

Retail Lending Terms and Conditions
4.2 Consumer loan for purchase of a vehicle on the secondary market

Purpose	Purpose	Loan for purchase of a vehicle on the secondary market or transfer of a car loan from another bank/credit organization		
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		
Terms of the loan	Currency	AMD		
	Minimum and maximum credit limit	AMD 1 million - AMD 50 million		
	Term (months)	6-36 months	36-60 months	
		Fixed		
	Annual interest rate	15%	16%	
		The specified interest rate is applicable if (i) at least the amount for repayment of the loan is 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 the premium defined by the Bank: 0.2% for real estate and 2.5% for vehicles.		
		<i>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%.</i> 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 50000, whichever the greater			
Cashing the loan by the borrower	Free			
Minimum down payment	At least 20% of the vehicle market value			
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 20% of contractual amount). Interest is payable on monthly basis.		
Eligible security	The loan is secured by the vehicle being purchased. The Bank may accept real estate or another vehicle as additional security to its reasonable satisfaction.			

Security	LTV (loan to value) ratio	The maximum loan principal is (i) 60% of the liquidation value of the vehicle pledged, or (ii) 60% of the liquidation value of the real estate pledged, if in Y erevan, or (iii) 50% of the liquidation value of the real estate pledged, if it is outside Y erevan.
	Age of the 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
	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
	Property appraisal	The pledged vehicles and real estate 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	<p>The insurance of vehicles and real estate is maintained throughout the loan term:</p> <ol style="list-style-type: none"> 1. By the Client at least to the extent of the outstanding principal 2. By the Bank to the extent of the outstanding principal. <p>The following vehicles are not subject to insurance by the Bank:</p> <ul style="list-style-type: none"> • Cars transporting hazardous materials (toxic substances, chemicals, radioactive and explosive materials) • Cars which will be used in race, testing, have three wheels, snow removers, motorcycles, special purpose cars <ul style="list-style-type: none"> • Taxis and leased cars 	
Loan service fees****	Modification of the loan terms	AMD 15,000
	Change of pledged property (for real estate; including change of the owner of the pledged property)	AMD 10,000
	Change of pledged property (for vehicles; including change of the owner of the pledged property)	AMD 5,000
	Provision of pledge-related consents, permissions and references	AMD 5,000 (VAT included)
	Change of the loan repayment date	AMD 5,000
Required documents	Required documents	Required documents filed together with loan application
		<ul style="list-style-type: none"> • Loan application
		<ul style="list-style-type: none"> • ID [original]
		<ul style="list-style-type: none"> • Certificate of ownership of the real estate to be bought/pledged [copy]
		Documents required after initial approval
		<ul style="list-style-type: none"> • Proof of employment and/or other income
		<ul style="list-style-type: none"> • Marriage (divorce, spouse death), birth certificate [original]
		<ul style="list-style-type: none"> • Certificate of registration and ownership certificate of the vehicles to be bought/pledged [original]
		<ul style="list-style-type: none"> • Certificate of title to the real estate to be pledged [original]
		<ul style="list-style-type: none"> • Initial report on appraisal of the real estate/vehicle
		Documents required after loan approval
		<ul style="list-style-type: none"> • Bases of title to real estate [copies], as the Bank may require

		<ul style="list-style-type: none"> • ID of the owners of the property to be purchased/pledged [original]
		<ul style="list-style-type: none"> • Copy of the marriage (divorce, spouse death) certificate of the owners of the property to be pledged
		<ul style="list-style-type: none"> • Statement from the State Committee of the Real Estate Cadastre on encumbrance of the real estate (unified statement)
		<ul style="list-style-type: none"> • Statement, issued by the Police, on the encumbrance of vehicle
		<ul style="list-style-type: none"> • Real estate appraisal report (final)
		<ul style="list-style-type: none"> • Real estate/vehicle insurance agreement
		<ul style="list-style-type: none"> • Other documents as the Bank's specialist may request
Fines and penalties	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"> • Fee for the joint statement from the State Committee of the Real Estate Cadaster adjunct to the RA Government • Fee for notarization and state registration of the bank's security interest in the pledged real estate/vehicle under the pledge agreement • Vehicle encumbrance police reference fee

****The fee is charged if the modification is requested by the client. If several fees should be charged for one and the same modification, the higher of the applicable fees will be charged only once. Such fees are not applicable in case of loans secured by pledge of cash, bonds and metal accounts. If the modification implies adding new pledge or a new guarantor, the fee is not charged.