

Retail Lending Terms and Conditions
5.1 Consumer loans secured by assets (including paper and physical gold, cash)

Purpose	Purpose	(i) Personal/family/consumer expenses of private clients, or (ii) transfer of a consumer loan from another bank/credit organization	
	Client's personal details		
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 *The minimum limit is not applicable for loans secured by deposits, gold and metal accounts.	
	Term (months)	6-60 months	
	Annual interest rate		Fixed
			18%
			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 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, 2.5% for vehicles, 0.5% for plant and equipment.
			The interest rate in case of cash collateral is equal to: - % of the deposit + 4% or the above specified rate, whichever the less, if the loan and the deposit are denominated in the same currency - the above specified rate, if the loan and the deposit are denominated in different currencies
		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 is greater *Other than loans secured by deposit or metal accounts		
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 20% of contractual amount). Interest is payable on monthly basis.	
Security	Eligible security	Real estate, vehicles, metal accounts in gold, gold, and cash, satisfactory to the Bank	
	LTV ratio (if the loan is secured by real estate, vehicles or fixed assets, the calculation is based on their liquidation value)	The value of the security shall be included in the estimation of the LTV ratio in an amount not more than: 1. 60% for the pledge of real estate located in Yerevan, 50% for the pledge of real estate located outside Yerevan; 2. 60% for the pledge of vehicles; 3. 40% for the pledge of plant and equipment, not to exceed 30% of the value of the aggregate security; 4. 80% for the pledge of metal accounts in gold with Ameriabank CJSC; 5. 80% of the value for the pledge of gold appraised by Ameriabank, but not more than AMD 3,000,000, USD/EUR 10,000; 6. in case of cash collateral in 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 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
	Property appraisal	The pledged vehicles shall be appraised by a company cooperating with the Bank.
		The pledged 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	Insurance of property	The insurance of real estate is maintained annually throughout the loan term: 1. By the Client at least to the extent of the outstanding principal 2. By the Bank to the extent of the outstanding principal.
		The insurance of real estate, vehicles and plant and equipment is maintained throughout the loan term: 1. By the Client at least to the extent of the outstanding principal 2. By the Bank to the extent of the outstanding principal. The following vehicles are not subject to insurance by the Bank: • 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 • Taxis and leased cars
Required documents	Required documents	Required documents filed together with loan application
		• Loan application
		• ID [original]
		• Certificate of ownership of the real estate to be bought/pledged [copy]
		Documents required after initial approval
		• Proof of employment and/or other income
		• Marriage (divorce, spouse death), birth certificate [original]
		• Certificate of registration and ownership certificate of the vehicles to be bought/pledged [original]
		• Certificate of title to the real estate to be pledged [original]
		• Initial report on appraisal of the real estate/vehicle
		Documents required after loan approval
		• 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)
		• Statement, issued by the Police, on the encumbrance of vehicle
• Real estate appraisal report (final)		
• Real estate/vehicle insurance agreement		
• 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.
Other fees	Other fees payable by the client	• 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