

Retail Lending Terms and Conditions
Edition 39
Effective date: February 7, 2020
4.1 Consumer loan¹ for purchase of vehicle on primary market

Purpose	Purchase of a new vehicle on primary market (car dealer) or transfer of a car loan from another bank/credit organization to Ameriabank	
Eligible age of client/co-borrower/guarantor	<p>18-65 years old, provided that the borrower's age at the time of expiry of loan agreement will not have exceeded 65, otherwise a co-borrower or guarantor is required. The eligible age of co-borrower or guarantor is 18-65 provided that at the time of expiry of agreement it will not have exceeded 65.</p> <p>If involvement of a co-borrower or guarantor is a required condition under loan terms (except where co-borrowers or guarantors possess at least 70% of the income included in OTI calculation), the eligible age is 18-65 provided that at the time of expiry of agreement it will not have exceeded 65.</p>	
Residency	Citizens and non-citizens of Armenia who are resident in Armenia	
Currency	AMD	
Minimum and maximum loan limit	AMD 3 million - AMD 50 million	
Term (months)	36 months	84 months
Nominal annual interest rate, insurance included	Fixed	Adjustable (rate can be changed starting from the 37th month)
	14.5%	Fixed component 8.0% + variable component (base rate)
		https://www.ameriabank.am/content.aspx?id=base_information&page=99&itm=retail+1.1.1&lang=33/
Effective annual interest rate, insurance included	15.9% - 17.4%	15.7% - 16.4%
Other terms related to interest rate	Where insurance is obtained by client, the interest rate is decreased by 1%.	
	If repayment schedule is differentiated or mixed, the applicable interest rate is increased by 0.5%.	
	If loan-to-value ratio differs from approved standard, the applicable interest rate is increased by 0.5%.	
	Depending on credit history, the applicable interest rate can be increased by 0.5%.	
Loan disbursement lump-sum fee	<u>0.5% of the loan principal or AMD 50,000, whichever is greater</u>	
Cashing of loan by borrower	Free	
Minimum advance payment	At least 10% of price of vehicle	
Repayment ¹	Annuity (equal monthly installments consisting of a portion of loan and a portion of interest)	
	Differentiated (monthly repayment of equal portions of principal amount while interest accrues to outstanding loan and decreases each month)	
	Mixed (client may choose an individual repayment schedule based on seasonality of cash flows, provided that at least 20% of contractual loan amount is repaid each year; interest payable on monthly basis)	
Eligible security	The loan is secured by the vehicle being purchased.	
Loan-to-value (LTV) ratio	The Bank lends 90% of the price specified in the reference provided by car dealer.	
Details of vehicles to be pledged	Car bought from car dealer (not registered)	
Collateral appraisal	N/A, if the car is bought from car dealer. Estimated pledge value is based on the price specified in the reference provided by car dealer to the client.	
Additional security	The bank may request guarantee of individuals and/or companies as additional security.	
Insurance of collateral ²	<p>Insurance for pledged vehicles to be maintained throughout the term of loan:</p> <ol style="list-style-type: none"> If obtained by the client: at least to the extent of outstanding principal If obtained by the bank: to the extent of outstanding principal <p>The bank does not obtain insurance for the following vehicles:</p> <ul style="list-style-type: none"> Vehicles transporting hazardous materials (toxic substances, chemicals, radioactive and explosive materials) Vehicles to be used in races, test drives; vehicles which have three wheels, snow removers, motorcycles, special purpose vehicles Taxis and rental cars 	
Required documents	Required documents filed together with loan application	
	Loan application	
	• ID [original]	
	• Certificate of ownership of property to be purchased/pledged [copy]	
	Documents required after initial approval	
	• Proof of employment and/or other income	
	• Marriage (divorce, spouse death), birth certificate [original]	
	• Certificates of registration and ownership certificates of vehicles to be pledged [original]	
	• Initial report on appraisal of vehicle	
	Documents required after loan approval	
• IDs of owners of vehicle to be purchased/pledged [originals]		

	<ul style="list-style-type: none"> • Copies of marriage (divorce, spouse death) certificates of owners of vehicle to be pledged
	<ul style="list-style-type: none"> • Statement, issued by the Police, on encumbrance of vehicle
	<ul style="list-style-type: none"> • Vehicle appraisal report (final)
	<ul style="list-style-type: none"> • Vehicle insurance policy
	<ul style="list-style-type: none"> • Other documents as the bank's specialist may request
Early repayment	No early repayment fee
Late payment fines and penalties	<p>The interest rate specified in the loan agreement shall continue to be applied to overdue loans. Fine in the amount of 0.13 % of overdue loan/interest for each day beyond terms</p>
Other fees payable by the client	<ul style="list-style-type: none"> • Fee for notarization of pledged vehicle and filing of the bank's security interest under pledge agreement • Fee for statement from the Police on encumbrance of vehicle
Cooperation between car dealer and the bank	Other terms can be defined under cooperation agreements with car dealers, such as interest rate, minimum advance payment and LTV, or certain terms related to interest rate might be skipped.

¹Availability of a cooperation agreement between the bank and the car dealer is a required condition.