

ABB – BUSINESS IMPORT

Loans under Lending Program with "Development Bank of the Republic of Belarus" OJSC

1	Terms & Conditions	
1.1	Currency	US dollar
1.2	Annual interest rate on loan prior to payment of L/C	4%
1.3	Annual interest rate on loan after payment in favor of the exporter	Up to 1 year – 5-7% 1-3 years – 5-8% 3-5 years – 5-8.5%
1.4	Loan/collateral value	<ul style="list-style-type: none"> Up to 100% of funds available on deposit and bank accounts; in addition, in case of funds in the same currency - up to 100%, in case of funds different currencies - up to 95%, In case of immovable property - up to 70%, In case of movable property - up to 50%, In case of inventory holdings - up to 30%, but the share of given type of collateral in the structure of offered collateral must not exceed 30%, In case of cash flows – not more than 50% of average monthly net credit turnover on bank accounts for the last 12 months. The share of given type of collateral in the structure of offered collateral must not exceed 80%. Average monthly net credit turnover is calculated for the last 12 months, and for the last 6 months - if such party is Customer of the Bank for less than 12 months.
1.5	Period	1-60 months
1.6	Grace period	Up to 6 months
1.7	Manner of repayment	Uniform repayment of principal starting from 1-7 months of loan provision Monthly payment of interests
1.8	Amount	USD 1,000,000-2,000,000
1.9	Fine, penalty for early repayment	N/A
1.10	Maximum size of credited share under trade contract	85% of contract amount
1.11	Prepayment amount	Minimum 15%
1.12	Issuing of L/C	AMD 0
1.13	Confirmation by another bank of L/C issued by “ARMBUSINESSBANK” CJSC	AMD 0
1.14	Acceptance and verification of documents (per package)	AMD 0
1.15	Amendments to terms and conditions of L/C	AMD 0
1.16	Revocation/cancellation of L/C upon beneficiary's consent	AMD 0
1.17	Payment of L/C	AMD 0
2	Bank fees	

2.1	Fee for application review	AMD 10,000
2.2	Fee for loan maintenance	0.5% of contract amount, min. AMD 15,000
3	Security	
3.1	Collateral	Funds on deposit and bank accounts, movable and immovable property, guarantees, warranties, collateralized securities, shares, stakes, stocks, and cash flows (legal claim on funds), pledge of right, mixed and other collateral acceptable by the Bank.
3.2	Additional term	While pledging residential real property the Mortgagor provides justification of property rights, and if they were transferred to the Mortgagor under transaction of gift and the property was transferred during five years preceding the submission of a Loan application: 1. Additional collateral (donor’s surety) is required; inter alia, the amount of loan may not exceed 50% of appraised liquid value of collateral or 2. Additional collateral (third party surety) is required; inter alia, the amount of loan may not exceed 25% of appraised liquid value of collateral. * This sub-clause is not applicable if upon submission of a Loan application the donor is dead
3.3	Mandatory term	✓ In case of legal entity-customers – mandatory pledge of 100% shares, stakes, stocks of the owner(s); ✓ In case of legal entity-customers – mandatory pledge of the surety by the owner(s), holding 10% and more percent of shares, stakes, stocks.
4	Assessment and insurance of collateral	
4.1	Assessment of collateral	Assessment of immovable and movable property and PPE is carried out by independent evaluating companies that cooperate with the Bank. Assessment of securities, other property and rights acceptable by the Bank is carried out by independent evaluating companies that cooperate with the Bank, as requested.
4.2	Insurance	Applicable
4.2.1	Insurance premium charged	Up to 1 year – up to 2.3% 1 - 3 years - up to 4.8% 3 - 5 years - up to 7.4%
4.2.2	Frequency of charging insurance premium	As per agreement
5	Requirements to borrower	
5.1	Borrower	Legal entities, private entrepreneurs
5.2	Credit history requirements	<ul style="list-style-type: none"> • There should not be any overdue liabilities as of the day of decision-making (including for issued guarantees); • Total number of days outstanding on credit commitments during the past 12 months (including for issued guarantees) must not exceed 30 days; moreover, if the term of corporate customer’s activity is less than 1 year, then the number of days outstanding on credit commitments should not exceed 2 days for each month from the date of actual activity, on a cumulative basis); • Absence of arrest on accounts. • In case of a business loan secured under the right of claim on funds - a

		minimum net credit turnover in the Bank during the last 3 months prior to the date of consideration of the issue of granting the facility, in the amount acceptable by the Bank
5.3	Additional term	Financial indicators obtained after the analysis of the Borrower’s financial reports must meet the requirements of the Bank
6	Requirements to Guarantor	
6.1	Guarantor	A resident legal entity, private entrepreneur, natural person registered in Armenia or Artsakh
6.2	Requirements to Guarantor	<ul style="list-style-type: none"> • A legal person, private entrepreneur with not less than 6 months of uninterrupted activity, and natural person aged 21-63, • There should not be any overdue liabilities (including for issued guarantees), • Total number of days outstanding on credit commitments during the past 12 months (including for issued guarantees) must not exceed 30 days (if the term of the Borrower’s activity is less than 1 year, then the number of days outstanding on credit commitments should not exceed 2 days for each month from the date of actual activity, on a cumulative basis);
7	Additional terms	
7.1	Interest rate on overdue amount	Twofold amount of the settlement rate of the bank interest set by the Central Bank of RA
7.2	Penalty on overdue interest	0,13% per day