

## TARIFFS AND TERMS OF TRADE FINANCE TOOLS

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the date specified below.*

### 1. GENERAL PROVISIONS

1. Commissions payable by RA residents are charged in AMD. In case of commissions expressed as percentage of amounts denominated in foreign currency, currency conversion will be performed at non-cash sell rate of the given currency set by the Bank as of the commission payment date. Commissions payable by non-resident legal entities are charged in the following manner:  
For the fees and rates specified in this document in Armenian Drams - in AMD  
For the commissions expressed as percentage of amounts denominated in foreign currency - in the respective currency.
2. If the funds on the Client's accounts in the currency of the commission to be charged are not sufficient, the Bank shall be entitled to charge the whole or part of commission to the Client's accounts in other currency at the following rates:  
For exchange of Armenian Drams to foreign currency - non-cash sell rate of the given currency defined by the Bank as of the payment date  
For exchange of other currency to Armenian Drams - non-cash buy rate of the given currency defined by the Bank as of the payment date  
Currency exchange from Client's accounts in different currencies is performed at the order defined by the Bank, unless the Client defines another order.
3. All postal, telecommunication and SWIFT expenses, as well as third bank costs (other than commissions for guarantee issuance and confirmation of LCs and standby LCs) are charged additionally, based on their actual accrual.
4. The Bank may review and change the tariffs from time to time, notifying the clients through making the changes available for them on the website or within the Bank premises and in cases envisaged by law, also by making them available to the Client via other communication channels specified by the Client. The amendments and additions take effect on the date fixed by the Bank, but not earlier than the client notice date (in case of individuals - not earlier than 7 (seven) business days after the Client notice date), unless a longer term of notification is defined by the Republic of Armenia laws and regulations.
5. Based on long-term cooperation between the Bank and the Client, volume of transactions and other sound reasons, the Bank may apply tariffs and rates different from those defined herein. All such tariffs will be regulated by additional documents and/or agreements.
6. All commissions subject to VAT include VAT.
7. In case of termination of services, fees paid before termination are not subject to recalculation and are not refundable.
8. A daily fee of 0.13% is defined for late payments. Whenever applied, the maximum annual rate and/or aggregate amount of fines and/or penalties shall be within the limits defined under the laws and regulations of the Republic of Armenia.

### FACTORING

#	<b>1. DOMESTIC FACTORING</b>	
1.1	Factoring application fee <sup>i</sup>	AMD 15,000
1.1.1	Application fee for review of terms of finance <sup>ii</sup>	AMD 10,000 (except as otherwise provided for in the agreement)
1.2	Annual interest rate	from 12%
1.3	Factoring provision fee (lump sum)	0,6%– 3,0% of invoice amount, but no less than AMD 10,000
1.4	Term of finance (max time span between provision of finance and fulfillment of liabilities under assigned claim)	120 days
1.5	Ratio of finance amount to amount of assigned claim	up to 90%
1.6	Type of security	pledge, warranty, guarantee or without additional security
1.7	Client's account with Ameriabank CJSC and finance amount turnover through it	required
1.8	Business history of the Client	at least 1 year of operation after getting registered at the State Register of Armenia
1.9	Payment against assigned claim	wire transfer, deferred payments permitted

#	<b>2. DOMESTIC CLASSIC FACTORING</b> (this type of factoring is provided without the right of recourse)	
2.1	Factoring application fee <sup>i</sup>	N/A
2.1.1	Application fee for review of terms of finance <sup>ii</sup>	AMD 10,000 (except as otherwise provided for in the agreement)
2.2	Annual interest rate (calculated from the date of financing for the approved days)	from 14% but no less than AMD 20,000
2.3	Minimum amount of finance	AMD 1,000,000

2.4	Maximum term of finance (maximum time span between provision of finance and settlement of liabilities under the assigned claim)	Up to 120 days (inclusive)
2.5	the Debtor should be in the list of companies approved by the Bank	required
2.6	Client's account with Ameriabank CJSC and finance amount turnover through it	required

#	<b>3. EXPORT FACTORING</b>	
3.1	Factoring application fee <sup>i</sup>	AMD 30,000
3.1.1	Application fee for review of terms of finance <sup>ii</sup>	AMD 10,000 (except as otherwise provided for in the agreement)
3.2	Ratio of finance amount to amount of assigned claim	up to 85% of the invoice amount
3.3	Annual interest rate	USD: from 7% EUR: from 6% RUB: from 12%
3.4	Factoring provision fee (lump sum)	0.5%-3% of invoice amount, but no less than AMD 12,000
3.5	Term of finance (maximum time span between provision of finance and settlement of liabilities under the assigned claim)	Up to 180 days
3.6	Type of security	pledge, warranty, insurance, guarantee or without additional security
3.7	Client's account with Ameriabank CJSC and finance amount turnover through it	required

3.8	at least 1 year of operation after getting registered at the State Register of the RA	required
3.9	Payment against assigned claim	wire transfer, deferred payments permitted

#	4. IMPORT FACTORING	
4.1	Factoring application fee <sup>i</sup>	AMD 30,000
4.1.1	Application fee for review of terms of finance <sup>ii</sup>	AMD 10,000 (except as otherwise provided for in the agreement)
4.2	Fee for provision of guarantee under two-factor scheme	0.4%-1% per quarter <sup>iii</sup> (chargeable upfront, lump-sum for the entire term) but not less than AMD 15,000 and not more than AMD 500,000
4.3	Fee for collection of accounts receivable	up to 3% of the invoice amount, but no less than AMD 20,000
4.4	Fee for review/processing of invoice	AMD 5,000
4.5	Fee for financial advisory	negotiable <sup>iv</sup>
4.6	Type of security	pledge, warranty, guarantee or without additional security
4.7	Term	agreement-based
4.8	Client's account with Ameriabank CJSC	required
4.9	At least 1 year of operation after getting registered at the State Register of the RA	required

<sup>i</sup> The fee is charged in case of approval of factoring finance.

<sup>ii</sup> Subject to approval of the application, the fee for revision of terms is charged to the Client's accounts held with the Bank, based on the opinion/reference issued as a result of the analysis conducted by the appropriate unit of the Bank. For the purposes of these tariffs changes in the terms of signed application for cession of monetary claim shall not be treated as revision of the terms of finance, unless otherwise provided for by the resolution of the Bank's authorized body.

<sup>iii</sup> For calculation of the fee, incomplete quarter is considered as complete quarter.

<sup>iv</sup> The tariff is defined based on the written arrangement between the Bank and the Client.

**LETTER OF CREDIT (LC)**

#	<b>1. IMPORT LC</b> (LCs issued upon Client's request )	
1.1.	Issuance of non-confirmed LC	0.15% per quarter <sup>v</sup> , min AMD 40,000 for the entire term <sup>vi</sup>
1.2.	Issuance of LC with confirmation of other banks	0.15% per quarter <sup>v</sup> , min AMD 40,000 for the entire term <sup>vi</sup> , confirmation: negotiable
1.3.	Amendment, including cancellation, of LC	<b>AMD 40,000</b> In case of extension of term or increase of amount an additional LC issuance fee is charged pro rata increased amount/extended period.
1.4.	Payment or acceptance under LC	<b>0.2%, min AMD 10,000,</b> <b>max AMD 65,000</b>
1.5.	Check of documents "without discrepancies"	<b>AMD 40,000</b>
1.6.	Check of documents "with discrepancies"	AMD 70,000 or equivalent in transaction currency (if the beneficiary is a non-resident), payable by the other party to the transaction

#	<b>2. EXPORT LC</b> (LCs in favor of Client)	
<b>2.1.</b>	<b>Advising of LC or LC amount increase</b>	<b>0.1% of (increased) LC amount, min AMD 40,000, max AMD 250,000</b>
<b>2.2.</b>	<b>Advising of other amendment and other LC-related notices</b>	<b>AMD 40,000</b>
2.3.	Drafting of LC text and negotiation of terms	AMD 30,000
2.4.	Check of documents	<b>AMD 40,000</b>
2.5.	Confirmation of LC by Ameriabank	Negotiable <sup>vii</sup>
2.6.	Discount/financing by Ameriabank under LC	negotiable <sup>vii</sup>
2.7.	Execution (payment and acceptance) of issued LC	0.5%, min AMD 50,000,
2.8.	Transfer of LC	0.15% per quarter <sup>v</sup> , min. AMD 40,000 for the entire term

2.9.	Execution of reimbursement instruction of issuer	Negotiable <sup>vii</sup>
2.10.	Payment under reimbursement instruction	<b>AMD 60,000</b>

<sup>v</sup> For calculation of the fee, incomplete quarter is considered as complete quarter. (charged upfront, lump-sum),

<sup>vi</sup> In case of issuance within a credit limit an additional fee is charged as pre-agreed.

<sup>vii</sup> The tariff is defined based on the written arrangement between the Bank and the Client.

#### BANK GUARANTEE<sup>a</sup>

#	1. GUARANTEES ISSUED BASED ON CLIENT' APPLICATION	
1.1.	Issuance of guarantees by Ameriabank	
1.1.1.	With cash collateral	<b>0.3% per quarter<sup>viii</sup> (charged upfront, lump sum for the entire term), min AMD 20,000</b>
1.1.2.	With other collateral	0.75% per quarter <sup>viii</sup> , min <b>AMD 20,000</b> for the entire term
1.1.3.	Other collateral (simplified procedure in case of up to AMD 50 million guarantees)	<ul style="list-style-type: none"> <li>• In case of up to AMD 20 million guarantees: only within the scope of tenders and requests for bids/proposals (signed contracts<sup>ix</sup>) announced by the Government authorities and agencies of Armenia, local municipalities of Armenia, state entities and state-owned companies<sup>x</sup>, under the following terms: <ul style="list-style-type: none"> <li>✓ Security: pledge of cash flows on the bank accounts with Ameriabank, warranty given by the owners/shareholders</li> <li>✓ A guarantee issuance fee: 0.95% per quarter<sup>viii</sup>, min AMD 25,000 for the entire term</li> <li>✓ Maximum term: 2 years</li> </ul> </li> <li>• In case of up to AMD 50 million guarantees: <ul style="list-style-type: none"> <li>✓ Security: pledge of cash flows on the bank accounts with Ameriabank, warranty and real estate provided by the owners/shareholders</li> <li>✓ A guarantee issuance fee: 0.75% per quarter<sup>viii</sup>, min <b>AMD 20,000</b> for the entire term</li> </ul> </li> </ul> <p>Maximum term: 2 years</p>
1.2.	A guarantee issuance fee is charged for replacement of cash with other collateral.	The fee is equal to the difference between the fee already charged for issued guarantee secured by cash and the fee applicable to guarantees secured by other assets.
1.3.	Amendment of guarantee terms	AMD 35,000. In case of increase of the guarantee amount or extension of the term, an extra guarantee issuance fee will be charged pro rata the increased amount/extended period.
1.4.	Termination of guarantee upon the client's request	AMD 25,000
1.5.	Payment on demand	0.5% of the amount payable, min AMD 50,000

<sup>a</sup> These tariffs are also applicable to standby LCs.

1.6.	Indirect guarantees (issued through intermediary banks)	Negotiable <sup>xi</sup>
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#	2. SERVICE OF GUARANTEE ISSUED BY OTHER BANKS	
2.1.	Issuance of bank guarantee by Ameriabank under counter-guarantee of another bank	Negotiable <sup>xi</sup>
2.2.	Advising of guarantee or guarantee amount increase	0.1% of (increased) guarantee amount, min AMD 40,000, max AMD 250,000
2.3.	Advising of other amendment and other guarantee-related notices	AMD 40,000
2.4.	Drawing payment claim under guarantee	AMD 40,000

<sup>viii</sup> For calculation of the fee, incomplete quarter is considered as complete quarter.

<sup>ix</sup> The client should have 2+ years of experience in performance of works or provision of services (at least a contract per year) within the scope of contractual relationships with the state authorities and/or local municipalities.

<sup>x</sup> For the purpose of this clause, Government authorities and agencies of Armenia, local municipalities of Armenia, state entities and state-owned companies are considered to be the entities and companies defined as such under the laws and regulations of the Republic of Armenia.

<sup>xi</sup> The tariff is defined based on the written arrangement between the Bank and the Client.

### INTERNATIONAL COLLECTION

#	1. BUYER'S COLLECTION (collection issued for client)	
1.1.	Advising of collection instruction/amendment	AMD 20,000
1.2.	Documents against payment/acceptance	0.2%, min AMD 10,000, max AMD 65,000

#	2. SELLER'S COLLECTION (collection issued upon client's request)	
2.1.	Issuance of collection order	0.3%, min AMD 50,000, maximum AMD 300,000
2.2.	Amendment of collection instruction	AMD 35,000

**ESCROW**

#	1. FOR CORPORATE CLIENTS <sup>b</sup>	
1.1.	Escrow service fee	For transactions within 500 million AMD or foreign currency equivalent: 0.3% of escrow amount, min AMD 50,000, max AMD 1,000,000, chargeable lump-sum For transactions exceeding 500 million AMD or foreign currency equivalent: agreement-based, min AMD 1,000,000
1.2.	Amendments to escrow agreement	AMD 35,000 for each supplementary covenant. In case of increase of escrow amount an extra escrow service fee will be charged pro rata the increased amount.
1.3.	Check of documents received under escrow agreement	AMD 10,000
1.4.	Cash withdrawal	In accordance with the Bank's Tariffs for Corporate Clients <sup>c</sup> (Section 3, "Cash Transactions")
1.5.	Transfers	In accordance with the Bank's Tariffs for Corporate Clients <sup>d</sup> (Section 4, "Transfers")

#	2. FOR INDIVIDUALS	
2.1.	Escrow service fee	
2.1.1.	In case of purchase and sale of real estate or vehicles registered in the RA between individuals	For transactions up to AMD 100 million or foreign currency equivalent: AMD 40,000 For transactions from AMD 100 million to AMD 500 million or foreign currency equivalent: 0.15% of escrow amount For transactions exceeding 500 million AMD or foreign currency equivalent: agreement-based, min AMD 1,000,000
2.1.2.	In case of sale of the property pledged at the Bank to secure the credit obligations of an individual:	AMD 25,000
2.1.3.	In other cases	For transactions within 500 million AMD or foreign currency equivalent: 0.3% of escrow amount, min AMD 50,000, max AMD 1,000,000, chargeable lump-sum

<sup>b</sup> At least one of the parties to the Escrow Agreement executed/to be executed with the Bank is a legal entity or an individual entrepreneur.

<sup>c</sup> Ameriabank CJSC Tariffs for Corporate Clients (12CIB/11RBD PL 72-01-02, approved by Management Board Resolution # 03/11/15 dated May 20, 2015) Available at <https://ameriabank.am/useful-links>

<sup>d</sup> Ameriabank CJSC Tariffs for Corporate Clients (12CIB/11RBD PL 72-01-02, approved by Management Board Resolution # 03/11/15 dated May 20, 2015) Available at <https://ameriabank.am/useful-links>



		For transactions exceeding 500 million AMD or foreign currency equivalent: agreement-based, min AMD 1,000,000
2.2.	Amendments to escrow agreement	AMD 25,000 for each supplementary covenant. In case of increase of escrow amount an extra escrow service fee will be charged pro rata the increased amount.
2.3.	Check of documents received under escrow agreement	N/A
2.4.	Cash withdrawal	In accordance with the Bank's Tariffs for Individuals <sup>e</sup> (Section 3, "Cash Transactions")
2.5.	Transfers from escrow account	In accordance with the Bank's Tariffs for Individuals <sup>f</sup> (Section 4, "Transfers")

<sup>e</sup> Ameriabank CJSC Tariffs for Individuals (11RBD PL 72-01-01, approved by Management Board Resolution # 03/59/15 as of May 27, 2015). Available at <https://ameriabank.am/useful-links>

<sup>f</sup> Ameriabank CJSC Tariffs for Individuals (11RBD PL 72-01-01, approved by Management Board Resolution # 03/59/15 as of May 27, 2015). Available at <https://ameriabank.am/useful-links>

