


**RETAIL SME LENDING TERMS**
**Edition 54**
**Effective date: May 2, 2022**
**6. POS/consumer finance/account turnover-based SME overdrafts on business cards (Visa Business/MasterCard)**

Loan type	Overdraft on business card based on the volume of your POS transactions, consumer finance or account turnover		
Purpose	Business expansion; financing of current operations and other investments; transfer of outstanding business loans with other banks and credit organizations to Ameriabank CJSC		
Clients	Legal entities and individual entrepreneurs with at least 6-month business history		
Sectoral restrictions	According to the Exclusion List		
Creditworthiness assessment <sup>1</sup>	According to the approved criteria		
Currency	AMD	USD	EUR
Minimum and maximum loan limit	<ul style="list-style-type: none"> <li>Up to 40% of average monthly cash flows through accounts with Ameriabank during the most recent 612 months, within AMD 1,000,000-20,000,000 or its equivalent in foreign currency</li> <li>The credit limit for the client with at least 3-month cash flow history with Ameriabank shall be based on the cash flows through the client's accounts with Ameriabank for 3 months and the net turnover with the other banks for at least 39 preceding months, within AMD 1,000,000-20,000,000, provided that the client transfers his/her accounts turnover with other banks to Ameriabank.</li> </ul> <p>If credit line is issued to clients offering consumer financing who have POS-terminals:</p> <ul style="list-style-type: none"> <li>Difference between 10x of the average monthly POS or consumer finance turnover via the existing accounts with Ameriabank and amount of collateral-free loans at Ameriabank, within AMD 1,000,000-20,000,000 or its equivalent in foreign currency</li> <li>The same approach is applied to the net turnover through accounts with other banks provided that such POS or consumer finance turnover is transferred to Ameriabank.</li> </ul>		
Term (months)	<b>12 months</b>		
Annual interest rate (fixed)	15.5% (APR: 17.9%)	12.5% (APR: 14.5%)	11% (APR: 12.8%)
Term (months)	<b>36 months</b>		
Annual interest rate (fixed)	16.5% (APR: 18.3%)	13.5% (APR: 14.8%)	12% (APR: 13.1%)
Term (months)	<b>60 months</b>		
Annual interest rate (fixed)	17.5% (APR: 19.3%)	14.5% (APR: 15.8%)	13% (APR: 14.1%)
Annual interest rate (fixed) if the credit line is issued to clients offering consumer financing and having POS-terminals	15% (APR: 16.1-18.6%)	12% (APR: 12.7-15.1%)	10.5% (APR: 11-13.4%)
Other terms related to the interest rate	<p>If the line of credit/overdraft is secured by cash or bonds issued by Ameriabank, the interest rate is:</p> <ul style="list-style-type: none"> <li>Applicable interest rate for cash/bond + 4%, but in any case not more than the rates specified above, if the loan and the collateral are in the same currency</li> <li>Rates specified above, if the loan and the collateral are in different currencies</li> </ul> <p>Where insurance of the collateral is obtained by the bank at the with of the client, the rate of interest is increased pro rata the share of each type of the collateral in the total value of the collateral by:</p> <ul style="list-style-type: none"> <li>2.5% if the collateral is vehicle, or</li> <li>0.5% if the collateral is plant and equipment.</li> </ul> <p>Where the insurance of real estate is obtained by the client, the interest rate will be reduced by 0.05%, based on the share of each type of assets in the total collateral.</p> <p>If the LTV ratio differs from the ratio specified herein, the interest rate is increased by 0.25%.</p> <p>If the creditworthiness ratios differ from the ratios approved by the internal regulations of the Bank (DSCR), the applicable interest rate is increased by 0.25%.</p> <p>In case of other deviations, the applicable interest rate may be increased by 0.25%.</p>		
Loan disbursement fee	1% of the loan amount • N/a in case of overdrafts issued via business cards on the basis of POS/consumer finance turnover		
Loan modification application fee	N/a		
Card issuance	Free		
Annual service	AMD 20,000		
Additional card issuance	Free		
Annual service of additional card	AMD 5,000		
Card blocking	Free		
Keeping the card in international STOP-LIST <sup>2</sup> (for 7 days)	AMD 9,000		
Card unblocking	Free		
Maximum daily cash withdrawal limit	10		
Cash withdrawal	<p>. From Ameriabank ATMs and cashing centers: n/a</p> <ul style="list-style-type: none"> <li>From ATMs and cashing centers of other banks servicing ArCa cards: 1.5%, minimum AMD 1,000</li> <li>From other ATMs and cashing centers: 2%, minimum AMD 2,000</li> </ul>		
Non-cash transactions	Free		

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	Quick activation of the card account balance (maximum within 1 hour after depositing of funds)	AMD 2,000	
	Review of card credit limit	AMD 3000	
	SMS notification (for transactions in the amount of AMD 10,000 or foreign currency equivalent and more)	Free	
	Card-to-card transfers	0.2%	
Forms of loan repayment	Grace period	N/a	
	Repayment	Monthly repayment of interest, with the payment of principal at the end of the term. Any payments and credits to the card account shall be applied for the settlement of interest outstanding as of the moment.	
Security	Eligible security	1. Pledge of cash flows through the account 2. In case of turnover-based overdrafts issued via business cards, a guarantee by another individual and/or entity is required. Furthermore, the source of the guarantor's income should not depend on the financed business, and there should be no material delays in the guarantor's credit history (no more than overdue 30 days within the recent 2 years but max 10 consecutive days)	
	Description of eligible additional collateral	Real estate <sup>3</sup> , vehicles, plant and equipment to the reasonable satisfaction of the bank, metal accounts in gold, cash and bonds issued by Ameriabank	
	LTV ratio (based on the liquidation value of the additional security)	1. Up to 40% of average monthly net cash flows If credit line is issued to clients offering consumer financing and having POS-terminals, 10x of average monthly POS or consumer finance turnover (Should this ratio be breached during the loan term, the credit limit may be reviewed or revoked)  2. In case of additional security the credit limit may exceed 40% of the average cash flows, in which case the LTV ratio for the amount over the credit limit shall be as follows below: 1. Up to 100% if the loan is secured by real estate 2. 50% if the loan is secured by a vehicle 3. 40% if the loan is secured by plant and equipment, but not more than 30% of the value of aggregate pledge 4. 80% if the loan is secured by metal accounts in gold 5. If the loan is secured by cash/bonds issued by Ameriabank: -90% if currency of the collateral is the same as of the loan -70% if currencies of the collateral and the loan are different	
	Age of vehicles to be pledged	Max 12 years for foreign brand vehicles other than vehicles made in Russia, China and Iran, in which case max age is 8 years	
	Location of real estate to be pledged	Armenia/Artsakh	
	Property appraisal	Pledged assets to be appraised by an appraising partner of the bank.	
	Additional security	Individual guarantees by founders and beneficial owners of businesses are a required condition. The Bank may request guarantees by other individuals and/or companies as additional security.	
	Insurance of property	The insurance of the pledged real estate is to be obtained only if it is or will be used for business purposes. The insurance of real estate, vehicles and plant and equipment is maintained throughout the loan term: 1. If by the Client: at least for the amount of the outstanding principal/credit limit 2. If obtained by the Bank: to the extent of the outstanding principal/credit limit. The following vehicles are not subject to insurance: • Vehicles transporting hazardous materials (toxic substances, chemicals, radioactive and explosive materials) • Vehicles to be used in races, test drives; vehicles which have three wheels, snow removers, motorcycles, special purpose vehicles • Taxis and rental cars	
Loan service fees <sup>4</sup>	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	
Additional fees payable by the client (where there is additional collateral apart from the account turnover)	1. Fee for the unified statement from the State Committee of the Real Estate Cadaster adjunct to the RA Government; fee for police reference on vehicles encumbrance 2. Notary fee for registration of pledged real estate; fee for state registration of the bank's security interest under the real estate pledge agreement; Fee for the certificate of registration of the security interest in the vehicle		
Early repayment	N/a		
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		

<sup>1</sup> No creditworthiness ratios are calculated and no business analysis and proof of income are required for loans secured by cash and metal accounts in gold.

<sup>2</sup> Suspension of unauthorized card transactions worldwide



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<sup>3</sup> 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.

<sup>4</sup> 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.