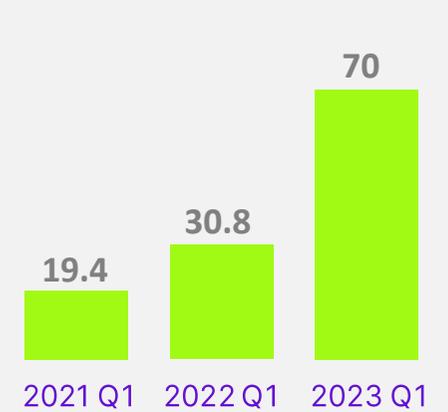
LOANS AND ADVANCES  
(BLN. AMD)



AMOUNTS DUE TO  
CUSTOMERS (BLN. AMD)

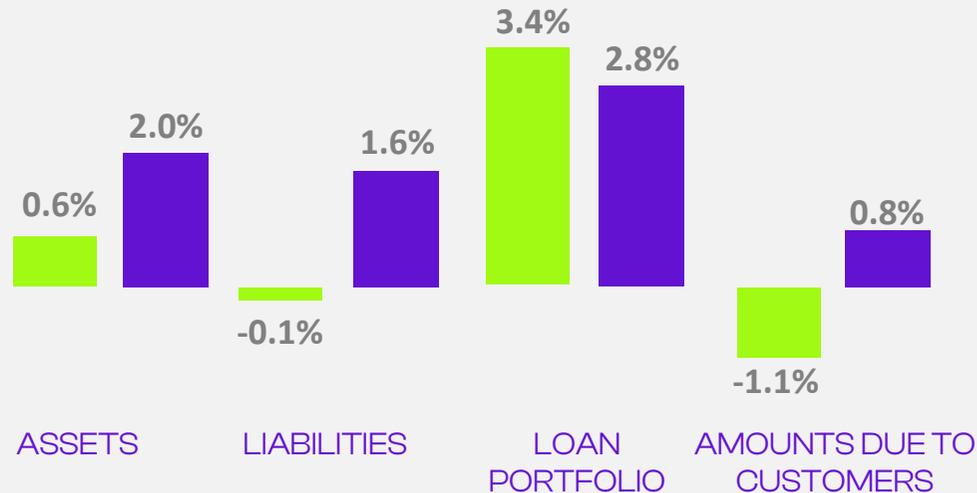


NET PROFIT  
(BLN. AMD)

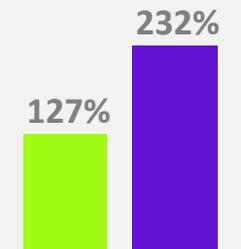


In Q1 2023 Evocabank performed better and increased faster than the banking sector, namely assets increase by 2% compared to the 0.6% growth of the banking system. Total liabilities increased by 1.6%, whereas the market decreased by 0.1%

DYNAMICS 2023 Q1/2022 Q4



DYNAMICS  
2023 Q1/2022 Q1



- 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 Q1 2023

	(MLN. AMD)	POSITION IN BANKING SECTOR
ASSETS	354,812	10
LIABILITIES	291,734	10
LOANS AND ADVANCEMENTS TO CUSTOMERS (NET OF IMPAIRMENT)	166,044	10
AMOUNTS DUE TO CUSTOMERS	242,011	8
EQUITY	63,078	7
PROFIT	3,934	7



# Balance Sheet

In Q1 2023 Evocabank maintained stable growth in all key financial metrics.

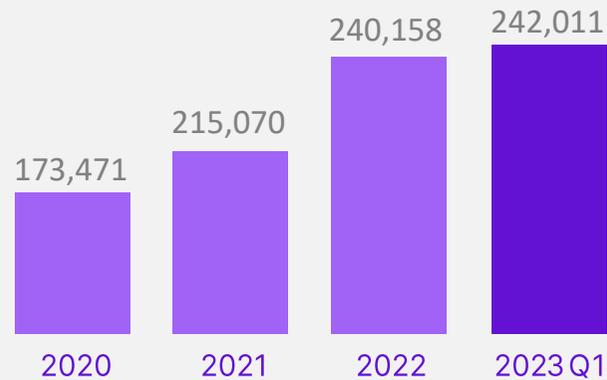
In particular, total assets increased by 2% while loans and advances to customers that comprise 47% of the total assets increased by 2.7%.

Total liabilities increased 1.6% and deposits&bonds that stand for 83% of the total liabilities increased by 2.7%. Equity increased by 3.5% mainly due to high profit.

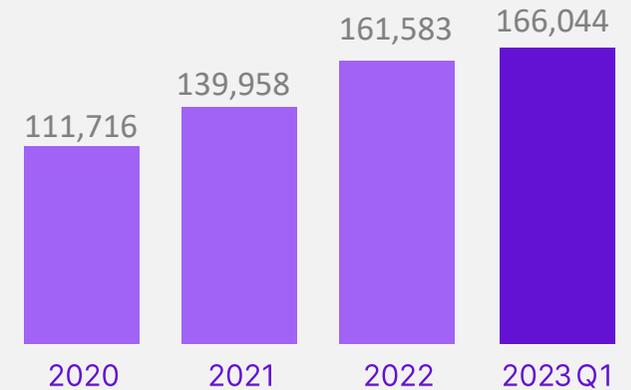


Financial Statements

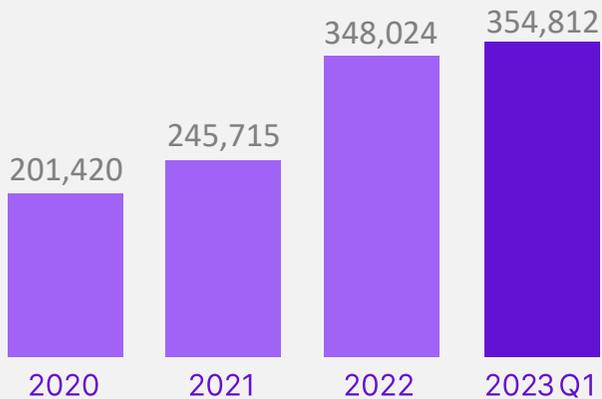
DEPOSITS AND BONDS  
(MLN. AMD)



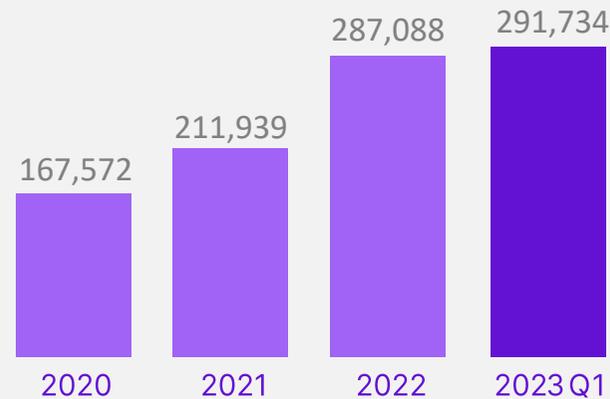
LOANS AND ADVANCES TO  
CUSTOMERS (MLN. AMD)



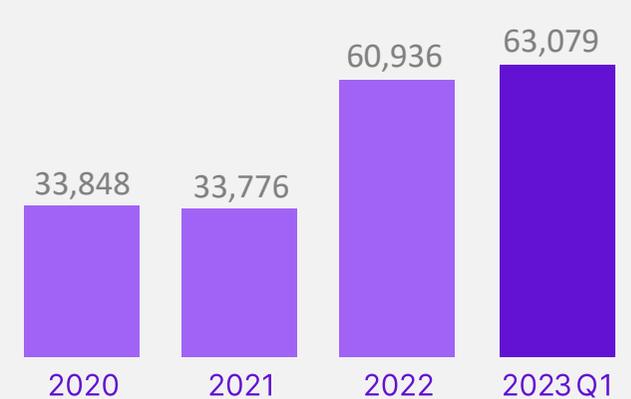
TOTAL ASSETS  
(MLN. AMD)



TOTAL LIABILITIES  
(MLN. AMD)

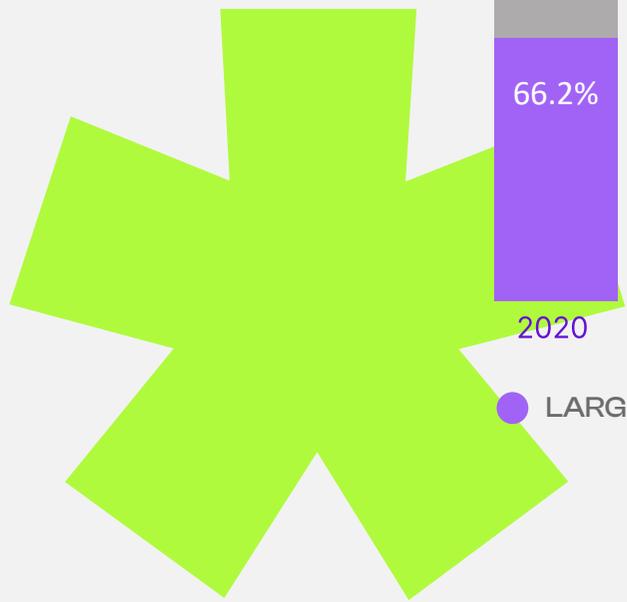


EQUITY  
(MLN. AMD)

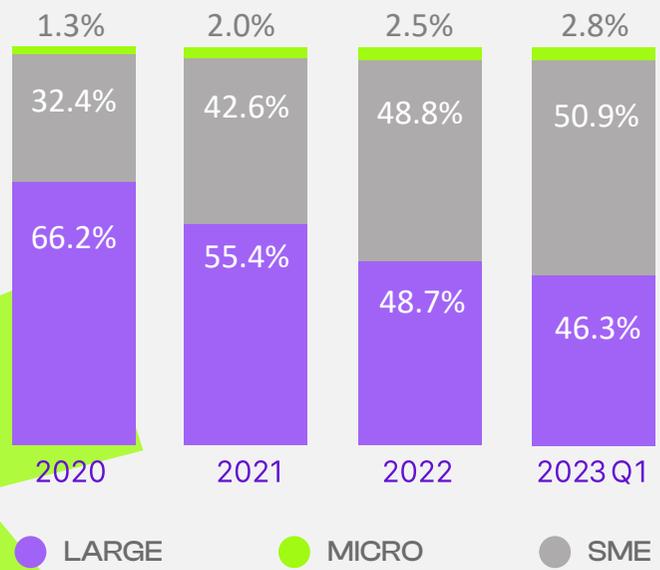


# Credit *Portfolio*

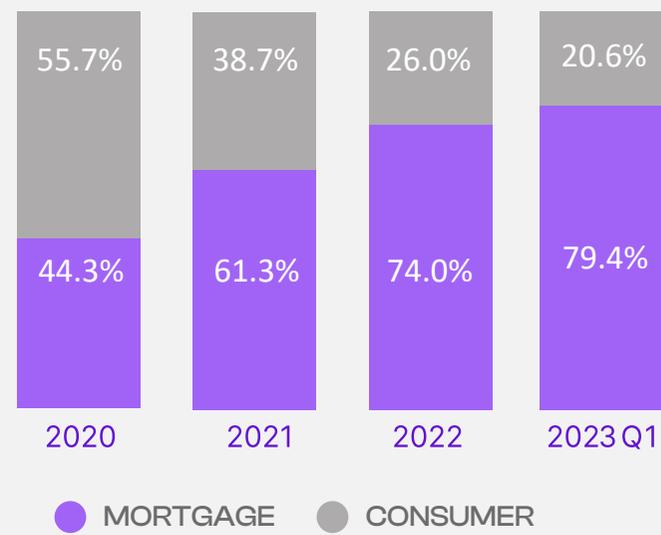
In Q1 2023 Evocabank improved its progress towards strategic objectives, which is reflected in loan structure by growth of SME and Retail portfolios share.



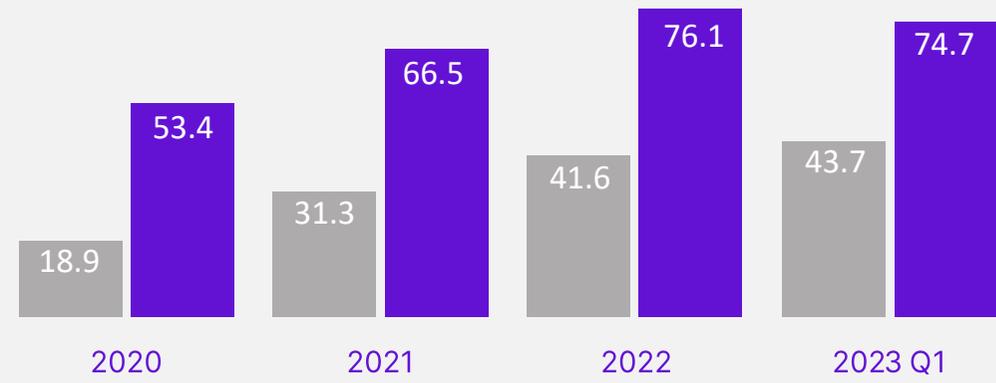
CORPORATE LOAN PORTFOLIO STRUCTURE



RETAIL LOAN PORTFOLIO STRUCTURE

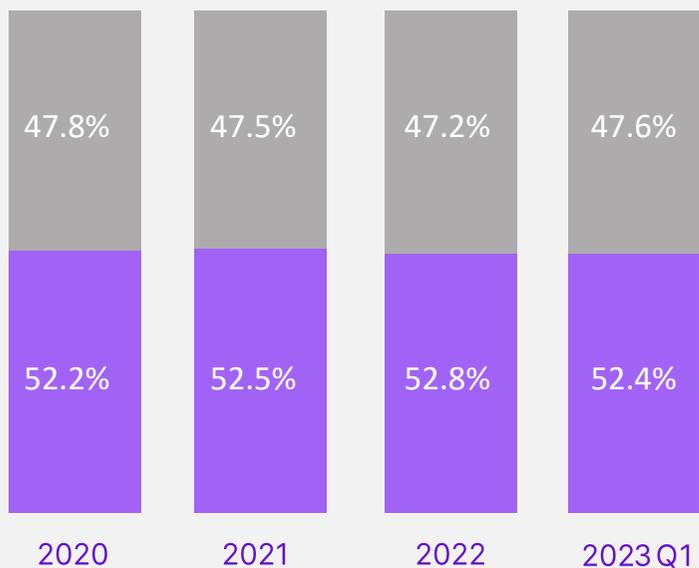


SME & RETAIL PORTFOLIO (BLN AMD)

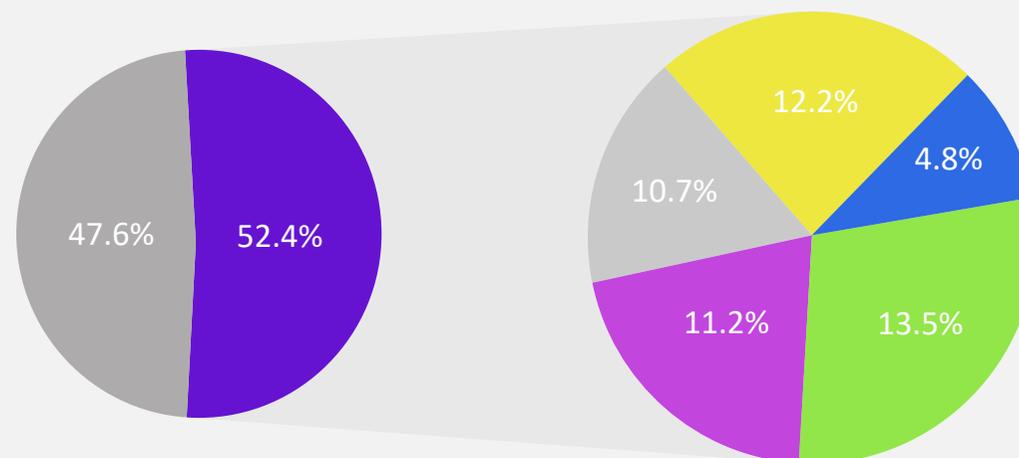


# Credit *Portfolio*

SHARE IN TOTAL LOAN PORTFOLIO



LOAN PORTFOLIO STRUCTURE BY SECTOR



● CORPORATE  
● RETAIL

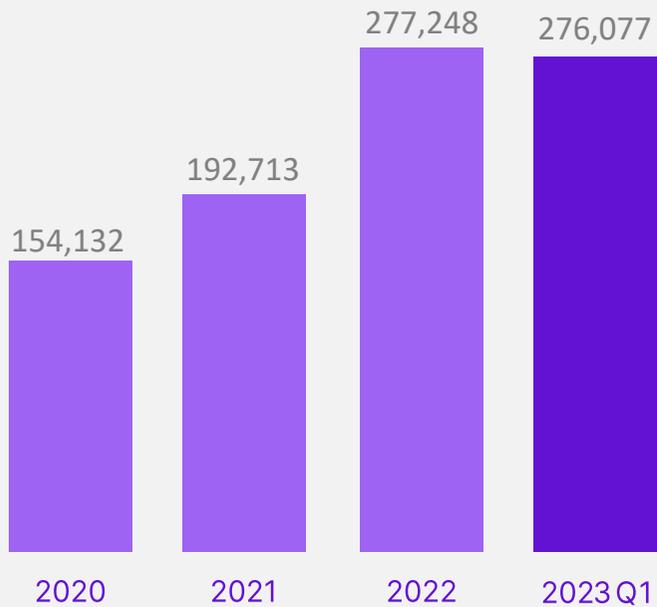
● TRADING  
● FINANCIAL SERVICES

● CONSTRUCTION  
● MIXED  
● INDUSTRY

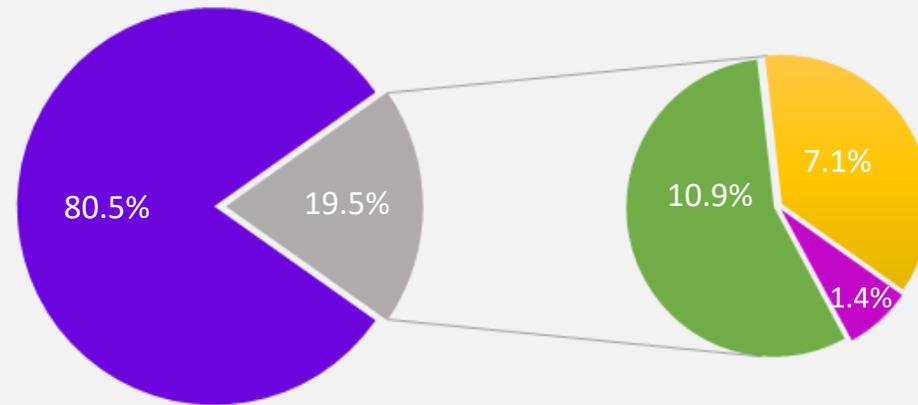
● LOANS TO RETAIL CUSTOMER  
● LOANS TO CORPORATE CLIENTS

# Funding *Structure*

TOTAL FUNDING (MLN. AMD)



FUNDING STRUCTURE 2023 Q1



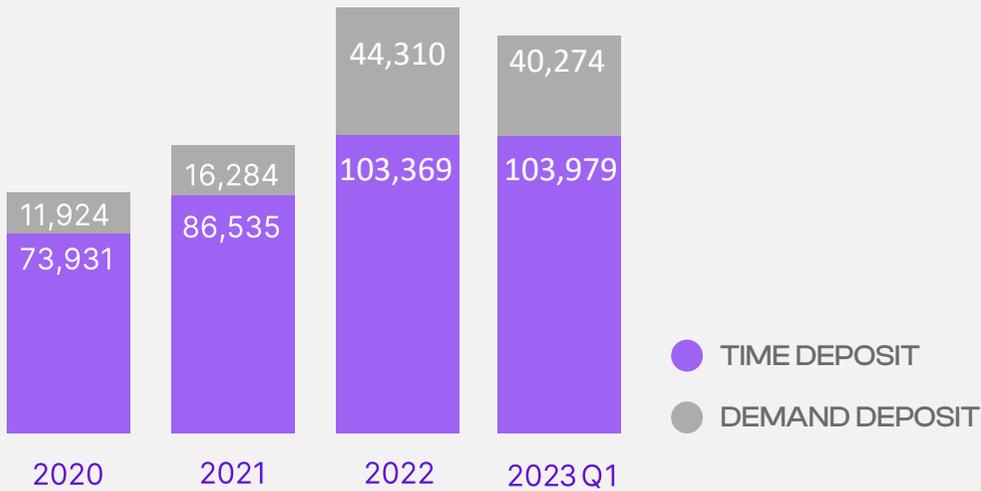
In Q1 2023 Evocabank continues to diversify its funding structure by attracting long-term funds from financial institutions.

- DEPOSITS DUE TO CUSTOMERS
- ATTRACTED FUNDS
- SUBORDINATED DEBT
- DEBT SECURITIES ISSUED

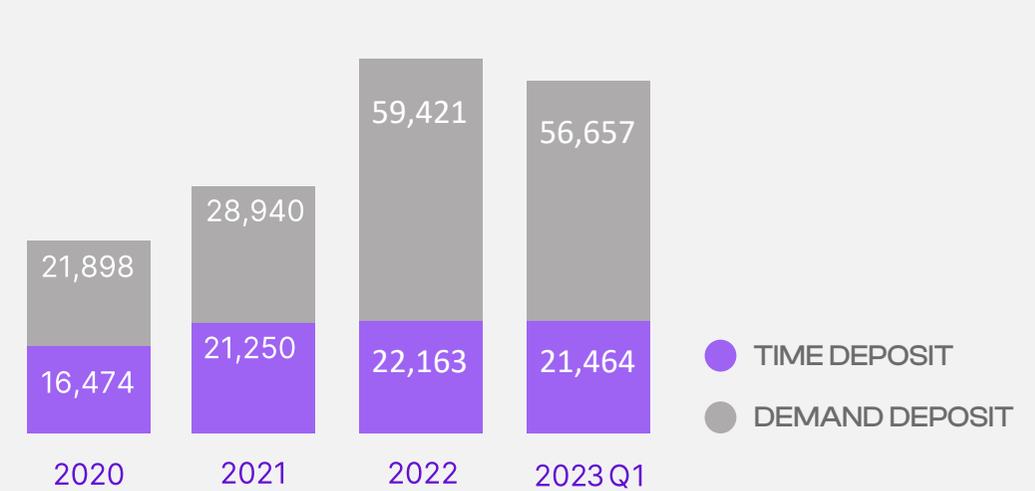


# Funding *Structure*

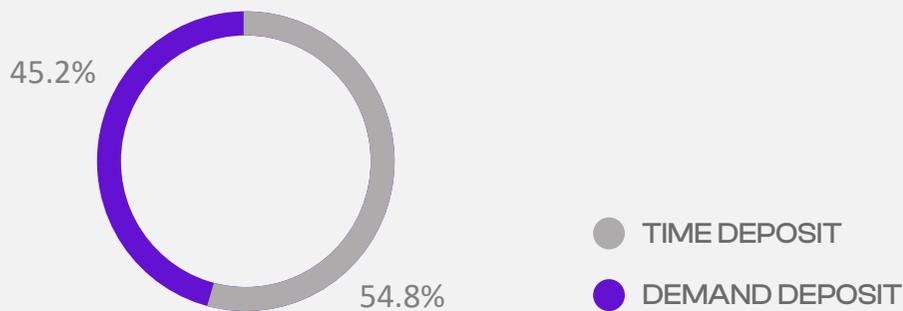
RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



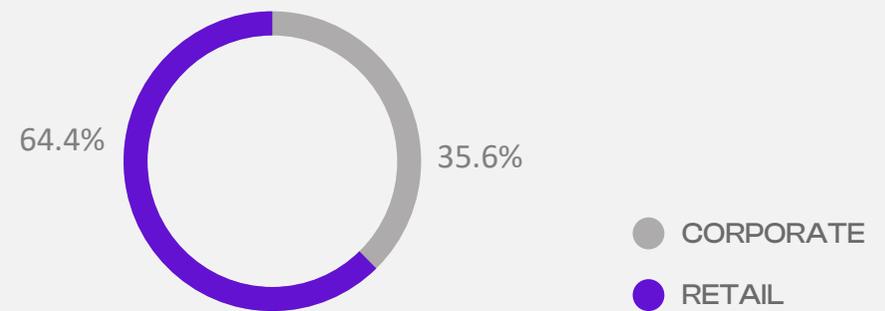
CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



AMOUNT DUE TO CUSTOMER STRUCTURE

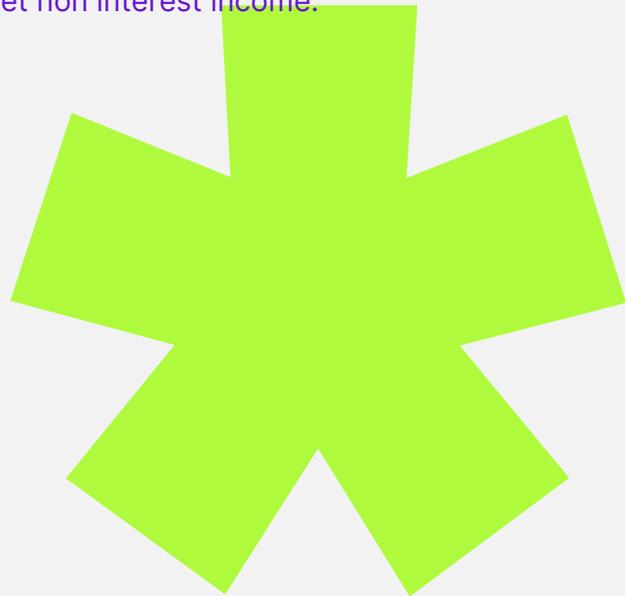


SHARE IN TOTAL DEPOSIT PORTFOLIO

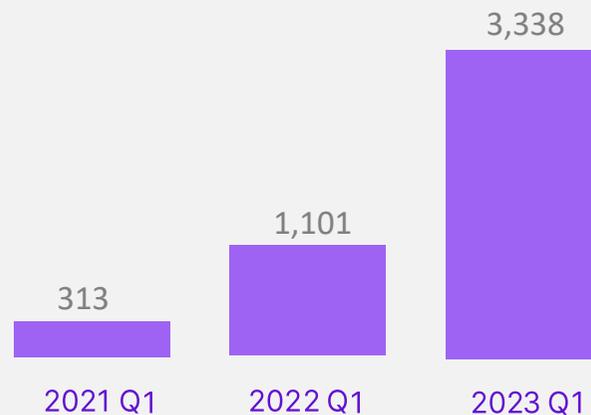


# Income Statement Indicators

In Q1 2023 Evocabank recorded drastic increase in its operations, namely net profit increased by **3.3 times** as a result of **3 times** increase in net non interest income.



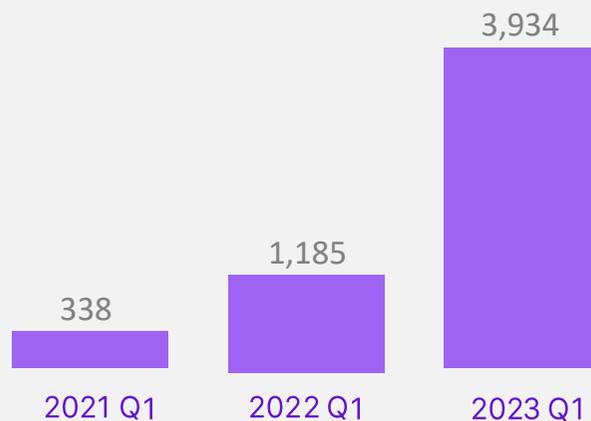
NET NON-INTEREST INCOME (MLN. AMD)



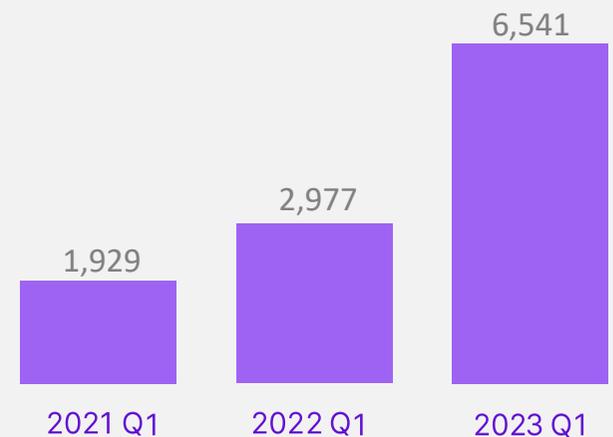
NET INTEREST INCOME (MLN. AMD)



NET PROFIT (MLN. AMD)



OPERATING INCOME (MLN. AMD)



# Obligatory Standards Of The Central Bank

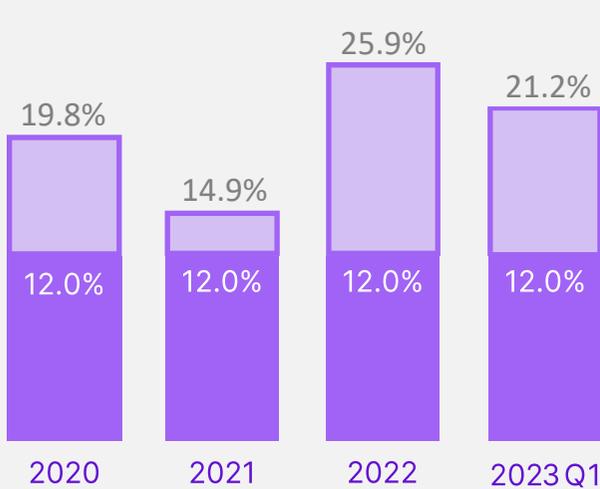
Evocabank improved its financial performance in terms of prudential standards of the Central Bank of Armenia. Namely, total capital increased due to capital replenishment and a high profit in 2022.



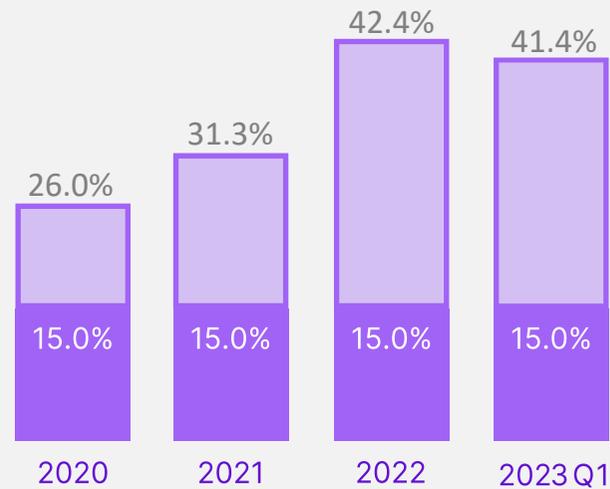
# Obligatory Standards Of The Central Bank

In Q1 2023 Evocabank remained strong capitalized and well equipped with liquidity buffers.

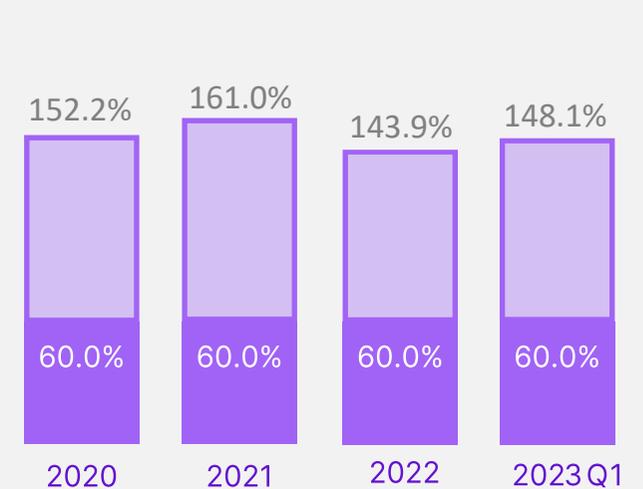
CAPITAL ADEQUACY RATIO (S1.2)



HIGHLY LIQUID ASSETS TO  
TOTAL ASSETS (S2.1)



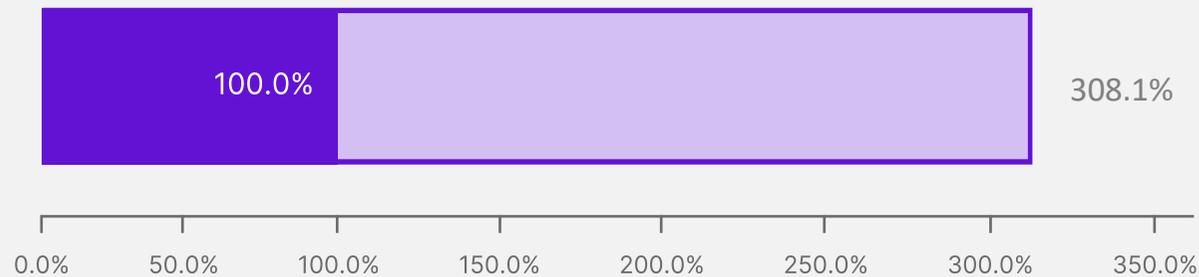
HIGHLY LIQUID ASSETS TO  
DEMAND LIABILITIES (S2.2)



● THRESHOLD VS. ● BUFFER

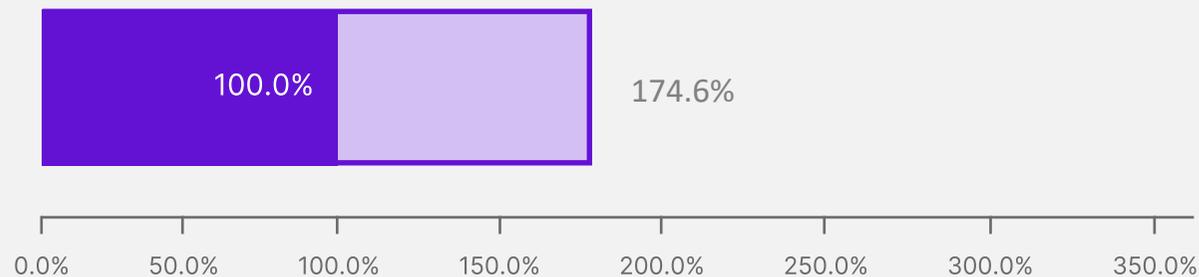
# *Liquidity* Coverage Ratio & *Net Stable* Funding Ratio

LCR 2023 Q1



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

NSFR 2023 Q1



# Towards *the new reality*



E-MAIL: [IR@EVOCA.AM](mailto:IR@EVOCA.AM) | (+374 10) 60 66 55 | 44/2 HANRAPETUTYAN STR.YEREVAN, ARMENIA