

AMERIABANK		AMERIABANK CJSC		11RBD PL 72-03-02	
RETAIL SME LENDING TERMS				Edition 51	
				Effective date: March 4, 2022	
2. Retail SME credit lines (overdraft) secured by assets					
	Loan type	Retail SME credit lines (overdraft) secured by assets ¹			
	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 ²	According to the approved criteria			
Loan terms	Minimum and maximum loan limit	AMD 3 million - 150 million or its equivalent in other currency			
	Currency	AMD	USD	EUR	
	Term (months)	12-36 months			
	Annual interest rate (fixed) ³	13.5% (APR: 15.2-16.6%)	10.5% (APR: 11.8-13.1%)	9% (APR: 10.1-11.5%)	
	Term (months)	37-60 months			
	Annual interest rate (fixed) ³	14.5% (APR: 15.7-16.3%)	11.5% (APR: 12.6-12.9%)	10.5% (APR: 10.9-11.2%)	
	Loans ³ issued out of other program resources ⁴	8.5%-15.0% (APR: 8.9%-21.4%)	5.5%-12.0% (APR: 5.6%-17.7%)	4.0%-11.0% (APR: 4.1%-16.5%)	
	Annual interest rate on non-utilized amounts	Up to 3%			
	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"> - 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 - Rates specified above, if the loan and the collateral are in different currencies <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"> • 2.5% if the collateral is vehicle, or • 0.5% if the collateral is plant and equipment. <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			
	Loan cashing fee	As per the tariffs of the bank effective at each particular time			
	Repayment	According to the schedule or at the end of the maturity period			
Security	Eligible collateral	Real estate ⁵ , 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)	<p>The value of the loan security is included in the estimation of the LTV ratio in an amount not more than:</p> <ol style="list-style-type: none"> 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 with Ameriabank 5. If the loan is secured by cash/bonds issued by Ameriabank: <ul style="list-style-type: none"> -90% if currency of the collateral is the same as of the loan -70% if currencies of the collateral and the loan are different 			
	Location of real estate to be pledged	Armenia/Artsakh			
	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			
	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	<p>The insurance of the pledged real estate is to be obtained only if it is or will be used for business purposes.</p> <p>The insurance of real estate, vehicles and plant and equipment is maintained throughout the loan term:</p> <ol style="list-style-type: none"> 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. <p>The following vehicles are not subject to insurance:</p> <ul style="list-style-type: none"> • 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 				
	Modification of the loan terms	AMD 25,000			
Loan service fees ⁶	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			

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	Provision of pledge-related consents, permissions and references	AMD 10,000 (VAT included)	
	Change of the loan repayment date	AMD 10,000	
	Other fees payable by client	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	

¹ This facility can be provided either on a current bank account (overdraft) or on a special credit account (line of credit).

² 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.

³ Depending on the creditworthiness of the borrower, term of loan and LTV ratio, a higher or lower interest rate is applied in accordance with the annex forming an integral part of these terms.

⁴ The list of resources, their value and margin are determined by the Financial and Operational Department.

⁵ Geodetic measurement is required for any land other than fenced plots or grounds attached to house, if:

⁶ 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