

**Retail Lending Terms and Conditions  
(Home Mortgage Loan)1**

Edition 58

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**Home Purchase Loan (secondary market)**

Purpose	Purpose	(i) Purchase of residential property for residential, lease or investment purposes, or (ii) transfer of a loan for purchase of property for residential, lease or investment purposes from another bank/credit organization to Ameriabank CJSC		
Client's personal details	Eligible age of client/co-borrower/guarantor	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. 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.		
	Residency	Citizens and non-citizens of Armenia who are resident in Armenia		
Loan terms	Currency	AMD	USD	EUR
	Minimum and maximum loan limit	AMD 3,000,000 - AMD 150,000,000	USD 5,000 - USD 300,000	EUR 5,000 - EUR 300,000
	Term (months)	60		
	Nominal annual interest rate, property insurance included <sup>1</sup>	Fixed	Fixed	Fixed
		14.0%	11.5%	9.0%
	Annual percentage rate, property insurance included	Fixed	Fixed	Fixed
		<u>14.97-17.21%</u>	<u>12.17-15.39%</u>	<u>9.42-12.45%</u>
	Term (months)	61-240		
	Nominal annual interest rate, property insurance included <sup>1</sup>	Adjustable fixed (rate can be changed starting from the 37th month)	Adjustable fixed (rate can be changed starting from the 37th month)	Adjustable fixed (rate can be changed starting from the 37th month)
		Fixed component 5.5% + variable component (base rate)	Fixed component 9.0% + variable component (base rate)	Fixed component 8% + variable component (base rate)
	Annual percentage rate, property insurance included	Adjustable fixed (rate can be changed starting from the 37th month)	Adjustable fixed (rate can be changed starting from the 37th month)	Adjustable fixed (rate can be changed starting from the 37th month)
		<u>14.94-17.17%</u>	<u>11.03-14.18%</u>	<u>8.85-11.84%</u>
	If repayment schedule is differentiated or mixed, the applicable interest rate is increased by 0.5%.			
	If the collateral related ratios (loan-to-value ratio) deviate from those approved by the internal regulations of the Bank, the applicable interest rate is increased by 0.25%.			

	Other terms related to the interest rate	If the creditworthiness criteria deviate from those approved by the internal regulations of the Bank (any or several of the declared income related criteria, OTI and OSM), the applicable interest rate is increased by 0.25%.
		If the client prefers a lending option without the early repayment fee, the applicable interest rate is increased by 0.5% (not applicable to loans secured by cash or bonds).
		Where insurance is obtained by the client, the interest rate is decreased by 0.05%.
		In case of other deviations, the applicable interest rate may be increased by 0.25%.
	Lump sum disbursement fee	N/a
Cashing of loan amount by the borrower or seller	AMD: Free Other currency: 0.5 %	
Minimum down payment	At least 5% of the appraised market value of the property	
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 5% of contractual loan amount is repaid each year; interest payable on monthly basis)
Security	Eligible collateral	<ol style="list-style-type: none"> <li>The loan is secured by the real estate being purchased. The Bank may consider as additional security pledge of other real estate to the reasonable satisfaction of the Bank, as well as cash in Ameriabank or bonds issued by Ameriabank.</li> <li>If the borrower wishes to purchase property under construction without registered certificate of title, the loan will be secured by other Armenia-based real estate to the reasonable satisfaction of the Bank.</li> <li>If the borrower wishes to purchase property abroad, the loan will be secured by Armenia-based real estate to the reasonable satisfaction of the Bank.</li> </ol>
	Loan-to-value (LTV) ratio	<p>Maximum loan amount is:</p> <ol style="list-style-type: none"> <li>For AMD loans: 80%<sup>1</sup> (if in Yerevan) and 70% (if in the regions of Armenia) of the lower of the two: appraised market value or purchase price of pledged property,</li> <li>For foreign currency loans: 70%<sup>1</sup> (if in Yerevan) and 60% (if in the regions of Armenia) of the lower of the two: appraised market value or purchase price of pledged property,</li> <li>up to 100% of the value of cash in Ameriabank or bonds issued by Ameriabank.</li> </ol>
	Location of real estate to be pledged	Yerevan, regional centers of Armenia, towns where Ameriabank has branches, as well as Jrvezh, Arinj, Dzoraghbyur, Kasakh, Tsaghkadzor, Masis and Yeghvard
	Appraisal of the collateral	Pledged property to be appraised by an appraising partner of the Bank.
	Additional security	The Bank may request guarantees of individuals and/or companies as additional security.
Insurance of the collateral	Insurance of the collateral	<p>Insurance for pledged real estate to be obtained on an annual basis throughout the loan term:</p> <ul style="list-style-type: none"> <li>- If by the Bank: to the extent of outstanding loan</li> <li>- If by the client: at least to the extent of outstanding loan</li> </ul>
		<b>Required documents filed together with the loan application</b>
		• Loan application
		• ID [original]
		• Certificate of ownership of property to be purchased/pledged [copy]
		• Other documents as the bank's specialist may request
		<b>Documents required after initial approval</b>
• Proof of employment and/or other income		

Required documents	Required documents	• Marriage (divorce, spouse death), birth certificate (original)
		• Certificate of title to real estate to be pledged (original)
		• Geodetic measurement report of land plot to be pledged**
		• Initial real estate appraisal report
		• Other documents as the bank's specialist may request
		<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)
		• Real estate appraisal report (final)
		• Tax clearance certificate for the real estate
		• Documentary proof that the down payment was made in a non-cash manner (e.g.: original receipt, or, if paid electronically, a document showing that the electronic payment was confirmed). Such proof is not required if the payment was made from the accounts held with the Bank and the Bank specialist has exported the payment document from the system.
		• Other documents as the bank's specialist may request
Early repayment fee	Early repayment fee	At any time during a contractual year the borrower can make an early repayment to the extent of outstanding principal amount of loan for that contractual year. A contractual year is each period of 12 months following the date of execution of credit agreement. Where the amount of early repayment exceeds the specified limit, the following fees are charged: <ul style="list-style-type: none"> <li>• Max 0.6% of early repayment, if made during the first year of agreement</li> <li>• Max 0.4% of early repayment, if made during the second year of agreement</li> <li>• Max 0.2% of early repayment, if made during the third year of agreement</li> </ul>
Late payment fines and penalties	Late payment fines and penalties	The interest rate specified in the loan agreement will continue to be applied to overdue loans. Fine in the amount of 0.13 % of overdue loan/interest for each day of delay.
Other fees	Other fees payable by the client	<ul style="list-style-type: none"> <li>• Fee for unified statement from the State Committee of Real Estate Cadaster of the Government of the Republic of Armenia</li> <li>• Fees for notarization of pledge (real estate) and filing of the bank's security interest under pledge agreement</li> </ul>

†These terms have been previously known as Retail Lending Terms and Conditions under code 11RBD PL 72-03-01. Some of the Bank documents may contain references to these terms and conditions under the former name and code.

**1. Depending on the creditworthiness of the borrower, term of loan and LTV ratio, a higher or lower interest rate can be applied.**

\*\*Geodetic measurement is required for any land other than fenced plots or grounds attached to house, if:

- Client has applied for a loan above AMD 50 million, and

- 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.

\*\*\*The annual percentage rate (APR) may differ from the above specified values if there is any or a few of the following factors:

- When the property insurance is obtained by the Bank at the customer's request

- When the borrower selects differentiated or mixed form of loan repayment

- If there are deviations from the creditworthiness criteria approved under the internal regulations of the Bank

- If additional property is pledged as collateral

- If there are other deviations