

ARMSWISSBANK’s MAIN TERMS OF LENDING *
(for corporate clients)

Trade Finance Loans ¹

Terms *	Import promotion loans	Order financing loans	Export promotion loans	Pre export and post export financing with EIA (Export Insurance Agency of Armenia)****2
Purpose of the Loan	Import of working capital and equipment	Supply of goods/provision of services stipulated by the contract / competitive tender	Funding the purchase of goods/services stipulated by the export contract	
Lending method	Cash/Non cash			
Maximum amount	700,000,000 AMD or equivalent foreign currency	60% of the contract amount, but not more than AMD 300,000,000 or equivalent foreign currency	70% of the contract amount, but not more than AMD 300,000,000 or equivalent foreign currency	Depending on the conditions of the insurance limit of EIA
Currency	USD, EUR	AMD, USD, EUR	AMD, USD, EUR	AMD, USD, EUR

¹ Export companies are provided with additional discounts and benefits (in AMD, in foreign currency)

² Supplemental discounts are provided for loans secured by the EIA insurance policy.

Maximum term	For the duration of the given product's business cycle but no longer than 24 months	Reasonable term according to the contract but no longer than 12 months		In case of pre-export financing for the duration of the product' business cycle but no longer than 18 months, in case of post export financing - according to the differed payment terms defined in the supply contract
Grace Period		Up to 11 months		According to the differed payment terms defined in the supply contract
Payment schedule	Annuity or equal payments of the loan or lump sum payment at maturity	Onetime payment: from the earnings amount as defined by the contract		One-time or according to the graphic of planned revenues defined in supply contract
Interest rate		AMD 15-16% USD 8.5-10% EUR 7.5-9%	AMD14-15% USD 8-9% EUR 7-8%	At the moment, the declared "Export Promotion Credits" (see side table) is 1 percentage point lower than the annual interest rate
Overdraft commission fee		-		0.25% of the limit amount, min AMD 25,000, max AMD 250,000
Loan commission fee		0.5% onetime payment, minimum AMD 50,000		In case of pre export financing according to the terms of EIA insurance limit, in case of post export financing starting from 0.1% calculated on the invoice amount, depending on the maturity of the loan

Types of collateral	Fixed assets (including real assets and movable assets), guarantees of third parties	Guarantees of the supplier companies' shareholders, members of the executive body and other individuals acceptable to the Bank. Contract performance of other insurance		Guarantees of the supplier company's shareholders, members of the executive body and other physical entities acceptable by the Bank. Insurance of loan repayment and non-payment of the buyer from EIA. Collateral of the rights on receiving the payment from
Collateral assessment	Required	-		
Insurance:	At the bank's request, at least the amount of the loan balance	cargo insurance	loan repayment and non-payment risk insurance by EIA	
Terms of financing		Financing is made when contracts with buyers acceptable for the Bank, letters of credit and guarantees are present		
		The supplier should not have overdue liabilities including overdue tax liabilities		
		The supplier should use the amount received only for the payments of the goods/services ordered by the buyer.	In case of pre export financing the client must use the loan amount for purchasing raw materials and on other expenses (packing, transportation and others) for the implementation of the export contract, in case of post export financing there are restrictions in the case of post-withdrawal financing.	
		The Bank can define other terms of financing based on the specifics of the given transaction.		
Daily penalty against % of the repayable amount		0.1%		
Daily penalty against overdue interest amounts		0.1%		
Interest rate overdue loan amount	According to the requirements of the 411 article of RA Civil Code			
Penalty in case of prepayment calculated on the prepayed amount (in case of a line of credit the penalty is	1%	-		

calculated against the limit of the loan)		
Penalty for hindering loan monitoring activities	AMD 100,000	In case of pre export financing according to the terms of EIA insurance limit
Penalty for using the loan or part of the loan for purposes other than those stipulated	10% of the amount used for purposes other than those stipulated	In case of pre export financing according to the terms of EIA insurance limit
Changes/Review of the present contract (loan, collateral, bank guarantee, etc.)	AMD 50,000	
Loan approval decision	Within 10 business days after the client submits all the required documents to the Bank	
Notifying the client about the approval decision	2 business days	
Actual transfer of the loan amount	Within 3 business days after the client submits all the documents required for processing the loan	
Review of terms of the approved but not yet granted loan	AMD 50,000, but no more than the commission fee charged for the previous decision	

*- Loan applications that do not match the above mentioned criteria can be refused by the Bank or approved with a 1-2 percentage point higher interest rate.

** - The following cases are considered as (but not limited to) changes in the present contract if the Credit Committee of the Bank doesn't make resolutions for other specific cases:

- Revision of the payment schedule defined in the loan agreement if a prepayment fee is not specified.
- Revision of other terms of the loan agreement (interest rate, purpose of the loan, lending method, etc.) according to the client's application.
- Revision of the terms of the security, including the main terms of the collateral or guarantee agreements, complete or partial redemption of the collateral before maturity according to the client's application, etc.