

 AMERIABANK		AMERIABANK CJSC		11RBD PL 72-03-02	
RETAIL SME LENDING TERMS				Edition 53	
				Effective date: April 01, 2022	
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	
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)			
Standard adjustable annual rate (rate can be changed starting from the 49th month) in case of financing with a cashback option (EBRD)		Fixed component 4.5% + variable component (base rate) (APR: 0-10.4%)		Fixed component 8.5% + variable component (base rate) (APR: 0-7.3%)	
Fixed rate on internal resources		12.0% (APR: 13.1-13.8%)		8.0% (APR: 8.7-9.3%)	
Standard fixed annual rate under GAF “Development of the Renewable Energies” program		8.5%-9.5% (APR: 8.5-10.0%)		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	
Loan disbursement fee		1% of the loan amount			
Loan cashing fee		Not applicable in case of AMD withdrawals from the borrower's account 1% of the amount withdrawn in case of foreign currency withdrawals			
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			
Loan service fees ¹	Modification of the loan terms	AMD 25,000			
	Substitution of pledged property (for real estate; including change of the property owner)	AMD 20,000			
	Substitution of pledged property (for vehicles; including change of the owner of the pledged vehicles)	AMD 10,000			
	Provision of pledge-related consents, permissions and references	AMD 10,000 (VAT included)			
	Change of the loan repayment date	AMD 10,000			
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, however it is not applicable if the lump-sum or total amount of the prepaid loan is up to 20% of the contractual amount. 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.			

¹ The fee is charged if the modification is requested by the client. Where there are several applicable fees for the same modification, the highest fee is charged and only once. Fees are not applicable in case of loans secured by cash, bonds and metal accounts. If the modification implies adding new collateral or involving a new guarantor, no fee is charged. These fees do not apply to loans to agro-processing industry.