

Residential property purchase loan in USD

Loan terms¹	From 24 months up to 240 ² months.
Loan amount	From USD 5,000 to up to USD 400,000.
Loan to Value Ratio	<p>Loan amount cannot exceed:</p> <ul style="list-style-type: none"> • 80% of the purchased property value, in case if property is located in Yerevan and additional property in Armenia is pledged, provided total LTV ratio of two properties is maximum 75%. Bank accepts only one additional property as a pledge³ • 60% of the purchased property value, in case if property is located in Yerevan, no additional property is pledged • 50% of the purchased property value, in case if located elsewhere in Armenia, in case if additional property in Armenia is pledged • 30% of the purchased property value, in case if located elsewhere in Armenia, no additional property is pledged
Debt to Income Ratio	<ul style="list-style-type: none"> • For customers whose income is 100% in USD, the ratio of overall loan payments to net monthly income cannot exceed 50%, regardless of monthly income • For customers whose USD income comprises 50% or more of their monthly income, the following will apply: <ul style="list-style-type: none"> • 40%, if net monthly salary / income is < AMD350,000 • 50%, if net monthly salary/ income is ≥ AMD350,000 • For customers whose USD income comprises less than 50% of their total income, USD loan amount and DIR will be calculated so that monthly loan repayment amount in USD is fully matched by the USD share in customer's total income and the following will apply: <ul style="list-style-type: none"> • 40%, if net monthly salary / income is < AMD350,000 • 50%, if net monthly salary/ income is ≥ AMD350,000
Interest rate⁴	<p>Floating annual interest rate is calculated at Bank's USD base rate minus fixed Interest Rate Margin and it is currently equal to:</p> <p>9.25% - 0.25% = 9% 9.25% - 1.25% = 8% for PLUS and STATUS customers</p> <p>Where: 9.25% - Bank's USD Base Rate 0.25% - Fixed interest Rate Margin for purchase loans in USD</p> <p>Annual percentage rate starting from 9.71% from 8.61% for PLUS and STATUS customers</p> <p>Loan interest amount is being calculated based on the annual nominal interest rate, whereas the annual percentage rate or APR indicates how much would loan cost to borrower in case of repayment of interest amount and other payments under the defined timeline and terms.</p> <p>Loan interest is calculated in the loan currency on a daily basis for 365 days and for 366 days in case of leap year on the loan outstanding balance. Accrued interest for the loans in foreign currency is subject to repayment with the loan currency or in AMD along with the monthly principal amount.</p>



Loan account service fee (one off)⁵	<ul style="list-style-type: none">• AMD 100,000 if the loan amount is less than or equal to USD 75,000• AMD 200,000 if the loan amount is more than USD 75,000 <p>Account service fee will be charged from the customer's account on loan provision day.</p>
---	---

Please read loan Terms and Conditions before applying.

¹ Customer's minimum age is 18. Customer's age plus the loan term should not exceed 65 years.

² Loan term from 85 months to 120 months for Renovation loans and from 181 months to 240 months for Purchase loans are applicable for HSBC Bank Armenia payroll customers only. Loan term from 180 months to 240 months is applicable for buy-to-live purpose only, with maximum loan amount of USD 250,000.

³ In case of 60%-80% loan-to-value ratio loan maximum amount cannot exceed USD 250,000.

⁴ Depending on risk assessment results, loan application may be approved at a higher interest rate.

⁵ Not applicable for PLUS and STATUS customers

You are eligible to apply for a residential property purchase loan if you meet the below minimum criteria¹

Salaried account holders

You are an Armenian national or Armenian resident²

and

- Have an account with HSBC Bank Armenia CJSC (hereafter the Bank) and at least 3 months employment with a company maintaining satisfactory banking relationship with the Bank, and your net monthly salary is at least AMD 200,000 or USD 500

or

- Have an account with the Bank and at least 3 months employment with a company maintaining accounts with other banks in RA, and your net monthly salary is at least AMD 200,000 or USD 500. Salary should be transferred to your account with the Bank after loan drawdown (in case if prior salary transfer is not required by the Bank)³

or

- Have an account with any other bank with at least 6 months employment history and salary being transferred to your account for 6 months, and your net monthly salary is at least AMD 250,000 or USD 625

Non-salaried account holders

- You are an Armenian national or Armenian resident²

and

- Have satisfactory account record and banking relationship with the Bank for a period of 6 months and more, and the last 6 months average monthly balance and average balance of



the last month have been at least AMD 200,000 or USD 500 (or equivalent in other currency)

or

- Have satisfactory account record and banking relationship with other local banks for a period of 6 months and more, and the last 6 months average monthly balance and average balance of the last month have been at least AMD 250,000 or USD 625 (or equivalent in other currency)

¹ Mortgage loans in USD can be provided only to customers who have income in USD (full or partial), or whose income in AMD is linked to USD exchange rate. The Bank may require documents evidencing the income currency, or the income link to USD exchange rate.

² Persons with minimum 1 year of residence in Armenia proven by respective documents are considered as Armenian residents.

³ The requirements on salary transfer to your account with the Bank will be communicated to you during the loan approving process.

Loan repayment

The following repayment options are available for the borrowers:

- Principal is repaid in equal monthly installments, while interest amount decreases with the repayment of a principal. Therefore, monthly repayments will decrease over the loan tenor
- Repayments are calculated on annuity basis, where both principal and interest monthly repayment amounts change over the loan tenor, while the total monthly repayment amount remains constant.

Note: Accrued interest for the loans in foreign currency is subject to repayment with the loan currency or in AMD along with the monthly principal amount.

Your property may be repossessed in case you do not properly meet your loan obligations.

Interest amount calculation

Interest amount will be calculated on a daily basis by using the following formula:

$I = R * L / 365$, where

I = one day interest amount

R = current interest rate

L = outstanding amount of loan

Representative examples of interest amount calculation

Example 1. House purchase loan in AMD with annuity repayment type was provided to the customer.

- Loan amount - AMD 25,000,000
- Loan term - 120 months



- Annual interest rate - 15%
 - Days in a year - 365
 - Loan provision date - 21/10/2015
 - First repayment date - 21/11/2015
 - Loan full repayment date - 21/10/2025
 - One-off service fee for the loan - AMD 100,000
-
- Monthly repayment amount AMD 403,337.39, out of which
 - Interest amount for the first month - AMD 318,493.15
 - Interest amount for the second month - AMD 307,173.15
 - Interest amount for the last month - AMD 5,549.63

Interest amount for the whole period of loan is AMD 23,468,357.85

Example 2. House purchase loan in AMD with Reducing repayment type was provided to the customer.

- Loan amount - AMD 25,000,000
 - Loan term - 120 months
 - Annual interest rate - 15%
 - Days in a year - 365
 - Loan provision date - 21/10/2015
 - First repayment date - 21/11/2015
 - Loan full repayment date - 21/10/2025
 - One-off service fee for the loan - AMD 100,000
-
- Monthly repayments
 - Repayment for the first month - AMD 526,826.48 (out of which - interest amount AMD 318,493.15)
 - Repayment for the second month - AMD 513,984.02 (out of which - interest amount AMD 305,650.68)
 - Repayment for the last month - AMD 210,816.21 (out of which - interest amount AMD 2,482.87)

Interest amount for the whole period of loan is AMD 18,924,743.15

Example 3. House purchase loan in USD with annuity repayment type was provided to the customer.

- Loan amount - USD 50,000
- Loan term - 120 months
- Annual interest rate - 12%
- Days in a year - 365

- Loan provision date - 21/10/2015
 - First repayment date - 21/11/2015
 - Loan full repayment date - 21/10/2025
 - One-off service fee for the loan - AMD 100,000
-
- Monthly repayment amount AMD equivalent of USD 717.35, out of which
 - Interest amount for the first month - AMD equivalent of USD 509.59
 - Interest amount for the second month - AMD equivalent of USD 491.10
 - Interest amount for the last month - AMD equivalent of USD 7.56

Interest amount for the whole period of loan is AMD equivalent of USD 36,166.40

Example 4. House purchase loan in USD with Reducing repayment type was provided to the customer.

- Loan amount - USD 50,000
 - Loan term - 120 months
 - Annual interest rate - 12%
 - Days in a year - 365
 - Loan provision date - 21/10/2015
 - First repayment date - 21/11/2015
 - Loan full repayment date - 21/10/2025
 - One-off service fee for the loan - AMD 100,000
-
- Monthly repayments
 - Interest amount for the first month - USD 926.26 (out of which interest amount is AMD equivalent of USD 509.58)
 - Interest amount for the second month - USD 905.71 (out of which interest amount is AMD equivalent of USD 489.04)
 - Interest amount for the last month - USD 420.64 (out of which interest amount is AMD equivalent of USD 3.97)

Interest amount for the whole period of loan is AMD equivalent of USD 30,279.59