

		AMERIABANK CJSC		10RB PL 72-03-01				
Retail Lending Terms and Conditions				Version 10				
				Effective since May 6, 2016				
				Approved by Management Board Resolution №01/59/16 as of April 25, 2016 Chairman of the Management Board - General Director Artak Hanesyan				
<b>2.1 Loan for purchase of commercial property</b>								
Purpose	Purpose	(i) Purchase of commercial property for business purposes, leasing or as an investment, or (ii) transfer of a loan for purchase of commercial property for business purposes, leasing or as an investment from another bank/credit organization to Ameriabank CJSC						
Client's personal details	Eligible age	18-63 years old, provided that the borrower's age at loan maturity will not have exceeded 63, otherwise a coborrower or guarantor is required. The eligible age of coborrower or guarantor is 18-63 provided that at the expiry of the agreement it will not have exceeded 63. If presence of a coborrower or guarantor is a required condition pursuant to the loan terms (except where the coborrowers or guarantors possess at least 70% of the income included in the OTI ratio calculation), the eligible age is 18-63 provided that at the expiry of the agreement it will not have exceeded 63.						
	Residency	Citizens of Armenia and other countries who are resident in Armenia						
Solvency assessment*	Total obligations to total income (OTI)	If monthly income is below AMD 400,000	If monthly income is AMD 400,000-800,000	If monthly income is above AMD 800,000				
	Difference between total income and liabilities (OSM)	50%	55%	60%				
Terms of the loan	Currency	AMD	USD	EUR				
	Minimum and maximum credit limit	AMD 1,000,000 - AMD 100,000,000	USD 3,000 - USD 300,000	EUR 3,000 - EUR 300,000				
	Term (months)	6-180						
	Annual interest rate**		<b>Floating</b> (applicable starting from the 37th month)	<b>Fixed</b>	<b>Floating</b> (applicable starting from the 37th month)	<b>Fixed</b>	<b>Floating</b> (applicable starting from the 37th month)	<b>Fixed</b>
			<b>Fixed component 7.5% + variable component (base rate)</b>	<b>18%</b>	<b>Fixed component 11.5% + variable component (base rate)</b>	<b>13%</b>	<b>Fixed component 10.5% + variable component (base rate)</b>	<b>12.0%</b>
			The specified interest rate is applicable if (i) at least the amount for repayment of the loan is to be received through Ameriabank accounts, or (ii) the borrower has been Ameriabank account holder for at least 3 months, or (iii) the loan is used for transfer of loan facilities from another bank/credit institution if the payments under such liabilities during the most recent 3 months have been made in a proper and timely manner. If none of the specified conditions is in place, the applicable interest rate is +0.5%.					
			If the LTV ratio deviates from the standard terms and additional security is required, the applicable interest rate is +1%.					
			If the loan repayment form is differentiated or mixed, the applicable interest rate is +0.5%.					
			Where at the client's request insurance is obtained by the Bank, the interest rate shall be increased by 0.2%.					
			If the borrower prefers lending scheme without early repayment penalty, the applicable interest rate is +1%.					
	In case of other deviations, as well as depending on the Client's credit history and assessment of the credit risks, the applicable interest rate may be higher, at least by 0.5%. If the client's ACRA score is 550 or below, the applicable interest rate shall be +0.5% to the current rate. If ACRA score is 750 or above, the applicable rate shall be -0.5% from the current rate.							
Loan disbursement upfront fee	0.5% of the loan principal or AMD 50,000, whichever the greater							
Cashing the loan amount by the borrower or the seller	Free							
Minimum down payment	At least 5% of the appraised market value of the property being purchased							
Forms of loan repayment	Loan repayment form	Annuity (equal loan installments consisting of a portion of loan and a portion of interest; payable on monthly basis)						
		Differentiated (repayment of equal portions of principal with decreasing interest accrued to the outstanding balance; payable on monthly basis)						
		Mixed (the client may choose an individual repayment schedule based on the seasonality of cash flows, provided that the amount of principal repaid each year makes at least 5% of contractual amount). Interest is payable on monthly basis.						

Security	Eligible security	<ol style="list-style-type: none"> <li>The loan is secured by the property being purchased. The Bank may consider pledge of other real estate as additional security to the reasonable satisfaction of the Bank.</li> <li>If the borrower wishes to purchase half-finished property without registered certificate of title, the loan is secured by another Armenia-based real estate to the reasonable satisfaction of the Bank.</li> <li>If the borrower wishes to purchase property abroad, the loan is secured by another Armenia-based real estate to the reasonable satisfaction of the Bank.</li> </ol>
	LTV (loan to value) ratio	The maximum loan principal is (i) 70% of the liquidation value of the real estate pledged, if in Yerevan, or (ii) 60% of the liquidation value of the real estate pledged, if it is outside Yerevan.
	Location of the real estate to be pledged	Capital cities and regional centers in Armenia and Nagorno Karabakh, as well as Abovyan, Etchmiadzin, Jrvezh, Arinj, Dzoraghbyur, Tsaghkadzor, Dilijan and Qajaran
	Pledge appraisal	The pledged property shall be appraised by a company cooperating with the Bank.
	Additional security	The Bank may request warranty by individuals and/or companies as additional security.
Insurance of pledged property	Insurance of pledged property	<p>The insurance of real estate is maintained annually throughout the loan term:</p> <ol style="list-style-type: none"> <li>By the client at least to the extent of the outstanding principal</li> <li>By the Bank to the extent of the outstanding principal.</li> </ol>
Required documents	Required documents	<b>Required documents filed together with loan application</b>
		• Loan application
		• ID [original]
		• Certificate of ownership of the real estate to be bought/pledged [copy]
		<b>Documents required after initial approval</b>
		• Proof of employment and/or other income
		• Marriage (divorce, spouse death), birth certificate [original]
		• Certificate of title to the real estate to be pledged [original]
		• Initial real estate appraisal report
		<b>Documents required after loan approval</b>
		• Bases of title to real estate [copies], as the Bank may require
		• ID of the owners of the property to be purchased/pledged [original]
		• Copy of the marriage (divorce, spouse death) certificate of the owners of the property to be pledged
		• Statement from the State Committee of the Real Estate Cadastre on encumbrance of the real estate (unified statement)
		• Real estate appraisal report (final)
• Real estate insurance agreement		
• Other documents as the Bank's specialist may request		
Fines and penalties	Early repayment penalty	<p>3% of the prepaid amount applicable during first 3 years of the loan term</p> <p>If the early repayment penalty is not applied, the loan interest rate is +1%.</p>
	Late payment fee (principal and interest)	The interest rate stipulated in the agreement shall continue to be applied to overdue loans. Fine equal to 0.15% of the overdue loan for each day of delay; should the delay extend for 5 business days or longer – also a penalty equal to 2% of the overdue loan. Fine equal to 0.3% of the overdue interest for each day of delay; should the delay extend for 5 business days or longer – also a penalty equal to 5% of the overdue interest.
Miscellaneous	Other fees payable by the client	<ul style="list-style-type: none"> <li>Fee for the joint statement from the State Committee of the Real Estate Cadaster adjunct to the RA Government</li> <li>Fee for notarization and state registration of the bank's security under the real estate pledge agreement</li> </ul>
	Subsequent pledge approval fee	AMD 100,000 (VAT included) per subsequent pledge approval based on the decision of the Bank's authorized body

\* The OTI ratio is calculated as the ratio of all outstanding obligations of the borrower, coborrower and family members to the estimated net income.

OTI calculation includes:

- Borrower's net income, or
- Borrower's and coborrower's net income, or
- Net income of the borrower, coborrower and the their family members.

OSM ratio is calculated as the difference between the income and loan obligations included in OTI calculation minus spendings of the borrower/coborrower and the family members.

Depending on the income, expenses per family members are calculated as follows below:

- If the income is below AMD 400,000, the estimated expense per family member is AMD 60,000 if in Yerevan, AMD 36,000 if in the regions.
- If the income is from AMD 400,000 to AMD 800,000, the estimated expense per family member is AMD 90,000 if in Yerevan, AMD 60,000 if in the regions.
- If the income is above AMD 800,000, the estimated expense per family member is AMD 120,000 if in Yerevan, AMD 90,000 if in the regions.

Note that at least 70% of income included in the OTI calculation should belong either to the coborrower or the guarantor.

OTI/OSM calculation includes maximum applicable amounts of monthly installments.

In case of lines of credit and gold-secured loans, the latter are included in the calculation of monthly liabilities to the extent of 5% of the credit limit/outstanding principal.

\*\* Floating rates are applicable only if the loan term is more than 5 years. Fixed rates are applied if the loan term is 60 months or less for AMD-denominated loans, and 120 months or less for USD and EUR-denominated loans.

