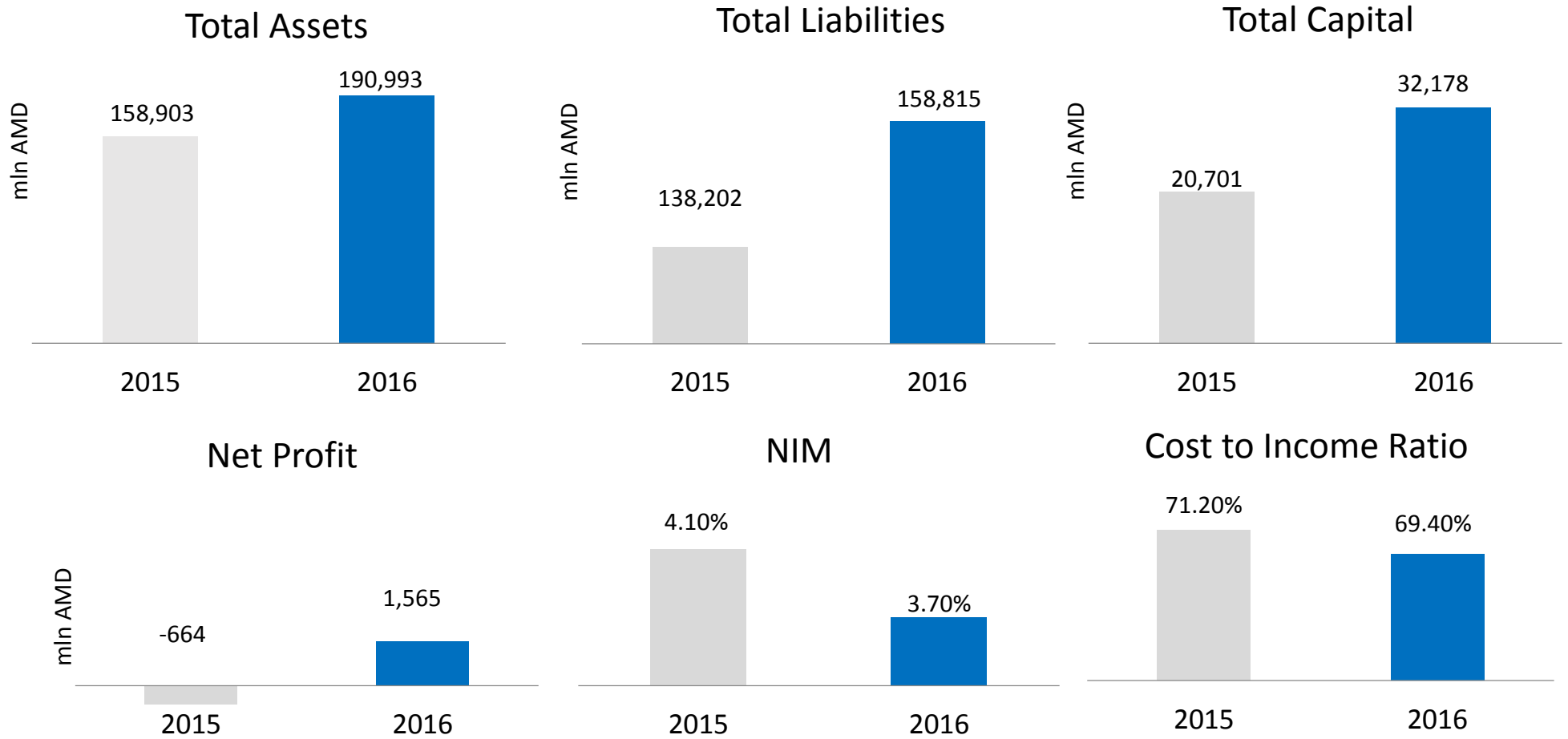




ConverseBank

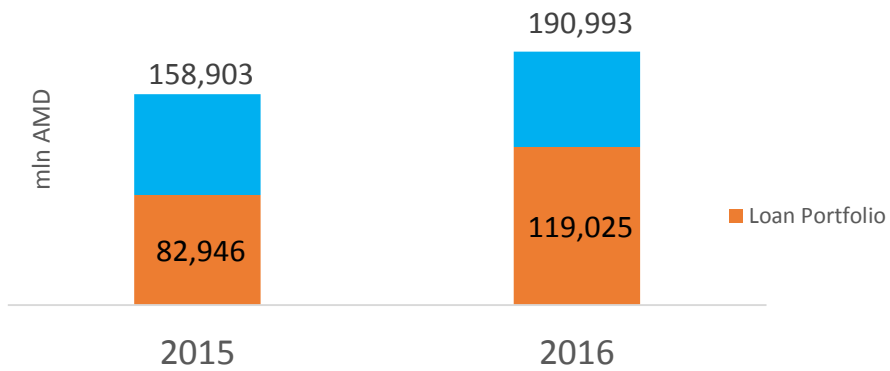
Annual Results 2016

Key Financial Highlights

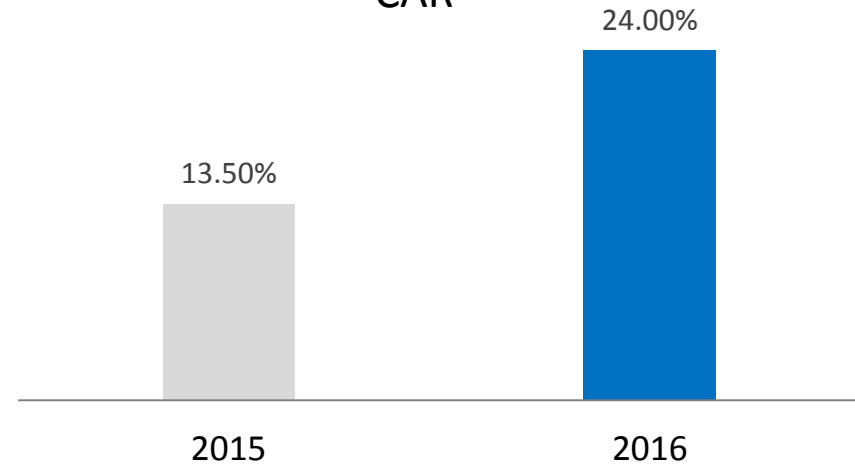


Key Financial Highlights

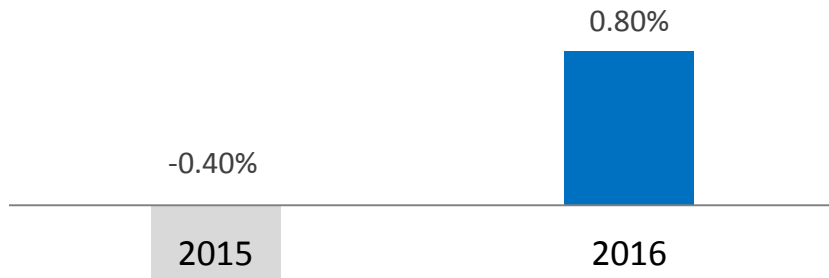
Total Assets



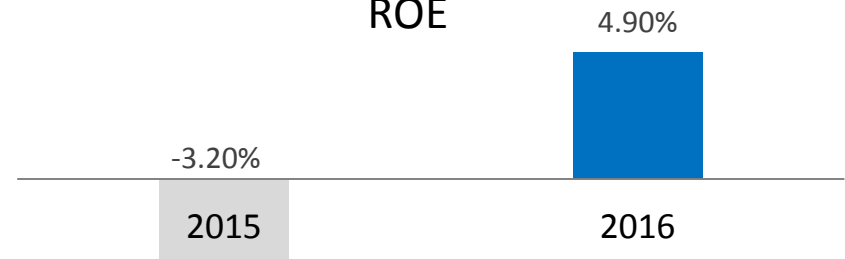
CAR



ROA

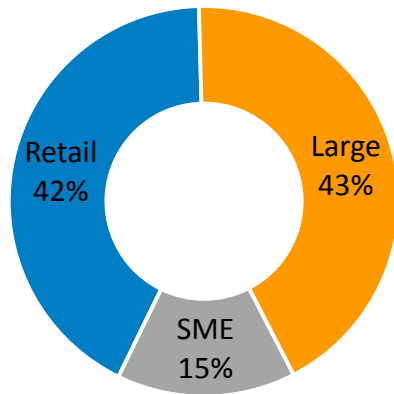


ROE

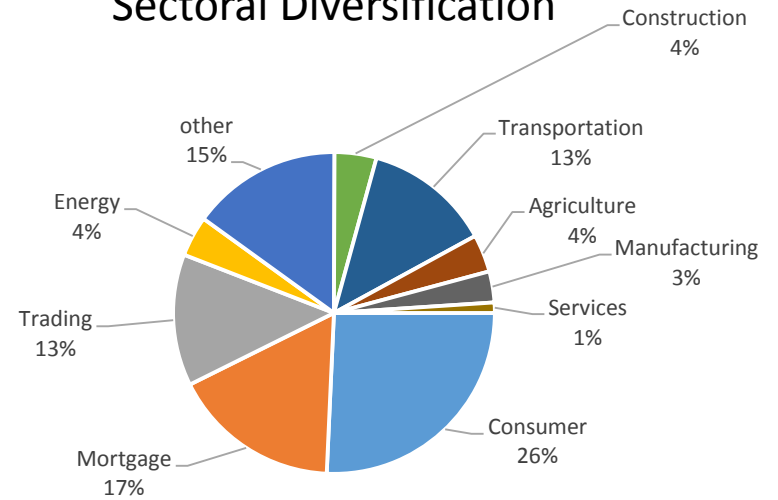


Loan Portfolio Breakdown 2016

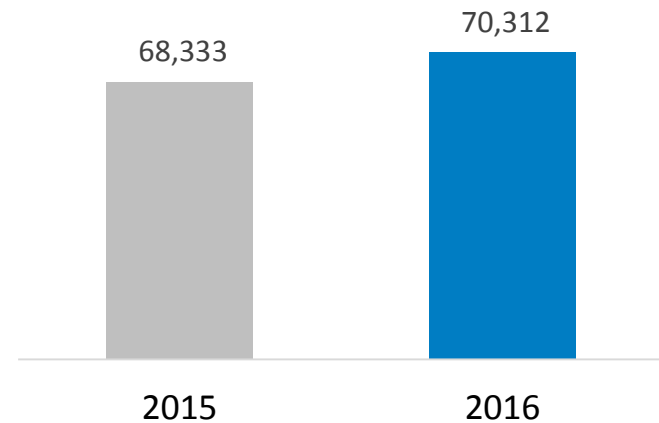
Loan Portfolio Structure



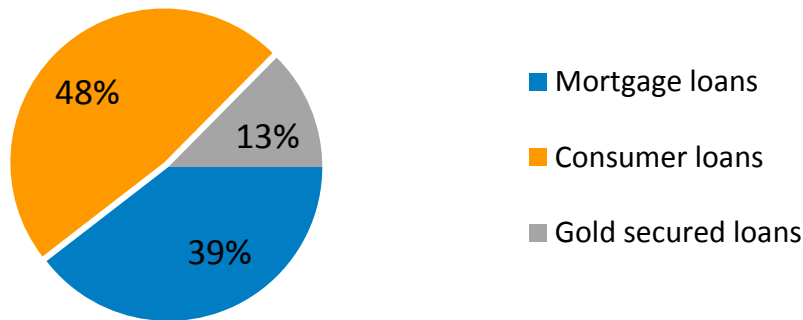
Sectoral Diversification



Number of Loans

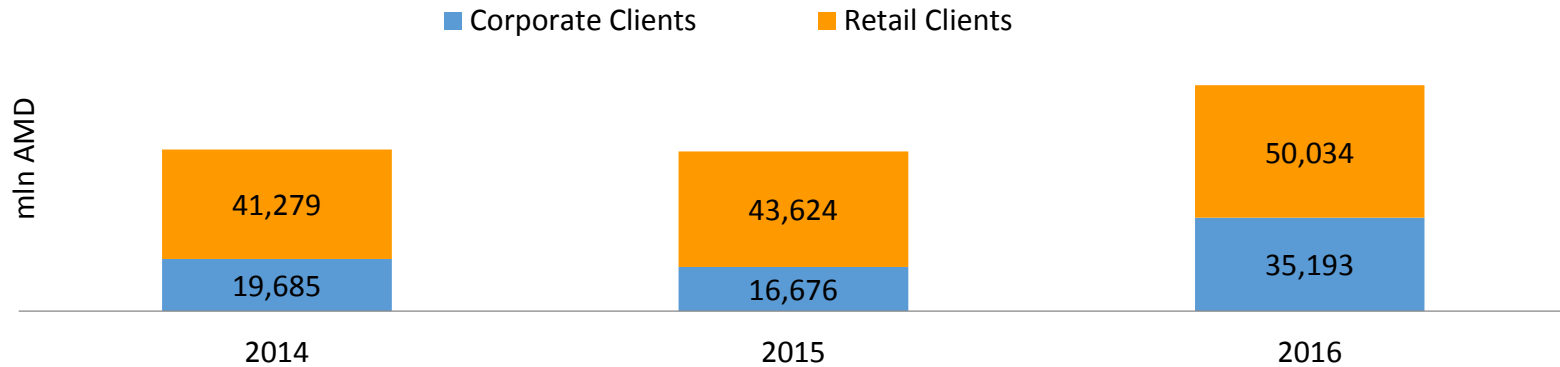


Retail Loans by Products



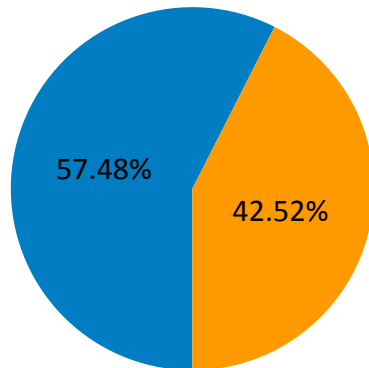
Liability Portfolio Breakdown

Term Deposits



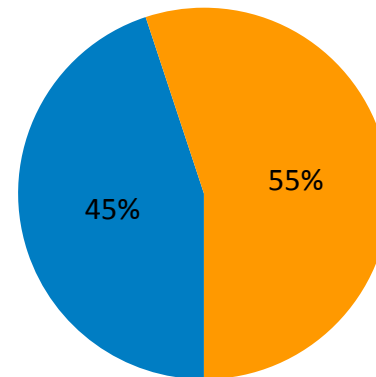
Term Deposits 2016

■ Corporate clients ■ Retail clients

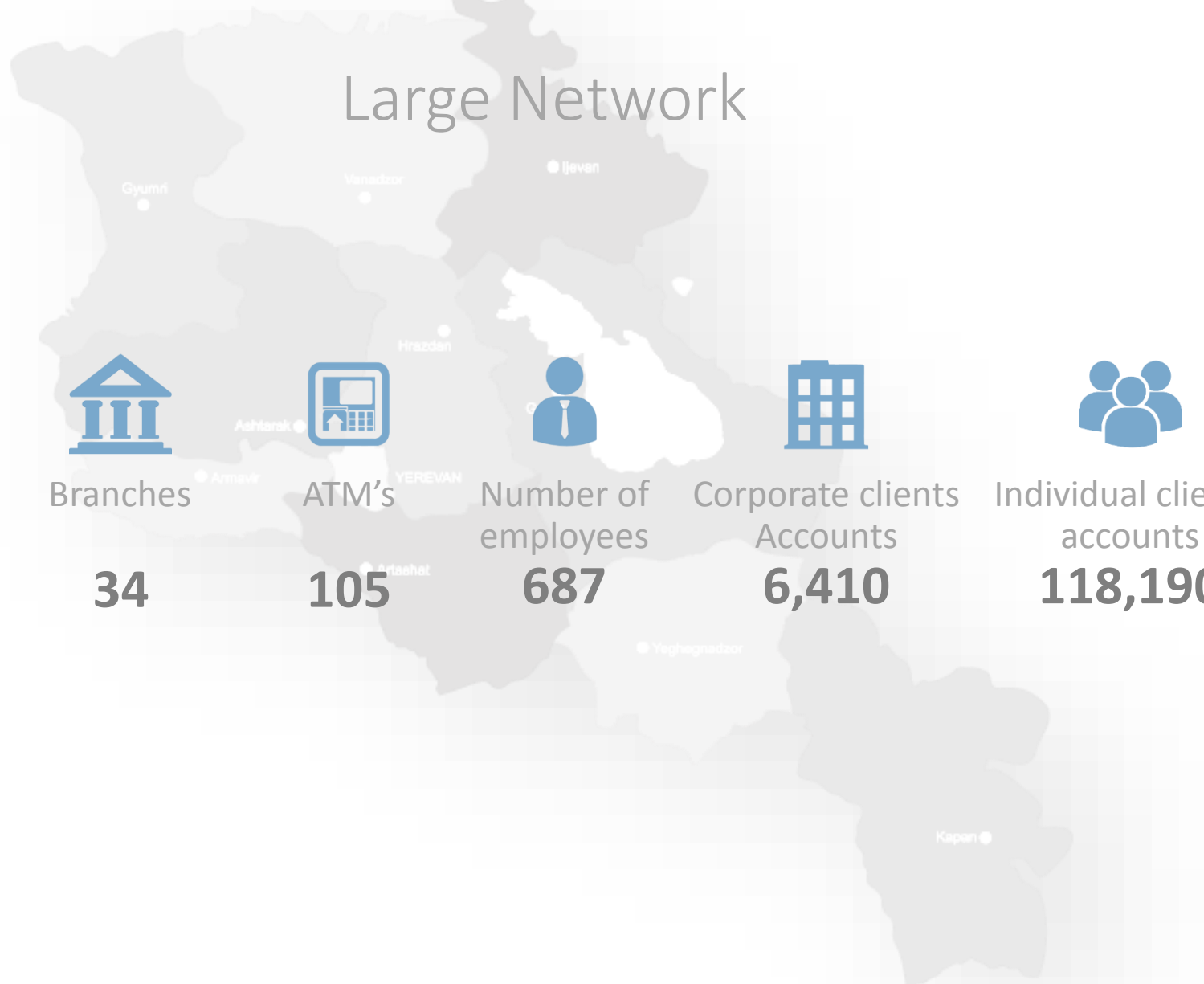


Demand Deposits 2016

■ Corporate clients ■ Retail clients



Large Network



POS terminals
819



Branches
34



ATM's
105



Number of employees
687



Corporate clients Accounts
6,410



Individual clients accounts
118,190

ConverseBank

Exhibits

Profit and Loss Statement

In thousand AMD	2016	2015	2014
PROFIT AND LOSS			
Interest income	13,859,656	13,458,001	12,605,148
Interest expenses	-6,787,759	-6,961,726	-6,274,958
Net Interest income	7,071,897	6,496,275	6,330,190
Allowance for Impairment of Loans	-1,544,466	-3,242,949	-1,697,589
Net interest income after allowance for impairment of loans	5,527,431	3,253,326	4,632,601
Fee and commission income	2,003,640	1,887,676	1,676,155
Fee and commission expense	-763,729	-656,310	-536,449
Net trading income	899,056	1,009,948	824,348
Net /gain/losses from Foreign currency translation	-237,214	-518,306	1,030,149
Gains less losses on investments available for sale	54,229	45,838	8,270
Other income	943,846	944,279	613,337
Personnel expenses	-3,379,260	-3,137,936	-2,977,136
Depreciation of property and equipment	-739,362	-669,766	-670,801
Amortization of intangible assets	-76,339	127,891	-88,533
Other expenses	-2,723,708	2,556,009	-2,143,746
Other impairment and provisions	0	-90,922	0
Profit/(loss) before income tax	1,508,590	-616,073	2,368,195
Income tax benefit/(expense)	56,442	47,510	-305,694
Profit/(loss) for the period	1,565,032	-663,583	2,062,501
OTHER COMPREHENSIVE INCOME			
<i>Other comprehensive income for the period, net of tax</i>	1,198,993	-577,027	-471,682
Total comprehensive income/(loss) for the period	2,764,025	-1,240,610	1,590,819
<i>Exchange Rate: USD/AMD</i>	483.94	483.75	474.97

Balance Sheet Statement

In thousand AMD		2016	2015	2014
	ASSETS			
Cash and cash equivalents		44,751,939	46,029,188	27,841,421
Trading securities FVPL		184,833	207,592	0
Amounts due from other financial institutions		2,320,882	9,148,697	6,916,220
Loans and advances to customers		119,024,824	82,945,627	93,384,045
Trading securities FVOCI		14,929,205	4,818,866	1,943,118
Securities pledged under repurchase agreements		-	5,484,221	5,920,903
Trading securities amortized cost		-	-	0
Property, plant and equipment		6,384,767	6,612,460	7,297,407
Intangible assets		139,802	187,008	253,290
Repossessed Assets		2,385,649	2,288,512	2,329,501
Current income tax assets		-	131,654	0
Other assets		871,369	1,049,340	961,455
TOTAL ASSETS		190,993,270	158,903,165	146,847,360
	LIABILITIES			
Amounts due to financial institutions		278,064	7,431,275	8,194,824
Fair Value Through Profit and Loss				
Derivative financial liabilities		31,591	14,495	180,645
Amounts due to customers		139,680,217	111,430,135	93,339,768
Bonds issued by the bank		-	-	-
Current Income tax liabilities		175,744	-	125,931
Deferred income tax liabilities		1,113,141	1,244,231	1,358,887
Other borrowed funds		9,096,208	9,895,217	9,367,616
Other liabilities		841,484	755,678	502,850
Other reserves				0
Subordinated debt		7,598,818	7,430,709	8,272,556
<i>Total Liabilities</i>		158,815,267	138,201,740	121,343,077
EQUITY				
Share capital		16,416,633	7,002,033	7,002,033
Share premium		63,233	63,233	63,233
Statutory general reserve		1,005,996	1,005,996	844,898
Other reserves		4,718,327	3,653,862	4,325,898
Retained earnings		9,973,814	8,976,301	10,268,240
<i>Total Equity</i>		32,178,003	20,701,425	22,504,302
TOTAL LIABILITIES AND EQUITY		190,993,270	158,903,165	143,847,379
<i>Exchange Rate: USD/AMD</i>		483.94	483.75	9 474.97

Key Position Highlights: Assets

Thousand AMD

2015

2016

Rank	Bank	
1	AmeriaBank	515,873,688
2	ArdshinBank	400,405,551
3	VTB Bank Armenia	310,192,081
4	ArmbusinessBank	290,140,540
5	HSBC Bank Armenia	275,405,777
6	ACBA Credit-Agricole Bank	272,853,238
7	InecoBank	236,402,096
8	Converse Bank	158,903,165
9	UniBank	158,139,860
10	Ararat Bank	132,027,472
11	Armeconom Bank	108,395,188
12	Artsakh Bank	93,998,208
13	Anelik Bank	90,768,051
14	Armswiss Bank	85,261,260
15	Prometey Bank	78,010,584
16	Byblos Bank Armenia	39,738,302
17	Mellat Bank	29,408,606

Rank	Bank	
1	AmeriaBank	719,363,423
2	ArdshinBank	548,409,970
3	ArmbusinessBank	401,668,745
4	ACBA Credit-Agricole Bank	283,271,843
5	Anelik Bank	282,453,284
6	InecoBank	236,196,296
7	VTB Bank Armenia	232,671,657
8	HSBC Bank Armenia	215,160,817
9	Converse Bank	190,993,270
10	UniBank	185,396,089
11	Ararat Bank	149,198,627
12	Armeconom Bank	146,182,358
13	Armswiss Bank	130,253,135
14	Artsakh Bank	103,474,791
15	Prometey Bank	89,495,432
16	Byblos Bank Armenia	64,190,209
17	Mellat Bank	41,241,653

Key Position Highlights: Liabilities

Thousand AMD

2015

2016

Rank	Bank	Deposits
1	AmeriaBank	456,556,526
2	ArdshinBank	351,988,444
3	VTB Bank Armenia	269,279,678
4	ArmbusinessBank	261,519,340
5	HSBC Bank Armenia	222,369,425
6	ACBA Credit-Agricole Bank	219,141,110
7	InecoBank	195,636,450
8	Converse Bank	138,201,740
9	UniBank	135,430,768
10	Ararat Bank	109,555,891
11	Armeconom Bank	93,395,112
12	Artsakh Bank	82,981,857
13	Anelik Bank	74,397,123
14	Armswiss Bank	67,019,174
15	Prometey Bank	54,143,966
16	Byblos Bank Armenia	34,329,963
17	Mellat Bank	10,139,374

Rank	Bank	Deposits
1	AmeriaBank	654,965,655
2	ArdshinBank	476,942,395
3	ArmbusinessBank	366,617,666
4	Anelik Bank	241,331,457
5	ACBA Credit-Agricole Bank	226,676,748
6	VTB Bank Armenia	198,760,539
7	InecoBank	192,731,178
8	HSBC Bank Armenia	168,153,595
9	Converse Bank	158,815,267
10	UniBank	150,553,046
11	Armeconom Bank	118,612,940
12	Ararat Bank	116,068,075
13	Armswiss Bank	101,561,913
14	Artsakh Bank	77,378,822
15	Prometey Bank	60,145,801
16	Byblos Bank Armenia	42,312,602
17	Mellat Bank	7,568,821

Key Position Highlights: Loan Portfolio

Thousand AMD

2015

2016

Rank	Bank	
1	AmeriaBank	321,891,139
2	ArdshinBank	274,461,557
3	ArmbusinessBank	217,937,837
4	VTB Bank Armenia	187,218,849
5	ACBA Credit-Agricole Bank	177,966,182
6	HSBC Bank Armenia	161,206,360
7	InecoBank	154,638,426
8	UniBank	110,181,548
9	Converse Bank	82,945,627
10	Ararat Bank	66,083,127
11	Artsakh Bank	63,510,814
12	Anelik Bank	60,700,897
13	Armeconom Bank	59,175,240
14	Armswiss Bank	37,460,152
15	Prometey Bank	36,748,049
16	Byblos Bank Armenia	17,954,950
17	Mellat Bank	5,438,683

Rank	Bank	
1	AmeriaBank	513,218,709
2	ArdshinBank	358,004,830
3	ArmbusinessBank	275,926,637
4	Anelik Bank	217,036,997
5	ACBA Credit-Agricole Bank	174,983,028
6	InecoBank	160,154,905
7	VTB Bank Armenia	146,152,629
8	HSBC Bank Armenia	119,590,354
9	Converse Bank	119,024,824
10	UniBank	118,627,063
11	Armeconom Bank	75,047,659
12	Ararat Bank	66,148,947
13	Artsakh Bank	64,509,658
14	Prometey Bank	46,537,338
15	Armswiss Bank	46,077,225
16	Byblos Bank Armenia	22,155,615
17	Mellat Bank	5,755,804

Key Position Highlights: Net Profit

Thousand AMD

2015

2016

Rank	Bank	
1	HSBC Bank Armenia	6,416,063
2	InecoBank	4,815,808
3	AmeriaBank	4,815,102
4	ArdshinBank	2,005,441
5	Armswiss Bank	1,863,313
6	ArmbusinessBank	1,243,778
7	Ararat Bank	941,681
8	Prometey Bank	906,653
9	Mellat Bank	661,604
10	Armeconom Bank	449,266
11	UniBank	358,481
12	Anelik Bank	215,207
13	ACBA Credit-Agricole Bank	-40,021
14	Converse Bank	-663,583
15	Byblos Bank Armenia	-2,150,872
16	VTB Bank Armenia	-3,499,611
17	Artsakh Bank	-4,190,259

Rank	Bank	
1	ArdshinBank	22,023,082
2	AmeriaBank	6,206,686
3	InecoBank	5,157,570
4	Armswiss Bank	3,283,980
5	Artsakh Bank	2,879,968
6	ACBA Credit-Agricole Bank	1,822,753
7	Converse Bank	1,565,033
8	Anelik Bank	1,116,675
9	Ararat Bank	1,089,475
10	ArmbusinessBank	1,053,181
11	Mellat Bank	1,003,600
12	Prometey Bank	958,294
13	Armeconom Bank	590,371
14	Byblos Bank Armenia	-156,487
15	UniBank	-443,218
16	HSBC Bank Armenia	-6,666,854
17	VTB Bank Armenia	-8,512,739

Key Position Highlights: ROE

Thousand AMD

2015

2016

Rank	Bank	ROE
1	HSBC Bank Armenia	12.1%
2	InecoBank	11.8%
3	Armswiss Bank	10.2%
4	AmeriaBank	8.1%
5	ArmbusinessBank	4.3%
6	Ararat Bank	4.2%
7	ArdshinBank	4.1%
8	Prometey Bank	3.8%
9	Mellat Bank	3.4%
10	Armeconom Bank	3.0%
11	UniBank	1.6%
12	Anelik Bank	1.3%
13	ACBA Credit-Agricole Bank	-0.1%
14	Converse Bank	-3.2%
15	VTB Bank Armenia	-8.6%
16	Artsakh Bank	-38.0%
17	Byblos Bank Armenia	-39.8%

Rank	Bank	ROE
1	ArdshinBank	30.8%
2	InecoBank	11.9%
3	Armswiss Bank	11.4%
4	Artsakh Bank	11.0%
5	AmeriaBank	9.6%
6	Converse Bank	4.9%
7	Ararat Bank	3.3%
8	Prometey Bank	3.3%
9	ACBA Credit-Agricole Bank	3.2%
10	ArmbusinessBank	3.0%
11	Mellat Bank	3.0%
12	Anelik Bank	2.7%
13	Armeconom Bank	2.1%
14	Byblos Bank Armenia	-0.7%
15	UniBank	-1.3%
16	HSBC Bank Armenia	-14.2%
17	VTB Bank Armenia	-25.1%

Key Position Highlights: ROA

Thousand AMD

2015

2016

Rank	Bank	ROA
1	HSBC Bank Armenia	2.3%
2	Mellat Bank	2.2%
3	Armswiss Bank	2.2%
4	InecoBank	2.0%
5	Prometey Bank	1.2%
6	AmeriaBank	0.9%
7	Ararat Bank	0.7%
8	ArdshinBank	0.5%
9	ArmbusinessBank	0.4%
10	Armeconom Bank	0.4%
11	Anelik Bank	0.2%
12	UniBank	0.2%
13	ACBA Credit-Agricole Bank	0.0%
14	Converse Bank	-0.4%
15	VTB Bank Armenia	-1.1%
16	Artsakh Bank	-4.5%
17	Byblos Bank Armenia	-5.4%

Rank	Bank	ROA
1	ArdshinBank	4.0%
2	Artsakh Bank	2.8%
3	Armswiss Bank	2.5%
4	Mellat Bank	2.4%
5	InecoBank	2.2%
6	Prometey Bank	1.1%
7	AmeriaBank	0.9%
8	Converse Bank	0.8%
9	Ararat Bank	0.7%
10	ACBA Credit-Agricole Bank	0.6%
11	Armeconom Bank	0.4%
12	Anelik Bank	0.4%
13	ArmbusinessBank	0.3%
14	UniBank	-0.2%
15	Byblos Bank Armenia	-0.2%
16	HSBC Bank Armenia	-3.1%
17	VTB Bank Armenia	-3.7%

ConverseBank

www.conversebank.am