

AMERIABANK		AMERIABANK CJSC		11RBD PL 72-03-01			
Retail Lending Terms and Conditions				Edition 41			
				Effective date: January 19, 2021			
3. Investment loan							
Purpose	Purpose	(i) Obtaining equity share in Armenia-based companies via purchase of their shares/stocks or subscription to new shares/stocks					
		(ii) Involvement in Armenia-based businesses, including via purchase of property, plant and equipment and their use to get involved in business in any manner allowed under Armenian legislation, including through execution of any contract allowed under Armenian civil law, as well as share contribution to cooperatives based or incorporated in Armenia.					
Client's personal details	Eligible age of client/co-borrower/guarantor	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. 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 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.					
	Residency	Citizens and non-citizens of Armenia who are resident in Armenia					
Terms of loan	Currency	AMD		USD		EUR	
	Minimum and maximum loan limit	AMD 3,000,000 - AMD 150,000,000		USD 5,000 - USD 300,000		EUR 5,000 - EUR 300,000	
	Term (months)	36-60					
	Annual interest rate	Adjustable (rate can be changed starting from the 13th month)	Fixed	Adjustable (rate can be changed starting from the 13th month)	Fixed	Adjustable (rate can be changed starting from the 13th month)	Fixed
		Fixed component 6.0% + variable component (base rate)	15.0%	Fixed component 9.5% + variable component (base rate)	12.0%	Fixed component 8.5% + variable component (base rate)	10%
	Term (months)	61-120					
	Annual interest rate	Adjustable (rate can be changed starting from the 37th month)	Fixed	Adjustable (rate can be changed starting from the 37th month)	Fixed	Adjustable (rate can be changed starting from the 37th month)	Fixed
		Fixed component 6.25% + variable component (base rate)		Fixed component 9.75% + variable component (base rate)	12.25%	Fixed component 8.75% + variable component (base rate)	10.25%
	Term (months)	121 - 240					
	Annual interest rate	Adjustable (rate can be changed starting from the 37th month)	Fixed	Adjustable (rate can be changed starting from the 37th month)	Fixed	Adjustable (rate can be changed starting from the 37th month)	Fixed
		Fixed component 6.5% + variable component (base rate)		Fixed component 10.0% + variable component (base rate)		Fixed component 9.0% + variable component (base rate)	
	Other terms related to interest rate	Where the client wishes that insurance of pledge should be obtained by the bank, the rate of interest is increased by: <ul style="list-style-type: none"> • 2.5% if the pledge is vehicle, or • 0.5% if the pledge is plant and equipment. Where the insurance of real estate is obtained by the client, the interest rate is reduced by 0.05%, based on the share of each type of assets in the total collateral.					
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%.							
If the client prefers a lending scheme without early repayment fee, the applicable interest rate is increased by +2% (not applicable to loans secured by cash or bonds).							
Loan disbursement upfront fee	0.5% of the loan principal or AMD 50,000, whichever is greater						
Forms of loan repayment	Repayment	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 5% of contractual loan amount is repaid each year; interest payable on monthly basis)					

Security	Eligible security	Real estate, vehicles to the reasonable satisfaction of the bank, metal accounts in gold, cash and bonds issued by Ameriabank
	Maximum loan-to-value (LTV) ratio (if the loan is secured by real estate, vehicles or plant and equipment, calculation is based on their liquidation value)	The value of the loan security shall be included in the estimation of the LTV ratio in an amount not more than: 1. Real estate: 80% if in Yerevan, 70% if outside Yerevan 2. Vehicles: 60% 3. Property and equipment: 40%, but not more than 30% of the value of aggregate pledge 4. Metal accounts in gold with Ameriabank: 80% 5. Cash collateral/bonds issued by Ameriabank: -90% if currency of the collateral is the same as of the loan -70% if currencies of the collateral and the loan are different
	Location of real estate to be pledged	Capital cities and regional centers of Armenia and Artsakh, as well as the towns of Abovyan, Etchmiadzin, Jrvezh, Arinj, Dzoraghbyur, Tsaghkadzor, Dilijan, Qajaran and Jermuk
	Age of vehicles to be pledged	Max 12 years for foreign brand vehicles other than vehicles made in Russia, China and Iran, in which case max age is 8 years
	Appraisal of pledge	Pledged property to be appraised by an appraising partner of the bank.
		Vehicles to be appraised by an appraising partner of the bank.
Additional security	The bank may request guarantee of individuals and/or companies as additional security.	
Insurance of pledged property	Insurance of property	The insurance of real estate, vehicles and plant and equipment is maintained throughout the loan term: 1. If obtained by the client: at least to the extent of outstanding principal 2. If obtained by the bank: to the extent of outstanding principal The bank does not obtain insurance for the following vehicles: • 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	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]
		• Certificate of title to real estate to be pledged [original]
		• Geodetic measurement report of land plot to be pledged**
		• Initial report on appraisal of real estate/vehicle
		Documents required after loan approval
		• Copies of bases of title to real estate (to be submitted upon request)
		• IDs of owners of property to be purchased/pledged [originals]
		• Copies of marriage (divorce, spouse death) certificates of owners of property to be pledged
		• Statement from the State Committee of Real Estate Cadaster on encumbrance of real estate (unified statement)
		• Statement, issued by the Police, on encumbrance of vehicle
• Real estate appraisal report (final)		
• Real estate/vehicle insurance policy		
• Other documents as the bank's specialist may request		
Other fees	Early repayment fee	5% of prepaid amount, chargeable if early repayment of the whole or part of loan is made during the first 3 years of loan term
	Late payment fines and penalties	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
Other fees	Other fees payable by client	• Fee for unified statement from the State Committee of Real Estate Cadaster of the Government of the Republic of Armenia • Fees for notarization of pledge (real estate or vehicle) and filing of the bank's security interest under pledge agreement • Fee for statement from the Police on encumbrance of vehicle