



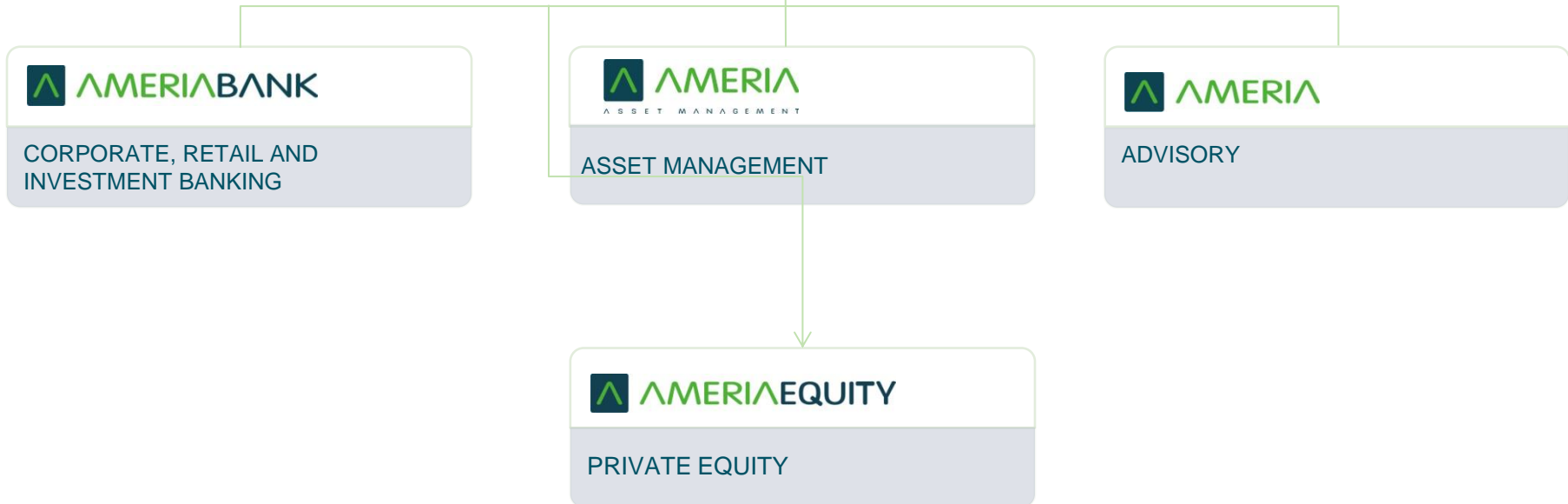
**Your advisor and
financial partner**

As of Q3 2013





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



Your advisor and financial partner

Full-fledged advisory and financial solutions both for you and your business



AMERIA ADVISORY

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

AMERIABANK

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

AMERIA ASSET MANAGEMENT

One of the first investment companies in Armenia, providing client tailored asset management solutions (since 2001)

AMERIA EQUITY

Private equity practice providing knowledge and value seasoned equity to “future champion” companies (since 2009)



OUR MISSION

- ▲ Bringing leadership and dynamic development in Armenia and the region as a financial and advisory group committed to long-term dynamic economic development
- ▲ Being a client-oriented and reliable partner
- ▲ Delivering innovations based on the best practice in financial and advisory services, business processes
- ▲ Building a Dream Team of qualified, motivated and efficient staff

OUR VALUES

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

Our Partners and Directors

Names talk for themselves



Ruben Vardanian
Chairman of the Board
(co-Head of Sberbank CIB)

Prominent Investment Banker with more than 20 years of experience, key figure in Russia's capital markets establishment, a Founding Partner of Skolkovo School of Management, board member in a number of private/public organizations.



Noubar Afeyan
PhD Board Member
(MP/CEO, Flagship Ventures)

More than 25 years of experience in venture capital management (co-founder of 15 life science /high-tech startups) and lecturing at MIT, serves on a number of public and private company boards.



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

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



Gor Nakhapetyan
Board Member
(Managing Director,
Sberbank CIB)

More than 20 years of experience in managing one of the largest investment companies of Russia, Member of Coordination Council of Skolkovo School of Management.



Andrew Mkrtchyan
Board Member
(CEO, Ameria Group)

18 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

Our Partners and Directors

Names talk for themselves



Artak Hanesyan
General Director,
Ameriabank

Distinguished banker with more than 15 years of experience in banking system of Armenia



Gevorg Tarumyan
CFO, Deputy General
Director, Ameriabank

More than 18 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 13 years of experience in legal practice specialized in corporate, securities, banking and civil law



Arthur Andriasyan
Director, Compliance,
Ameria Group

20 years of experience in the field of accounting, audit and tax



Ara Hayrapetyan
CFO, Ameria Group

15 years of experience in accounting and financial management of a number of private/public and international organizations

Our Partners and Directors

Names talk for themselves



Tigran Jrbashyan
Director, Development,
Ameria Group

About 20 years of research experience in private and international organizations, author of books and over 130 scientific articles and publications



Gagik Sahakyan
Director, Corporate Banking,
Ameriabank

More than 3 years of experience in corporate banking and about 15 years experience in management advisory in a number of private and international organizations



Arman Barseghyan
Director, Retail Banking,
Ameriabank

More than 15 years of experience in operations and retail banking management in banking system of Armenia



Arno Mosikyan
Director, Investment Banking,
Ameriabank

About 11 years of experience in IB, advisory, portfolio management and risk management from big four advisory companies and Investment Banks



Samvel Aghababyan
Head, Security, Ameria Group

15 years of experience in security systems of state and commercial organizations

Our Team: Who we are

Dedicated team of more than 500 professionals



мы создаем будущее сегодня, чтобы завтра подняться выше мечты
we create the future today, to surpass our dreams tomorrow





YEAR	EVENT
1910	Erivan Branch of Caucasian Trade Bank founded
1921	The Communal Bank of Armenia Incorporated
1964	Stroibank USSR Incorporated
1975	Vneshtorgbank USSR (Bank for Foreign Trade) Incorporated
1992	Registered by the Central Bank of Armenia as Armimpexbank CJSC
1995	Became a joint-stock bank with foreign equity participation: the majority interest was acquired by Computron Industries Establishment



YEAR	EVENT
1998	Ameria CJSC was founded
2001	Ameria Asset Management CJSC was founded
2007	Majority interest of Armimpexbank (since 1910 as Erivan Branch of Caucasian Trade Bank, 1921 - The Communal Bank of Armenia incorporated, 1964 - Stroibank USSR incorporated, 1975 - Vneshtorgbank USSR incorporated, 1988 – Armenia Branch of Vnesheconombank USSR, 1992 - Registered by the Central Bank of Armenia as Armimpexbank CJSC) acquired by TDA Holdings Limited, affiliated with the leading Russian investment group, Troika Dialog
2008	Armimpexbank CJSC renamed into Ameriabank CJSC Increases the statutory fund of Ameriabank CJSC by 53.1 million USD bringing it up to 59.3 million USD
2009	Ameria Equity Partners CJSC founded Building of Ameria Group: development of uniform ideology and strategic development directions, implementation of uniform staff evaluation system
2010	Prodeco CJSC, which was formed in 2007, became a member of Ameria Group Acquisition of Cascade Bank, first and unique experience in M&A in Armenian financial market Opening of Ameria Premium Hall and launch of Premium client service
2011	Ameria Group Inc., a representative office of the Group, launched in California, USA Branch network expanded in Yerevan and marzes.



Market Position

Absolute leader in the market of 21 operating Banks by assets and liabilities per nine months results

- ▲ 1st by Assets
- ▲ 1st by Liabilities
- ▲ 1st by Clients Deposits and Accounts
- ▲ 3rd by Loan Portfolio
- ▲ 4th by Total Capital
- ▲ 2nd by Net Profit after Taxes

Recent Achievements

- Expansion of the Bank infrastructure
- Facilitation of corporate governance best practice
- Acknowledgement and recognition international awards
- Fundraising efforts by partner IFIs

- ▲ Robert von Rekowsky as a new independent Board Member
- ▲ Acquisition of Cascade Investments cjsc by Ameria Asset Management
- ▲ New branches in downtown Yerevan and Stepanakert
- ▲ Best Trade Finance Bank 2013 by Global Finance
- ▲ USD 15 million loan facility with Proparco
- ▲ USD 12 million loan facility with EBRD
- ▲ USD 15 million loan facility with OeEB

Cutting edge technology

Unparalleled investments in IT platforms and technological innovations

Customer relationship management (CRM) automated system

Ranking among top leaders by assets, liabilities and capital

Huge financial opportunities

Wide range of financial/banking services and products

Large total capital, which gives vast opportunities of financing

We set partnership with research companies and independent consultants

Growing market trust

Proven high quality of risk management

ISO 9001:2008 Certificate issued by TÜV Rheinland Germany

Commitment to the best common practice in corporate governance

Highly qualified HR

Leading team of western educated experienced professionals

Ongoing training, coaching and staff development

Expertise in major practice areas across more than 30 public and industry sectors



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"> 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"> Direct investment 	<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"> Asset management 	<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



PRODUCTS	DESCRIPTION
DIASPORA DEPOSITS	Offering competitive rates and best Armenian banking hospitality, savings and deposit accounts have been designed to help keep Diaspora connected with homeland. If you live in US, and have available funds, this deposit is exactly what you need.
EQUITY LOANS (MASTER PLEDGE)	Offering a credit limit by pledging your equity (property) once and getting loans thereafter in a possible shortest period without additional paperwork related to pledge
METAL ACCOUNTS IN GOLD	Metal accounts in 999.9 pure gold for individuals and legal entities for keeping savings in paper gold as an alternative to other savings
CUSTOMS CARD	Special credit card for companies to make non cash payments at customs and not to worry about non-sufficient funds. The card is provided with credit line and grace period.
AMERIA GLOBAL TRADING	Brokerage operations in the Armenian Stock Exchange, over-the-counter securities market as well as on various international specialized platforms via online system directly from client's computer
PURCHASE ORDER FINANCE	New financing tool for companies based on a contract to deliver goods or services, where the collateral financing facility is the contract executed by the company
CLASSIC FACTORING	The bank buys out the accounts receivable from certain companies at a discount, provided such companies are included on the list approved by the bank. Client's risks associated with deferred payment or default by the buyer are transferred to the bank.
STRUCTURED DEPOSIT	Opportunity to enter the international markets and earn returns depending on the movements in the oil and gold price, Dow Jones index and other assets, ensuring capital protection and fixed income notwithstanding market volatility
INVESTMENT LOANS	Special lending tool tailored for individuals for investments in business



Loans	Trade financing	Salary projects	Deposits and other products
<p>Largest corporate loan portfolio in the market worth more than USD 290 mln with 147% net growth over 4 years of operation</p> <p>Leader is renewable energy financing</p>	<p>The most dynamic player in factoring and leasing markets with correspondingly five times and double increase in 2012</p>	<p>About 390 salary projects with more than 26,200 employees</p>	<p>About triple increase in international transfers in 2012.</p> <p>USD 172 mln corporate deposits as of the yearend</p> <p>Modern infrastructure of distance banking</p>
<ul style="list-style-type: none"> ▲ Active SME and renewable energy financing ▲ Credit lines ▲ Purchase order financing ▲ Customs card and overdraft based on credit turnover of accounts ▲ Project financing ▲ Opportunity to lend more than USD 17 mln per client 	<ul style="list-style-type: none"> ▲ Financial lease and factoring ▲ Wide range of bank guarantees and LCs (confirmation of foreign highly ranked banks available, e.g. Deutsche bank, Commerzbank, Citibank, BNP Paribas, etc) ▲ Collections and Escrow accounts 	<ul style="list-style-type: none"> ▲ Salary projects for corporate clients' staff: <ul style="list-style-type: none"> ▪ Elastic cards for salaries ▪ Special deals on mortgages, car loans and credit lines for employees 	<ul style="list-style-type: none"> ▲ Wire transfers in shortest periods ▲ Metal accounts and safe deposit boxes ▲ Flexible FX transactions ▲ Corporate business cards ▲ Wide range of deposits in various currencies and different options of maturity ▲ Distance banking, e.g. online Ameriabank, bank-client, call center, etc.



Premium service	Payment cards	Loans	Deposits and other products
<p>Unique practice in the Armenian market</p> <p>Visa Infinite card offering extraordinary selection of distinctive travel, dining, shopping and lifestyle opportunities</p>	<p>One of the largest ATM networks in Yerevan and Armenia</p> <p>First Armenian bank in Apple App Store</p>	<p>Simplified process of loan Applications</p> <p>Close cooperation with major car dealers</p>	<p>Approximately 91% net growth of deposits in 2012 over 4 years of operation</p> <p>Top bank in the market by clients' deposits</p>
<ul style="list-style-type: none"> Individualized exquisite service at Ameria Premium hall Out of banking hours and visit-based bank servicing at client's premises Referential package of services and premium card with availability to special discount program 	<ul style="list-style-type: none"> Major Armenian and international cards, including Platinum and Infinite cards Discounts at over 300 prestigious retail and leisure outlets Free travel insurance and IAPA discount card Priority pass card for entrance to 600 airport VIP lounges Visa gift cards, which serves as personalized and useful present 	<ul style="list-style-type: none"> Wide variety of mortgage, renovation and construction loans with different options of downpayment and maturity Car loans from primary and secondary markets Credit lines via credit cards Consumer loans Investment loans to individuals for business purposes 	<ul style="list-style-type: none"> Wide range of deposits in various currencies and different options of maturity Saving accounts Metal and gold accounts Safe deposit lockers Online banking Call center Express transfer systems Different sizes gold bars, etc.



M&A	Corporate finance	Capital markets	Direct investments	Asset management
Advising a major multinational miner in mining sector of RA; Acquisition of two banks in RA; Acquisition of a top-rank media company; Sell side advisory to one of the largest food companies in RA	Elite Plaza cjsc: raised USD 9M loan from two IFIs for a Class A office property in Yerevan Prodeco cjsc: raised USD 18M loan from two IFIs for a Class A office property in Yerevan	SAS Group LTD: the largest corporate bond placement in Armenia. IMEX Group: first ever competitive tender for corporate bonds in RA IFIs: first ever floating rate bonds in RA	Investment pipeline in retail, food processing and other sectors.	A large FI: managing a wholly outsourced treasury of an FI Private pension plans: managing Pillar III pension money for several corporate clients Mutual funds: in process of registration
<ul style="list-style-type: none"> ▲ Sell side, buy side and merger advisory ▲ Due diligence and valuations ▲ Transaction support, debt origination, LBO, MBO and other leveraged finance arrangements ▲ Legal drafting and deal closing 	<ul style="list-style-type: none"> ▲ Raising debt funding from international/development financial institutions and organizations ▲ Raising equity/quasi equity funding from international/development financial institutions and organizations ▲ Credit rating advisory 	<ul style="list-style-type: none"> ▲ Debt origination in public markets ▲ Equity raising in public capital markets (IPOs, SPOs) ▲ DR program advisory ▲ Corporate governance advisory ▲ IPO advisory 	<ul style="list-style-type: none"> ▲ Project finance in equity or situational debt products, without collateral, monthly principal and interest payments ▲ Flexible and tailored financial solutions to support businesses in attaining their financial or strategic objectives 	<ul style="list-style-type: none"> ▲ Asset management – treasury management, mutual funds, managed accounts, private pension plans ▲ Structured deposits – bank deposits linked to performance of certain commodities and indices (Gold, DJIA, Oil, etc.) ▲ Investment advisory

Advisory: Management advisory services

More than 14 years of experience in the local and international markets



Business advisory	Management advisory	HR advisory	Project management
<p>Largest client portfolio in the market with more than 100 clients per year</p> <p>Coverage of all sectors of economy</p>	<p>Facilitated project investments worth more than USD 500 mln</p> <p>Management advisory with vast experience</p>	<p>More than 20% increase in cost effectiveness of HR</p> <p>Pioneer in advanced HR advisory technologies</p>	<p>Trusted partner of the Government, World Bank, UNDP and other donors.</p>
<ul style="list-style-type: none">▲ Market surveys and analysis▲ Business planning▲ Financial engineering and company evaluations▲ Risk management and assessment▲ Financial and cost management	<ul style="list-style-type: none">▲ Management information system and data processing▲ Business process reengineering, operations review, supply chain management▲ Institutional building and optimization▲ Surveys and analyses	<ul style="list-style-type: none">▲ Human resource management systems▲ Staff performance evaluation and management▲ Human resource capacity assessment▲ Training needs assessment▲ Human resource development, organization of trainings	<ul style="list-style-type: none">▲ Project management, project monitoring and evaluation▲ Staff performance evaluation and management▲ Strategic planning, action plans▲ Public administration development▲ Implementation of sectorial projects and legislative reforms▲ Institutional and capacity building, surveys and analyses



Corporate commercial law

Legal counsel with respect of two large **telecommunication operators launch**

Permanent legal counsel for various industries, including **tobacco, energy, mining, trade**

- ▲ Legal due diligence
- ▲ Legal project management
- ▲ Business, corporate and civil law
- ▲ Registration and liquidation procedures
- ▲ Licenses and certifications
- ▲ Labor law and employment issues
- ▲ Drafting, preparation and review of contracts, legal documents, warrants and authorizations
- ▲ Consultancy on civil, corporate and international law

Litigation and mediation

USD 1 mln worth dispute for one of top tax payers

Strong record in corporate commercial litigation

- ▲ General representation of the client
- ▲ Legal support and representation in public issues

Banking, insurance and finance

Large loan arrangements from European large banks to Armenian company (acted on borrower and lender side)

Two major insurance deals worth billions of AMD

- ▲ Legal support in banking and insurance
- ▲ Consultancy in investment legislation
- ▲ Tax and customs

M&A

Fully assigned legal adviser in a large telecommunication company deal

- ▲ Transaction and investment structuring
- ▲ Legal support in mergers and acquisitions
- ▲ Legal due diligence, and risk assessment

Advisory: Assurance and Accounting

Highly-qualified team of auditors and accountants



Assurance and Accounting

One of the most experienced and trusted financial service providers in the local market

Extensive expertise in assurance services to local and international organizations and donors

Accounting partner of local companies and international representations

- ▲ Financial statements in (national and international standards)
- ▲ Development and implementation of accounting system
- ▲ Accounting records and accounting policies
- ▲ Management accounting reports
- ▲ Advice on implications of applying accounting principles and reporting
- ▲ IFRS conversion of accounting systems
- ▲ Internal control reviews and financial analysis

Tax Advisory

Permanent partner of a number of top tax payers and large companies in Armenia

- ▲ Consulting on corporate taxation and tax planning
- ▲ Tax audits of accredited representative offices of international and foreign firms
- ▲ Tax advice for expatriates
- ▲ Personal tax advice
- ▲ Consultancy on investment and customs legislation

Financial Management

Application of best practices in executing MIS and internal control of financial operations and reporting

- ▲ Financial analysis
- ▲ Cost management
- ▲ Management information systems (MIS) for accounting
- ▲ Business process reengineering
- ▲ Operations review
- ▲ Project management



GOALS OF THE PROJECT

To represent Ameria Group within Diaspora
To promote Ameria Group products and services within Armenian Diaspora in the United States

STATUS

Launch of the Diaspora Project was in September 2011. Among honorable guests of Ameria Group's US Office opening ceremony were:

- ▲ The President of Armenia Mr. Serzh Sargsyan
- ▲ Chairman of the Central Bank of Armenia Mr. Artur Javadyan
- ▲ Minister of Foreign Affairs Mr. Edward Nalbandyan
- ▲ Minister of Diaspora Mrs. Hranush Hakobyan
- ▲ Mayor of Los Angeles and reputable guests from LA



Recognition and honors for achievements



**THE BEST BANK OF
ARMENIA 2010**



**THE BEST BANK IN ARMENIA
FOR TWO CONSECUTIVE YEARS
2011 AND 2012**



**BEST TRADE FINANCE BANK IN
ARMENIA 2012, 2013
BEST BANK IN ARMENIA 2012, 2013
BEST FOREIGN EXCHANGE
PROVIDER IN ARMENIA 2012, 2013**

FMO

Finance for Development



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

COMMERZBANK



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



GTFP AWARD 2010 and 2012:
AS THE MOST ACTIVE ISSUER AMONG
TRANSCAUCASIAN BANKS UNDER GLOBAL
TRADE FINANCE PROGRAM AND BEST ISSUING
BANK FOR ENERGY EFFICIENCY IN 2012

Partnership with most reputable financial institutions worth around USD 250 million



- SME
- MCFF
- Trade finance
- Revolving credit agreement
- Renewable Energy
- Medium- size Companies
- Agribusiness
- Energy Efficiency

 UniCredit

FMO
Finance for Development


Eurasian Development Bank

 **DEG**
KFW BANKENGRUPPE

COMMERZBANK 


IFC
International
Finance
Corporation
World Bank Group

 **Proparco**
GROUPE AGENCE FRANÇAISE DE DÉVELOPPEMENT


European Bank
for Reconstruction and Development


ADB
ASIAN DEVELOPMENT BANK

 **BNP PARIBAS**

 **OeEB**
Oesterreichische Entwicklungsbank AG

 **citibank**



Permanent financial aid to children in need and orphans in cooperation with orphanages and boarding schools, as well as continuous assistance to children with hematological diseases.

As a good tradition Christmas charity auction-exhibit held to raise funds for medical treatment of children with serious onco-haematological diseases. Fundraising auctions were held through our CSR campaigns.

AMD 78 million, AMD 21 and AMD 19 million was raised correspondingly in 2012, 2011 and 2010 through sale of paintings. All funds were directed towards medical treatment of about 30 kids with leukemia.



Promotional campaign in cooperation with World Vision Armenia to send about 3,000 most vulnerable kids to camps in summer.



Sponsorship of the first international tennis tournament in Armenia and support in organization of the 5th Panarmenian games.



Sponsorship of concerts: Joe Cocker, George Benson, Al Jarreau, Nino Katamadze, Jetro Tull



Tree planting events aimed to support forestation and ecologically clean environment in the country



Financial awards and presents to people aged 100 and more in Yerevan

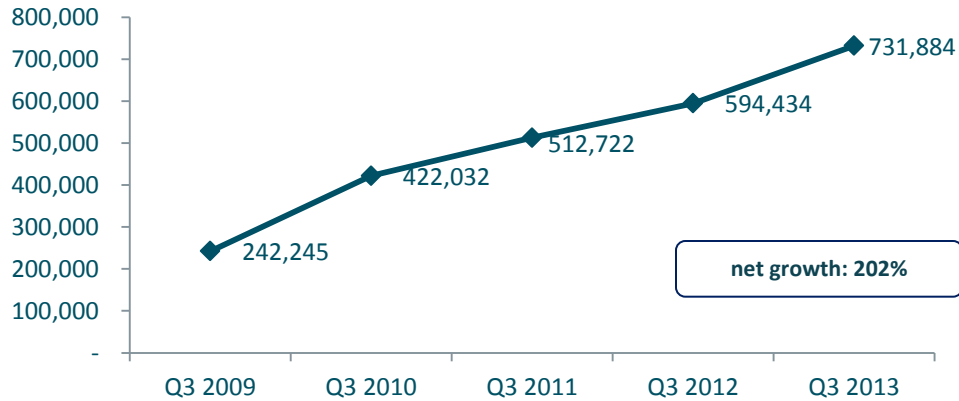
Results and highlights

Based on Q3 2013 interim financial results

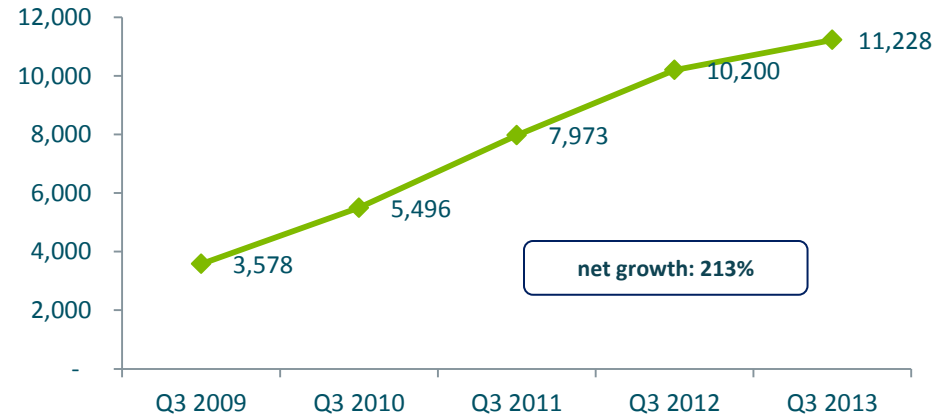




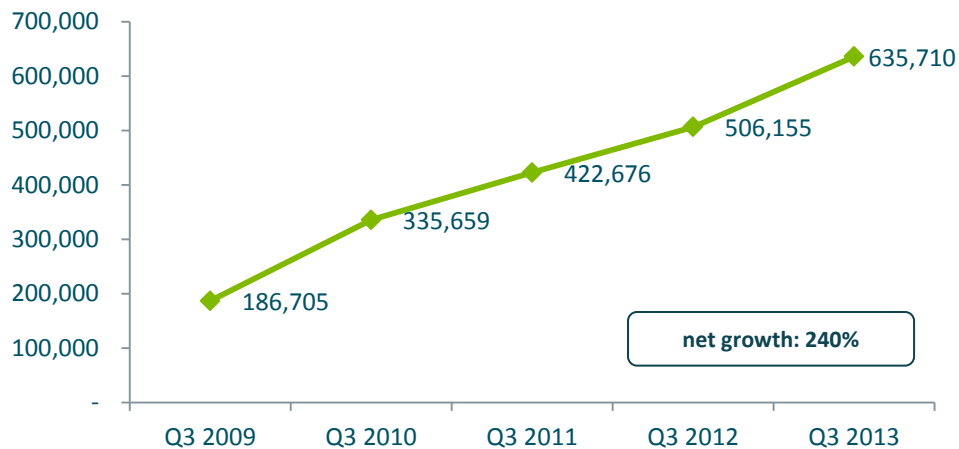
Total Assets , 000\$



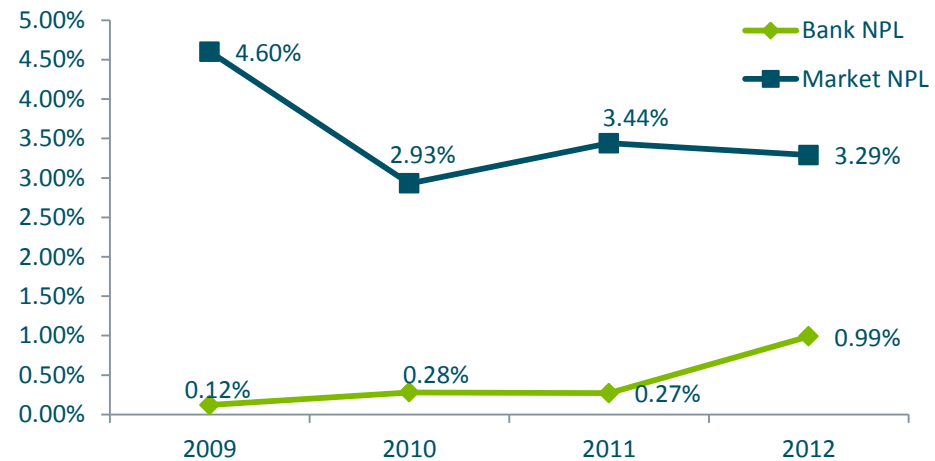
Net Profit , mln\$



Total Liabilities , 000\$

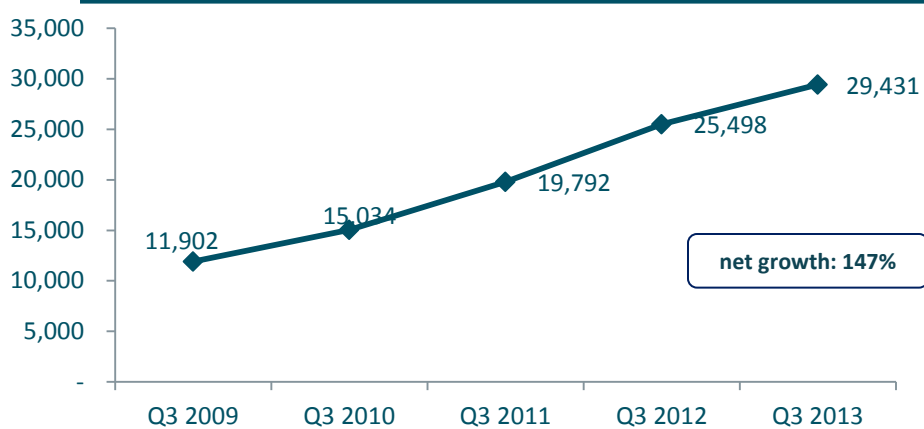


NPL , net %

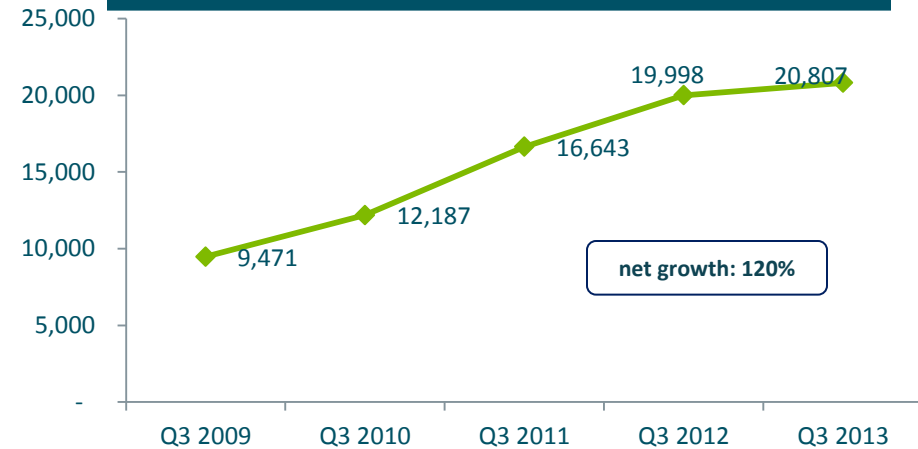




Total Revenue , 000\$



Net Interest Income , 000\$



Total Operational & Administrative Expenses , 000\$*

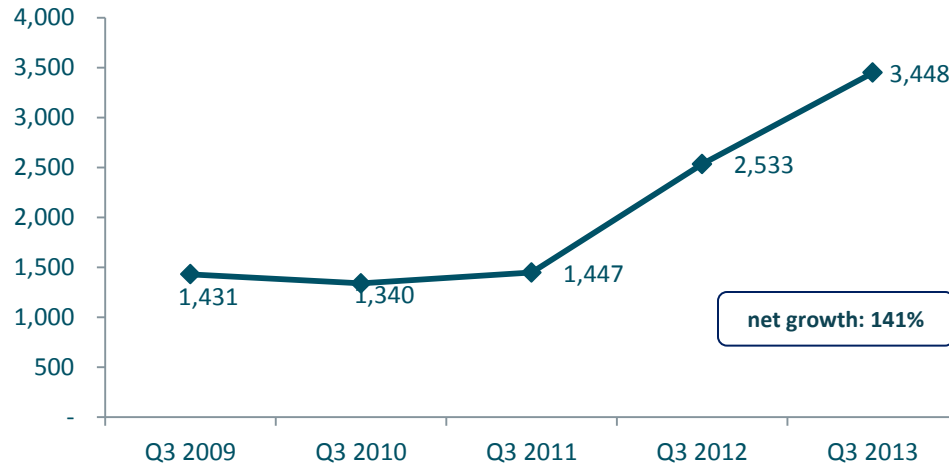


* Q3 2012 data is annual bonus accrual cost adjusted

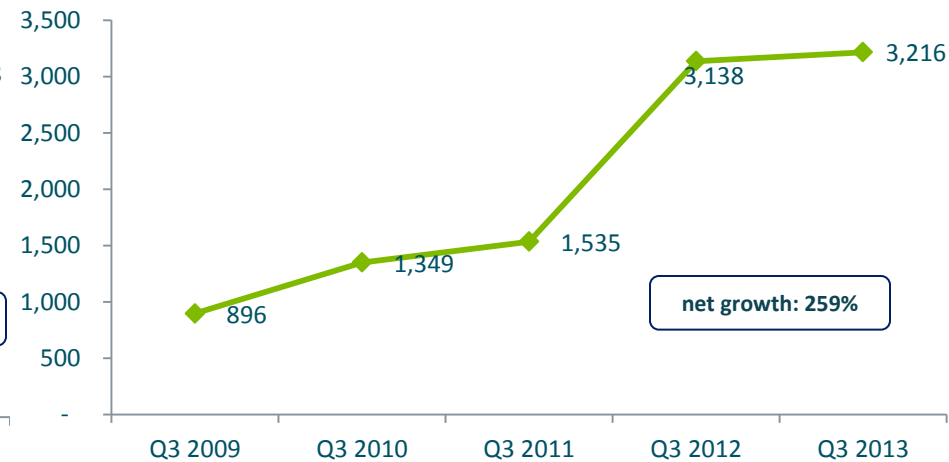
As a **2nd** bank by its **net profit** in the market of 21 operating Banks, we now focus on **constant increase of efficiency and profitability.**



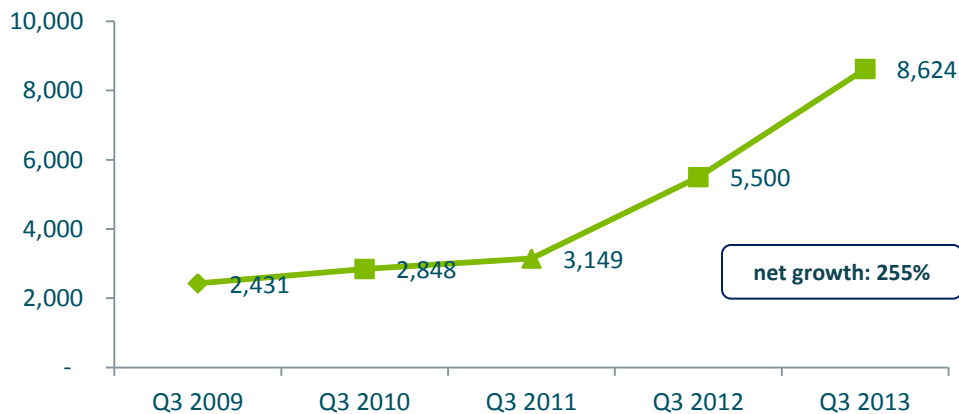
Net foreign currency-related income, 000\$



Net fees and commissions, 000\$



Net non-interest income, 000\$

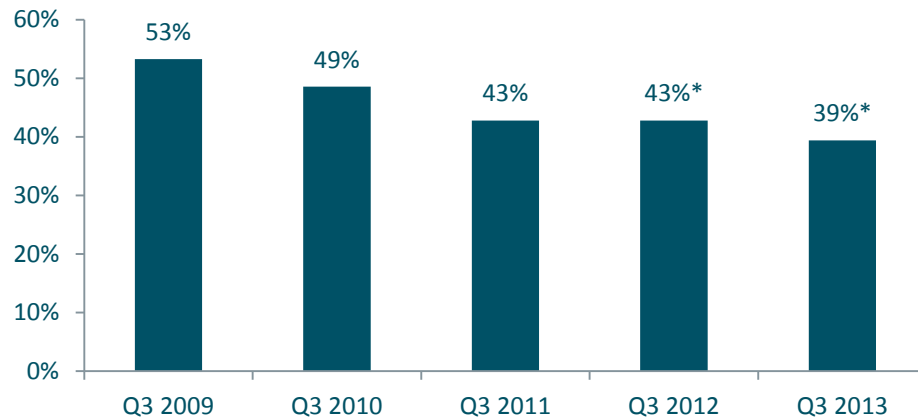


Growing non-interest income serving as the best proof of **high quality servicing** in line with various cross complementary products aimed at satisfying our clients' needs.

We strive to permanently increase our non-interest income.

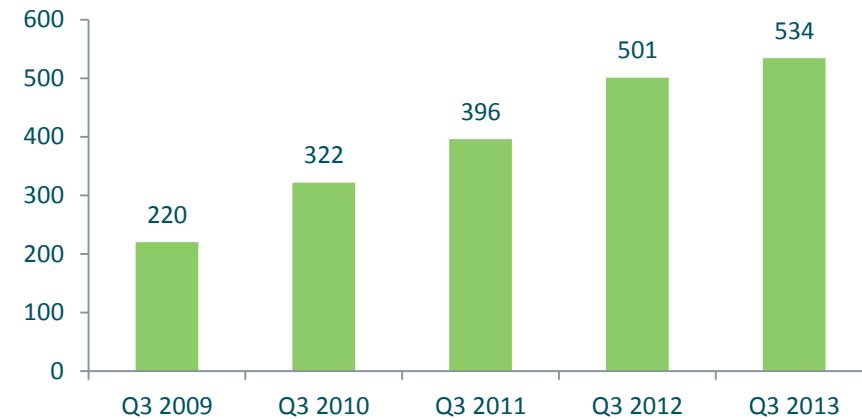


Cost-to-income ratio

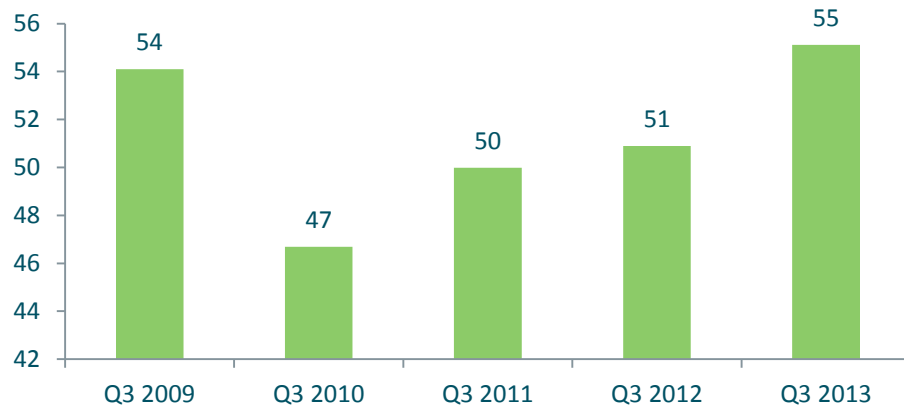


* From 2012 and on data is annual bonus accrual cost adjusted

Number of Bank full-time employees (FTE)



Total revenue per FTE, 000\$

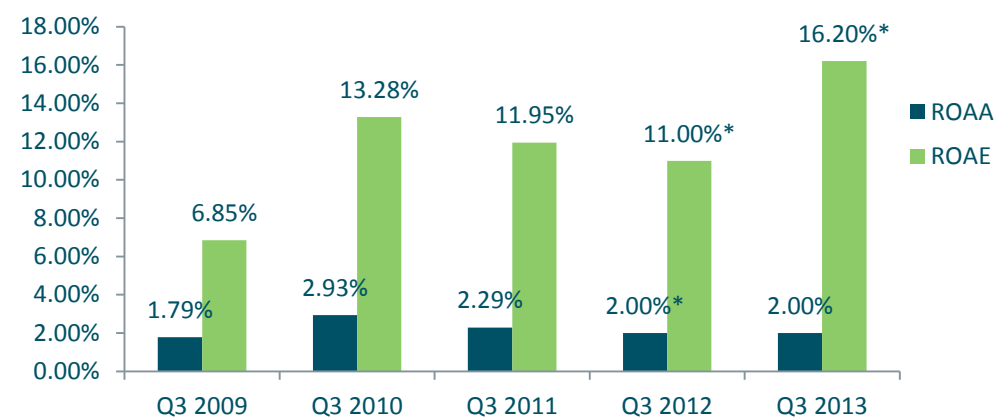


Total assets & total capital per FTE, 000\$



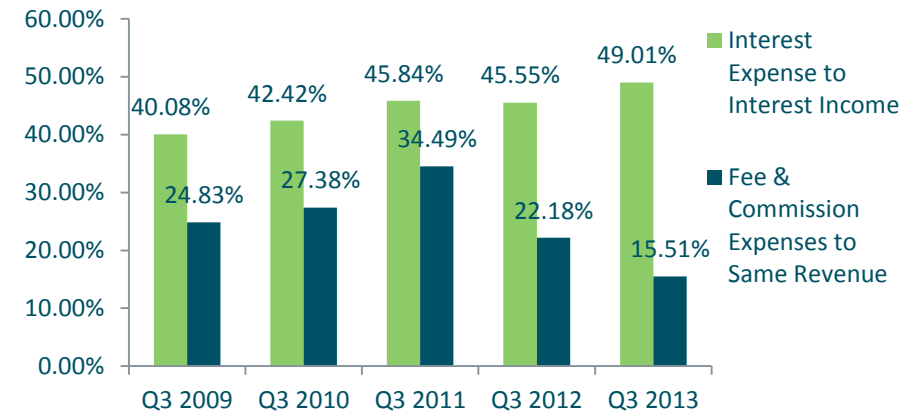


RoAE & RoAA

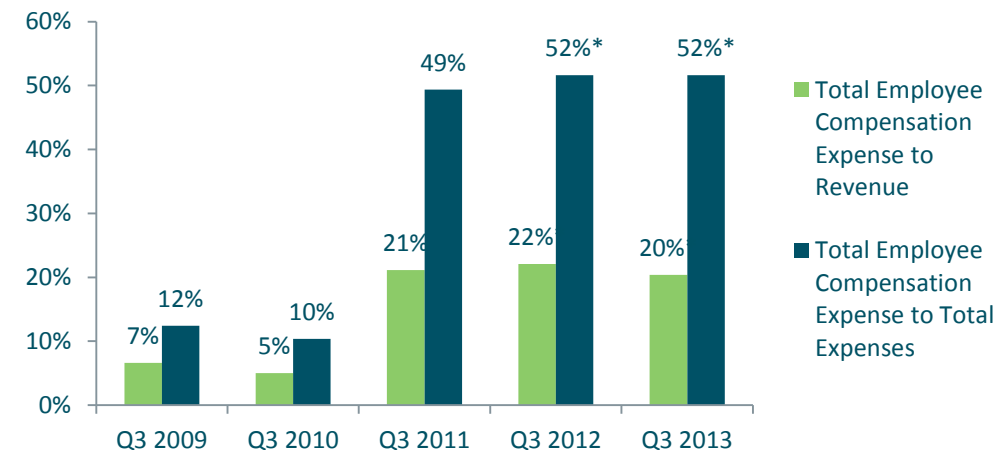


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Interest & non-interest expense to interest & non-interest income

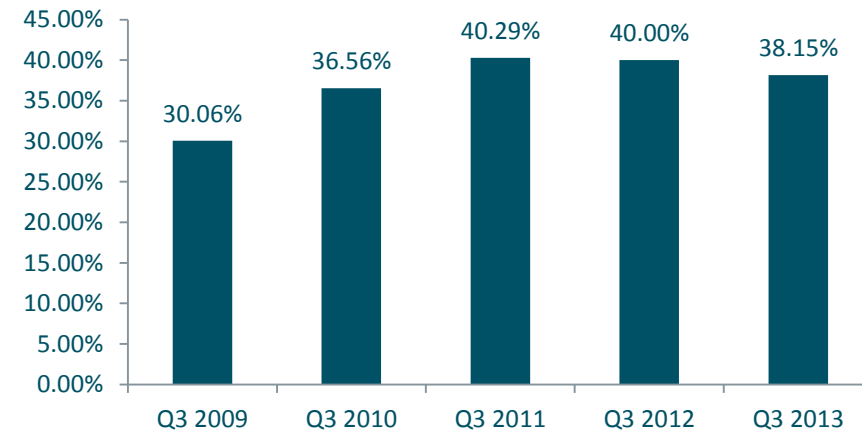


Total employee compensation expense to total revenue & expenses



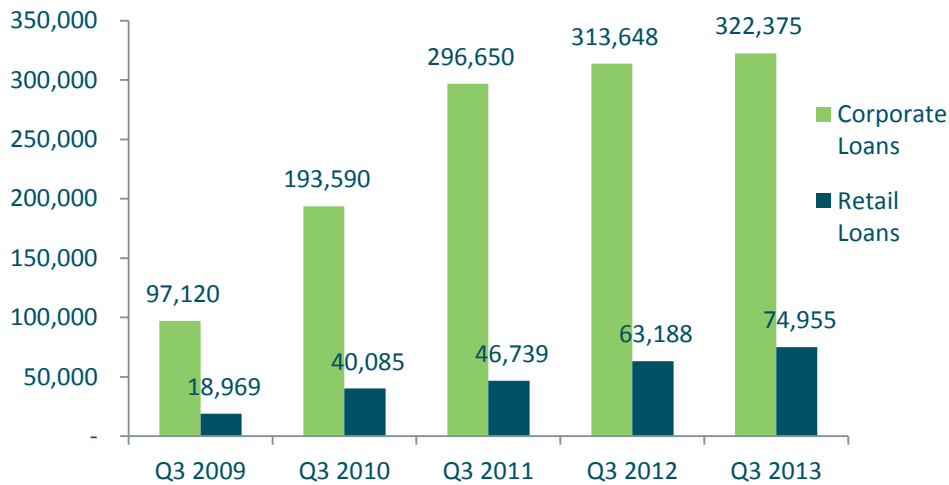
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Net income to revenue

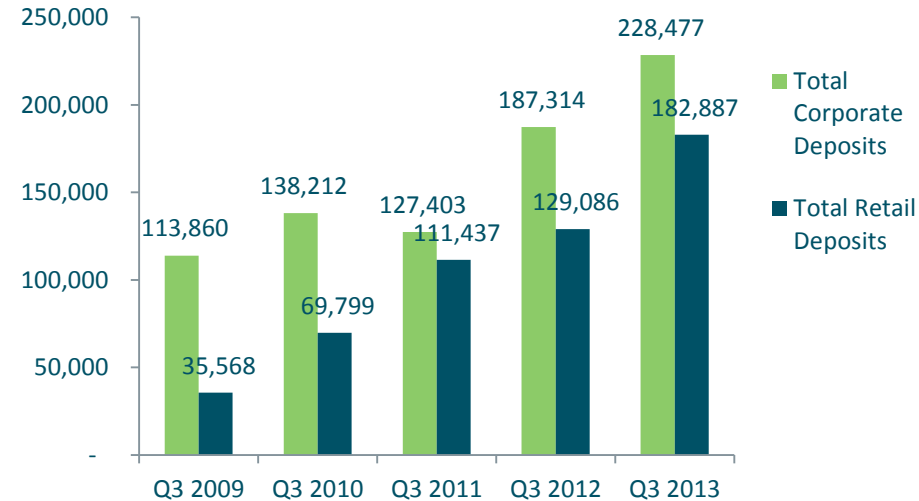




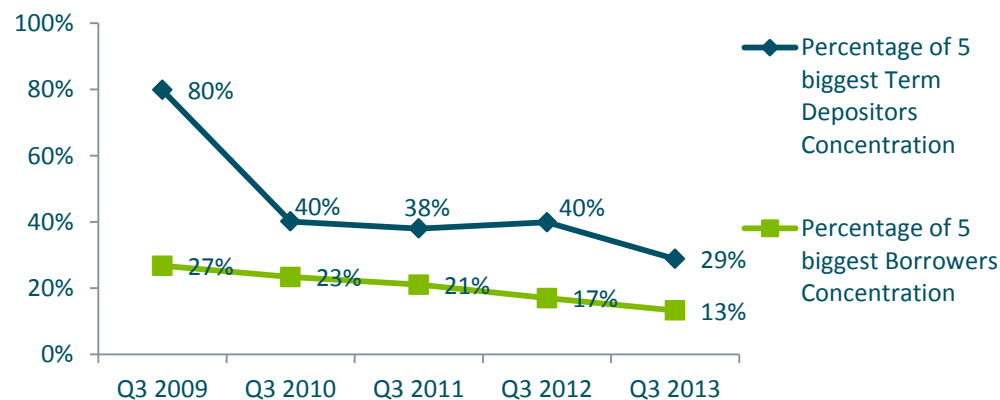
Loan Book, 000\$



Client Balances & Deposits, 000\$



Concentration, 000\$



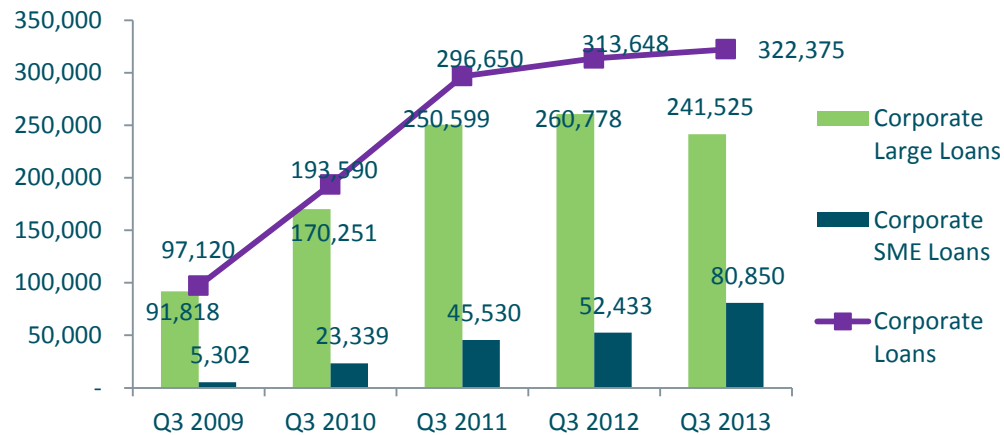
Moving towards increasing **diversification** of loan book and substantial decrease in **concentration** of loans and deposits books

165% increase in retail deposits within four years ideally illustrates the level of **trust** our clients demonstrate towards Ameriabank.

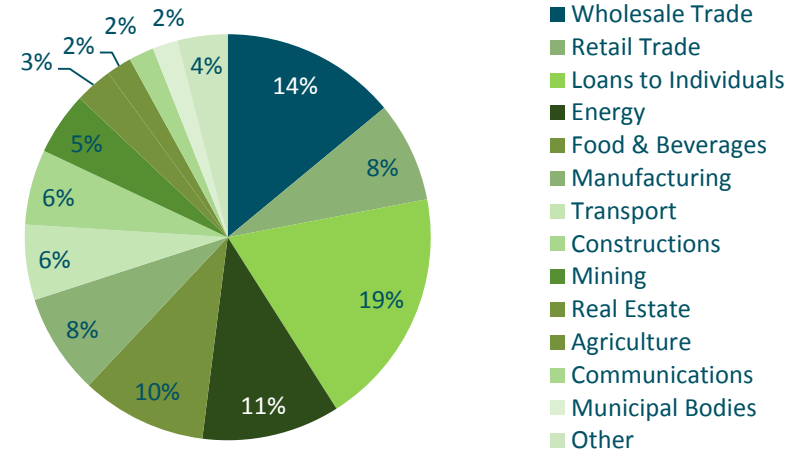
Diversifying corporate loans



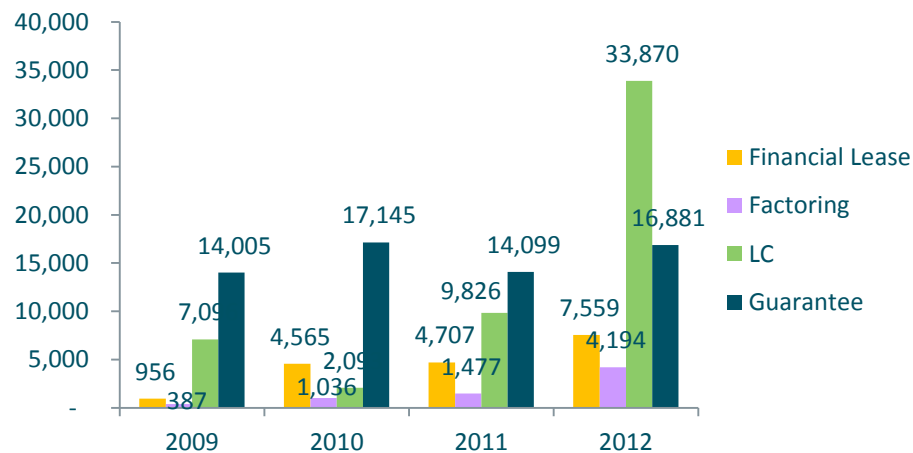
Growth of Corporate Loans, 000\$



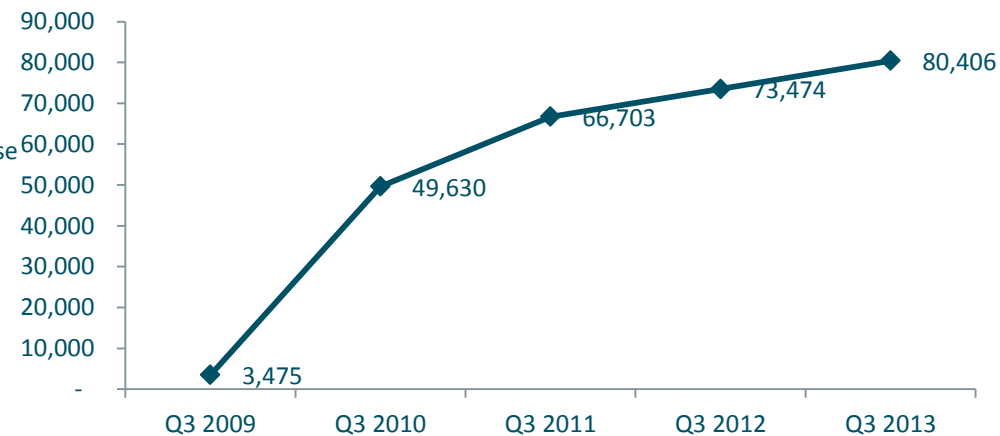
Breakdown of Total Loan Portfolio by Sectors, %



Breakdown of Trade Finance Items, %



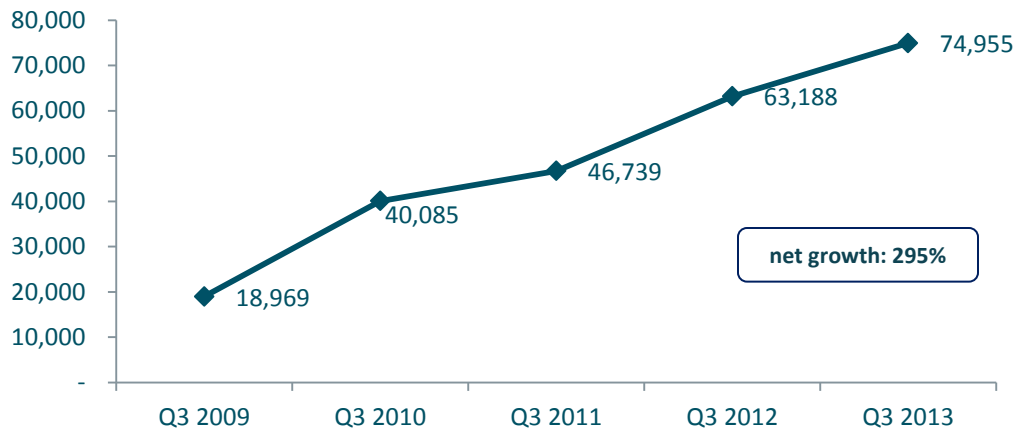
Growth of Trade Finance, 000\$



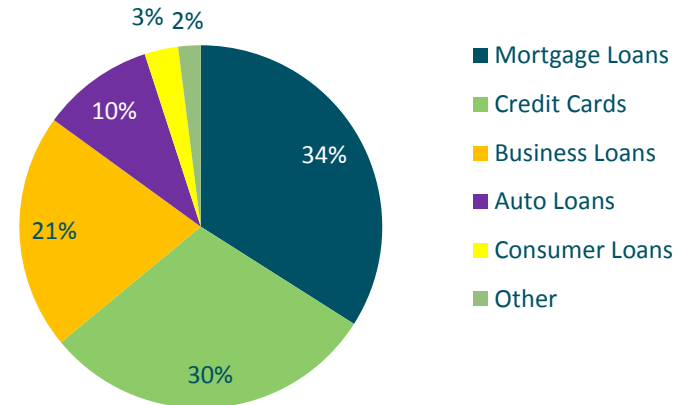
Acquiring best Trade Finance partner awards by Commerzbank, Global Finance, IFC, etc., Ameriabank is proud with it's globally increasing role of connecting local companies with the world through its developed TF products.



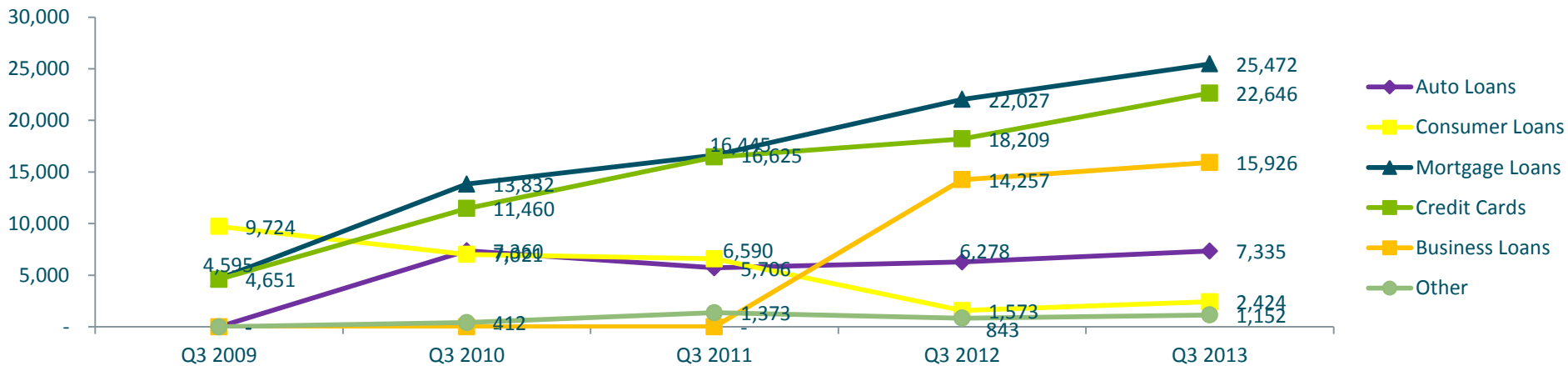
Growth of Retail Loans, 000\$



Breakdown of Retail Loans by Weight, %



Breakdown of Retail Loans, 000\$



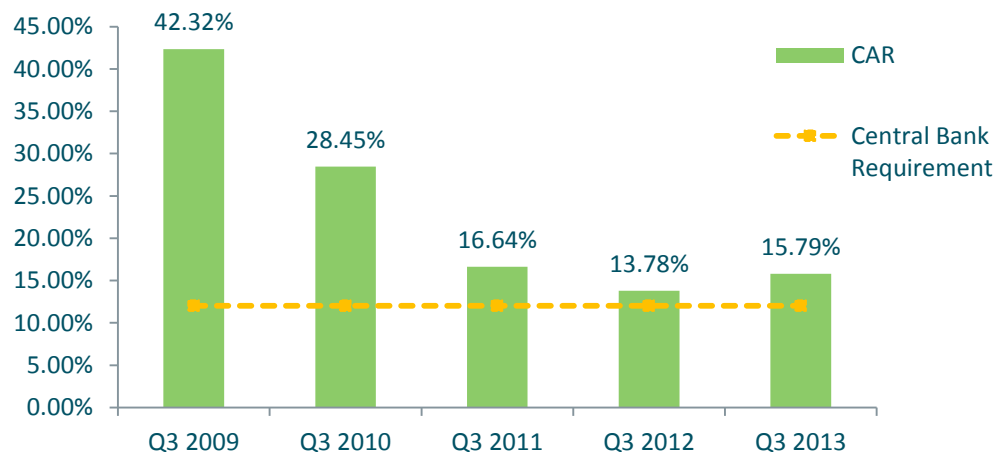


Total capital, 000\$

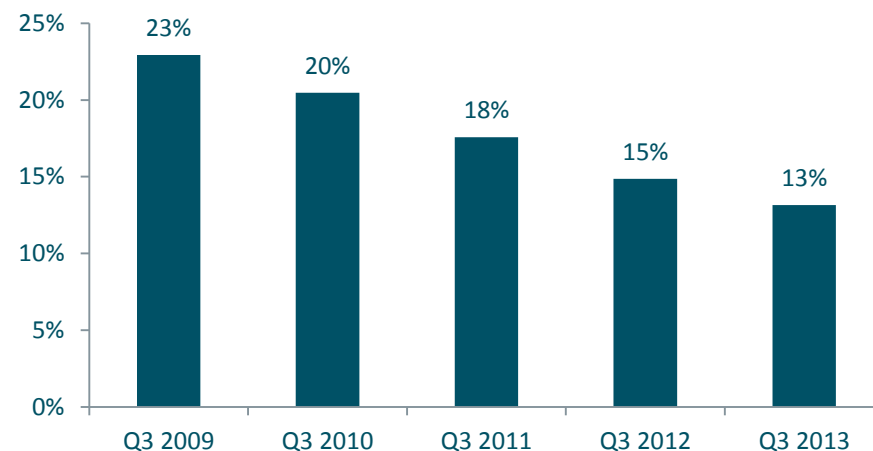


In 2012, Ameriabank **paid out dividends** to its shareholders for the first time over the five years of operations. While before this, all the **profit was reinvested** in the **Bank's** further **development**.

CBA N1: Total capital/risk-weighted assets

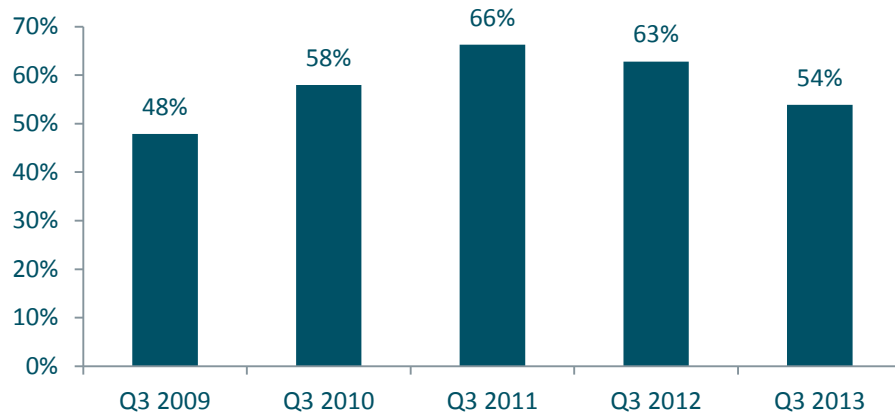


Equity to total Assets

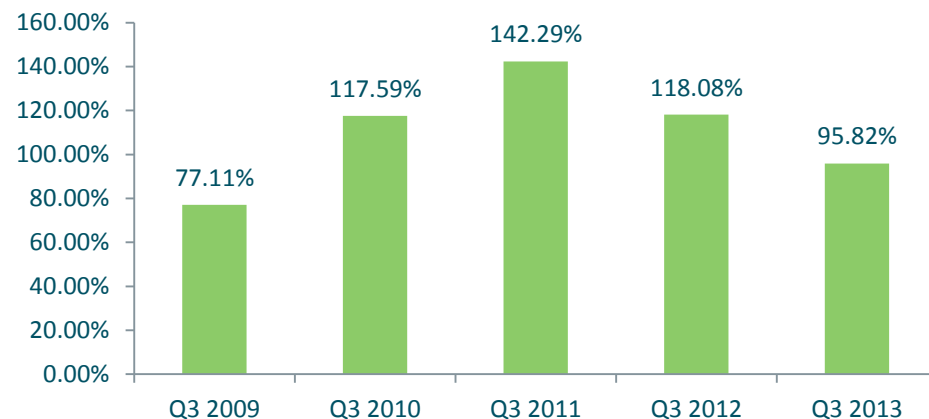




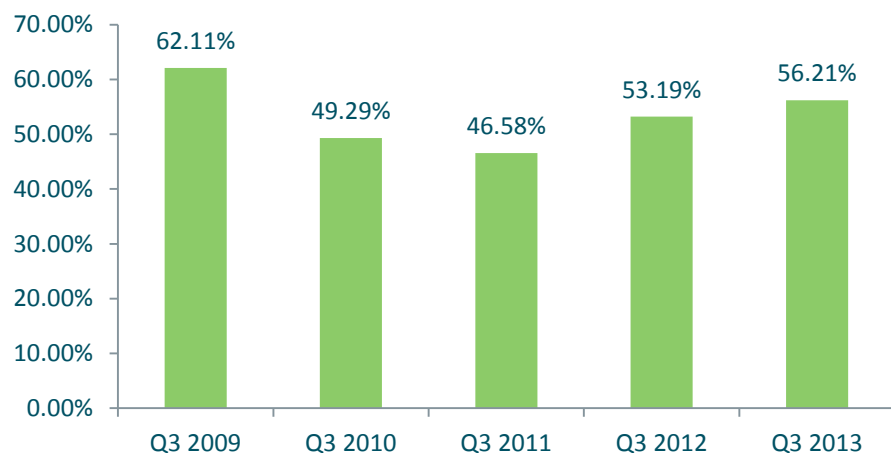
Total loans to total Assets



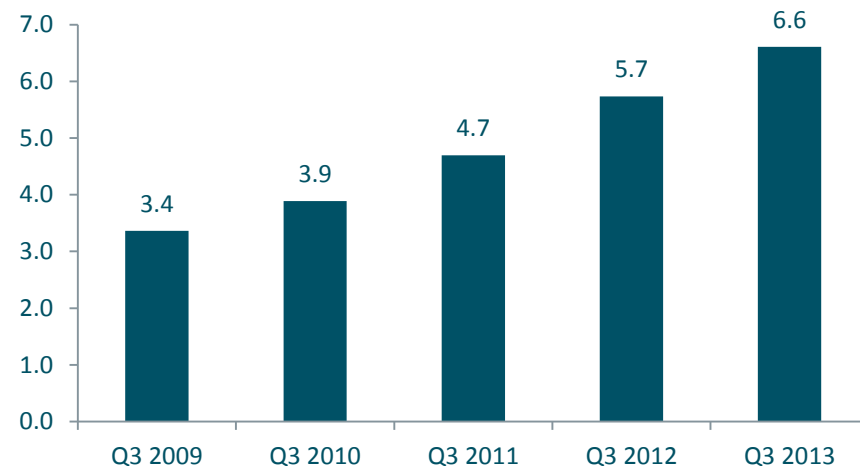
Total loans to total clients' Deposits



Clients Deposits to Total Assets



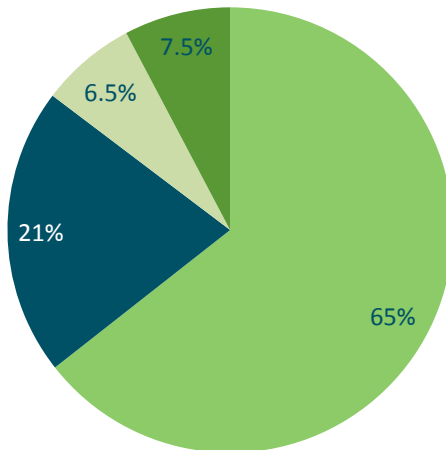
Leverage, time



As per the specific characteristics of the local borrowings market, deposits act as relatively short-term funding, while borrowings from International Financial Institutions and Central Bank are also used to finance long-term loans.

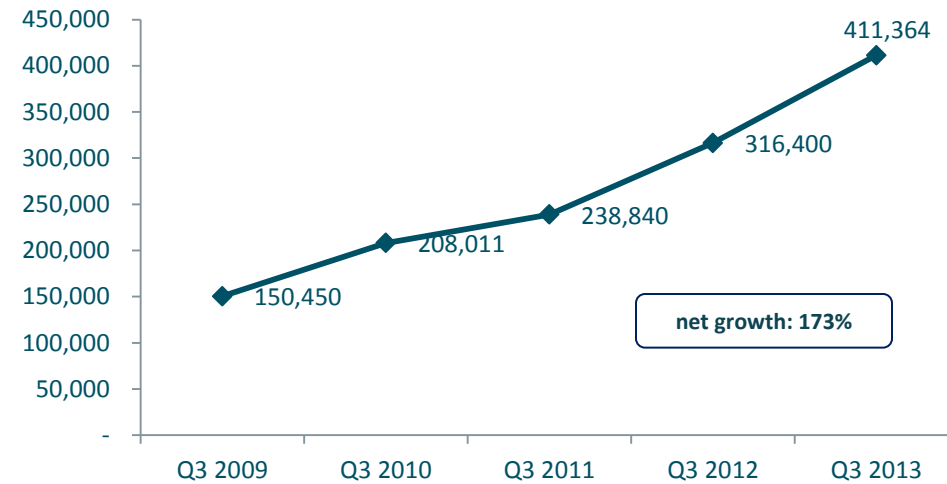


Weight of funding sources, %

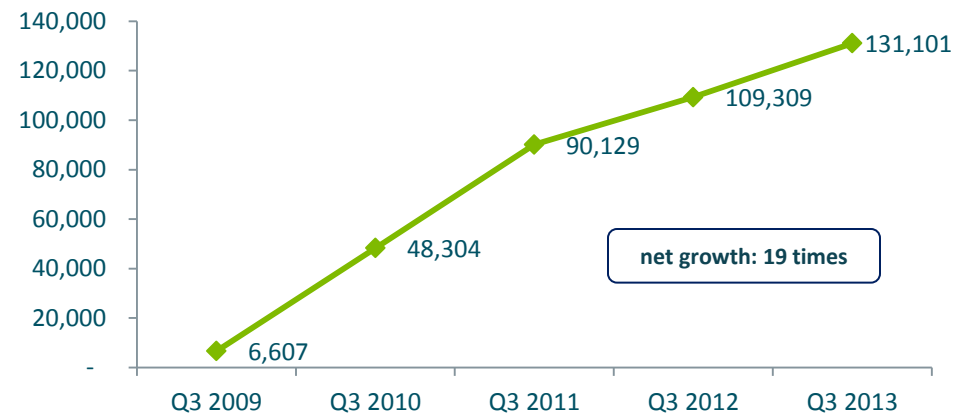


- Liabilities to Clients
- Loans from IFIs and from non resident banks
- Deposit from Banks & Other Financial Institutions
- Other Liabilities

Liabilities to Clients, 000'\$

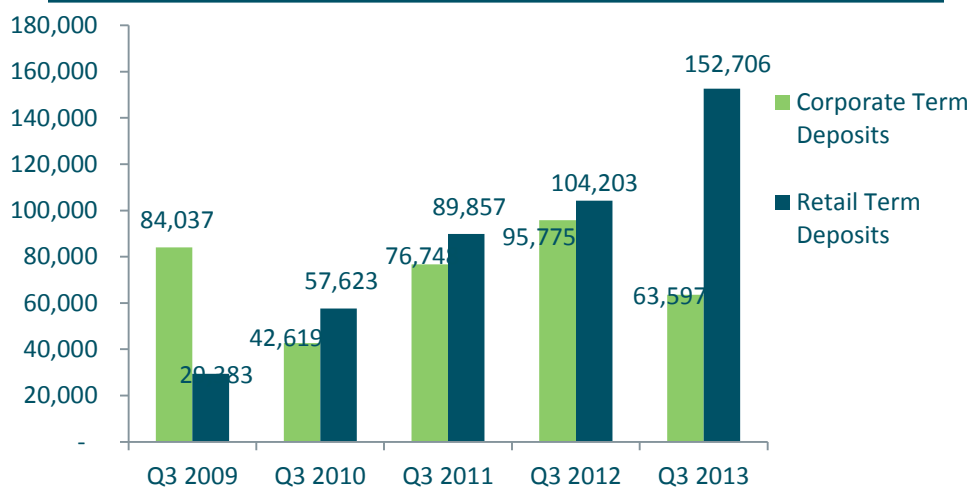


Loans from IFIs

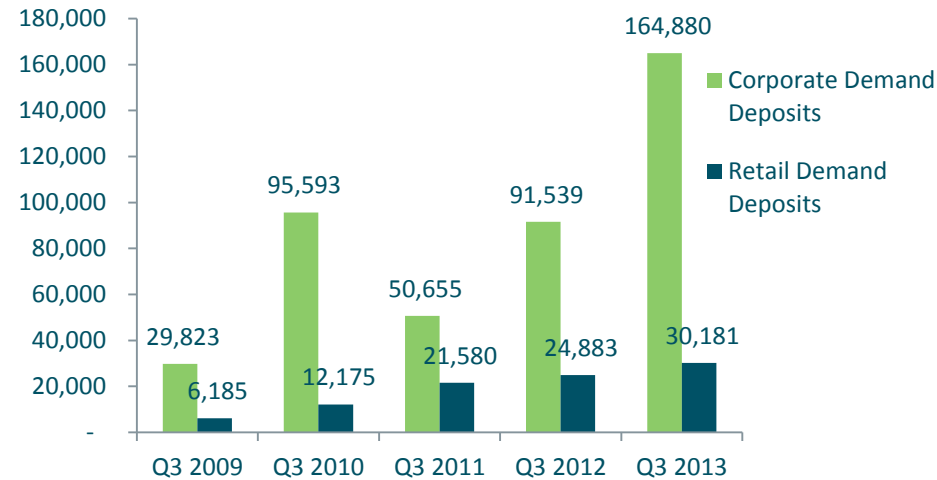




Term Deposits, 000\$



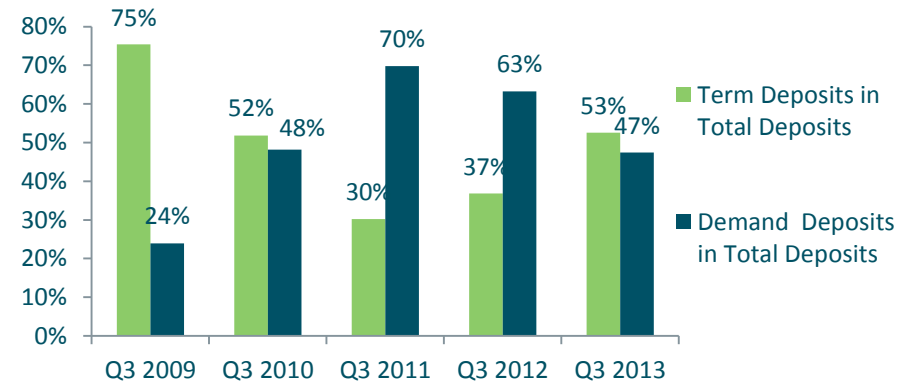
Demand Deposits, 000\$



Tangible growth of term deposits weight within four years.

We are very **proud** of the **loyalty** to our **brand** and increasing **trust** to our **professionalism** acting as the best award for our ongoing efforts of **quality serving**.

Dynamics of Weight of Term & Demand Deposits in Total Deposits



Balance sheet

Based on Q3 2013 interim IFRS financial results



Item	As of 30/09/2013	As of 30/09/2013	As of 30/09/2012	As of 30/09/2012
Assets	thous. AMD	thous. USD	thous. AMD	thous. USD
Cash and cash equivalents	102,309,503	252,435	48,572,885	119,564
Money market short-term disbursements	5,131,556	12,661	17,558,745	43,222
Financial assets at fair value through profit or loss	813,028	2,006	2,289	6
Disbursements to customers	172,411,419	425,403	156,328,892	384,810
Investments held for sale	6,283,141	15,503	5,482,263	13,495
Held-to-maturity investments	4,551,278	11,230	7,241,846	17,826
Property, equipment and intangible assets	2,796,366	6,900	2,545,791	6,267
Other assets	2,329,032	5,747	3,756,282	9,246
Total assets	296,625,323	731,884	241,488,993	594,434
Liabilities	thous. AMD	thous. USD	thous. AMD	thous. USD
Liabilities to banks	22,799,456	56,255	13,474,191	33,167
Other borrowed funds	65,992,378	162,828	60,253,612	148,317
Current accounts and deposits from customers	166,721,629	411,364	128,458,337	316,205
Financial liabilities at fair value through profit or loss	236,512	584	115,994	286
Other liabilities	1,896,921	4,680	3,323,325	8,180
Total liabilities	257,646,896	635,710	205,625,459	506,155
Capital	thous. AMD	thous. USD	thous. AMD	thous. USD
Share capital and premium	25,476,251	62,859	25,477,331	62,713
Revaluation Reserve	133,750	330	-21,380	(53)
Retained earnings	13,368,426	32,985	10,407,583	25,619
Total capital	38,978,427.00	96,174.16	35,863,534.30	88,279.47
Total liabilities and capital	296,625,323.00	731,884.14	241,488,992.90	594,434.44



Item	30/09/2013	30/09/2013	30/09/2012	30/09/2012
	thous. AMD	thous. USD	thous. AMD	thous. USD
Net interest income	8,549,604	20,807	8,002,610	19,998
Net fee and commission income	1,321,413	3,216	1,255,581	3,138
Net profit/loss from trading operations	1,634,514	3,978	820,888	2,051
Other operating income (expenses)	587,564	1,430	124,646	311
Operating income	12,093,095	29,431	10,203,725	25,498
Impairment losses	(1,568,760)	(3,818)	(558,882)	(1,397)
Personnel expenses	(2,468,327)	(6,007)	(2,264,236)	(5,658)
Total administrative expenses	(2,294,117)	(5,583)	(2,100,777)	(5,250)
Profit/ (loss) before tax	5,761,891	14,023	5,279,830	13,194
Profit tax	(1,148,237)	(2,794)	(1,198,120)	(2,994)
Net profit/ (loss) for the period	4,613,654	11,228	4,081,710	10,200



Item	Actual as of 30/09/2013	CBA Requirement
N1 Total Capital/Risk-Weighted Assets	15.79%	min 12%
N2.1 Highly Liquid Assets/Total Assets	26.87%	min 15%
N2.2 Highly Liquid Assets/ Demand Liabilities	121.743%	min 60%
Maximum Risk on Single Borrower	16.80%	max 20%
Maximum Risk on Large-Scale Borrowers	231.84%	max 500%
Maximum Risk on Bank-Related Person	0.34%	max 5%
Maximum Risk on All Bank-Related Persons	4.02%	max 20%
Maximum Risk of Currency Position/Total Capital of the Bank	1.91 %	max 10%

APPENDIX





















Ranking of Armenian Banks

Based on Q3 2013 interim financial results



Market in Summary

Mln USD

		Total Assets		Loans to Customers		Total Liabilities		Liabilities to Customers		Total Equity		Net Profit	
		Rank	Amount	Rank	Amount	Rank	Amount	Rank	Amount	Rank	Amount	Rank	Amount
Ameriabank		1	732	3	407	1	636	1	411	4	96	2	11
VTB-Armenia Bank		2	718	1	502	2	630	4	342	5	88	4	10
ACBA		3	651	2	413	4	521	6	277	1	130	5	10
Ardshinvest		4	646	4	397	3	546	2	369	3	100	3	10
HSBC		5	562	5	330	5	461	3	357	2	102	1	16
ABB		6	465	6	317	6	409	9	213	6	55	8	4
Unibank		7	401	7	267	7	353	5	321	10	48	11	2
Areximbank		8	389	8	244	8	336	7	216	9	53	15	1
Inecobank		9	305	9	193	10	251	15	78	7	54	6	9
Converse Bank		10	295	10	183	9	252	8	215	12	42	13	1
Ararat Bank		11	260	12	148	11	213	10	124	11	46	7	6
Artsakh Bank		12	225	11	155	12	192	12	121	15	33	14	1
Armeconom		13	174	15	93	13	148	13	100	17	25	12	2
ADB		14	151	14	94	14	130	11	123	19	21	16	1
Anelik Bank		15	150	16	84	15	117	14	83	14	33	21	-3
Armswiss		16	145	18	68	16	111	16	67	13	34	10	3
Prometey Bank		17	140	17	80	18	87	19	51	8	53	9	3
Procredit		18	120	13	96	17	99	18	54	20	21	19	0
Byblos Bank		19	105	19	60	19	83	17	58	18	22	20	-1
Mellat Bank		20	44	21	11	21	17	21	4	16	27	17	1
BT A		21	33	20	15	20	19	20	9	21	14	18	0.3
Total			6,711		4,1587		5,611		3,593		1,097		87



Bank	Position in 3Q 2013	Amount 3Q 2013, mln \$	Position in 2Q 2013	Amount 2Q 2013, mln \$	Growth rate 3Q 2013 vs 2Q 2013
Ameriabank	1	732	1	894	-18%
VTB-Armenia Bank	2	718	3	634	13.3%
ACBA	3	651	2	637	2.3%
Ardshininvest	4	646	4	570	13.4%
HSBC	5	562	5	542	3.8%
ABB	6	465	6	446	4.3%
Unibank	7	401	7	337	18.9%
Areximbank	8	389	8	310	25.4%
Inecobank	9	305	11	257	18.6%
Converse Bank	10	295	9	297	-0.8%
Ararat Bank	11	260	10	270	-3.9%
Artsakh Bank	12	225	12	220	2.1%
Armeconom	13	174	13	170	2.0%
ADB	14	151	16	136	11.3%
Anelik Bank	15	150	14	156	-3.8%
Armswiss	16	145	15	143	1.8%
Prometey Bank	17	140	17	134	4.4%
Procredit	18	120	18	112	7.1%
Byblos Bank Armenia	19	105	19	106	-0.5%
Mellat Bank	20	44	20	43	1.6%
BTA	21	33	21	31	6.3%
Total		6,711		6,445	



Bank	Position in 3Q 2013	Amount 3Q 2013, mln \$	Position in 2Q 2013	Amount 2Q 2013, mln \$	Growth rate 3Q 2013 vs 2Q 2013
ACBA	1	130	1	125	4.0%
HSBC	2	102	2	97	4.8%
Ardshininvest	3	100	4	94	5.9%
Ameriabank	4	96	3	96	0.7%
VTB-Armenia Bank	5	88	5	81	7.9%
ABB	6	55	6	52	6.0%
Inecobank	7	54	8	50	7.5%
Prometey Bank	8	53	7	51	3.2%
Areximbank	9	53	12	42	25.7%
Unibank	10	48	9	47	1.9%
Ararat Bank	11	46	10	44	6.2%
Converse Bank	12	42	11	43	-0.4%
Armswiss	13	34	13	33	2.8%
Anelik Bank	14	33	14	33	1.0%
Artsakh Bank	15	33	15	32	1.9%
Mellat Bank	16	27	16	27	1.6%
Armeconom	17	25	17	24	4.4%
Byblos Bank	18	22	18	22	1.5%
ADB	19	21	19	21	0.8%
Procredit	20	21	20	15	45.1%
BTA	21	14	21	14	1.6%
Total		1,097		1,043	



Bank	Position in 3Q 2013	Amount 3Q 2013, mln \$	Position in 2Q 2013	Amount 2Q 2013, mln \$	Growth rate 3Q 2013 vs 2Q 2013
VTB-Armenia Bank	1	502	1	474	5.9%
ACBA	2	413	2	421	-1.8%
Ameriabank	3	407	3	394	3.4%
Ardshininvest	4	397	4	360	10.5%
HSBC	5	330	5	339	-2.7%
ABB	6	317	6	307	3.5%
Unibank	7	267	7	255	4.8%
Areximbank	8	244	8	238	2.6%
Inecobank	9	193	9	192	0.4%
Converse Bank	10	183	10	173	5.7%
Artsakh Bank	11	155	11	152	1.6%
Ararat Bank	12	148	12	143	3.7%
Procredit	13	96	13	91	5.5%
ADB	14	94	15	88	6.3%
Armeconom	15	93	14	90	3.4%
Anelik Bank	16	84	16	87	-3.7%
Prometey Bank	17	80	17	76	4.3%
Armwiss	18	68	18	67	1.1%
Byblos Bank Armenia	19	60	19	61	-2.8%
BTA	20	15	20	16	-3.9%
Mellat Bank	21	11	21	10	7.9%
Total		4,157		4,034	



Bank	Position in 3Q 2013	Amount 3Q 2013, mln \$	Position in 2Q 2013	Amount 2Q 2013, mln \$	Growth rate 3Q 2013 vs 2Q 2013
Ameriabank	1	636	1	798	-20%
VTB-Armenia Bank	2	630	2	553	14%
Ardshininvest	3	546	4	475	15%
ACBA	4	521	3	511	2%
HSBC	5	461	5	445	4%
ABB	6	409	6	393	4%
Unibank	7	353	7	290	22%
Areximbank	8	336	8	268	25%
Converse Bank	9	252	9	254	-1%
Inecobank	10	251	11	207	21%
Ararat Bank	11	213	10	227	-6%
Artsakh Bank	12	192	12	188	2%
Armeconom	13	148	13	146	2%
ADB	14	130	15	114	13%
Anelik Bank	15	117	14	123	-5%
Armswiss	16	111	16	109	2%
Procredit	17	99	17	98	1%
Prometey Bank	18	87	19	83	5%
Byblos Bank Armenia	19	83	18	84	-1%
BTA	20	19	20	18	10%
Mellat Bank	21	17	21	17	2%
Total		5,611		5,401	



Bank	Position in 3Q 2013	Amount 3Q 2013, mln \$	Position in 2Q 2013	Amount 2Q 2013, mln \$	Growth rate 3Q 2013 vs 2Q 2013
Ameriabank	1	411	1	611	-32.6%
Ardshininvest	2	369	3	314	17.4%
HSBC	3	357	2	353	1.1%
VTB-Armenia Bank	4	342	4	303	12.7%
Unibank	5	321	5	259	24.2%
ACBA	6	277	6	256	8.4%
Areximbank	7	216	10	135	59.8%
Converse Bank	8	215	7	216	-0.8%
ABB	9	213	8	204	4.4%
Ararat Bank	10	124	9	139	-10.6%
ADB	11	123	12	103	18.5%
Artsakh Bank	12	121	11	120	0.8%
Armeconom	13	100	13	96	3.9%
Anelik Bank	14	83	14	87	-3.7%
Inecobank	15	78	15	75	3.8%
Armswiss	16	67	17	58	14.6%
Byblos Bank Armenia	17	58	16	59	-2.0%
Procredit	18	54	19	48	11.5%
Prometey Bank	19	51	18	49	3.8%
BTA	20	9	20	7	16.7%
Mellat Bank	21	4	21	4	-6.1%
Total		3,593		3,496	



Bank	Position 3Q 2013	Amount 3Q 2013, mln \$	Position 3Q 2012	Amount 3Q 2012, mln \$	Quarterly Growth Rate
HSBC	1	15.5	1	14.3	8.8%
Ameriabank	2	11.2	2	11.7	-4.0%
Ardshininvest	3	10.0	3	8.1	24.5%
VTB-Armenia Bank	4	9.7	4	8.1	21.0%
ACBA	5	9.5	5	7.5	27.1%
Inecobank	6	8.8	7	6.3	38.8%
Ararat Bank	7	5.8	6	7.1	-17.8%
ABB	8	4.0	20	-4.6	-186.7%
Prometey Bank	9	2.7	10	2.9	-7.5%
Armswiss	10	2.7	11	2.8	-4.3%
Unibank	11	2.4	9	3.3	-25.8%
Armeconom	12	1.7	18	0.3	397.2%
Converse Bank	13	1.3	12	2.2	-39.3%
Artsakh Bank	14	1.2	8	3.7	-68.1%
Areximbank	15	1.0	13	2.1	-51.2%
ADB	16	0.8	14	1.2	-30.1%
Mellat Bank	17	0.5	15	1.0	-50.7%
BTA	18	0.3	16	0.6	-54.7%
Procredit	19	-0.1	19	-0.6	-79.9%
Byblos Bank Armenia	20	-0.6	17	0.5	-210.3%
Anelik Bank	21	-2.8	21	-5.6	-50.2%
Total		87		71	



Bank	Position in 3Q 2013	ROAA 3Q 2013	Position in 3Q 2012	ROAA 3Q 2012
Inecobank	1	4.2%	3	3.6%
HSBC	2	3.9%	1	3.9%
Ararat Bank	3	2.9%	2	3.8%
Prometey Bank	4	2.7%	4	3.5%
Armswiss	5	2.6%	5	3.2%
Ardshininvest	6	2.4%	10	2.4%
VTB-Armenia Bank	7	2.1%	11	2.3%
ACBA	8	2.0%	12	1.7%
Ameriabank	9	2.0%	8	2.8%
Mellat Bank	10	1.7%	6	3.0%
Armeconom	11	1.3%	18	0.3%
ABB	12	1.2%	20	-1.3%
BTA	13	1.1%	7	3.0%
Unibank	14	0.9%	14	1.3%
ADB	15	0.8%	13	1.4%
Artsakh Bank	16	0.7%	9	2.5%
Converse Bank	17	0.6%	15	1.1%
Areximbank	18	0.4%	16	1.0%
Procredit	19	-0.2%	19	-1.0%
Byblos Bank Armenia	20	-0.7%	17	0.6%
Anelik Bank	21	-2.4%	21	-4.0%

Bank	Position in 3Q 2013	ROAE 3Q 2013	Position in 3Q 2012	ROAE 3Q 2012
Inecobank	1	24.6%	3	20.6%
HSBC	2	22.1%	2	22.7%
Ararat Bank	3	18.6%	1	27.2%
VTB-Armenia Bank	4	16.4%	6	14.5%
Ameriabank	5	16.2%	4	17.4%
Ardshininvest	6	14.6%	8	12.9%
Armswiss	7	11.1%	7	13.1%
ACBA	8	10.3%	10	8.5%
ABB	9	10.2%	20	-11.4%
Armeconom	10	9.4%	18	2.0%
Prometey Bank	11	7.2%	11	8.1%
Unibank	12	7.0%	9	9.8%
ADB	13	5.2%	12	7.8%
Artsakh Bank	14	5.0%	5	16.6%
Converse Bank	15	4.3%	13	6.9%
Areximbank	16	3.1%	14	6.8%
Mellat Bank	17	2.6%	16	5.2%
BTA	18	2.4%	15	5.3%
Procredit	19	-1.0%	19	-5.9%
Byblos Bank Armenia	20	-3.6%	17	3.2%
Anelik Bank	21	-11.3%	21	-21.1%



	Banks	2012	2011	2010	2009	2008	2007
		%	%	%	%	%	%
1	Prometey Bank	0.00	0.05	1.11	0.35	0.29	0.11
2	Areximbank – Group of Gazprombank	0.31	1.06	0.27	4.13	0.62	1.98
3	Armeconombank	0.67	1.53	3.43	1.46	2.42	8.16
4	Ameriabank	0.99	0.27	0.28	0.12	0.79	0.00
5	Ararat Bank	1.18	0.26	0.23	0.25	0.01	0.00
6	Mellat Bank	1.79	5.87	3.84	6.99	3.98	11.20
7	Converse Bank	1.89	12.26	7.13	9.91	8.38	0.51
8	ACBA Credit Agricole	2.15	1.52	2.24	3.50	2.06	5.76
9	Anelik Bank	2.22	3.78	3.53	4.17	6.37	0.88
10	Unibank	2.63	5.10	2.30	1.99	5.09	13.68
11	BTA Bank	2.86	2.68	11.28	18.35	6.52	1.50
12	Procredit Bank	3.24	2.43	1.41	1.76	1.88	0.00
13	HSBC Bank Armenia	3.71	5.26	6.15	9.06	4.83	1.53
14	Armbusinessbank	3.83	3.42	2.10	3.27	1.56	0.46
15	Armenian Development Bank	4.26	3.62	6.47	7.73	8.73	6.10
16	Ardshininvestbank	4.29	5.19	3.07	5.52	4.13	5.67
17	Armsswissbank	4.41	0.86	5.77	2.79	4.13	0.00
18	Inecobank	5.01	0.62	2.22	4.05	5.26	3.53
19	VTB Bank Armenia	6.49	4.02	1.40	7.94	6.24	2.92
20	Byblos Bank Armenia	7.05	7.21	3.35	3.81	4.15	13.23
21	Artsakhbank	7.15	5.51	8.36	5.59	3.98	5.87
Average		3.29	3.29	2.93	4.60	4.11	4.34



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