

# eVocaBANK

**INVESTOR**

**PRESENTATION**

OVERVIEW | 2024 1Q

# 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 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.

## 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.

## 2022

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

## 2023

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.

## 2024

Fitch Ratings has upgraded Evocabank's rating to 'B+' with a Stable Outlook. Evocabank joins BACEE.

# NEW ACHIEVEMENTS



## EVOCABANK JOINS BACEE

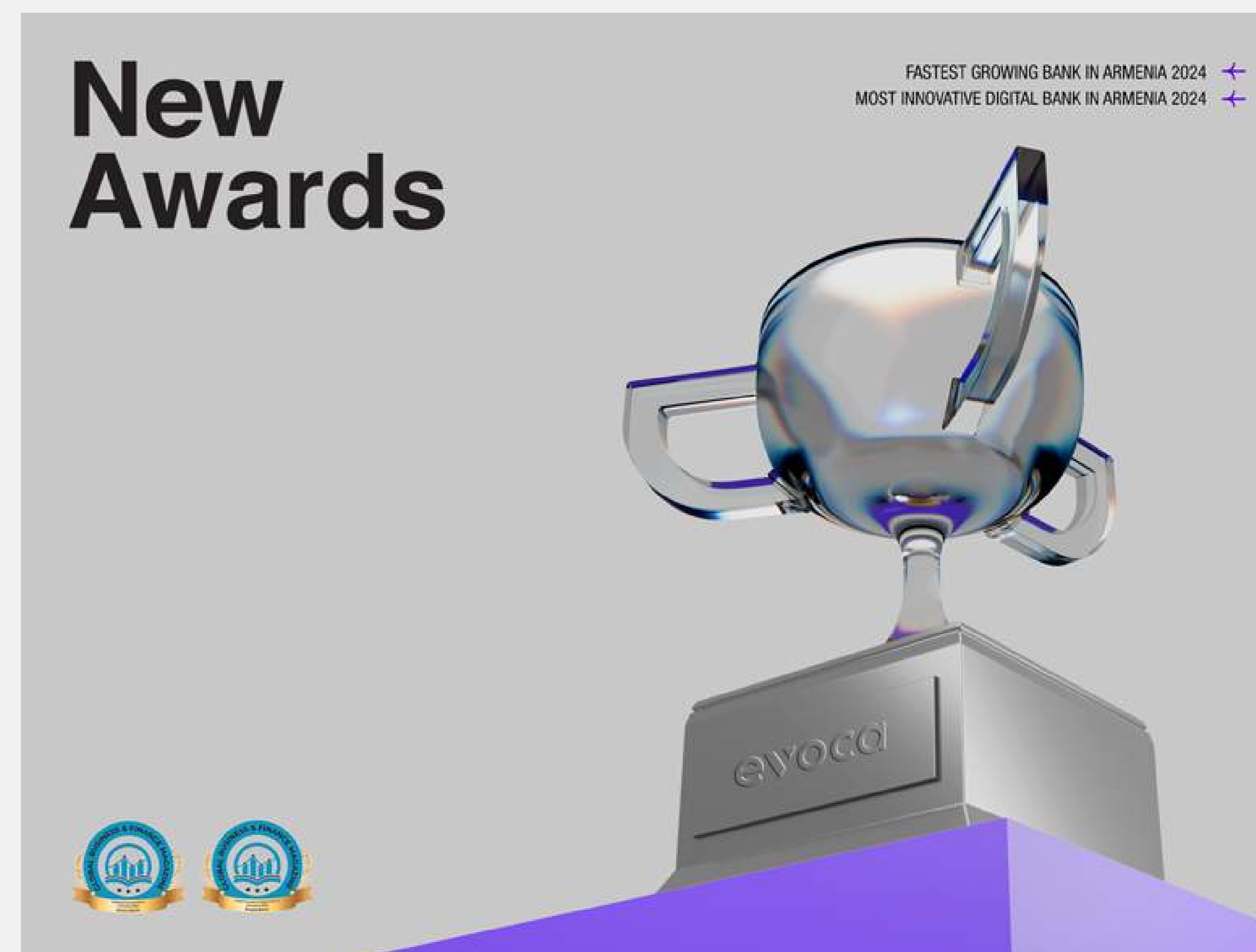
Evocabank is the first financial institution in Armenia to join the Banking Association for Central and Eastern Europe

 [click here to read more](#)

## TWO NEW AWARDS TO EVOCABANK FROM GLOBAL BUSINESS AND FINANCE MAGAZINE

Evocabank received 2 awards from Global Business and Finance Magazine.

 [click here to read more](#)



# THE BANK'S MISSION AND VISION



## 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.

## 33 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.

## 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.

## TRANSPATENCY

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

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**JOSE M. MORENO DE  
BARREDA, LL.M, MBA, PhD**  
Chairman of Supervisory Board



**HASAN FARDAN HASAN  
IBRAHIM ALFARDAN**  
Member of Supervisory Board



**VAROUJAN AVEDIKIAN,  
LL.M., MPA,**  
Member of Supervisory Board



**MARISA PSOMAS**  
Member of Supervisory Board



**TATEVIK JANOYAN, MBA**  
Member of Supervisory Board

# MANAGEMENT BOARD

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**KAREN YEGHIAZARYAN,**  
**MBA, PhD**  
Chairman of MB



**ARMEN HAKOBYAN, PhD**  
First Deputy  
Chairman of MB



**TATEVIK KHACHATRYAN**  
**MBA, PMP®**  
Deputy Chairman of MB



**HAYK PETROSYAN**  
Deputy Chairman of MB



**LILIT GABOYAN, MBA**  
Deputy Chairman of MB,  
CFO



**EMMA JANINYAN,**  
**MBA, PHD, FCCA**  
Member of MB,  
Chief Accountant



**SMBAT MARTIROSYAN**  
Member of MB, Head of  
Legal Department



**MHER SAHAKYAN**  
Member of MB, Head of  
Programming and Operating  
systems Department



# ACHIEVEMENTS AFTER REBRANDING

Number of issued cards

ISSUED CARDS	31/03/2024
Total ArCa, MasterCard and Visa cards issued	<b>141,756</b>

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 POS/vPOS

POS/vPOS	31/12/2021	31/12/2022	31/12/2023	31/03/2024
POS	<b>810</b>	<b>1,765</b>	<b>2,930</b>	<b>3,242</b>
vPOS	<b>181</b>	<b>370</b>	<b>770</b>	<b>886</b>

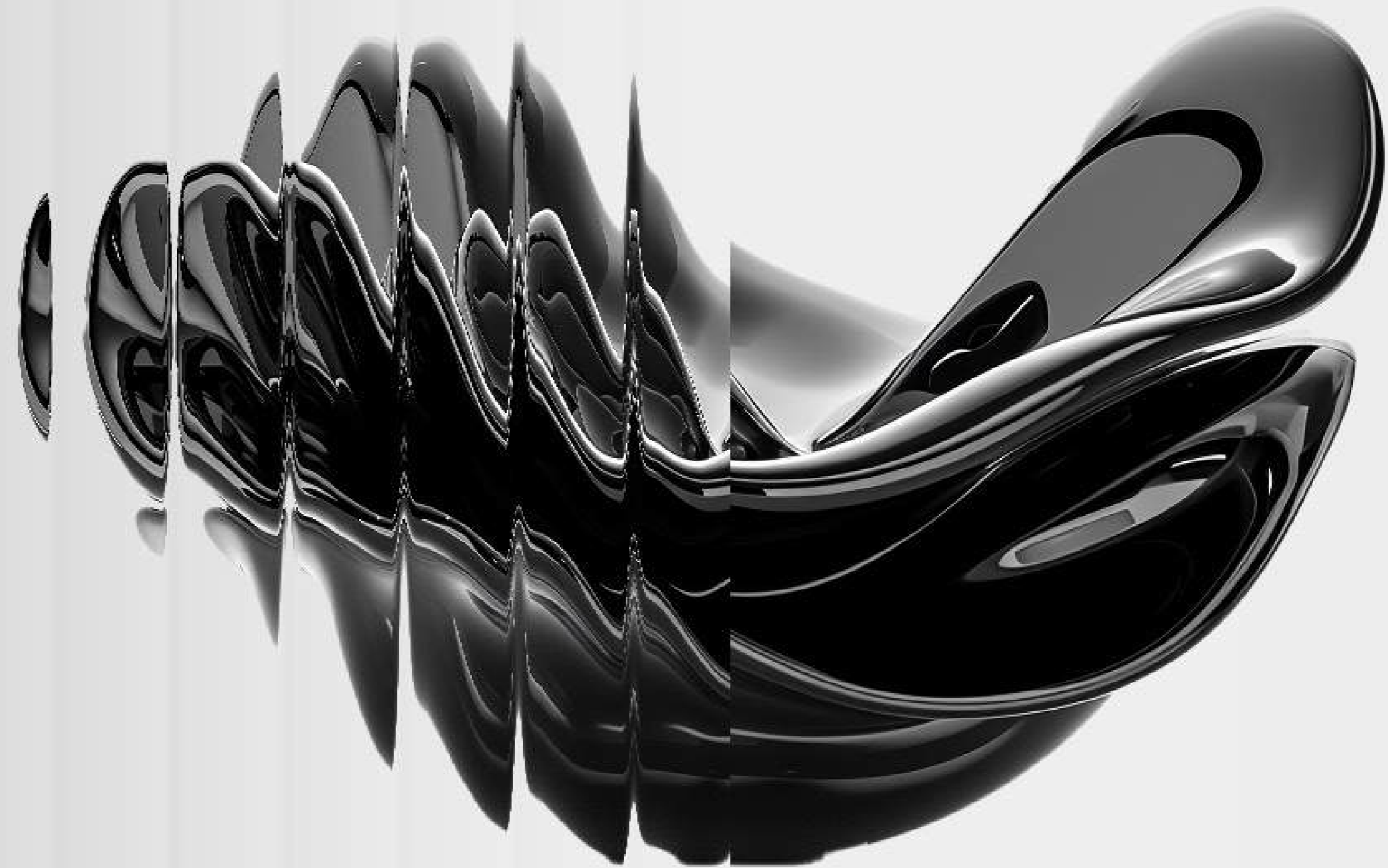
Clients

	31/12/2021	31/12/2022	31/12/2023	31/03/2024
Legal entitles	<b>4,777</b>	<b>7,276</b>	<b>8,447</b>	<b>8,595</b>
Individuals	<b>55,814</b>	<b>117,004</b>	<b>120,311</b>	<b>126,255</b>
Total	<b>60,591</b>	<b>124,280</b>	<b>128,758</b>	<b>134,850</b>



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# 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.

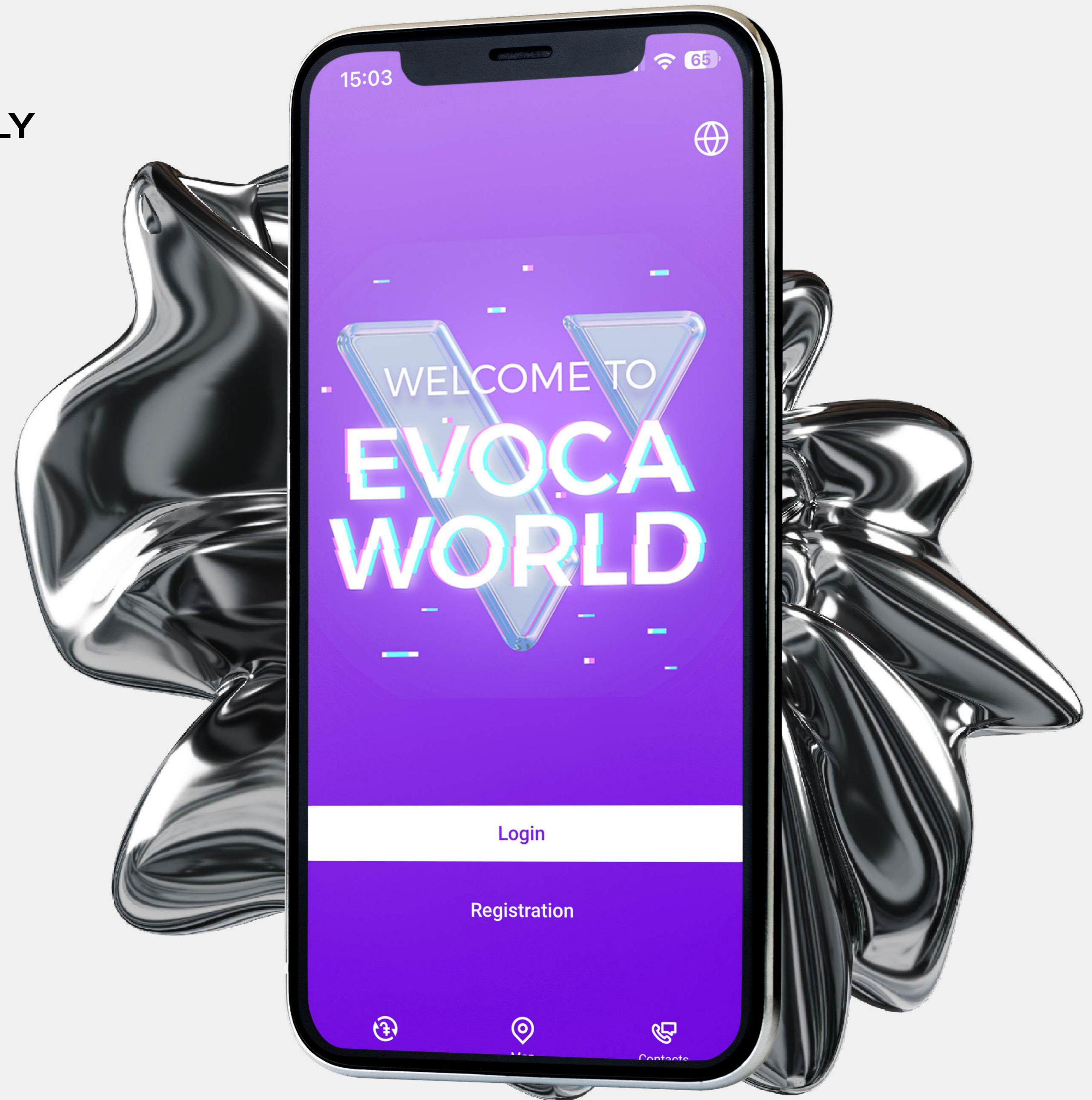
## evocaTOUCH

mobile banking application for individuals and corporate clients.

## evocaINVEST

EvocaINVEST enables bank customers to invest in stocks, equities, bonds, and ETFs in financial markets across more than 20 countries.

With EvocaINVEST, there's no need to visit the bank, as the service is accessible through both the website and mobile apps, available on the App Store and Google Play.



# DIGITAL CHANNELS: INTERNET BANKING



# MANAGE YOUR BANK ACCOUNT REMOTELY WITHOUT VISITING THE BANK VIA **EVOCATOUCH**

- Access your finances 24/7, control your cash, make fast and secure transactions from any corner of the globe, at any time of the day.
- Open bank accounts, order cards or open a digital card in a few seconds
- Transfer money to accounts and cards of both Armenian and foreign banks, make wire transfers and payments, make utilities payments
- Manage products, for example get a loan and make repayments, place a deposit and replenish it
- Make money transfers using contact data
- Receive online driving fines and make payments with a single touch

## BIOMETRIC IDENTIFICATION IN EVOCATOUCH APP

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



 [click here to read more](#)

## GET INFORMATION:

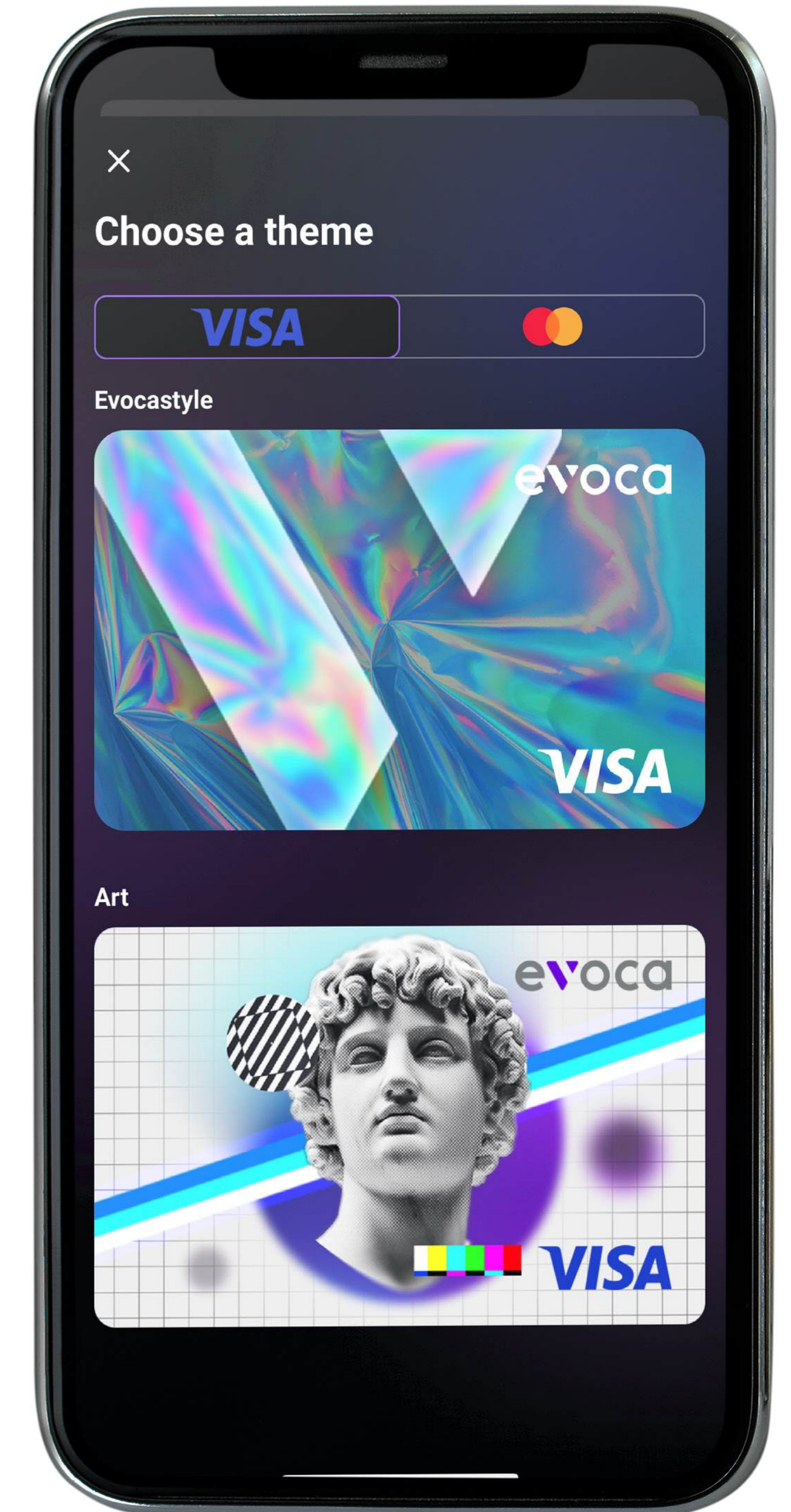
about accounts, payment cards, loans, deposits, account statements;

## 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:

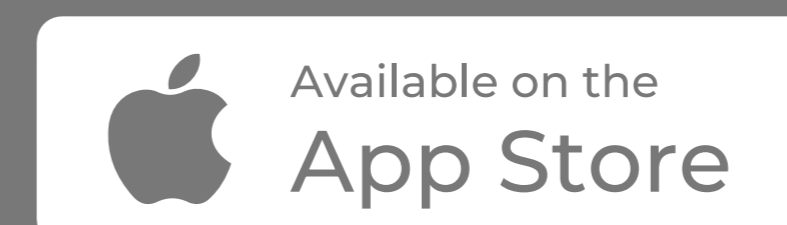
send and receive letters in an arbitrary form with attached files, import data from an XML file, create document templates.



**548K**  
total downloads

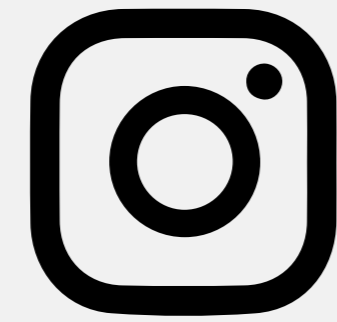
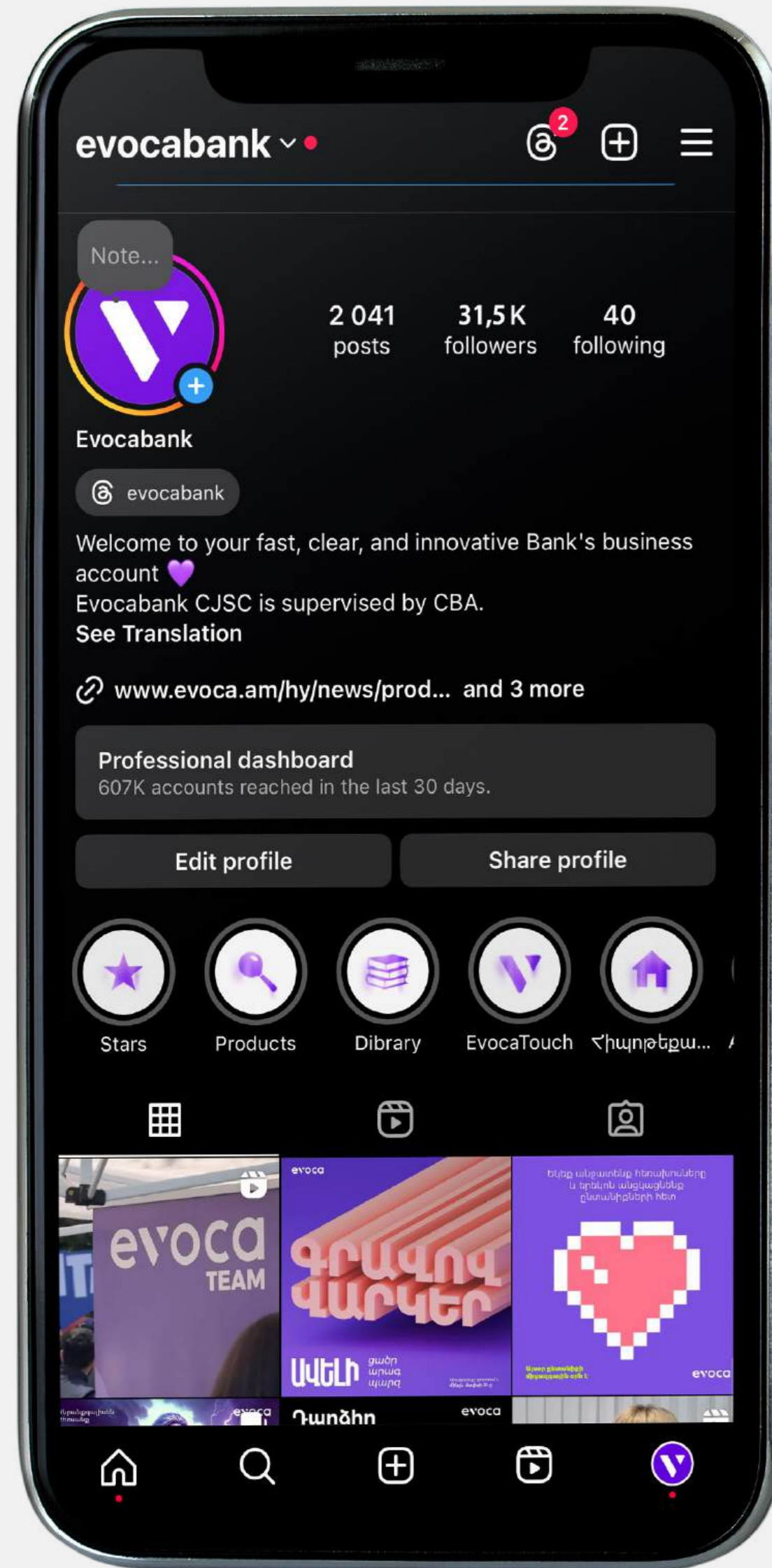


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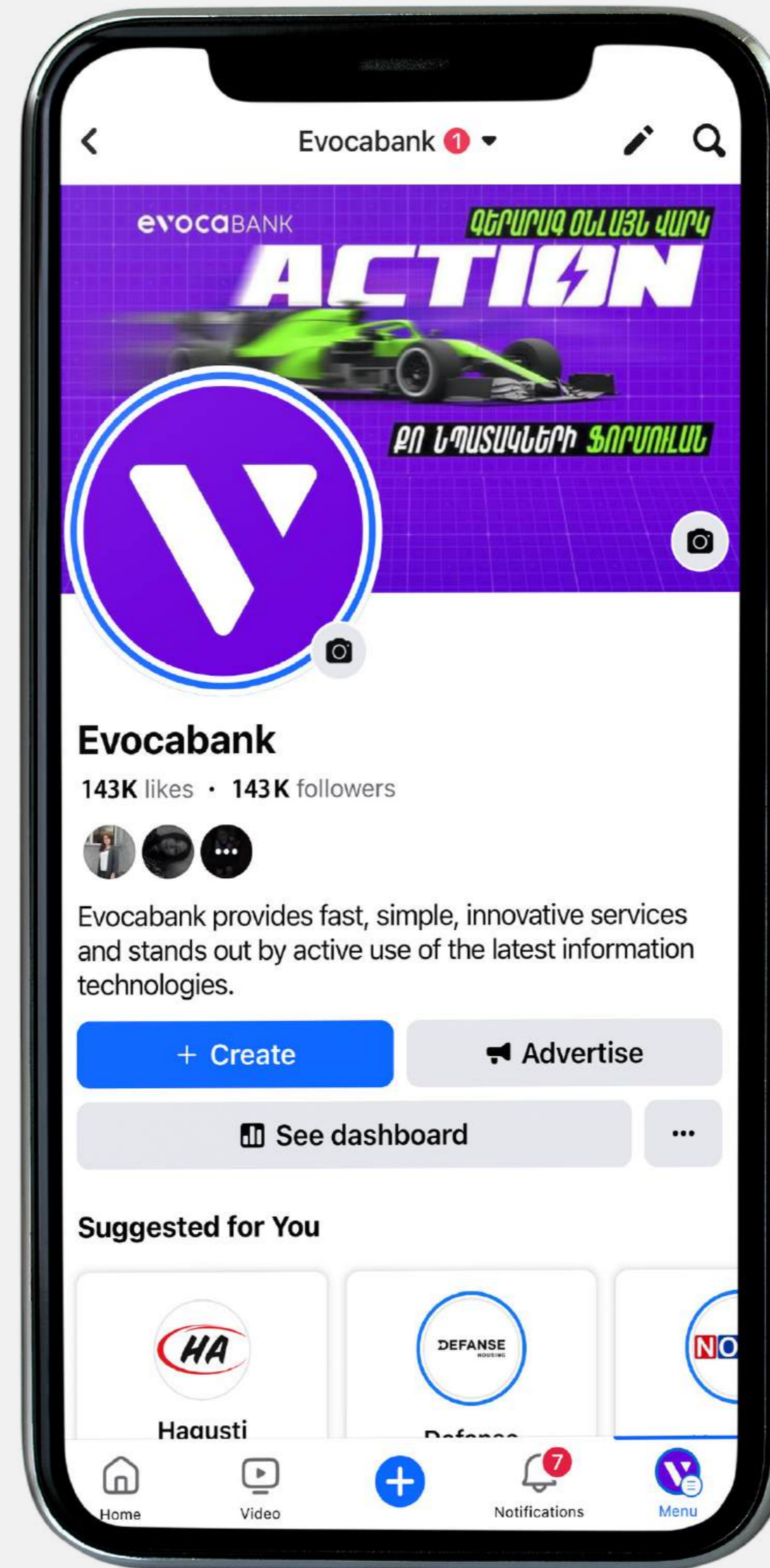
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# SOCIAL NETWORKS



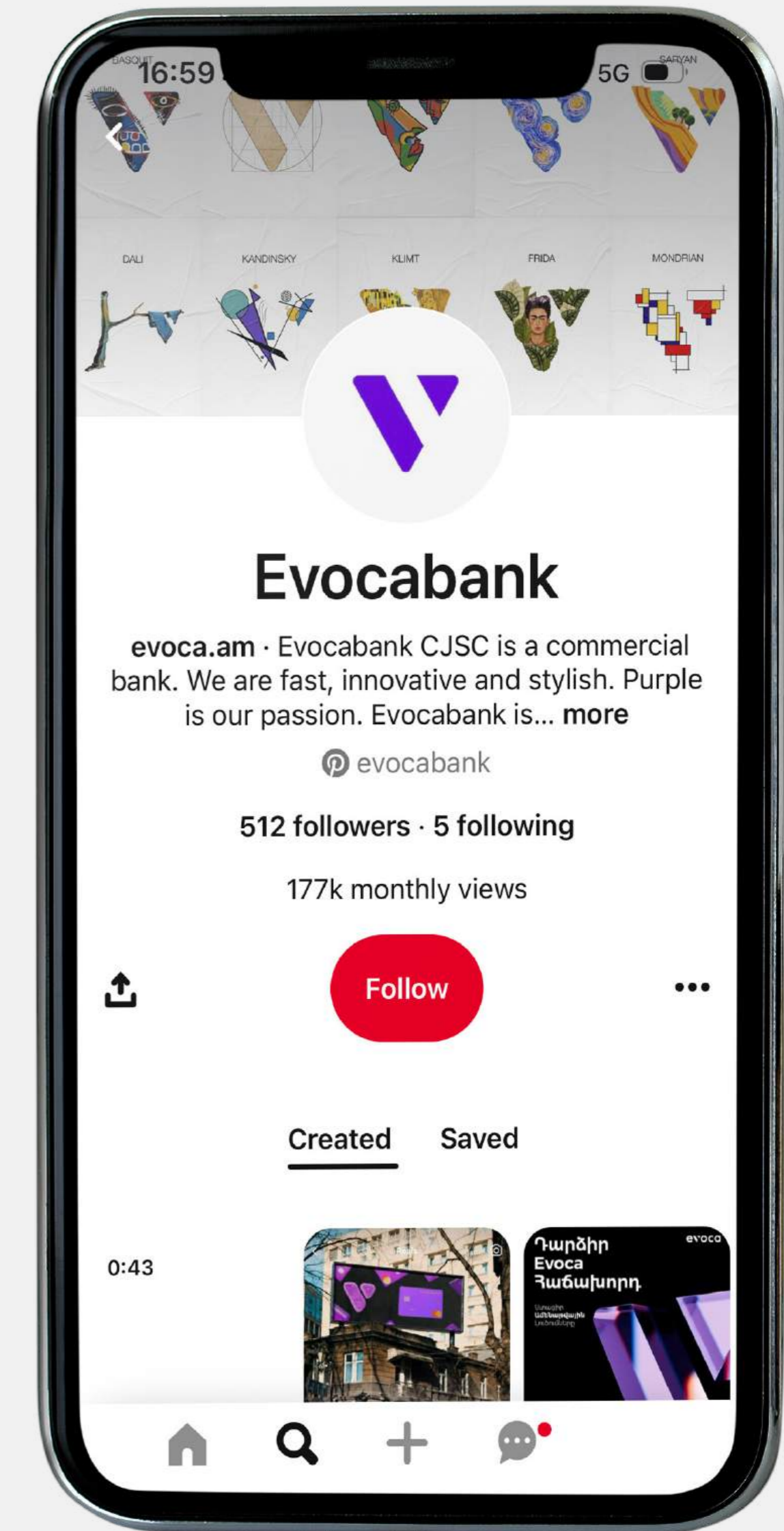
Evocabank has 31.5k followers on Instagram.

 [click to visit](#)



Evocabank actively interacts with its clients via Facebook (142k followers). Number 1 by the number of followers among banks in Armenia.

 [click to visit](#)

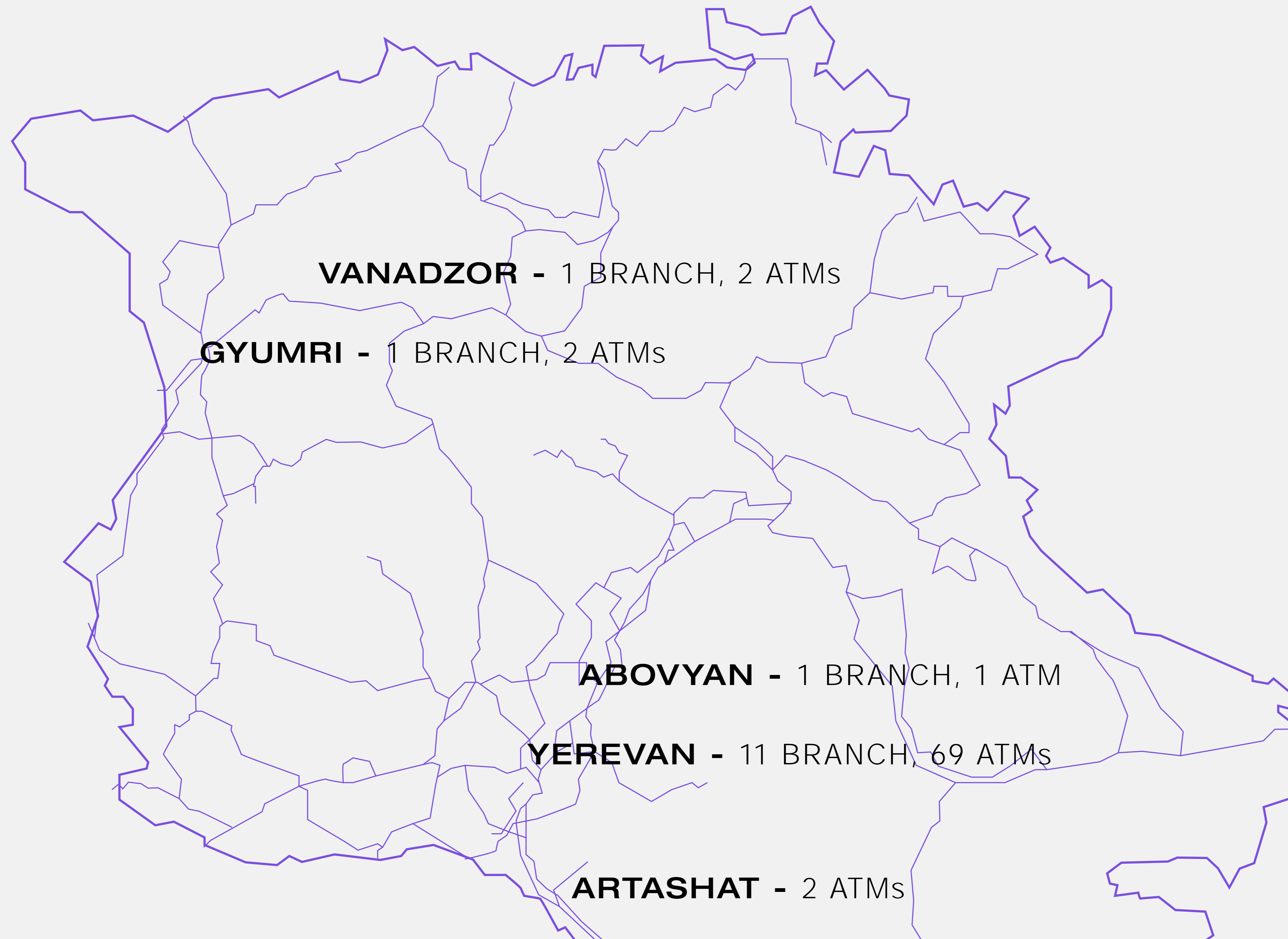


The first Armenian bank on Pinterest.

 [click to visit](#)

# OFFFLINE CHANNELS

## BRANCH AND ATMS NETWORK



TODAY, THE BANK HAS  
14 BRANCHES  
(INCLUDING THE HEAD  
OFFICE) AND 78 ATMs  
IN ARMENIA.



# AWARDS



## 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.

 [click here to read more](#)



## 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**

A wide range of account options are available to clients to 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, MoneyGram, QIWI.

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**

### **ACTION LOAN**

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

## EVO CABANK 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**

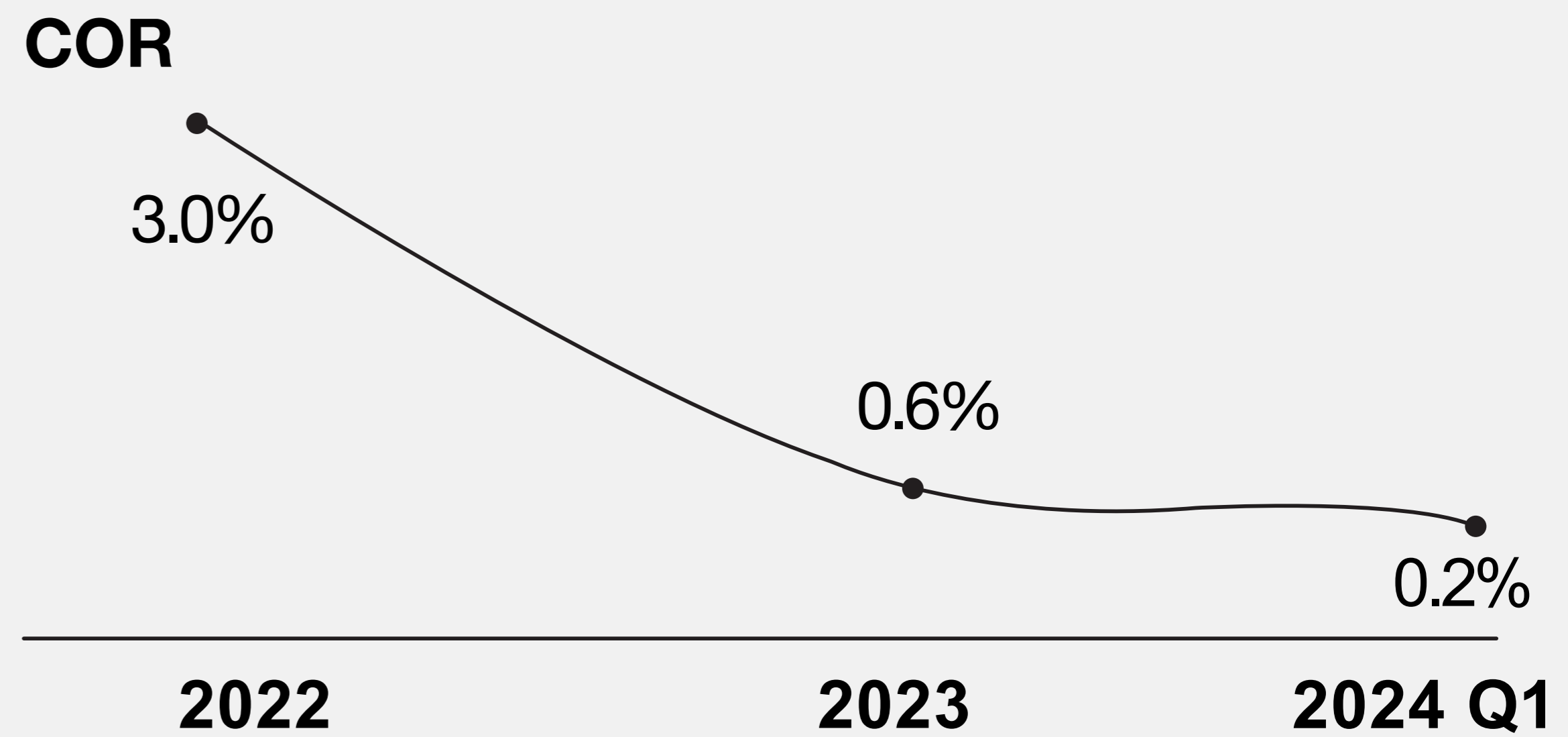
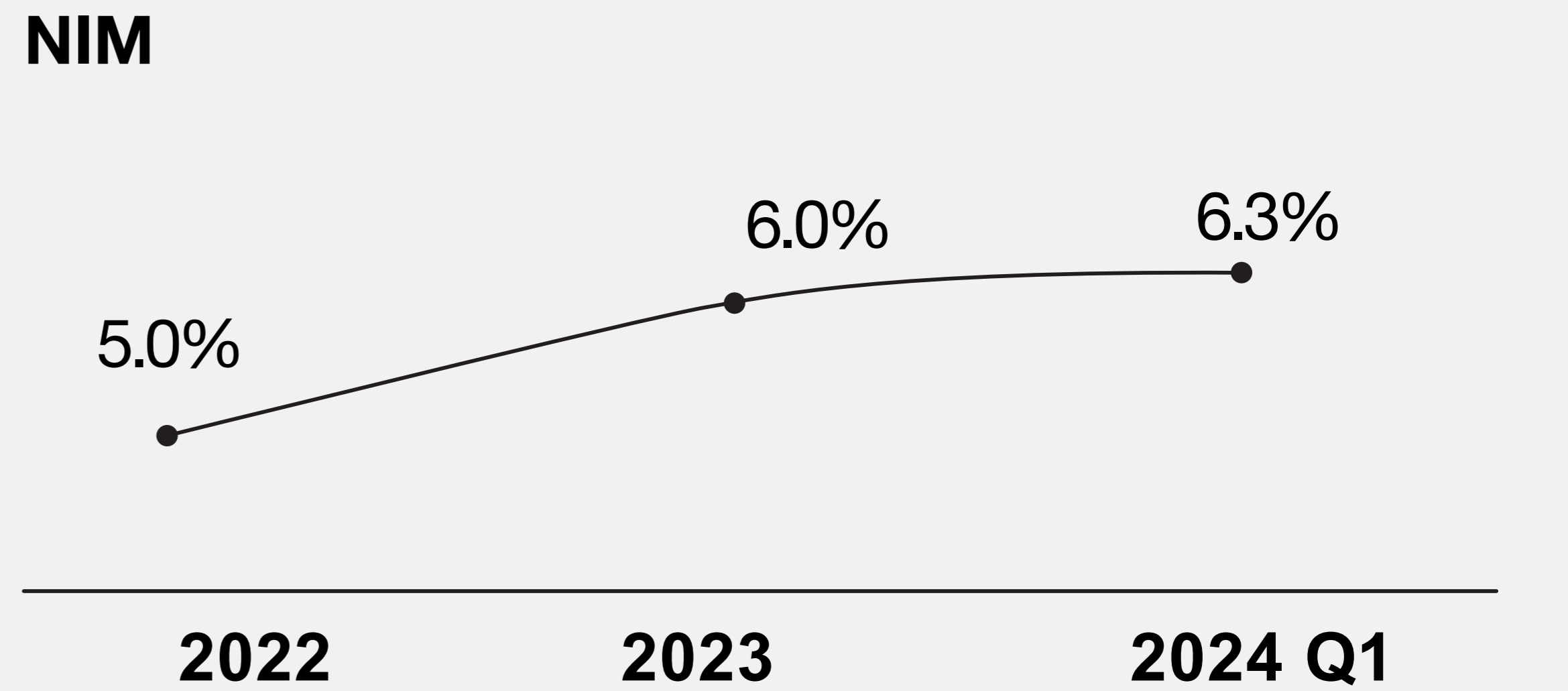
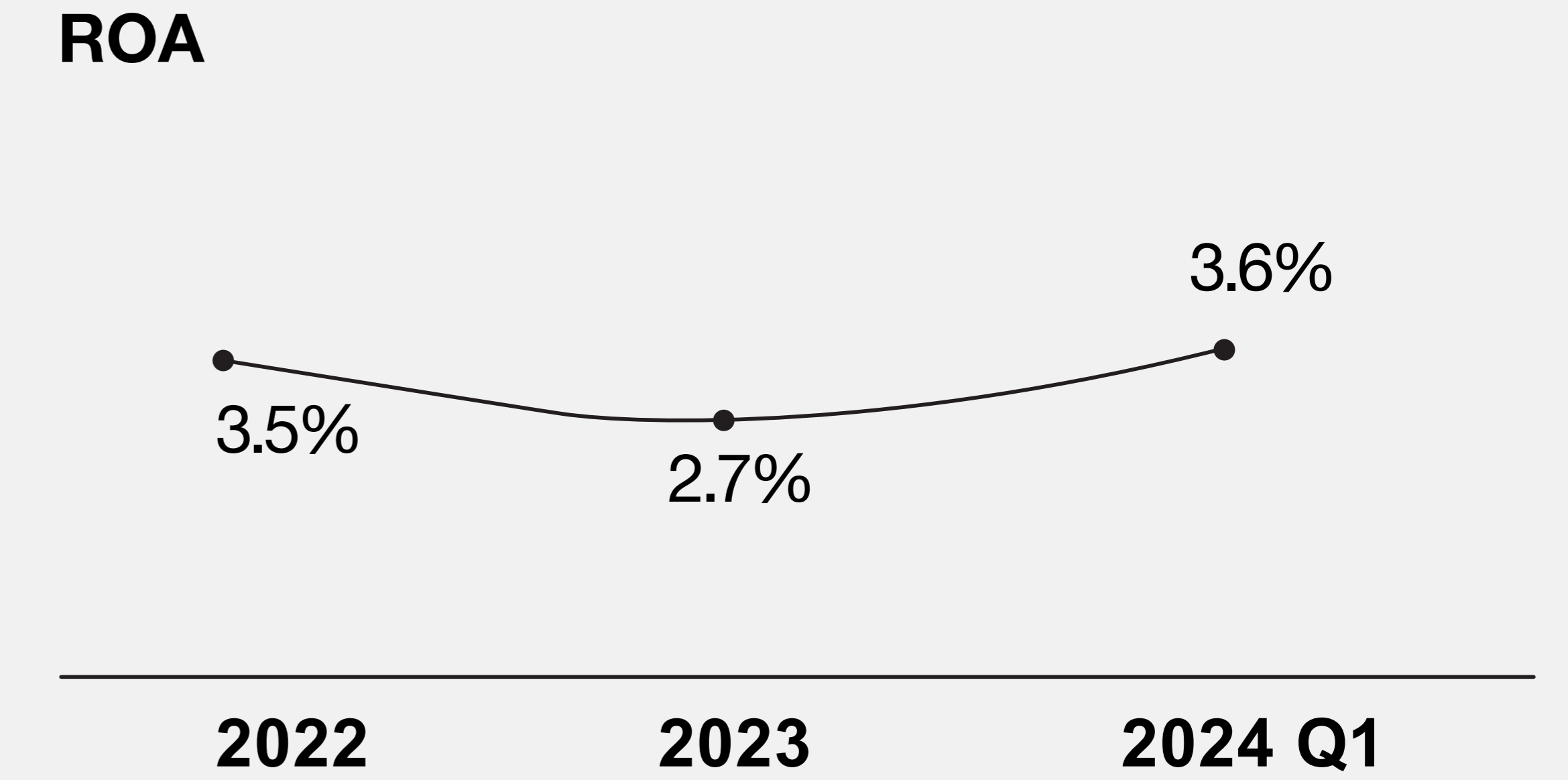
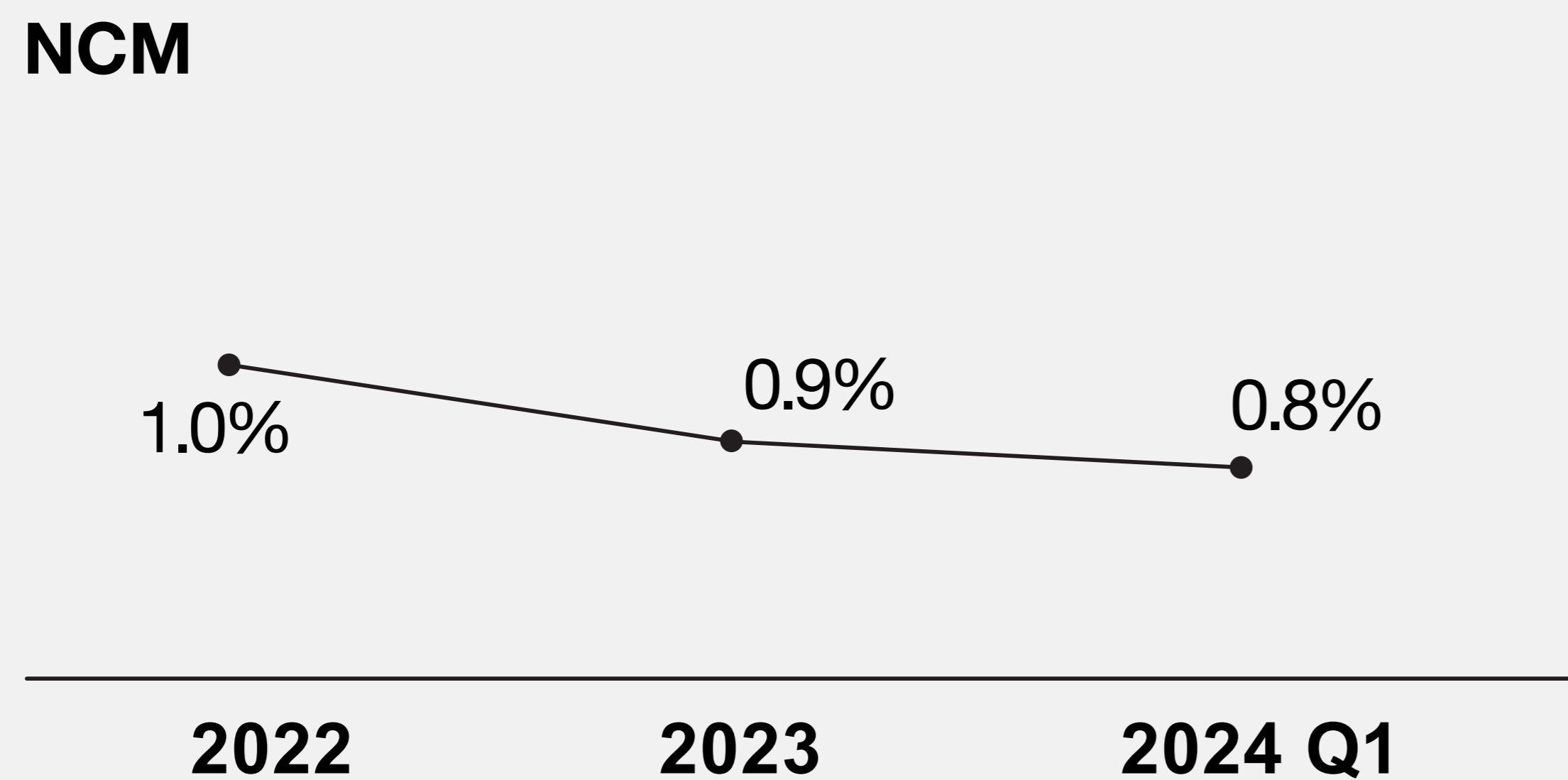
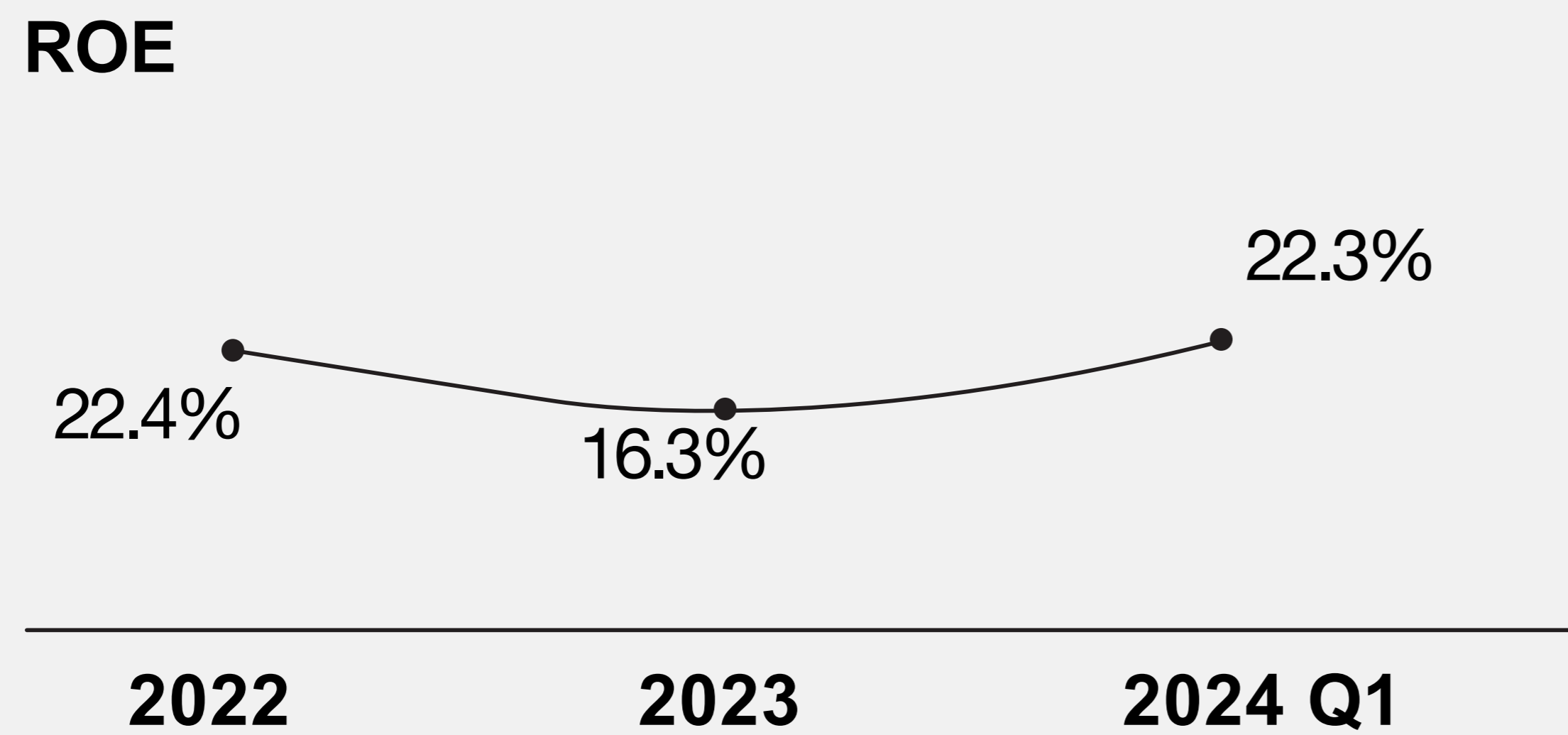
Broker (dealer) and depository services on the territory of the Republic of Armenia and in the global securities markets.

# FINANCIAL INDICATORS



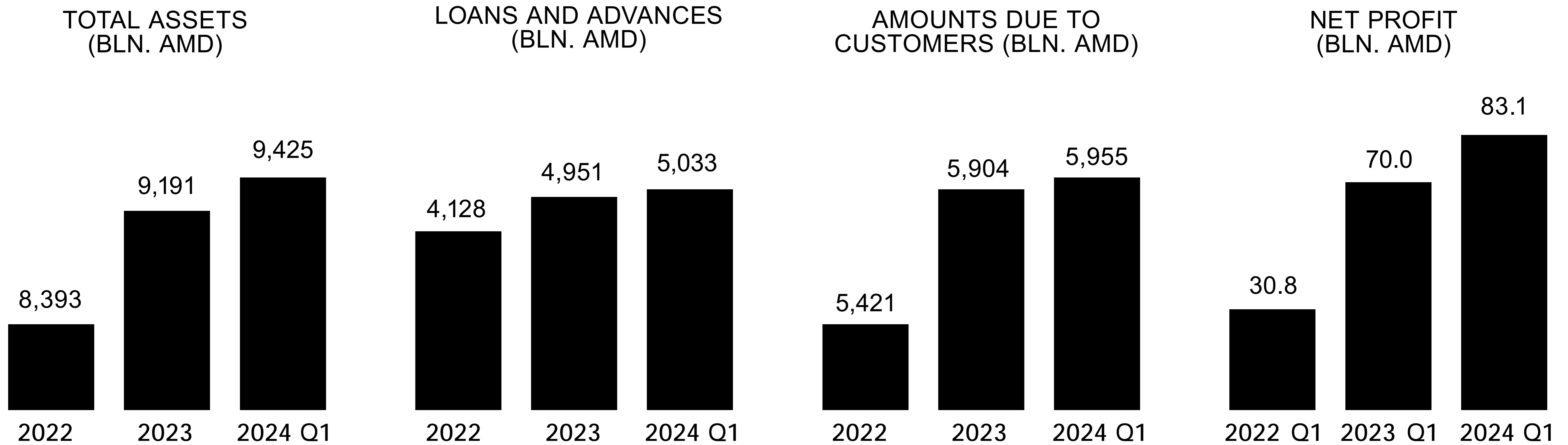
# BANKING SECTOR OF ARMENIA

● BANKING SECTOR





# BANKING SECTOR OF ARMENIA



In the first quarter of 2024, the banking sector showcased growth across key indicators. Assets increased by 2.5%, liabilities by 1.8%, loan portfolios expanded by 1.6%, and deposits saw a solid uptick of 0.9% compared to the end of 2023.

# 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**

 [Financial Statements](#)

## PERFORMANCE INDICATORS IN Q1 2024

	(MLN.AMD)	POSITION IN BANKING SECTOR
ASSETS	443,799	8
LIABILITIES	370,209	9
LOANS AND ADVANCEMENTS TO CUSTOMERS (NET OF IMPAIRMENT)	209,610	8
AMOUNTS DUE TO CUSTOMERS	300,553	7
EQUITY	73,591	7
PROFIT	3,006	10

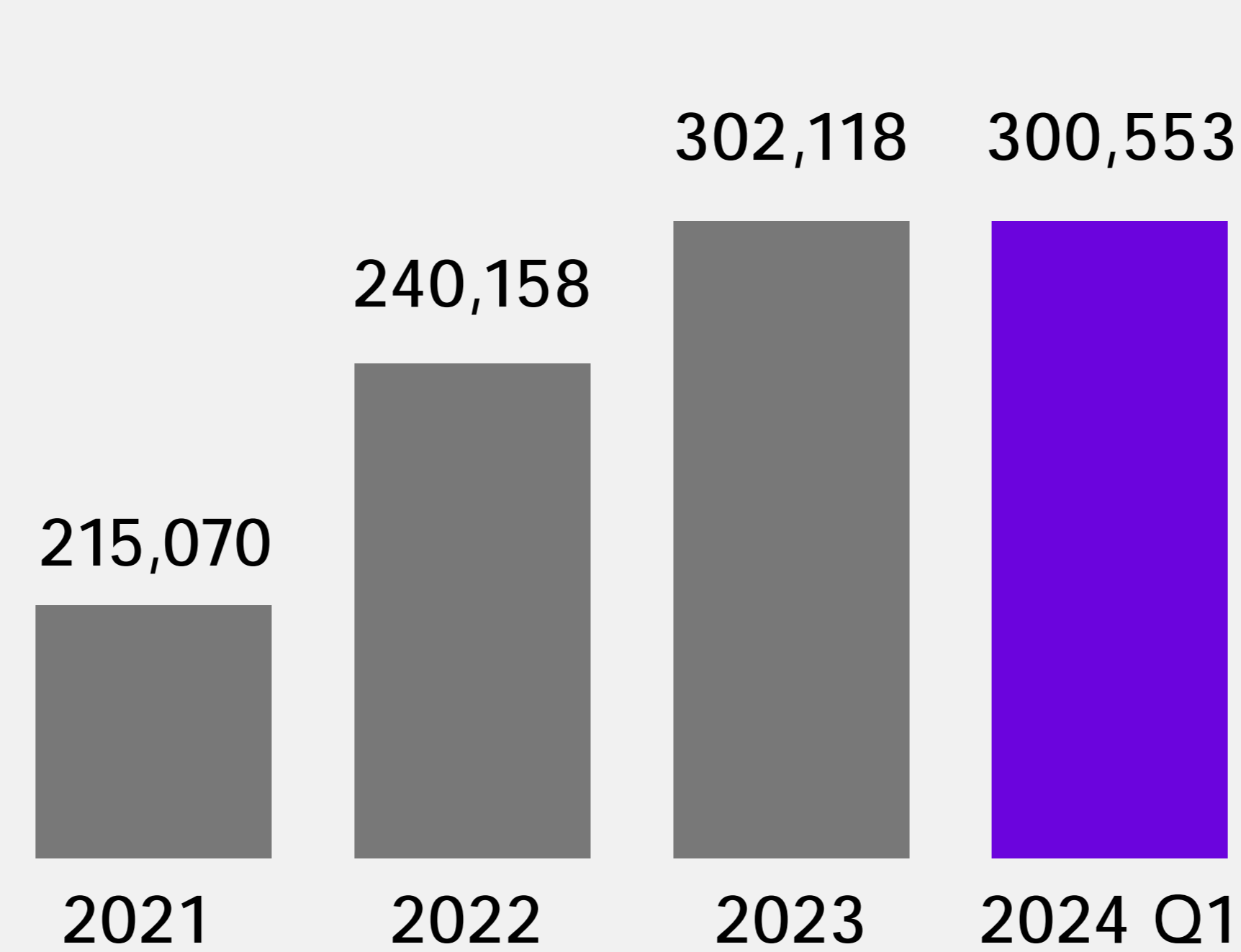
# BALANCE SHEET

During Q1 2024, Evocabank experienced a slight downturn in its balance sheet primarily attributed to the depreciation of hard currency.

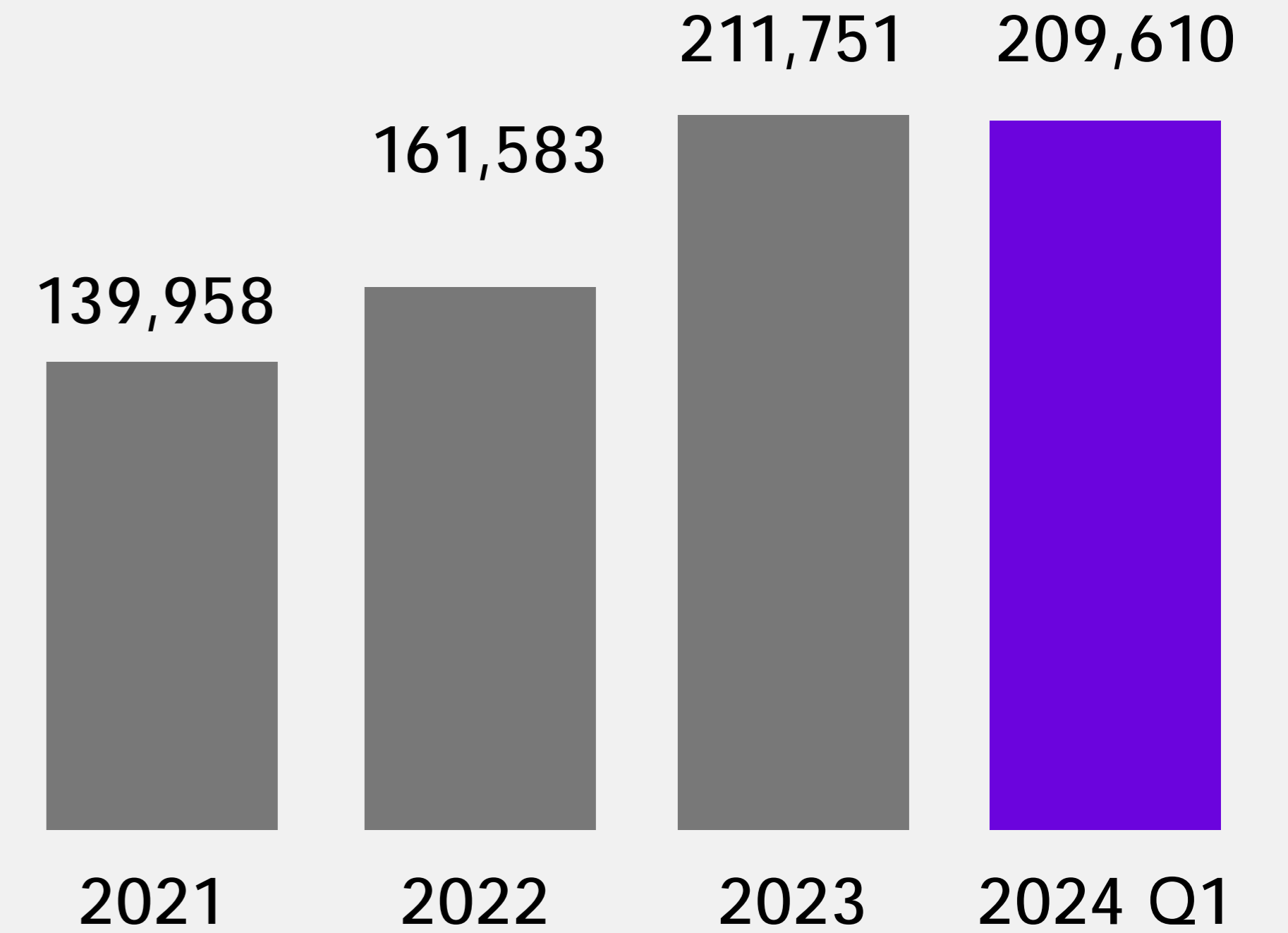
Nevertheless, equity surged by an impressive 5.9% during the first quarter.

 [Financial Statements](#)

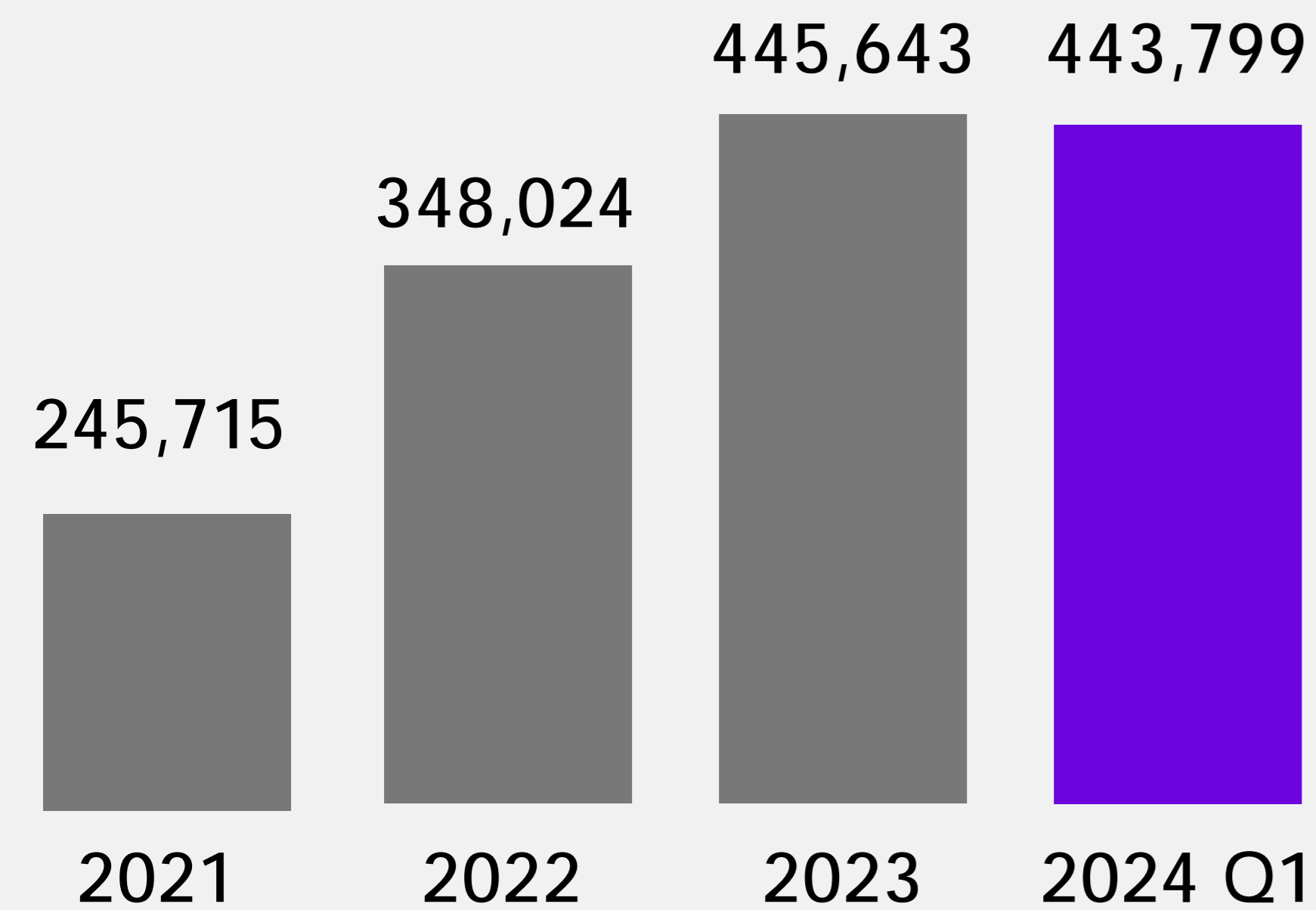
### DEPOSITS AND BONDS (MLN. AMD)



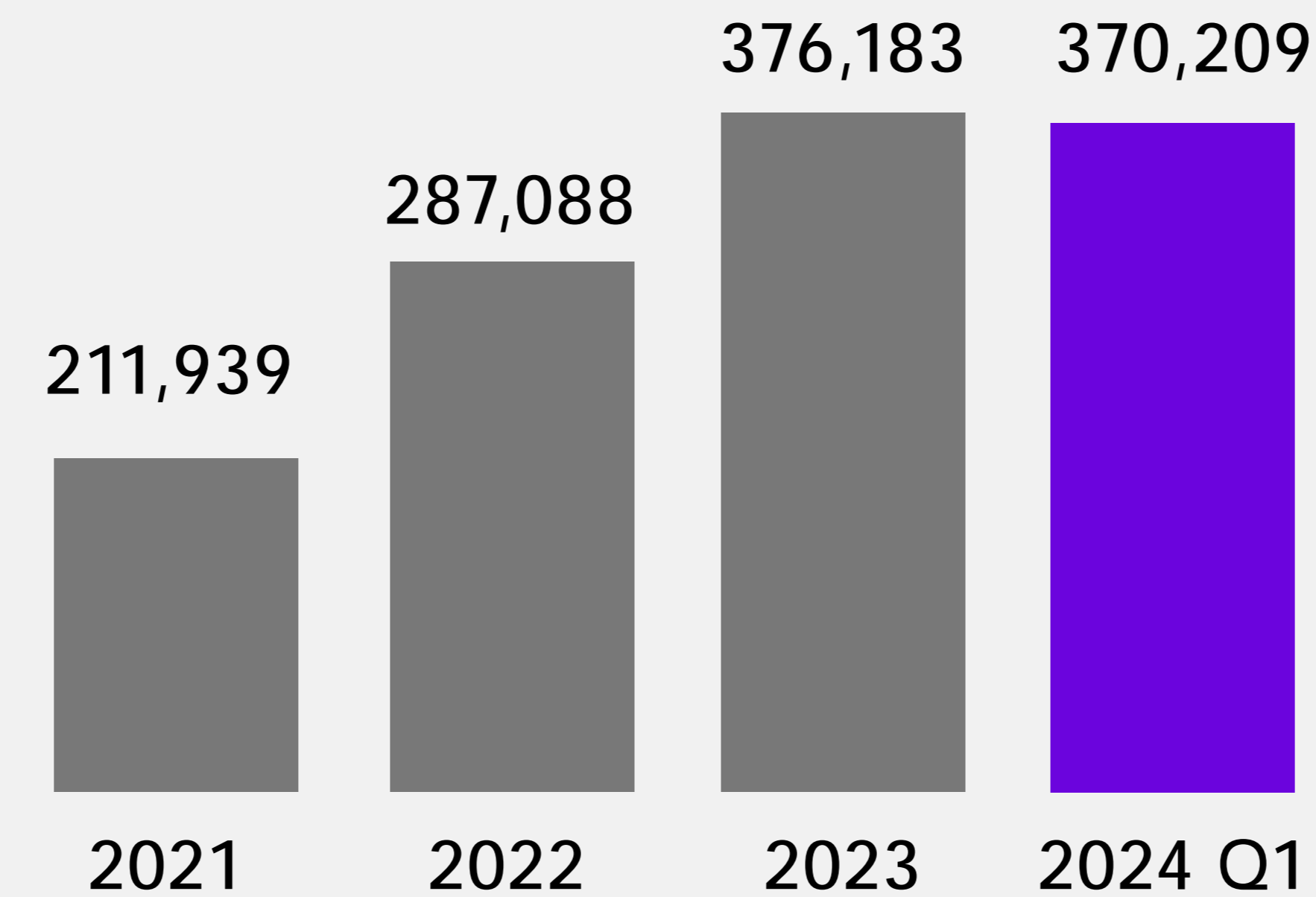
### LOANS AND ADVANCES TO CUSTOMERS (MLN. AMD)



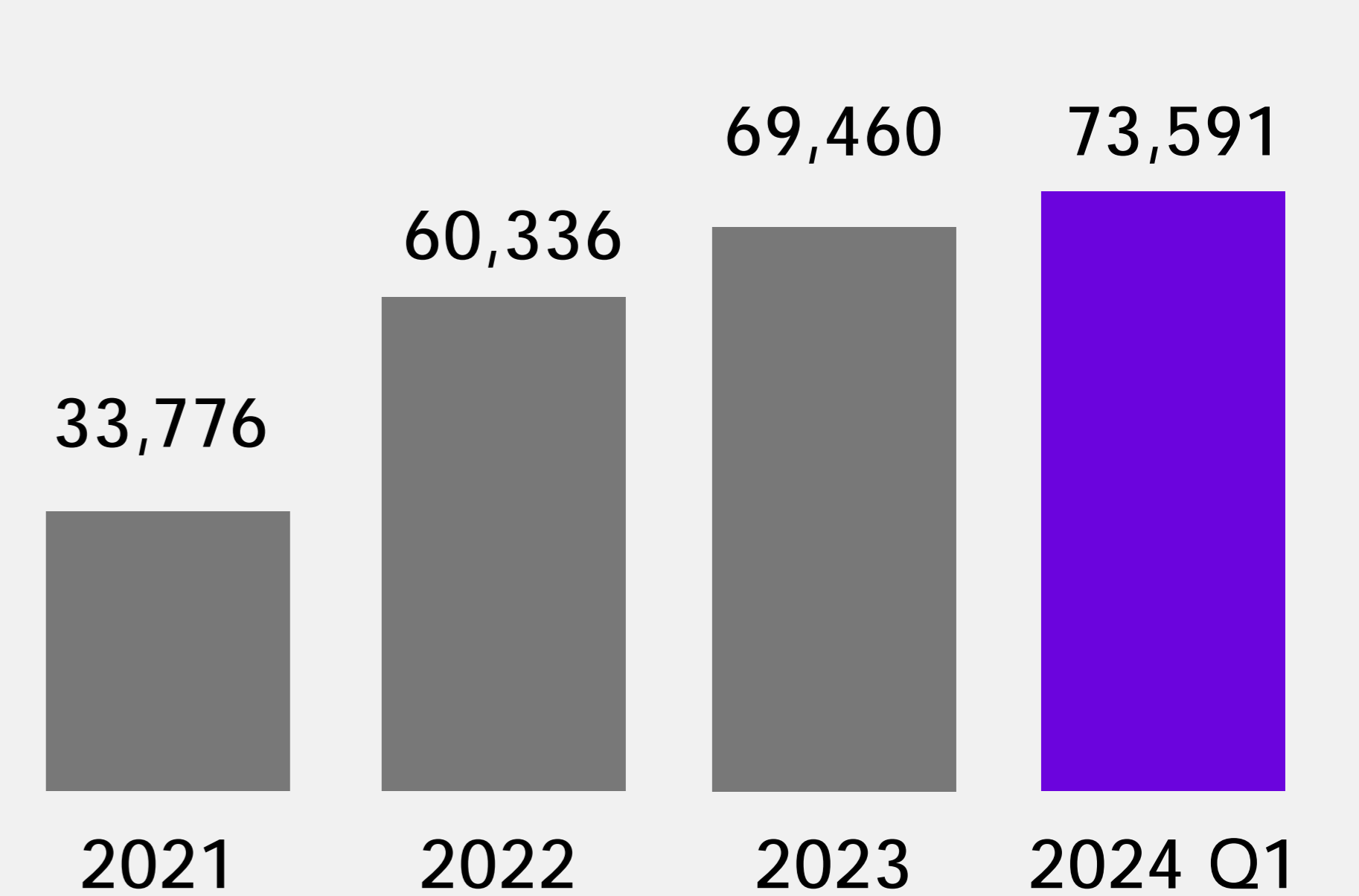
### TOTAL ASSETS (MLN. AMD)



### TOTAL LIABILITIES (MLN. AMD)



### EQUITY (MLN. AMD)



# CREDIT PORTFOLIO

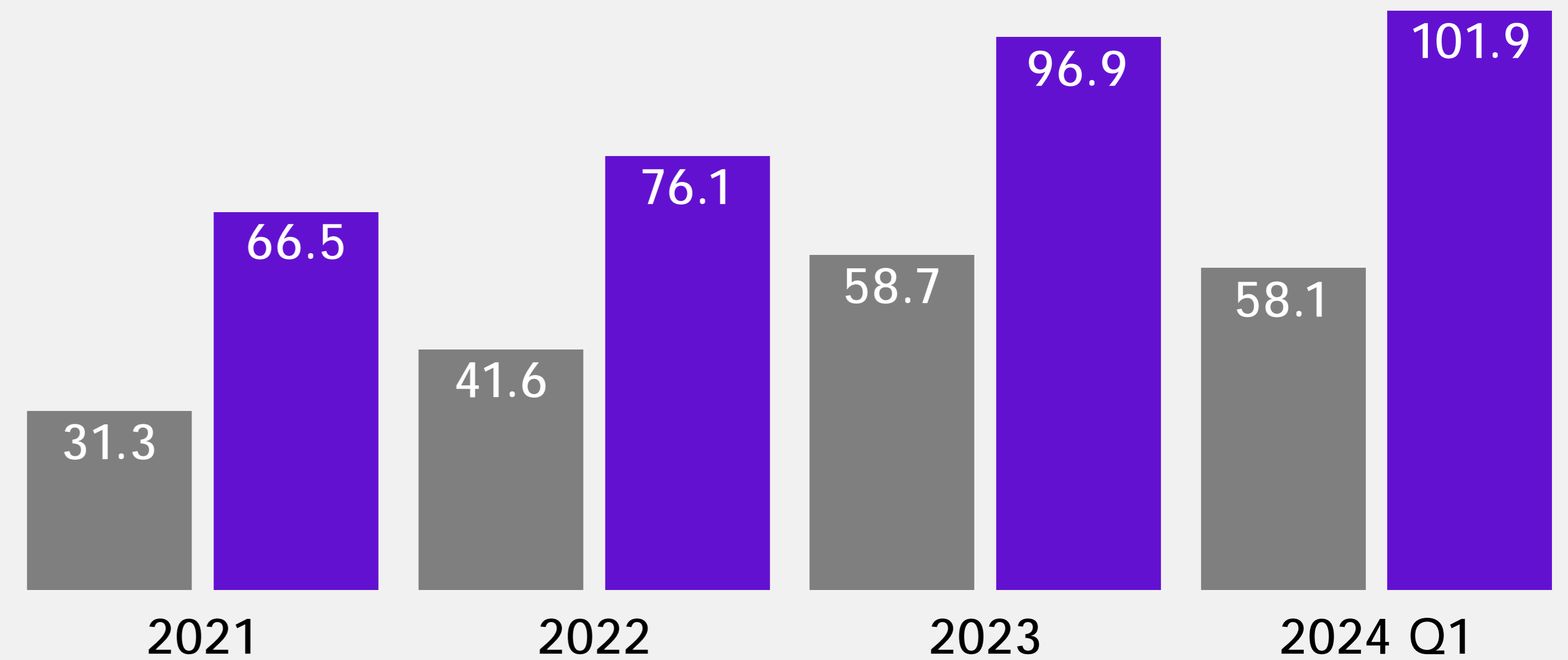
In Q1 2024, Evocabank demonstrated a retail loan portfolio.

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

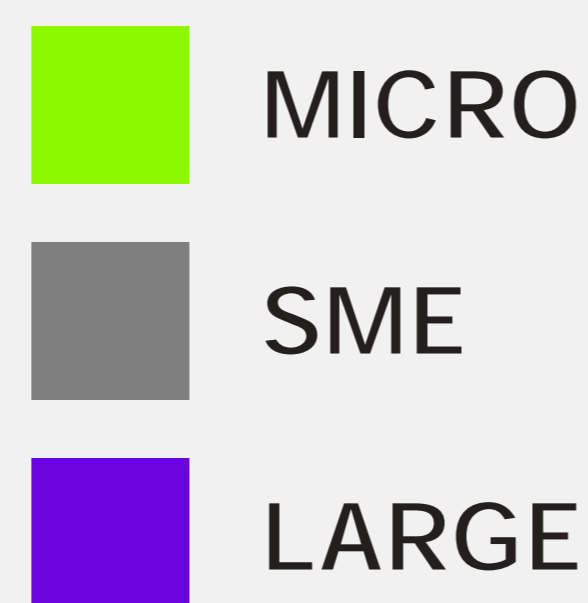
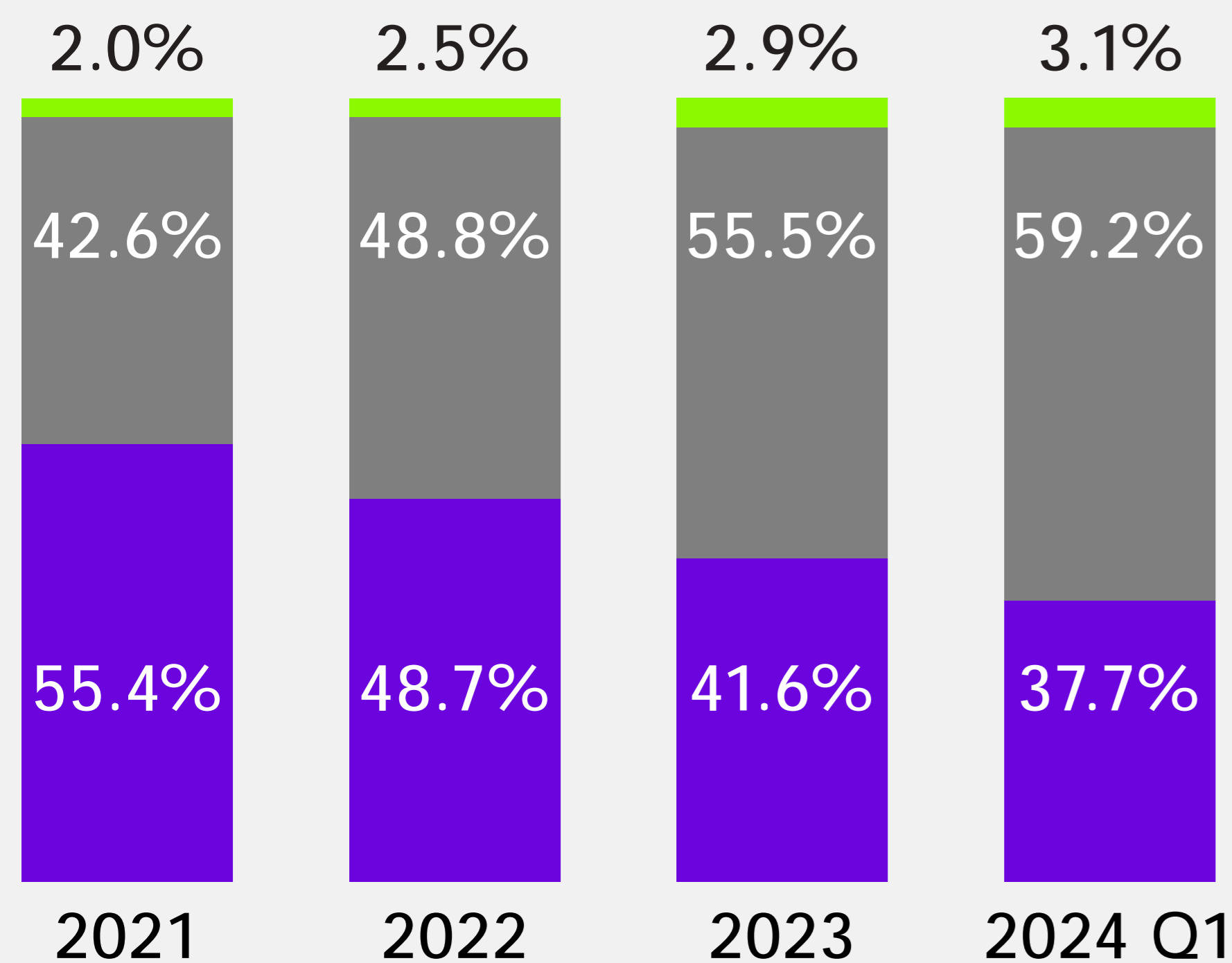
 [Financial Statements](#)



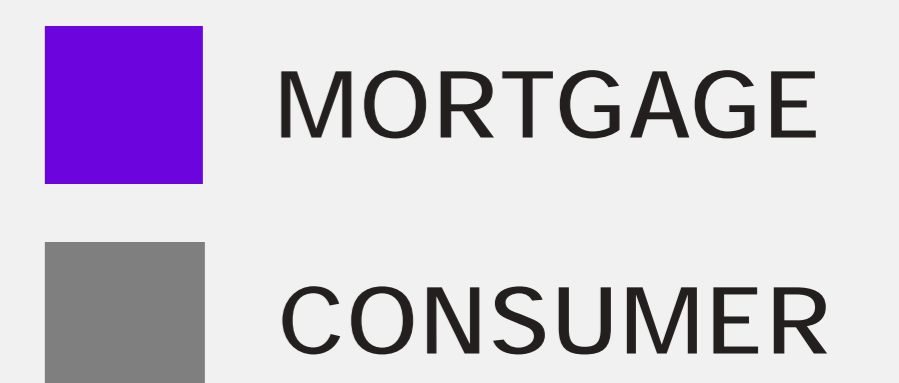
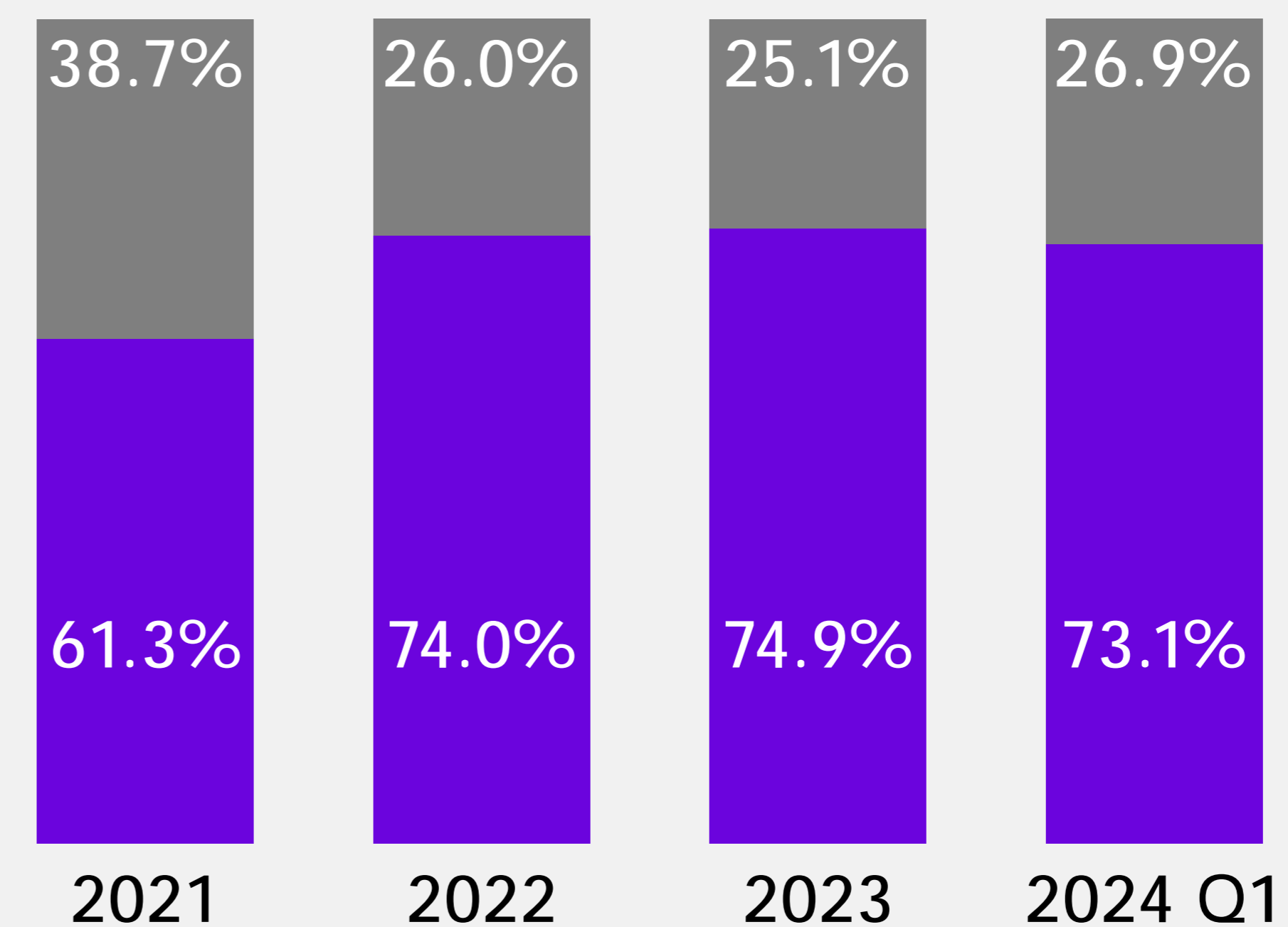
SME & RETAIL LOAN PORTFOLIO (BLN AMD)



CORPORATE LOAN PORTFOLIO STRUCTURE

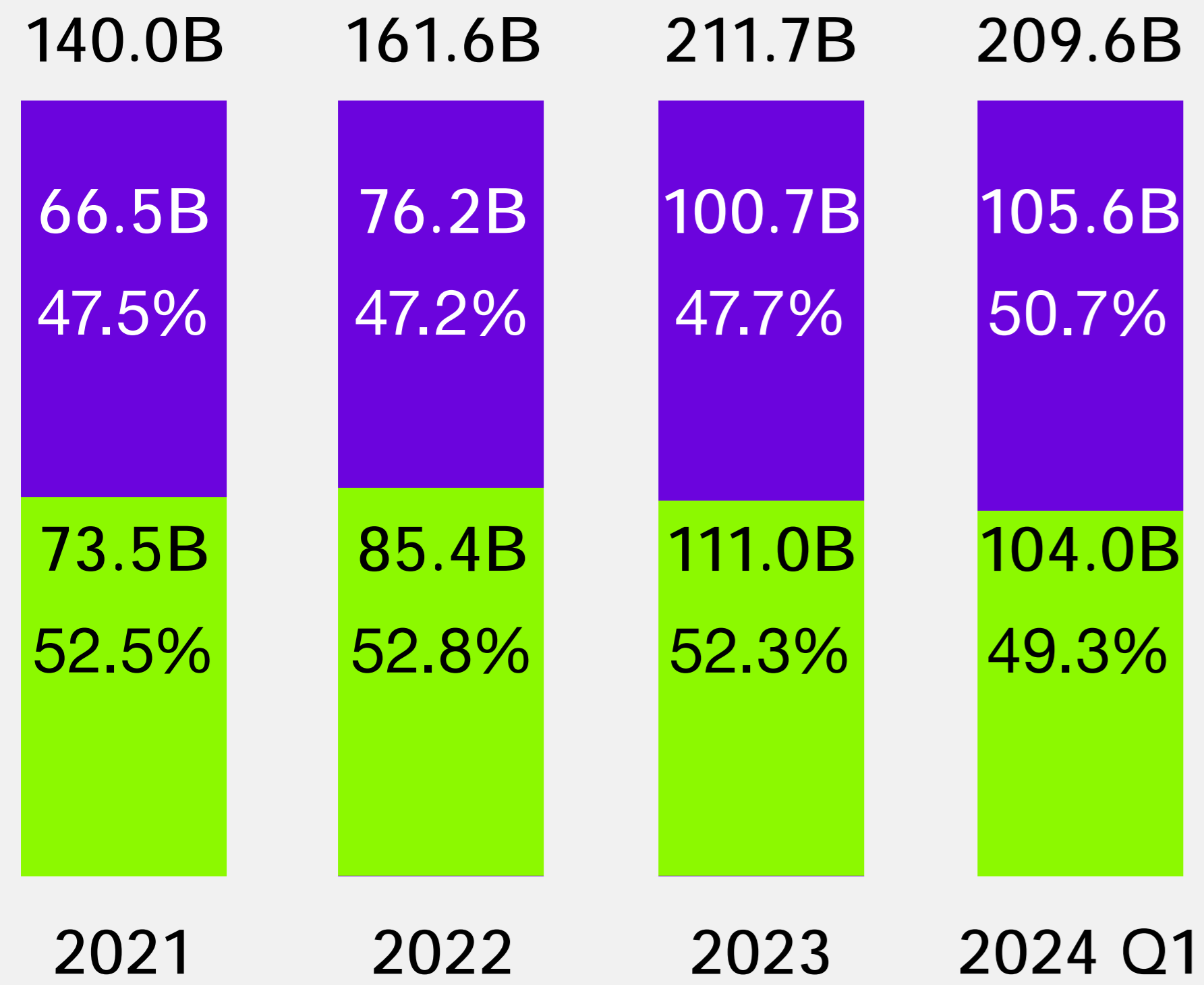


RETAIL LOAN PORTFOLIO STRUCTURE

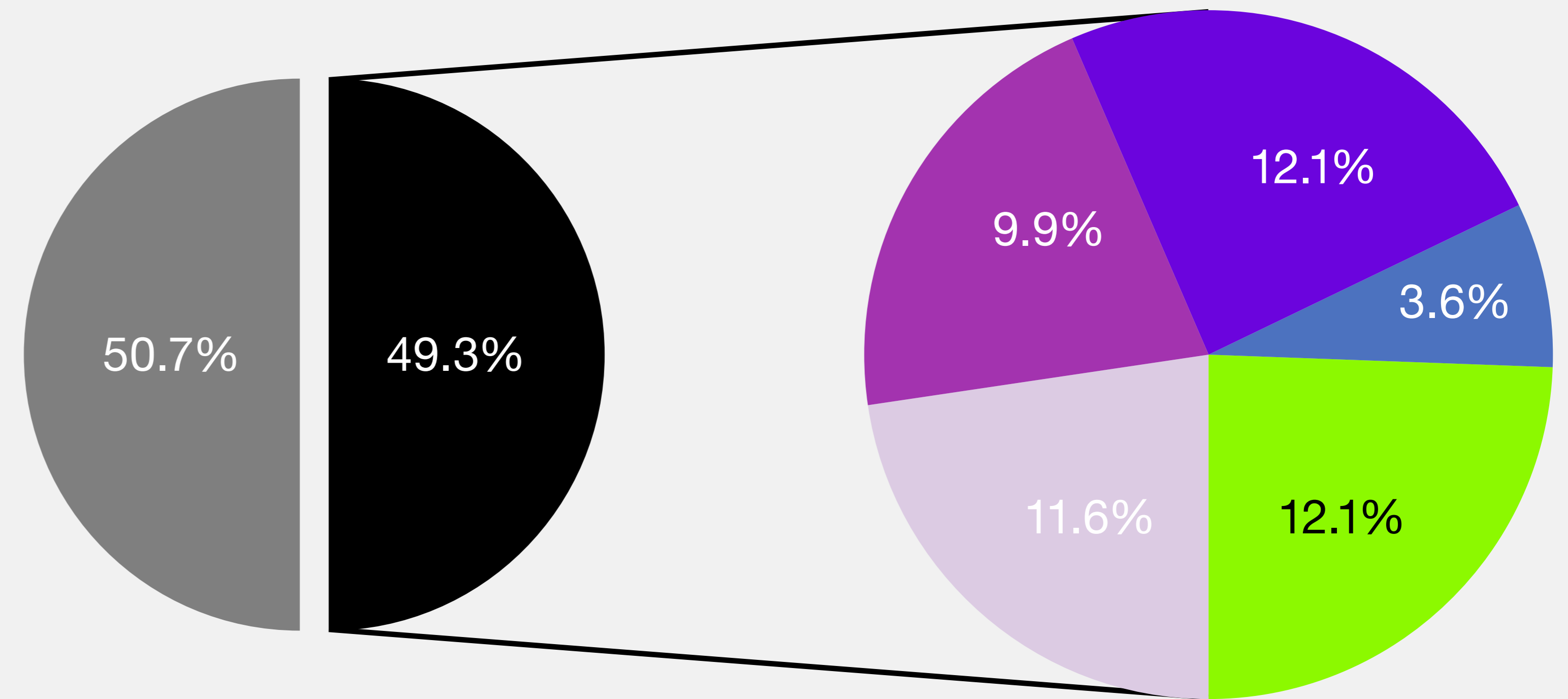


# CREDIT PORTFOLIO

SHARE IN TOTAL LOAN PORTFOLIO (AMD,%)



LOAN PORTFOLIO STRUCTURE BY SECTOR








# FUNDING STRUCTURE

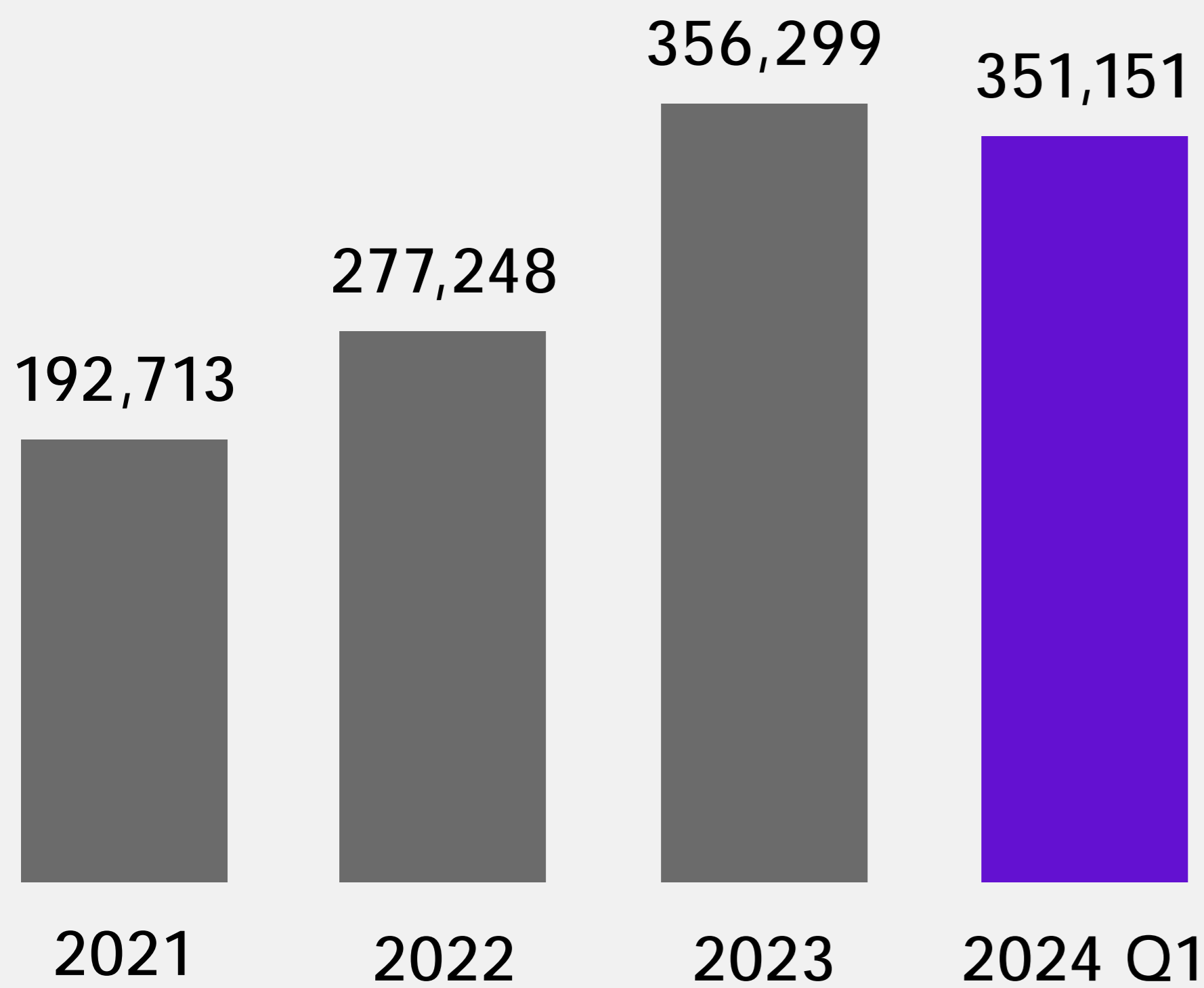
Evocabank strategically expands its funding channels by collaborating with financial institutions, including International Financial Institutions. In parallel, Evocabank introduces products like deposits and corporate bonds, featuring favorable terms.

This strategic initiative highlights the bank's dedication to strengthening its funding base, ensuring a steady and lasting source of funds to support its future growth.

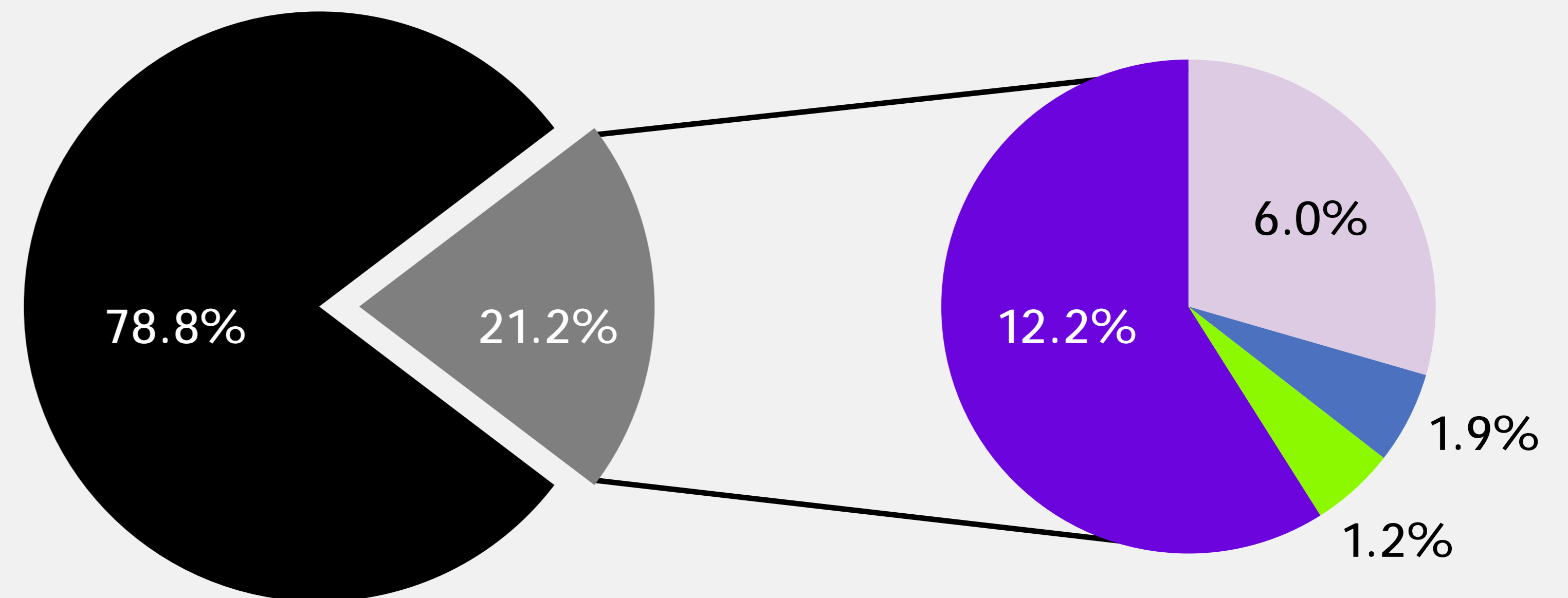
 [Financial Statements](#)

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

TOTAL FUNDING (MLN. AMD)

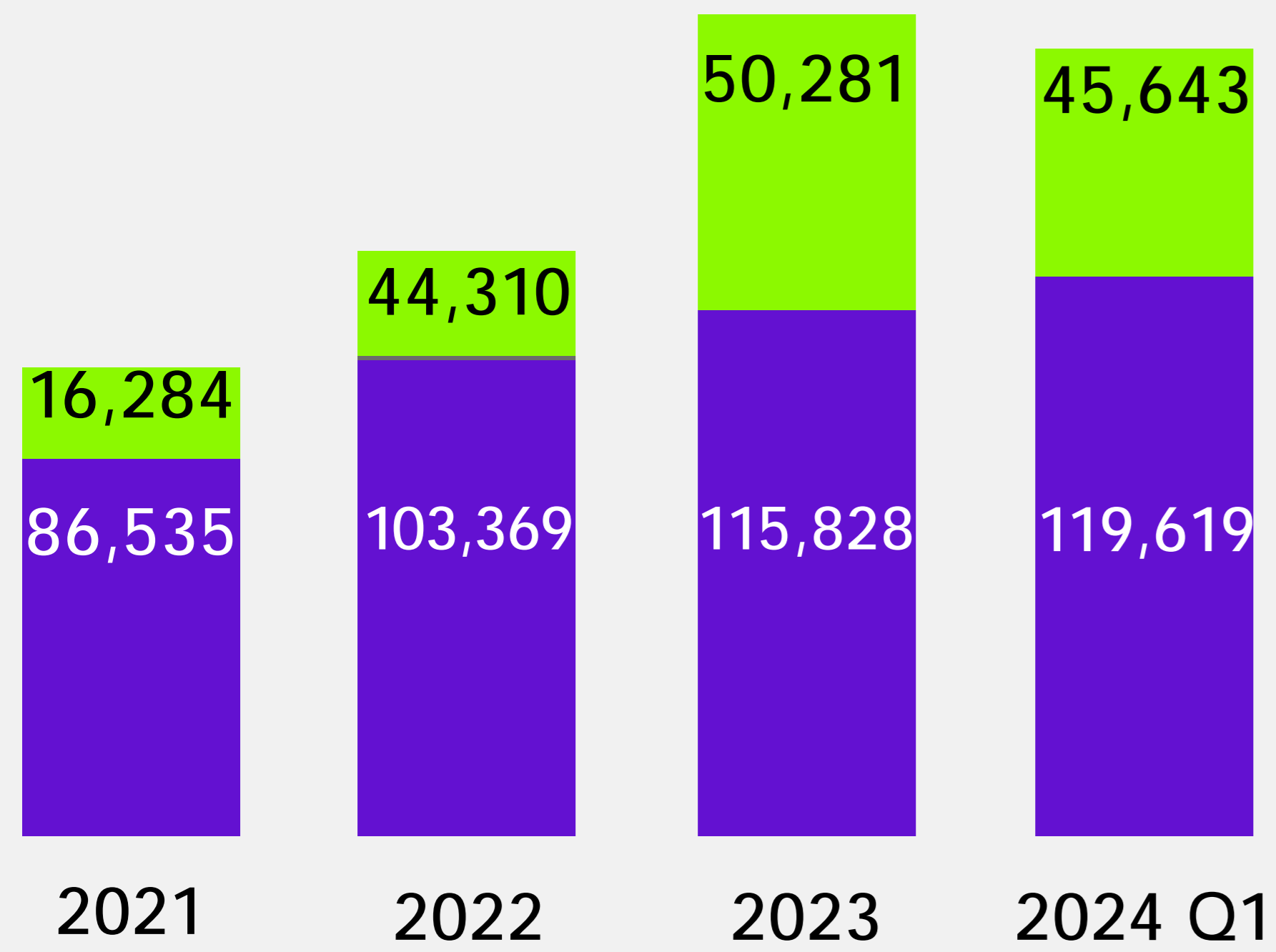


FUNDING STRUCTURE 2024 Q1

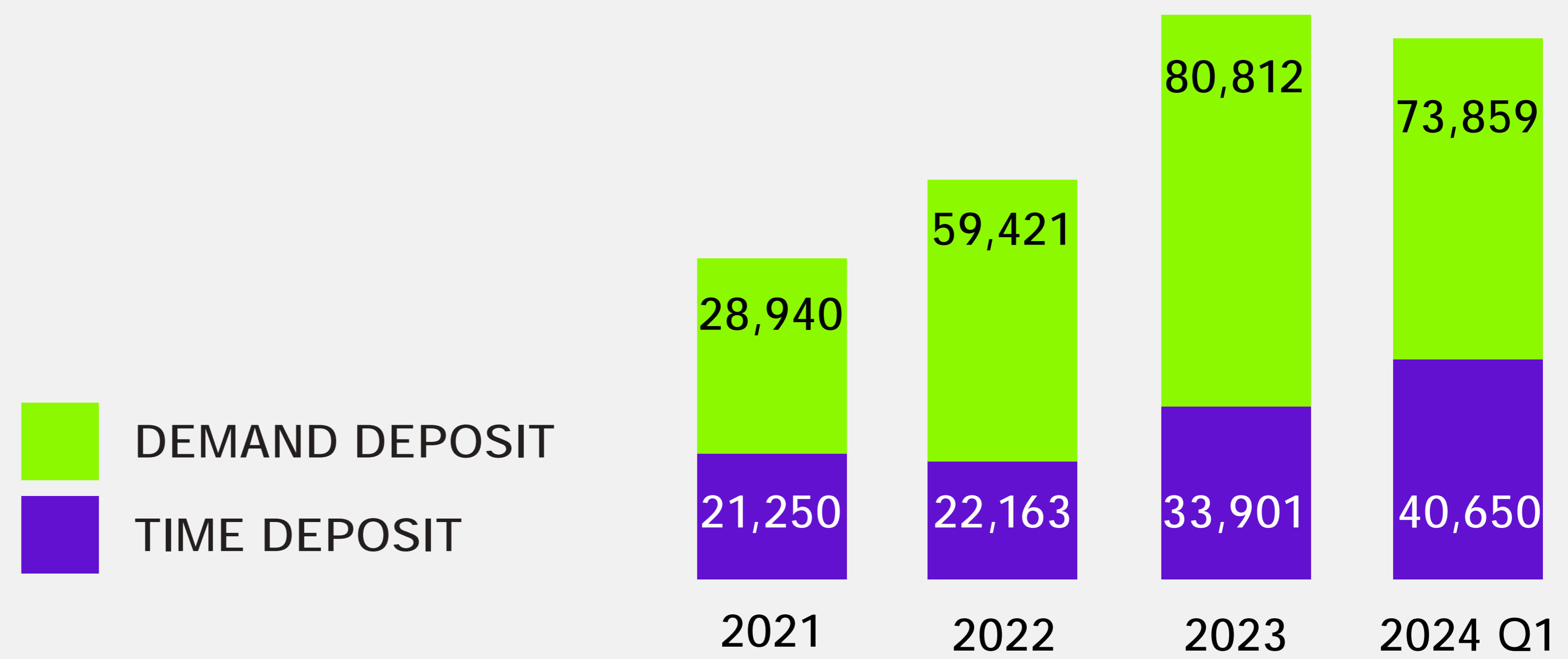


# FUNDING STRUCTURE

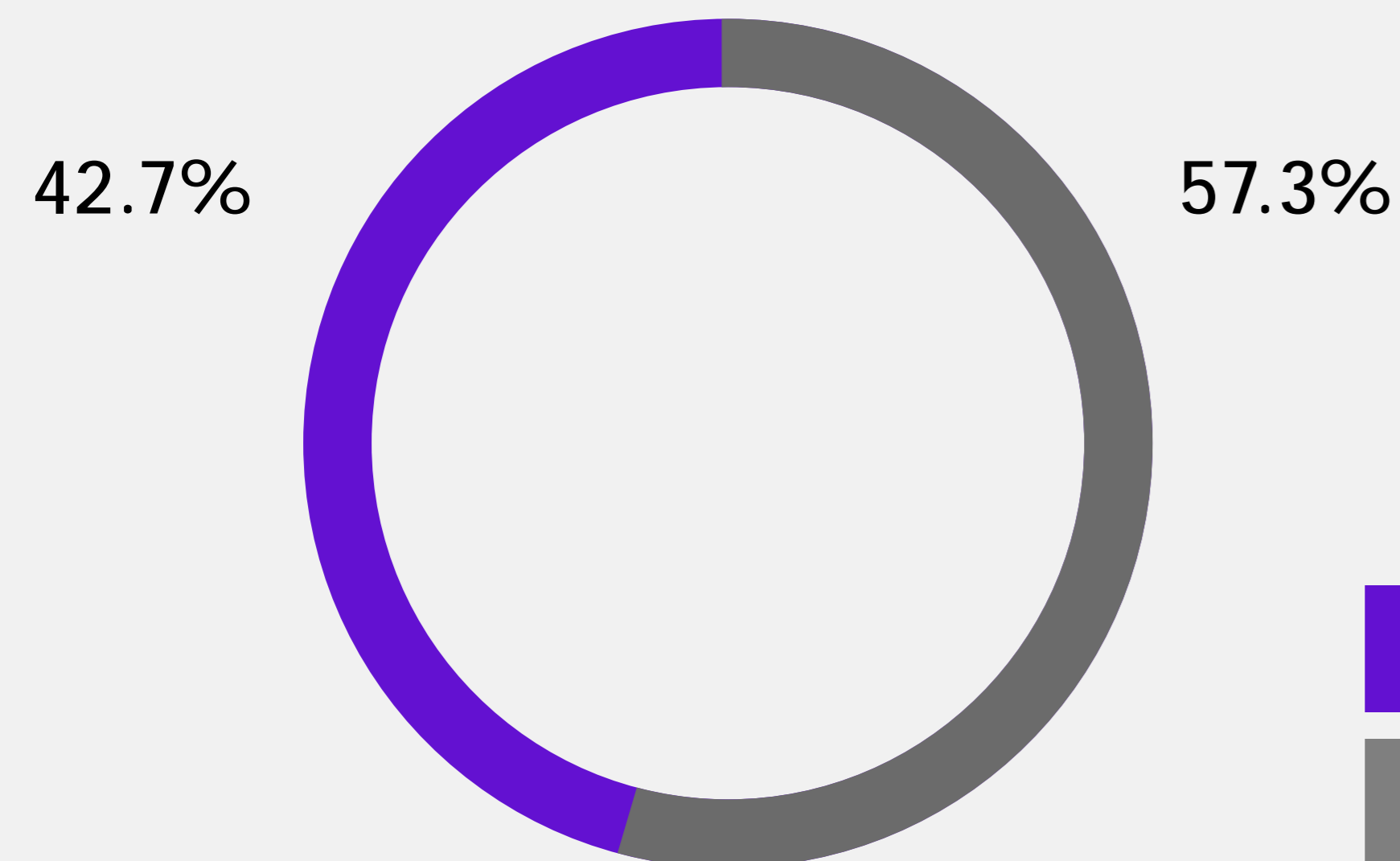
RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



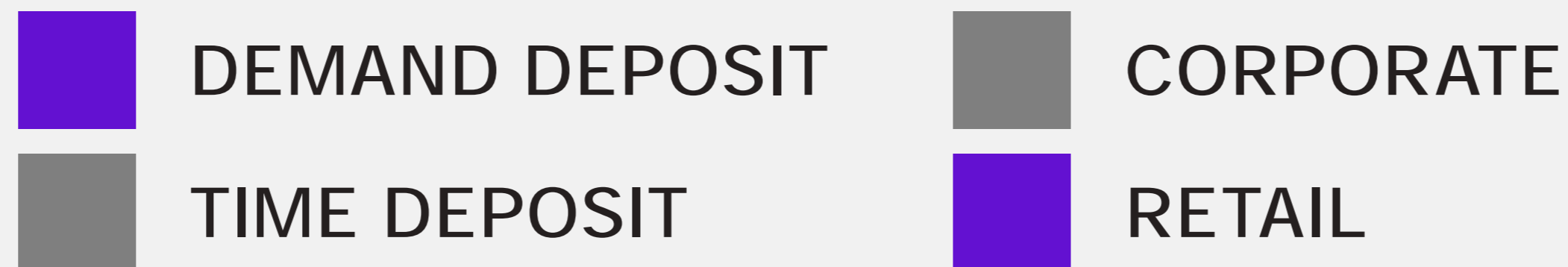
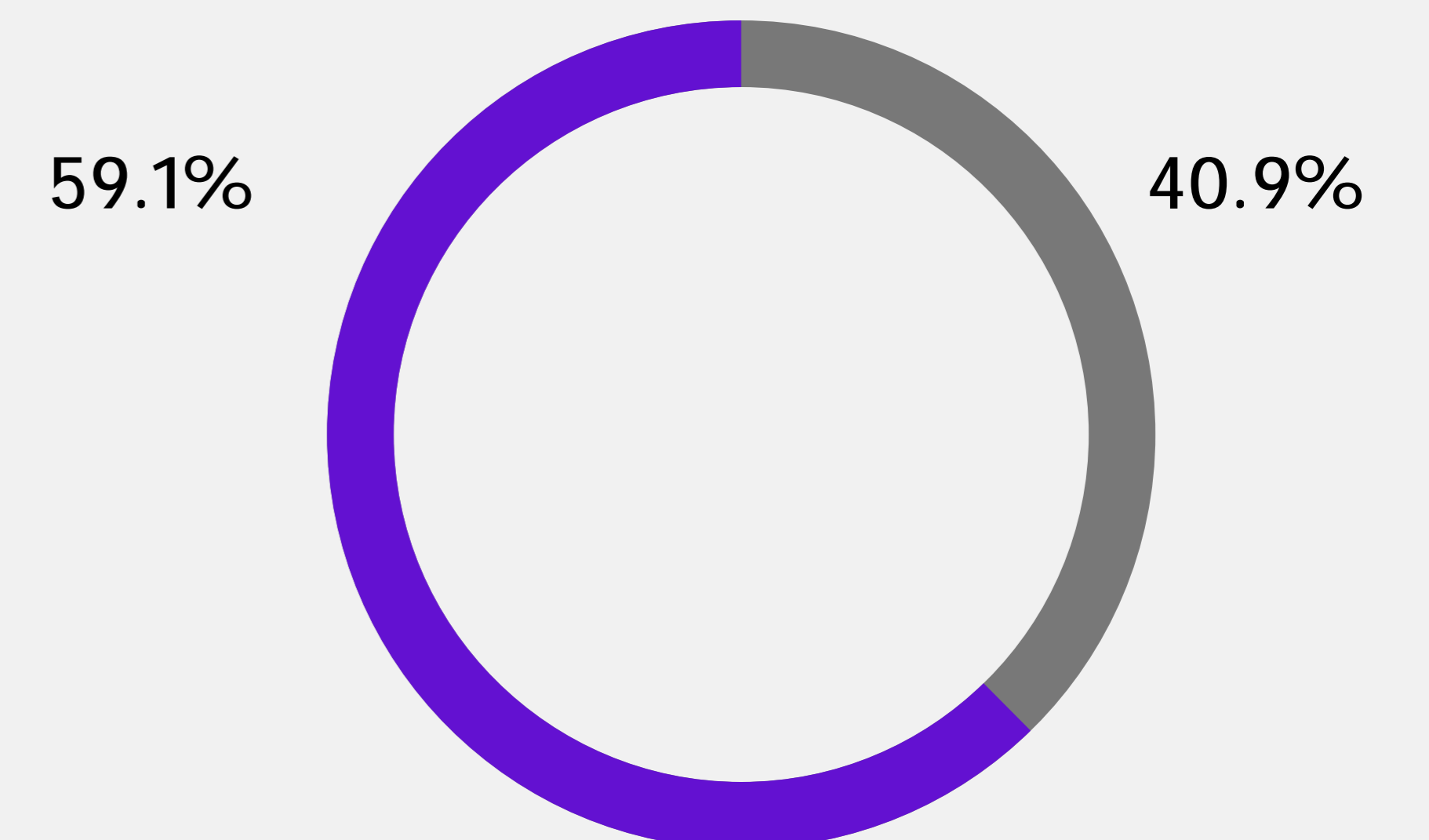
CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



AMOUNT DUE TO CUSTOMER STRUCTURE

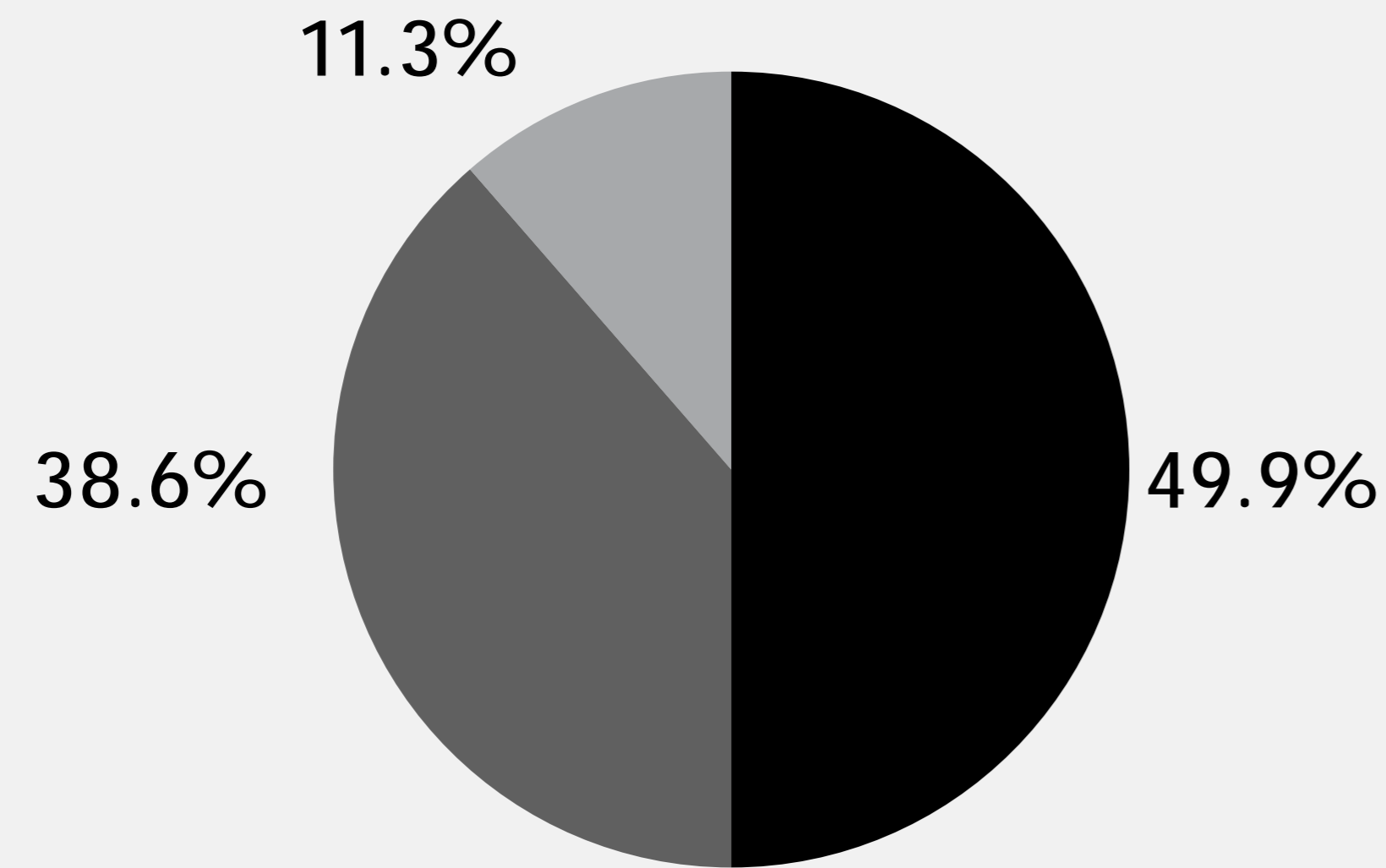


SHARE IN TOTAL DEPOSIT PORTFOLIO

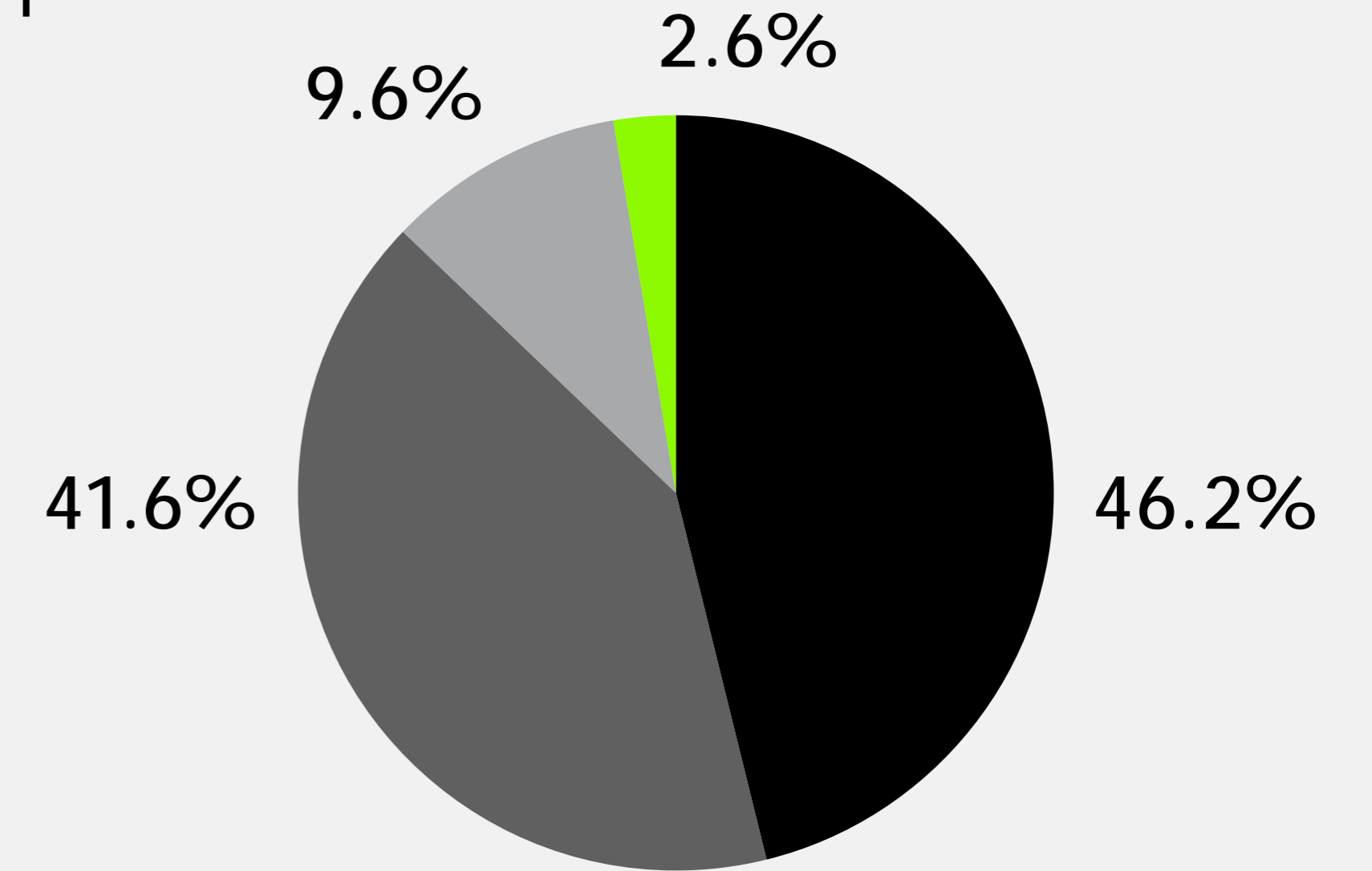


# CURRENCY EXPOSURE

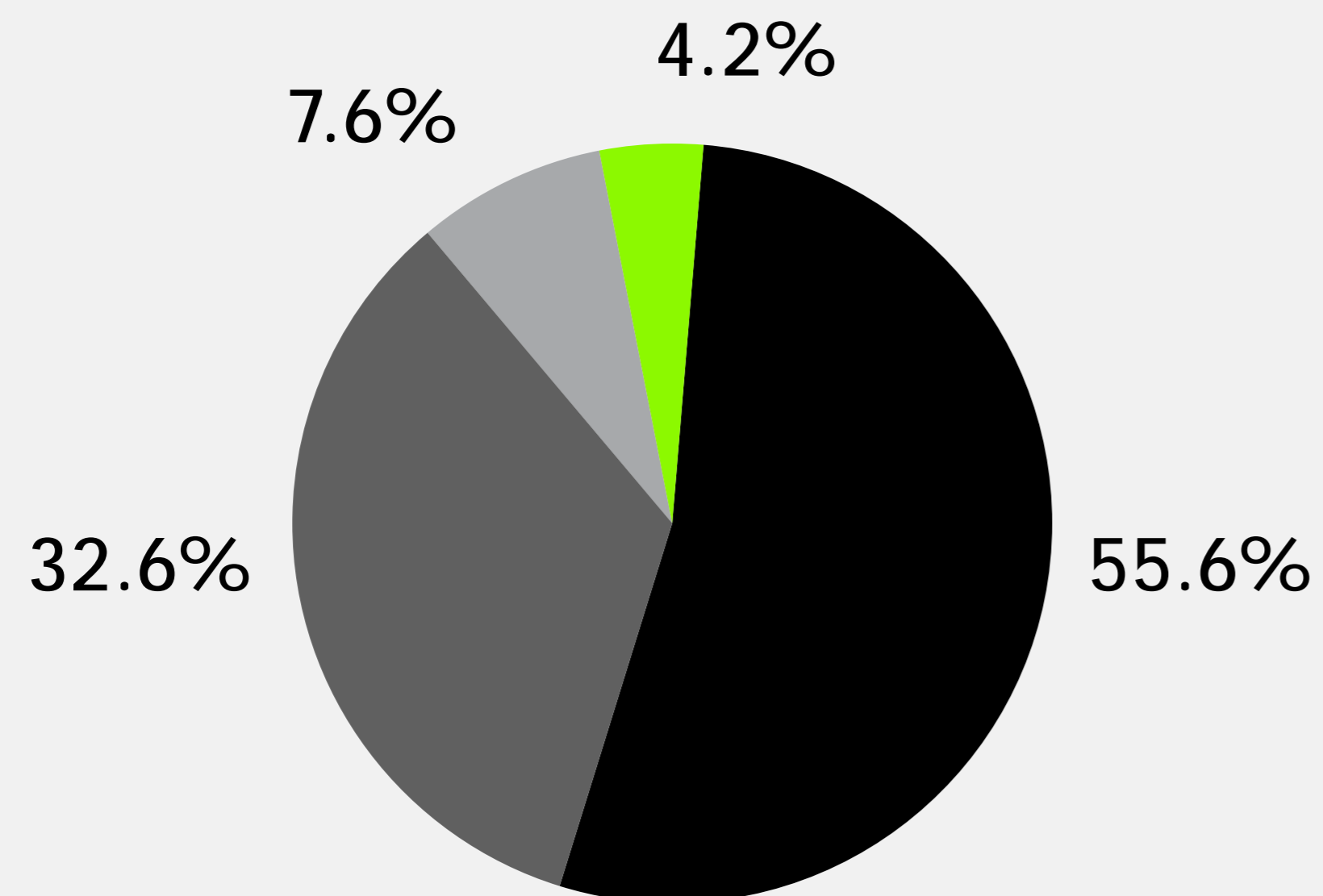
CURRENCY STRUCTURE OF LOAN PORTFOLIO  
2024 Q1



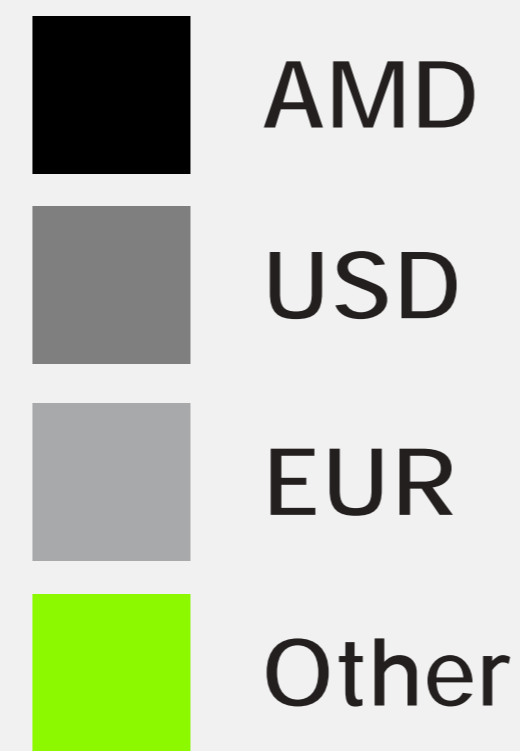
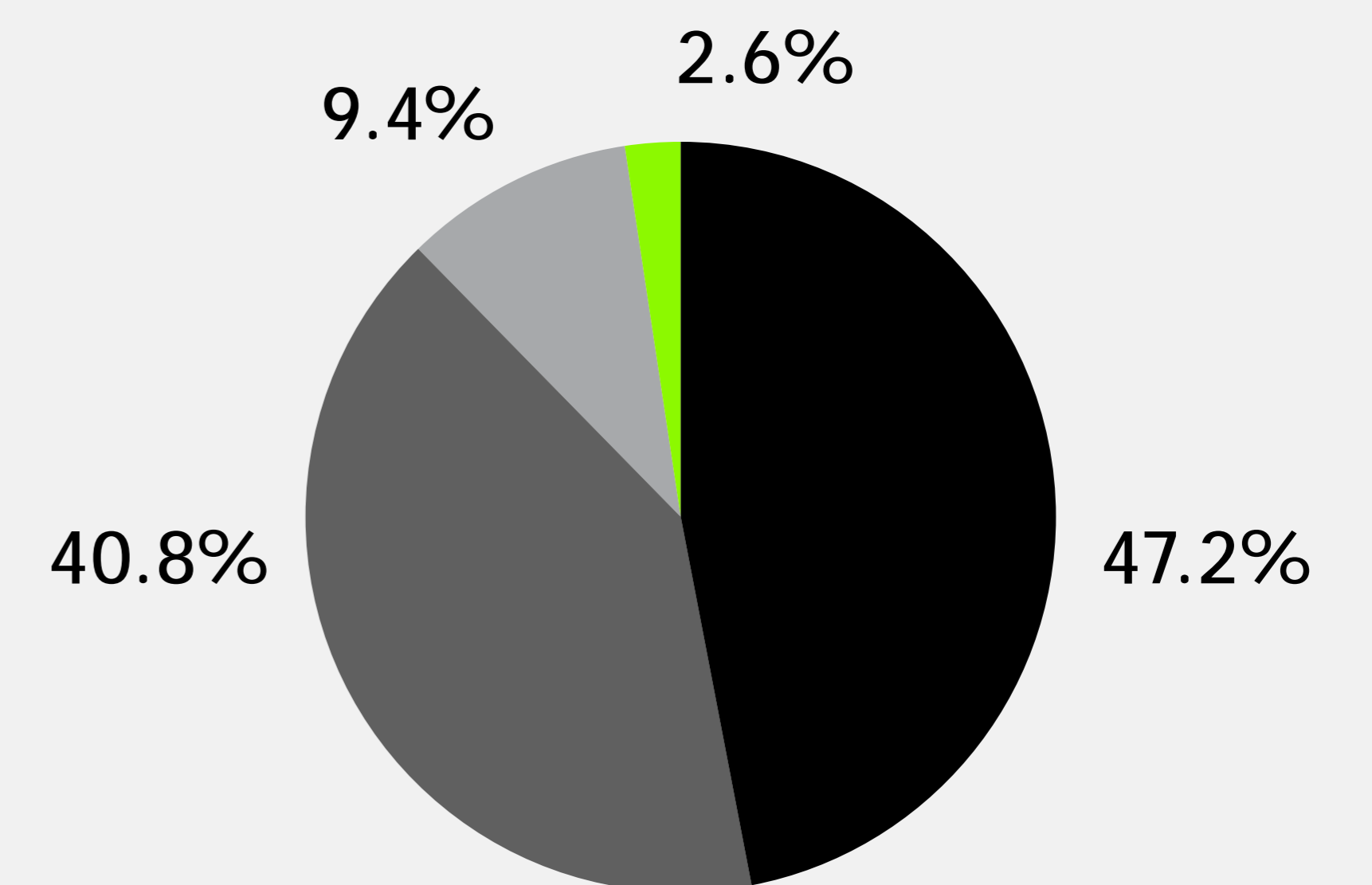
CURRENCY STRUCTURE OF DEPOSIT PORTFOLIO  
2024 Q1



CURRENCY STRUCTURE OF ASSETS  
2024 Q1



CURRENCY STRUCTURE OF LIABILITIES  
2024 Q1



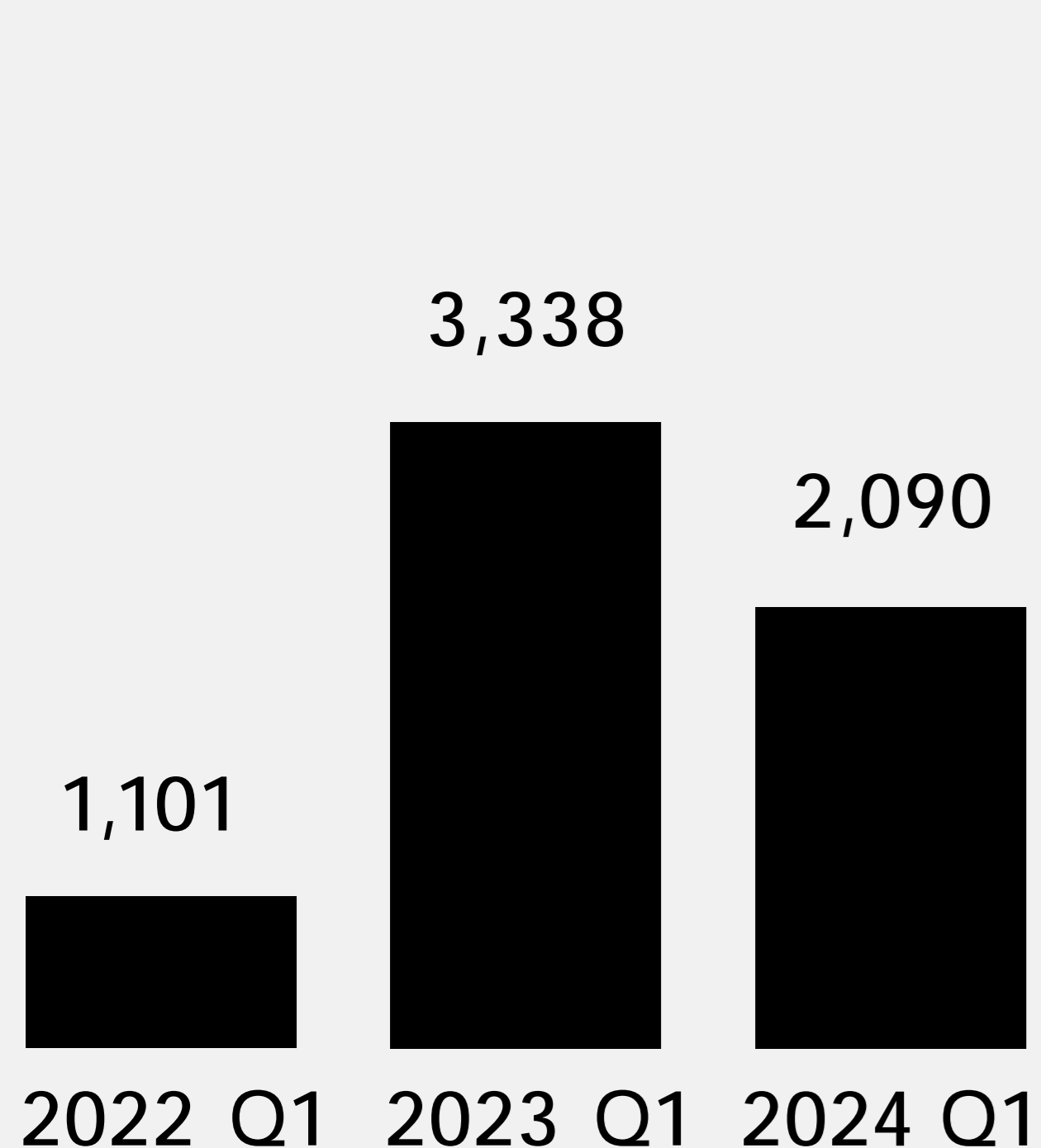


# INCOME STATEMENT INDICATORS

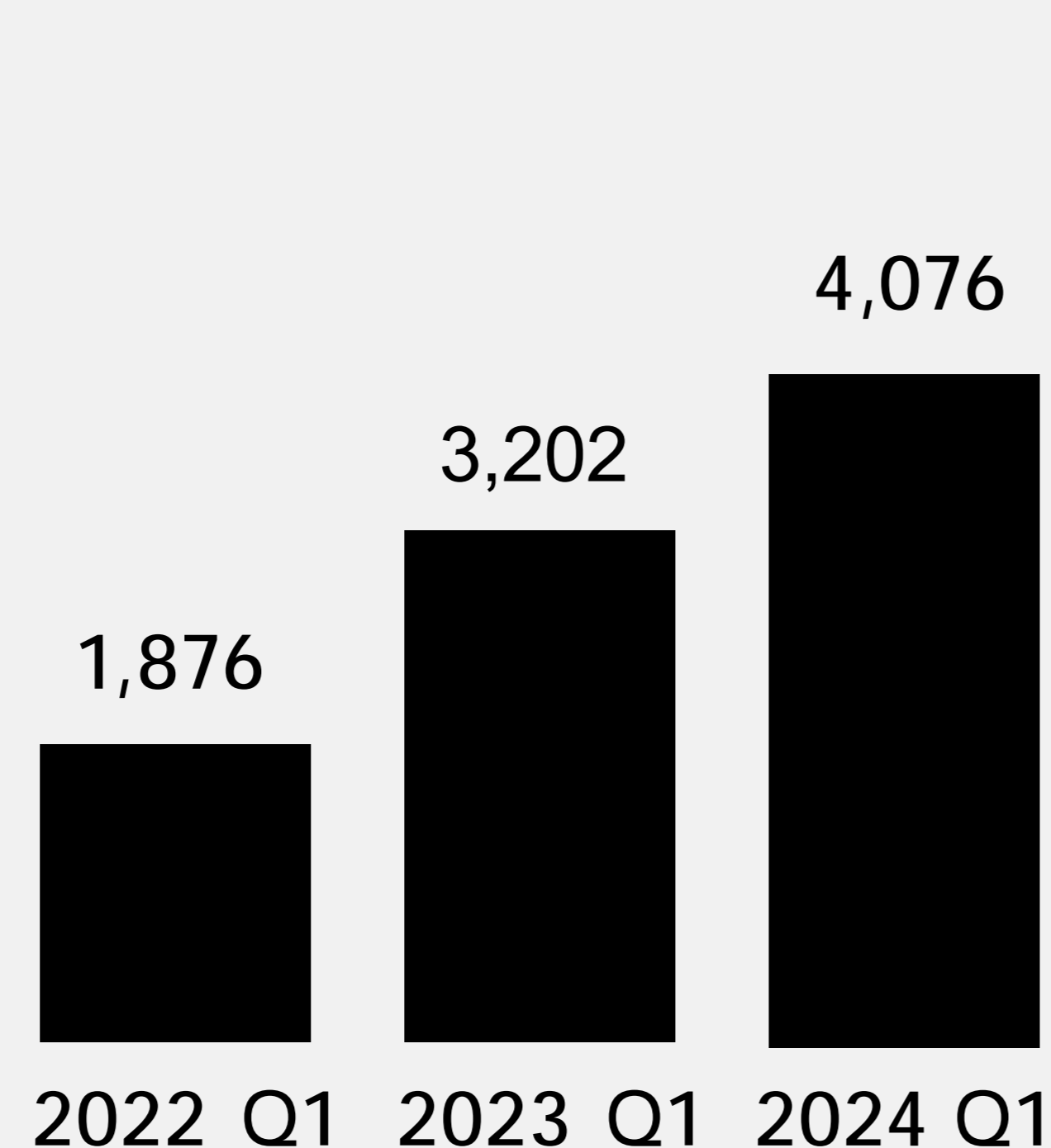
In the first quarter of 2024, our net interest income more than doubled compared to the same period in 2023, driven by the expansion of our loan portfolio.

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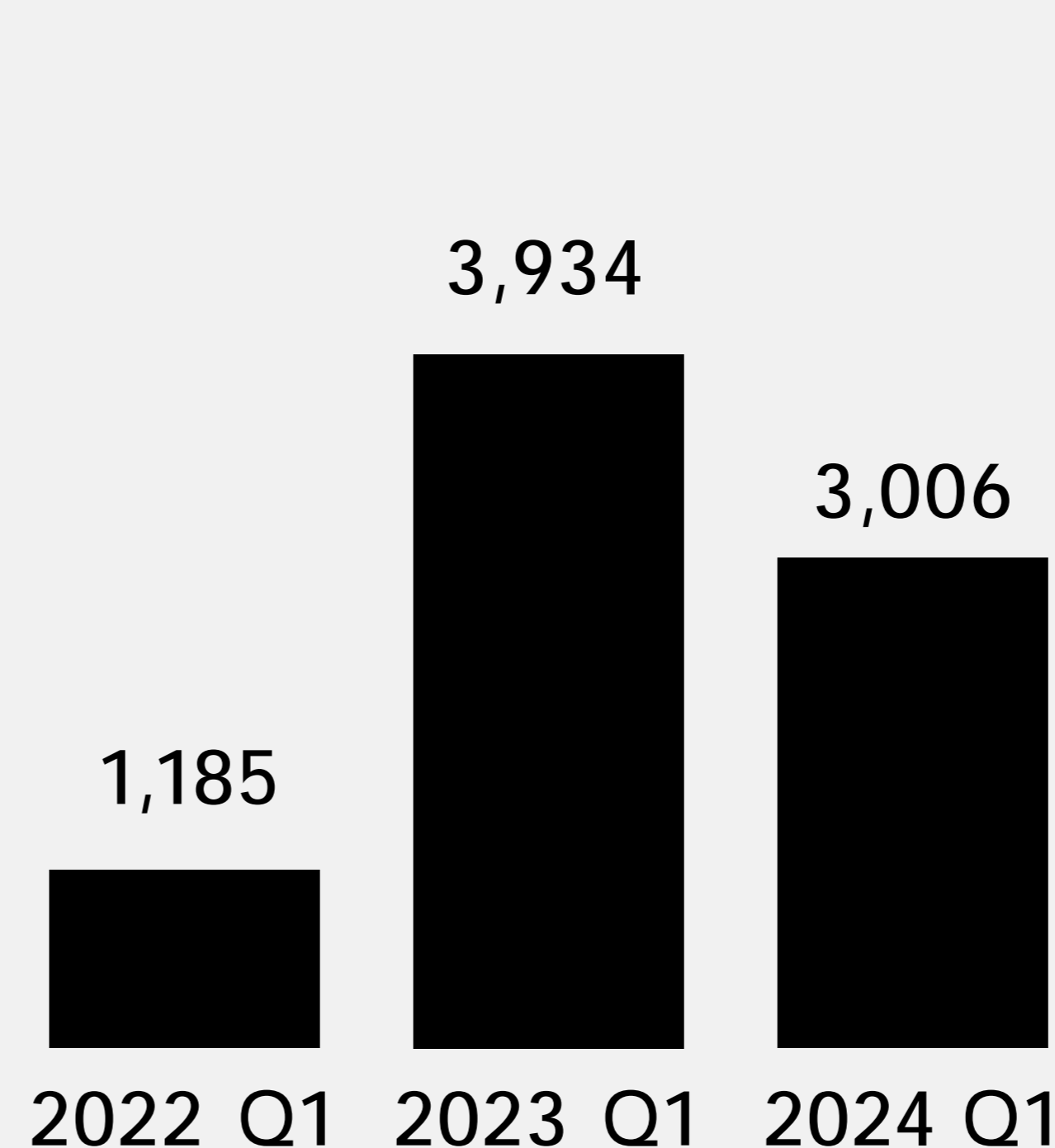
NET NON-INTEREST INCOME (MLN. AMD)



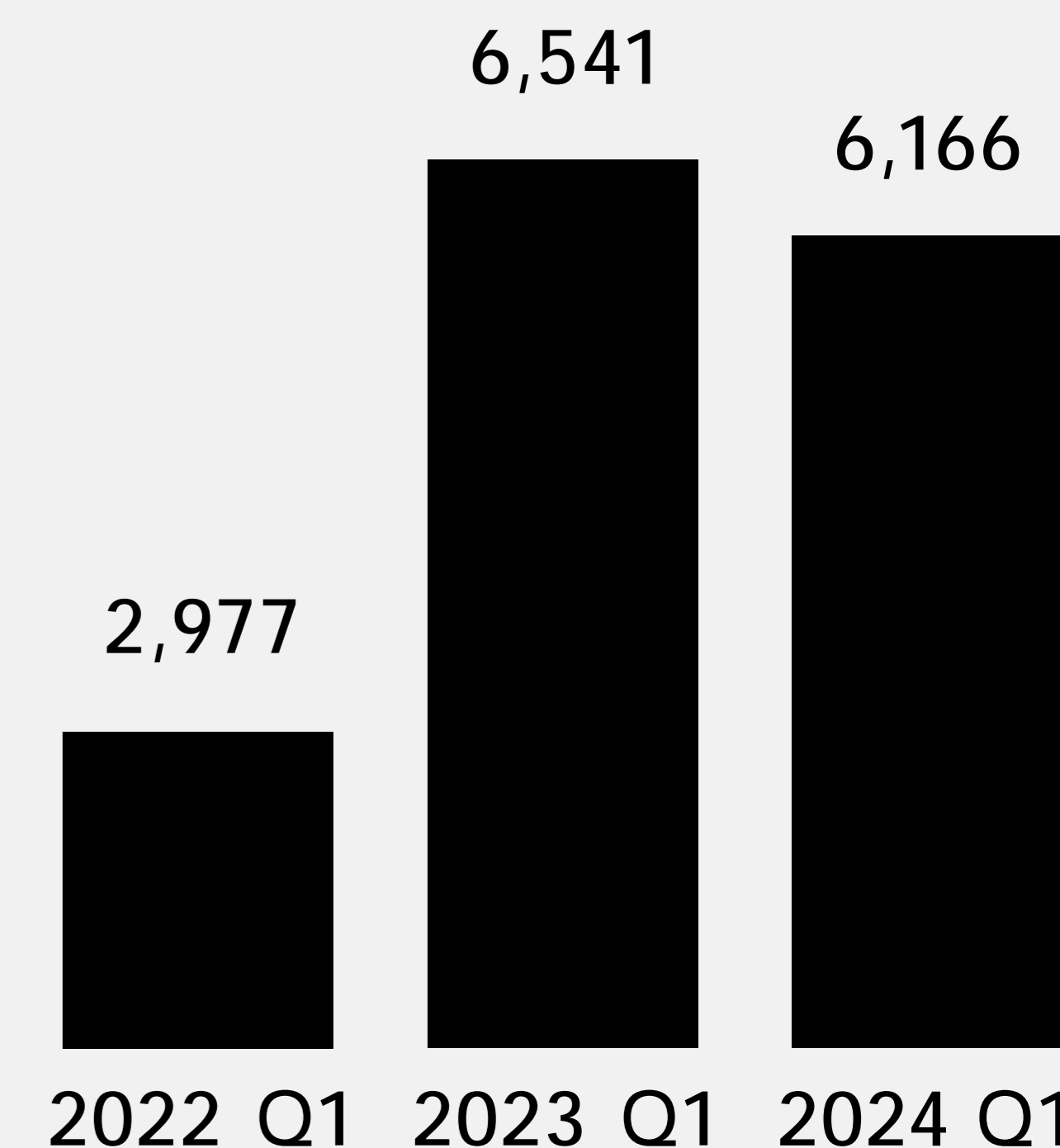
NET INTEREST INCOME (MLN. AMD)



NET PROFIT (MLN. AMD)



OPERATING INCOME (MLN. AMD)

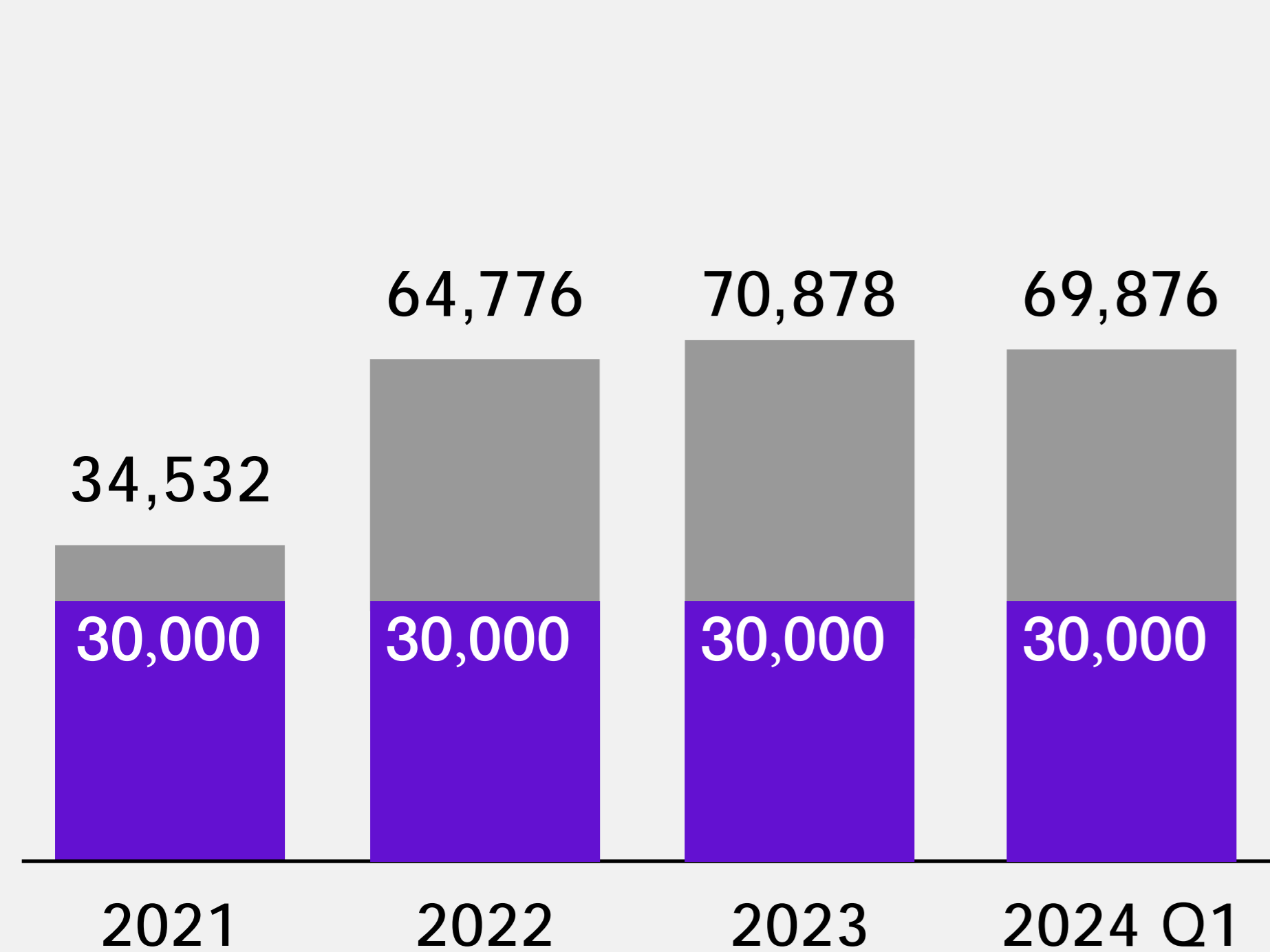


# OBLIGATORY STANDARDS OF THE CENTRAL BANK

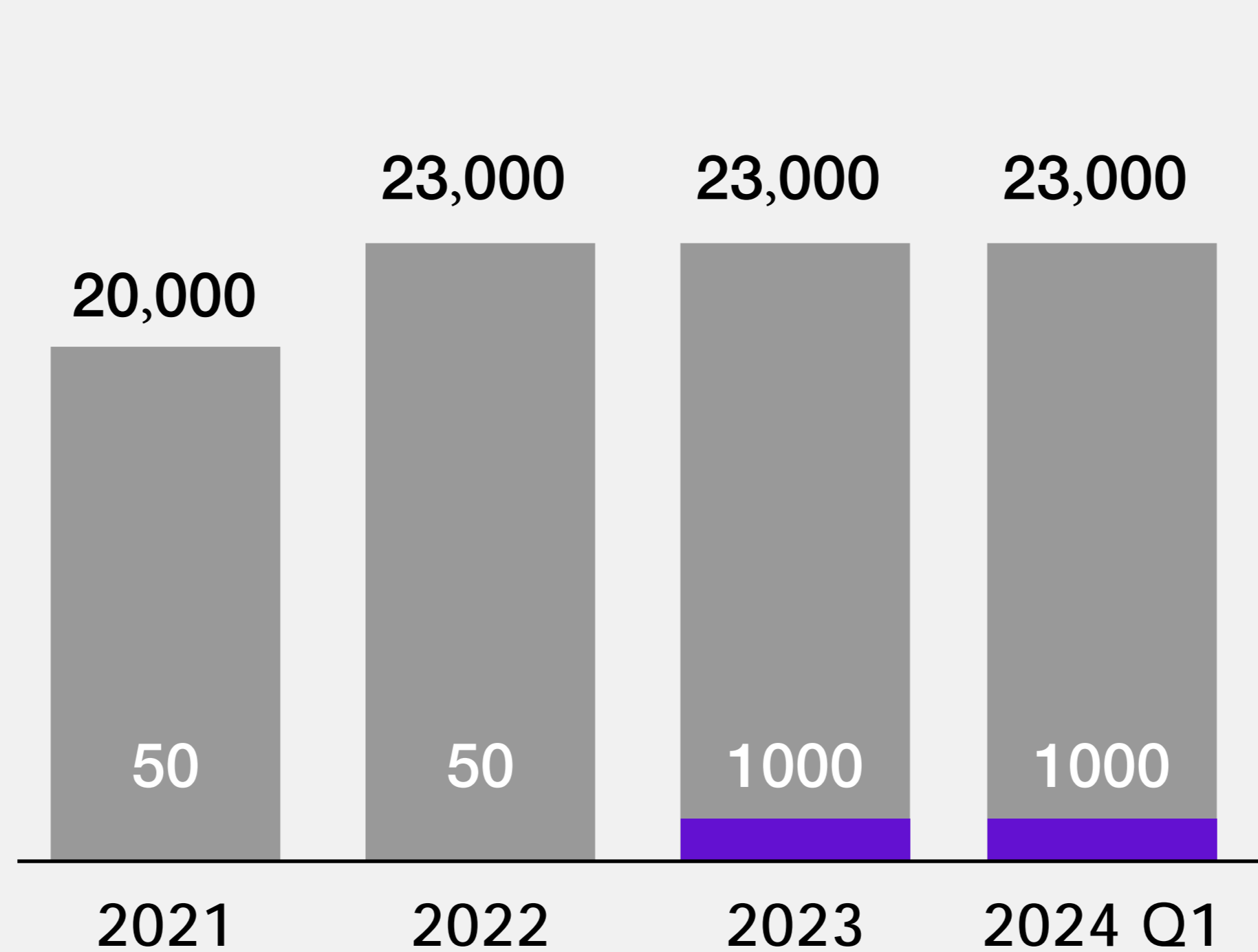
In the first quarter of 2024, Evocabank's prudential standards remained stable, largely maintaining their position compared to the previous period.

 Financial Statements

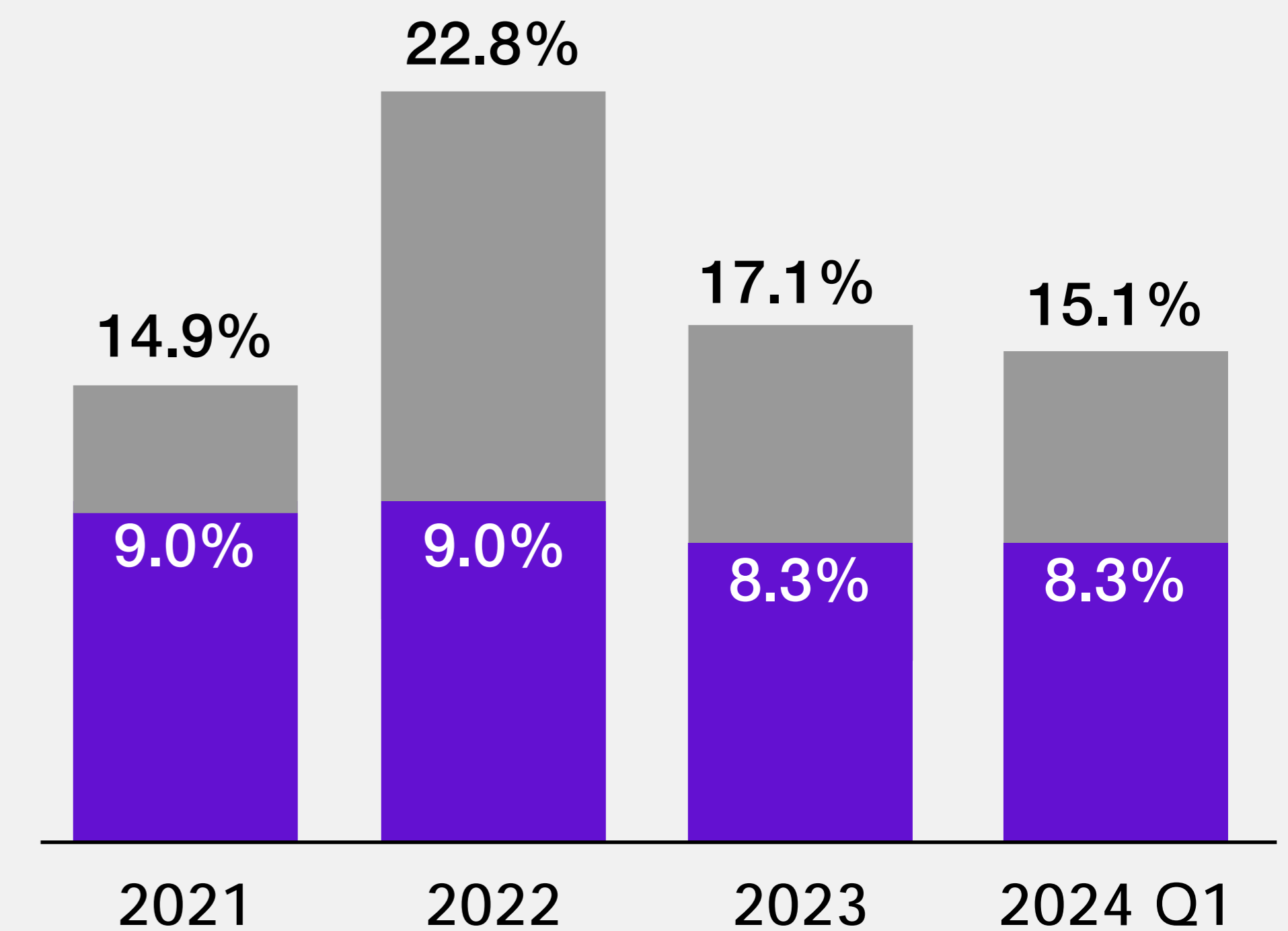
TOTAL CAPITAL (MLN. AMD)



CHARTER CAPITAL (MLN. AMD)



TIER 1 RATIO (S1.2)

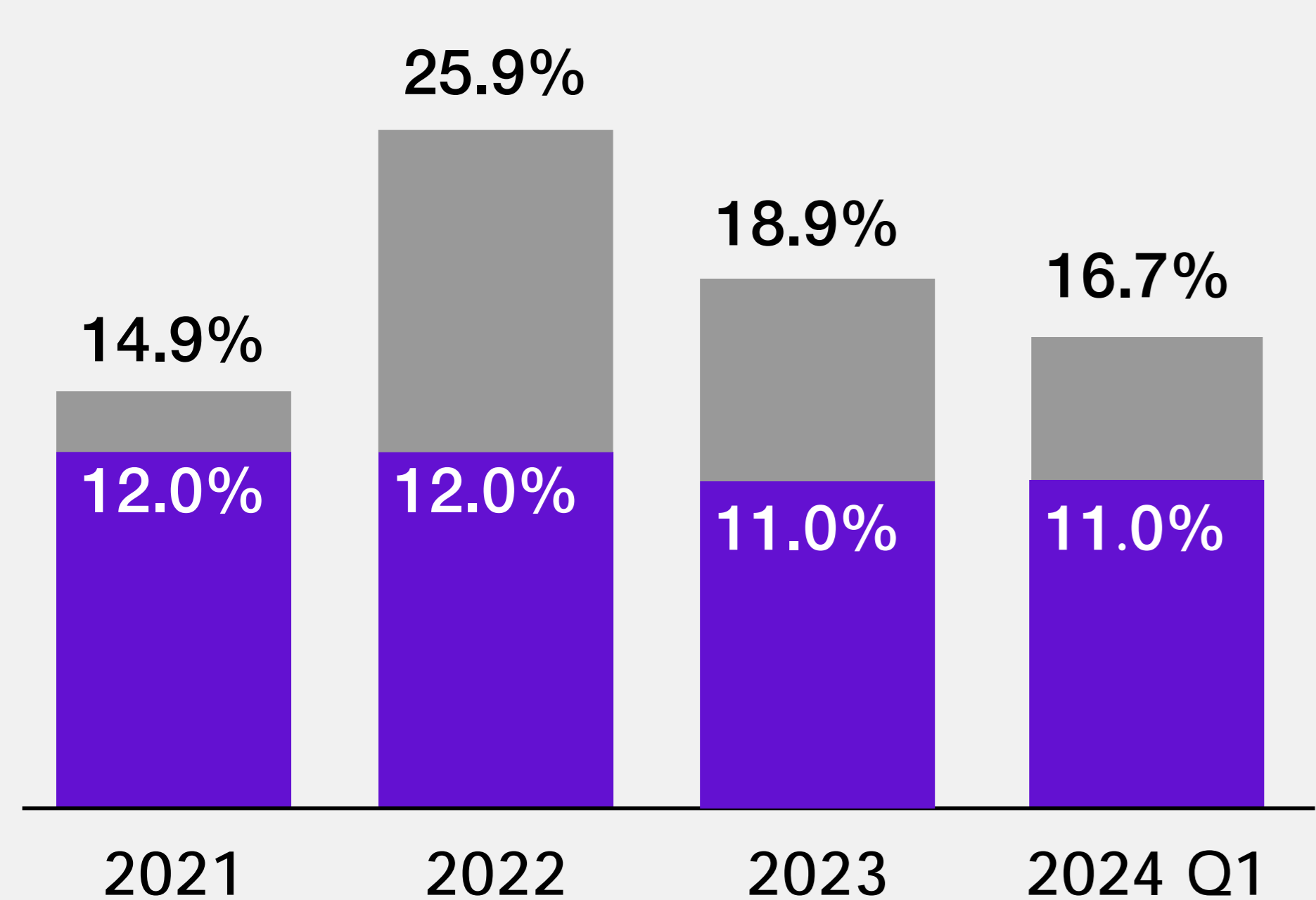


# OBLIGATORY STANDARDS OF THE CENTRAL BANK

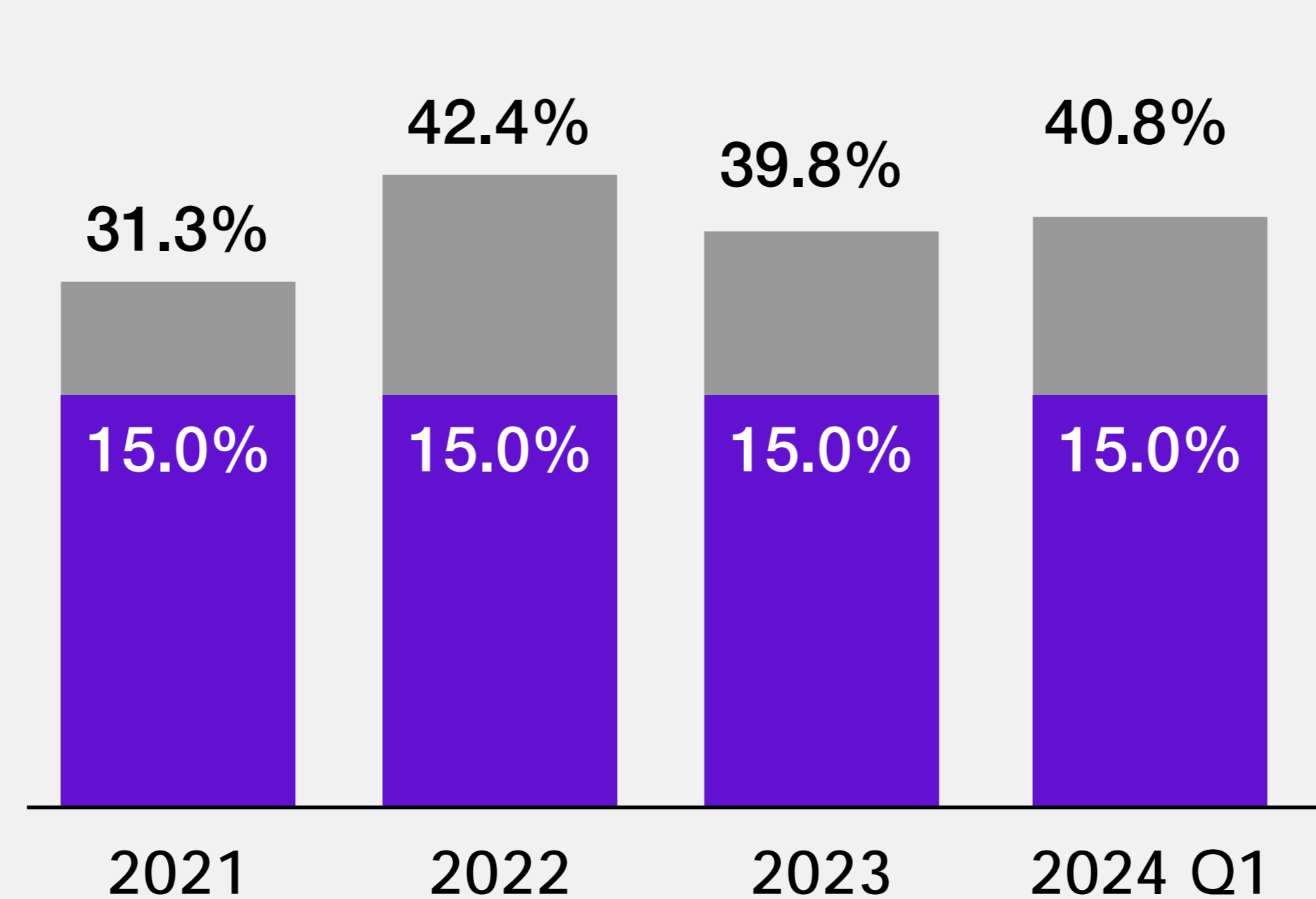
In the first quarter of 2024, Evocabank retained its strong capitalization and maintained liquidity buffers. Evocabank ensured its resilience in the face of potential challenges to navigate changing market conditions. The decrease in CAR was due to a change in regulation, which has become stricter.

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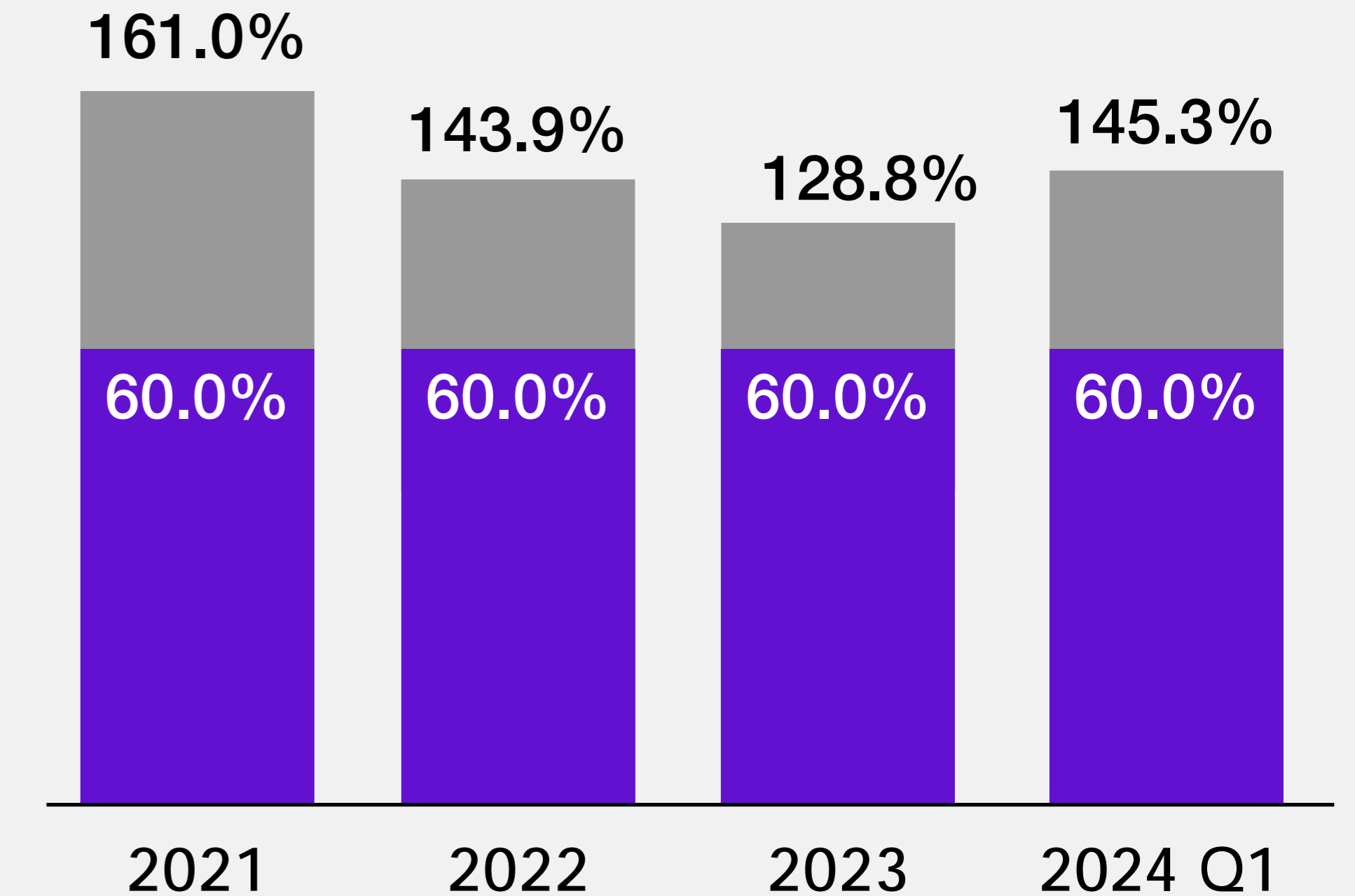
CAPITAL ADEQUACY RATIO (S1)



HIGHLY LIQUID ASSETS TO TOTAL ASSETS (S2.1)



HIGHLY LIQUID ASSETS TO DEMAND LIABILITIES (S2.2)

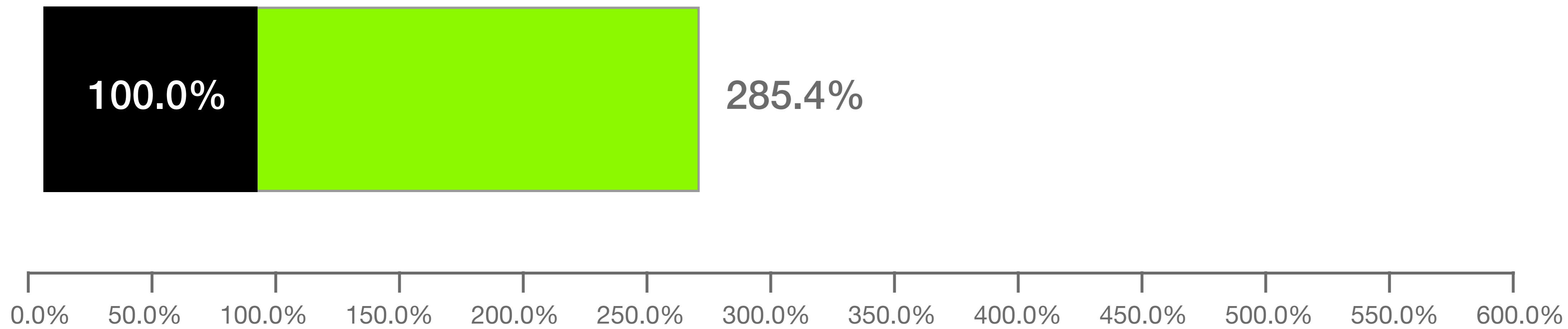


# LIQUIDITY COVERAGE RATIO & NET STABLE FUNDING RATIO

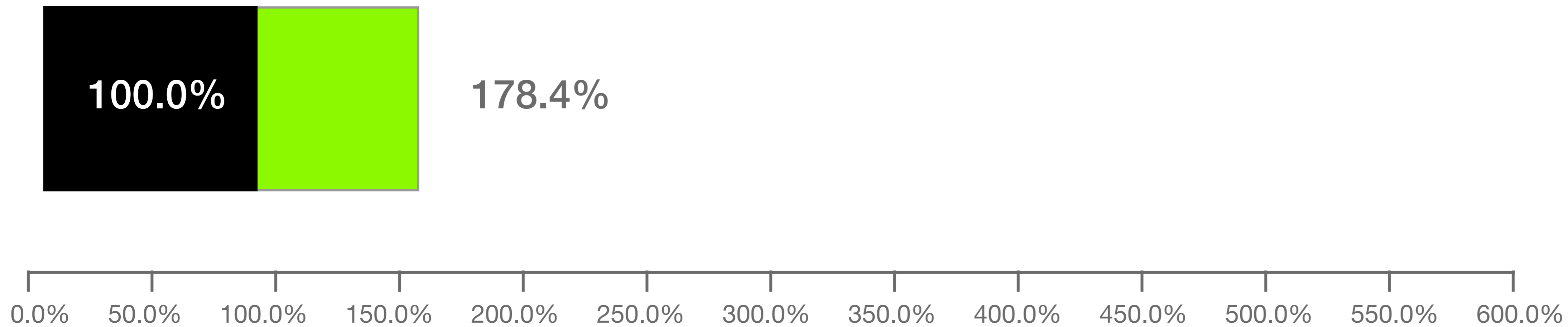
Based on the Central Bank's criteria, our net stable funding (NSFR) and liquidity coverage (LCR) ratios exceeded the regulatory minimum of 100% by a substantial margin, reaching 178.4% and 285.4%, respectively.

LCR 2024 Q1

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NSFR 2024 Q1



**evocaBANK**

**TOWARDS**

**THE NEW REALITY**

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