



31-Dec-2016



INVESTORS PRESENTATION





The information contained in this presentation has not been independently verified and no representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this information or opinions contained herein. Neither Ameriabank cjsc, nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its content or otherwise arising in connection with this document. This document does not constitute any offer and neither it nor any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

This presentation may contain forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates and projections as they are currently available to the management of Ameriabank. Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement.



Copies of this document are readily available upon request or can be downloaded from www.ameriabank.am.



Ameria Group at a Glance

Armenia Macro Indicators

Armenian Banking Sector Indicators

Balance Sheet

Income statement

Ratios

Annex 1: Statements and Peers



Ameria Group at a glance

Professional advisory and banking services unified by high-level expertise and professional dedication



ADVISORY: LEGAL, TAX MANAGEMENT

The leader in the market of professional advisory services of Armenia (since 1998)



CORPORATE, RETAIL AND INVESTMENT BANKING

Universal bank with integrated corporate, retail and investment banking services (founded in 1910 as a branch of Caucasian Trade Bank)



PROPERTY DEVELOPMENT

Company providing real estate development and management services (since 2010)



OUR MISSION

TO IMPROVE THE QUALITY OF LIFE BY:

- 1 Providing **WORLD-CLASS** financial services and business solutions to our customers
- 2 Implementing business and social projects significantly impacting the **WELL-BEING** of the society
- 3 Creating unique corporate culture and development model of an international company, uniting the efforts of **SUCCESSFUL PEOPLE**
- 4 Consistently **INCREASING** our **SHAREHOLDER VALUE**

OUR VALUES

- 1 Client-oriented approach and superior service quality
- 2 Trust and satisfaction of our clients
- 3 Principles of business ethics and information transparency
- 4 High level of professionalism and team spirit



Corporate Governance

Our Board of Directors



**ANDREW
MKRTCHYAN**

Chairman of the Board (CEO,
Ameria Group)

More than 20 years of experience in investment and management advisory by standing at the roots of investment banking establishment in Armenia, board member in a number of private/public organizations.



**RUBEN
VARDANYAN**

Board Member (Chairman of the
Board, IDEA Foundation)

Prominent investment banker with more than 25 years of experience, key figure in Russia's capital markets establishment, a Founding Partner of Moscow School of Management SKOLKOVO, board member at numerous entities in Russia and abroad, member of the Economic Advisory Board at the International Finance Corporation.



**NOUBAR
AFEYAN**

PhD Board Member (MP/CEO,
Flagship Ventures)

Almost 30 years of experience in venture capital management (co-founder of more than 24 life science /high-tech startups) and lecturing at MIT, serves on a number of public and private company boards.



Corporate Governance

Our Board of Directors



**ROBERT VON
REKOWSKY**

Independent Board Member (VP, Emerging Mkt Strategy, Fidelity Investments)

Almost 30 years of experience in global asset management and portfolio management experience, board member in a number of private/public organizations.



OLEG TSARKOV

Board Member (CEO, Phoenix Advisors)

More than 20 years of experience in investment banking and advisory services, a founding Managing Partner at Svarog Capital Advisors, former head of IB at Troika Dialog,



**ALEXEY
GERMANOVICH**

Board Member (a professional independent director)

15 years of experience in supervisory and executive boards in top Russian companies from a variety of industries, one of Russia's leading professionals in corporate communications and investor relations.



PIERRE GURDJIAN

Board Member (president, Board of the Free University of Brussels)

27 years of experience in advisory business, was a Senior Partner and managing Partner of Belgian-Luxemburgian office at McKinsey & Company, a Board member in various universities and international organizations.



Our partners and Directors

Names talk for themselves



ARTAK HANESYAN

CEO, Chairman of
Management Board,
Ameriabank

Distinguished banker with more than 22 years of experience in banking system of Armenia.



GEVORG TARUMYAN

CFO, Deputy General
Director, Ameriabank

More than 20 years of experience in financial management and 13 years of experience as CFO in commercial banks of Armenia.



DAVID SARGSYAN

Director, Legal, Ameria
Group

More than 16 years of experience in legal practice specialized in corporate, securities, banking and civil law.



ARTHUR ANDREASYAN

Head, Internal Audit,
Ameriabank

22 years of experience in the field of accounting, audit and tax.



GAGIK SAHAKYAN

Director, Corporate Banking,
Ameriabank

More than 7 years of experience in corporate banking and more than 15 years experience in management advisory in a number of private and international organizations.



Our partners and Directors

Names talk for themselves



TIGRAN JRBASHYAN
Director, Development,
Ameria Group

More than 22 years of research experience in private and international organizations, author of books and over 130 scientific articles and publications.



ARMAN BARSEGHYAN
Director, Retail
Banking, Ameriabank

More than 17 years of experience in operations and retail banking management in banking system of Armenia.



ARNO MOSIKYAN
Director, Investment
Banking, Ameriabank

More than 13 years of experience in IB, advisory, portfolio management and risk management from big four advisory companies and Investment Banks.



ARTHUR BABAYAN
Director, Trading,
Ameriabank

More than 17 years of experience in trading in various commercial banks of Armenia.



BURASTAN MOVSISYAN
CTSO, Ameria
Group

More than 20 years of experience in managerial positions in various areas of telecommunication industry, more than 10 years as a top manager in sales and customer care.



SAMVEL AGHABABYAN
Head, Security, Ameria
Group

18 years of experience in security systems of state and commercial organizations.



Our Team: Who we are

Dedicated team of more than 600 professionals



AESTHETICS

AMMUNITION

ASSESSMENT

ACCURACY

ALL
STARTS
WITH **A**





Major Achievements: At a Glance

MARKET POSITION RANKINGS

Leader in the Armenian banking market
per Q4 2016 results!



1st by Assets

1st by Profit

1st by Liabilities

1st by Loan Portfolio

1st by Customer Liabilities

1st by Equity



2016 Q4 Major Achievements: At a Glance

Named “Bank of the Year 2016 in Armenia” by The Banker, a premier publication of Financial Times, for the fourth time*

Signed USD 20 million Loan Agreement with Proparco

Signed USD 10 million local currency credit line agreement with EBRD under their Women in Business program



European Bank
for Reconstruction and Development

*Bank of the Year in 2010, 2013, 2015 and 2016



CORPORATE GOVERNANCE ENHANCEMENT

- a new non-executive board member joined our professional Board



Pierre Gurdjian

Pierre is the President of the Board of Directors of the Free University of Brussels, one of Belgium's largest universities. Before that, he was a Senior Partner at McKinsey & Company, where he was active for 27 years. He was the Managing Partner of the Belgian-Luxemburgian office between 2005 and 2012, after which he took the international responsibility of the Human Capital Service Line in EMEA.

Currently he serves on the Boards of various universities and international organizations.

- Three new Board level committees established

The committees have advisory role and are meant to assist the Board in carrying out its duties, by making recommendations in key areas.

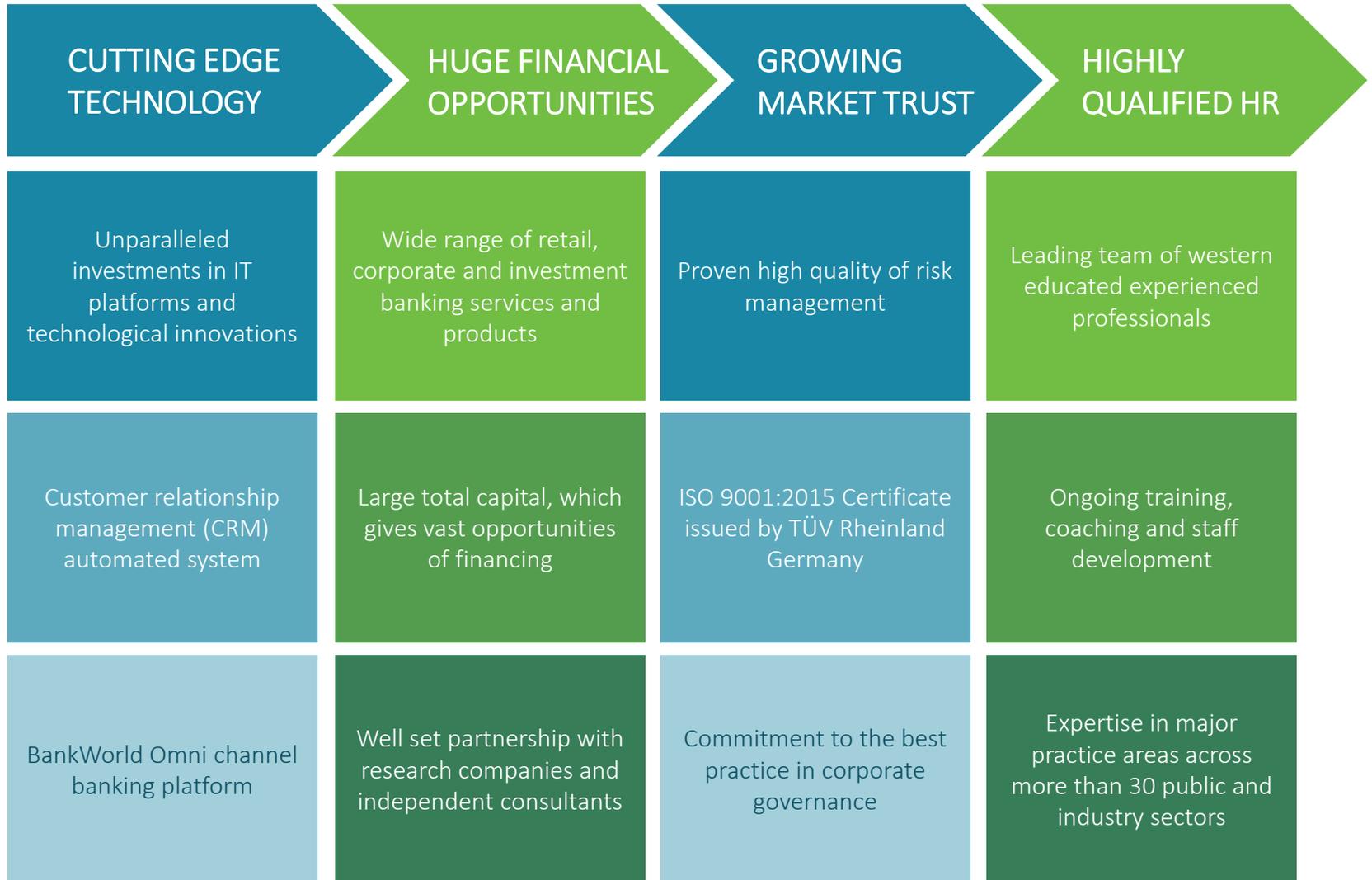
The committees will start functioning from Q1 2017





Key strengths

Building the future today





Range of services

Individualized banking and advisory services tailored for specific needs

CORPORATE BANKING	RETAIL BANKING	INVESTMENT BANKING	ADVISORY
<ul style="list-style-type: none">▪ Lending	<ul style="list-style-type: none">▪ Consumer lending	<ul style="list-style-type: none">▪ M&A	<ul style="list-style-type: none">▪ Legal services
<ul style="list-style-type: none">▪ Trade financing	<ul style="list-style-type: none">▪ Mortgage	<ul style="list-style-type: none">▪ Corporate finance	<ul style="list-style-type: none">▪ Business advisory
<ul style="list-style-type: none">▪ Financial lease	<ul style="list-style-type: none">▪ Car loans	<ul style="list-style-type: none">▪ Debt Capital markets	<ul style="list-style-type: none">▪ Financial advisory
<ul style="list-style-type: none">▪ Factoring	<ul style="list-style-type: none">▪ Credit cards (Visa, MC, ArCa)	<ul style="list-style-type: none">▪ Equity Capital Markets	<ul style="list-style-type: none">▪ Assurance and audit
<ul style="list-style-type: none">▪ Project financing	<ul style="list-style-type: none">▪ Deposit products	<ul style="list-style-type: none">▪ IPO Advisory	<ul style="list-style-type: none">▪ Accounting and tax services
<ul style="list-style-type: none">▪ Salary projects	<ul style="list-style-type: none">▪ Metal accounts	<ul style="list-style-type: none">▪ Brokerage	<ul style="list-style-type: none">▪ HR consulting
<ul style="list-style-type: none">▪ Deposit products	<ul style="list-style-type: none">▪ Investment loans	<ul style="list-style-type: none">▪ Investment advisory	<ul style="list-style-type: none">▪ Project management



- Unprecedented representation of the Armenian leading financial & advisory Group in the United States
- Promote Ameria Group products within Armenian Diaspora in USA
- Located in the business heart of Glendale, California Brand Blvd., Ameria Group Inc's professional team is always willing and ready to provide top-notch investment, management, legal and any type of professional advisory
- A number of already completed successful investment and advisory projects
- Opening ceremony attended by the President of Armenia Mr. Serzh Sargsyan, the Mayor of Los Angeles and reputable guests from LA and Armenia back in September, 2011.





Recognition and honors for achievements

Ongoing appreciation and quality recognitions by the most reputable global institutions

“THE BANKER” BEST BANK IN ARMENIA
2016, 2015, 2013, 2010



“EUROMONEY” AWARD FOR EXCELLENCE AS THE BEST BANK IN ARMENIA
2016, 2014, 2012 AND 2011



“GLOBAL FINANCE” BEST BANK 2016, 2015, 2014, 2013, 2012, BEST TRADE FINANCE BANK 2015, 2014, BEST SUBCUSTODIAN 2015, 2014, 2013, BEST FOREIGN EXCHANGE BANK 2016, 2015, 2014, 2013, 2012, BEST INVESTMENT BANK 2016



CERTIFICATE OF APPRECIATION FOR COMPLIANCE WITH LOCAL AND INTERNATIONAL ENVIRONMENTAL AND SOCIAL REGULATIONS AND WORLDWIDE



AWARDS FOR OUTSTANDING PERFORMANCE IN 2013, 2012 and 2010: TRADE FINANCE AWARD AND HIGH PERFORMANCE IN INTERNATIONAL TRANSACTIONS AWARD



EBRD “DEAL OF THE YEAR 2013”, IFC: GTFP AWARD 2014, 2012 AND 2010: AS THE MOST ACTIVE ISSUER AMONG TRANSCAUCASIAN BANKS AND BEST ISSUING BANK FOR ENERGY EFFICIENCY IN 2012





IFI projects

Partnership with most reputable financial institutions



- Trade finance

- Energy Efficiency

- SME

- Agribusiness



responsAbility
Investments for Prosperity





Strong foundation of integrity, trust and ethical behavior in all businesses and towards all stakeholders



Children Healthcare

Every year making donations for urgent medical treatments of children. In 2016 Ameriabank donated one more Hamilton C1 ventilator for intensive care to St. Astvatsamayr Medical Center (one of the main child healthcare medical centers in Armenia). Financial assistance was channeled to 12 children for treatment of life-threatening diseases.



Healthy Lifestyle & Environment

Encouraging healthy lifestyle through sponsoring running marathons and parking lots for bikers, tree planting events.



Grant for young teachers

Supporting to “Teach For Armenia” NGO to recruit, train, support exceptional individuals from socio-economically disadvantaged communities in Armenia and from Armenian diaspora, increase educational opportunity throughout Armenia.



Education

Scholarships to gifted children with exceptional academic performance to study at international UWC Dilijan School.

CSR COMMITTEE

At the end of 2016 Ameriabank created CSR Committee comprised of the staff members that have shown active and dedicated involvement in social activities. The goal of the CSR committee is to improve the transparency of the decision making process in CSR, to ensure higher engagement level throughout Ameria team in the implementation process of CSR activities and to improve the choice, implementation and monitoring processes of Ameriabank CSR.



Ameria Group at a Glance

Armenia Macro Indicators

Armenian Banking Sector Indicators

Balance Sheet

Income Statement

Ratios

Annex 1: Statements and Peers



Armenia: facts and rankings

HIGHLIGHTS



Economic freedom index 2016

54th out of 178
(Moderately Free)



Ease of doing business 2017

38th out of 190



Human development index (HDI) 2015

85th out of 188

Currency: Dram (AMD)

Population: 2,987 thous. (2017.01.01)

GDP: 10.5 bln (2015, current US\$)

GDP per capita: 3,504 (2015, current US\$)



Moody's (March 2016)

B1 (stable)



Fitch Ratings (January 2017)

B+ (stable)



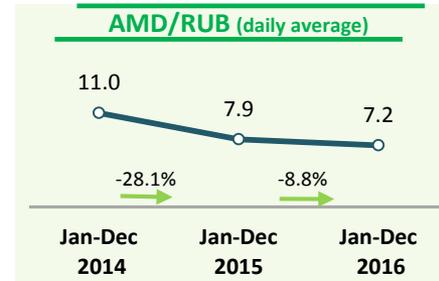
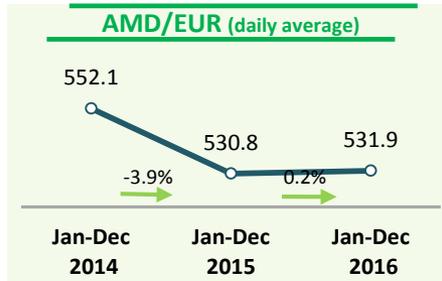
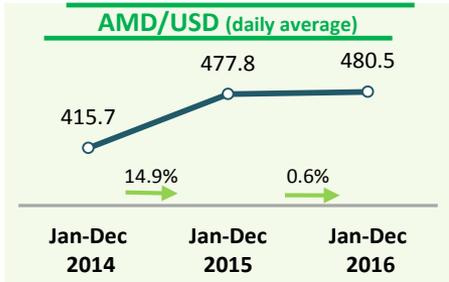
Competitiveness index 2016-2017

79th out of 138



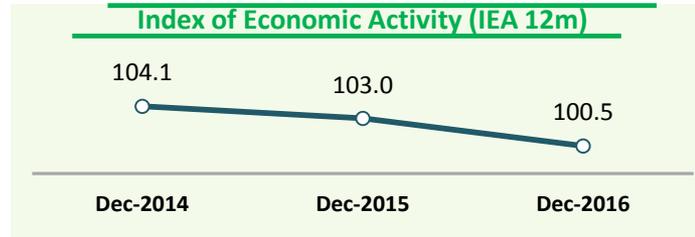
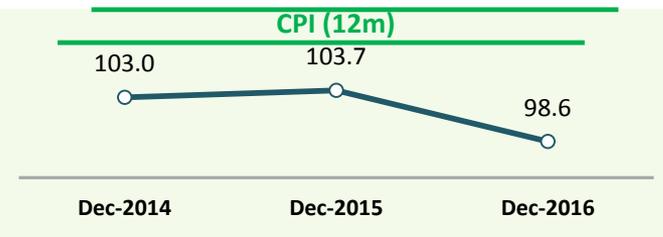
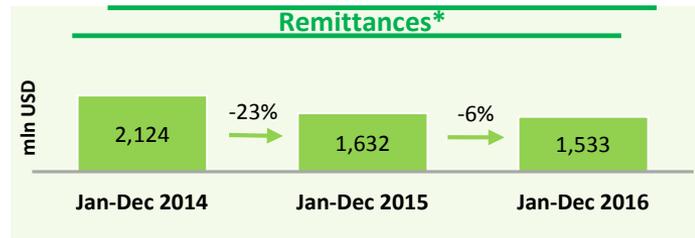
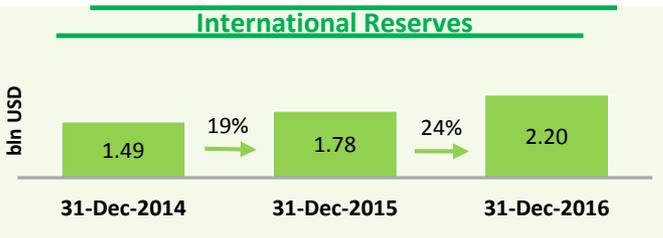
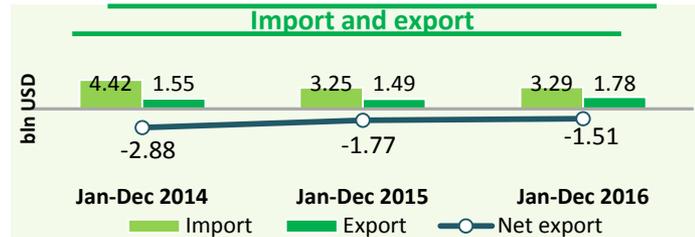
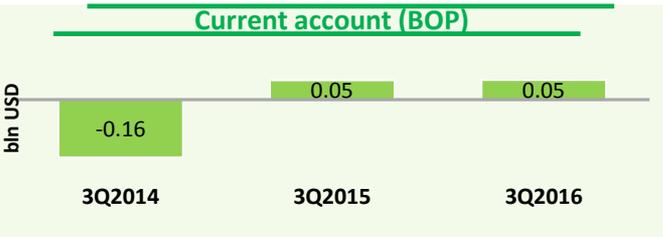


Armenia: facts and rankings



HIGHLIGHTS

- Though 12-month IEA growth comprised 0.5% and 9 month GDP growth was around 0.4%, the forecasts for GDP growth in 2017 are significantly higher, with most recent forecasts of 3.4% by IMF, 2% by EBRD and 3.2% by the Government.
- GDP growth has slowed down mainly caused by lower output in agriculture, following a 5-year long impressive growth, while Manufacturing, Mining and Services registered growth.
- Despite slight FX rate devaluation and decrease in remittances, International reserves increased significantly.
- Consistent YoY growth of Export has improved Trade balance considerably.



* Remittances include total inflow of commercial and non-commercial transfers of physical persons through the banking system.



Ameria Group at a Glance

Armenia Macro Indicators

Armenian Banking Sector Indicators

Balance Sheet

Income statement

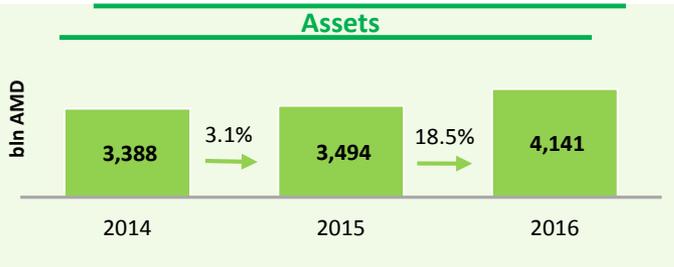
Ratios

Annex 1: Statements and Peers

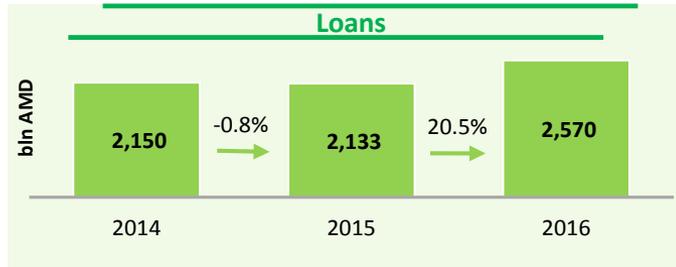


Armenian banking sector indicators

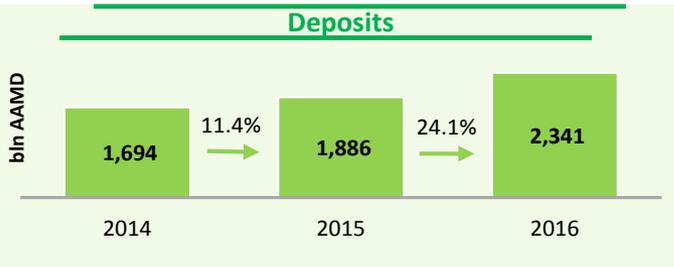
Assets



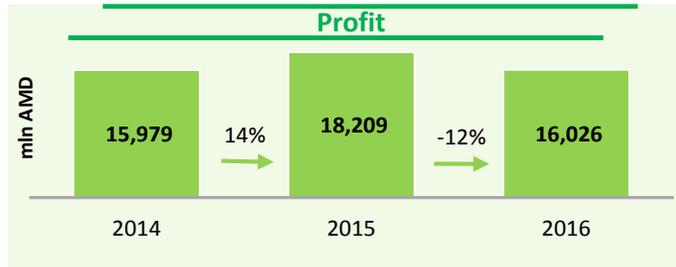
Loans



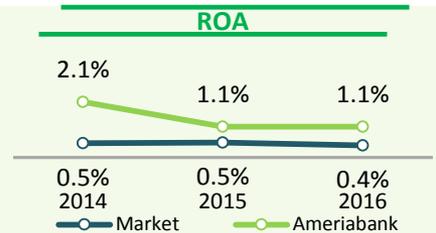
Deposits



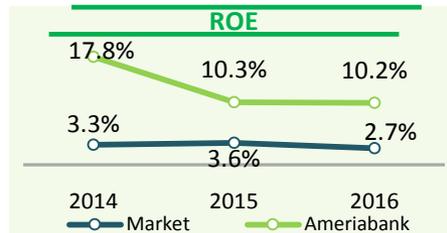
Profit



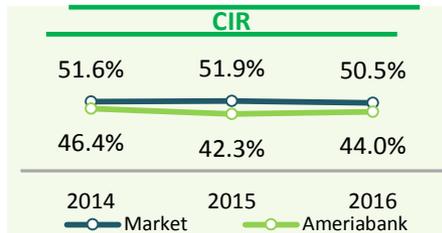
ROA



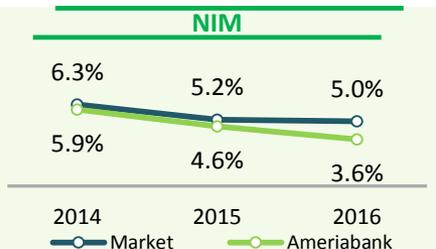
ROE



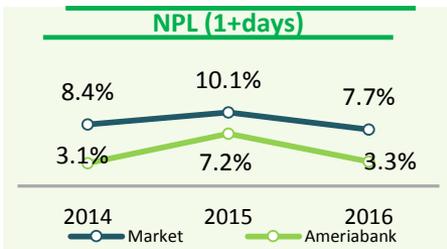
CIR



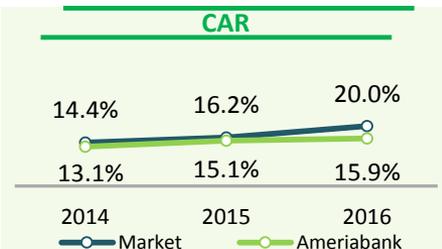
NIM



NPL (1+days)



CAR



HIGHLIGHTS

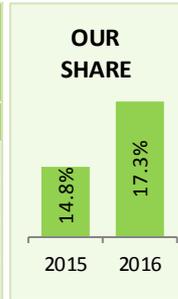
- The banking system recovered from the recession of 2014-2015 with double-digit growth of assets, loans and deposits.
- Ameriabank recorded 29% growth of Net profit vs 12% decrease in total net profit of the banking system.
- Ameriabank's 12-month ROE comprised 10.2%, over-performing market average by 7.5pp.
- In 2015 and 2016 13 banks attracted new equity of more than AMD 158 billion, which is expected to have significant boosting effect on the economy.
- Ameriabank's NPL (PAR 1+) decreased by 3.9pp totaling 3.3%. The market average NPL decreased by 2.4pp and totaled 7.7%.
- Ameriabank ranks 1st among peers by CIR remaining far below the market average.



Ameriabank Position in Armenian Banking Sector

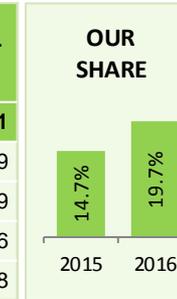
ASSETS mln AMD

#2016	#2015	BANK	AMOUNT
1	1	Ameriabank	718,281
2	2	Ardshin	504,743
3	4	ABB	404,413
4	6	ACBA	283,825
5	14	Anelik Bank	283,472



LOANS TO CUSTOMERS mln AMD

#2016	#2015	BANK	AMOUNT
1	1	Ameriabank	505,601
2	2	Ardshin	337,689
3	3	ABB	268,469
4	12	Anelik Bank	217,566
5	5	ACBA	174,938

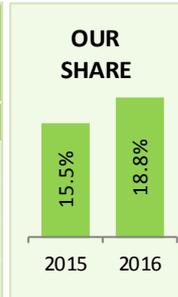


HIGHLIGHTS

- The largest bank in Armenia. Absolute leader by assets, loans, deposits and net profit.
- Stable growth pace over the last five years. CAGR of Bank's assets for the last 5 years has been 29%, resulting in market share increase from 9.7% to 17.3%.
- Total loans and deposits have also registered significant growth with 5 year CAGR of 30% and 39% respectively and reaching market share of 19.5% and 19.7% respectively.
- Profit share increased by 2.3pp reaching 18.6% among profit-making banks.

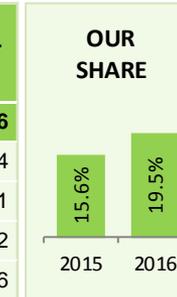
LIABILITIES mln AMD

#2016	#2015	BANK	AMOUNT
1	1	Ameriabank	653,872
2	2	Ardshin	450,738
3	3	ABB	367,618
4	13	Anelik Bank	241,858
5	6	ACBA	226,995



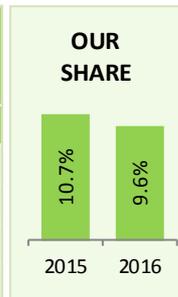
CUSTOMER DEPOSITS mln AMD

#2016	#2015	BANK	AMOUNT
1	1	Ameriabank	467,876
2	3	ABB	261,334
3	2	Ardshin	250,831
4	14	Anelik Bank	167,582
5	4	VTB-Armenia Ba	161,316



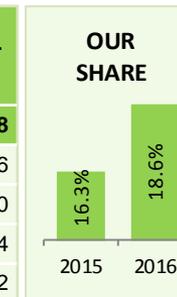
EQUITY mln AMD

#2016	#2015	BANK	AMOUNT
1	1	Ameriabank	64,409
2	2	ACBA	56,830
3	4	Ardshin	54,005
4	3	HSBC	47,610
5	6	Incobank	43,804



NET PROFIT mln AMD

#2016	#2015	BANK	AMOUNT
1	2	Ameriabank	6,218
2	2	Incobank	5,496
3	4	Ardshin	4,560
4	2	Armswiss	3,254
5	9	Artsakh Bank	2,632



* Share among profitable banks.

** Share in total profit (including loss-makers) was 38.8%.

1st by
assets
loans
deposits
equity
net profit



Ameria Group at a Glance

Armenia Macro Indicators

Armenian Banking Sector Indicators

Balance Sheet

Income Statement

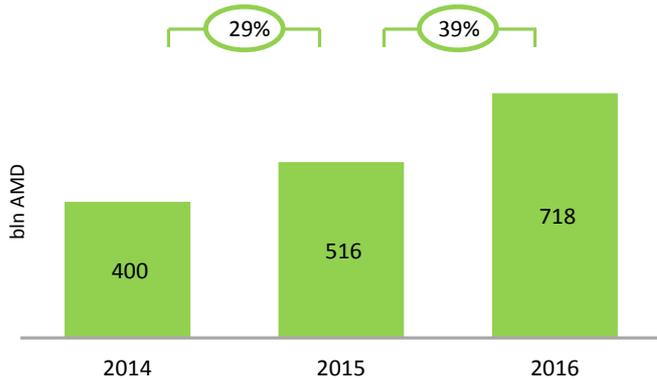
Ratios

Annex 1: Statements and Peers

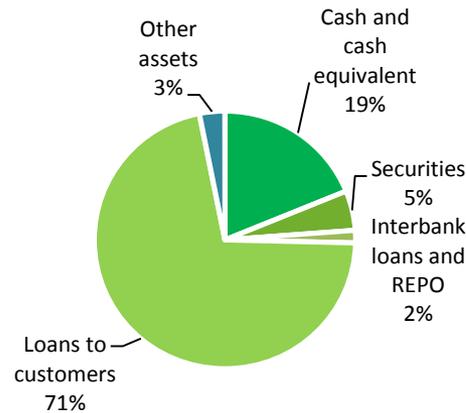


Assets, Liabilities and Equity

Assets



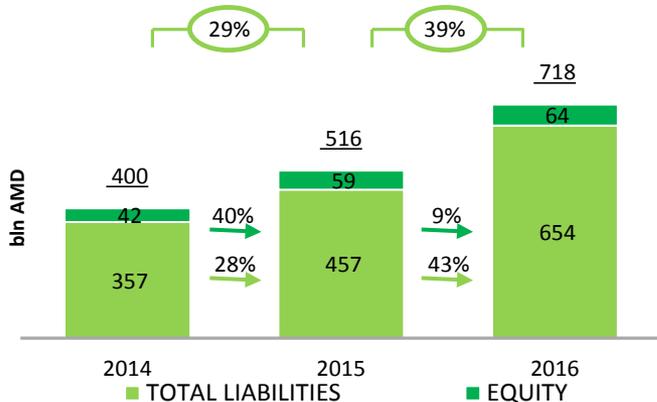
Structure of assets



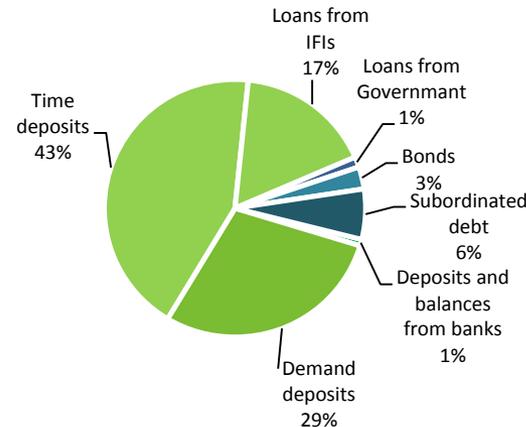
HIGHLIGHTS

- 39% growth of assets was accompanied by 43% growth of Total Liabilities.
- CAGR of the assets and liabilities over the last 5 years totaled to 29% and 31% respectively, outperforming the market.
- Diversified balance sheet structure with 78% interest earning assets to assets and 75% customer funds to liabilities ratios.

Liabilities and equity



Structure of liabilities



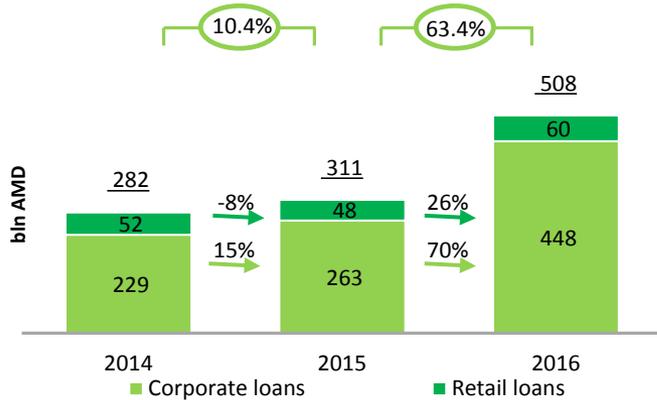
AMD 718_b
assets

AMD 64_b
equity

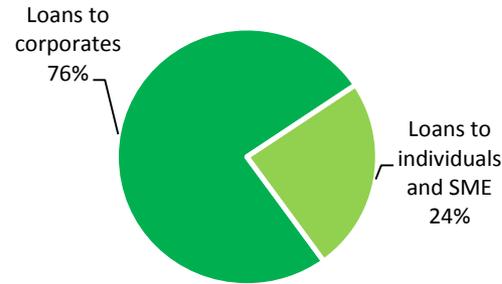


Loan portfolio

Loan portfolio



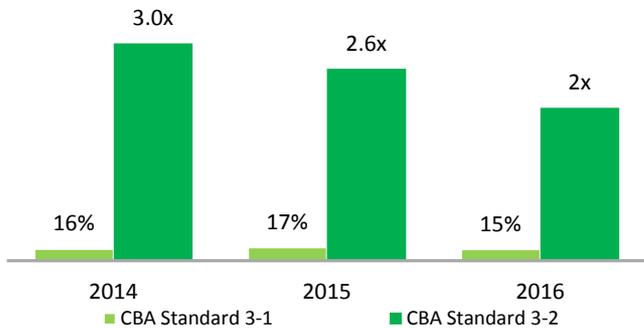
Loan portfolio breakdown



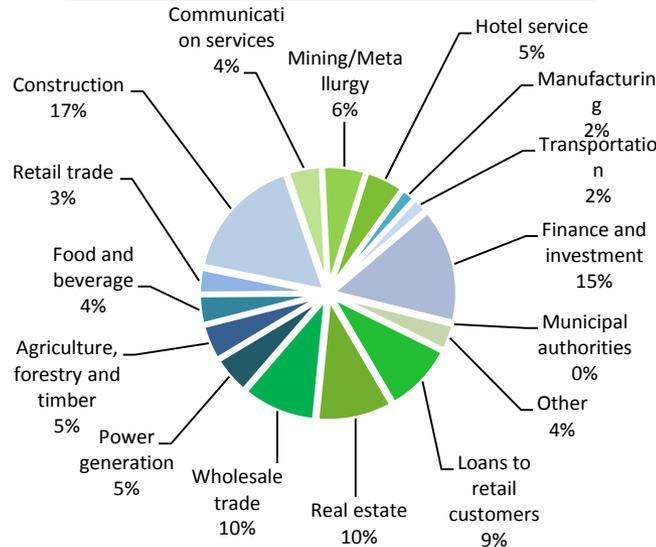
HIGHLIGHTS

- The largest loan portfolio in Armenian banking sector, with 30% CAGR over the last 5 years.
- 63.4% loan portfolio growth rate over performed the market average of 20.5%.
- Exceptional sectorial diversification of loan portfolio, with balanced exposure to all industries.

Loan portfolio concentration



Loan portfolio structure by sector



AMD 508_b
loans

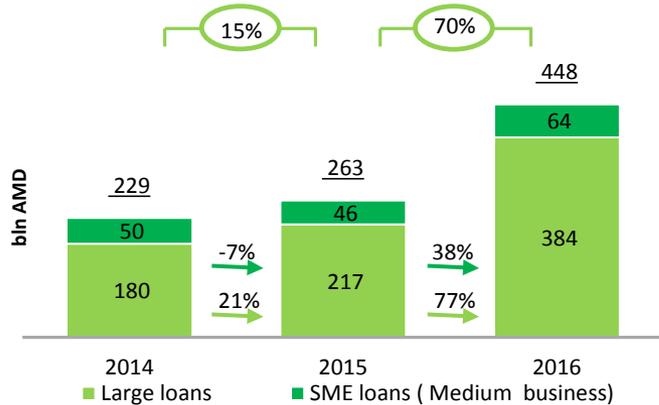
*CBA standard 3-1 The maximum risk on a single borrower shall not exceed 20 % of the total capital.

**CBA standard 3-2 The maximum risk on large borrowers (exceeds 5% of the Total capital) shall not exceed 500% of the total capital.

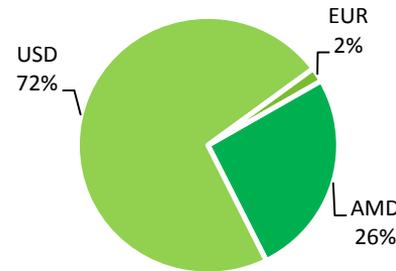


Corporate loans and trade finance

Corporate loans



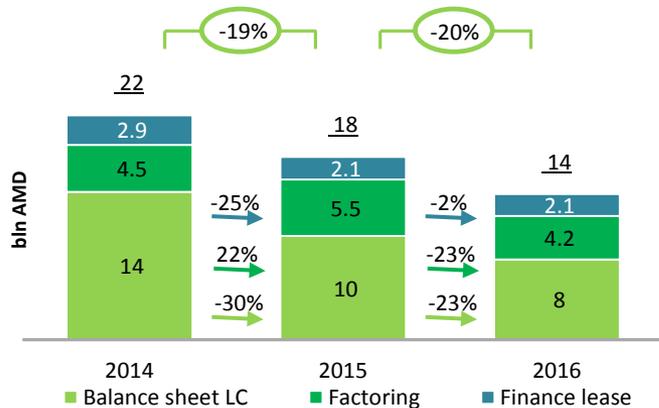
Currency structure of corporate loans



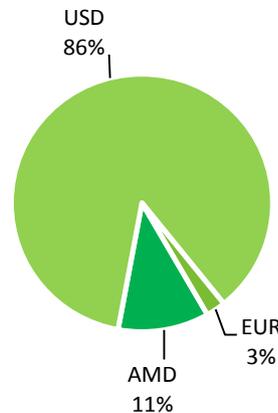
HIGHLIGHTS

- Both large corporate and SME loans registered unprecedented **growth of 77% and 38%** respectively.
- Though the growth of loans to large corporates was higher than that of SMEs, the Bank remains committed to its strategy of increasing the share of SME loans gradually.
- AMD was one of the most stable currencies in the environment of depreciation of local currencies in the region, causing foreign trade decline. Trade Finance market shrank significantly as a result, but the Bank managed to keep its leading positions and has one of the largest portfolios of trade finance facilities.

Trade finance



Currency structure of trade finance



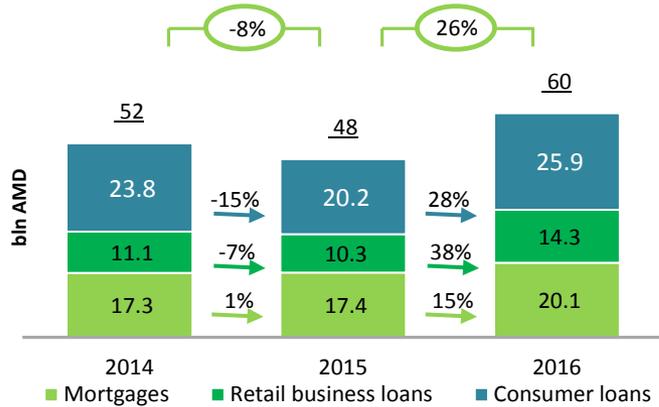
AMD 448b
corporate loans

AMD 14b
trade finance

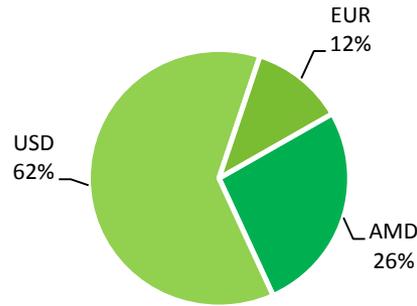


Retail loans

Retail loans



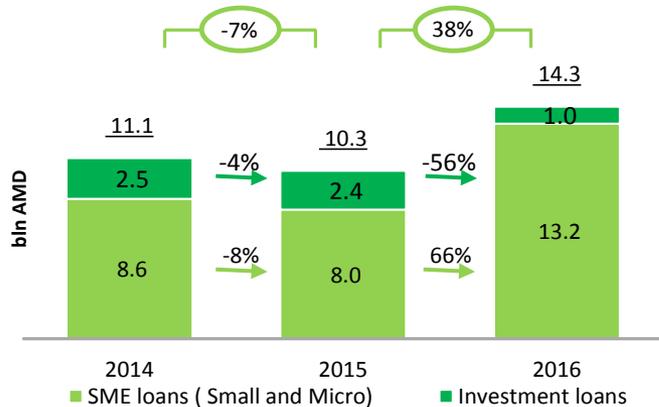
Currency structure of retail loans



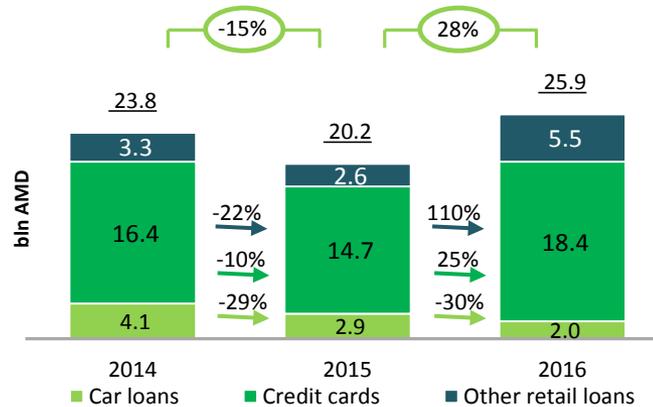
HIGHLIGHTS

- Retail started aggressive loan campaign from 2Q2016 resulting in 26% YTD growth.
- Retail SME loans recorded unprecedented **growth of 66%**.
- Retail loans have now surpassed historically best benchmark of the year 2014.
- Due to huge investments in retail distribution channels (branches, ATMs, distance banking) there's a strong potential of further growth in retail business.

Retail business loans



Consumer loans



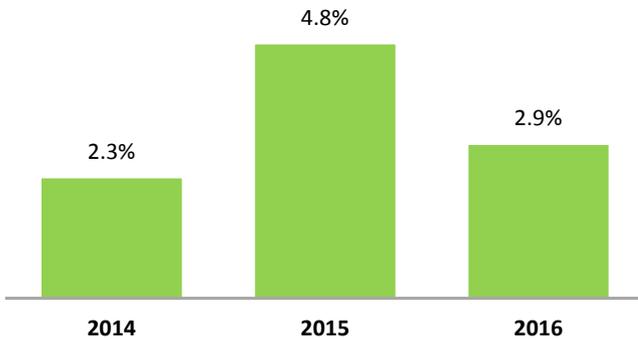
AMD 60_b
retail loans

AMD 13.2_b
SME loans

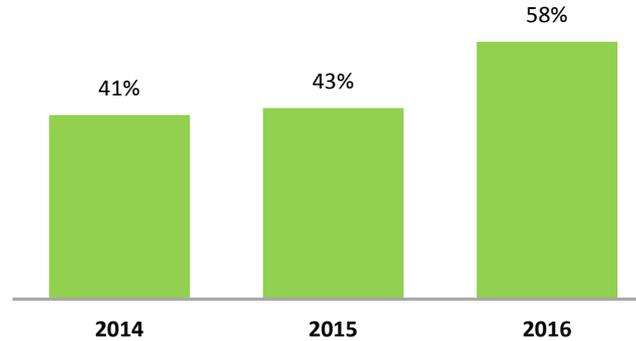


Loan portfolio quality

NPL (PAR 90+)



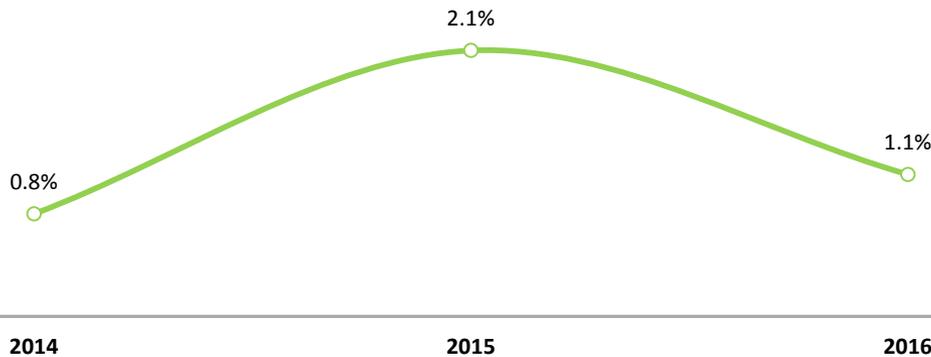
Coverage ratio (PAR 90+)



HIGHLIGHTS

- The peak of credit risk has been passed with NPL (PAR 90+) declining to 2.9%.
- All major NPLs are well covered by tangible assets with less than 80% LTV ratio.
- Coverage ratio significantly improved reaching the level of 58%.
- Cost of credit risk declined by 1pp to 1.1% as a result of tight risk control.

Cost of credit risk



2.9%
NPL (PAR 90+)

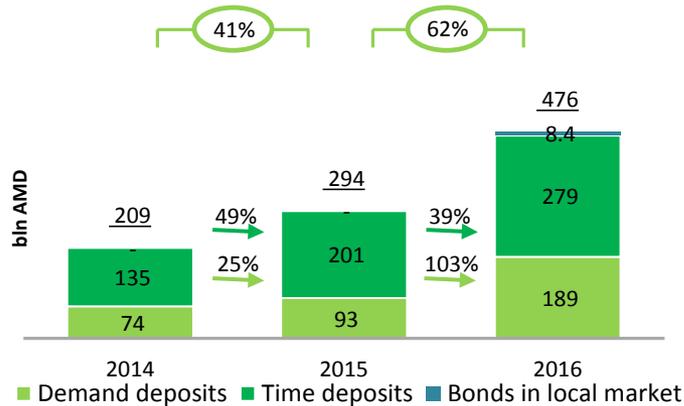
1.1%
Cost of credit risk

* Quarterly Cost of credit risk is annualized

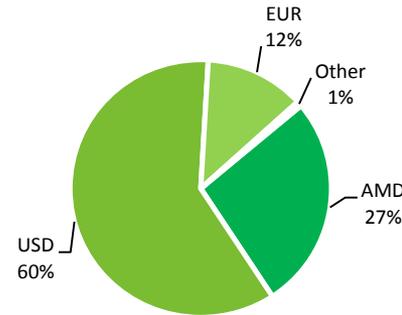


Deposits and Bonds

Deposit & bonds



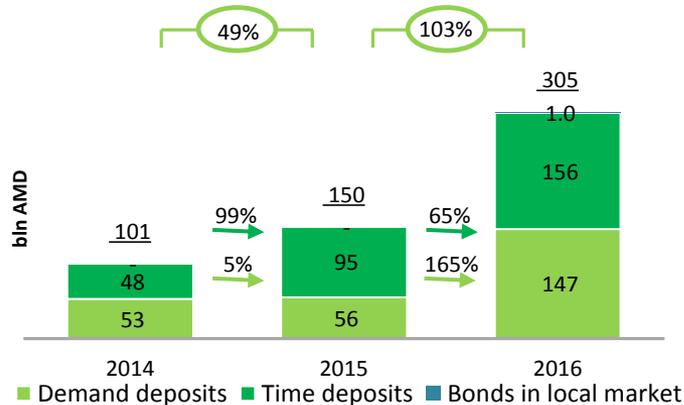
Currency structure of deposits



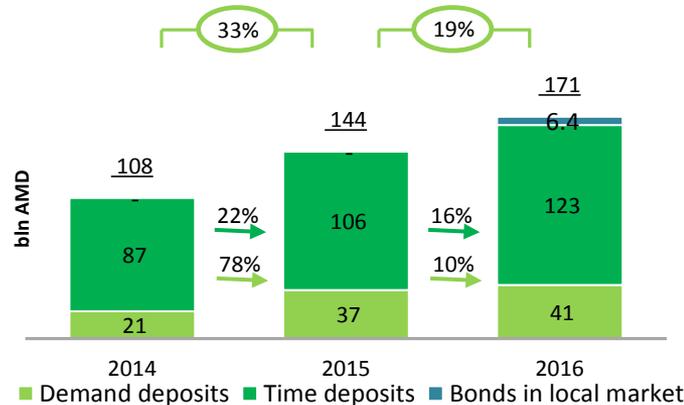
HIGHLIGHTS

- 5 year CAGR of deposits and bonds totaled to 39%.
- The bank issued and successfully allocated USD and AMD denominated bonds with total volume of AMD8.4b in 2016, main part of which was allocated among Retail customers. Yields on issued USD bonds have significantly declined by year-end indicating increased creditworthiness.
- The bank is leading the local bond market with 53% market share.
- Despite steady and continuous reduction of interest rates in 2016 Retail time deposits increased.

Corporate deposits & bonds



Retail deposits & bonds



AMD 478_b
deposits and bonds

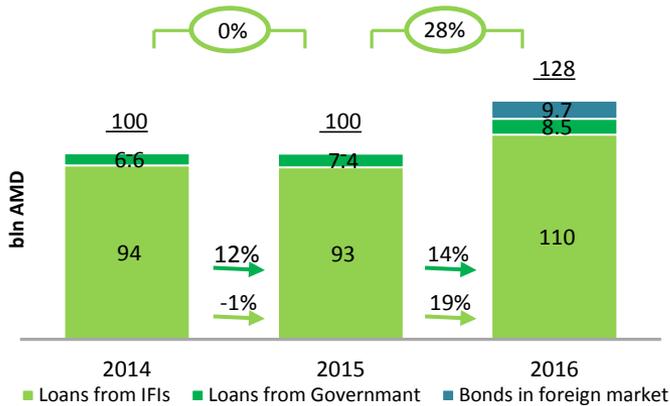
AMD 306_b
corporate deposits and bonds

AMD 171_b
retail deposits and bonds

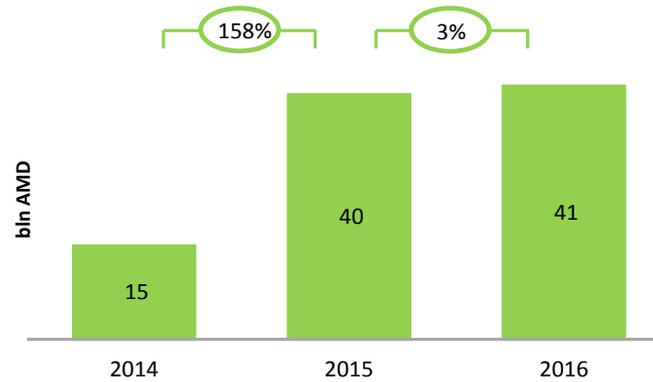


IFI/DFI and Government loans, Sub-debts and Equity

Attracted funds



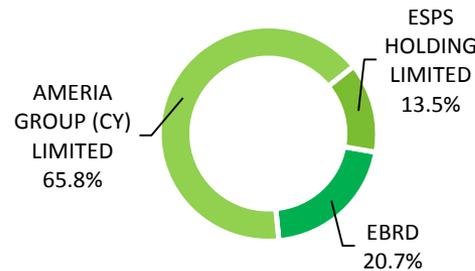
Sub-debts



Equity



Share capital



HIGHLIGHTS

- The most active Bank doing business with all major IFIs engaged in the region, number of which is increasing every year since more IFIs consider the Bank's low risk profile. The latter helps the Bank to switch part of its liabilities to less costly and longer-term funding.
- The largest Armenian bank by equity.
- ESPS Holding Limited has been established for holding shares of Ameriabank's management team vested by the Employee Stock Ownership Plan.

AMD 128_b
attracted funds

AMD 41_b
sub-debt

AMD 64_b
equity



Ameria Group at a Glance

Armenia Macro Indicators

Armenian Banking Sector Indicators

Balance Sheet

Income Statement

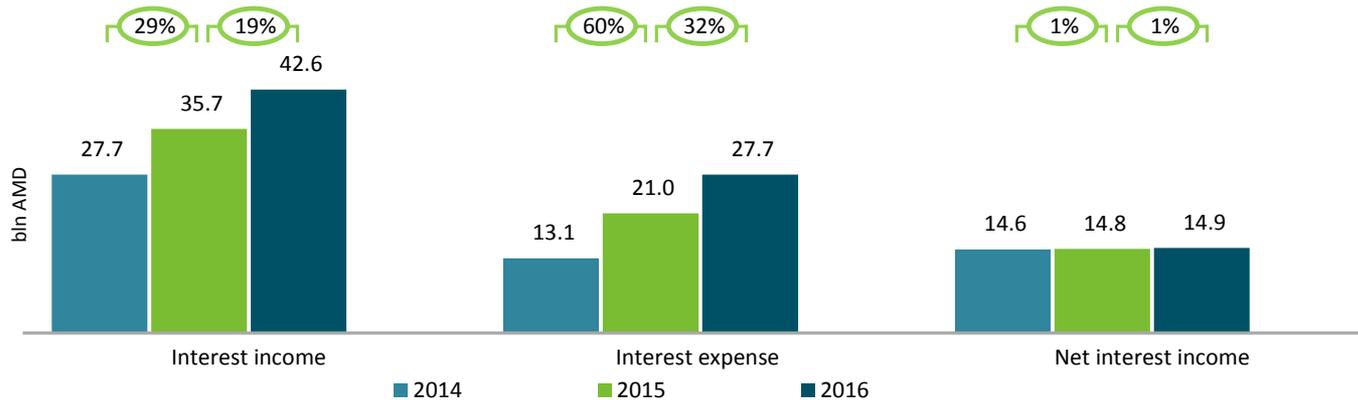
Ratios

Annex 1: Statements and Peers



Interest income

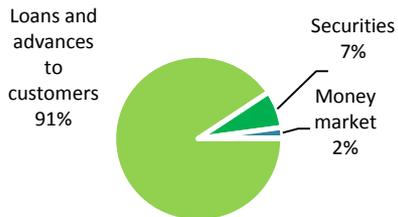
Interest income



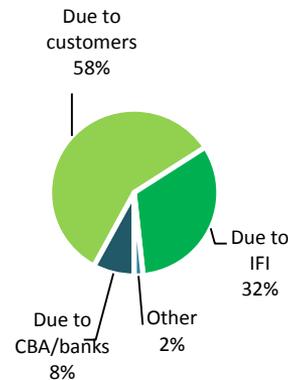
HIGHLIGHTS

- The Bank has started utilization of large interest-bearing sub-debt, which will have its positive impact on NIM.
- CBA eased the reservation requirement which will positively affect both NIM and ROE in the coming quarters. Currently the Bank keeps 7.14% of total assets at CBA as interest free required reserves.
- Due to increased regulatory capital requirements, the huge inflow of new equity in the banking system has resulted in price wars and low interest rate environment. The Bank retained its leading position with fast increase of balance-sheet, causing temporarily lower NIM, which will be compensated by revenue growth in coming year(s).

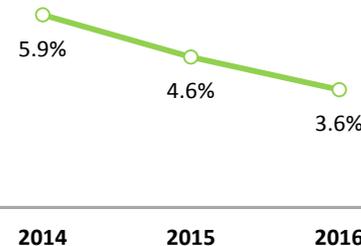
Interest income structure



Interest expense structure



NIM (Net Interest Margin)

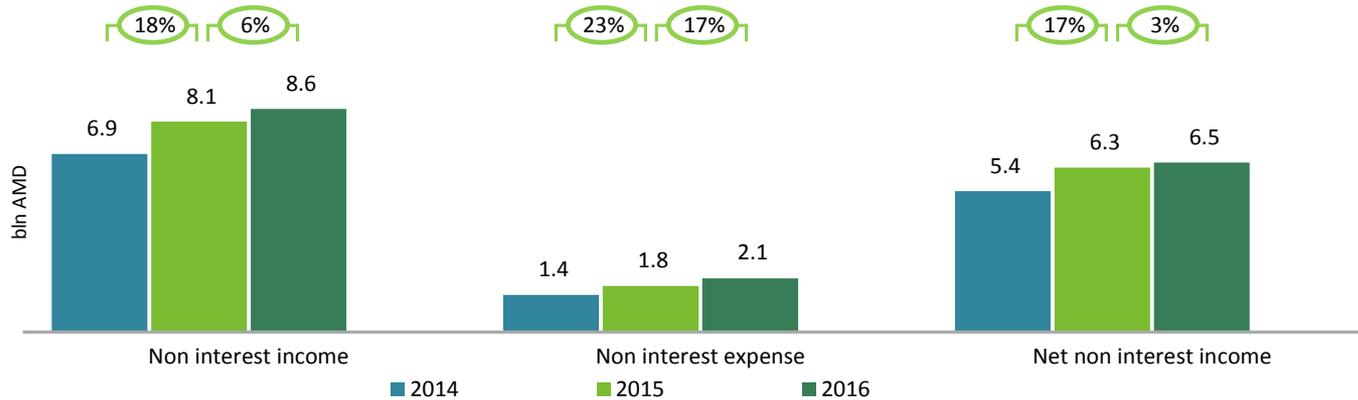


3.6%
NIM
AMD 14.9_b
net interest income



Non interest income

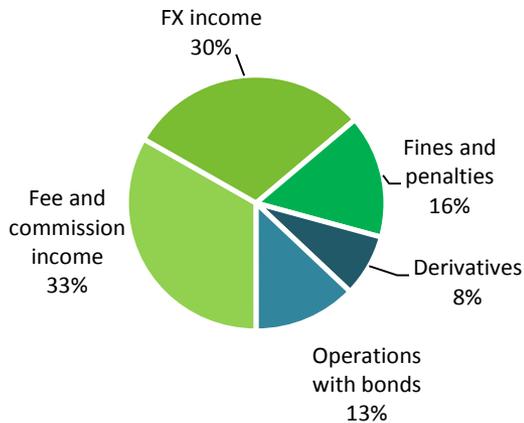
Non interest income



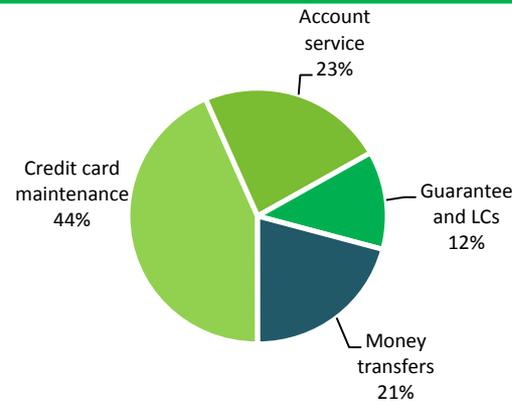
HIGHLIGHTS

- Due to positive changes in NPL ratios, the income from penalties has decreased significantly. Despite this, Net non interest income increased by 3%.
- 84% of Non interest income is attributed to core business activities (Commissions, FX income, Operations with bonds, derivatives, etc.).

Non Interest Income structure



Net fee and commission income structure



AMD 6.5_b
net non interest income

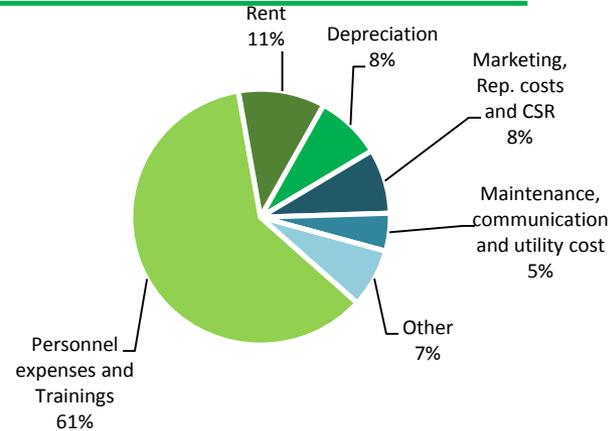


Admin expenses and net income

Admin expenses



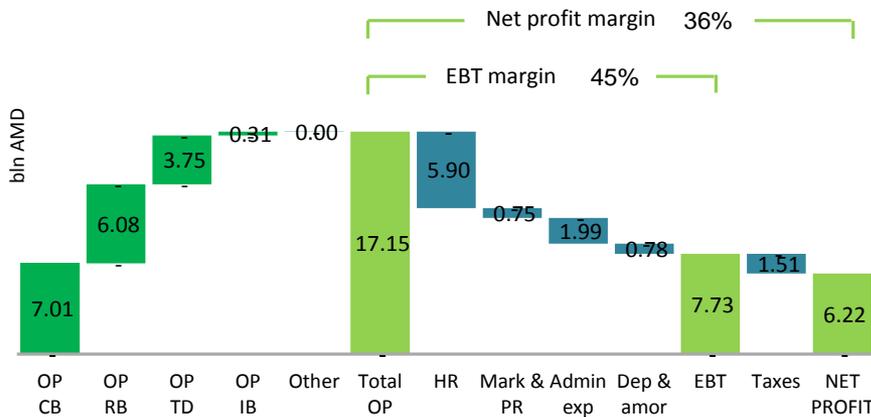
Structure of admin expenses



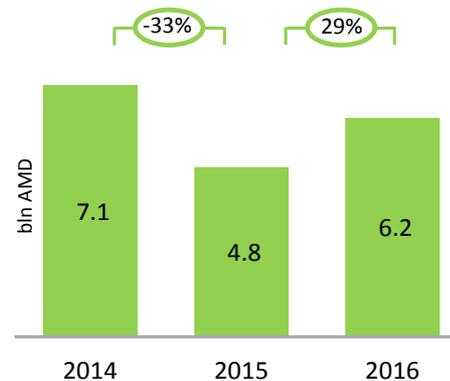
HIGHLIGHTS

- Concentration on efficiency and consistent cost-control resulted in YoY moderate growth of costs and material savings compared with budget.
- Net profit recorded double digit growth reaching the level of AMD 6.2 b.
- Ameriabank is 1st by Net profit with 18.6% market share (among profitable banks only).

Profit & loss



Net profit



AMD 6.2_b
net profit



Ameria Group at a Glance

Armenia Macro Indicators

Armenian Banking Sector Indicators

Balance Sheet

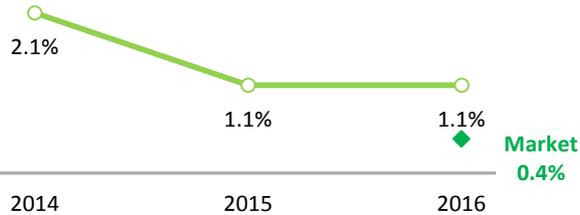
Income statement

Ratios

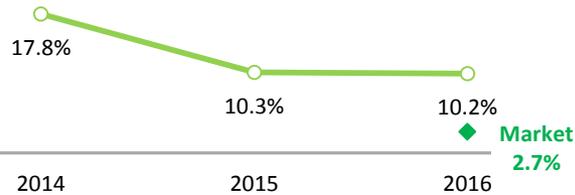
Annex 1: Statements and Peers



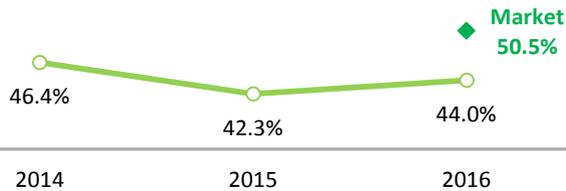
ROA (Return on Assets)



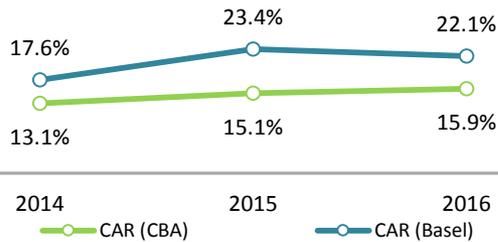
ROE (Return on Equity)



CIR (Cost to Income ratio)



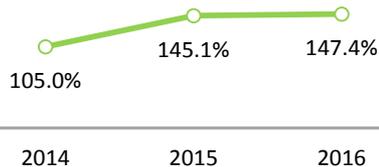
CAR (Capital Adequacy Ratio)



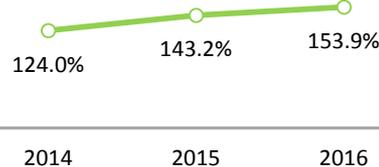
HIGHLIGHTS

- Large equity injection and interest-bearing sub-debt attracted in late 2015 resulted in lower ROE and NIM for 2016. with expected positive changes as soon as the new capital is utilized.
- CBA reservation extra costs had their negative impact on ROE too. If we exclude extra costs of CBA required reservation, ROE would be 12.7%.
- CIR has slightly increased but is significantly lower than market average of 50.5%.

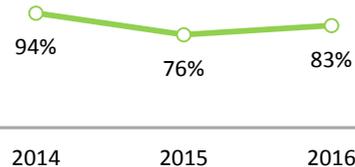
LCR (Liquidity Coverage Ratio)



NSFR (Net Stable Funding Ratio)



Loans to deposits and borrowings ratio



1.1%

ROA

10.2%

ROE

44.0%

CIR

* Denominator comprises liabilities to customer, borrowings from IFIs, Government and Subordinated debts.



Ameria Group at a Glance

Armenia Macro Indicators

Armenian Banking Sector Indicators

Balance Sheet

Income statement

Ratios

Annex 1: Statements and Peers



Balance sheet

thous AMD

ITEMS	2016	2015
Cash and cash equivalents	135,280,872	142,713,317
Financial instruments at fair value through profit or loss	1,971,711	465,303
Available-for-sale financial assets	12,408,292	10,278,601
Money market short-term disbursements	11,300,099	14,153,152
Loans and advances to customers	513,307,948	321,891,139
Held-to-maturity investments	36,255,642	19,570,705
Property, equipment and intangible assets	3,651,239	3,195,703
Other assets	4,105,282	3,605,768
Total assets	718,281,085	515,873,688
Financial liabilities at fair value through profit or loss	1,463,653	582,560
Liabilities to banks	71,834,882	40,219,294
Current accounts and deposits from customers	423,030,048	294,012,140
Other borrowed funds	112,438,177	78,383,861
Sub-debt	40,811,255	39,721,324
Other liabilities	4,294,270	3,637,347
Total liabilities	653,872,285	456,556,526
Share capital and premium	39,842,539	39,842,539
Revaluation Reserve	307,897	(251,309)
Retained earnings	24,258,364	19,725,932
Equity	64,408,800	59,317,162



Profit & loss

thous AMD

ITEMS	2016	2015
Net interest income	14,875,037	14,753,986
Net fee and commission income	2,255,786	2,062,889
Net profit/loss from trading operations	4,170,869	2,666,405
Other operating income (expenses)	100,151	1,607,091
Operating income	21,401,843	21,090,371
Impairment losses	(4,248,338)	(6,155,514)
Personnel expenses	(5,675,290)	(5,744,675)
Total administrative expenses	(3,746,410)	(3,167,044)
Profit/ (loss) before tax	7,731,805	6,023,138
Profit tax	(1,514,087)	(1,208,036)
Net profit/ (loss)	6,217,718	4,815,102



CBA prudential standards

ITEMS	2014	2015	2016	CBA requirement	Violations
Minimum statutory fund	25,447,680	32,087,360	32,087,360	50,000	No violation
Minimum total capital	53,323,411	60,489,124	81,922,300	5,000,000	No violation
S12_Total capital to risk weighted assets	13.1%	15.1%	15.9%	12%	No violation
S21_High liquid assets/ Total assets	26.5%	29.9%	31.2%	15%	No violation
S211_High liquid assets of first group of currency / Total assets of first group of currency _	17.9%	15.8%	20.5%	4%	No violation
S22_High liquid assets/ Demand liabilities	94.3%	151.3%	133.2%	60%	No violation
S221_ High liquid assets of first group of currency/ Demand liabilities of first group of currency	68.7%	82.4%	75.6%	10%	No violation
S31_Maximum risk on a single borrower	15.6%	17.5%	15.1%	20%	No violation
S32_Maximum risk on large-scale borrowers	289.0%	255.3%	203.2%	500%	No violation
S41_Maximum risk on bank related person	0.5%	1.0%	3.2%	5%	No violation
S42_Maximum risk on all bank related persons	4.2%	5.5%	10.8%	20%	No violation
Minimum requirement for obligatory reserves allocated with RA CBA: AMD Currency	X	X	X	2% 20%	No violation
Maximum risk of currency position/ total capital of the bank	5.4%	0.0%	0.4%	10%	No violation
Maximum risk of separate currency positions/ total capital of the bank: USD EUR RUB other	X	X	X	7%	No violation



mIn AMD

BANK	2016			2015			CHANGE
	POSITION	SHARE	AMOUNT	POSITION	SHARE	AMOUNT	
Ameriabank	1	17.3%	718,281	1	14.8%	515,874	39.2%
Ardshin	2	12.2%	504,743	2	11.5%	401,767	25.6%
ABB	3	9.8%	404,413	4	8.8%	306,689	31.9%
ACBA	4	6.9%	283,825	6	7.9%	274,715	3.3%
Anelik Bank	5	6.8%	283,472	14	2.6%	91,865	208.6%
Inecobank	6	5.7%	236,214	7	6.8%	236,618	-0.2%
VTB-Armenia Bank	7	5.6%	232,615	3	9.0%	315,846	-26.4%
HSBC	8	5.2%	215,914	5	7.9%	275,406	-21.6%
Ararat Bank	9	5.2%	215,587	10	3.8%	132,640	62.5%
Converse Bank	10	4.6%	191,362	8	4.6%	160,994	18.9%
Unibank	11	4.5%	186,494	9	4.5%	158,512	17.7%
Armeconom	12	3.5%	146,380	11	3.1%	108,792	34.5%
Armswiss	13	3.1%	130,309	15	2.4%	85,487	52.4%
Artsakh Bank	14	2.5%	104,248	13	2.7%	94,671	10.1%
Areximbank	15	2.2%	90,696	12	2.9%	99,698	-9.0%
Prometey Bank	16	2.2%	90,564	16	2.2%	78,209	15.8%
Byblos Bank Armenia	17	1.6%	64,190	18	1.1%	39,738	61.5%
Mellat Bank	18	1.0%	41,241	19	0.8%	29,409	40.2%
ADB				17	2.1%	72,107	-100.0%
BTA				20	0.4%	14,929	-100.0%
Total			4,140,548			3,493,966	18.5%



Loans to customers

mIn AMD

BANK	2016			2015			CHANGE
	POSITION	SHARE	AMOUNT	POSITION	SHARE	AMOUNT	
Ameriabank	1	19.7%	505,601	1	14.7%	313,161	61.5%
Ardshin	2	13.1%	337,689	2	12.9%	274,924	22.8%
ABB	3	10.4%	268,469	3	9.7%	206,042	30.3%
Anelik Bank	4	8.5%	217,566	12	2.9%	61,739	252.4%
ACBA	5	6.8%	174,938	5	8.4%	178,678	-2.1%
Inecobank	6	6.2%	160,155	7	7.3%	154,677	3.5%
VTB-Armenia Bank	7	5.4%	139,464	4	8.7%	184,567	-24.4%
HSBC	8	4.9%	125,166	6	8.0%	169,592	-26.2%
Unibank	9	4.6%	118,124	8	5.2%	110,216	7.2%
Converse Bank	10	4.6%	117,834	9	3.9%	83,998	40.3%
Ararat Bank	11	4.1%	104,880	10	3.1%	66,082	58.7%
Armeconom	12	2.9%	75,231	13	2.8%	59,220	27.0%
Artsakh Bank	13	2.5%	65,129	11	3.0%	63,881	2.0%
Prometey Bank	14	1.8%	46,602	17	1.7%	36,904	26.3%
Armswiss	15	1.8%	46,076	16	1.8%	37,605	22.5%
Areximbank	16	1.5%	39,252	14	2.8%	58,967	-33.4%
Byblos Bank Armenia	17	0.9%	22,156	18	0.8%	17,955	23.4%
Mellat Bank	18	0.2%	5,756	20	0.3%	5,439	5.8%
ADB				15	2.0%	42,891	-100.0%
BTA				19	0.3%	6,146	-100.0%
Total			2,570,086			2,132,683	20.5%

*Net loans (loans, lease and factoring)



Liabilities

mIn AMD

BANK	2016			2015			CHANGE
	POSITION	SHARE	AMOUNT	POSITION	SHARE	AMOUNT	
Ameriabank	1	18.8%	653,872	1	15.5%	456,557	43.2%
Ardshin	2	13.0%	450,738	2	12.0%	351,749	28.1%
ABB	3	10.6%	367,618	3	9.5%	278,068	32.2%
Anelik Bank	4	7.0%	241,858	13	2.5%	74,629	224.1%
ACBA	5	6.5%	226,995	6	7.4%	218,738	3.8%
VTB-Armenia Bank	6	5.7%	198,195	4	9.2%	269,843	-26.6%
Inecobank	7	5.5%	192,410	7	6.7%	195,895	-1.8%
Ararat Bank	8	5.3%	182,415	10	3.7%	110,156	65.6%
HSBC	9	4.8%	168,304	5	7.6%	222,369	-24.3%
Converse Bank	10	4.6%	158,829	8	4.7%	138,280	14.9%
Unibank	11	4.3%	150,783	9	4.6%	135,668	11.1%
Armeconom	12	3.4%	118,671	11	3.3%	97,759	21.4%
Armswiss	13	2.9%	101,648	15	2.3%	67,158	51.4%
Artsakh Bank	14	2.2%	77,924	12	2.8%	83,114	-6.2%
Areximbank	15	2.0%	69,862	14	2.4%	71,373	-2.1%
Prometey Bank	16	1.8%	61,133	17	1.8%	54,223	12.7%
Byblos Bank Armenia	17	1.2%	42,313	18	1.2%	34,330	23.3%
Mellat Bank	18	0.2%	7,569	19	0.3%	10,139	-25.4%
ADB				16	2.1%	61,539	-100.0%
BTA				20	0.3%	9,634	-100.0%
Total			3,471,135			2,941,221	18.0%



Customer deposits

mIn AMD

BANK	2016			2015			CHANGE
	POSITION	SHARE	AMOUNT	POSITION	SHARE	AMOUNT	
Ameriabank	1	19.5%	467,876	1	15.6%	294,012	59.1%
ABB	2	10.9%	261,334	3	9.7%	183,779	42.2%
Ardshin	3	10.5%	250,831	2	10.8%	204,107	22.9%
Anelik Bank	4	7.0%	167,582	14	2.8%	53,159	215.2%
VTB-Armenia Bank	5	6.7%	161,316	4	9.4%	176,766	-8.7%
HSBC	6	6.3%	149,833	5	8.4%	157,693	-5.0%
Converse Bank	7	5.8%	139,866	8	5.8%	108,928	28.4%
ACBA	8	5.7%	136,192	6	7.0%	131,216	3.8%
Unibank	9	5.5%	131,171	7	5.9%	111,768	17.4%
Ararat Bank	10	4.5%	107,122	11	3.1%	57,567	86.1%
Inecobank	11	4.4%	104,132	9	4.3%	81,686	27.5%
Armeconom	12	3.0%	72,202	10	3.3%	61,979	16.5%
Artsakh Bank	13	2.8%	66,785	12	2.9%	54,693	22.1%
Armswiss	14	2.1%	50,712	16	2.2%	40,810	24.3%
Areximbank	15	2.1%	50,042	15	2.5%	47,226	6.0%
Prometey Bank	16	1.9%	44,971	17	1.8%	33,607	33.8%
Byblos Bank Armenia	17	1.2%	29,341	18	1.5%	28,572	2.7%
Mellat Bank	18	0.1%	2,478	20	0.1%	1,417	74.8%
ADB				13	2.9%	53,963	-100.0%
BTA				19	0.2%	3,021	-100.0%
Total			2,393,786			1,885,969	26.9%



mIn AMD

BANK	2016			2015			CHANGE
	POSITION	SHARE	AMOUNT	POSITION	SHARE	AMOUNT	
Ameriabank	1	9.6%	64,409	1	10.7%	59,317	8.6%
ACBA	2	8.5%	56,830	2	10.1%	55,977	1.5%
Ardshin	3	8.1%	54,005	4	9.0%	50,018	8.0%
HSBC	4	7.1%	47,610	3	9.6%	53,036	-10.2%
Inecobank	5	6.5%	43,804	6	7.4%	40,723	7.6%
Anelik Bank	6	6.2%	41,613	15	3.1%	17,236	141.4%
ABB	7	5.5%	36,795	7	5.2%	28,621	28.6%
Unibank	8	5.3%	35,712	10	4.1%	22,844	56.3%
VTB-Armenia Bank	9	5.1%	34,420	5	8.3%	46,003	-25.2%
Mellat Bank	10	5.0%	33,673	13	3.5%	19,270	74.7%
Ararat Bank	11	5.0%	33,172	12	4.1%	22,483	47.5%
Converse Bank	12	4.9%	32,533	11	4.1%	22,714	43.2%
Prometey Bank	13	4.4%	29,431	9	4.3%	23,986	22.7%
Armswiss	14	4.3%	28,661	14	3.3%	18,330	56.4%
Armeconom	15	4.1%	27,709	17	2.0%	11,033	151.1%
Artsakh Bank	16	3.9%	26,325	16	2.1%	11,557	127.8%
Byblos Bank Armenia	17	3.3%	21,878	19	1.0%	5,408	304.5%
Areximbank	18	3.1%	20,834	8	5.1%	28,326	-26.4%
ADB				18	1.9%	10,568	-100.0%
BTA				20	1.0%	5,294	-100.0%
Total			669,412			552,745	21.1%



Regulatory Capital

mIn AMD

BANK	2016			2015			CHANGE
	POSITION	SHARE	AMOUNT	POSITION	SHARE	AMOUNT	
Ameriabank	1	13.1%	81,922	1	13.0%	60,489	35.4%
ACBA	2	7.7%	48,439	2	9.2%	42,949	12.8%
Ardshin	3	7.2%	45,104	4	8.6%	39,880	13.1%
VTB-Armenia Bank	4	6.1%	37,916	3	9.0%	41,707	-9.1%
HSBC	5	5.7%	35,857	5	8.2%	38,086	-5.9%
Inecobank	6	5.7%	35,541	6	6.6%	30,851	15.2%
Armswiss	7	5.6%	35,048	11	4.1%	19,024	84.2%
Anelik Bank	8	5.3%	33,037	15	2.4%	11,123	197.0%
Prometey Bank	9	5.2%	32,712	8	5.0%	23,066	41.8%
Ararat Bank	10	5.2%	32,270	9	4.6%	21,232	52.0%
Converse Bank	11	5.1%	32,078	12	3.9%	18,284	75.4%
Mellat Bank	12	5.0%	31,171	13	3.6%	16,764	85.9%
Byblos Bank Armenia	13	4.8%	30,272	19	1.7%	7,960	280.3%
ABB	14	4.8%	30,191	7	5.7%	26,275	14.9%
Armeconom	15	4.8%	30,161	14	2.9%	13,271	127.3%
Unibank	16	4.3%	27,028	10	4.1%	19,195	40.8%
Artsakh Bank	17	2.9%	17,864	16	2.2%	10,431	71.3%
Areximbank	18	1.5%	9,390	17	2.2%	10,151	-7.5%
ADB				18	1.8%	8,324	-100.0%
BTA				20	1.2%	5,432	-100.0%
Total			626,002			464,495	34.8%



Net Profit

mIn AMD

BANK	2016			2015			CHANGE
	POSITION	SHARE	AMOUNT	POSITION	SHARE	AMOUNT	
Ameriabank	1	38.8%	6,218	2	26.4%	4,815	29.1%
Inecobank	2	34.3%	5,496	3	26.2%	4,773	15.2%
Ardshin	3	28.5%	4,560	4	15.4%	2,806	62.5%
Armswiss	4	20.3%	3,254	5	10.7%	1,951	66.7%
Artsakh Bank	5	16.4%	2,632	20	-23.1%	(4,215)	162.4%
ACBA	6	13.5%	2,168	6	10.1%	1,841	17.7%
Converse Bank	7	11.4%	1,831	11	4.0%	728	151.5%
ABB	8	9.2%	1,473	7	6.8%	1,244	18.4%
Anelik Bank	9	7.2%	1,150	10	4.0%	734	56.8%
Ararat Bank	10	7.1%	1,131	9	5.2%	953	18.6%
Prometey Bank	11	7.0%	1,128	8	5.9%	1,067	5.8%
Mellat Bank	12	6.3%	1,003	12	3.7%	674	48.9%
Armeconom	13	5.7%	907	15	2.0%	369	145.8%
Unibank	14	2.7%	426	14	2.7%	493	-13.7%
BTA				16	-1.0%	(187)	100.0%
ADB				13	3.7%	665	-100.0%
Byblos Bank Armenia	15	-1.0%	(156)	18	-11.8%	(2,151)	92.7%
Areximbank	16	-14.3%	(2,290)	17	-9.8%	(1,779)	-28.8%
HSBC	17	-37.8%	(6,064)	1	35.2%	6,416	-194.5%
VTB-Armenia Bank	18	-55.2%	(8,839)	19	-16.4%	(2,989)	-195.7%
Total			16,026			18,209	-12.0%
Profitable banks 2016			33,376			18,711	78.4%



Return on Assets

BANK	2016		2015	
	POSITION	ROA	POSITION	ROA
Armswiss	1	3.5%	2	2.5%
Mellat Bank	2	2.8%	3	2.4%
Artsakh Bank	3	2.8%	20	-4.7%
Inecobank	4	2.4%	1	2.9%
Prometey Bank	5	1.3%	5	1.4%
Ameriabank	6	1.1%	6	1.1%
Converse Bank	7	1.1%	12	0.5%
Ardshin	8	1.0%	9	0.7%
Anelik Bank	9	0.9%	8	0.8%
Ararat Bank	10	0.8%	10	0.7%
ACBA	11	0.8%	11	0.7%
Armeconom	12	0.8%	14	0.4%
ABB	13	0.4%	13	0.4%
Unibank	14	0.2%	15	0.3%
BTA			17	-1.3%
ADB			7	1.0%
Byblos Bank Armenia	15	-0.3%	19	-4.7%
Areximbank	16	-2.4%	18	-1.6%
HSBC	17	-2.5%	4	2.3%
VTB-Armenia Bank	18	-3.1%	16	-0.9%
Total		0.4%		0.5%
Profitable banks 2016		1.2%		0.8%



Return on Equity

BANK	2016		2015	
	POSITION	ROE	POSITION	ROE
Artsakh Bank	1	18.6%	20	-38.2%
Armswiss	2	13.8%	3	10.9%
Inecobank	3	13.1%	1	16.3%
Ameriabank	4	10.2%	4	10.3%
Ardshin	5	8.8%	6	5.8%
Converse Bank	6	7.1%	14	3.2%
Anelik Bank	7	6.1%	7	5.2%
ABB	8	4.7%	9	4.4%
Ararat Bank	9	4.6%	10	4.3%
Prometey Bank	10	4.5%	8	4.5%
Armeconom	11	4.4%	13	3.4%
Mellat Bank	12	4.3%	11	4.2%
ACBA	13	3.8%	12	3.5%
Unibank	14	1.5%	15	2.3%
BTA			16	-3.4%
ADB			5	6.7%
Byblos Bank Armenia	15	-1.0%	19	-31.5%
Areximbank	16	-9.8%	17	-7.0%
HSBC	17	-11.5%	2	12.9%
VTB-Armenia Bank	18	-21.7%	18	-9.4%
Total		2.7%		3.6%
Profitable banks 2016		7.5%		5.0%



Net Interest Margin

BANK	2016		2015	
	POSITION	NIM	POSITION	NIM
Mellat Bank	1	9.5%	2	10.7%
ACBA	2	8.5%	4	6.7%
Inecobank	3	7.5%	3	7.3%
Armeconom	4	6.9%	5	6.4%
VTB-Armenia Bank	5	6.5%	8	6.0%
Converse Bank	6	6.3%	6	6.2%
HSBC	7	6.2%	7	6.1%
Armswiss	8	5.9%	9	5.2%
Artsakh Bank	9	5.2%	12	4.8%
Ararat Bank	10	4.9%	10	5.1%
Prometey Bank	11	4.6%	16	4.4%
Ardshin	12	4.2%	15	4.5%
Unibank	13	4.2%	17	4.4%
Anelik Bank	14	4.0%	14	4.5%
Byblos Bank Armenia	15	3.9%	20	1.3%
Ameriabank	16	3.6%	13	4.6%
ABB	17	2.9%	18	3.2%
Areximbank	18	1.0%	19	1.8%
BTA			1	11.9%
ADB			11	5.0%
Total		5.0%		5.2%



Cost to Income Ratio

BANK	2016		2015	
	POSITION	CIR	POSITION	CIR
ADB			12	60.9%
BTA			16	62.2%
Armswiss	1	22.1%	1	21.6%
Mellat Bank	2	25.2%	2	32.0%
Inecobank	3	36.5%	3	35.8%
Unibank	4	43.4%	7	49.4%
Ameriabank	5	44.0%	5	42.3%
Ardshin	6	45.3%	9	51.6%
ABB	7	45.9%	6	45.4%
Prometey Bank	8	46.5%	10	52.9%
HSBC	9	47.2%	4	39.2%
Anelik Bank	10	51.8%	11	53.0%
ACBA	11	52.0%	8	49.9%
Ararat Bank	12	57.7%	13	61.1%
Converse Bank	13	57.9%	17	65.8%
Byblos Bank Armenia	14	63.3%	20	258.2%
Artsakh Bank	15	67.5%	15	62.2%
Armeconom	16	75.3%	18	84.7%
VTB-Armenia Bank	17	75.8%	14	61.6%
Areximbank	18	99.6%	19	101.8%
Total		50.5%		51.9%



Capital Adequacy Ratio

BANK	2016		2015	
	POSITION	CAR	POSITION	CAR
Mellat Bank	1	267.4%	1	146.9%
Byblos Bank Armenia	2	57.1%	5	23.1%
Artsakh Bank	3	41.4%	7	19.8%
Prometey Bank	4	39.4%	3	34.8%
Anelik Bank	5	35.1%	18	13.0%
Ararat Bank	6	25.8%	6	19.9%
Armeconom	7	24.2%	10	16.2%
Armswiss	8	22.7%	8	19.2%
Areximbank	9	22.1%	4	23.8%
Converse Bank	10	21.6%	15	13.5%
Unibank	11	17.4%	19	12.8%
ACBA	12	17.2%	11	16.2%
HSBC	13	16.5%	13	14.5%
Ameriabank	14	15.9%	12	15.1%
Inecobank	15	15.3%	9	16.9%
VTB-Armenia Bank	16	14.1%	16	13.4%
Ardshin	17	13.1%	17	13.3%
ABB	18	13.0%	20	12.2%
BTA			2	50.7%
ADB			14	14.1%
Total		20.0%		16.2%



Ameriabank Investor Relations
ir@ameriabank.am

9 G. Lusavorich street, Yerevan
0015, Republic of Armenia

Phone: + 374 10 561111
Fax: +37410 513133
E-mail: info@ameriabank.am

