APPENDIX

Approved with new edition

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of "ARMSWISSBANK" CJSC

Directorate

Effective since 16.03.2022

Business Development Loan¹

ARMSWISSBANK's MAIN TERMS OF LENDING *

	(lor corpor			
Terms	Loan	Revocable line of credit	Overdraft	
Minimum and maximum amount / AMD	AMD 10,000,000- 3,000,000,000 or equivalent currency	200% of the client's bank accounts' average monthly net credit turnover, but not more than AMD 10,000,000- 200,000,000	50% of the average monthly net credit turnover of the client's bank accounts for the last six months, from AMD 5,000,000 to AMD 50,000,000 or equivalent. The Bank may unilaterally review the current overdraft limit until full limit closure, based on financial monitoring results or the customer's previous six month bank turnover.	
Maximum and minimum term of maturity (month)	6- 120	6-120 6-36 6-36		
Maximum grace period (month)	12 -		-	
	Nominal	interest rate ¹		
Fixed interest rate in AMD Variable interest rate ²	14.00-14.75% 13.25- 14.50% 15.00-15.75%		16.00-16.75%	
Fixed interest rate in USD Variable interest rate ²	9.50- 11.00% 9.00- 10.50%	10.50- 12.00%	11.50-13.00%	
Fixed interest rate in Euro Variable interest rate ²	8.00- 9.50% 7.75- 9.25% 9.00- 10.50%		10.00-11.50%	
Procedure for setting variable interest rates	In case of AMD loans 13.25-14.50%, for the first 24 months, main index 1 * for 25-120 months, + (4,5-6.0)%, if the main index is unavailable main index 11 (secondary index) + (4.5-6.0%), In case of USD loans - 9.0-10.5% for the first 24 months, main index 2 * + (8.5-10.5%) for the 25-120 months, main index 21 (secondary index) + (8.5-10.0%), In case of EUR loans - 7.75- 9.25%, for the first 24 months, main index 3 + (8.5-10.0%) for the 5-120 months, main index 31 (secondary index) + (8.5-10.0%)			

(for corporate clients)

Repayment procedure	By monthly annuity payments with equally fees: Monthly interest payments	Monthly interest payments	In case of overdrafts, the amount received within 45 days is subject to full repayment
Loan commission fee The minimum fee is paid at the time of Submitting the loan application. In case of approval, the remaining amount is paid up and in case of refusal the paid amount is returned without any charges	0.5%, min. 50,000 AMD	0.25%, mir	1.25,000 AMD
	SME COMPETITIVENE	SS PROGRAMME	
Minimum and maximum amount / AMD		AMD 1,000,000- 1,000,000,000	
Target companies segment and goal	Loans should be directed to: ✓ modernization of production, ✓ Improvement of working conditions, ✓ The use of green technologies, ✓ Promotion of competitiveness in local and international markets The main segments are: ✓ Construction, food processing, industry, processing technologies, renewable energy, heating / cooling systems		ational markets
Fixed interest rate in USD	9.00-9.50%		
Maximum term / year	2 - 5		
Maximum grace period / month	6		

Special notes	 Eligible loans provide to borrowers have cashback of up to 15% of the principal amount of the loan, which is funded by the EU4Business initiative. At least 70% of investments must have an energy efficiency component Not eligible for funding under the program: the purchase of land, investments in the mining and road construction sector, tax payments, lending to financial and insurance companies, short-term investments in the real estate sector (eg residential construction, refinancing), investments outside the territory of the Republic of Armenia.
Loan commission fee The minimum fee is paid at the time of Submitting the loan application. In case of approval, the remaining amount is paid up and in case of refusal the paid amount is returned without any charges	0.5%, min. 50,000 AMD

GAF "SME SUPPORT" PROGRAM

Minimum and maximum amount / AMD	AMD 1,000,000- 160,000,000
Target companies segment and goal	Companies meeting the SME classification according to the RA legislation. Capital investments, working capital, operating expenses, etc.
Fixed interest rate in AMD	11.00- 12.50%
Maximum term / year	up to 5 years
Maximum grace period / month	Up to 18 months
Special notes	Within the framework of the program, consumer loans, mortgage loans for the purchase and renovation of residential real estate, non-private beneficiaries, renewable credit lines, project loans, etc. are not subject to financing.
Loan commission fee The minimum fee is paid at the time of Submitting the loan application. In case of approval, the remaining amount is paid up and in case of refusal the paid amount is returned without any charges	0.5%, min. 50,000 AMD

GAF "ENERGY EFFICIENCY FOR SMES" PROGRAM

Minimum and maximum amount / AMD	AMD 1,000,000 - 1,000,000
Target companies segment and goal	Companies that meet the criteria of SME classification defined by the RA legislation
Fixed interest rate in AMD	9.00- 10.00%
Minimum / Maximum term (year)	7 years
Maximum grace period / month	6 months
Special notes	Within the framework of the program, consumer loans, mortgage loans for the purchase and repair of residential real estate for non-private beneficiaries (owned by a proportion of resident owners of less than 50% in Armenia), gambling-related loans, foreign exchange related loans, the acquisition of cars not directly related to the Borrower's economic activities, the refinancing of liabilities to other banks or financial institutions, the activities listed in the IFC Exception List, loans for taxes, duties and customs payments. Appropriate energy audits are performed to evaluate the energy efficiency of some projects
Loan commission fee The minimum fee is paid at the time of Submitting the loan application. In case of approval, the remaining amount is paid up and in case of refusal the paid amount is returned without any charges	0.5%, min. 50,000 AMD

Lending method	Cash, non-cash
Payment method	By monthly annuity payments with equally fees: Monthly interest payments
Collateral	Real estate, fixed assets, personal guarantees of third parties
Maximum loan/collateral ratio	Up to 80%
Request for collateral insurance	at the request of the Bank, at least in the amount of the loan balance
Approximate annual cost of insurance /%	 Approximate annual cost of insurance 0.15-0.3% Annual equipment insurance premium is 0.2-0.5% of property value, Annual insurance premium for working capital accounts for 0.3-0.5% of property value, The annual insurance premium for vehicles starts at 2.5% of property value.
Collateral valuation	Upon request by an independent estimating agency working with the bank
Approximate collateral valuation expense for each property unit	Residential property valuation starting from AMD 15,000 For non-residential property valuation starting from AMD 25,000 For vehicle valuation starting from AMD 8,000 For detailed information, see the list of specialized assessment organizations that work with the Bank
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 early repayment (in case of credit line the penalty is calculated from the limit amount)	Up to 1/2 - 3% of the loan term, Upon expiration of the contractual term - 1% Early repayment penalties may not be set, but in this case the interest rate will be raised by at least 1 percentage point
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
Review of approved / unpaid loan terms	AMD 50,000
Actual transfer of the loan amount	Within 3 business days after the client submits all the documents required for processing the loan
Changes/Review of the present contract (loan,	
Collateral, bank guarantee, etc.)	Up to AMD 50,000
	An amendment to an existing contract will be deemed to be at least the following, unless otherwise decided by the Credit Committee of the Bank:
	• Revision of the repayment schedule defined by the credit agreement, unless payment of penalty for early repayment is foreseen,
	• modification of other terms of the loan agreement (interest rate, loan purpose, method of settlement, etc.) according to the client's request,
	• modification of the basic terms of the security, including the pledge or guarantee agreement at the client's request, early or partial release of the pledge or guarantee, etc.
	• The tariff does not apply to changes to contracts that are the result of changes to another contract
Collateral registration	Notary fee - lump sum AMD 13.000-25.000 in case of real estate pledge
	• Real estate collateral registration fee - up to AMD 26,000
	• Collateral payments (for common reference and pledge) - lump sum AMD 5,000

*- 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.

**- Project financing refers to such startups (new business, new markets, etc.) and long term projects where the Bank makes at least 25% of the investments required for the realization of the project.

***- 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.
- The fee is not applicable when changes in contracts are a made as a consequence of changes in other contracts.

Trade Finance Loans²

Terms *	Import promotion loans	Order financing loans	Export promotion loans	Pre-export and post- export financing with EIA (Export Insurance Agency of Armenia)****3
Purpose of the Loan	Import for fixed and working capital purposes	Delivery of goods or services provided by Contract / tender	To obtain and / or prepare goods and / or services for the execut of an export contract, and in the case of post-export financing, the purpose of refinancing the expenses incurred in fulfilling th export contract	
Lending method	Non cash		Cash/Non cash	
Maximum and minimum amount	10,000,000 - 700,000,000 AMD or equivalent foreign currency	Up to 70% of the contractual cost of contractual supply of goods / services by the customer, minimum AMD 10,000,000, maximum AMD 300,000,000 or equivalent foreign currency	Up to 70% of the contractual amount, minimum AMD 10,000,000, maximum AMD 300,000,000 or equivalent foreign currency	Depending on the terms of the EIAA insurance limit
Currency	AMD, USD, EUR			
Maximum and minimum deadline	Turnover: from 1 to 12 months (per trading cycle for this product) and fixed assets up to 24 months	For a reasonable period of time stipulated in the signed contract, but not more than 12 months		
Maximum grace period	Working capital- up to 11 months. Fixed assets - up to 23 months	Up to 11 months	Depending on the payment terms set forth in the contract of supply	Depending on the payment terms set forth in the contract of supply

 2 Export companies are provided with additional discounts and benefits (in AMD, in foreign currency) 3 Supplemental discounts are provided for loans secured by the EIA insurance policy.

Payment schedule	One-time at the end of loan term	One-time from the amount of revenue provided by the supply contract	of the amount of re-	contract of supplyout venue provided for in ly schedule	At the end of the lump sum period or in accordance with the schedule provided by the supply contract, the proceeds of the supply contract
Interest repayment schedule				In case of pre-export financing, on a monthly basis , and in the case of post-export financing at the end of the term	
Nominal interest rate	AMD 13.50-14.50% USD 7.50-8.50%AMD 14.00-15.00% USD 9.50-11.50%AMD 13.00- 14.00% USD 7.50- 8.50%EUR 7.25-8.25%EUR 8.75-9.75%EUR 7.25- 8.25%		.50- 8.50%	AMD 12.50- 14.50% USD 7.00- 9.50% EUR 6.50- 9.00% R	
Fee limits	Limit amount 0.25%, min AMD 25,000				
Types of collateral	0.5% one-time, min AMD 50,000 0.5% one-time, min AMD 50,000 0.25% one-time, min AMD 50,000		In case of pre-export financing in accordance with the insurance limit approved by EIAA , and in the case of post-export financing, starting from 0.1% of the calculated amount		
Types of security	Fixed assets (including movable or immovable property), working capital, shares / stocks, personal guarantees of owners / managers	Rights arising from the supply cont credit , Fixed assets (including moval property), working capital, shares / guarantees of owners / mat	ble or immovable r stocks, personal	repayment and buyer i	es of owners / managers loan non-payment risk insurance after A, pledge claim

Collateral valuation	Upon request by the rating partner organization	-		-	-
Insurance	at the request of the bank, at least in the amount of the loan balance	cargo in	Isurance		credit risk and buyer default insurance by EIAA
In case of overdue loan amount daily penalty is % of the amount due		0.1%			
In case of interest repayment overdue, daily penalty -% of the amount due	0.1%				
Interest rate on overdue loan	Provided by the requirements of Article 411 of the RA Civil Code				
Penalty for non-purposeful use of loan amount or part thereof	of Up to 10% of non-targeted use In accordance with EIAA insurance		with EIAA insurance terms		
Amendment / revision of the terms of the current contract (loan, mortgage, bank guarantee, etc.)	AMD 50,000 An amendment to an existing contract shall be deemed to be at least the following, unless otherwise decided by the Credit Committee of the Bank: • revision of the repayment schedule defined by the loan agreement, unless payment of the penalty for early repayment is foreseen; • modification of other terms of the loan agreement (interest rate, loan purpose, method of settlement, etc.) according to the client's request, • modification of the principal terms of the security, including the pledge or guarantee agreement at the client's request, early or full release of the pledge or guarantee, and so on shall not apply to changes in contracts that are the result of a change in another contract.				
Deadline for making a loan decision	All documents required by the customer within 3-10 business days, depending on the specifics of the transaction, the amount, the history of cooperation with the bank, etc.				
Informing the customer about the loan decision		Up to 2 business da	ys		

Date and place of loan registration	within 3 business days after submission of all documents required by the client for the loa	n
Review of approved / unpaid loan terms	AMD 50,000, but not more than the commission / fee charged for the previous decision	
Approximate cost of insurance	 Annual property insurance premium is about 0.15-0.3% of property value, Annual equipment insurance premium is about 0.2-0.5% of property value, The annual premium for working capital accounts for about 0.3-0.5% of property value. The annual insurance premium for vehicles starts at about 2.5% of property value, Roadside insurance premiums start at about 0.13 percent of property value depending on the type of insurance covered. 	In the case of post-export and pre-export financing in accordance with EIAA tariffs www.eia.am
Approximate collateral valuation expense for each property unit	Residential property valuation starting from AMD 15,000 For non-residential property valuation starting from AMD 25,000 For vehicle valuation starting from AMD 8,000 For detailed information, see the list of specialized valuation companies that work with the H	Bank
Collateral formulation	 Notary fee - one-off 13.000-25.000 AMD in case of real estate pledge, Registration fee for real estate collateral - up to AMD 26,000 Fees on pledge of transport vehicle (for common reference and pledge) - lump sum AMD 5, 	,000
 **- The following cases are consid Revision of the payment s Revision of other terms of 	atch the above mentioned criteria can be refused by the Bank or approved with a 1-2 percentage point higher interest rate ered as (but not limited to) changes in the present contract if the Credit Committee of the Bank doesn't make resolutions chedule defined in the loan agreement if a prepayment fee is not specified. The loan agreement (interest rate, purpose of the loan, lending method, etc.) according to the client's application. The security, including the main terms of the collateral or guarantee agreements, complete or partial redemption of the col- n, etc.	s for other specific cases:

Project Financing Loans* ⁴

Terms *	
	Loan
Minimum/ maximum amount	20,000,000 - 3,000,000 AMD or Equivalent to other currency
Minimum/ maximum term/year	1-12
Maximum grace period/year	2
	Nominal interest rate1
Fixed intere Variable i	
Fixed interest rate in USD Variable interest rate 2	9.50- 11.00% 9.00- 10.50%
Fixed interest rate in EURO Variable interest rate 2	8.00- 9.50% 7.75- 9.25%
The procedure of interest rates	 In case of loans in AMD - for the first 24 months 13.25-14.50%, 25-120 months MI1*(main index), +(4.5-6.0)%, in case of unavailability of main index MI11(secondary index)+(4.5-6.0%), In case of loans in USD - for the first 24 months 9.0-10.5%, 25-120 months MI2* (main index)+(8.5-10.0%), in case of unavailability of main index MI21(secondary index) +(6.5-8.0%), In case of loans in EURO - for the first 24 months 7.75- 9.25%, 25-120 months MI3 (main index) + (8.5-10.0%), in case of unavailability of main index MI31(secondary index) +(8.5-10.0%)
	WITHIN THE FRAMEWORK OF GAF REDP
	Nominal interest rate
Fixed in AMD For licensed stations up to 5MW: AMD, USD, EUR	AMD 8.5%-9.5% USA 5.0%-5.5% /for licensed stations/ EUR 5.0%-5.5% /for licensed stations/

IN THE FRAMEWORK OF GAF'S "ENERGY EFFICIENCY FOR SMES" PROJECT

Minimum / Maximum loan amount	From AMD 1,000,000 to AMD 1,000,000
Target companies segment	Companies meeting the SME classification standards established by the RA legislation
Nominal interest rate fixed in AMD	9.00-10.00%

Maximum term/year	7			
Maximum grace period / month				
	6			
Special notes	Consumer loans are not eligible for financing under the project mortgage loans for the purchase and renovation of residential real estate, loans to non-private beneficiaries (who own 50 the resident residential owners in Armenia), loans related to gambling, securities and foreign currency trading, Acquisiti cars not directly related to the borrower's economic activity, refinancing of liabilities to other banks or financial institut Activities listed in IFC exemptions, loans for taxes, duties, and customs payments. Appropriate energy audits are performed to evaluate the energy efficiency of some projects			
WITHIN THE FRAMEV	VORK OF EBRD GCF-GEFF ARMENIA ENERGY EFFICIENCY LOANING PROGRAM *			
Maximum term/year	7			
	Nominal interest rate			
Minimum / Maximum loan amount	USD 30.000 - 3.000.000			
Fixed interest rate in USD	8.50- 9.50%,			

% calculation procedure	The interest is calculated on the loan deductible balance based on the 365 days a year : For EBRD Projects ` 360 days			
Providing method	non-cash form			
	non-cash form			
Repayment procedure	Monthly Annuity / Equal Payments, seasonal schedule, a grace period of up to 24 months is possibl. Loan interest is paid on monthly periodicity.			
Security	real estate, fixed and working capital, shares / stocks, third party guarantees			
loan/ collateral maximum limit	70%			
advance / own project size	In case of financing projects, the size of own investments should make at least 30% of total investments			
Fee providing: The minimum payment is paid at the time of applying for a loan: If the loan is approved the underpaid amount is refunded, and in case of rejection is returned without any deductions.	0.5%, minimum 100,000AMD			
Request for collateral insurance	at the request of the bank, at least the amount of the loan balance			
Approximate annual insurance expense	Annual insurance premium for real estate is 0.15-0.3% of property value			
/ %	• Annual equipment insurance premium is 0.2-0.5 of property value,			
	• Annual insurance premium for working capital accounts for 0.3-0.5 property value,			
	• The annual insurance premium for vehicles starts 2,5 property value			
Collateral valuation	Upon request by an independent estimating agency working with the bank			
Approximate collateral valuation	Residential property valuation starting from AMD 15,000			
expense for each property unit	• For non-residential property valuation starting from AMD 25,000			
	• For vehicle valuation starting from AMD 8,000			
	For detailed information, see the list of specialized assessment organizations that work with the Bank			

In case of overdue loan repayment daily	0.1%
penalty -% of the repayable amount	
In case of interest repayment overdue,	0.1%
daily penalty -% of the repayable	
amount	
Interest rate on overdue loan	Provided by the requirements of Article 411 of the RA Civil Code
Penalty in case of early repayment (in	Up to 1/2 - 3% of the loan term, Upon expiration of the contractual term - 1%
case of credit line the penalty is	
calculated from the limit amount)	
Penalty for obstructing monitoring	100,000 AMD
activities	
Penalty for non-purposeful use of loan	Up to 10% of non-targeted use
amount or part of it	
Amendment / revision of the terms of	Up to AMD 50,000
the current contract (loan, mortgage,	An amendment to an existing contract shall be considered at least the following cases, unless a separate decision for other
bank guarantee, etc.)	cases is made by the Credit Committee of the Bank `
	• Revision of the repayment schedule defined by the credit agreement, unless payment of penalty for early repayment is
	foreseen,
	• modification of other terms of the loan agreement (interest rate, loan purpose, method of settlement, etc.) according to the
	client's request,
	• modification of the basic terms of the security, including the pledge or guarantee agreement at the client's request, early or
	partial release of the pledge or guarantee, etc.
	The tariff does not apply to changes to contracts that are the result of changes to another contract

**Loans with deviations from these conditions may be rejected by the bank or approved at a high interest rate of 1-2 percentage points above the mentioned interest rate.

*** An amendment to an operating contract shall be deemed to be at least the following cases, unless otherwise decided by the Bank's Credit Committee:

a revision of the repayment schedule set out in the credit covenants, if the penalty for early repayment is not provided for,

change of other terms of the loan agreement (interest rate, purpose of credit, delivery method, etc.) according to customer's application,

alteration of the basic terms of the security, including the collateral or guarantee contract, full or partial early release of the collateral or guarantee, in accordance with customer's application, etc.

The tariff does not extend to the change of the contract whose alteration is the consequence of another contract.

Agricultural and entrepreneurial subsidized loans

		GENERAL CO	NDITIONS			
	Co-financing program	Program of subsidizing	State support program	Program for subsidizing	State financial lease support	
	for implementation of	interest rates on loans	for establishment of	interest rates to agro-	program for agro-food	
	modern irrigation	provided for the	vineyards, with modern	processing industry on loans	industry equipment in RA	
	systems	implementation of hail	technologies establishing	providing for agricultural		
Condition		protection networks in the	cultivated intensive	raw materials purchases		
		RA agricultureestablishing	orchards and berry			
		cultivated intensive	gardens in RAproviding			
		orchards and berry gardens	for agricultural raw			
		in RA	materials purchases			
	Implementation of	Implementation of anti-hail	Establishment of	Implementation of	purchase of agro-food	
Purpose	modern irrigation	networks	orchards and berry gardens	agricultural raw materials	industry equipment i	
Maximum amount	AMD 150,000,000 ii	Up to AMD 248,000,000	AMD 500,000,000	AMD 3,000,000,000	AMD 800,000,000	
Maximum deadline	3	7	8	1	8	
Nominal annual interest rate actually	Up to 13.00%, which is fully subsidized by the program/Intereset rate actually paid by the borrower: 0.0%/					
paid by the borrower iii						
% calculation procedure	% is calculated on the deductible balance of the loan amount, based on 365 days a year					
Providing method	Non-cash/cash			Non-cash		

Repayment procedure	A grace period may be set for	The principal amount of the loan	The grace period is minimum 2	The leasing amount is repaid		
	the principal amount of the loan	can be extended up to one year with		by equal payment of the		
	maximum 6 months per yearix.	a grace period. Loan interest is paid	Loan interest is paid on a monthly	principal amount. A grace		
	Loan interest is paid on a	on a monthly basis.	basis.	period of up to 6 months is		
	monthly basis.			possible per year. Loan		
	montiny basis.			interest is paid on a monthly		
				basis.		
Security	real estate fixed assets third par	ty guarantees, material resources.	Additional guarantees may be requ			
Security	*					
		n / mortgage - 70%.	mortgage -	80%.		
Issuance Fee - Minimum fee is paid at the time of loan application. If the	Up to 1% of lease amount					
loan is approved, the underpaid						
amount is refunded, and if rejected, it is refunded without any deductions.						
In case of overdue loan repayment	0.1%					
daily penalty -% of the amount due.	0.1 %					
Collateral	Real estate, fixed assets, personal guarantees of third parties					
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					
Collateral valuation	Upon request by an independent appraisal company cooperating with the bank					
Approximate collateral valuation						
expense for each property unit	 For appraisal of residential property starting from AMD 15,000 For non-residential property valuation starting from AMD 25,000 For detailed information on vehicle valuation starting from AMD 8,000, see the list of specialized valuation companies partnering with the Bank. 					

In case of early repayment penalty of the amount repaid	not defined
Penalty for obstructing monitoring activities	AMD 100,000

	intensive fruit and 0.5-5 hectares	
	of berth gardens.	