

# evocaBANK

## INVESTOR PRESENTATION

OVERVIEW | 2023 4Q

# 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.

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


Fitch Ratings has awarded Evocabank an IDR of 'B' with a Positive Outlook.

Evocabank raised USD 7M from responsAbility and AMD equivalent of USD 2M from Symbiotics.

# New *Achievements*


## Evocabank raised USD 7 million from responsAbility

As a result of the new cooperation, the loan funds received from the Swiss investment company will be directed to the financing of SMEs.

 [click here to read more](#)


## Evoca has raised AMD equivalent of USD 2 million from Symbiotics Investments

The loan funds received from the Swiss investment company will be directed to the financing of micro, small and medium businesses in Armenia.

 [click here to read more](#)

## 4 new awards to Evocabank from Global Finance

Evocabank received 4 awards from Global Finance magazine.

 [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 33 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.

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## Reliability

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

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## 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.

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## Customer confidence

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

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## 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.

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## 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



**Tatevik Janoyan, MBA**

Member of Supervisory Board



**Marina Psomas**

Member of Supervisory Board



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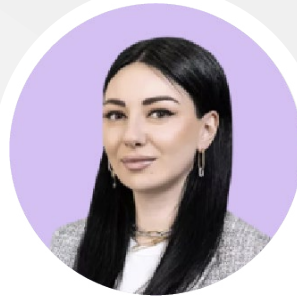
# Management *Board*



**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, FCCA**  
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

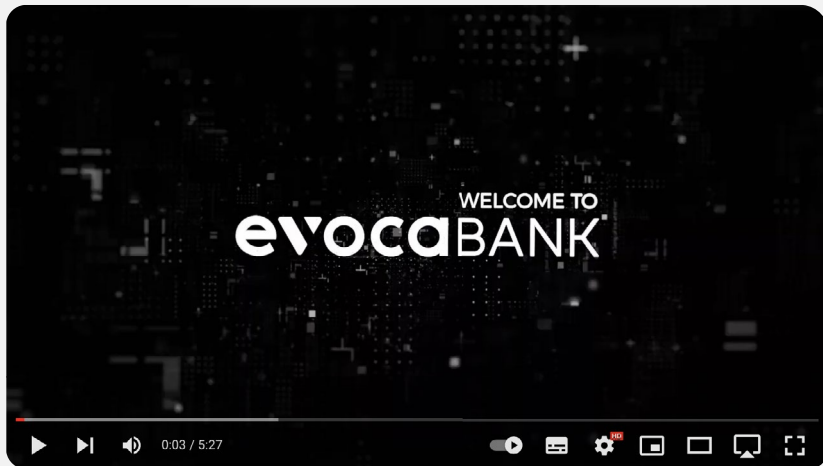


[click here to read more](#)

# 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	31/12/2023
Total ArCa, MasterCard and Visa cards issued	139,212

## Number of POS/vPOS

POS/vPOS	31/12/2020	31/12/2021	31/12/2022	31/12/2023
POS	524	810	1,765	2,930
vPOS	109	181	370	770

## Clients

	31/12/2020	31/12/2021	31/12/2022	31/12/2023
Legal entities	3,843	4,777	7,276	8,447
Individuals	63,188	55,814	117,004	120,311
Total	67,031	60,591	124,280	128,758



[click here to see the ad](#)

# / Key Strategic Directions



# Digital *Channels*

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

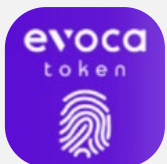
## evocaONLINE

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



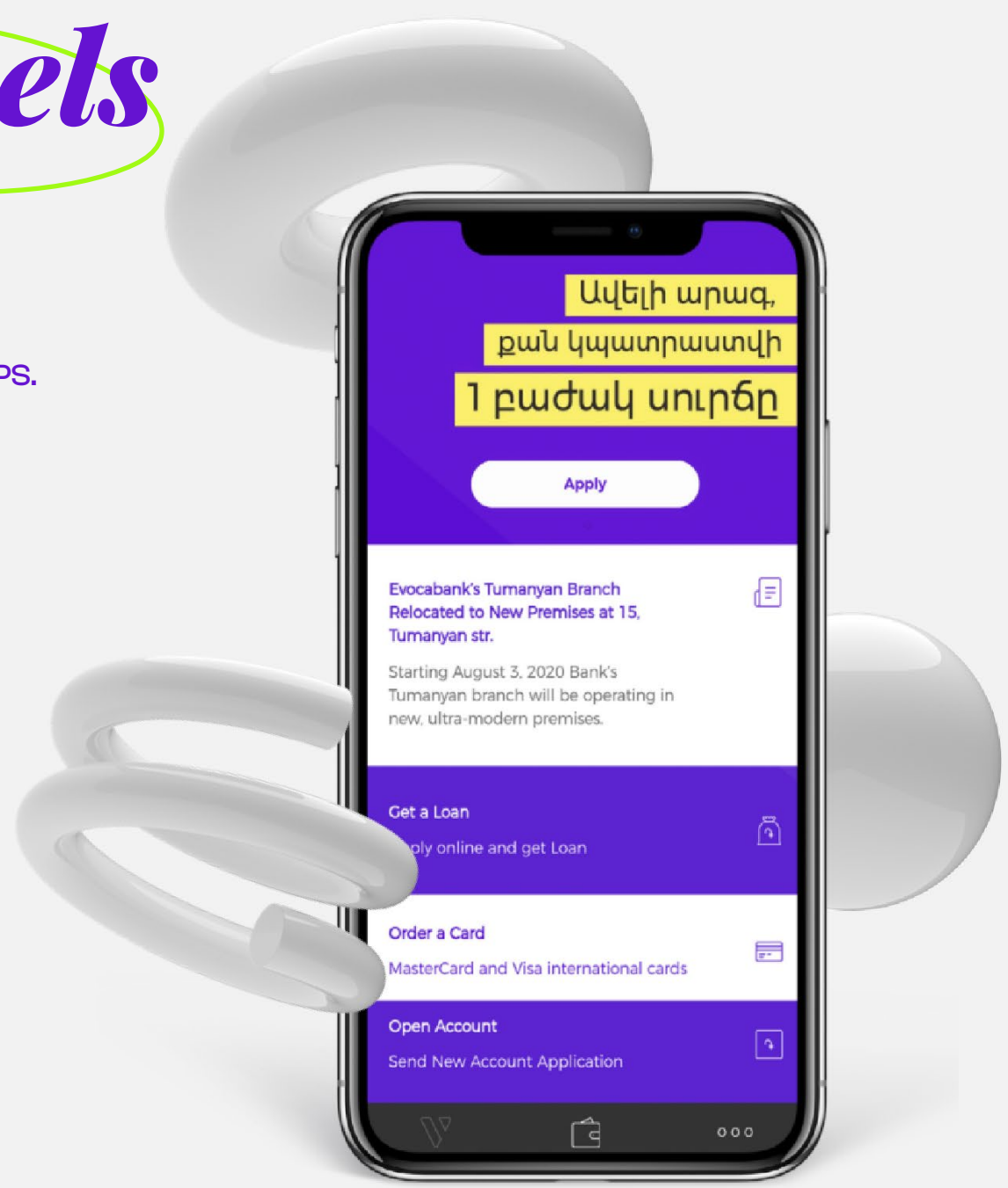
## evocaTOUCH

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 VIA EVOCAONLINE**

**ACCESSING EVOCAONLINE INTERNET BANKING SYSTEM CLIENTS CAN:**

Check account information, including account balances, statements, loans and repayments, deposits, exchange rates.

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Manage products, for example open deposits and replenish them, make loan repayments.

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Import data from XML files, create document templates.

Make payments and transfers, such as utility payments, tax payments and budget transfers.

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Send and receive letters in free format with enclosed files.

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Make foreign currency conversions.

# Digital Channels



EXCHANGE RATES			
Non-Cash		Cash	
	Buy	Sale	CBA
	397	405	402.36
	419	433	427.47
	4.30	4.47	4.30
	479	500	491.36
	439	458	450.42
	50	70	56.05
	107.50	114	109.55

## BIOMETRIC IDENTIFICATION IN EVOCATOUCH APP

Evocabank will be accessible everywhere due 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.

**536K**  
total downloads

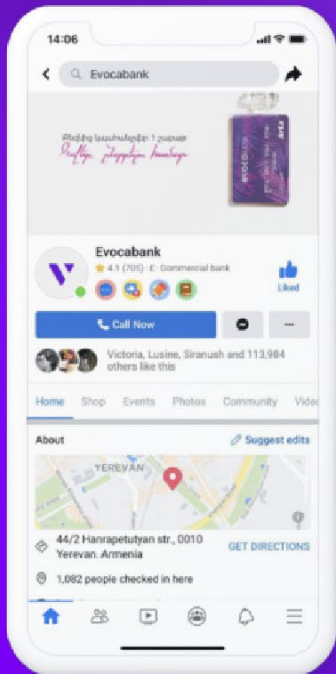


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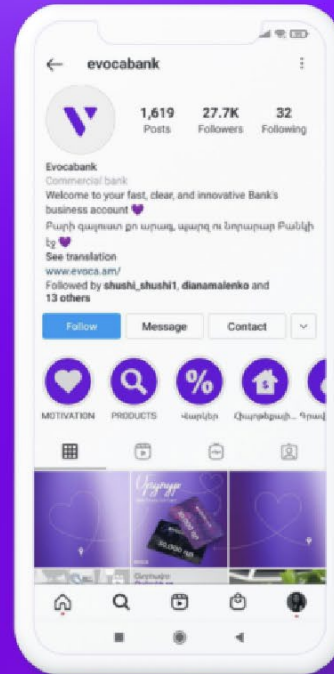


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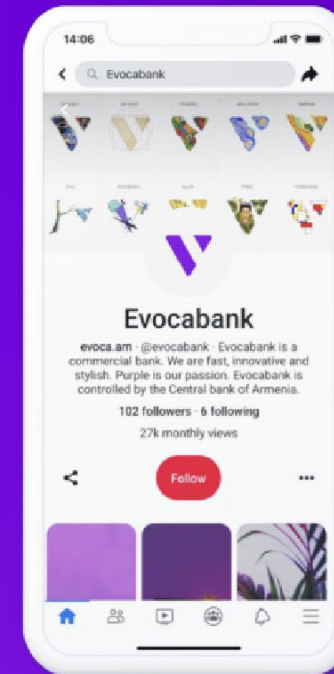
# Social Networks



click to visit



click to visit



click to visit

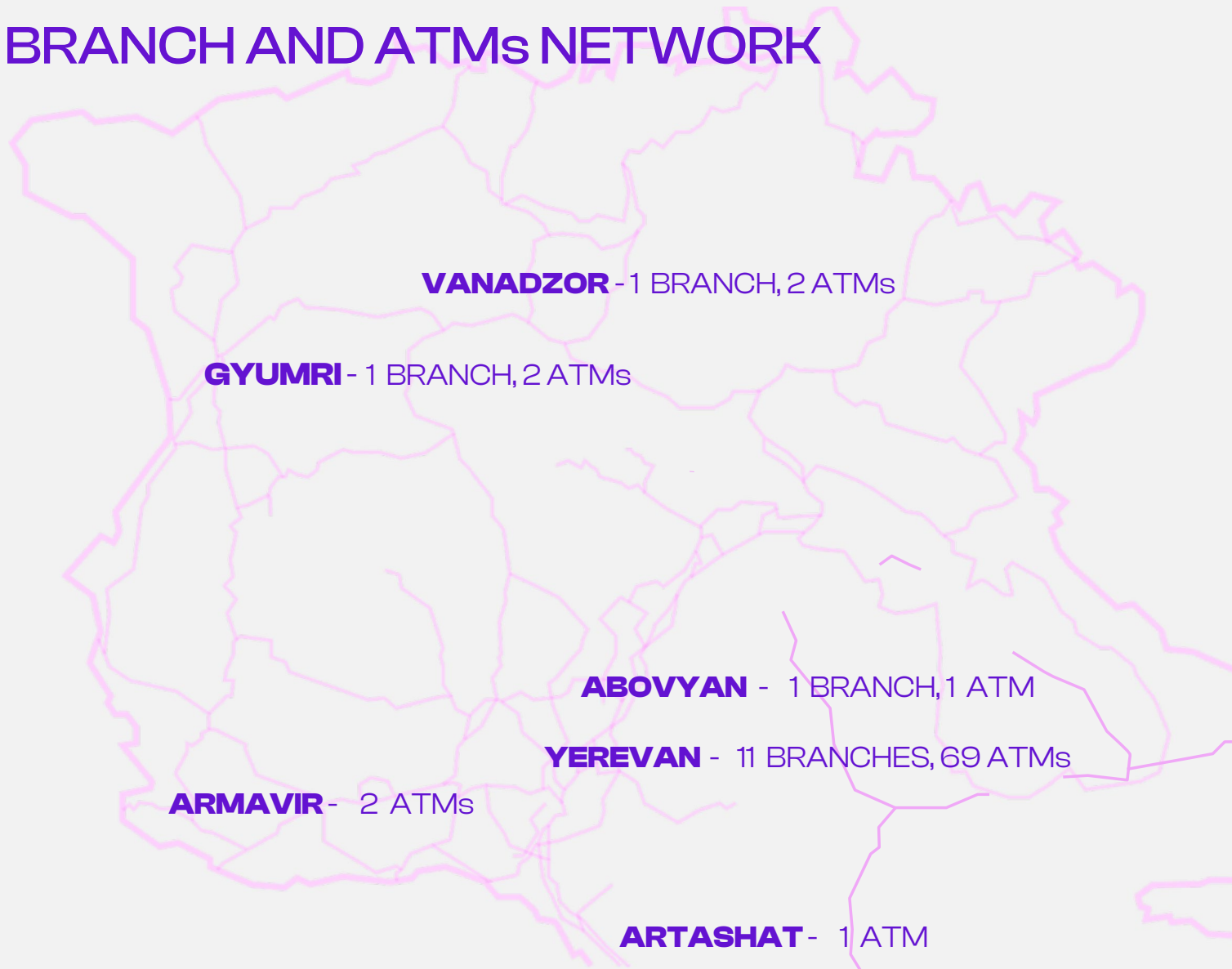
Evocabank actively interacts with its clients via Facebook (139k followers). Number 1 by the number of followers among banks in Armenia.

Evocabank has 30k followers on Instagram.

The first Armenian bank on Pinterest.

# Offline *Channels*

## BRANCH AND ATMs NETWORK



TODAY, THE BANK HAS  
**14** BRANCHES  
(INCLUDING THE HEAD  
OFFICE) AND **77** 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 7th year in a row.



[click here to read more](#)



## Best Consumer Mobile Banking App in Armenia for 2023

Global Finance has announced the winners for the 2023 World's Best Consumer Digital Bank Awards in Central and Eastern Europe.



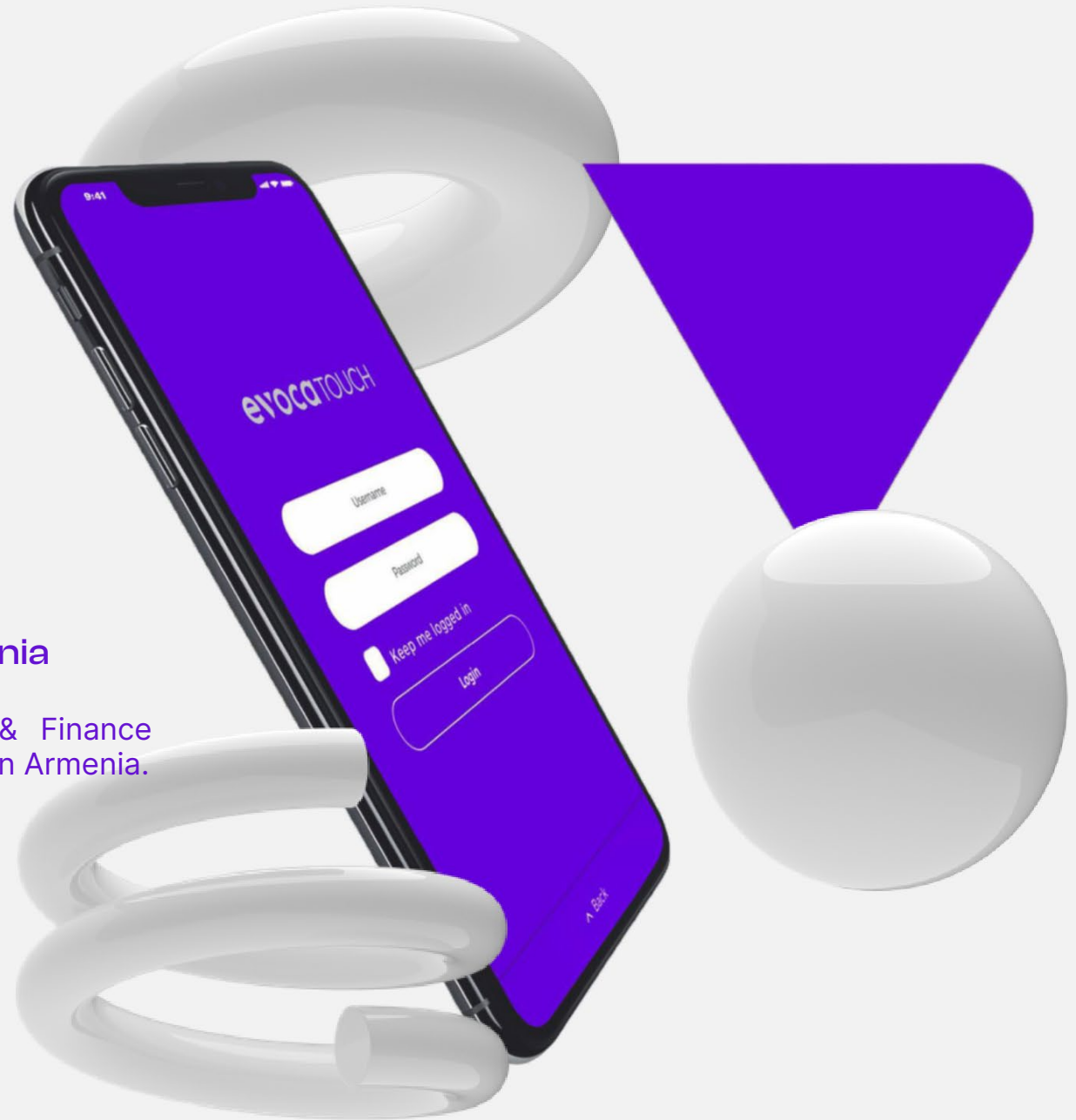
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## Most Innovative Digital Bank in Armenia

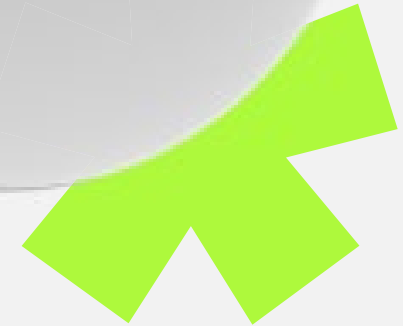
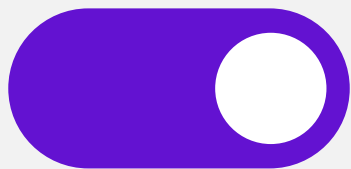
Evoca is recognized by Global Business & Finance Magazine as the most innovative digital bank in Armenia.



[click here to read more](#)



# / Products For Individuals



## ACCOUNTS AND TRANSFERS

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A wide range of account options are available to clients of Evocabank.

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### 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, MoneyGram, QIWI.

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**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

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Evocabank offers both classic deposits and investment products.

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### Classical Deposit

Providing a stable high yield.

### Evoca Online Deposit

Place Evoca Online deposit remotely through our remote service systems.

### Children's Deposit

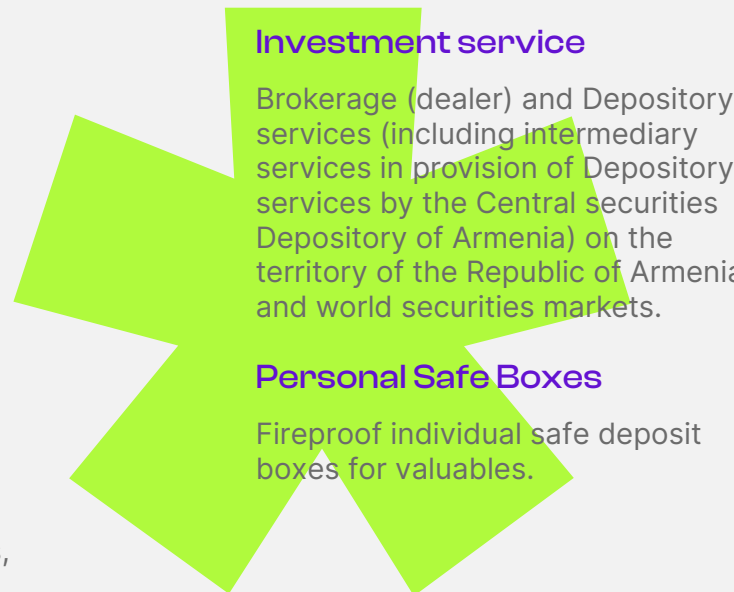
Opened in the name of the child until he/she reaches the age of maturity.

### Investment service

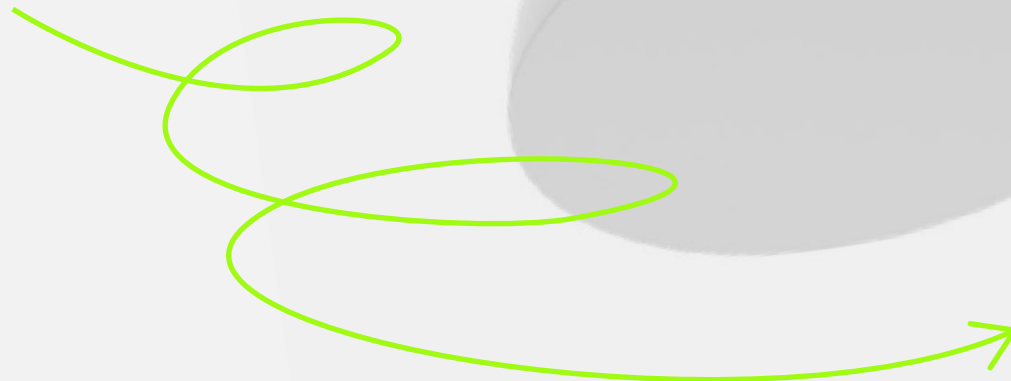
Brokerage (dealer) and Depository services (including intermediary services in provision of Depository services by the Central securities Depository of Armenia) on the territory of the Republic of Armenia and world securities markets.

### 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.

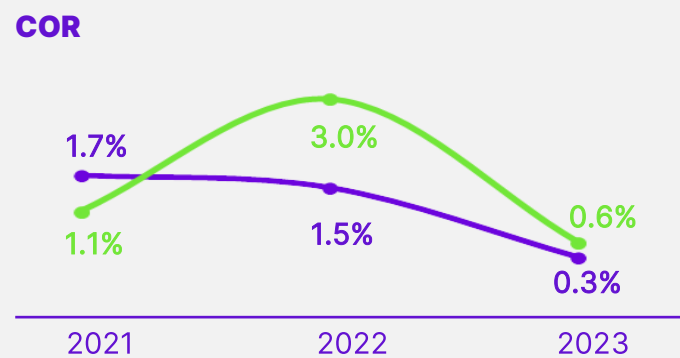
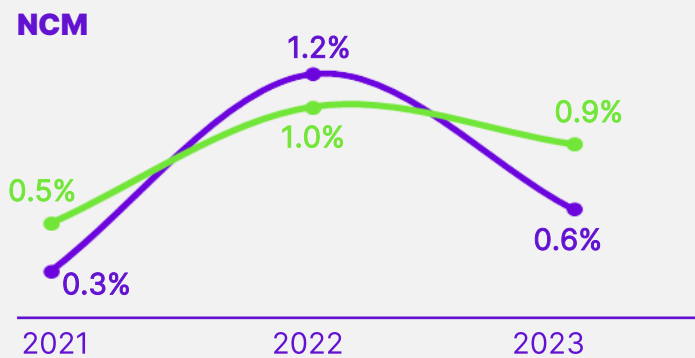
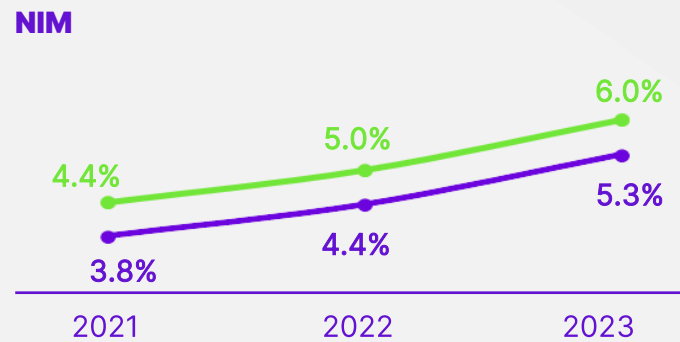
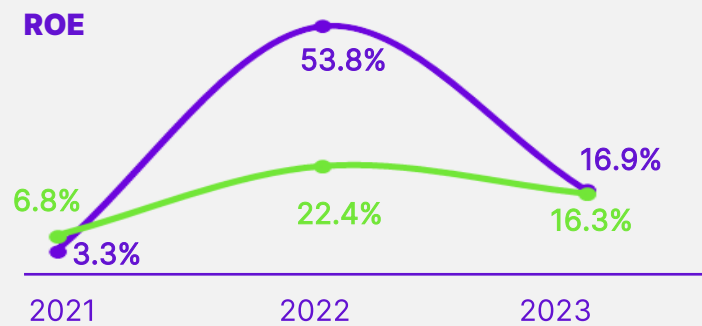
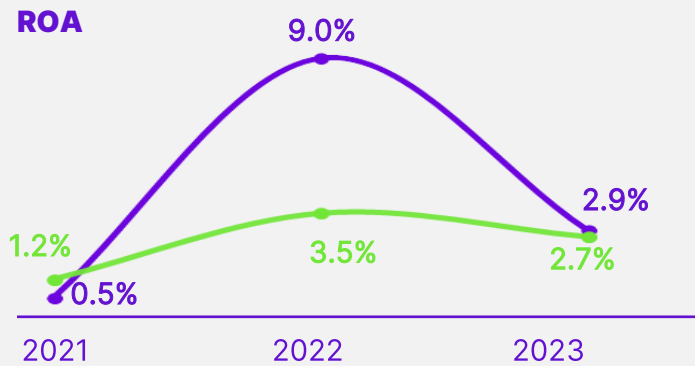
### INVESTMENT SERVICES

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

# / Financial Indicators



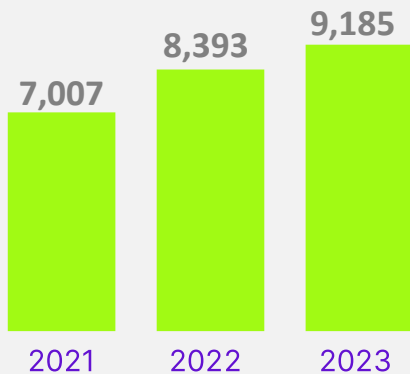
# Banking Sector Of Armenia



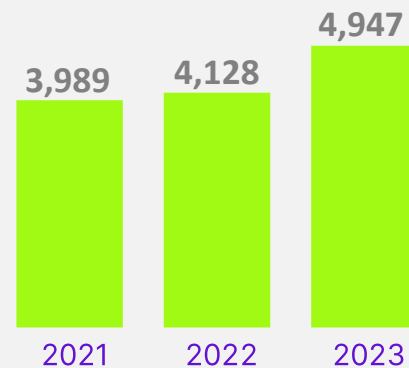
● EVOCABANK  
● BANKING SECTOR

# Banking Sector Of Armenia

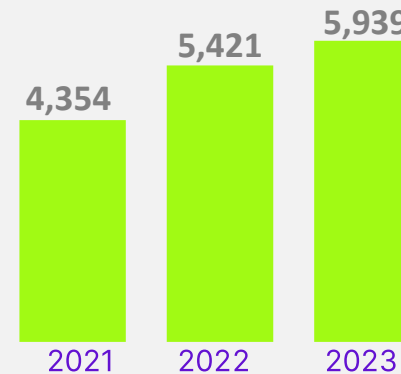
TOTAL ASSETS  
(BLN. AMD)



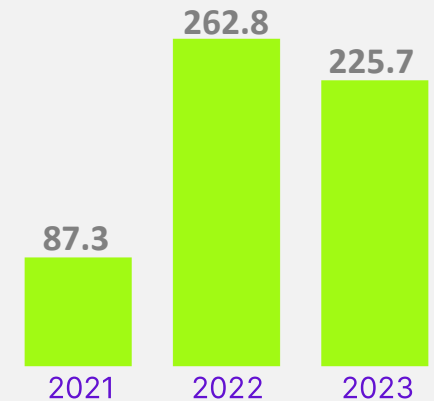
LOANS AND ADVANCES  
(BLN. AMD)



AMOUNTS DUE TO  
CUSTOMERS (BLN. AMD)



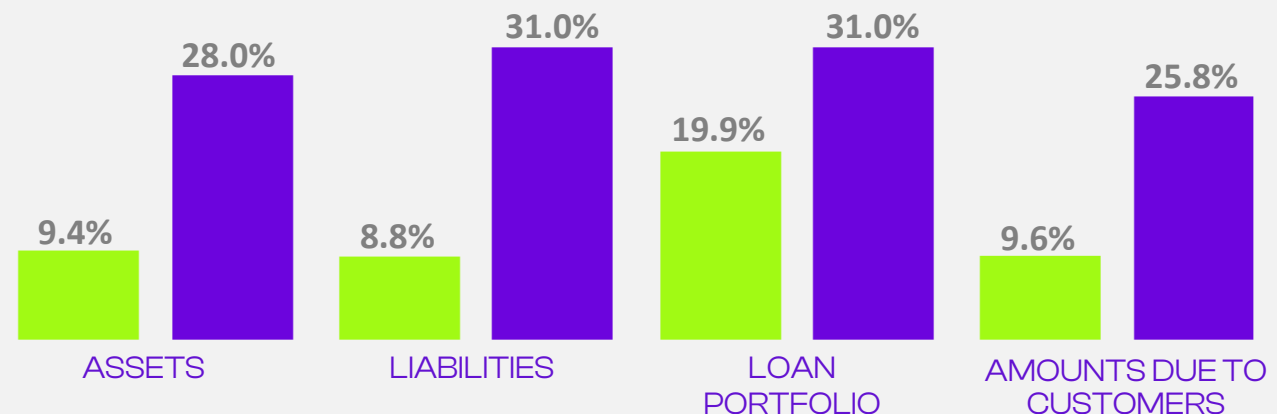
NET PROFIT  
(BLN. AMD)



In 2023, Evocabank demonstrated significant asset growth, with an impressive increase of 28%. In contrast, the market experienced a more modest uptick of 9.4%.

By the conclusion of Q4 2023, the bank achieved a substantial 31% growth in its loan portfolio compared to the previous year. Moreover, Evocabank's amounts owed to customers increased by an impressive 25.8%, outpacing the market's growth of 8.8%.

DYNAMICS 2023/2022



● 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

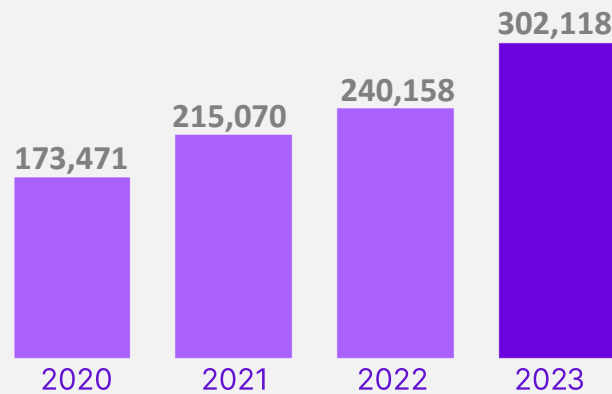
## PERFORMANCE INDICATORS IN Q4 2023

	(MLN. AMD)	POSITION IN BANKING SECTOR
ASSETS	445,643	8
LIABILITIES	376,183	8
LOANS AND ADVANCEMENTS TO CUSTOMERS (NET OF IMPAIRMENT)	211,751	8
AMOUNTS DUE TO CUSTOMERS	302,117	7
EQUITY	69,460	7
PROFIT	11,035	8

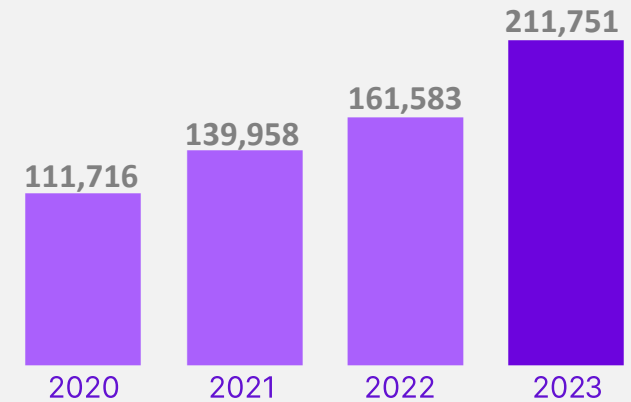


# Balance Sheet

DEPOSITS AND BONDS  
(MLN. AMD)



LOANS AND ADVANCES TO  
CUSTOMERS (MLN. AMD)



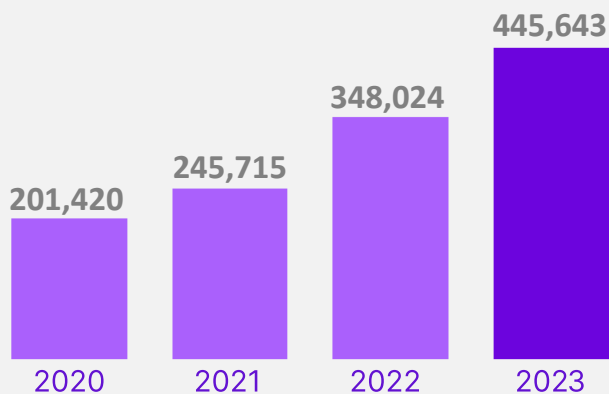
During Q4 2023, Evocabank experienced notable growth in both its loan portfolio and deposit & bond portfolio, with increases of 31% and 25.8%, respectively.

In 2023, the bank saw a 31% increase in total liabilities, far surpassing the market's growth of 8.8%.

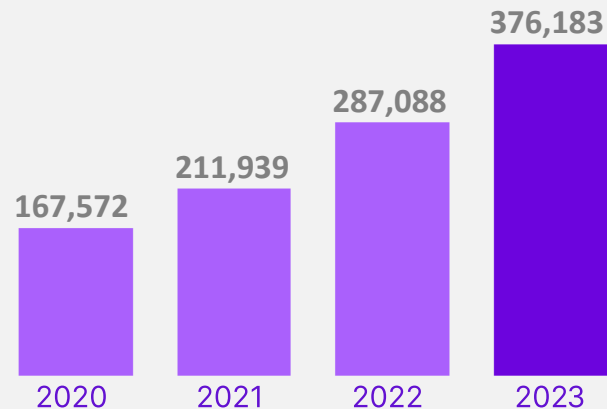


Financial Statements

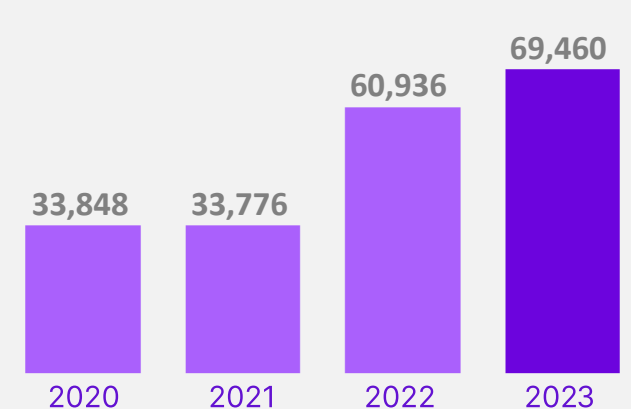
TOTAL ASSETS  
(MLN. AMD)



TOTAL LIABILITIES  
(MLN. AMD)



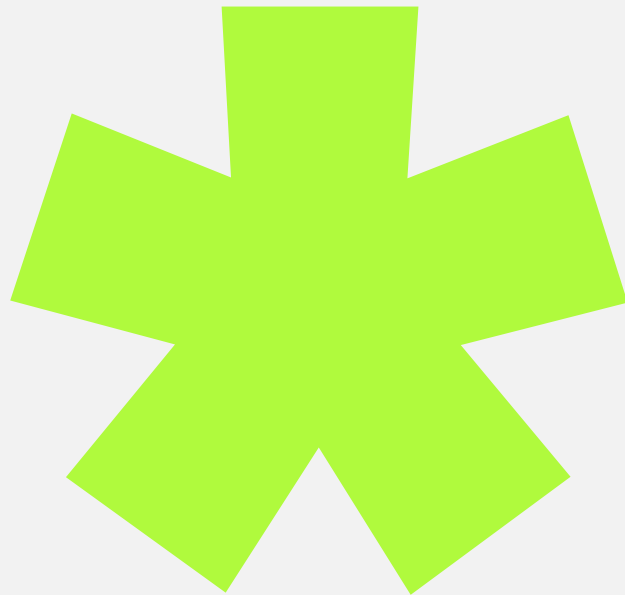
EQUITY  
(MLN. AMD)



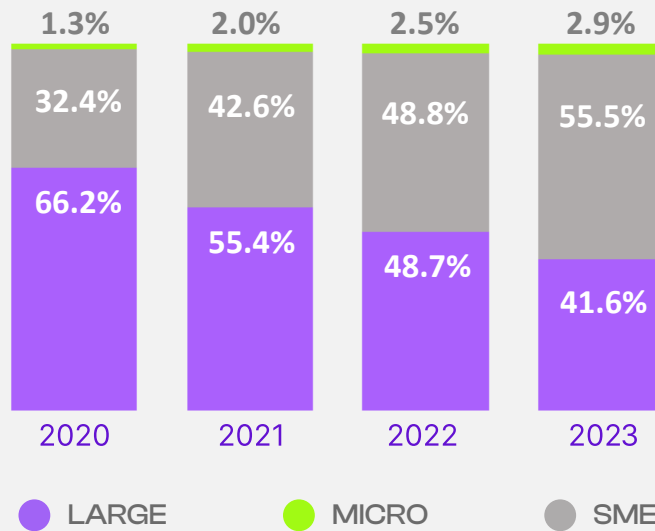
# Credit *Portfolio*

In 2023, Evocabank demonstrated a favorable dynamic, characterized by significant expansion in its loan portfolio and an enhanced market presence.

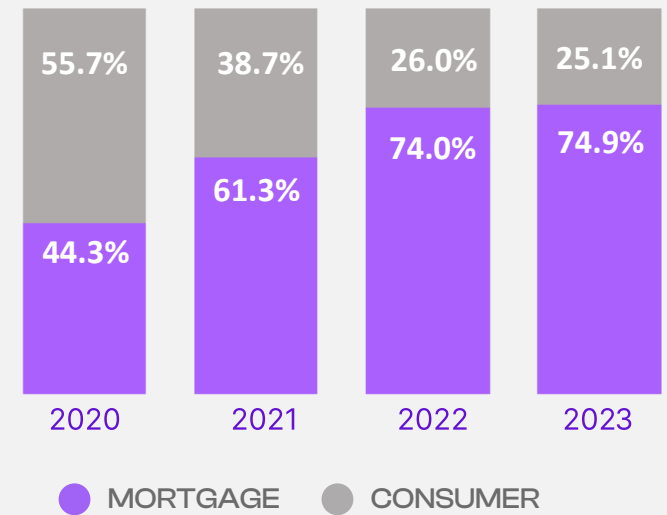
The statistics highlights a remarkable increase in the proportion of SME and Retail portfolios, showcasing the successful execution of the bank's strategic initiatives.



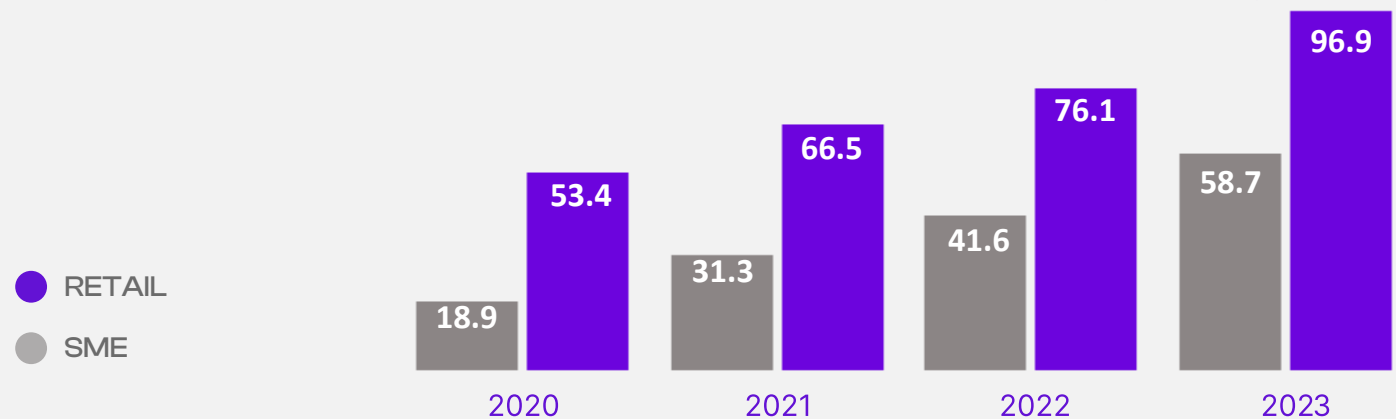
### CORPORATE LOAN PORTFOLIO STRUCTURE



### RETAIL LOAN PORTFOLIO STRUCTURE

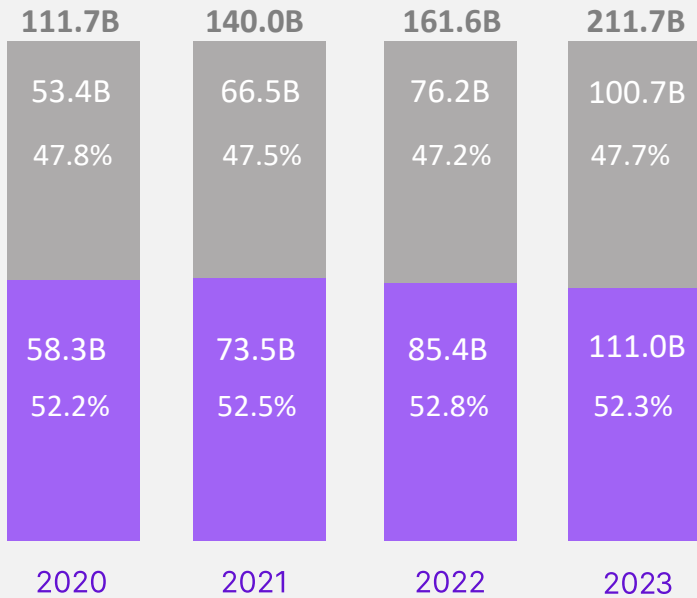


### SME & RETAIL LOAN PORTFOLIO (BLN AMD)

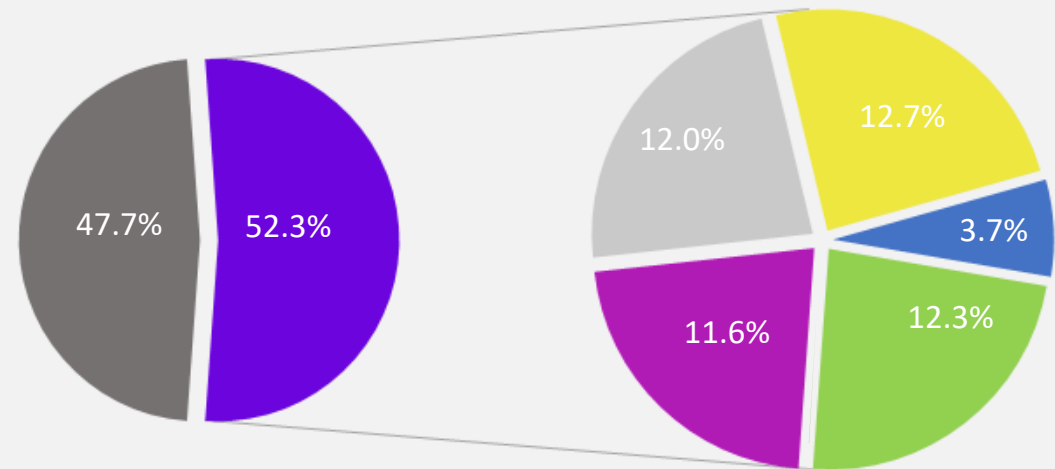


# Credit *Portfolio*

SHARE IN TOTAL LOAN PORTFOLIO (AMD, %)



LOAN PORTFOLIO STRUCTURE BY SECTOR



● CORPORATE

● RETAIL

● TRADING

● FINANCIAL SERVICES

● CONSTRUCTION

● MIXED

● INDUSTRY

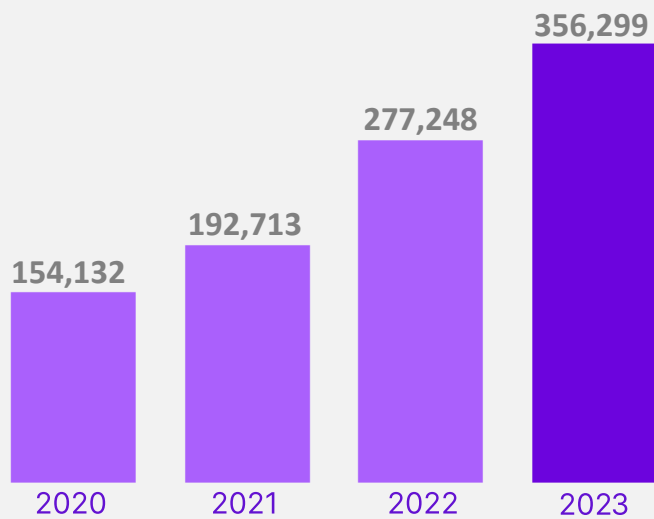
● LOANS TO RETAIL CUSTOMER

● LOANS TO CORPORATE CLIENTS

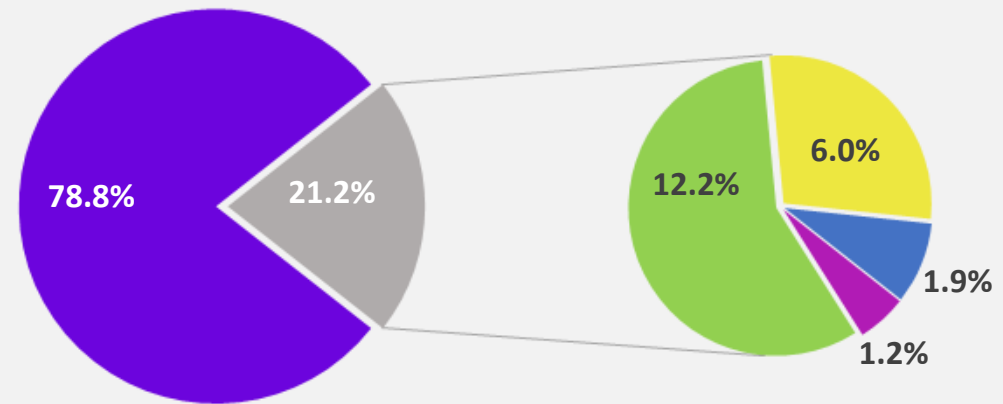


# Funding *Structure*

TOTAL FUNDING (MLN. AMD)



FUNDING STRUCTURE 2023 Q4



In 2023, Evocabank continued its strategic initiative to diversify its funding structure through a successful corporate bond placement and attraction funds from IFIs.

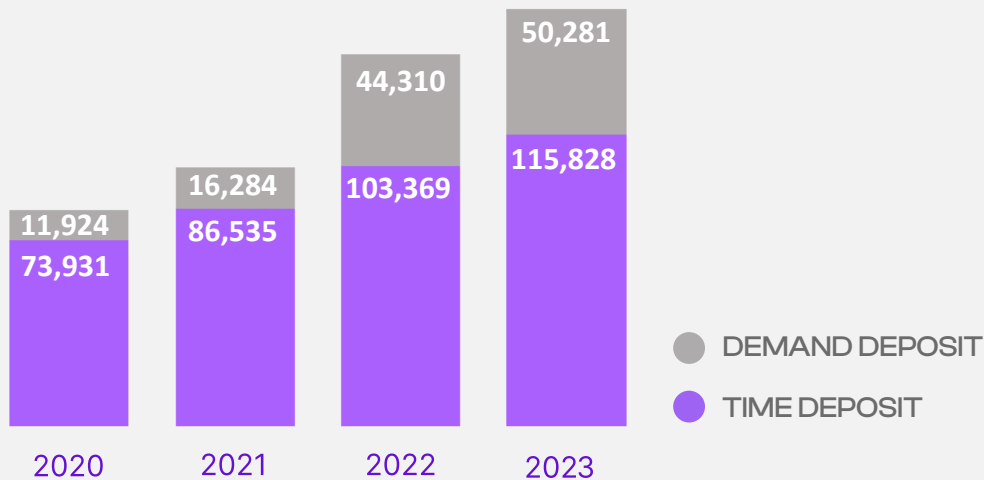
This approach reflects the bank's commitment to strengthening its funding base, ensuring a stable and sustainable source of funds for its future growth and operations.

- DEPOSITS DUE TO CUSTOMERS
- SUBORDINATED DEBT
- ATTRACTED FUNDS
- BONDS ISSUED
- BANKS

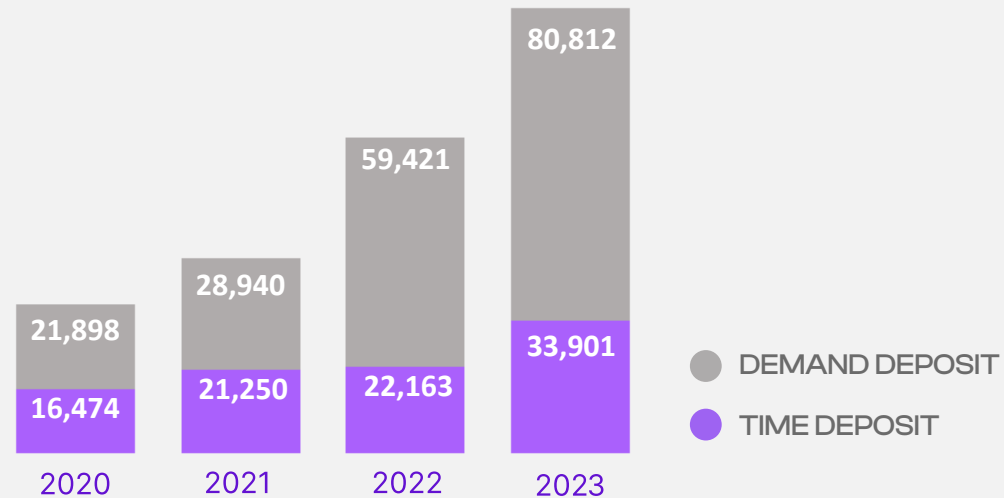


# Funding *Structure*

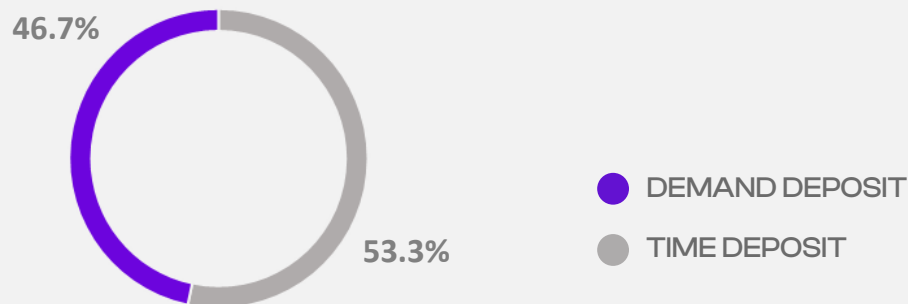
RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



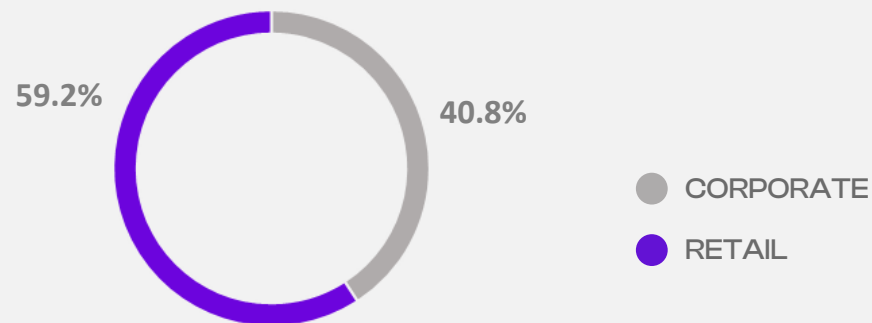
CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



AMOUNT DUE TO CUSTOMER STRUCTURE

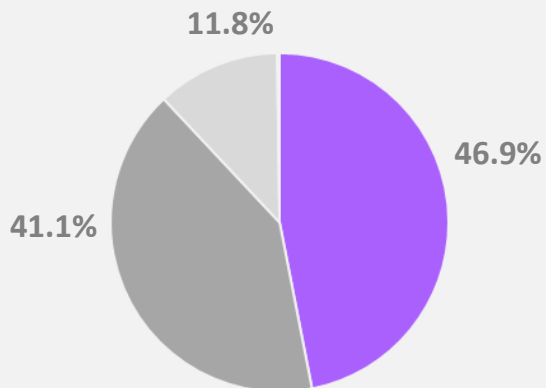


SHARE IN TOTAL DEPOSIT PORTFOLIO

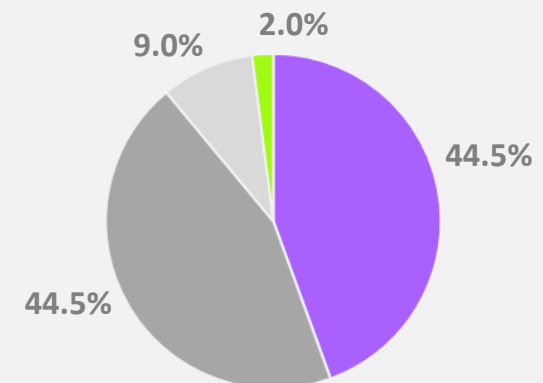


# Currency *Exposure*

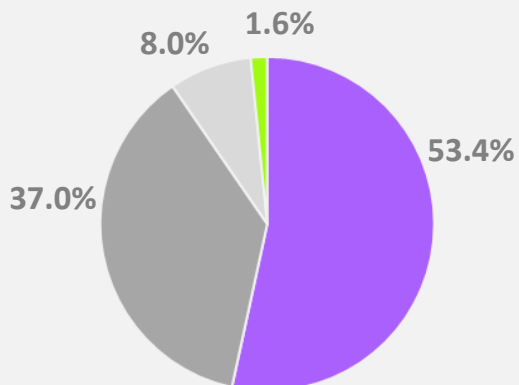
CURRENCY STRUCTURE OF LOAN PORTFOLIO  
2023 Q4



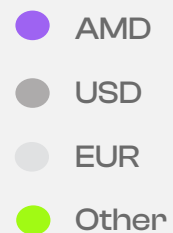
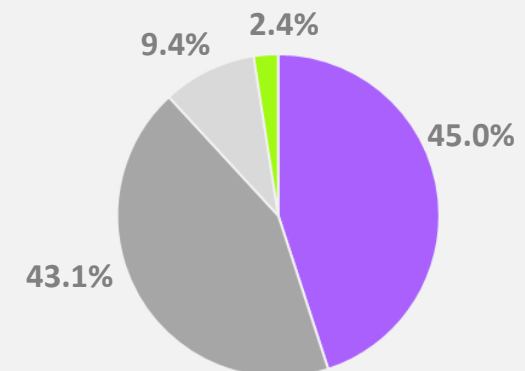
CURRENCY STRUCTURE OF DEPOSIT PORTFOLIO  
2023 Q4



CURRENCY STRUCTURE OF TOTAL ASSETS  
2023 Q4



CURRENCY STRUCTURE OF TOTAL LIABILITIES  
2023 Q4



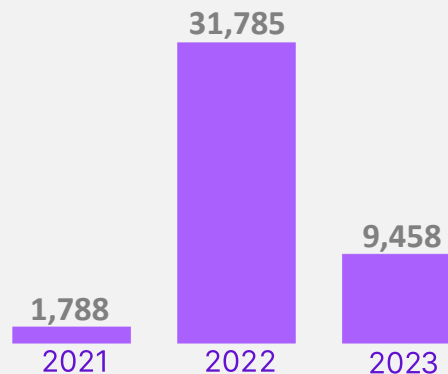
# Income Statement Indicators

The decrease in net income can be attributed to a one-off increase effect that occurred in 2022. This exceptional event soared the net income figures, making it an outlier in the financial performance analysis.

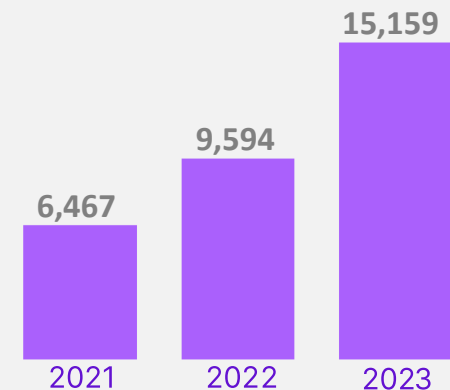
Consequently, net profit in Q4 2023 appears diminished in contrast to the prior year's unusually higher figure.

However, the Bank's net interest income saw a substantial increase of 58%, due to the expansion of our loan portfolio base and a higher net interest margin.

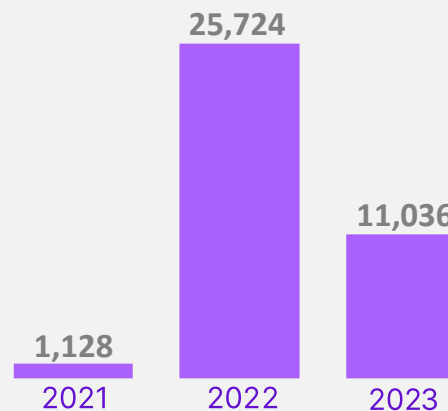
NET NON-INTEREST INCOME (MLN. AMD)



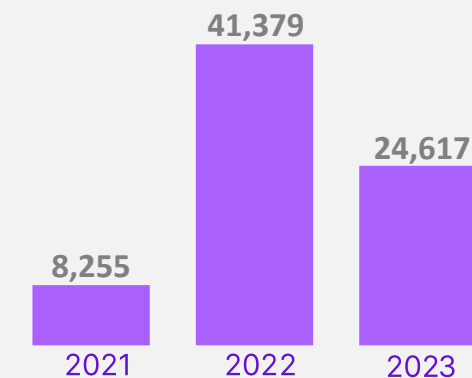
NET INTEREST INCOME (MLN. AMD)



NET PROFIT (MLN. AMD)

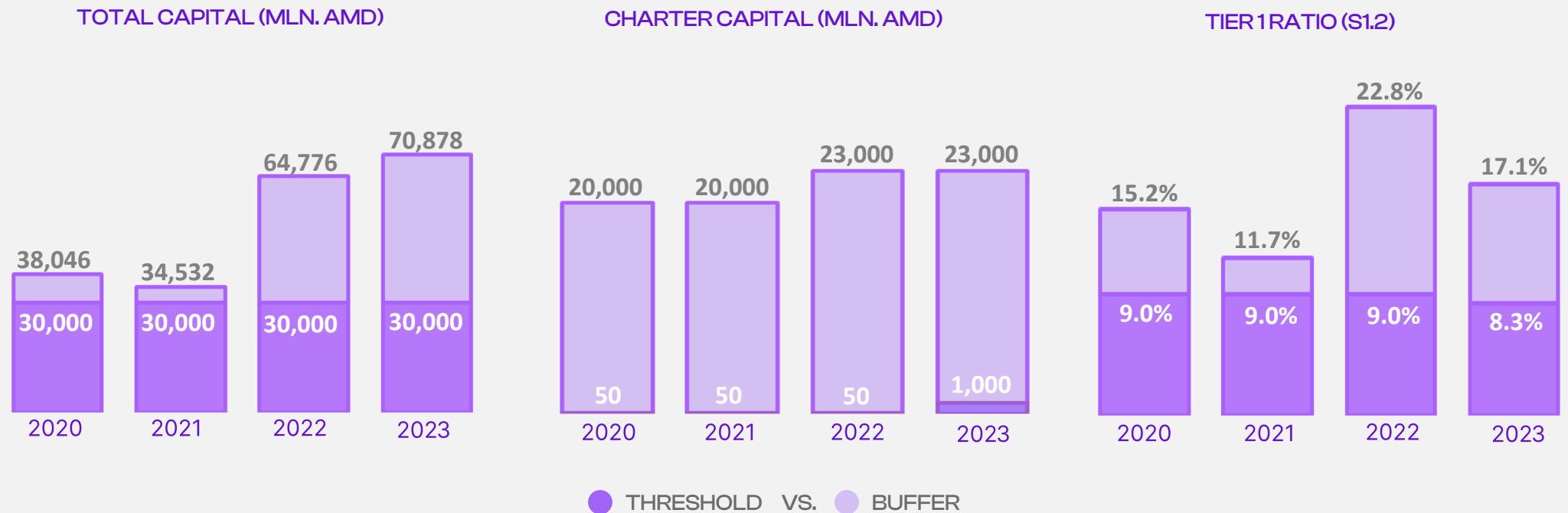


OPERATING INCOME (MLN. AMD)

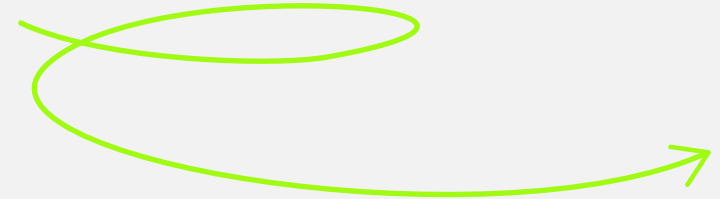


# Obligatory Standards Of The Central Bank

Evocabank showcased improved financial performance in alignment with the prudential standards outlined by the Central Bank of Armenia. Particularly noteworthy was the growth in the bank's total capital, fueled by both capital replenishment and significant profits in 2022.

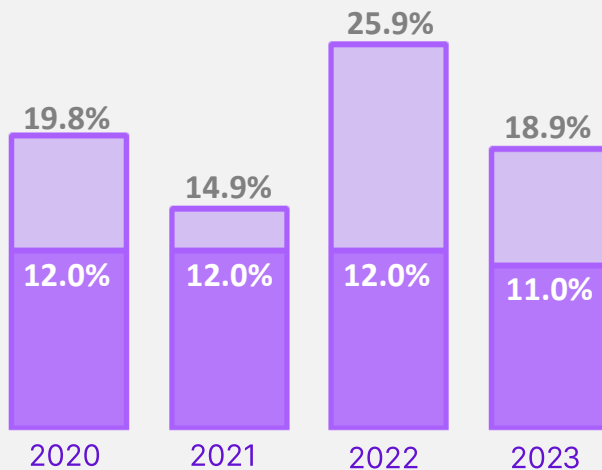


# Obligatory Standards Of The Central Bank

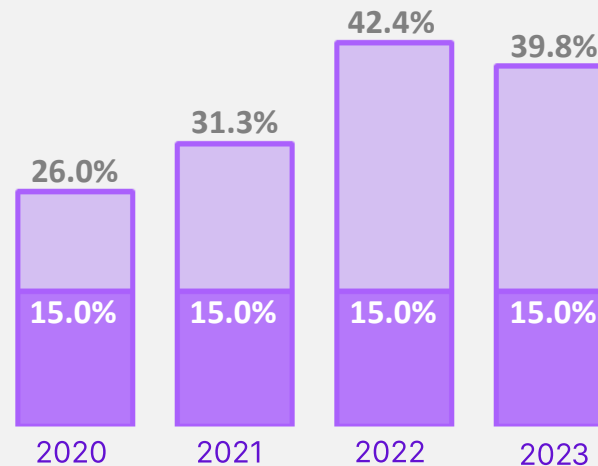


In the fourth quarter of 2023, Evocabank continued to uphold its strong capitalization and demonstrated sufficient liquidity reserves, enhancing its financial strength and stability.

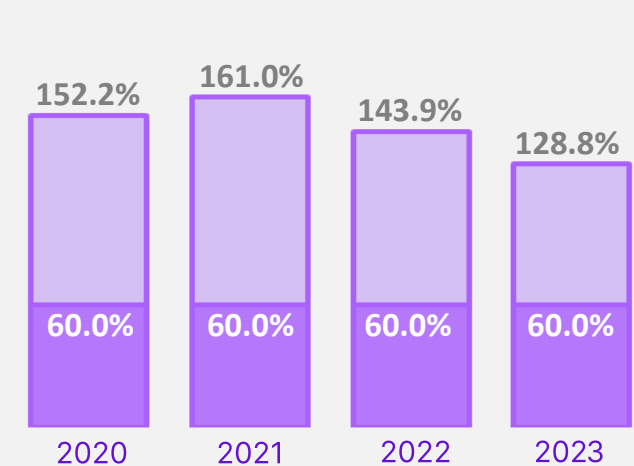
CAPITAL ADEQUACY RATIO (S1)



HIGHLY LIQUID ASSETS TO  
TOTAL ASSETS (S2.1)



HIGHLY LIQUID ASSETS TO  
DEMAND LIABILITIES (S2.2)

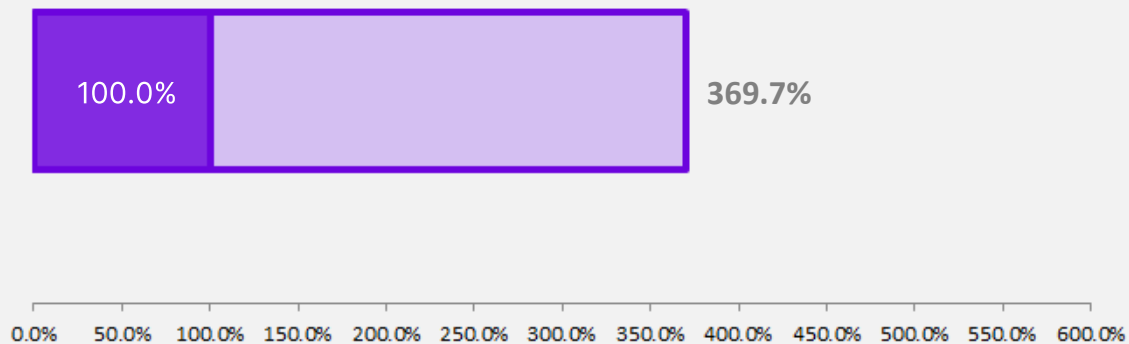


● THRESHOLD VS. ● BUFFER



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

LCR 2023 Q4

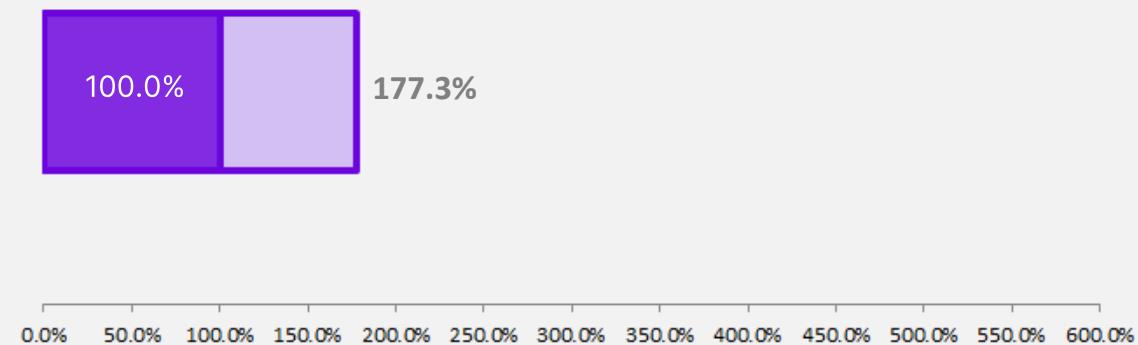


According to the Central Bank's criteria, our net stable funding (NSFR) and liquidity coverage (LCR) ratios stood at 177.3% and 369.7%, respectively, surpassing the regulatory minimum of 100% by a significant margin.



[Financial Statements](#)

NSFR 2023 Q4



- THRESHOLD
- BUFFER

# Towards *the new reality*



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