

evoca

INVESTOR PRESENTATION

OVERVIEW | 2024 4Q

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 raised USD 9 million from responsAbility

Evocabank raised €12 million from EIB Global

Evocabank raised \$10 million from OFID

Evocabank has raised AMD equivalent of USD 10.35 million from Symbiotics

Evocabank raised USD 10 million from BSTDB

Evocabank will raise USD 10 mln loan from the IFC and up to USD 10 mln syndicated loan.

NEW ACHIEVEMENTS



INTERNATIONAL FINANCIAL PARTNERS



Evocabank raised USD 5 million from responsAbility



The loan funds received from leading Swiss impact asset manager will be directed to the financing of micro, small, and medium enterprises.

[click here to read more](#)

Evocabank Partners with IFC to Boost Financial Inclusion



Evocabank will raise USD 10 mln loan and up to USD 10 mln syndicated loan.

[click here to read more](#)



Evocabank and Al Fardan Exchange, UAE signed a cooperation agreement

Through a new partnership, Evocabank and Al Fardan Exchange introduced a remittance service to strengthen financial ties between Armenia and the UAE.

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Evocabank will raise \$10 million from OFID



The funding will be directed to support local businesses and promote climate action in Armenia.

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EIB Global and Evocabank signed a cooperation agreement



Armenia: EIB Global and Evocabank join forces with €12 million loan deal to aid small businesses

[click here to read more](#)



Evocabank raised USD 10 million from BSTDB

The financial resources will be directed to the development, expansion, strengthening of competition, and promotion of commercial opportunities for SMEs in Armenia.

[click here to read more](#)

Evoca has raised AMD equivalent of USD 10.35 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](#)

Evocabank raised USD 4 million from responsAbility



The loan funds received from leading Swiss impact asset manager will be directed to the financing of micro, small, and medium enterprises.

[click here to read more](#)



Evocabank issued bonds in AMD and USD

Evoca issued dram-denominated and USD-denominated bonds yielding 10.25% and 5.25% per year respectively, maturing in 36 months in total amount of AMD 3 billion and USD 15 million.

[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.

34 years of experience

Evocabank is the first registered commercial bank in Armenia with over 34 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.

MANAGEMENT BOARD

 [click here to read more](#)



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	31/12/2024
Total ArCa, MasterCard and Visa cards issued	126,912

Number of POS/vPOS

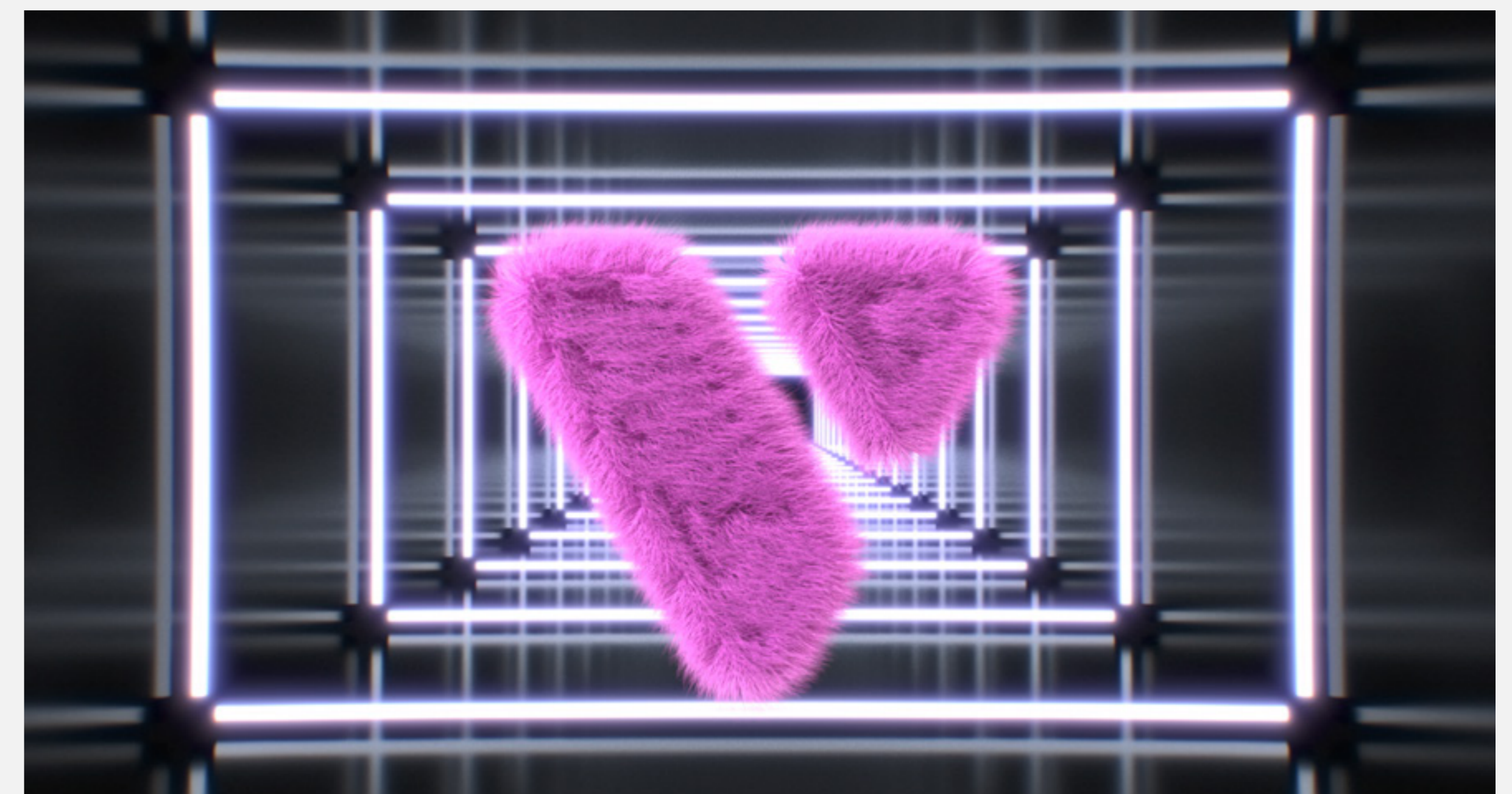
POS/vPOS	31/12/2024
POS	4,516
vPOS	641

Clients

	31/12/2021	31/12/2022	31/12/2023	31/12/2024
Legal entitles	4,777	7,276	8,447	9,013
Individuals	55,814	117,004	120,311	140,649
Total	60,591	124,280	128,758	149,662

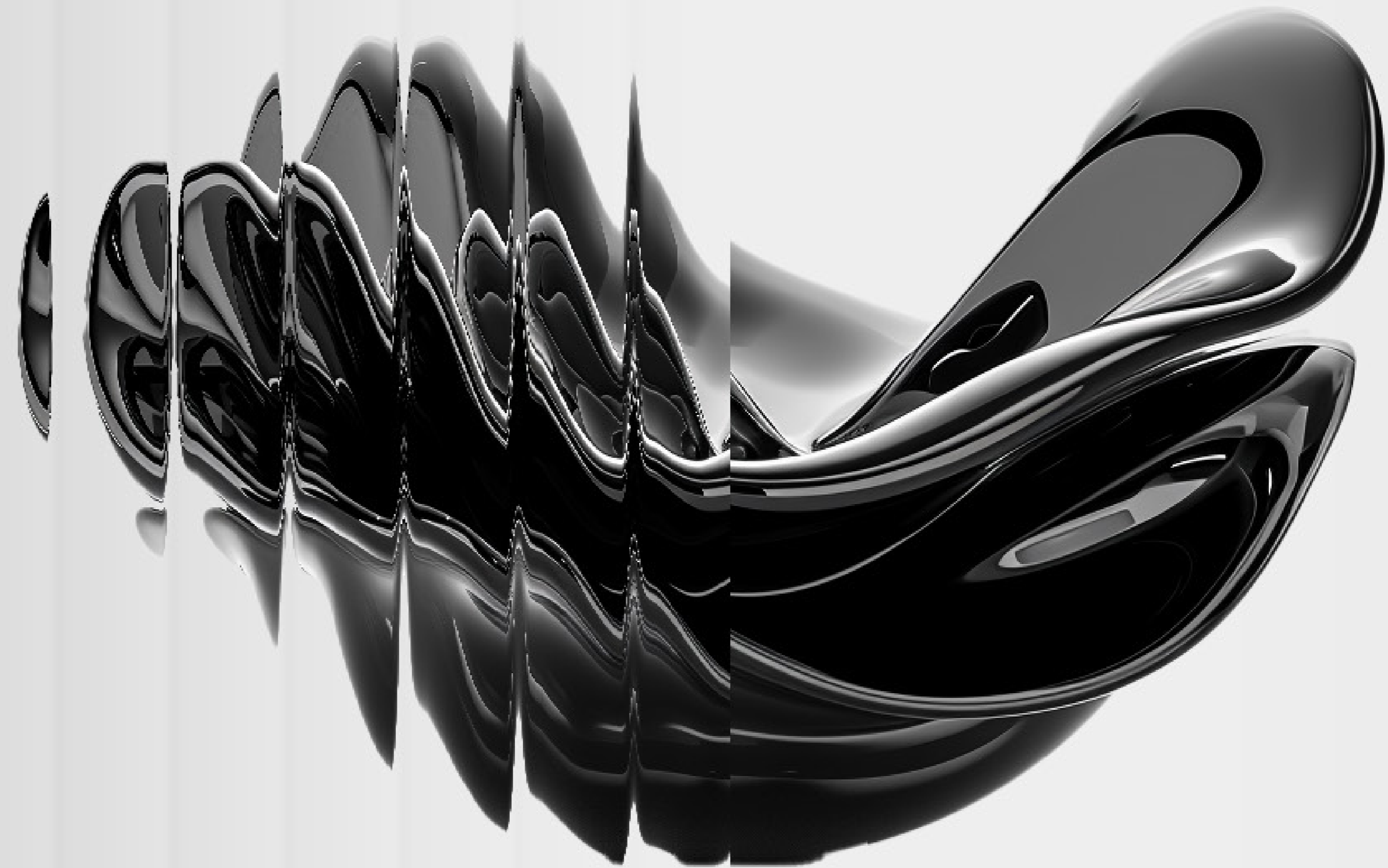
New image of the bank led to significant positive outcomes for the bank's operations.

It increased the brand recognition and popularity of the bank among potential clients.



[click here to see the ad](#)

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.
- Transfer money to accounts and cards of both Armenian and foreign banks, make wire transfers and payments, make utilities payments
- Make money transfers using contact data
- Open bank accounts, order cards or open a digital card in a few seconds
- Manage products, for example get a loan and make repayments, place a deposit and replenish it
- 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:

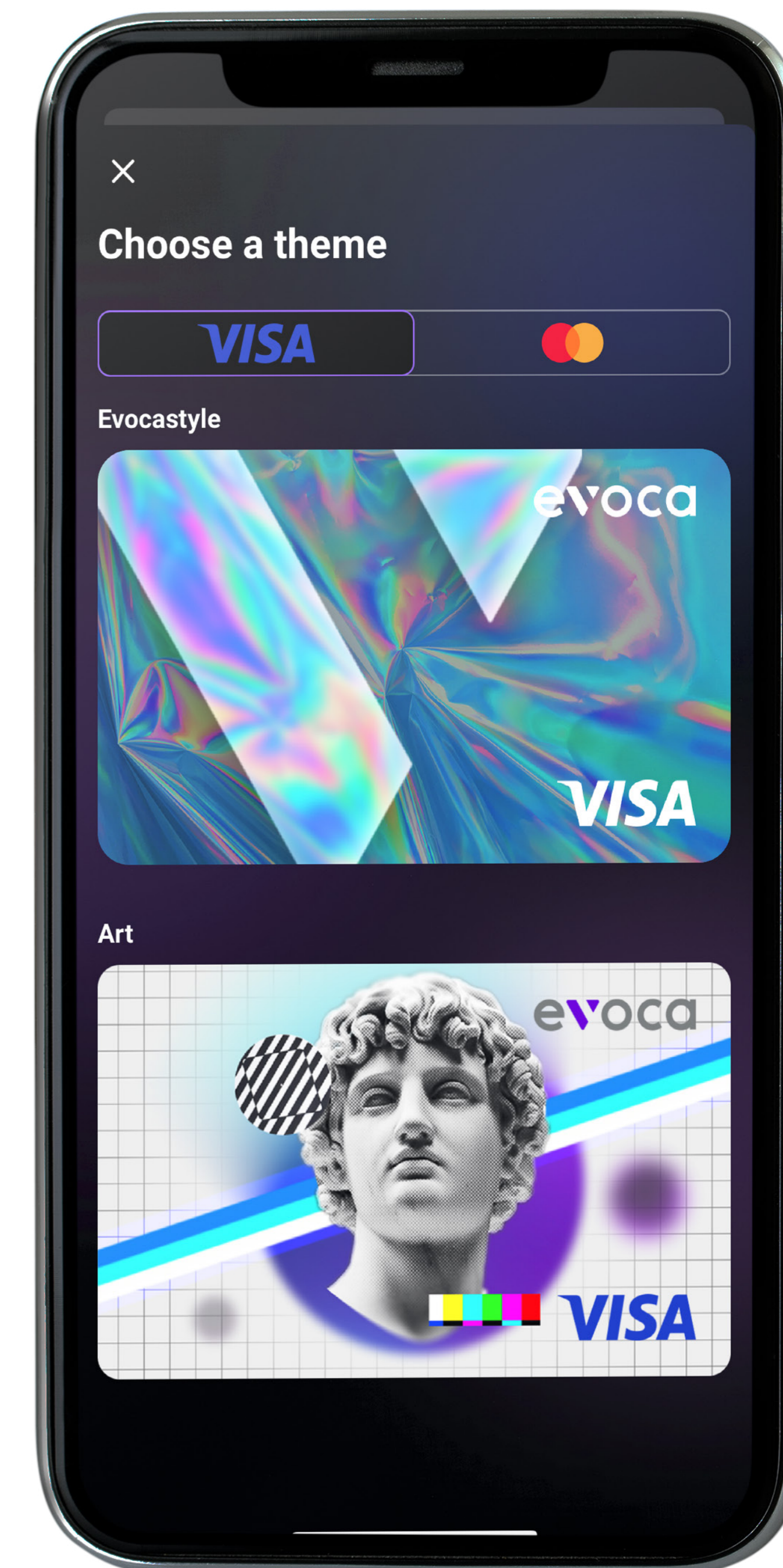
about accounts, payment cards, loans, deposits, account statements;

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:

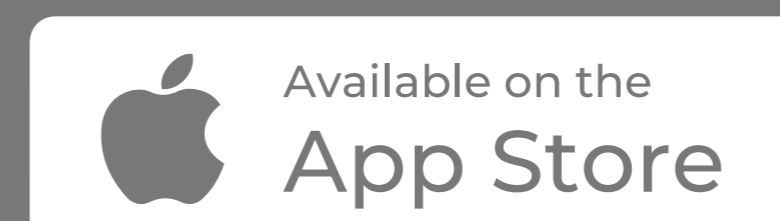
send and receive letters in an arbitrary form with attached files, import data from an XML file, create document templates.



580K
total downloads

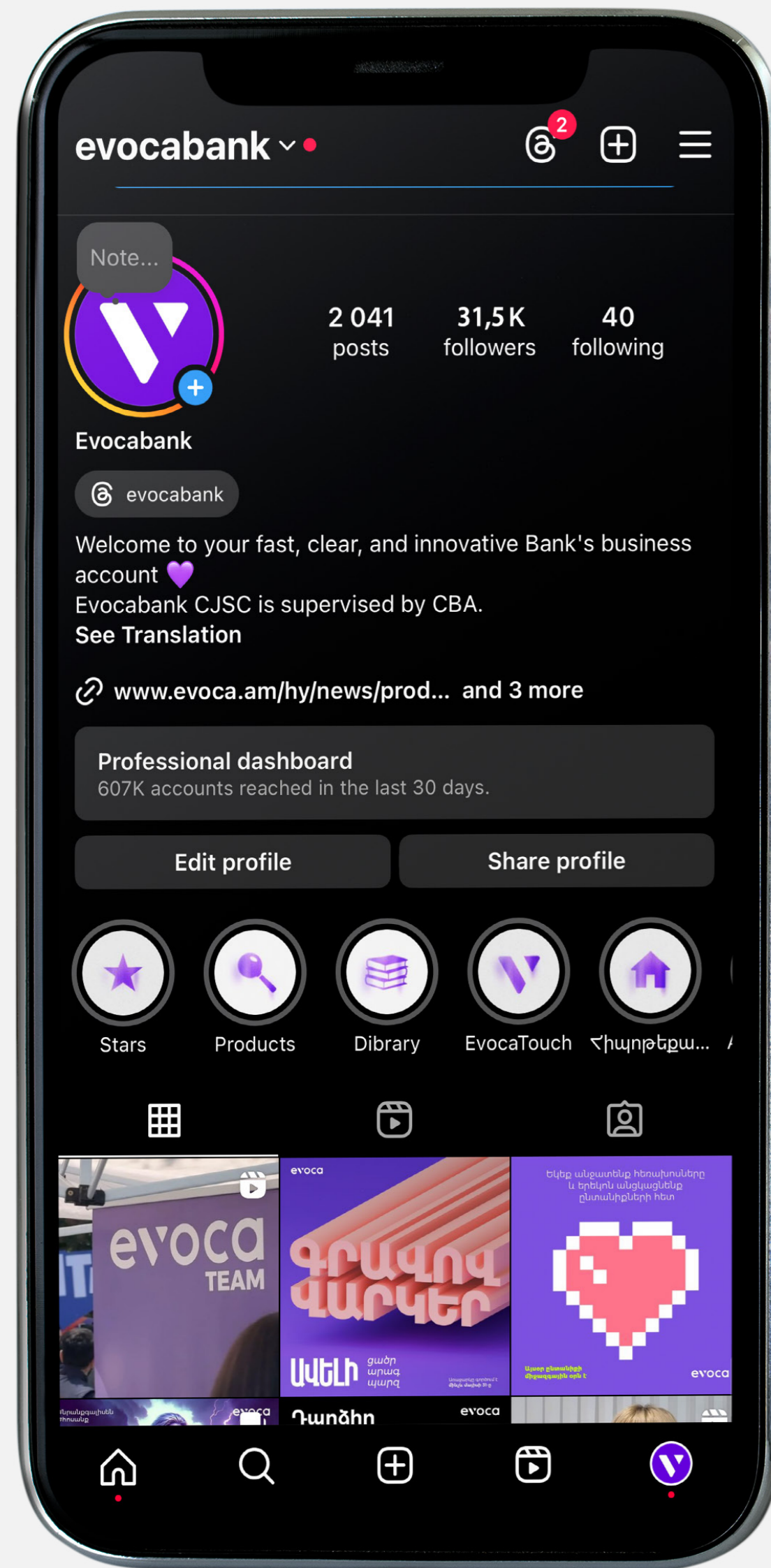


282K
total downloads



862K
total downloads

SOCIAL NETWORKS



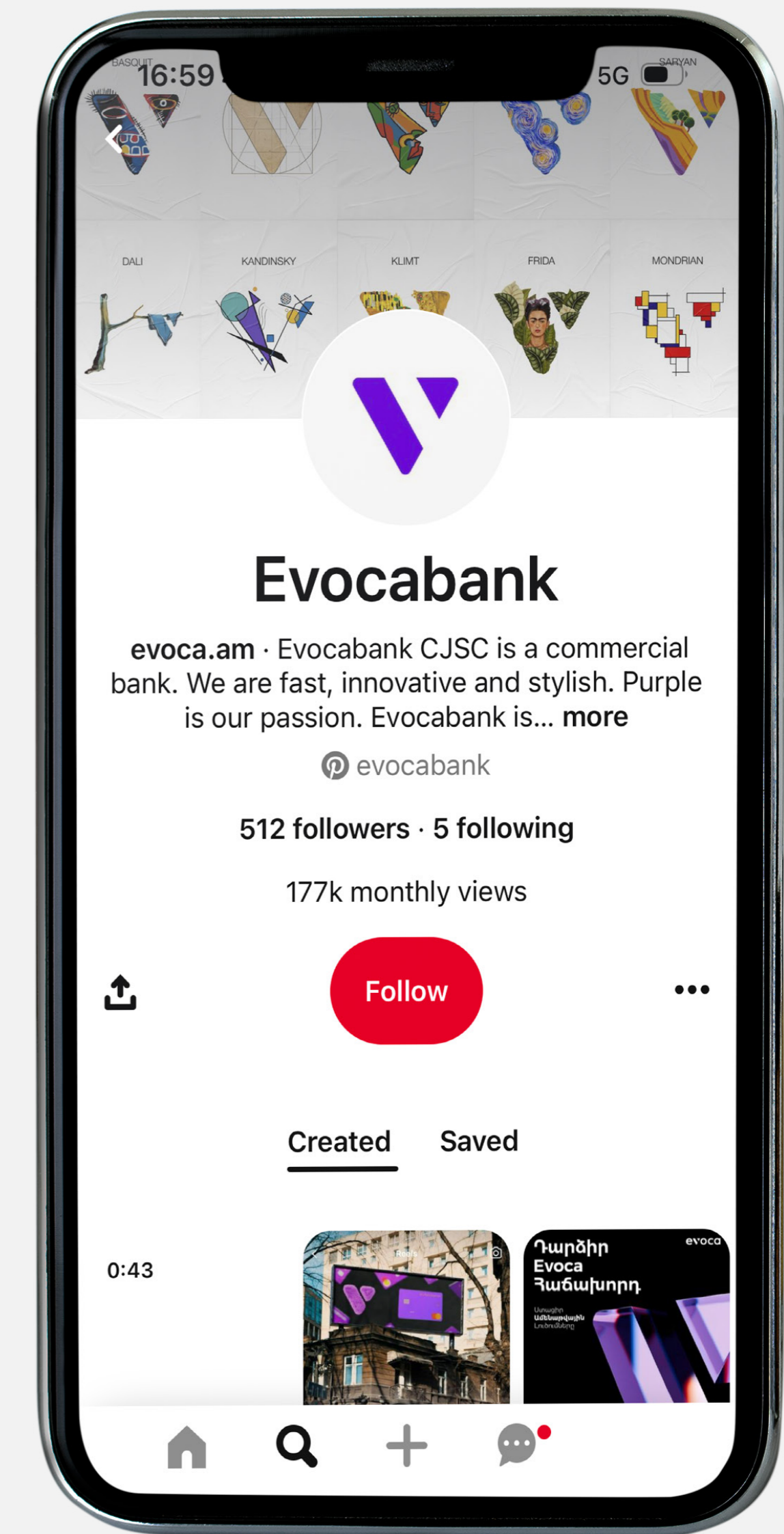
Evocabank has 57k followers on Instagram.

 [click to visit](#)



Evocabank actively interacts with its clients via Facebook (168k followers). Number 1 by the number of followers among banks in Armenia.

 [click to visit](#)

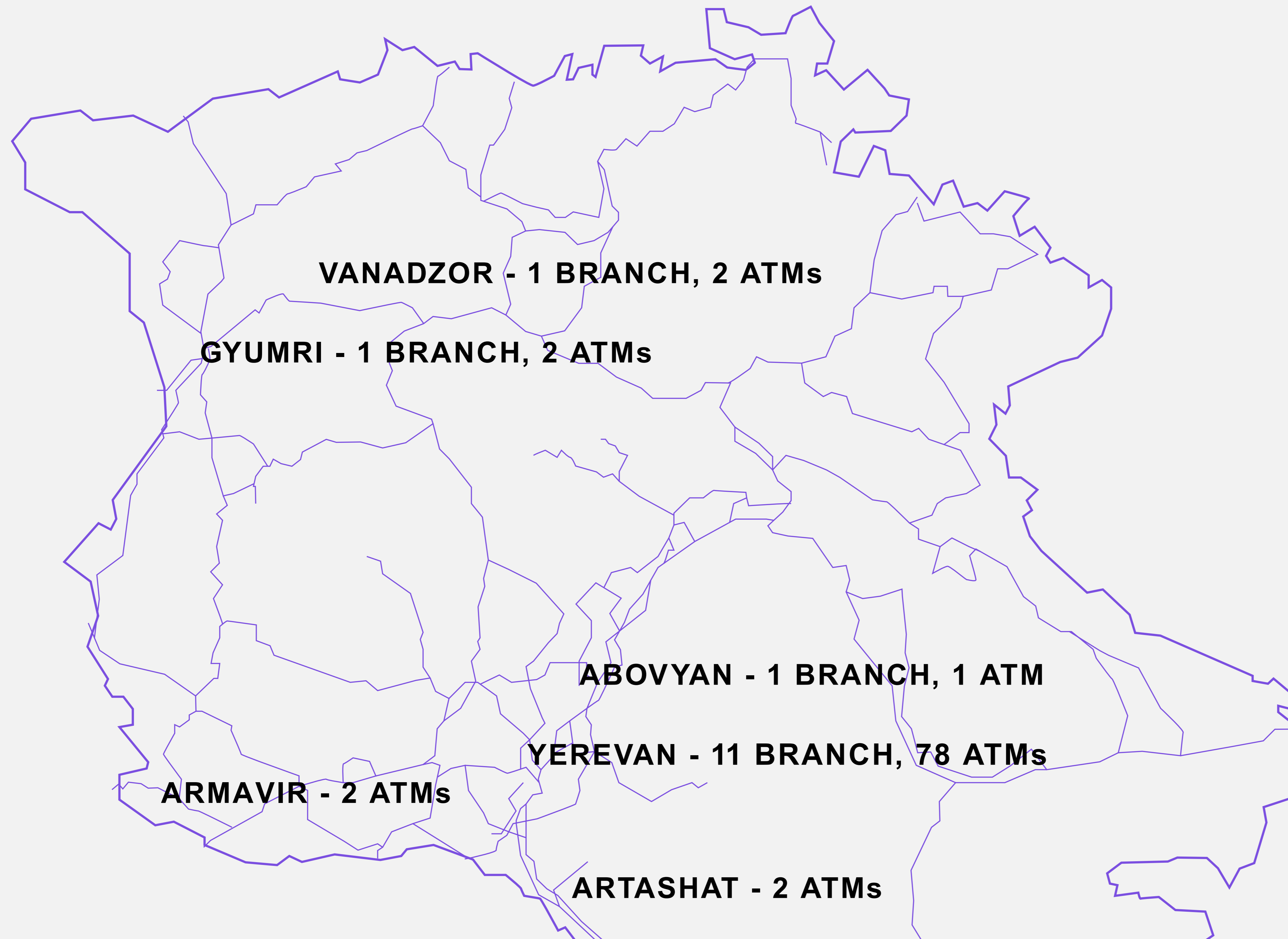


The first Armenian bank on Pinterest.

 [click to visit](#)

OFFLINE CHANNELS

BRANCH AND ATMS NETWORK



TODAY, THE BANK HAS 14 BRANCHES (INCLUDING THE HEAD OFFICE) AND 87 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.



THE BEST SME BANK IN ARMENIA

Evocabank was named as the Best SME Bank 2025 in Armenia by Global Finance.



EXCELLENCE IN NEW PRODUCTS DEVELOPMENT

Evocabank received an award from our Partner, Mastercard. Throughout 2024, Evocabank introduced new projects and collaborations, offering its customers cutting-edge tools and innovative products.



THE FASTEST GROWING BANK IN ARMENIA

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



THE BEST WEBSITE DESIGN

Evocabank has received the Best Website Design award by Armenia Digital Awards 2024.



THE HIGHEST CASHLESS RATIO ACHIEVMENT

At the Visa Cashless Forum 2024, Evocabank was honored with the 'Highest Cashless Ratio Achievement' award."



THE MOST INNOVATIVE DIGITAL BANK IN ARMENIA

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



MOBILE APP THE BEST INNOVATIVE MOBILE APP

EvocaTOUCH was named the Best Innovative Mobile Banking App by Armenia Digital Awards 2024.

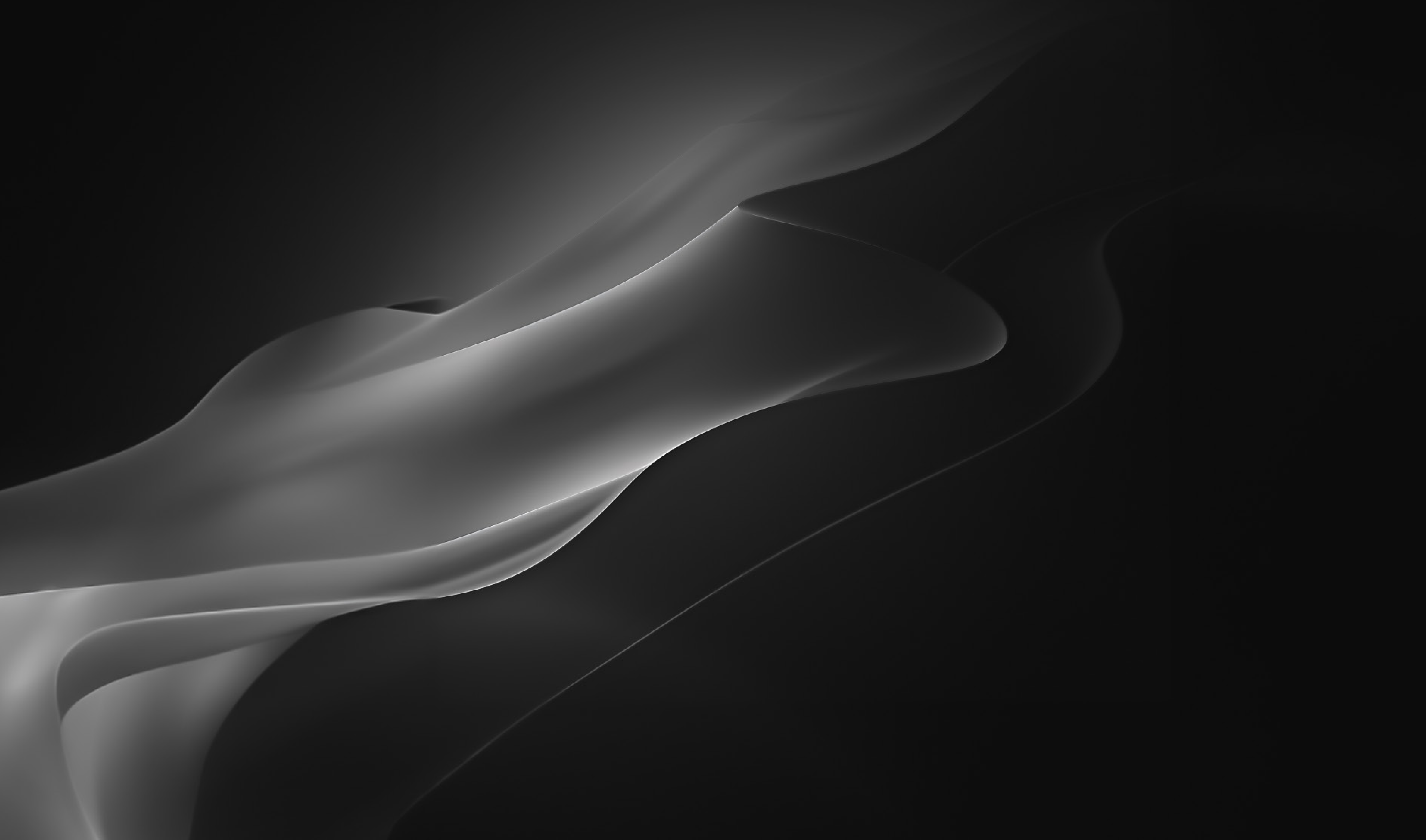


THE BEST DIGITAL BANK IN ARMENIA

Evocabank was named The Best Digital Bank in Armenia 2024 by Global Finance.

[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, INTELEXPRESS, MoneyGram, UBpay, MoneyTun

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

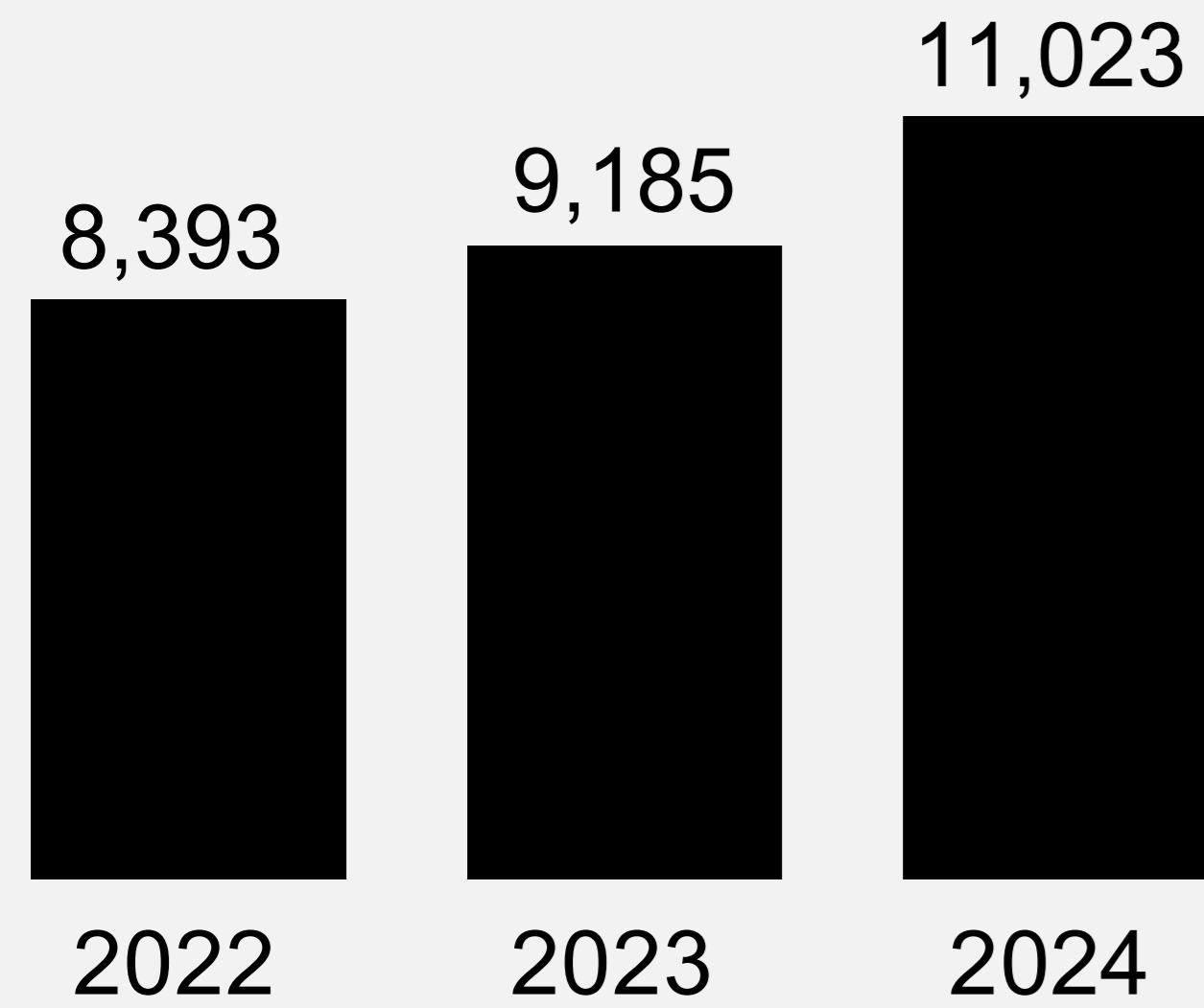
Broker (dealer) and depository services on the territory of the Republic of Armenia and in the global securities markets.

FINANCIAL INDICATORS

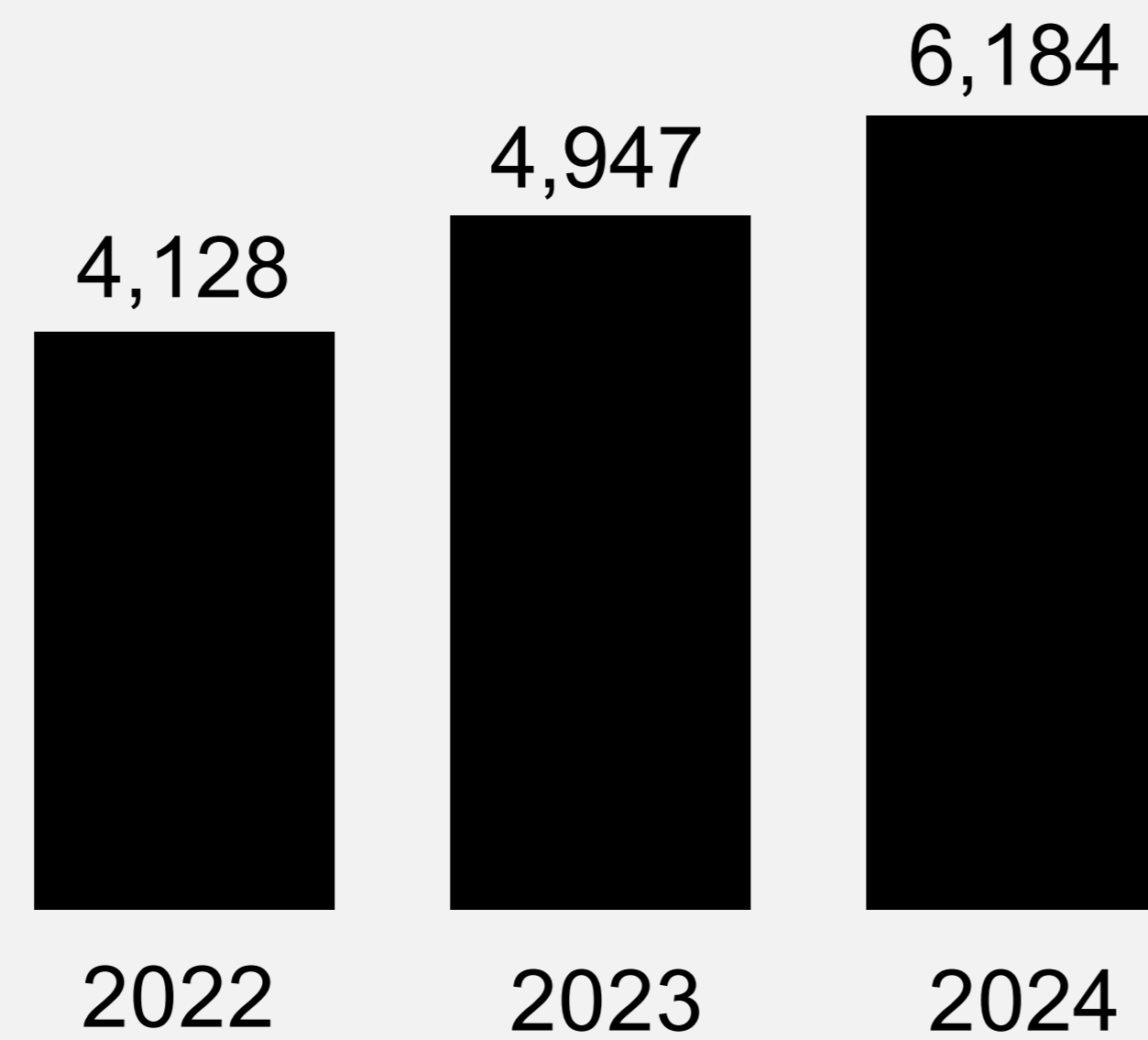


BANKING SECTOR OF ARMENIA

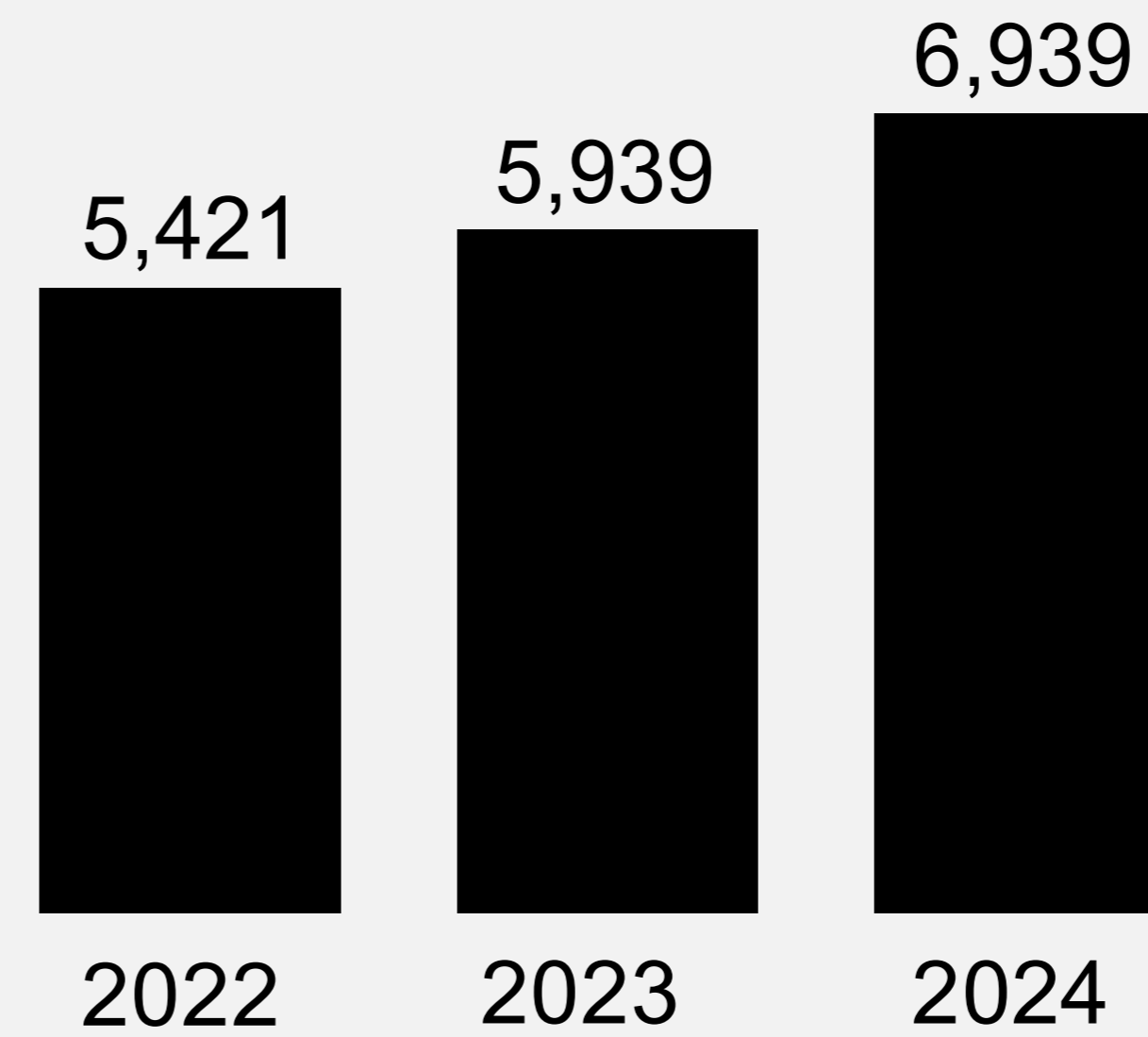
TOTAL ASSETS (BLN. AMD)



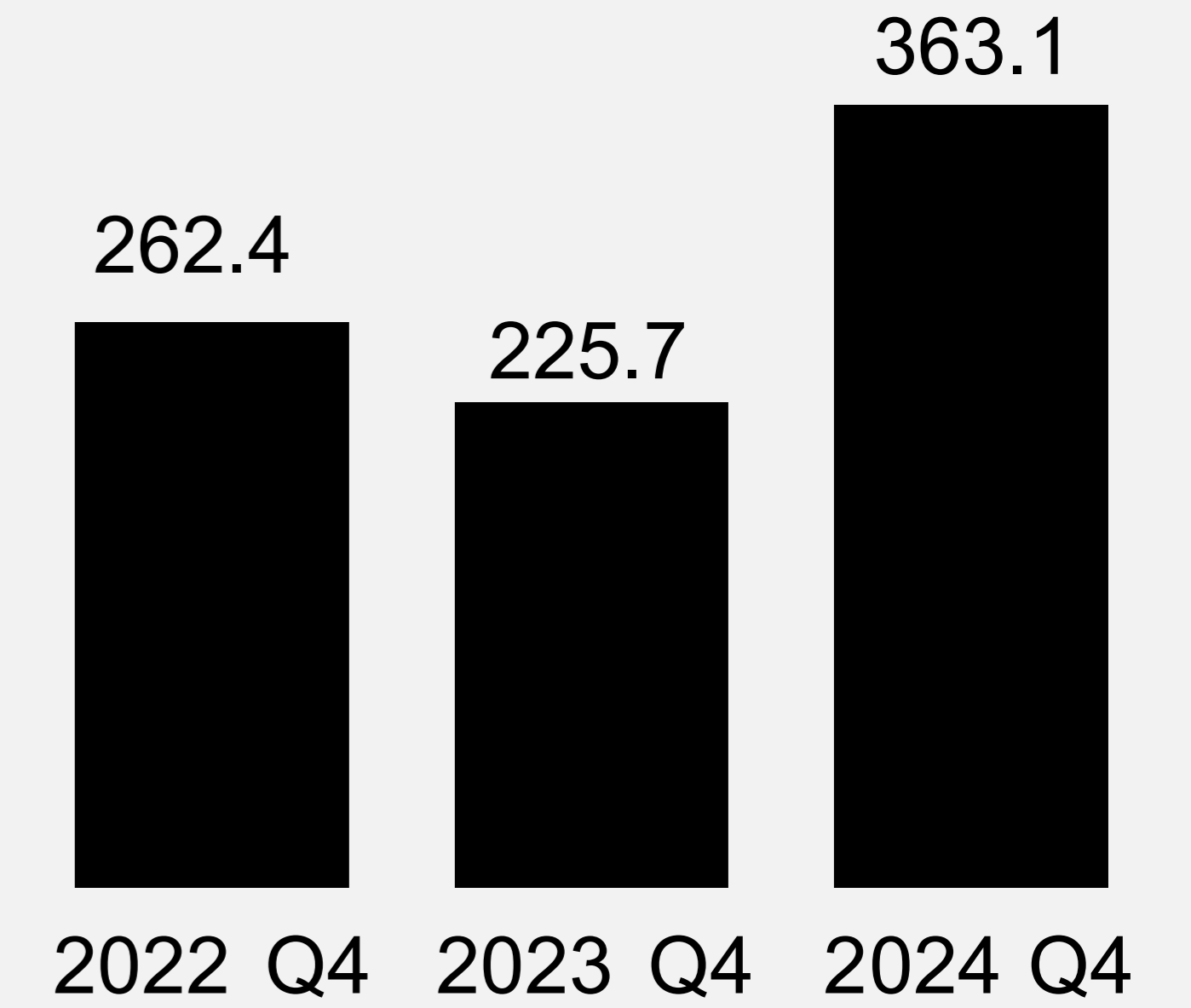
LOANS AND ADVANCES (BLN. AMD)



AMOUNTS DUE TO CUSTOMERS (BLN. AMD)

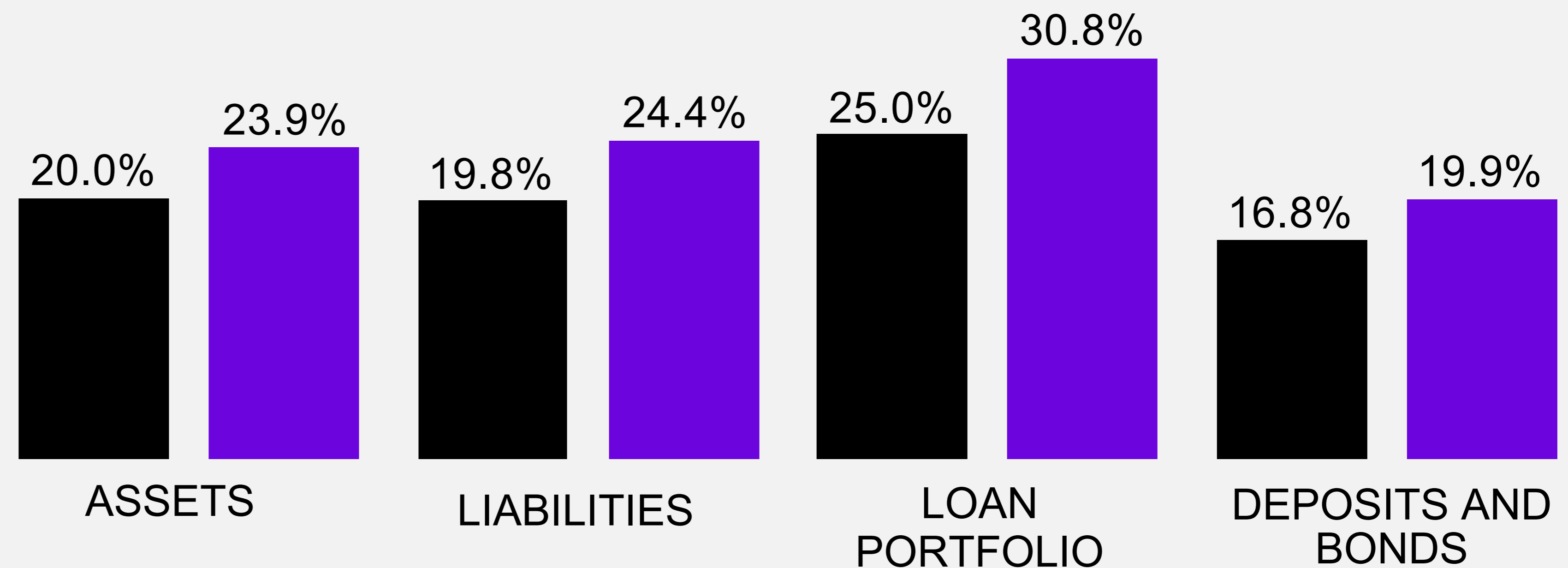


NET PROFIT (BLN. AMD)



In Q4 2024, the banking sector exhibited stable growth across key indicators. Total assets increased by 20.0%, while liabilities grew by 19.8%. The loan portfolio expanded significantly by 25.0%, and deposits saw a steady rise of 16.8% compared to year-end 2023. Notably, net profit surged by 60.9%.

DYNAMICS 2024/2023



BANKING SECTOR
 EVOCABANK

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 2024

	(MLN.AMD)	POSITION IN BANKING SECTOR
ASSETS	552,226	7 (+1)
LIABILITIES	468,024	7 (+1)
LOAN PORTFOLIO (NET OF IMPAIRMENT)	276,906	8
AMOUNTS DUE TO CUSTOMERS	329,504	7
EQUITY	84,203	7
PROFIT	14,609	7 (+1)

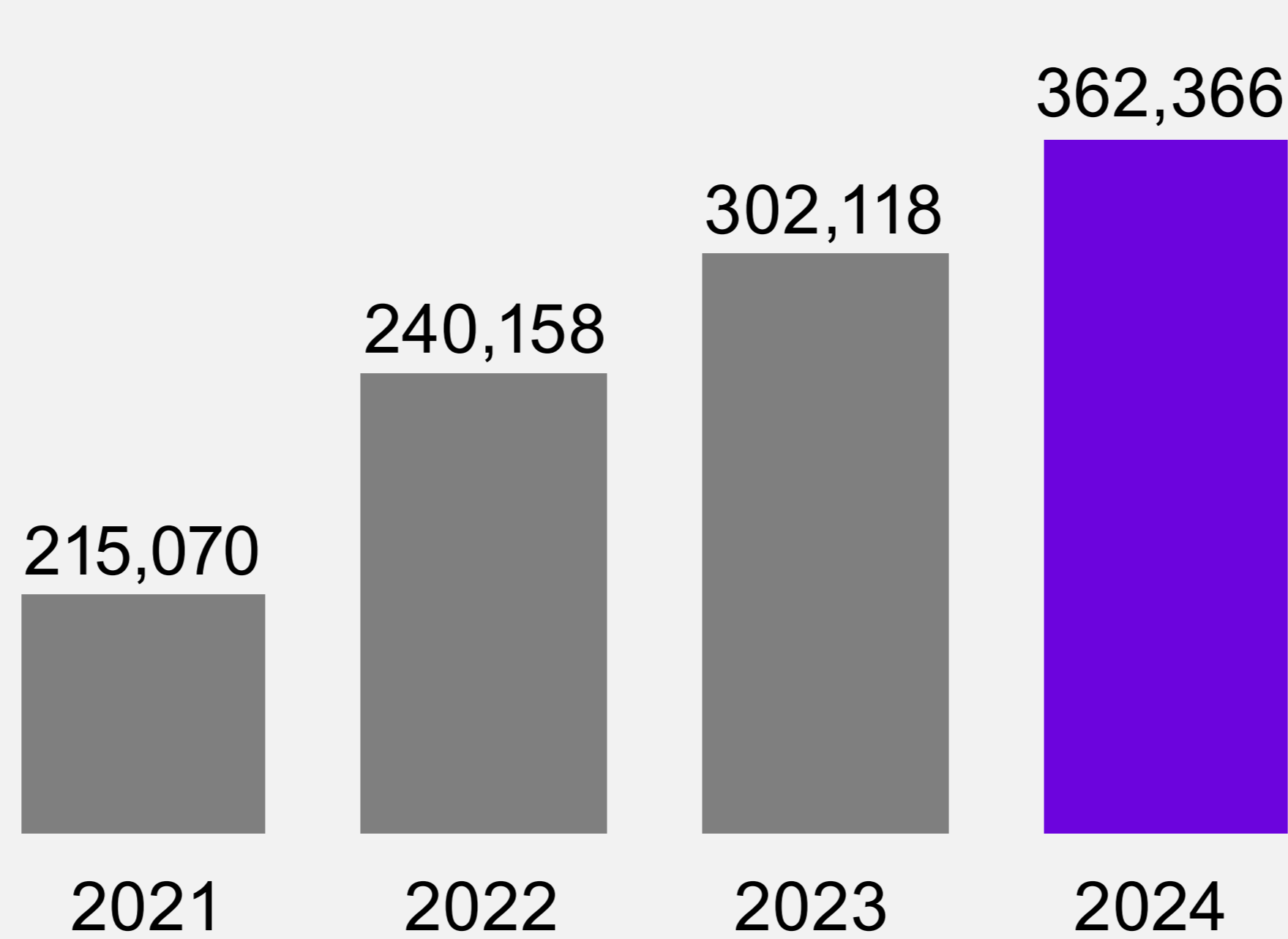
BALANCE SHEET

In 2024, Evocabank achieved remarkable growth across its financial metrics.

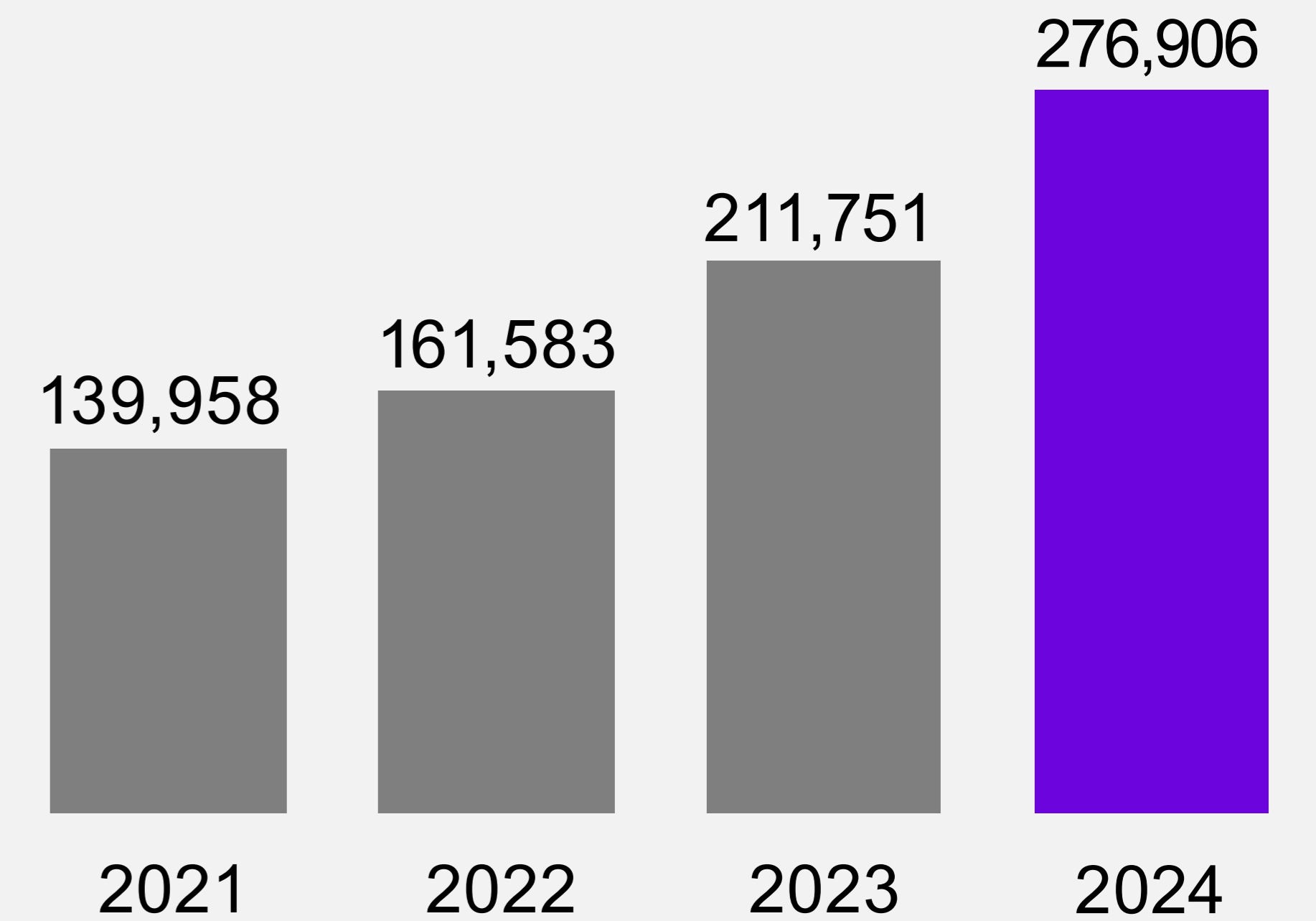
The loan portfolio expanded by 30.7%, while the deposit and bonds portfolio grew by 19.9%, driving a 23.9% increase in total assets and a 24.4% rise in liabilities. Notably, equity saw an impressive 21.2% growth compared to 2023, reflecting the bank's strong financial performance and resilience.

 [Financial Statements](#)

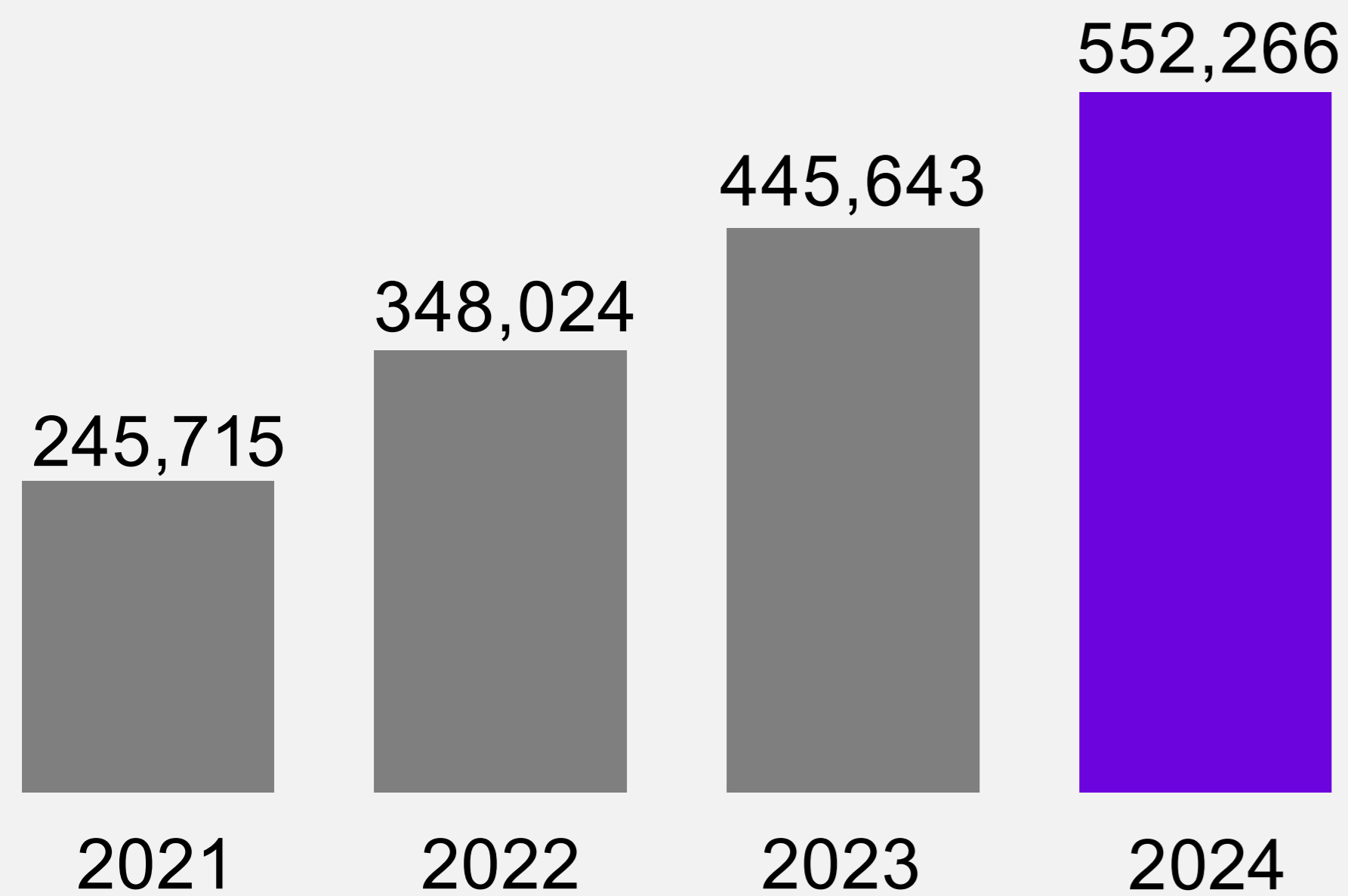
DEPOSITS AND BONDS (MLN. AMD)



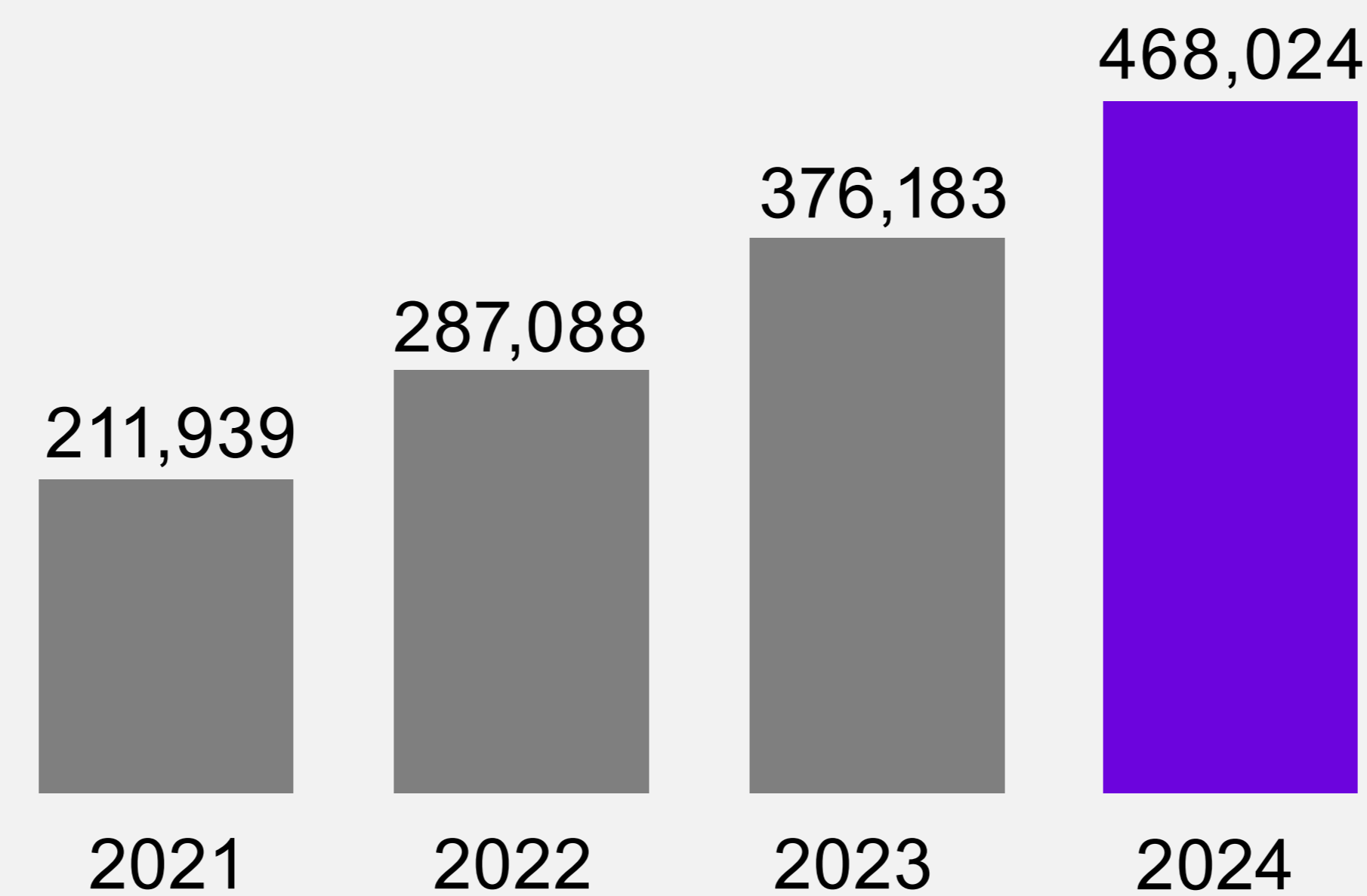
LOANS AND ADVANCES TO CUSTOMERS (MLN. AMD)



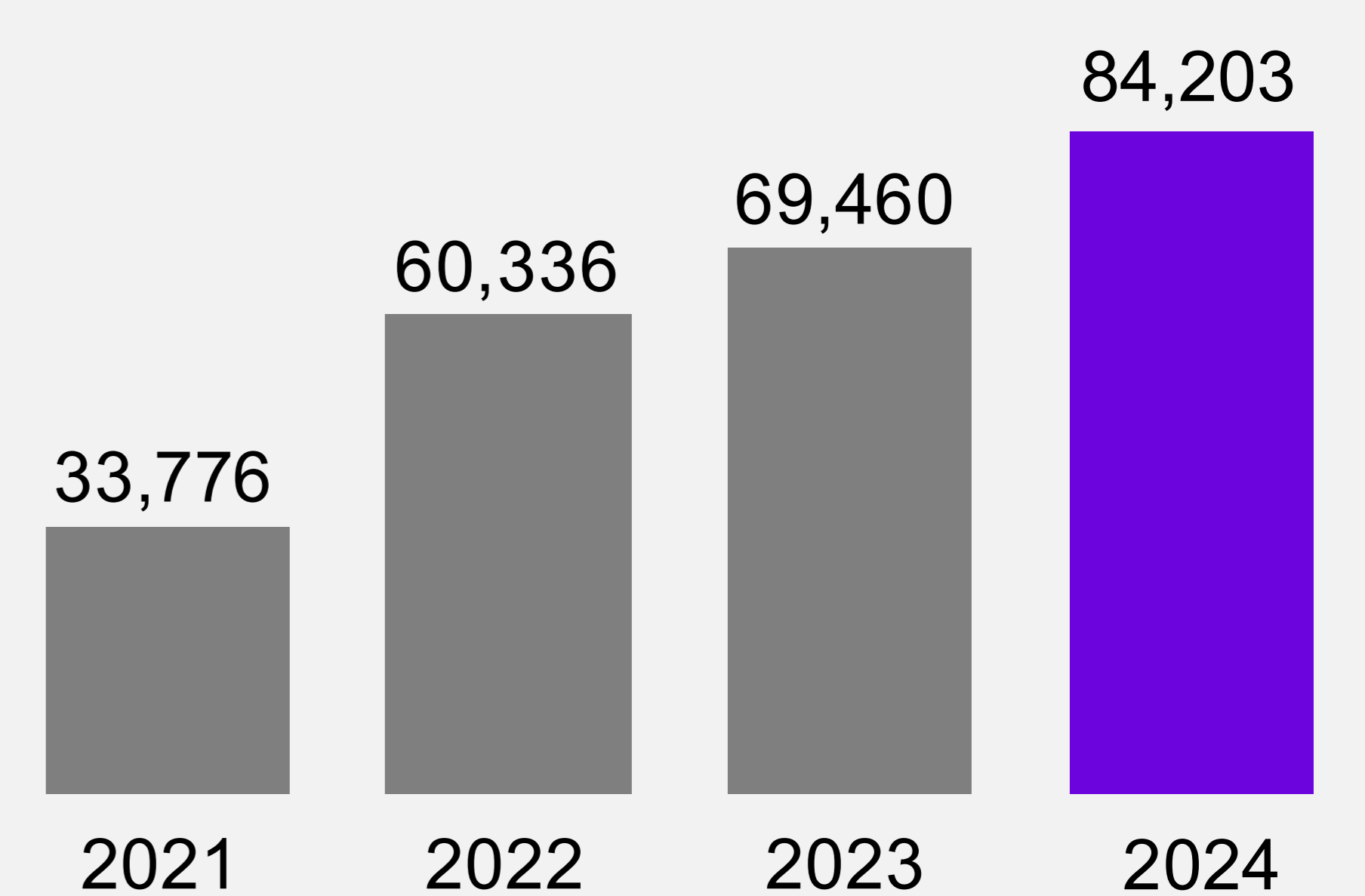
TOTAL ASSETS (MLN. AMD)



TOTAL LIABILITIES (MLN. AMD)



EQUITY (MLN. AMD)



CREDIT PORTFOLIO

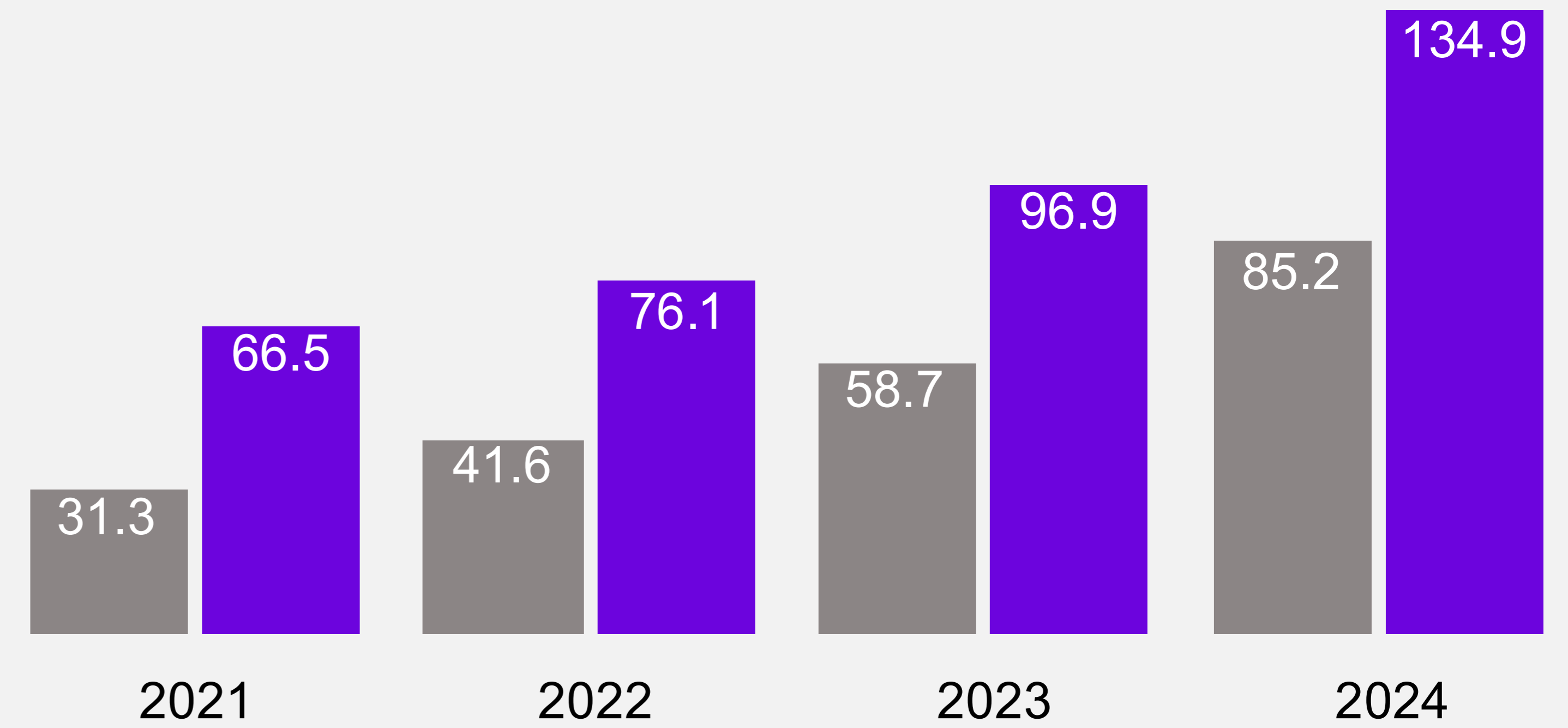


In 2024, Evocabank achieved significant growth in its retail and SME loan portfolios, reflecting the Bank's strategic focus on these key sectors.

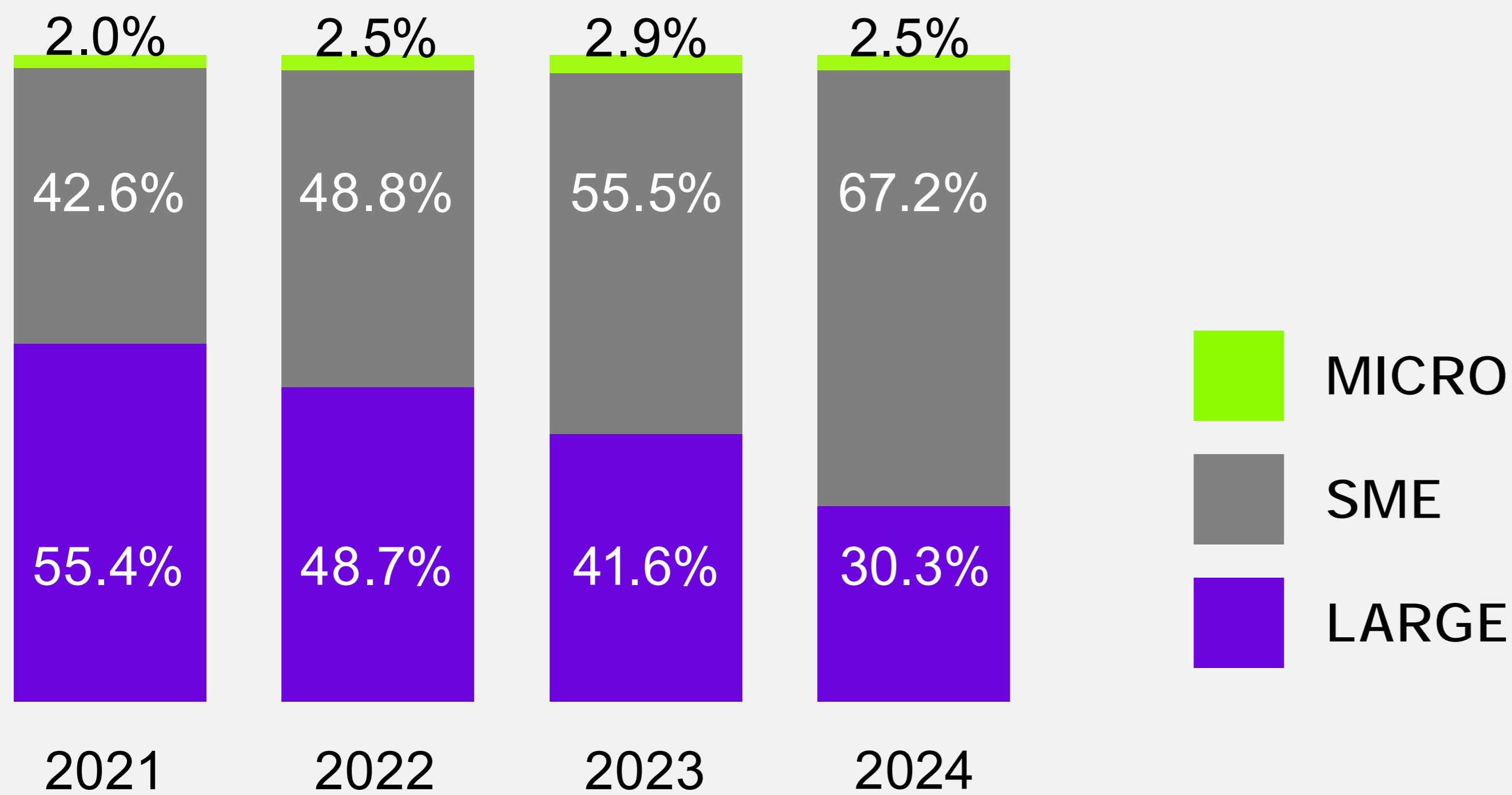
The SME portfolio expanded by an impressive 45.1%, while the retail portfolio surged by 39.2%, underscoring the Bank's commitment to supporting small businesses and individual clients.

[Financial Statements](#)

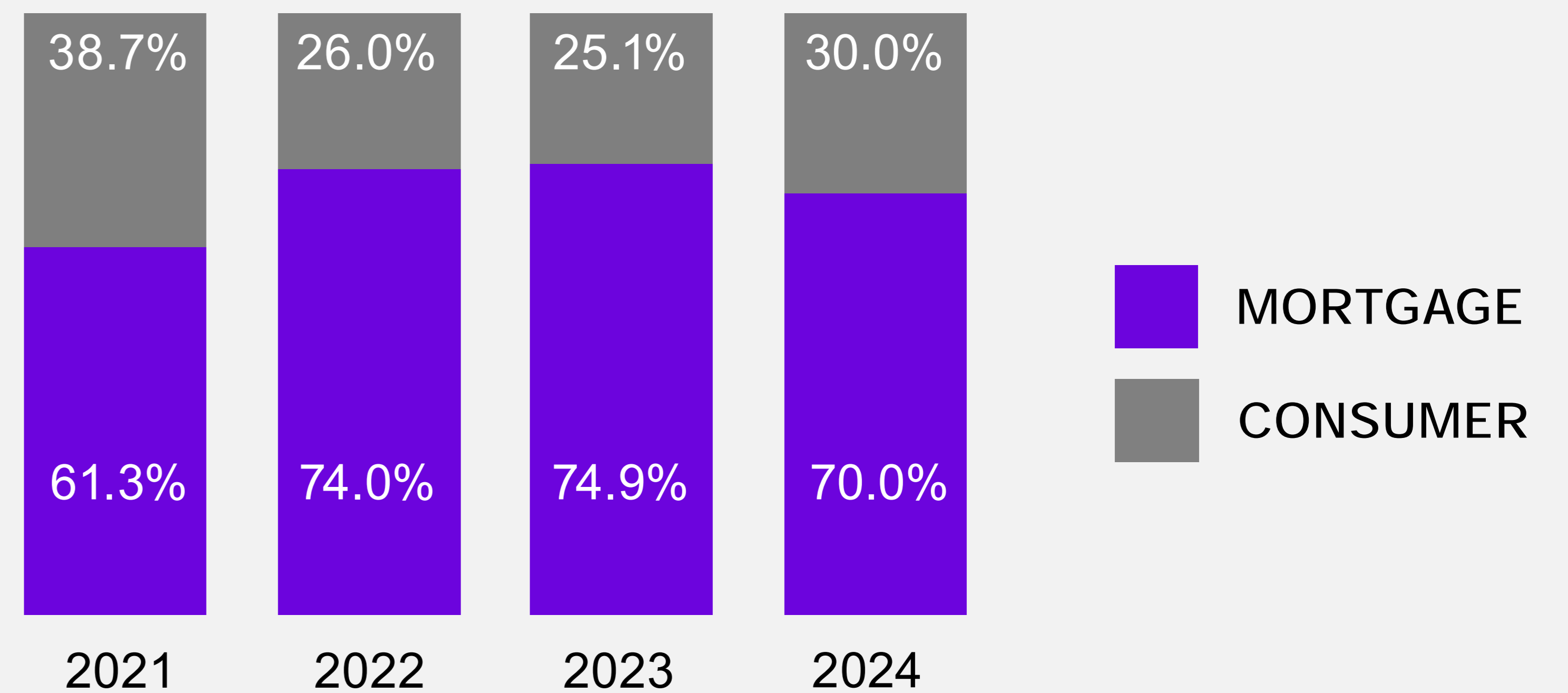
SME & RETAIL LOAN PORTFOLIO (BLN AMD)



CORPORATE LOAN PORTFOLIO STRUCTURE

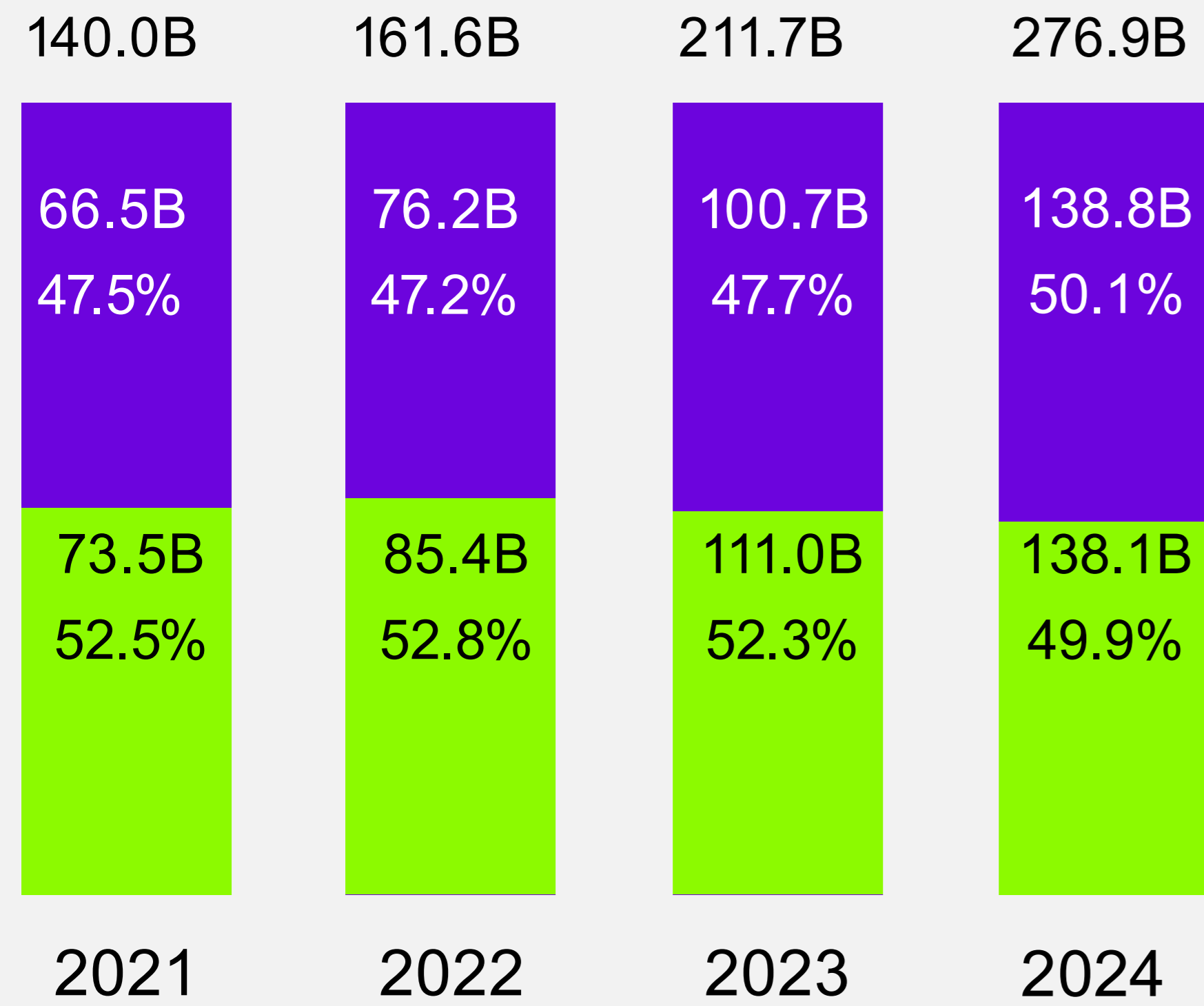


RETAIL LOAN PORTFOLIO STRUCTURE

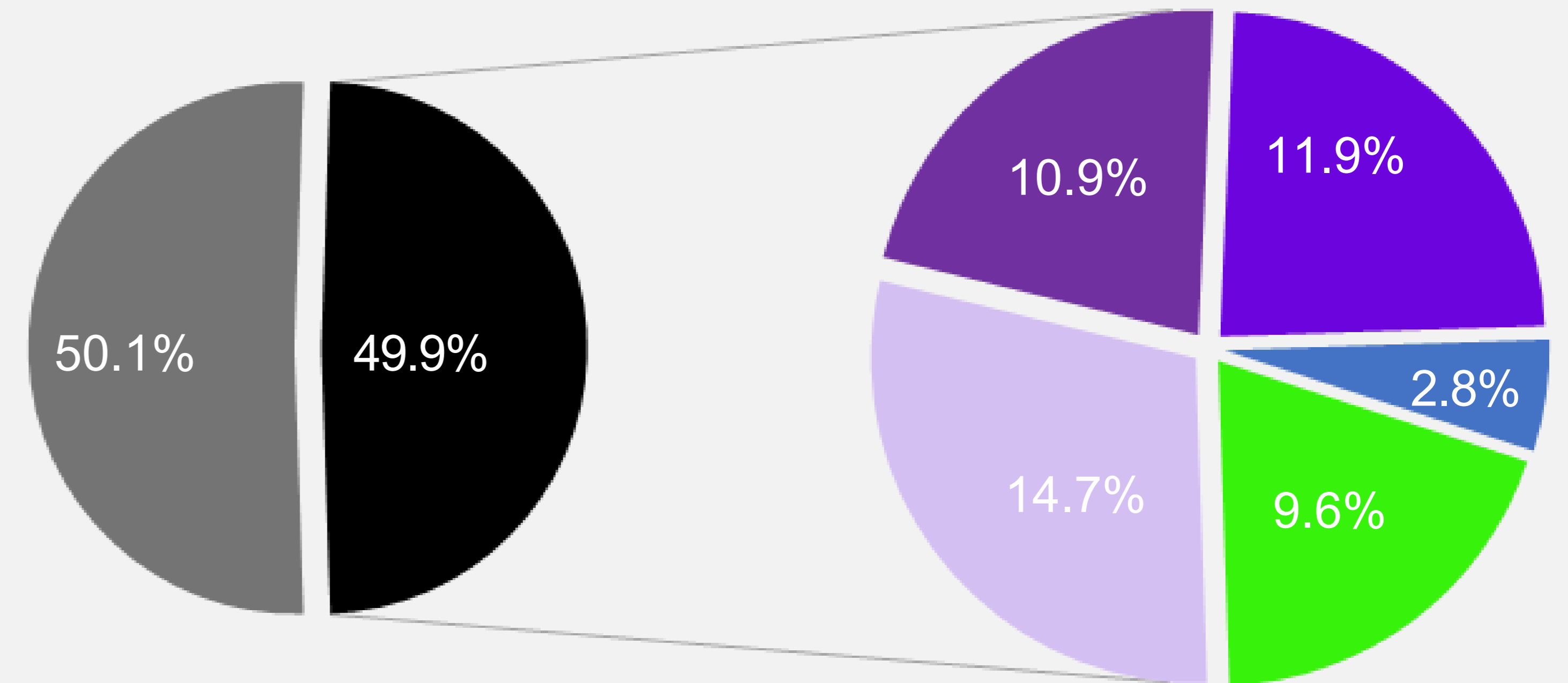


CREDIT PORTFOLIO

SHARE IN TOTAL LOAN PORTFOLIO (AMD,%)



LOAN PORTFOLIO STRUCTURE BY SECTOR



FUNDING STRUCTURE

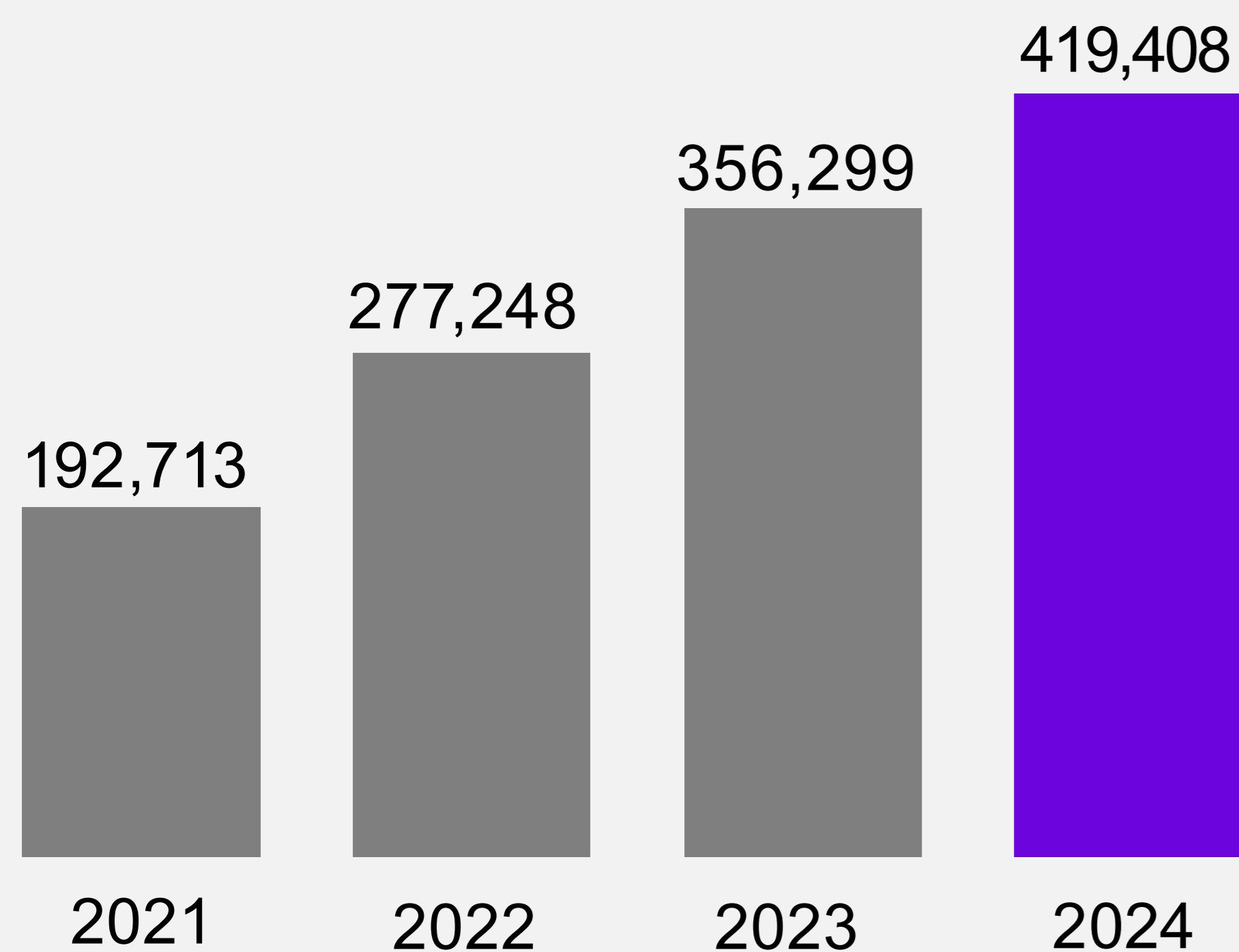
Evocabank is strategically expanding its funding channels through collaborations with international financial institutions. In parallel, we are introducing products such as deposits and corporate bonds with favorable terms.

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

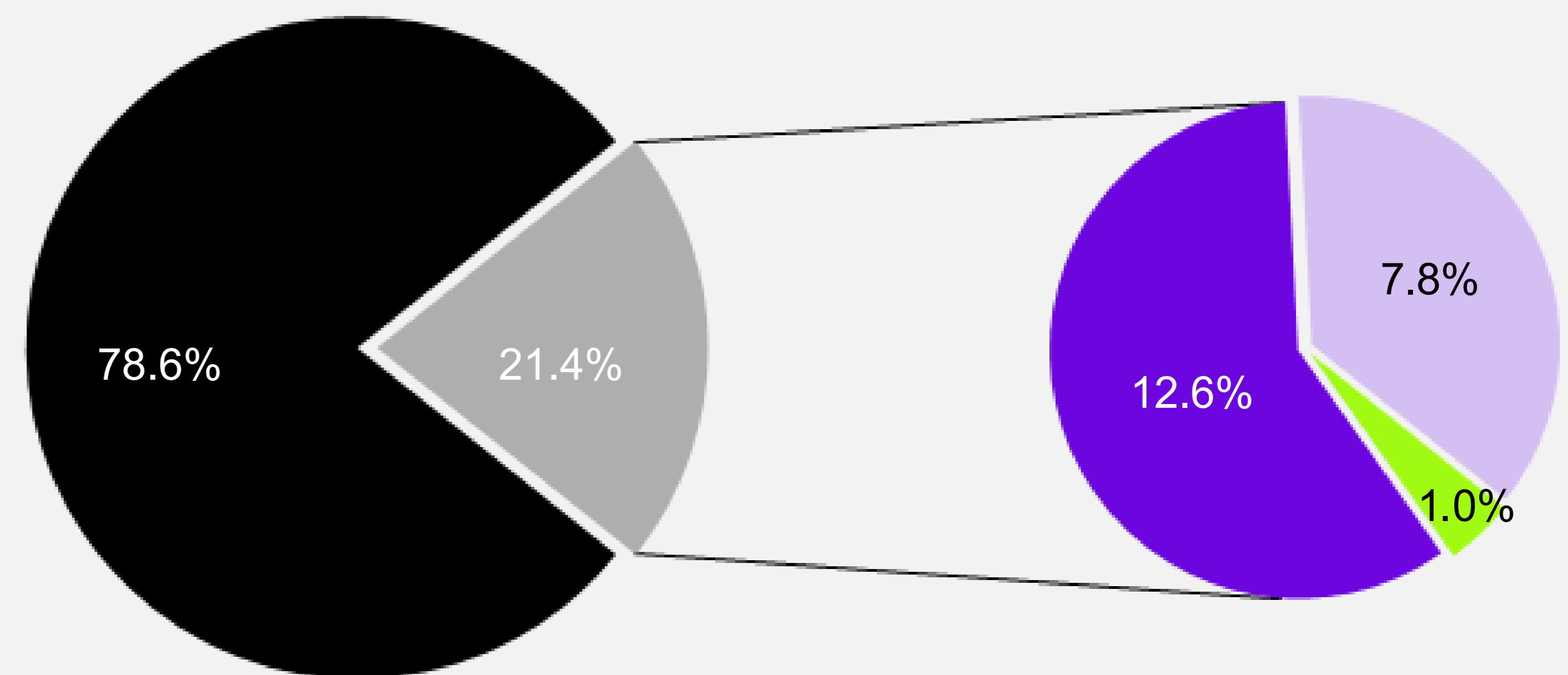
- DEPOSITS DUE TO CUSTOMERS
- ATTRACTED FUNDS
- SUBORDINATED DEBT
- BONDS ISSUED

 [Financial Statements](#)

TOTAL FUNDING (MLN. AMD)

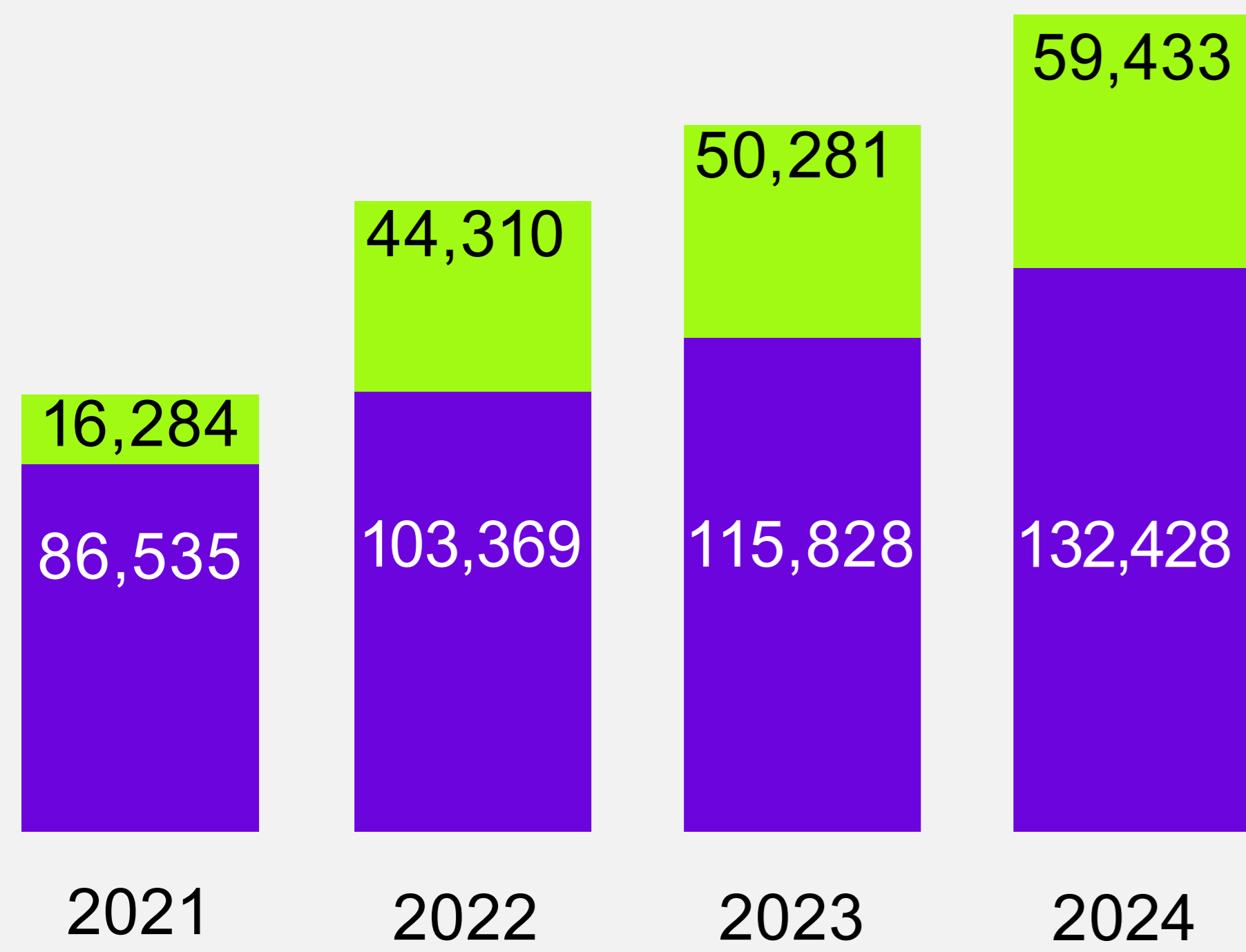


FUNDING STRUCTURE 2024

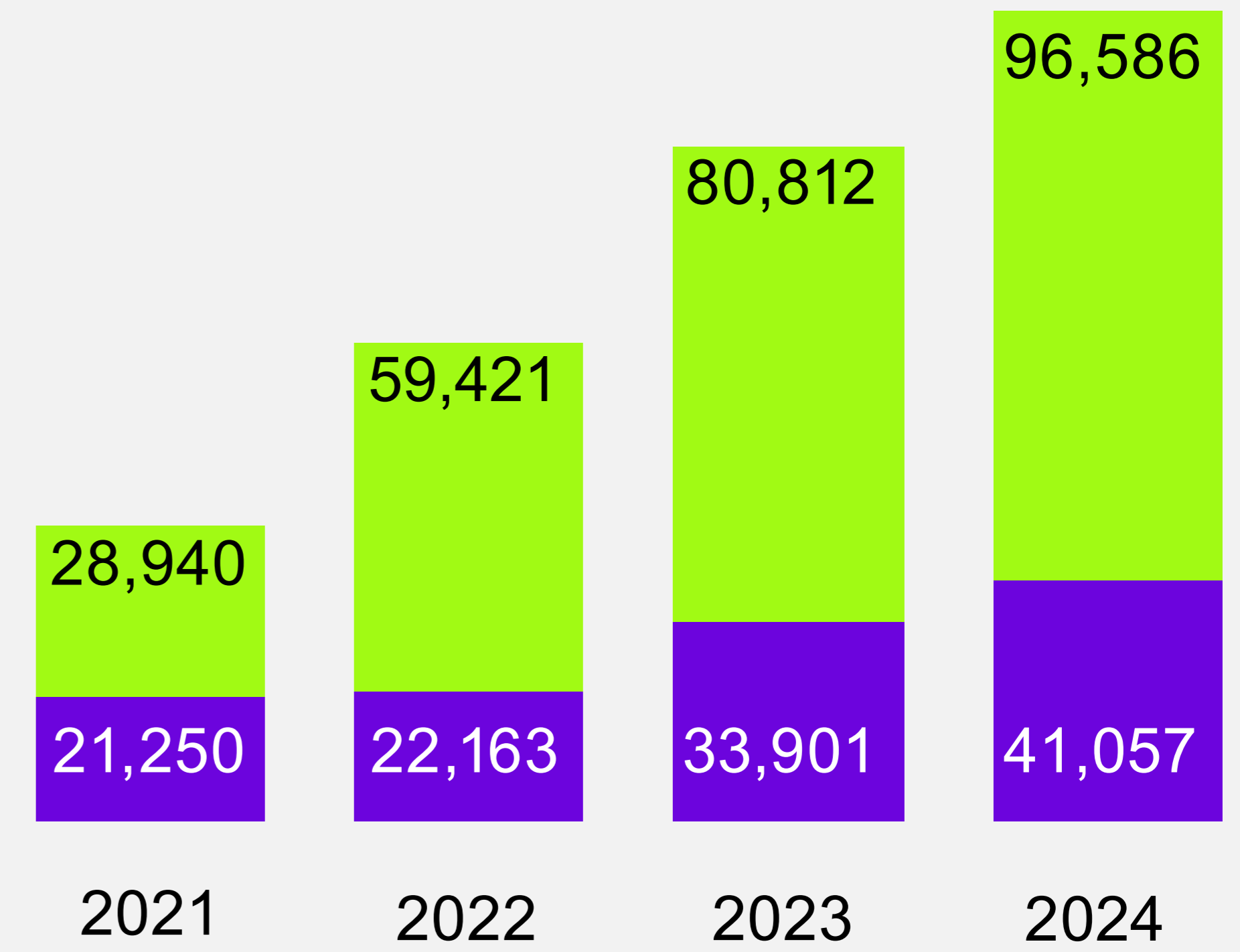


FUNDING STRUCTURE

RETAIL DEPOSIT PORTFOLIO (MLN. AMD)



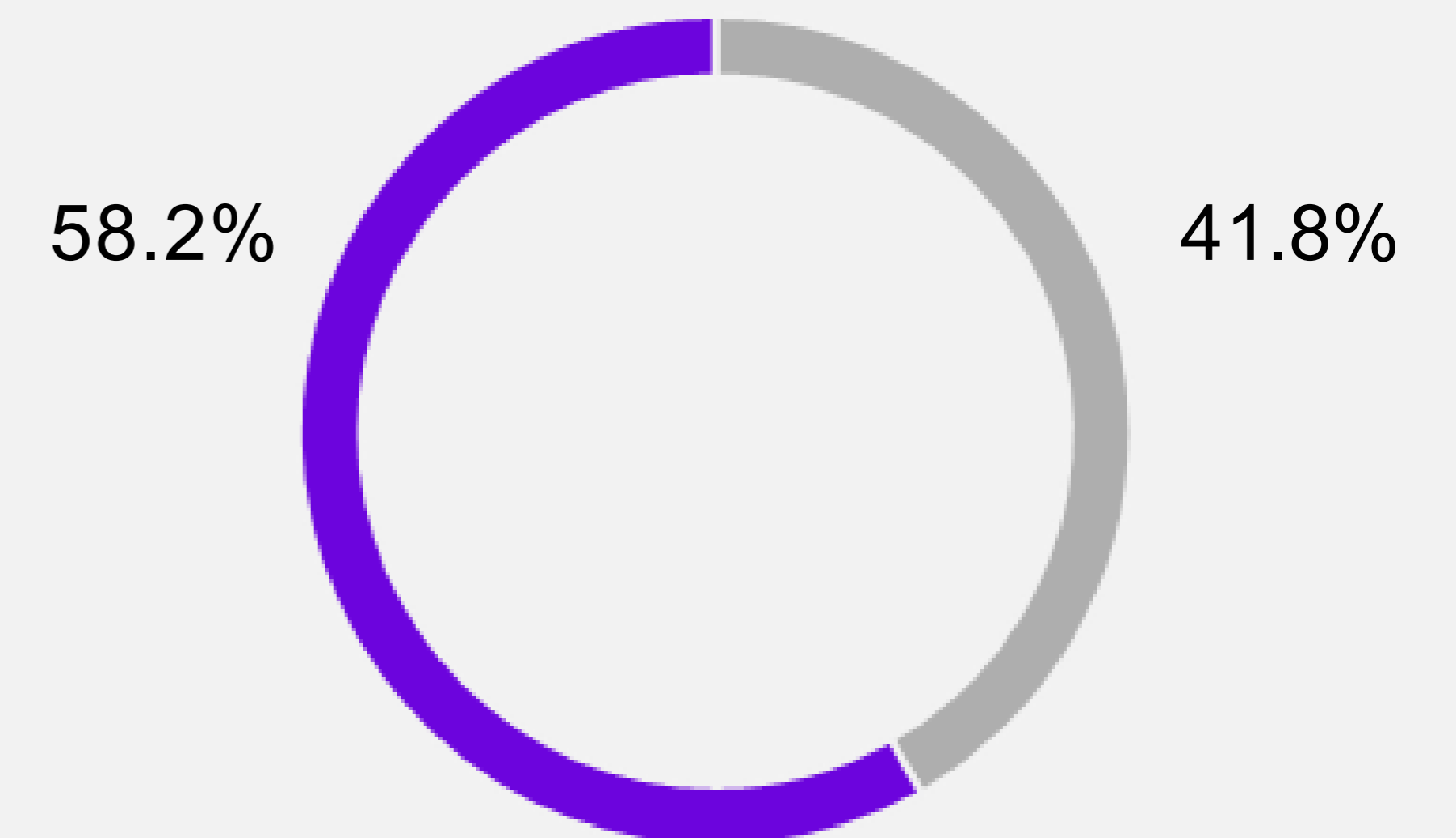
CORPORATE DEPOSIT PORTFOLIO (MLN. AMD)



AMOUNT DUE TO CUSTOMER STRUCTURE

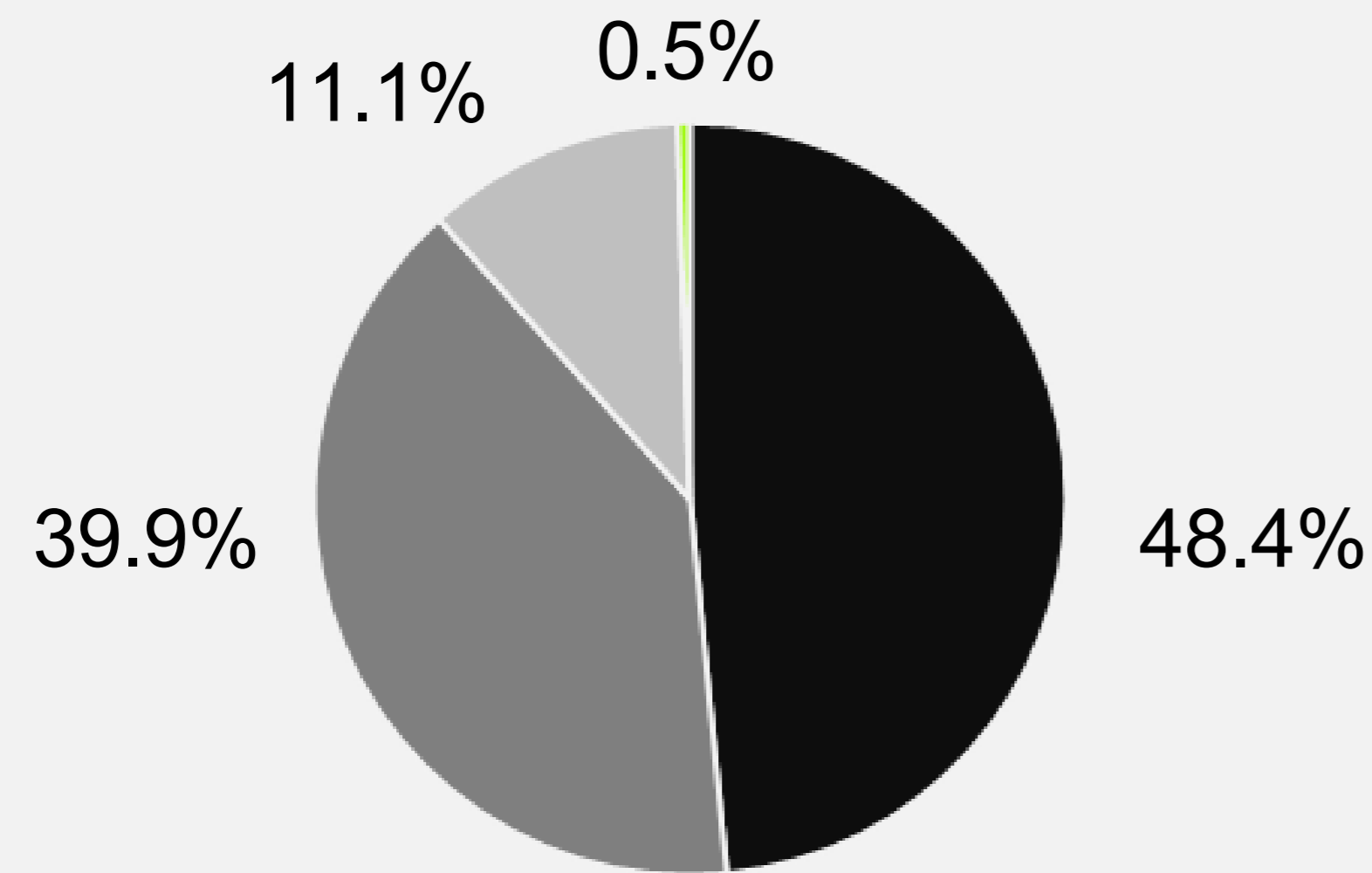


SHARE IN TOTAL DEPOSIT PORTFOLIO

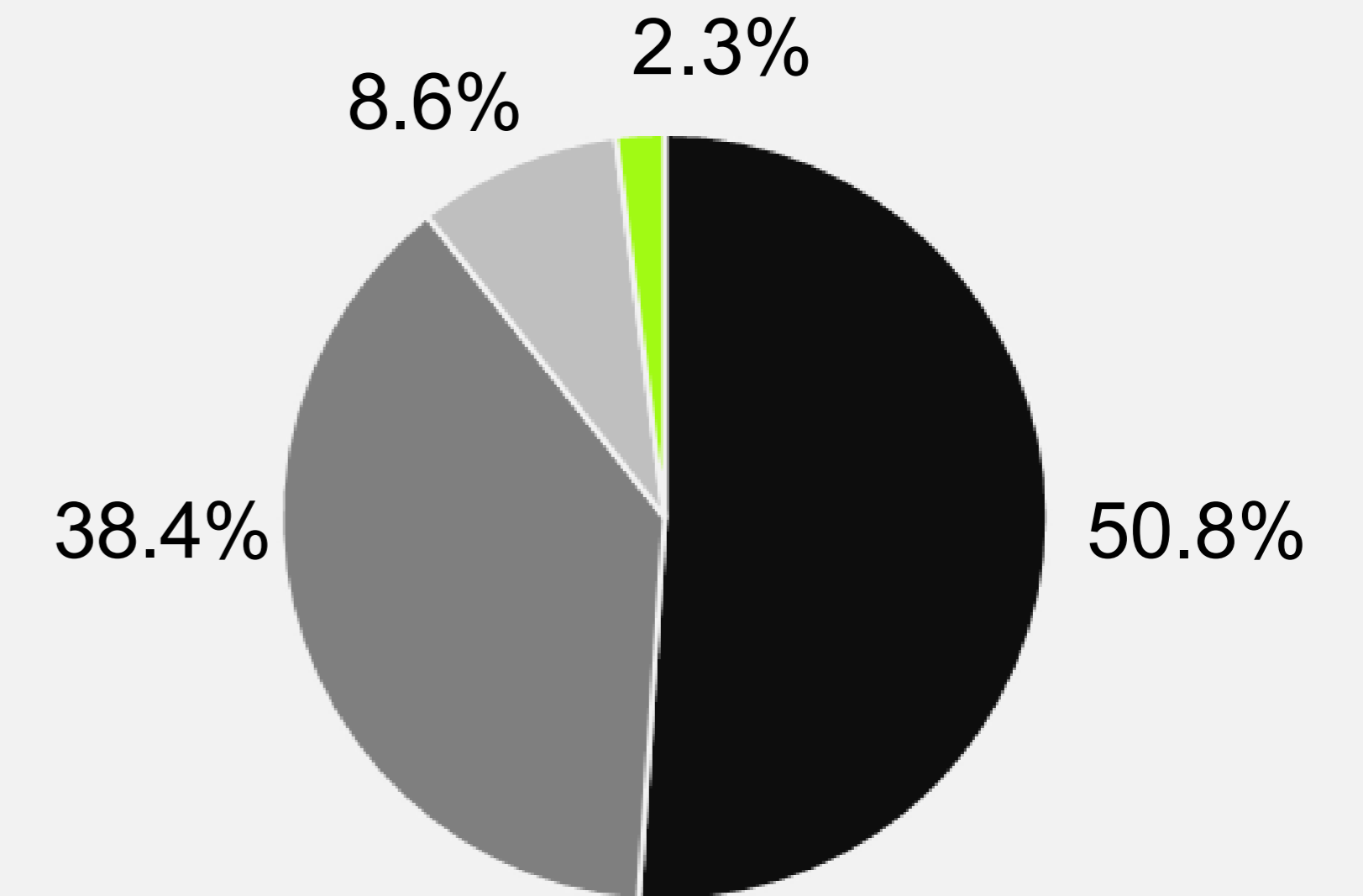


CURRENCY EXPOSURE

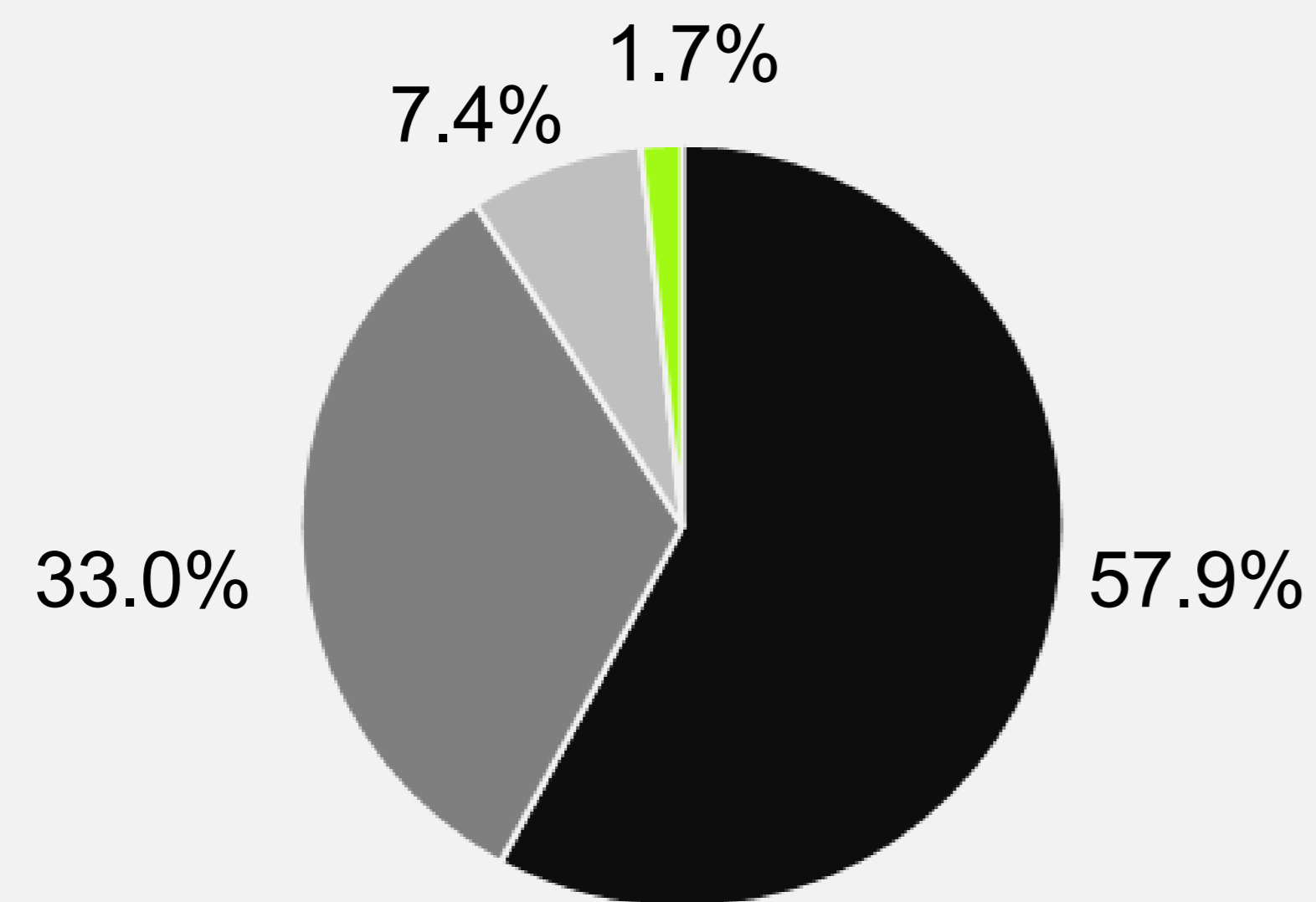
LOAN PORTFOLIO 2024



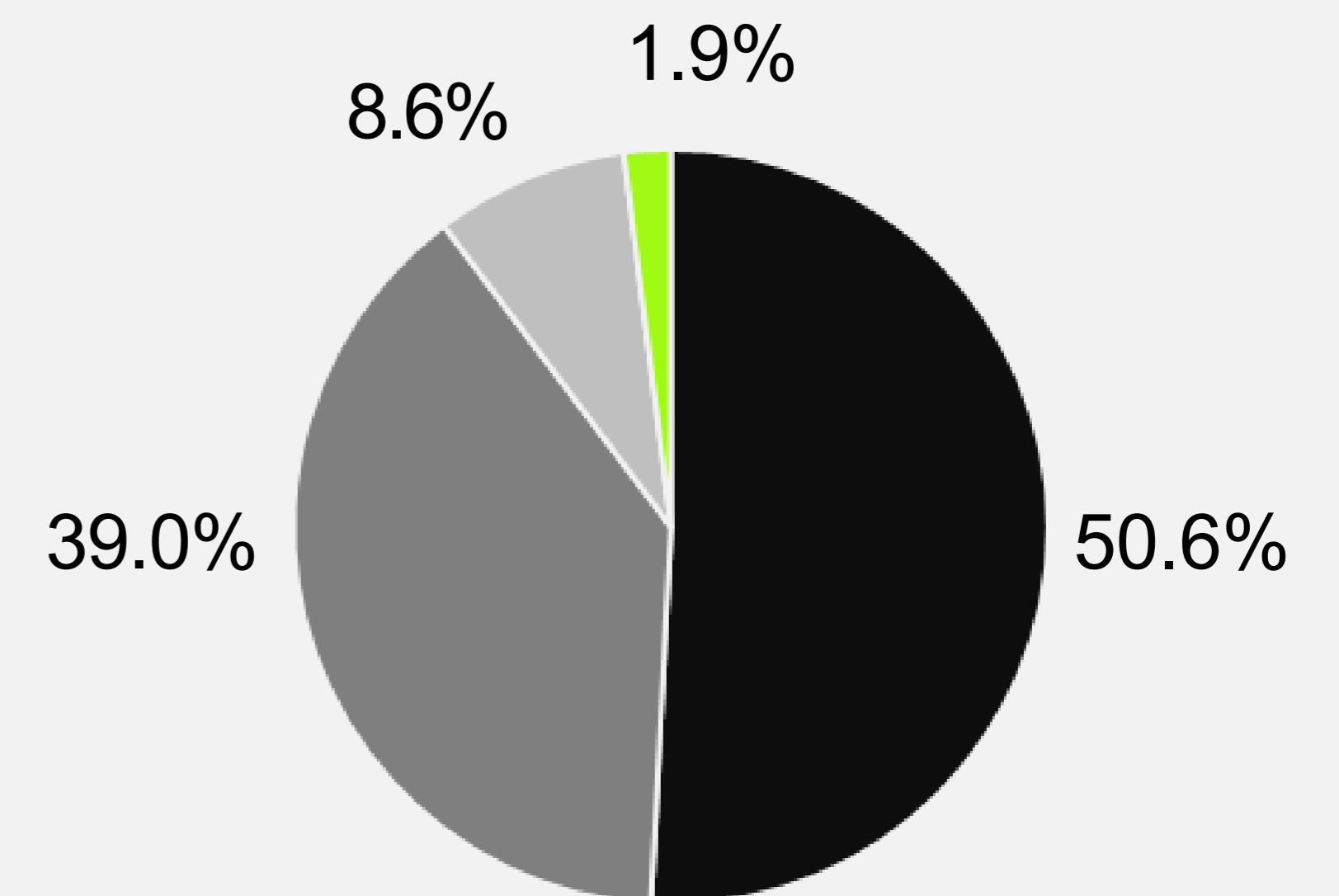
DEPOSIT PORTFOLIO 2024



ASSETS 2024




LIABILITIES 2024

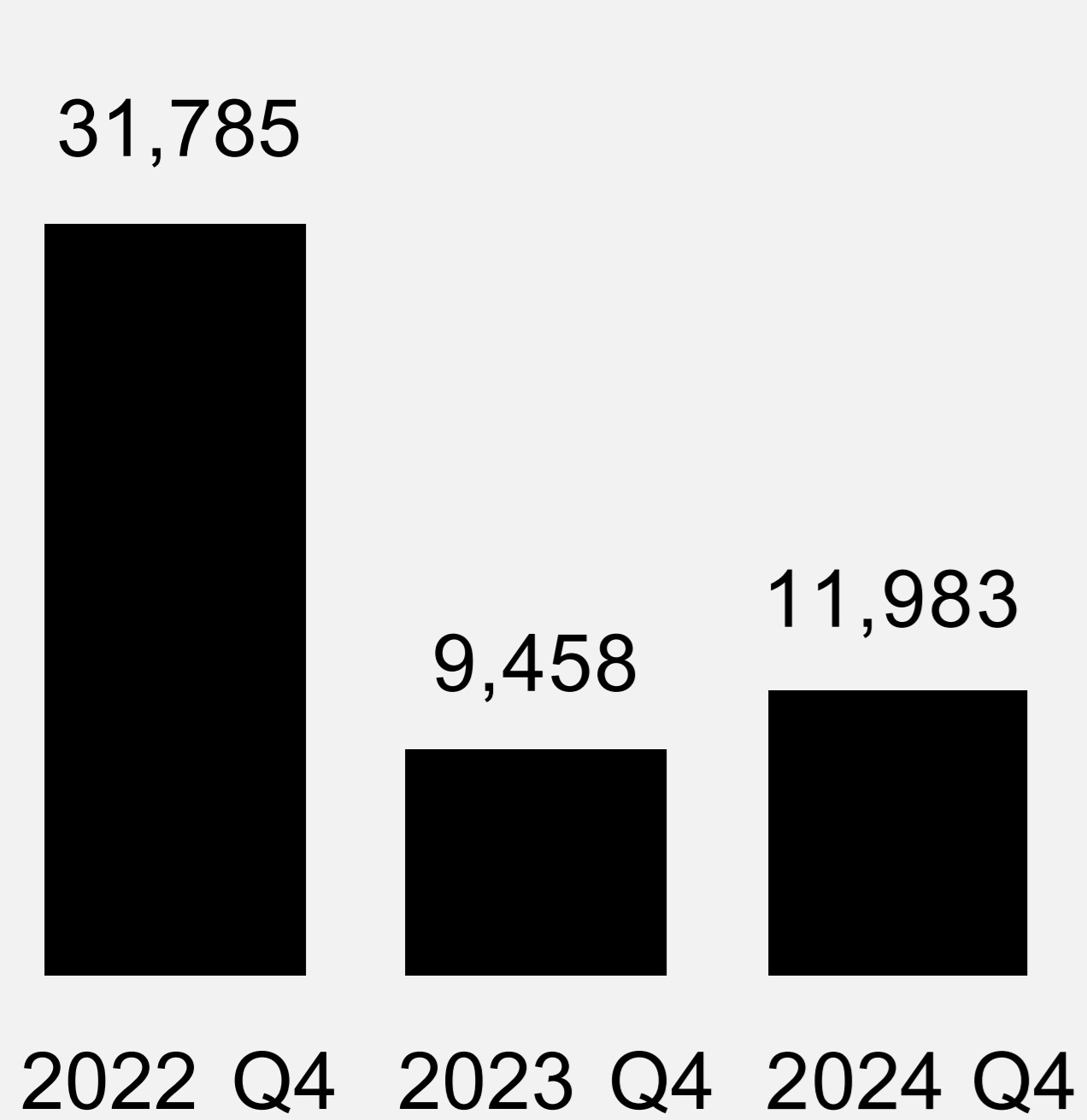


INCOME STATEMENT INDICATORS

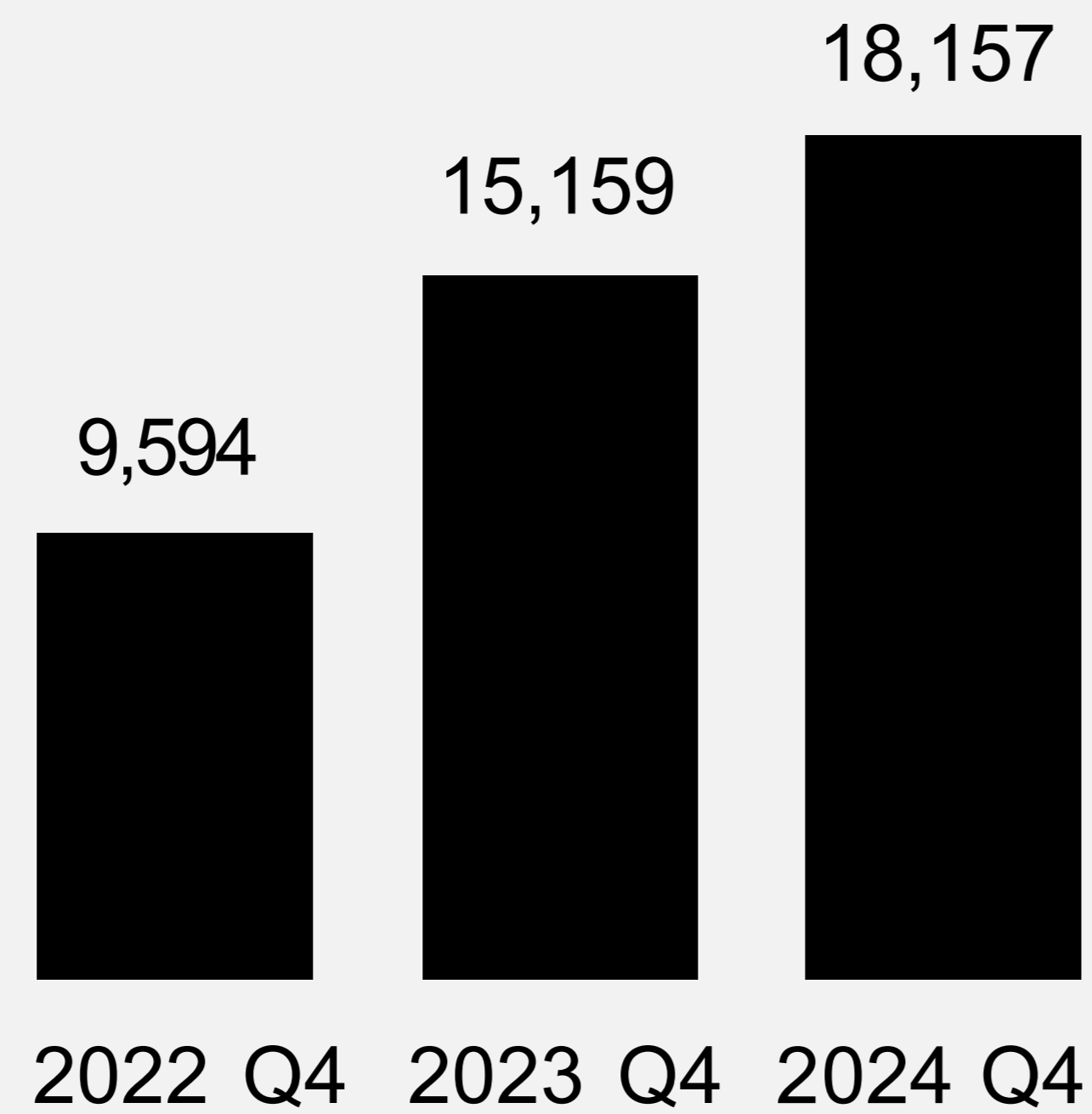
In 2024, the Bank's net interest income increased by 19.7%, operating income increased by 22.4% and net profit increased by 32.3% compared to the same period in 2023, driven by the expansion of our loan portfolio.

 [Financial Statements](#)

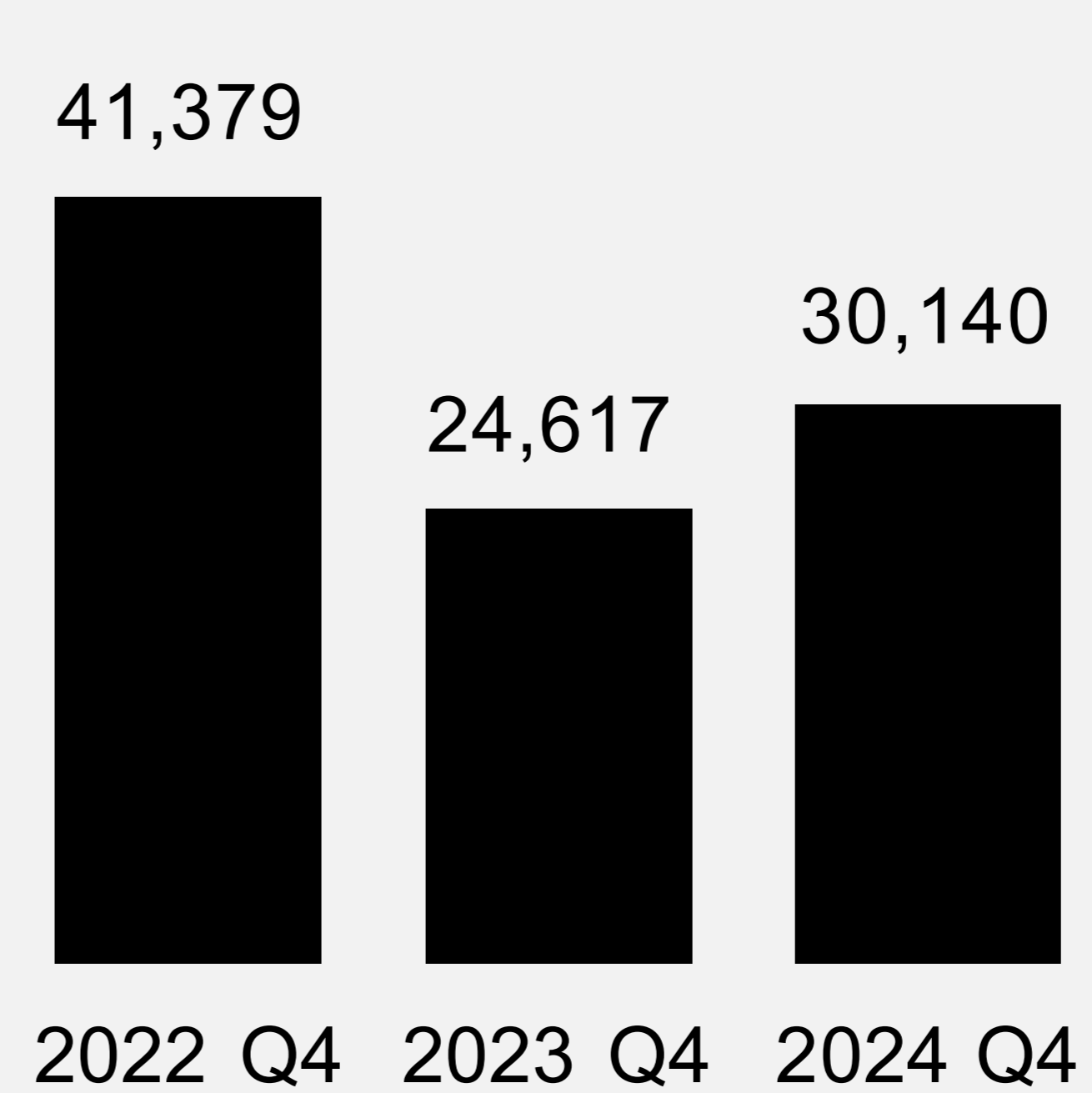
NET NON-INTEREST INCOME (MLN. AMD)



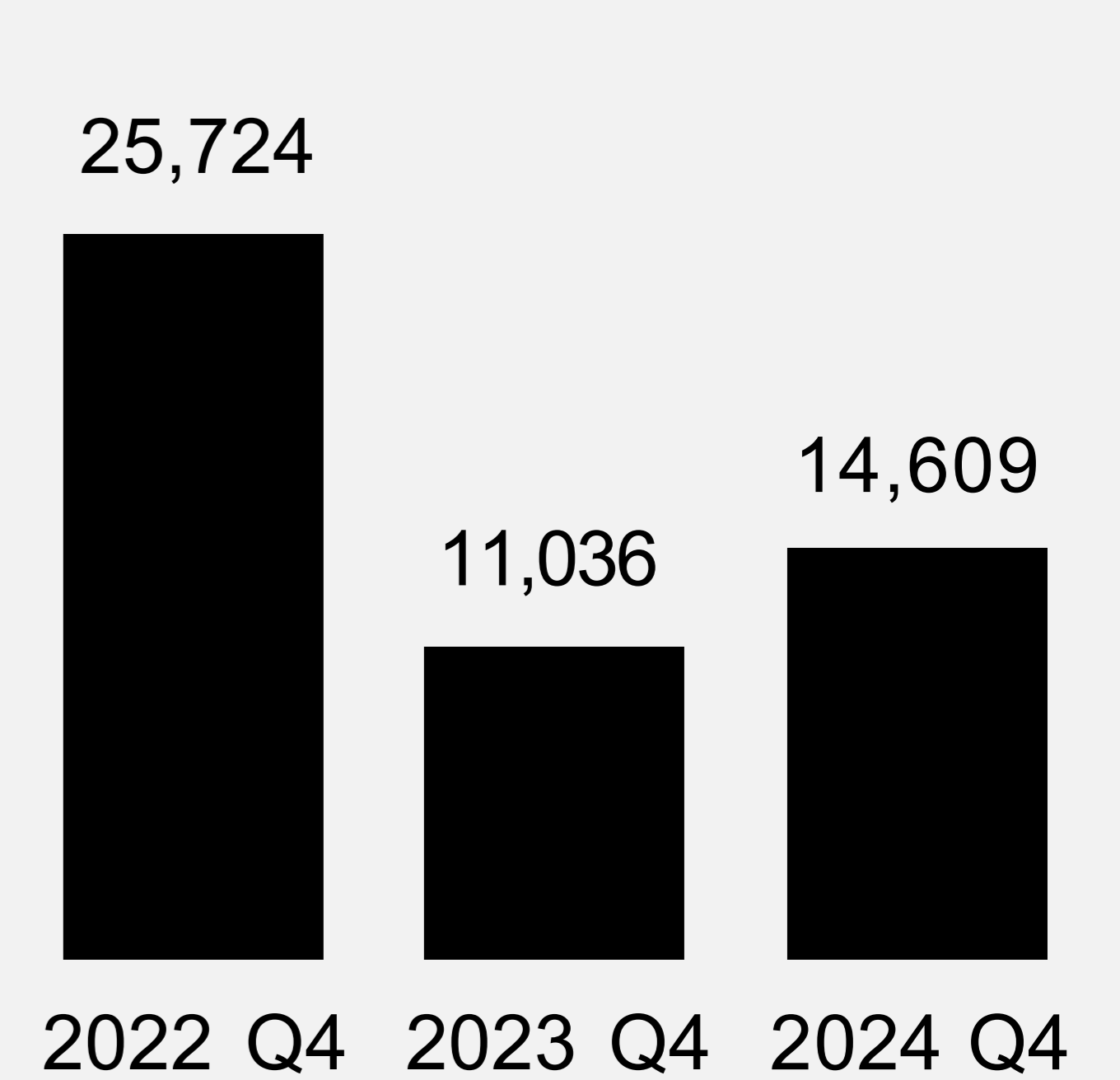
NET INTEREST INCOME (MLN. AMD)



OPERATING INCOME (MLN. AMD)



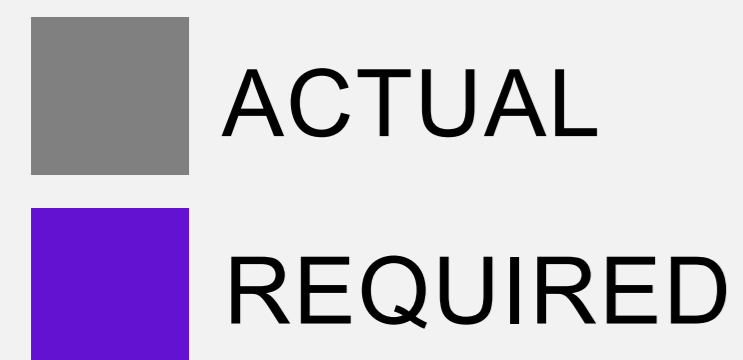
NET PROFIT (MLN. AMD)



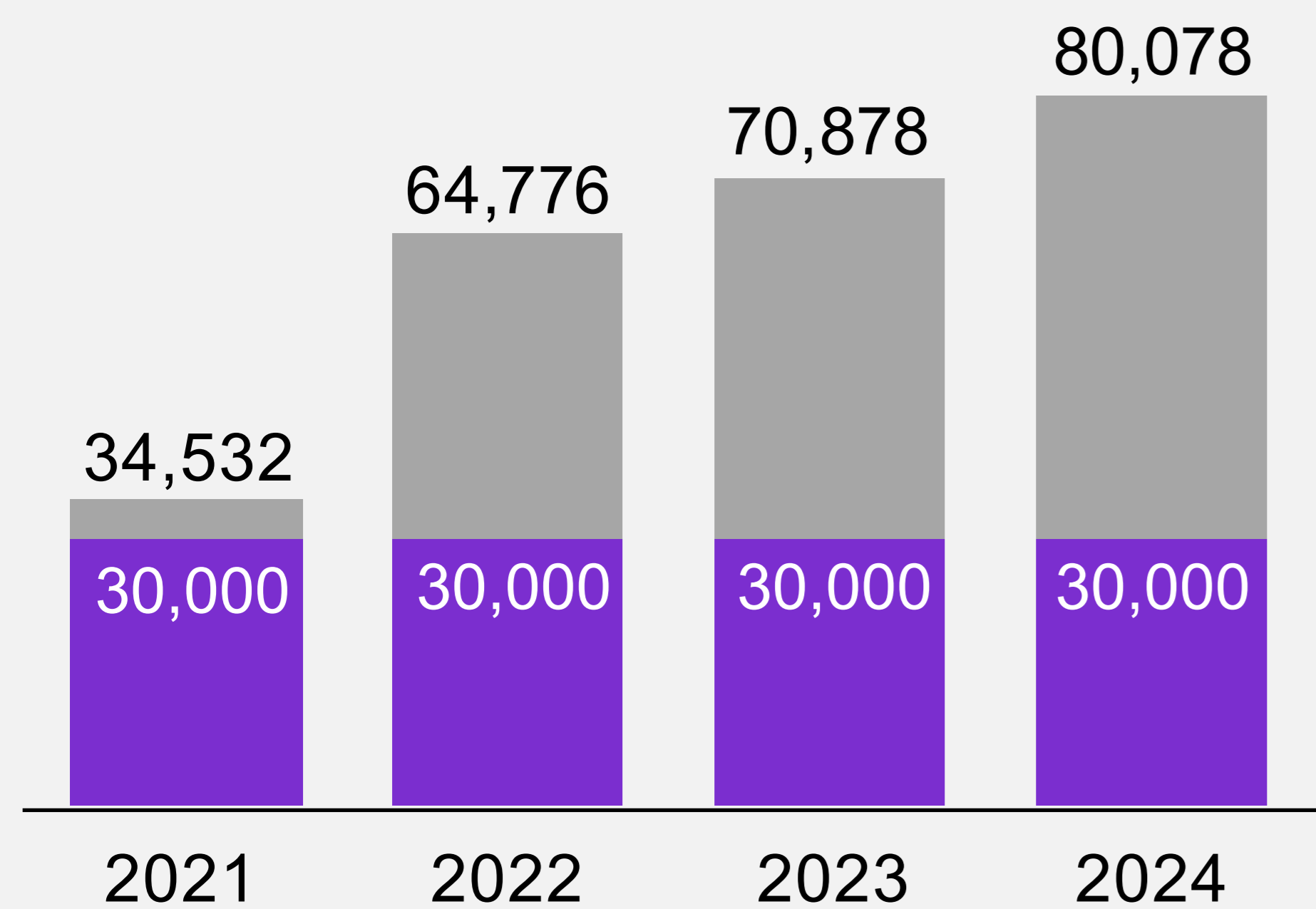
OBLIGATORY STANDARDS OF THE CENTRAL BANK

In 2024, Evocabank's prudential standards remained stable, mostly maintaining their position compared to the previous period.

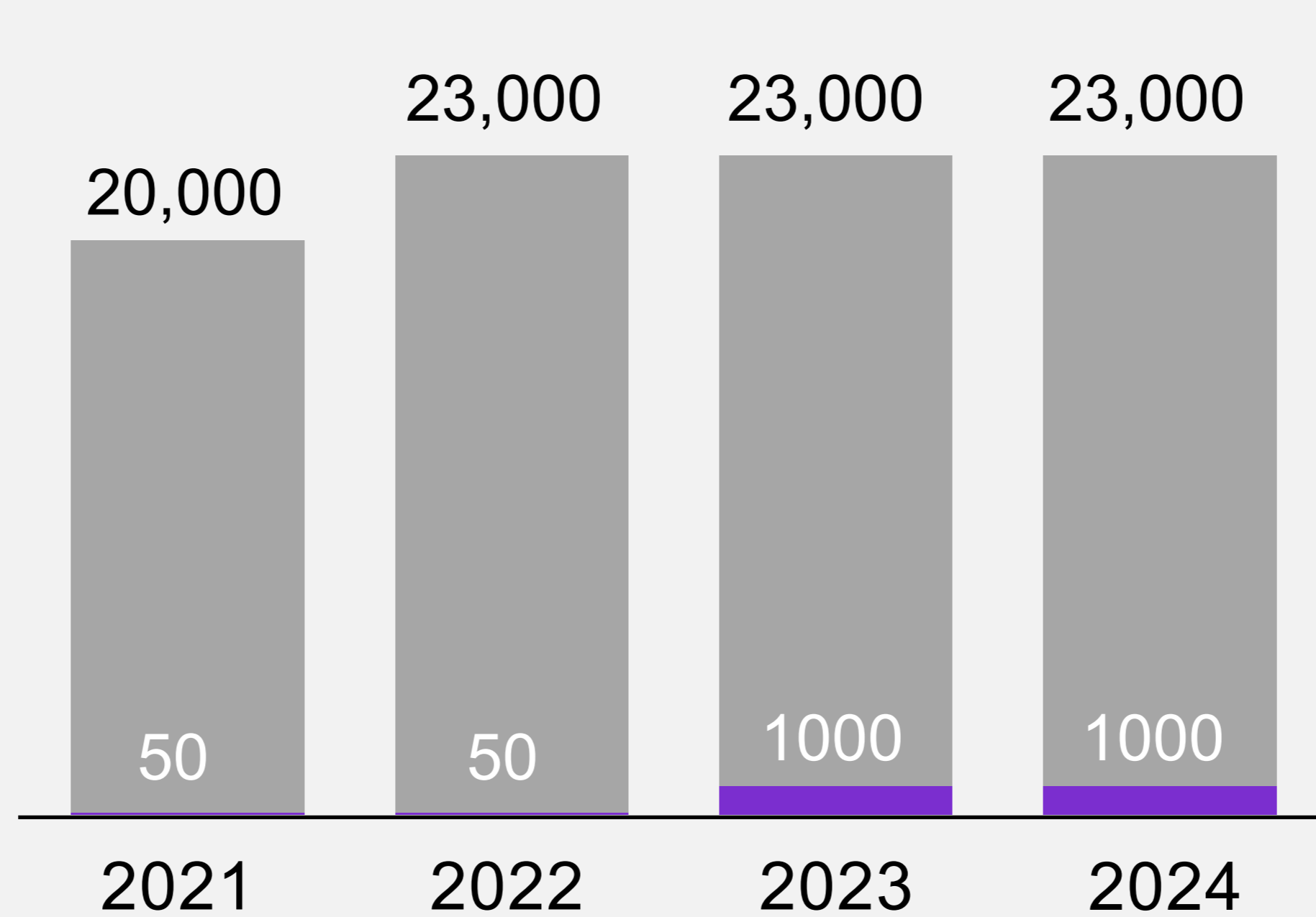
 [Financial Statements](#)



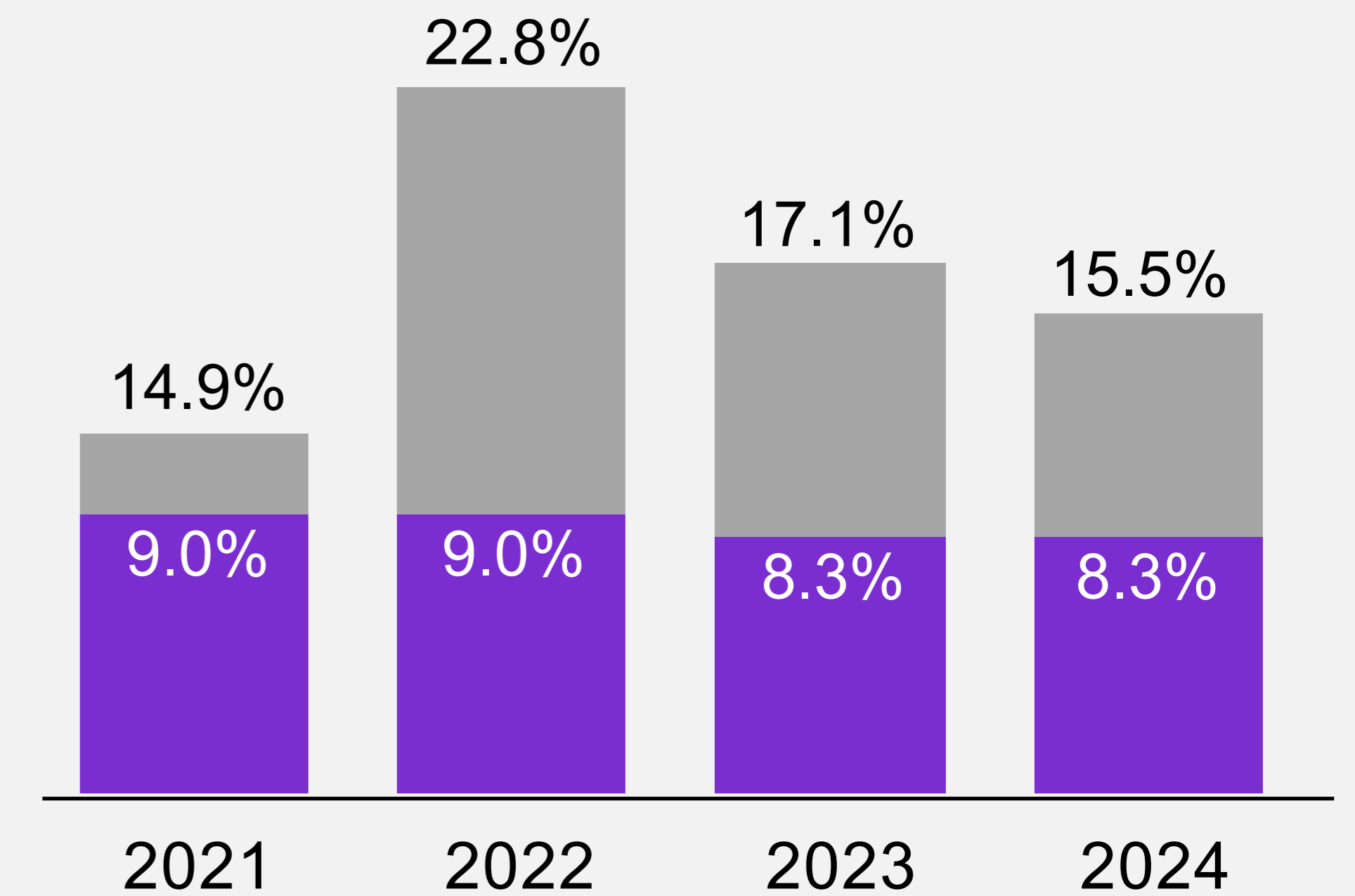
TOTAL CAPITAL (MLN. AMD)



CHARTER CAPITAL (MLN. AMD)



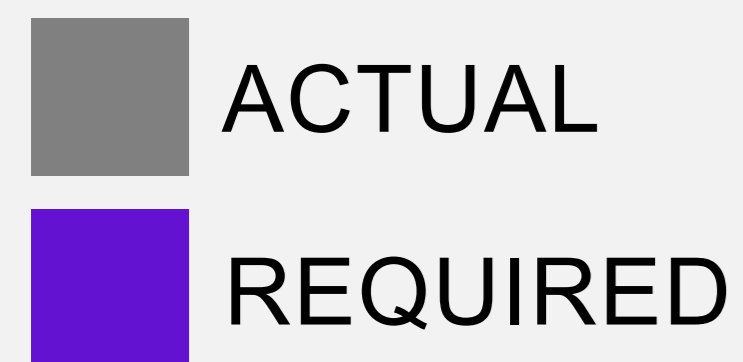
TIER 1 RATIO (S1.2)



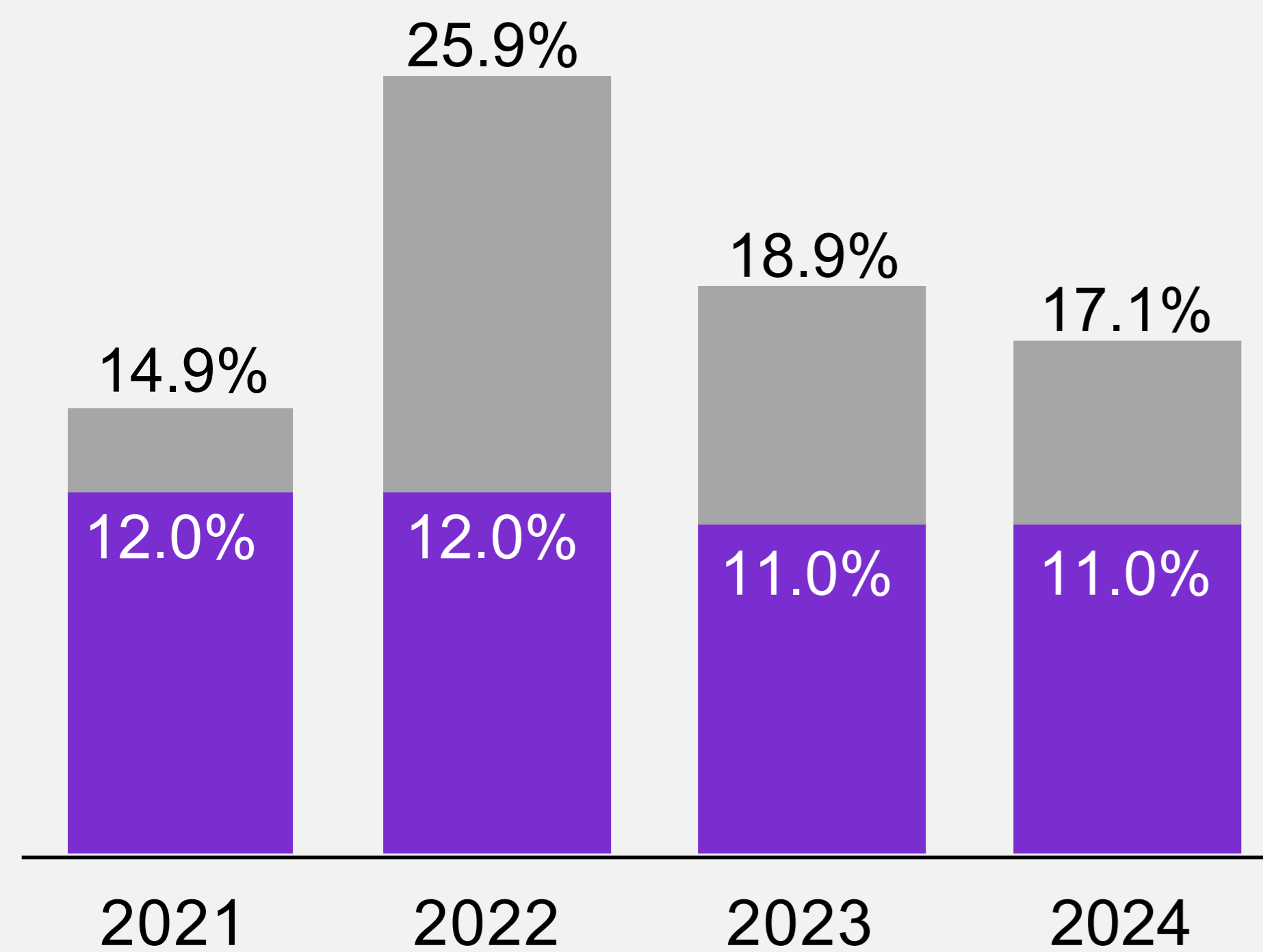
OBLIGATORY STANDARDS OF THE CENTRAL BANK

In 2024, Evocabank demonstrated financial strength by maintaining solid capitalization and substantial liquidity buffers, ensuring stability amidst evolving market conditions. The capital adequacy ratio was preserved at a strategically optimal level, highlighting the effective management of capital resources.

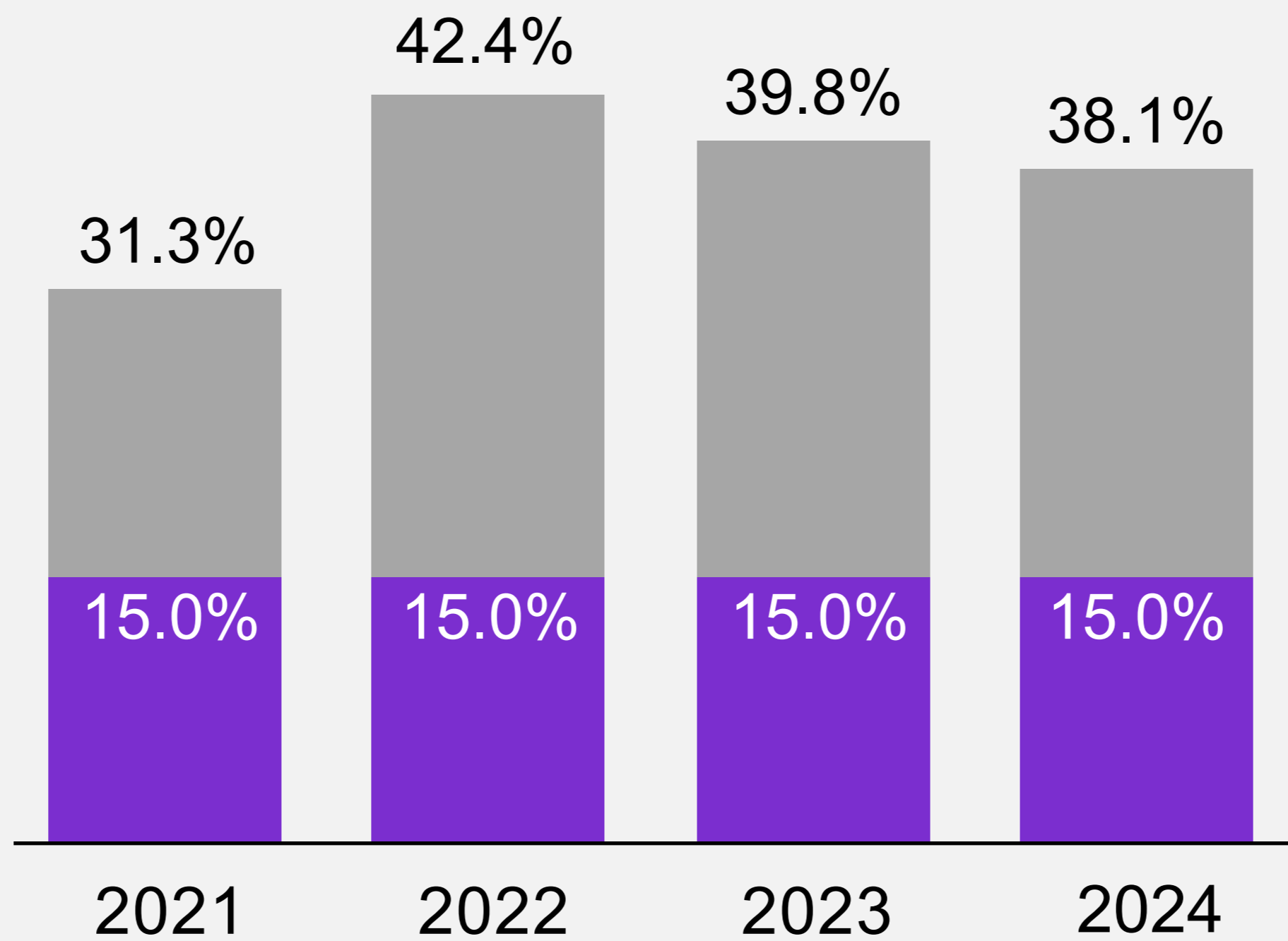
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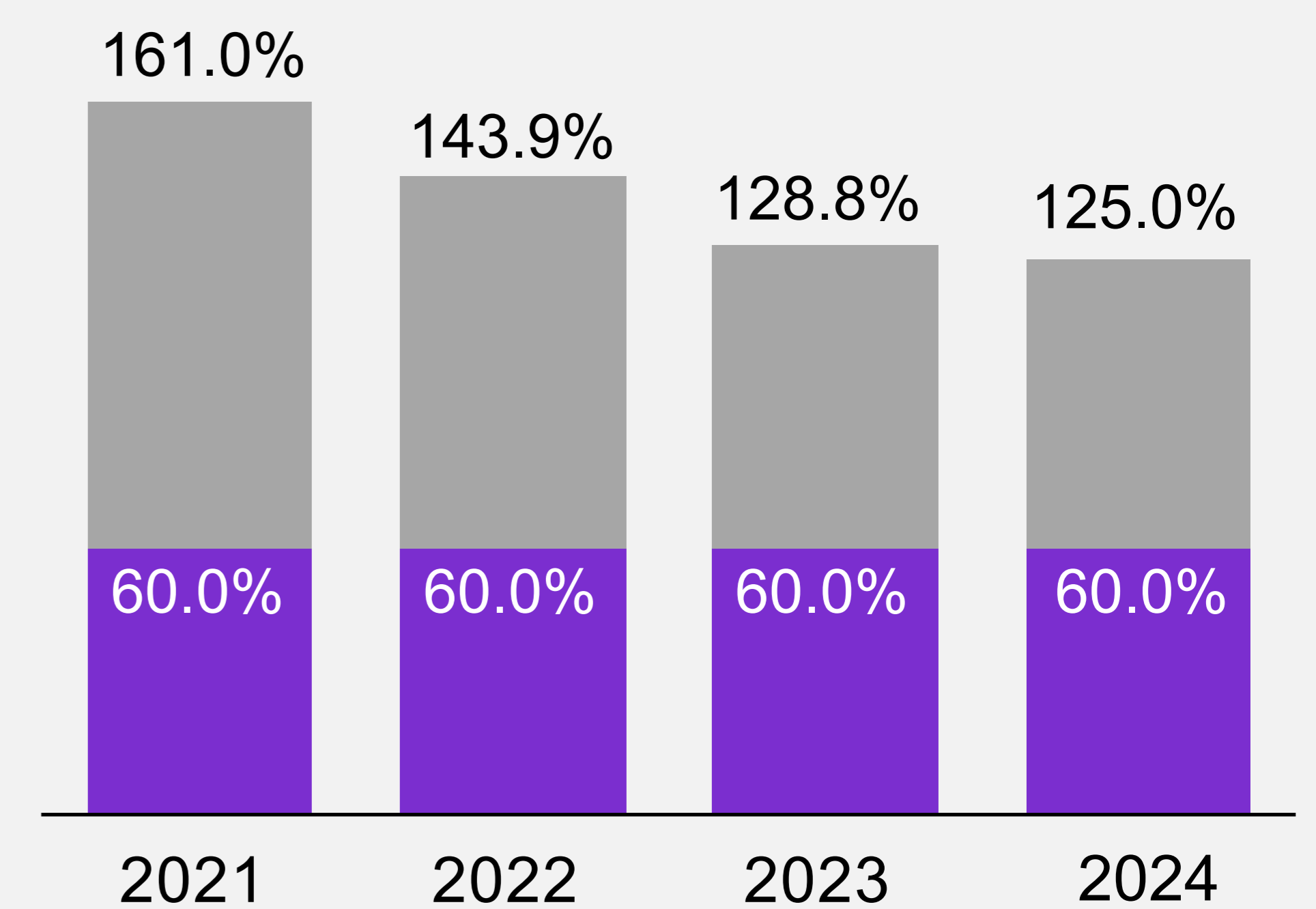
CAPITAL ADEQUACY RATIO (S1)



HIGHLY LIQUID ASSETS TO TOTAL ASSETS (S2.1)



HIGHLY LIQUID ASSETS TO DEMAND LIABILITIES (S2.2)

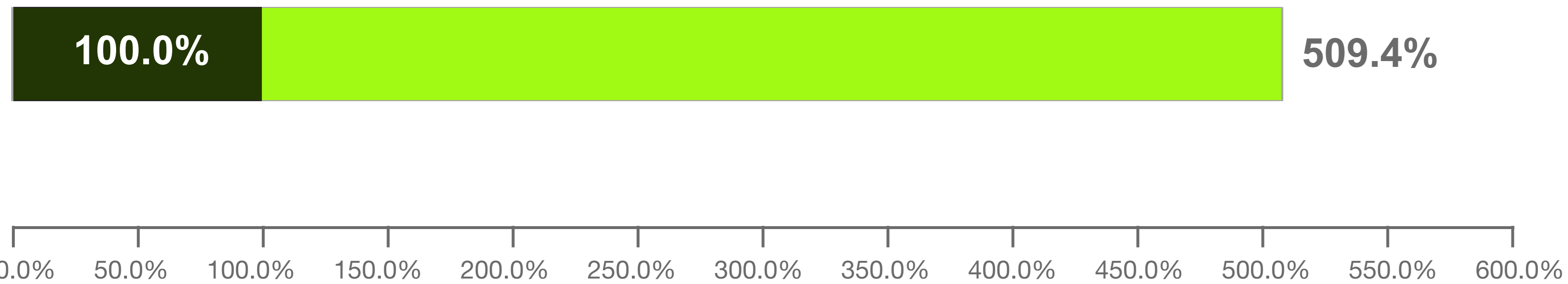


LIQUIDITY COVERAGE RATIO & NET STABLE FUNDING RATIO

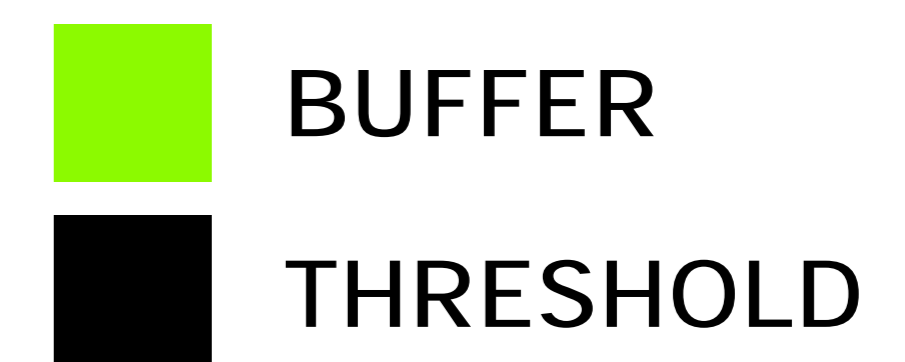
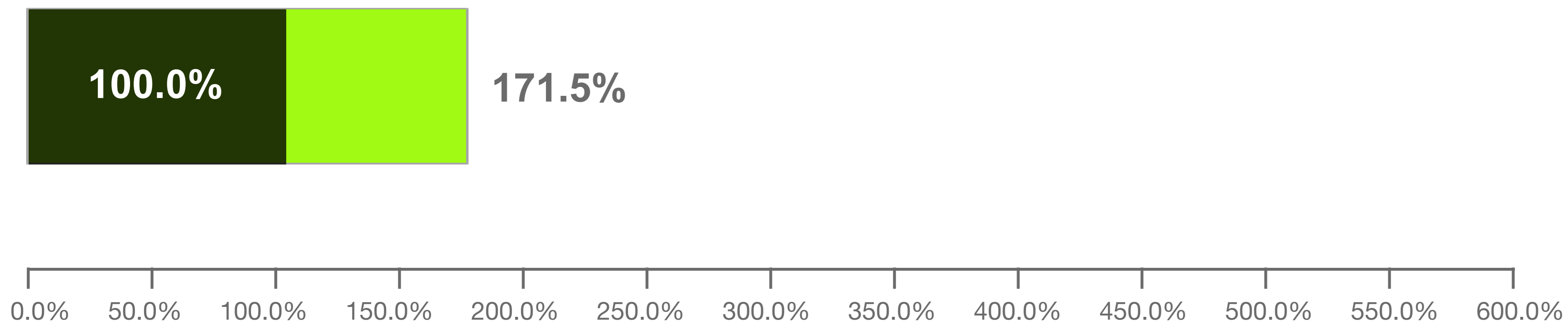
Based on the Central Bank's criteria, our net stable funding (NSFR) and liquidity coverage (LCR) ratios exceeded the regulatory minimum of 100% by a substantial margin, reaching 171.5% and 509.4%, respectively.

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LCR 2024



NSFR 2024



evocaBANK

**TOWARDS
THE NEW REALITY**

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