	AMERIABANK CJSC	12CIB SM 72-04
1	Edition 1	
to SME Los	Effective date: January 15, 2020	

Attention! Terms and conditions specified in the Guide may be outdated. For more details, please contact Ameriabank CJSC, Corporate and Investment Banking Department, SME Lending Division at (374 10) 56 11 11.

1. Ameriabank CJSC offers the following loan products to its corporate clients under the conditions specified below. More detailed information is presented in a separate table.

WINC	detalled informatio	1	r	1					1	
	Loans*	Line of	Overdra	aft	Online		Renewa	able energy	Purchas	se order
		credit	loan/overdraft loan		loan/overdraft			finance		
Annual interest rate	AMD	Starting	AMD	Starting	AMD	Starting	AMD	Starting	AMD	Starting
on utilized amounts		from 12 %		from 13%		from 13%		from		from 16%
								10.5%		
	USD	Starting	USD	Starting	USD	Starting	USD	Starting	USD	Starting
	0.02	from 9%	0.52	from 10%	0.52	from 10%	0.52	from	0.52	from 14%
		nom 270		110111 1070		110111 1070		7.9%		10111470
	EUR	Starting	EUR	Starting	EUR	Starting	EUR	Starting	EUR	Starting
	LUK	from 8%	LUK	from 9%	LUK	from 8.5%	LUK	from	LOK	from 14%
		110111 8 70		110111 970		110111 0.3%		6.3%		110111 1470
	0.1	T 1				. 11 . 1 C .1	. D. 1	0.3%		
	Other currency	In accordan	ce with th	he decision of t	of the authorized body of the		e Bank			
			4.4.4.0.1			1				
		deposit rate + 4% if the loan and the deposit are in the same currency, deposit rate + 5% if the loan a					e loan and the			
	deposit are in differ	rent currencie	ent currencies							
Annual interest rate	N/a									
on non-utilized		Up to 2%		Up t	o 2%			ľ	√a/a	
amounts		_		_						
Loan disbursement	0-1.5%	0-1.5%	0-0.5%		0-1%		0-1.5%		0.5%	
fee										
Grace period (for	2-12 months	N/a	N/a		N/a		Up to 3	vears	N/a	
principal)							•	5		
Grace period (for		•			2.54					
interest)					N/a					
Late payment fee**	Fine in the amount	of 0.13% of o	verdue lo	an/interest for	each dav	bevond terms				
Early repayment**	Early repayment fe				2	2	ere provid	led for under	loan agre	ement
Larry repayment	(Not applicable to A		-			•			0	
	(1 tot applicable to I	unicinan gov	ermient-	substatzeu 10ai	is unuel a	gineunuie allu	came die	cuing ac velop	ment pro	grams.

\*The annual interest rate on the loans issued in accordance with the requirements of the respective programs of the Republic of Armenia Government to the agriprocessing industry for the procurement of agricultural products, as well as loans for purchase of pedigree cattle for the development of cattle-breeding in Armenia in 2019-2024 is max 12%, where 9% and 10-12% respectively ARE SUBJECT TO SUBSIDY by the Republic of Armenia government if the loan meets the program requirements.

\*\*Whenever applied, the maximum annual rate or aggregate amount of fines and/or penalties will be within the limits defined under the laws and regulations of the Republic of Armenia.

ATTENTION! IF YOU FAIL TO PERFORM YOUR OBLIGATIONS IN A PROPER MANNER, THE LENDER WILL REPORT INFORMATION ABOUT YOUR OVERDUE OBLIGATIONS WITHIN 3 BUSINESS DAYS TO THE CREDIT BUREAU WHERE YOUR CREDIT HISTORY IS GENERATED. YOU ARE ENTITLED TO OBTAIN YOUR CREDIT HISTORY FROM THE CREDIT BUREAU ONCE A YEAR, AT NO COST. ATTENTION! BAD CREDIT HISTORY MAY AFFECT YOUR FUTURE ATTEMPTS TO GET A LOAN. ATTENTION! IF YOU FAIL TO MEET YOUR COMMITMENTS UNDER THE AGREEMENT AND THE BANK ENFORCES THE COLLATERAL TO SETTLE THEM, BUT THE VALUE OF PLEDGE APPEARS TO BE INSUFFICIENT TO COVER ALL THE COMMITMENTS ENTERED INTO BY YOU, ANY OTHER PROPERTY YOU OWN MAY BE ENFORCED TO SETTLE THE CLAIM. ATTENTION! YOUR PROPERTY CAN BE FORECLOSED PURSUANT TO LAW, IF YOU FAIL TO REPAY CREDIT OBLIGATIONS WHEN DUE.

#### 2. Terms of SME Loans

Loan type, purpose	Small and mid-size	loans fo	r Loans to agro-	Loans for purchase of	If financed under GAF
and name	SME financing		processing industry for	pedigree cattle to promote	"Energy Efficiency for
			procurement of	cattle-breeding in Armenia	SMEs" program**
			agricultural raw	under 20192024 program	
			materials	(in accordance with the	
			(in accordance with the	requirements of the	
			requirements of the	respective program of the	
			respective program of	Armenian Government)	
			the Armenian		
			Government)		

Λ	$\wedge M$		BANK
---	------------	--	------

# AMERIABANK CJSC

12CIB SM 72-04

## **INFORMATION GUIDE**

# to SME Loans Provided to Corporate Clients

Edition 1 Effective date: January 15, 2020

Loan amount	AMD or other currency equivalent of up to USD 1,500,000 Armenian drams, US dollars, Euros Loans may be issued in other currencies subject to the decision of the authorized body of the Bank.		Up to AMD 1,500,000,000	Up to AMD 300,000,000	Up to AMD 500,000,000 AMD
Currency of loan			AMD	AMD	AMD
Loan term	Up t	o 8 years	Up to 1 year	Up to 5 years	Up to 5 years
Grace period (for principal)	Up t	o 1 years	2-3 months	Up to 12 months	Up to 1 year
Nominal annual interest rate	AMD USD EUR Other currency If secured by cash:	Starting from 12 % Starting from 9% Starting from 8% In accordance with the decision of the authorized body of the Bank deposit rate + 4% if the loan and the deposit are in the same currency, deposit rate + 5% if the loan and the deposit are in different currencies	12-14% (with possibility of full subsidy) 12% max (with possibility of 10%-12% subsidy) Starting from 9.5%	12% max (with possibility of 10%-12% subsidy)	Starting from 9.5%
Loan disbursement fee Manner of charging	Loans with less than 1-year term: 0-0.5% of contractual loan amount 1-2 years: 0-0.7% of contractual loan amount More than 2 years: 0-1.5% of contractual loan amount Loans secured by cash: 0%		N/a	N/a ny) The bank can define a schedul	Up to 1%
Manner of charging of the loan disbursement fee Late payment fee**		t fee, in which case at together with earl	ny fee outstanding at the time ly repayment of loan or in wh	ny) The bank can define a schedul e of repayment of loan before the on hatever other manner the bank may ban/interest for each day beyond to	due date shall be payable y define.
Principal payment frequency	in accordan	erly, semi-annual or ce with a mixed hedule	monthly	monthly	monthly
Interest payment frequency		((* · ·	month	ıly	

\*\*The cost of purchase of energy-efficient equipment and facilities, infrastructure construction and other projects using renewable energy sources should comprise at least 70% of loan proceeds. The remaining 30% can be invested into other fixed assets of the borrower.

## 3. Terms of SME Lines of Credit, Overdrafts and Purchase Order Finance

Loan type, purpose and name	Line of Credit for SME sector finance	Overdraft	Purchase Order Finance	Renewable Energy Loans		
Loan amount	AMD or other currency equivalent of up to USD 1,500,000	Max 50% of average monthly account turnover at least for the latest 6 months	Up to 75% of the purchase order or the equivalent of USD 300,000, whichever is less	AMD or other currency equivalent of up to USD 1,500,000		
Currency of loan	Armenian drams, US dollars, Euros Loans may be issued in other currencies subject to the decision of the authorized body of the Bank.					
Loan term	Up to 5 years	Up to 1 year	Up to 180 days	Up to 15 years		

|--|

# AMERIABANK CJSC

12CIB SM 72-04

# INFORMATION GUIDE to SME Loans Provided to Corporate Clients

Edition 1

Effective date: January 15, 2020

Grace period (for principal)	Up to	1 years	N/a N/a			Up	Up to 3 years	
Nominal annual interest rate	AMD	Starting from 12 %	AMD	Starting from 13%	AMD	Starting from 16%	AMD	Starting from 10.5%
	USD	Starting from 9%	USD	Starting from 10%	USD	Starting from 14%	USD	Starting from 7.9%
	EUR	Starting from 8%	EUR	Starting from 9%	EUR	Starting from 14%	EUR	Starting from 6.3%
	Other currency	In accordance with the decision of the authorized body of the					he Bank	
	If secured by cash:	deposit rate + 4% if the loan and the deposit are in the same currency, deposit rate + 5% if the loan and deposit are in different currencies					e loan and the	
Annual interest rate on non-utilized amounts	Up	to 2%	Uţ	o to 2%	N/a			
Loan disbursement fee	Loans with less than 1-year term: 0-0.5% of contractual loan amount 1-2 years: 0-0.7% of contractual loan amount More than 2 years: 0-1.5% of contractual loan amount Loans secured by cash: 0%			-0.5%		0.5%	Loans with less than 1-year term: 0-0.5% of contractual loan amount 1-2 years: 0-0.7% of contractual loan amount More than 2 years: 0-1.5% of contractual loan amount Loans secured by cash: 0%	
Manner of charging of the loan disbursement fee	Chargeable lump-sum at the time of loan disbursement (if any) The bank can define a schedule for payment of loan disbursement fee, in which case any fee outstanding at the time of repayment of loan before the due date shall be payable together with early repayment of loan or in whatever other manner the bank may define.							
Late payment fee** Principal payment frequency		Fine in the amount of 0.13% of overdue loan/interest for each day beyond terms monthly, quarterly, semi-annual or in accordance with a mixed schedule						
Interest payment frequency				month	ly			

# 4. Terms of Online Loans/Overdrafts to SME

Terms and conditions	Secured by cash flows and guarantee (D.1.)				Sec	ured by real estate of	r vehicle (D.2.)		
Loan amount	D.1. AMD 1,000,000 - AMD 10,000,000 or equivalent in other currency (USD, EUR)				D.2. AMD 10,000,000 - AMD 20,000,000 or equivalent in other currency (USD, EUR)				
Loan term	1 y	ear	3 ye	ears		5 ye	ears		
Grace period (for principal)		N/a							
	For loans in AMD								
	D.1.	D.2.	D.1.	D.2.		D.1.	D.2.		
	(loan/overdraft):	(loan/overdraft):	(loan/overdraft):	(loan/overdraft):		(loan/overdraft):	(loan/overdraft):		
	starting from	starting from	starting from	starting from		starting from	starting from		
	14.5%/15.5%	13%/14%	15.5%/16.5%	14%/15%		16.5%/17.5%	15%/16%		
	For automatically approved business loan/overdraft in AMD (D.1): from 13% (loan) or 14% (overdraft)								
Annual interest rate*	For loans in USD								
	D.1.	D.2.	D.1.	D.2		D.1.	D.2.		
	(loan/overdraft):	(loan/overdraft):	(loan/overdraft):	(loan/over	rdraft):	(loan/overdraft):	(loan/overdraft):		
	starting from	starting from	starting from	starting	from	starting from	starting from		
	11.5%/12.5%	10%/11%	12.5%/13.5%	11%/1	2%	13.5%/14.5%	12%/13%		
	For automatically	approved business l	oan/overdraft in US	D (D.1): fro	m 10%	(loan) or 11% (over	lraft)		
			For loans	s in EUR					
	Loan amount Loan term Grace period (for principal)	Loan amount       D.1. AMD 1,000         Loan term       1 y         Grace period (for principal)       1         D.1.       (loan/overdraft): starting from 14.5%/15.5%         For automatically       For automatically         Annual interest rate*       D.1.         [loan/overdraft]: starting from 14.5%/15.5%	Loan amount       D.1. AMD 1,000,000 - AMD 10,000 currency (USD)         Loan term       1 year         Grace period (for principal)       D.1.         D.1.       D.2.         (loan/overdraft):       starting from 14.5%/15.5%         Annual interest rate*       D.1.         D.1.       D.2.         (loan/overdraft):       starting from 13%/14%         For automatically approved business 1       Starting from 11.5%/12.5%	Loan amountD.1. AMD 1,000,000 - AMD 10,000,000 or equivalent is currency (USD, EUR)Loan term1 year3 yearGrace period (for principal)Image: Starting from transform that the starting from	Loan amountD.1. AMD 1,000,000 - AMD 10,000,000 or equivalent in other currency (USD, EUR)Loan term1 year3 yearsGrace period (for principal)N/aFor loans in AMDD.1.D.2.D.1.D.2(loan/overdraft): starting from 14.5%/15.5%13%/14%15.5%/16.5%14%/1For automatically approved businessFor loans in USDD.1.D.2.D.1.D.2.10an/overdraft): starting from 15.5%/16.5%14%/1Annual interest rate*For automatically approved businessD.1.D.2.D.1.D.2.D.1.D.2.D.1.D.2.I.3.I.4.5%/15.5%13%/14%15.5%/16.5%14%/1Annual interest rate*For automatically approved businessD.1.D.2.I.1.D.2.I.1.D.2.I.1.D.2.D.1.I.2.I.3.I.3.I.3.I.3.I.3.I.1.D.2.I.1.D.2.I.1.I.2.I.3.I.3.I.1.I.2.I.1.I.2.I.3.I.3.I.3.I.3.I.1.J.2.I.3.I.3.I.3.I.3.I.3.I.3.I.1.J.2.I.3.I.3.I.3.I.3.I.3.I.3.I.1.J.2.I.3. <td>Loan amount     D.1. AMD 1,000,000 - AMD 10,000,000 or equivalent in other currency (USD, EUR)     D.2. A equivalent in other currency (USD, EUR)       Loan term     1 year     3 years       Grace period (for principal)     N/a       D.1.     D.1.     D.2.       Image: Dot of the principal of the</td> <td>Loan amountD.1. AMD 1,000,000 - AMD 10,000,000 or equivalent in other currency (USD, EUR)D.2. AMD 10,000,000 - Al equivalent in other currerLoan term1 year3 years5 yearsGrace period (for principal)<math>N/a</math>N/aFor loans in AMDD.1.D.1.D.2.D.1.(loan/overdraft): starting from 14.5%/15.5%D.2.D.1.(loan/overdraft): starting from 13%/14%D.1.Annual interest rate*D.1. (loan/overdraft): starting from 11.5%/12.5%D.2.D.1. (loan/overdraft): starting from 13%/14%D.2.D.1. (loan/overdraft): starting from 15.5%/16.5%(loan/overdraft): starting from 14.5%/15.5%(loan/overdraft): starting from 13%/14%D.1. (loan/overdraft): starting from 15.5%/16.5%D.1. (loan/overdraft): starting from 13%/14%D.1. (loan/overdraft): starting from 12.5%/13.5%D.1. (loan/overdraft): starting from 11.5%/12.5%D.1. (loan/overdraft): starting from 13.5%/14.5%D.1. (loan/overdraft): starting from 13.5%/14.5%D.1. (loan/overdraft): starting from 13.5%/14.5%D.1. (loan/overdraft): starting from 13.5%/14.5%D.1. (loan/overdraft): starting from 13.5%/14.5%D.1. (loan/overdraft): starting from 13.5%/14.5%D.1. (loan/overdraft): starting from 13.5%/14.5%</br></br></br></br></br></td>	Loan amount     D.1. AMD 1,000,000 - AMD 10,000,000 or equivalent in other currency (USD, EUR)     D.2. A equivalent in other currency (USD, EUR)       Loan term     1 year     3 years       Grace period (for principal)     N/a       D.1.     D.1.     D.2.       Image: Dot of the principal of the	Loan amountD.1. AMD 1,000,000 - AMD 10,000,000 or equivalent in other currency (USD, EUR)D.2. AMD 10,000,000 - Al equivalent in other currerLoan term1 year3 years5 yearsGrace period (for principal) $N/a$ N/aFor loans in AMDD.1.D.1.D.2.D.1.(loan/overdraft): starting from 14.5%/15.5%D.2.D.1.(loan/overdraft): starting from 13%/14%D.1.Annual interest rate*D.1. (loan/overdraft): starting from 		

Λ	$\wedge$	<b>NER</b>	I/B	<b>NNK</b>
---	----------	------------	-----	------------

# AMERIABANK CJSC

# **INFORMATION GUIDE**

to SME Loans Provided to Corporate Clients

Edition 1

Effective date: January 15, 2020

		D.1.	D.2.	D.1.	D.2.	D.1.	D.2.
		(loan/overdraft):	(loan/overdraft):	(loan/overdraft):	(loan/overdraft):	(loan/overdraft):	(loan/overdraft)
		starting from	starting from	starting from	starting from	starting from	starting from
		-	-	-	-	-	-
		10%/11%	8.5%/9.5%	11%/12%	9.5%/10.5%	12%/13% (loan) or 9.5% (ove	10.5%/11.5%
		For automatically	approved business i		K (D.1): II0III 8.3%	(10411) 01 9.5% (0ve	iurait)
5.	Loan disbursement fee (chargeable lump-sum at the time of disbursement )	1% of the loan am N/a in case of onli		core-based automati	cally approved SME	E loans/overdrafts	
6.	Late payment fee**	Fine in the amoun	t of 0.13% of overd	ue loan/interest for e	each day beyond terr	ms	
7.	Way of loan repayment		onthly installments on the end of term in		on of loan and a port	tion of interest) in ca	se of loans
8.	Early repayment	N/a					
9.	Loan security	<ul> <li>D.1: Cash flows, personal guarantees by business founders/beneficial owners and other physical and/or legal entities as requested by the bank</li> <li>D2: Cash flows, personal guarantees by business founders/beneficial owners and other physical and/or legal entities as requested by the bank, real estate<sup>1</sup> or vehicle</li> </ul>					
10.	Loan-to-value (LTV) ratio	2. 50% if the loan While calculating requested loan tha Furthermore, if the	t is above AMD 10 e client's outstandin	les oan value is conside million, and (ii) out	standing unsecured obligations are above	e sum of (i) that por credit obligations of AMD 10 million, t	the client.
11.	Collateral insurance	<ul> <li>The insurance of t</li> <li>Insurance for pled</li> <li>1. If by the client:</li> <li>2. If obtained by ti</li> <li>The following veh</li> <li>Vehicles transj</li> <li>Vehicles to be purpose vehicl</li> <li>Taxis and renta</li> </ul>	he pledged real esta ged real estate and at least for the amount he Bank: to the extension porting hazardous mused in races, test d es al cars	te is to be obtained of vehicles to be mainta unt of the outstanding nt of the outstanding t to insurance: naterials (toxic subst- rives; vehicles whic	only if it is or will be ained throughout the ag principal/credit lin g principal/credit lin ances, chemicals, rad	mit	ive materials)
12.	Application handling period		for automatically ap ays for other loans ess days	pproved loans			
13.	Validity period (period during which loan approval is effective)	7 business days					1
14.	Loan type, purpose and name	Loan/overdraft for	SME sector finance	e			

<sup>1</sup> Real estate must be located in Yerevan.

	AMERIABANK CJSC	12CIB SM 72-04
INI	Edition 1	

# to SME Loans Provided to Corporate Clients

Effective date: January 15, 2020

# 5. List of Minimum Documents and Information Required for Lending

Documents Required for Loan Application Review and Decision-Making			
1.	Loan application*		
2.	Documents required for account opening where the borrower is not an account holder		
3.	Documents (certificate or other documents) certifying the title to the pledged property (real estate and/or		
5.	movable property, inventories, etc.)		
4.	Tax clearance certificate		
5.	Account statements showing activity with other banks (for the previous year and current period)		
6.	Sale/supply agreements, orders, invoices, other documents supporting the normal process of sales		
7.	Agreements relating to the operation of the company (lease agreements, exclusive representation agreement, etc.), if any		
8.	Initial report on collateral appraisal (as as required or appropriate), geodetic measurement of land plot <sup>2</sup>		
0	Financial statements for the most recent reporting period according to the forms approved by the state		
9.	authorities		
	Environmental impact assessment report, technical safety report, examination reports, feasibility studies, etc.,		
10.	required under the applicable Armenian laws and regulations and/or the bank's bylaws and regulations (if the		
	company's activity is associated with high environmental risks)		
	List of Documents Required for Loan Origination and Agreement Signing upon Loan Approval		
	In cases and order specified by charter of the corporate applicant: decision of authorized body (meeting of		
1.	shareholders/stockholders/founders and/or board) on applying for the loan and providing security (collateral,		
	guarantee, etc.)		
	Reference on registered shareholders/stockholders/founders, director and the latest amendments to the charter		
2.	• for LLC: issued by the state registry,		
	• for stock companies and other legal entities: issued by the state depository, or by the state registry if the information refers to the director and the latest amendments to the charter		
	For pledge formalization: joint reference issued by the relevant branch of the Republic of Armenia State		
3.	Cadaster with respect to the pledge of real estate		
4.	Documents (if any) certifying the origin of and title to the collateral, as well as other rights thereto:		
	• in case of real estate: documents certifying the basis for the title specified in the ownership certificate		
	• in case of movable property: documents certifying the basis for the title to the movable property		
	• Information on pledgors (if not borrowers at the same time)		
	• For individuals:		
	<ul> <li>Copies of passports,</li> <li>If married: marriage certificate and spouse's passport; if the spouse is deceased –</li> </ul>		
	death certificate		
	• If single:		
	• Single status certificate issued by the archive or relevant branch of the		
	<ul> <li>Registry Office, or single status declaration verified by the notary</li> <li>If divorced: certificate of divorce</li> </ul>		
	• If divorced: certificate of divorce • For legal entities: charter, certificate of registration, copy of director's passport, as well as		
	documents provided for in paras 1 and 2 of this part.		
5.	Collateral appraisal report (if required)		
6.	Collateral insurance certificate/policy (upon request)		
7.	Mining agreements and other ecology-related agreements, permits, certificates, licenses, etc., required under		
	the applicable Armenian laws and regulations		

# Other documents may also be required depending on the case specifics

<sup>&</sup>lt;sup>2</sup> Geodetic measurement is required for any land other than fenced plots or grounds attached to house, if:

<sup>-</sup> The requested loan amount exceeds AMD 50 million, and

<sup>-</sup> Share of credit limit to be secured by such land plot exceeds 30% of total available credit limit. For the purposes of this document total available credit limit means the sum of all loan proceeds made available to client by decision of the bank's authorized body within acceptable LTV ratio and subject to disbursement at the given moment.

12CIB SM 72-04

# INFORMATION GUIDE to SME Loans Provided to Corporate Clients

Edition 1 Effective date: January 15, 2020

# 6. Miscellaneous

## Provision of loans

To get a loan you can visit any branch office of the Bank.

Loans are disbursed via credit to the account.

Loans, lines of credit, overdrafts, purchase order finance, etc. can be provided for any reasonable term not shorter than 1 month.

## <u>Loan Security</u>

SME loans should be secured by cash, cash flows, real estate, movable property, guarantees, pledge of shares, agreements or pledge of other rights. Maximum LTV ratios:

- a) Up to 80% of appraised value of collateral (in case of real estate) for loans with up to 96-month term; 90% if the debt service coverage ratio of the borrower is 1.5 or higher; up to 70% if the loan term exceeds 96 months (not applicable to energy loans);
- b) In case of movable property
  - 60% if the debt service coverage ratio of the borrower is 1.5 or higher and the loan term does not exceed 96 months;
  - up to 80 percent of the value of the movable property to be purchased or the property that has been acquired during 6 months preceding submission of the loan application, where the loan term is up to 96 months
- c) Up to 30% of appraised value of collateral in case of inventories (finished goods, raw materials, etc.). Note that the share of this kind of collateral cannot exceed 40% of total pledge.
- d) max 50% of average monthly bank account turnover for the most recent period from 6 (min) to 12 (max) months, for cash flows
- e) for shares:
  - up to 80% of appraised value of collateral in case of running business
  - up to 60% of appraised value of collateral in case of business not yet running

#### Interest Calculation

Interest is calculated at nominal interest rate based on outstanding loan. The calculations are based on a 365-day year. Annual percentage rate (APR) shows the cost of loan in case of proper and timely performance of obligations under the agreement. The annual percentage rate is calculated on the basis of underlying components, is indicative and may change during the term of the agreement depending on the premature payment of the loan by the borrower, as well as on the change of components included in APR calculation. APR is calculated by the following formula:

$$A = \sum_{n=1}^{N} \frac{K_n}{(1+i)^{\frac{D_n}{365}}}$$

where

A – amount of loan (principal amount provided by the lender to the borrower)

- n sequence number of payment
- N sequence number of the last payment
- Kn amount of the n<sup>th</sup> payment

Dn - time from the day of the loan disbursement until the day of n<sup>th</sup> payment, expressed in days

i - annual percentage rate, calculable if other input data are known from loan agreement or otherwise

#### Interest Calculation Example

Loan principal: AMD 7,000,000 Annual interest rate: 15% Loan term: 60 months

#### Daily interest will make: 7,000,000\*15/100/365=2,876.7

Interest on credit lines/overdrafts is accrued on utilized amount on daily basis. Non-utilized amounts can also bear interest.

#### Change of nominal rate

The Bank is entitled to review and change the interest rate and lump-sum disbursement fee during the term of loan agreement, based on interest rate fluctuations on funds borrowed and/or allocated by the Bank on the financial market and/or if there are real preconditions for changing the interest rate. In either case we will give you notice 30 days in advance.

Λ	$\wedge M$	ER	<b>∧</b> B	<b>NNK</b>
---	------------	----	------------	------------

12CIB SM 72-04

# **INFORMATION GUIDE**

Edition 1 Effective date: January 15, 2020

# to SME Loans Provided to Corporate Clients

## Loans in foreign currency

## ATTENTION! Changes in exchange rate can affect the amount of loan payments.

When calculating annual percentage rate it should be taken into account that payments of loans in foreign currencies are made using funds on accounts in that currency, or, where the funds are insufficient, other accounts in any other currency. Exchange is performed at the rate effective in the Bank at that moment, therefore actual annual percentage rate can change depending on changes in the exchange rate of the given currency.

## <u>Loan decision</u>

Loan decisions are made within 10 business days after the customer submits all required documents. The bank's decision is communicated to the client within 1 business day. The loan is issued to the borrower only after execution of security agreements specified in the agreement. Furthermore, in case of pledge of property, the loan is issued to the borrower within 1 business day upon proper fulfillment of the following conditions precedent: (i) signing of pledge agreements in accordance with the Armenian laws and regulations, such agreements prepared in form and substance satisfactory to the Bank, (ii) insurance of the collateral (upon the Bank's request) by an insurance company cooperating with the Bank, (iii) fulfillment of other terms of loan by the client.

### What may help you to get your factoring application approved

- Financial standing
- Banking/credit history
- Security
- Management quality
- Business environment
- Business and credit history, etc. of affiliates/subsidiaries

## Why your loan might be rejected

- The information (documents and other data) is not trustworthy or is incomplete.
- The borrower's declared income is not sufficient to repay the obligations.
- The borrower has bad credit history, overdue and/or classified liabilities (including liabilities to third parties).

## Charges and fees payable in case of loans secured by property

Immovable or movable property being pledged should be appraised by an appraisal company cooperating with the bank. The company is selected by the client from the offered list. Appraisal fee: AMD 7,000-30,000 depending on the property. On a case-by-case basis, the fee for appraisal of major items of property may be negotiable.

Fees payable for loans secured by vehicles or real estate:

- Notary fee: AMD 14,000-16,000 lump-sum (in case of pledge of vehicles)
- Notary fee: AMD 13,000-20,000 lump-sum (in case of pledge of real estate)
- Notary fee: AMD 13,000-18,000 lump-sum (in case of pledge of plant and equipment)
- Fee for unified statement on encumbrance of property: AMD 10,000
- Security interest filing fee: AMD 26,000
- Fee of the Police of the Republic of Armenia (for lien and pledge of movable property): AMD 5,000 lump sum
- The property is to be insured by a specialized organization which charges commissions and fees pursuant to its tariffs and rates which can change from time to time. Insurance premiums are within the following range:

Insurance premium	% of loan amount
Real estate	0.15-0.25
Equipment	0.2-0.35
Working assets	0.3-0.5
Vehicle	2.5

The bank requires insurance to cover at least the outstanding loan. Where the property is insured for its full value, it is the authority of the insurance company to decide whether to consider the market or liquidation value of the property.

Λ	<b>NM</b>	ERI	∧B∧	NK
---	-----------	-----	-----	----

12CIB SM 72-04

# INFORMATION GUIDE to SME Loans Provided to Corporate Clients

Edition 1

Effective date: January 15, 2020

#### Insurance Companies Cooperating with Ameriabank

insurance companies cooperating with Ameridaank			
Insurance Company	Address	Phone:	
Nairi Insurance ILLC	10 V. Sargsyan St., off. 110 (Piazza Grande Business Center), Yerevan	(+37460) 500060	
ROSGOSSTRAKH-ARMENIA ICJSC	1 Northern Ave., Yerevan	(+37410) 591010	
Ingo Armenia CJSC	51, 53 Hanrapetutyan St., area 47, 48, 50, Yerevan	(+37410) 592121	
Reso ICJSC	62 Komitas Ave., area 93-93/1, Yerevan	(+37460) 275757	

#### Appraisal Companies Cooperating with Ameriabank

Appraisal Company	Address	Phone:
Cost Consult LLC	1 Buzand St., Yerevan	+374 77 471925,
Cost Consult LLC	i buzanu St., rerevan	+374 91 471925, +374 91 471925
Finlaw LLC	50 Nalbandyan St., apt. 3, Yerevan	(+374 10) 50 60 00
		(+374 60) 74 74 00 (mob.)
		(+374 91) 91 11 55 (mob.)
		(+374 77) 78 05 10 (mob.)
VM-RP LLC	8 Vardanants Blind Alley, # 3, Yerevan 8, թիվ 3	(+374 10) 58 87 97
Believe LLC	9-14 Mashtots Ave., Yerevan	(+374 94) 22 11 11 (mob.)
Inex LLC	45/403 Orbeli Yeghbayrneri St., Yerevan	(+374 77) 51 81 16 (mob.)
		(+374 55) 51 81 15 (mob.)
		(+374 41) 04 22 87 (mob.)
For Smart Consult LLC	30/3/128 Gylbekyan St., Yerevan	(+374 11) 27 76 67
		(+374 91) 17 76 67 (pgg.)
		(+374 41) 17 76 67 (pgg.)
		(+374 98) 17 76 67 (mob.)

# This information is also available at Ameriabank CJSC's website www.ameriabank.am and may be requested via the channels specified below.

Due to various reasons, we may ask you for more information and documents. Where required under the Republic of Armenia Law "On Combating Money Laundering and Terrorism Financing", we may request you to provide additional information and documents to conduct "Know your customer" checks, as well as ask further questions during verbal communication. If it is not possible to identify the client in a proper manner or to maintain the accounts we may restrict access to the phone banking service. Furthermore, to find out whether you are a US taxpayer we may collect additional information in accordance with the agreement executed with the US under the Foreign Account Tax Compliance Act (FATCA).

Statements. We will provide to you the statements of your credit accounts through communication channels and at frequency agreed between you and us and/or in accordance with the Armenian laws and regulations. The statements are provided by post, email, Internet-Bank or in person at any branch of the Bank.

#### Ameriabank CJSC

2 Vazgen Sargsyan St., Yerevan, 0010, Armenia

Phone: (+374 10) 56 11 11

Fax: (+374 10) 51 31 33 Email: office@ameriabank.am; www.ameriabank.am