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|                            | <b>AMERIABANK CJSC</b>                                                                                                                                                                                                        | <b>11RBD PL 72-03-01</b>             |
| <b>Retail Lending Terms and Conditions</b>                                                                |                                                                                                                                                                                                                               | <b>Edition 45</b>                    |
|                                                                                                           |                                                                                                                                                                                                                               | <b>Effective date: July 01, 2021</b> |
| <b>4.3 Consumer loan for purchase of vehicle on primary market, without visiting the Bank<sup>1</sup></b> |                                                                                                                                                                                                                               |                                      |
| Purpose                                                                                                   | Purchase of a new vehicle on primary market (car dealers), without visiting the Bank                                                                                                                                          |                                      |
| Eligible age of client/co-borrower/guarantor                                                              | 18-65, provided that the age of the borrower by the time of expiry of loan agreement will not have exceeded 65                                                                                                                |                                      |
| Residency                                                                                                 | Citizens and non-citizens of Armenia who are resident in Armenia                                                                                                                                                              |                                      |
| Currency                                                                                                  | AMD                                                                                                                                                                                                                           |                                      |
| Minimum and maximum loan limit                                                                            | AMD 3 million - AMD 15 million                                                                                                                                                                                                |                                      |
| Term (months)                                                                                             | 84 months                                                                                                                                                                                                                     |                                      |
| Nominal annual interest rate, insurance included                                                          | Adjustable (rate can be changed starting from the 37th month)                                                                                                                                                                 |                                      |
|                                                                                                           | Fixed component 8.4% + variable component (base rate)                                                                                                                                                                         |                                      |
|                                                                                                           | <a href="https://www.ameribank.am/content.aspx?id=base_information&amp;page=99&amp;itm=retail+1.1.1&amp;lang=33/">https://www.ameribank.am/content.aspx?id=base_information&amp;page=99&amp;itm=retail+1.1.1&amp;lang=33/</a> |                                      |
| Annual percentage rate, insurance included                                                                | <u>15.96% - 16%</u>                                                                                                                                                                                                           |                                      |
| Loan disbursement lump-sum fee                                                                            | <u>N/A</u>                                                                                                                                                                                                                    |                                      |
| Minimum down payment                                                                                      | At least 10% of price of vehicle                                                                                                                                                                                              |                                      |
| Repayment                                                                                                 | Annuity (equal monthly installments consisting of a portion of loan and a portion of interest)                                                                                                                                |                                      |
| Eligible security                                                                                         | The loan is secured by the vehicle being purchased.                                                                                                                                                                           |                                      |
| Loan-to-value (LTV) ratio                                                                                 | 90% of the purchase price of the vehicle being purchased                                                                                                                                                                      |                                      |
| Details of vehicles to be pledged                                                                         | Car bought from car dealer (not registered)                                                                                                                                                                                   |                                      |
| Appraisal of the collateral                                                                               | N/A, if the car is bought from car dealer.<br>Estimated value of the collateral is based on the price specified by the car dealer in the electronic system owned by the bank (purchase price).                                |                                      |
| Insurance of the collateral                                                                               | Insurance for the pledged vehicle to be obtained by the Bank throughout the loan term to the extent of outstanding loan.                                                                                                      |                                      |
| Loan formalization venue                                                                                  | Car dealer                                                                                                                                                                                                                    |                                      |
| Required documents                                                                                        | <b>Required documents filed together with loan application</b>                                                                                                                                                                |                                      |
|                                                                                                           | ID, public services number                                                                                                                                                                                                    |                                      |
|                                                                                                           | <b>Documents required after loan approval</b>                                                                                                                                                                                 |                                      |
|                                                                                                           | Marriage certificate (if any) and ID of the spouse, public services number                                                                                                                                                    |                                      |
|                                                                                                           | Certificate of registration of the security interest in the vehicle (provided to the Bank by the Traffic Police of Armenia)                                                                                                   |                                      |
|                                                                                                           | Other documents as required                                                                                                                                                                                                   |                                      |
| Early repayment                                                                                           | No early repayment fee                                                                                                                                                                                                        |                                      |
| Late payment fines and penalties                                                                          | The interest rate specified in the loan agreement shall continue to be applied to overdue loans.<br>Fine in the amount of 0.13 % of overdue loan/interest for each day beyond terms                                           |                                      |
| Other fees payable by client                                                                              | Fees for registration of rights and interests (purchase and pledging of the vehicle) arising out of the agreements at the state authorized body                                                                               |                                      |
| 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, etc.                                                                                        |                                      |

<sup>1</sup>Availability of a cooperation agreement between the Bank and the car dealer is a required condition.

According the Republic of Armenia laws and regulations, if you submit a written application to the Bank requesting us to change the communication method, at your sole discretion, we will have the right to use the modified communication method also during communication within a 30-day period from the time of receipt of your written application. In addition, any changes in the communication method more than once a year may be made with the Bank's consent in accordance with the internal regulations and tariffs of the Bank.