

 AMERIABANK	AMERIABANK CJSC		11RBD PL 72-03-02	
RETAIL SME LENDING TERMS			Edition 48	
			Effective date: November 1, 2021	
Automatically approved SME loans for purchase of solar panels and water heating systems				
Loan type	Automatically approved SME loans for purchase of solar panels and water heating systems			
Purpose	Purchase of solar panels and water heating systems			
Clients	LLCs and individual entrepreneurs with at least 6-month business history			
Sectoral restrictions	According to the Exclusion List			
Creditworthiness assessment	Based on approved score card			
Currency	AMD	USD	EUR	
Minimum and maximum loan limit	AMD 3 million - 30 million or its equivalent in foreign currency The loan can be disbursed in tranches where the share of each tranche is determined in accordance with the cooperation agreement with the vendor, provided that the share of the last tranche is at least 20% of the loan principal and is provided after insurance of the solar facilities.			
Term (months)	84 (with an up to 6-month grace period)			
Fixed interest rate in case of financing of projects with cashback option	13% (APR: 14.2-15%)	9% (APR: 9.8-10.4%)	7% (APR: 7.6-8.2%)	
Fixed rate on internal resources	12% (APR: 13.1-13.8%)	8% (APR: 8.7-9.3%)	7% (APR: 7.6-8.2%)	
Standard fixed annual rate under GAF “Development of the Renewable Energies” program	8.5%-9.5% (APR: 8.5-10.0%)	N/a	N/a	
Standard fixed annual rate on the loans financed under GAF “Energy Efficiency for SMEs” program	8.5%-10.0% (APR: 9.0-10.7%)	N/a	N/a	
Loan disbursement fee	1% of the loan amount			
Loan cashing	N/a			
Repayment	Annuity (equal monthly installments consisting of a portion of loan and a portion of interest)			
Security	1. Pledge of cash flows through the account 2. Personal guarantee of the business founder and beneficial owner (for LLCs) 3. Pledge of the solar panels and water heating systems being bought			
Early repayment fee	At least 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 in case of loans provided for purchase of solar panels and water heating systems In case of early repayment of the loan, whether in full or in part, the fee will not be charged if such loan is prepaid out of the loan proceeds provided by Ameriabank CJSC to the borrower for that particular purpose. In case of loans in the amount of up to AMD 5 million or its equivalent in foreign currency, any early repayment fines, fees, increase of rates or any other means affecting the borrower's condition are not applied.			
Late payment fines and penalties	The interest rate specified in the loan agreement shall continue to be applied to overdue loans. Fine in the amount of 0.13 % of overdue loan/interest for each day of delay			
Down payment	5% minimum. If the borrower and the vendor sign a buyback or debt waiver agreement, there is no down payment.			
Insurance of property	In case of financing for purchase of solar panels and water heating systems, if the insurance is obtained by the bank, the insurance related costs are included in the loan interest rate. Insurance shall be obtained within 10 days upon installation of the solar panels/solar water heating system.			
Dealing with the cashback in case of finance for purchase of solar power plants and water heating systems with a cashback option	If financing is provided for purchase of solar panels and water heating systems with a cashback option, at least 60% of the amount refunded (taking into account applicable taxes) is used for the loan repayment. In such a case the early repayment fees are nor applied. This requirement is not applicable if the buyer (borrower) has provided at least 10% down payment.			