

### FACTORING TERMS AND FEES

| No.   | <b>1. DOMESTIC FACTORING</b>   |  |
|-------|--|--|
| 1.1   | Application fee <sup>1</sup>   | AMD 15,000   |
| 1.1.1 | Application fee for revision of terms of finance <sup>2</sup>  | AMD 10,000<br>(except as otherwise provided for in agreement)                          |
| 1.2   | Annual interest rate   | from 12%   |
| 1.3   | Factoring provision fee (lump sum)   | 0,6%– 3,0% of invoice amount,<br>but no less than AMD 10,000                           |
| 1.4   | Term of finance (max time span between provision of finance and fulfillment of liabilities under assigned claim) | 120 days   |
| 1.5   | Ratio of finance amount to amount of assigned claim  | up to 90%  |
| 1.6   | Type of security   | pledge, warranty, guarantee or without additional security                             |
| 1.7   | Client's account with Ameriabank CJSC and finance amount turnover through it                                     | required   |
| 1.8   | Business history of the client   | at least 1 year of operation after getting registered at the State Register of Armenia |
| 1.9   | Payment against assigned claim   | wire transfer, deferred payments permitted   |
| 1.10  | Late payment fee per day <sup>3</sup>  | 0.13%  |

| No.   | <b>2. DOMESTIC CLASSIC FACTORING *</b>  |  |
|-------|---|--|
| 2.1   | Application fee <sup>1</sup>  | free of charge   |
| 2.1.1 | Application fee for revision of terms of finance <sup>2</sup>   | AMD 10,000 (except as otherwise provided for in the agreement)     |
| 2.2   | Annual interest rate<br>(calculated from the date of financing for the approved days but not more than for 120 days inclusive, based on a 365 day-year) | from 14%,<br>but no less than AMD 20,000                           |
| 2.3   | Minimum amount of financing   | AMD 1,000,000  |
| 2.4   | Maximum term of financing (maximum time span between provision of financing and settlement of liabilities under the assigned claim)                     | up to 120 days inclusive   |
| 2.5   | Required condition  | the Debtor should be in the list of companies approved by the Bank |
| 2.6   | Client's account with Ameriabank CJSC and factoring amount turnover through it  | Required   |
| 2.7   | Late payment fee per day <sup>3</sup>   | 0.13%  |

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\* This type of factoring is provided without the right of recourse.

| No.   | <b>3. EXPORT FACTORING</b>  |   |
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| 3.1   | Application fee <sup>1</sup>  | AMD 30,000  |
| 3.1.1 | Application fee for revision of terms of finance <sup>2</sup>   | AMD 10,000<br>(except as otherwise provided for in the agreement)                     |
| 3.2   | Ratio of factoring financing amount to the amount of assigned claim   | up to 85% of the invoice amount 85%   |
| 3.3   | Annual interest rate  | from:<br>USD - 7%<br>Euro - 6%<br>RUB - 12%   |
| 3.4   | Factoring provision fee (lump sum)  | 0,5%– 3,0% of invoice amount,<br>but no less than AMD 12,000                          |
| 3.5   | Term of financing (maximum time span between provision of financing and settlement of liabilities under the assigned claim) | up to 180 days  |
| 3.6   | Type of security  | pledge, warranty, guarantee or without additional security                            |
| 3.7   | Client's account with Ameriabank CJSC and factoring amount turnover through it  | required  |
| 3.8   | Business history of the client  | at least 1 year of operation after getting registered at the State Register of the RA |
| 3.9   | Payment against the assigned claim  | non-cash payment, installment payments permitted                                      |
| 3.10  | Late payment fee per day <sup>3</sup>   | 0.13%   |

| No.   | <b>4. IMPORT FACTORING</b>                                    |  |
|-------|---|--|
| 4.1   | Application fee <sup>1</sup>                                  | AMD 30,000   |
| 4.1.1 | Application fee for revision of terms of finance <sup>2</sup> | AMD 10,000<br>(except as otherwise provided for in the agreement)  |
| 4.2   | Fee for provision of guarantee under two-factor scheme        | 0.4%-1% per quarter <sup>4</sup> (chargeable lump-sum at the time of provision of guarantee for the entire term), but not less than AMD 15,000 and not more than AMD 500,000 |
| 4.3   | Fee for collection of accounts receivable                     | up to 3% of the invoice amount, but not less than AMD 20,000   |
| 4.4   | Fee for review/processing of invoice                          | AMD 5,000  |
| 4.5   | Fee for financial advisory                                    | negotiable   |
| 4.6   | Type of security  | pledge, warranty, guarantee or without additional security   |
| 4.7   | Client's account with Ameriabank CJSC                         | required   |
| 4.8   | Business history of the client                                | at least 1 year of operation after getting registered at the State Register of the RA  |
| 4.9   | Late payment fee per day <sup>3</sup>                         | 0.13%  |

<sup>1</sup> The fee is charged in case of approval of factoring finance.

<sup>2</sup> Subject to approval of the application, the fee for revision of terms is charged to the Client's account held with the Bank, based on the opinion/reference issued as a result of the analysis conducted by the appropriate unit of the Bank. For the purposes of these tariffs changes in the terms of signed application for cession of monetary claim shall not be treated as revision of the terms of finance, unless otherwise provided for by the resolution of the Bank's authorized body.

<sup>3</sup> In case of actual application of fines and/or penalties their annual rate and/or total sum of fines and penalties shall be regulated by applicable limits defined under the legislation of Armenia.

<sup>4</sup> For calculation of the fee, incomplete quarter is considered as complete quarter.