

**5.1 Consumer loans secured by assets (including paper gold and cash)**

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| Purpose   | Purpose   | (i) Personal/family/consumer expenses or (ii) transfer of a personal/family/consumer loan from another bank/credit organization to Ameriabank  |   |
|   | Client's personal details   | <p>Eligible age of client/co-borrower/guarantor</p> <p>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.</p> <p>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.</p> |   |
|   | Residency   | Citizens and non-citizens of Armenia who are resident in Armenia   |   |
| Terms of loan   | Currency  | AMD  |   |
|   | Minimum and maximum loan limit  | AMD 3 million* - AMD 50 million<br>*The minimum threshold is not applicable to loans secured by deposits, gold and metal accounts.   |   |
|   | Term (months)   | 36   |   |
|   | Annual interest rate  | Fixed  |   |
|   |   | 15.0%  |   |
|   | Term (months)   | 37 - 60  |   |
|   | Annual interest rate  | Fixed  | Adjustable (rate can be changed starting from the 13th month) |
|   |   | 16.0%  | Fixed component 8.0% + variable component (base rate)         |
|   | Term (months)   | 61-120 (only for loans secured by real estate)   |   |
|   | Annual interest rate  | Adjustable (rate can be changed starting from the 37th month)  |   |
|   |   | Fixed component 8.0% + 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"> <li>• 2.5% if the pledge is vehicle, or</li> <li>• 0.5% if the pledge is plant and equipment.</li> </ul> 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%.   |   |  |   |
| <p>If the loan is secured by cash or bonds issued by Ameriabank, the interest rate is:</p> <p>- % of deposit/bond + 4%, but in any case not more than the rates specified above, if the loan and the collateral are in the same currency</p> <p>- Rates specified above, if the loan and the collateral are in different currencies</p> |   |  |   |
|   | Where the client chooses a repayment option without early repayment fee for loans exceeding 15 million AMD, the interest rate is increased by 2% (not applicable to loans secured by cash/bonds). |  |   |
| Loan disbursement upfront fee   | 0.5% of loan amount or AMD 50,000, whichever is greater<br>*Not applicable to loans secured by cash, bonds issued by Ameriabank or metal accounts   |  |   |
| Cashing of loan by borrower   | Free  |  |   |
| 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 20% of contractual loan amount is repaid each year; interest payable on monthly basis)  |   |
| Eligible security   | Real estate, vehicles, plant and equipment to the reasonable satisfaction of the bank, metal accounts in gold, cash and bonds issued by Ameriabank  |  |   |

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| Security   | 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:<br>1. Real estate: 70% if in Yerevan, 60% if outside Yerevan<br>2. Vehicles: 60%<br>3. Property and equipment: 40%, but not more than 30% of the value of aggregate pledge<br>4. Metal accounts in gold with Ameriabank: 80%<br>5. Cash collateral/bonds issued by Ameriabank:<br>-90% if currency of the collateral is the same as of the loan<br>-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  |
|  | Property appraisal  | Vehicles to be appraised by an appraising partner of the bank.<br>Pledged property 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:<br>1. If obtained by the client: at least to the extent of outstanding principal<br>2. If obtained by the bank: to the extent of outstanding principal<br>The bank does not obtain insurance for the following vehicles:<br>• Vehicles transporting hazardous materials (toxic substances, chemicals, radioactive and explosive materials)<br>• Vehicles to be used in races, test drives; vehicles which have three wheels, snow removers, motorcycles, special purpose vehicles<br>• Taxis and rental cars |
|  | 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 for loans exceeding AMD 15 million (not applicable to loans secured by cash/bonds)   |
| Required documents                                     | Required documents  | <b>Required documents filed together with loan application</b>  |
|  |   | • Loan application  |
|  |   | • ID [original]   |
|  |   | • Certificate of ownership of property to be purchased/pledged [copy]   |
|  |   | <b>Documents required after initial approval</b>  |
|  |   | • 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  |
|  |   | <b>Documents required after loan approval</b>   |
|  |   | • 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 |   |   |
|  | 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   | 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<br>• Fees for notarization of pledge (real estate or vehicle) and filing of the bank's security interest under pledge agreement<br>• Fee for statement from the Police on encumbrance of vehicle  |