

		AMERIABANK CJSC		Version 20			
Retail Lending Terms and Conditions							
3. Investment Loan							
Purpose	Purpose	(i) Obtaining share in Armenia-based companies via purchase of their shares/stock or subscription to new shares/stock					
		(ii) Involvement in Armenia-based businesses, including via purchase of property, plant and equipment and their use to get involved in business in any way applicable under the Armenian legislation, including through execution of a contract allowed under the Armenian civil law, as well as share contribution to the cooperatives based or incorporated in Armenia.					
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		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)	6-60					
	Annual interest rate*	Floating (applicable starting from the 13th month)	Fixed	Floating (applicable starting from the 13th month)	Fixed	Floating (applicable starting from the 13th month)	Fixed
		Fixed component 5.5% + variable component (base rate)	15.0%	Fixed component 10% + variable component (base rate)	11.5%	Fixed component 8.5% + variable component (base rate)	10.0%
	Term (months)	60-120					
	Annual interest rate*	Floating (applicable starting from the 37th month)	Floating (applicable starting from the 37th month)	Fixed	Floating (applicable starting from the 37th month)	Fixed	
		Fixed component 5.75% + variable component (base rate)	Fixed component 10.25% + variable component (base rate)	11.75%	Fixed component 8.75% + variable component (base rate)	10.25%	
	Term (months)	120-240					
	Annual interest rate*	Floating (applicable starting from the 37th month)	Floating (applicable starting from the 37th month)		Floating (applicable starting from the 37th month)		
		Fixed component 6% + variable component (base rate)	Fixed component 10.5% + variable component (base rate)		Fixed component 9% + variable component (base rate)		
		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%.					

	Other terms relating to the interest rate	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 following premium: real estate: 0.2%, vehicle: 2.5%, fixed assets: 0.5%.
		If the LTV ratio is above 70% for the property located in Yerevan and above 60% for the property outside Yerevan, the applicable interest rate is +0.5%.
		If the borrower prefers lending scheme without early repayment penalty, the applicable interest rate is +1%.
		<p>If the loan is secured by cash or bonds issued by Ameriabank, the interest rate is equal to:</p> <p>- % of the deposit/bond + 4% or the above specified rate, whichever the less, if the loan and the collateral are denominated in the same currency</p> <p>- the above specified rate, if the loan and the collateral are denominated in different currencies</p>
		<p><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></p> <p>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.</p>
	Loan disbursement upfront fee	0.5% of the loan principal or AMD 50,000, whichever is greater
	Cashing the loan by the borrower	Free
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	Real estate or vehicles satisfactory to the Bank, metal accounts in gold, cash, bonds issued by Ameriabank
	LTV ratio (if the loan is secured by real estate, vehicles or fixed assets, the calculation is based on their liquidation value)	<p>The value of the security is included in the calculation of the LTV ratio in an amount not more than:</p> <p>1. 80% for the pledge of real estate located in Yerevan, 70% for the pledge of real estate located outside Yerevan;</p> <p>2. 60% for the pledge of vehicles;</p> <p>3. 40% for the pledge of plant and equipment, not to exceed 30% of the value of the aggregate security;</p> <p>4. 80% for the pledge of metal accounts in gold with Ameriabank CJSC;</p> <p>5. in case of cash collateral in Ameriabank/bonds issued by Ameriabank:</p> <p>- 90% if currency of the collateral is the same as of the loan;</p> <p>- 70% if currencies of the collateral and the loan are different</p>
	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
	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
	Pledge appraisal	The pledged assets shall be appraised by a company cooperating with the Bank.
		The pledged vehicles 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 property	<p>The insurance of real estate, vehicles and plant and equipment 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"> • <i>Cars transporting hazardous materials (toxic substances, chemicals, radioactive and explosive materials)</i> • <i>Cars which will be used in race, testing, have three wheels, snow removers, motorcycles, special purpose cars</i> <ul style="list-style-type: none"> • <i>Taxis and leased cars</i>
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"> • <i>Loan application</i>
		<ul style="list-style-type: none"> • <i>ID [original]</i>
		<ul style="list-style-type: none"> • <i>Certificate of ownership of the real estate to be bought/pledged [copy]</i>
		Documents required after initial approval
		<ul style="list-style-type: none"> • <i>Proof of employment and/or other income</i>
		<ul style="list-style-type: none"> • <i>Marriage (divorce, spouse death), birth certificate [original]</i>
		<ul style="list-style-type: none"> • <i>Certificate of registration and ownership certificate of the vehicles to be bought/pledged [original]</i>
		<ul style="list-style-type: none"> • <i>Certificate of title to the real estate to be pledged [original]</i>
		<ul style="list-style-type: none"> • <i>Geodetic measurement of the land plot</i>
		<ul style="list-style-type: none"> • <i>Initial report on appraisal of the real estate/vehicle</i>
		Documents required after loan approval
		<ul style="list-style-type: none"> • <i>Bases of title to real estate [copies], as the Bank may require</i>
		<ul style="list-style-type: none"> • <i>ID of the owners of the property to be purchased/pledged [original]</i>
		<ul style="list-style-type: none"> • <i>Copy of the marriage (divorce, spouse death) certificate of the owners of the property to be pledged</i>
		<ul style="list-style-type: none"> • <i>Statement from the State Committee of the Real Estate Cadastre on encumbrance of the real estate (unified statement)</i>
		<ul style="list-style-type: none"> • <i>Statement, issued by the Police, on the encumbrance of vehicle</i>
		<ul style="list-style-type: none"> • <i>Real estate appraisal report (final)</i>
		<ul style="list-style-type: none"> • <i>Real estate/vehicle insurance agreement</i>
		<ul style="list-style-type: none"> • <i>Other documents as the Bank's specialist may request</i>

Fines and penalties	Early repayment penalty	3% of the prepaid amount applicable during first 3 years of the loan term If the early repayment penalty is not applied, the loan interest rate is +1%.
	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 <i>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.</i>
Other fees	Other fees payable by the client	<ul style="list-style-type: none">• <i>Fee for the joint statement from the State Committee of the Real Estate Cadaster adjunct to the RA Government</i>• <i>Fee for notarization and state registration of the bank’ s security interest in the pledged real estate/vehicle under the pledge agreement</i>• <i>Vehicle encumbrance police reference fee</i>

* 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.

****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.