# GENERAL INFORMATION ON HOUSING LOANS IN EURO AS A FOREIGN CURRENCY, with the possibility of conversion to CHF/GBP/USD 

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B. HOUSING LOAN

1. FINANCING PURPOSES

The housing loans of the Bank are granted in Euro as a foreign currency, with the possibility of conversion to CHF/GBP/USD, are addressed to borrowers who receive an income in euros (which will be the main source of repayment of the credit) and also meet one of the below conditions:

- reside in a foreign country with CHF/GBP/USD as its official currency, their passport has been issued within the Eurozone or in a country with one of the above as its official currency and they possibly receive income in CHF/GBP/USD or
- reside in Greece, their passport has been issued within the Eurozone or in a country with one of the above as its official currency and they receive their main income in CHF/GBP/USD. Especially for Greeks who live in Greece and receive their main income in CHF or GBP or USD, they may receive a loan in Euros as a Foreign Currency.

The said loans are granted aiming to cover the following needs of the above private individuals / natural persons:

- Purchase of a residence*
- Construction / Completion / Repair of residence*
- Purchase of a buildable / developable plot* for the construction of a residence*
- Purchase of a Residence* ready or under construction / Construction / Completion of a residence*
*in Greece


## 2. BANK SECURITY

The securities provided for by the Bank, for granting a "Housing Loan in Euro as a Foreign Currency with the possibility of conversion to CHF/GBP/USD", are as follows:

- Registration of a first class Mortgage prenotation on a property in Greece or/and
- Deposit pledge


## 3. INTEREST RATE TYPES

Contractual Interest Rate
"Contractual Interest Rate" means the annual interest rate agreed between the Bank and the Credit beneficiary, in the signed contractual documents, for the calculation of the credit interest.
The Contractual Interest Rate is floating and is equal to the one-month Euribor (1M), which is the interest rate basis, plus a fixed spread, plus the levy of Law 128/75.
"Euribor 1 M " means the European interbank offered rate 360 -day EURIBOR of a monthly duration, as this is announced by the European Money Markets Institute (EMMI) at 11:00 Central European Time (CET), two working days prior to the calculation of the amount of each installment, rounded to the nearest hundredth, which is available online through the official website www.emmi-benchmarks.eu/euribor-org/euribor-rates.html.

Spread: The spread is the rate by which the one-month Euribor rate index increases and which is shaped following the assessment of the loan application by the Bank pursuant to its applicable credit policy, considering factors, such as the trading behavior, the security provided, the amount and duration of the loan. In case of security by cash pledge, the spread shall be based on the security type and the performance thereof.

Since the loan is subject to a floating interest rate, the amount of the installment may vary, depending on the fluctuation of the lending rate.

In case of non-insurance for the risks of LIFE/Total Permanent Disability, there may be a surcharge on the abovementioned spread.

Levy of Law 128/75: The levy of Law 128/75, which increases the interest rate, amounts today to $0.12 \%$ for loans for residences.

Default Interest Rate: In case of non-timely payment of any amount due under the credit, the overdue amount shall bear a default interest, calculated on the basis of the applicable contractual interest rate of the credit, increased today by 2.5 percentage points ( $2.5 \%$ ).

In case of conversion of the credit from euro to CHF/GBP/USD, an addendum shall be signed in order to change the interest rate, the way of repayment, etc.

## 4. LOAN CURRENCY

The Bank offers housing loans in euro as a foreign currency with the possibility of conversion to CHF/GBP/USD as an alternative currency, subject to certain conditions.

Loan granting in a foreign currency, means the credit expressed in a currency different:
a) from the currency in which the customer mainly receives their income or maintains their assets from which the loan will be repaid or
b) from the currency of the member state of the customer's residence

Alternative currency is a) the currency in which the customer mainly receives their income or maintains their assets from which the credit will be repaid, as these data arise from the latest assessment of their creditworthiness, before the conclusion of the credit agreement, or/and
b) the currency of the member state in which the customer either resided at the time of conclusion of the credit agreement or resides at the time of activation of the respective contractual term.

In loan grantings in a foreign currency, the value of the credit in the alternative currency of the borrower, e.g. swiss franc (CHF) may change.

For example, if the value of the alternative currency of the borrower, e.g. swiss franc (CHF) decreases by $20 \%$ in relation to euro ( $€$ ), the value of the total amount of the credit shall increase accordingly.

## Conversion conditions:

If the total amount due and the amount of the installments due in the alternative currency of the borrower, e.g. swiss franc (CHF) shows a change, shows a change of $10 \%$ and $20 \%$ or more compared to what it would have been if the euro/alternative currency exchange rate, e.g. swiss franc (CHF), applied at the time of signing the agreement, the consumer will receive in writing or in another durable medium a notice and information on their right to one-off convert the currency of the credit to their alternative currency following the submission of a relevant written application of theirs. In case of conversion of the currency of the credit, the exchange rate applicable at the time of conversion will be considered, in which the Bank buys foreign currency in the alternative currency, e.g. swiss franc (CHF) against Euro, as this is announced in the Daily Foreign Currency \& Banknotes Pricing Bulletin of the Bank, which is shaped based on the exchange rates of the interbank exchange rate market.

## 5. REPAYMENT - LOAN INTEREST CHARGE

The loan is repaid by monthly amortization installments in euros, which shall be paid one month after the first disbursement of the credit. The customer must keep two accounts for the loan servicing, one in euros and one in their alternative currency.

The loan installments are repaid from the customer account in euros. In case the available balance of the account in euros is not sufficient for the full repayment of the loan installment due, as well as of any insurance premiums, the remaining account will be debited from the customer's account in the alternative currency, with an equivalent value as their debt in euros, and their account in euros will be credited for the repayment of the above. The conversion of the amount is made based on the exchange rate in which the Bank buys the foreign currency against Euro, as this is announced in the Daily Foreign Currency \& Banknotes Pricing Bulletin of the Bank on the day of the real payment of the installment.

Every installment is paid on the same date of each calendar month and its amount is calculated based on the applicable interest rate and the number of installments. The interest is calculated based on a 365 -day calendar year.

The number of installments shall be subject to the duration of the loan selected by the customer.
The amount that the borrower must pay in their alternative currency, e.g. swiss franc (CHF), for each monthly installment, may change. For example, if the value of their alternative
currency decreases by $20 \%$ compared to euro, they shall pay an extra corresponding amount in their alternative currency every month.

In case of gradual disbursements, the credit beneficiary shall pay an installment calculated based on the applicable unpaid balance of the disbursed amount of the credit.

## 6. LOAN INSURANCES

The insurance of the property, which is provided as a collateral, is obligatory. The insurance against the risks of Death \& Total Permanent Disability due to Accident or Illness (TPD) is optional and may be provided under the condition that the respective application of the borrower is accepted.

In case of non-insurance against the risks of death/Total Permanent Disability due to Accident or Illness (TPD), there may be a surcharge on the spread of the credit.
In case of inclusion of the Credit beneficiary in a group insurance contract concluded by the Bank with insurance companies of its choice, the following insurance premiums shall be applicable: Earthquake / Fire Insurance with a cost of $2.85 €$ per year/ $1,000 €$ of insured principal, calculated on the reconstruction value of the property under prenotation.

Life Insurance with a cost of $3.309 €$ per year $/ 1,000 €$ of insured principal and Insurance against Total Permanent Disability due to Accident or Illness (TPD) with a cost of $1.06 €$ per year/1,000€ of insured principal, plus any legal deductions.

The insurance premiums are withheld every month together with the installment of the loan.
The valuation of the property is carried out by an engineer collaborating with the Bank and the respective cost burdens the borrower.

As regards the insurance of the property that is provided as a collateral, the borrower retains the right to present an insurance contract from an insurance company of their choice, member of the Hellenic Association of Insurance Companies, provided that this meets the coverages required by the Bank and the insurable value, being responsible, in such a case, to concede their claim over the insurance indemnity to the Bank, appointing the latter as the beneficiary of the insurance indemnity. In case of non-timely renewal of the insurance contract or cessation of payment of the premiums for any reason whatsoever, the obligor is included in a group insurance contract of the Bank, in which borrowers of the same category are insured.

The borrower retains the above right for the insurance against the risks of LIFE \& TPD as well.

## 7. LOAN DURATION

The minimum duration of the loan amounts to 3 years and its maximum duration to 20 years, under the condition that upon the expiry of the loan the borrower will not be over 70 years old.

## 8. LOAN AMOUNT

The minimum amount of the credit amounts to 20,000€.

## 9. FINANCING RATE

Depending on the purpose, the maximum financing rate is shaped as follows:
Purchase of a Residence:
up to $100 \%$ of the purchase price (as mentioned in the contract) with a maximum financing rate equal to $50 \%$ of the estimated value of the property under prenotation.

Purchase of a residence and repair:
$100 \%$ of the purchase price (as mentioned in the contract), with a maximum total financing rate equal to $50 \%$ of the estimated value of the property under prenotation, including repair.

## Construction/Completion of a Residence:

$100 \%$ of the estimated cost of construction of the approved budget of the property under construction/completion, with a maximum financing rate of $50 \%$ of the estimated value of the property under prenotation.

Repair of a Residence with certification of works:
$50 \%$ of the estimated value of the property under prenotation
Repair for the installation of Photovoltaic systems in a residence or business premises:
In case the financed property is different from the property provided as a collateral, up to $50 \%$ of the estimated value of the collateral property is financed.
In case the loan concerns the repair of a residence, for this amount a works budget from an Engineer of the customer is required.

## 10. EARLY REPAYMENT

The possibility of early full or partial repayment is provided at any time without cost.

## 11. COSTS

The costs concerning Housing Loans are shown in detail in the Bank's Invoice of Fees in the Customer Information and shall burden the customer.

Loans with a Property Prenotation Security
A. Cost for examining the application:

For every housing loan application filed, the customer does not bear the cost for examining the application.

## B. Costs for Legal \& Technical Audit

This concerns the fee of the lawyer and engineer cooperating with the Bank for the execution of first and second legal audit and technical assessment of the property provided as a security of the credit. In cases of partial disbursement, gradual certifications may be required concerning the progress of the works by an engineer cooperating with the Bank (construction, completion, repair).
C. Costs for the Representation by a Lawyer in Court

This concerns the costs for the representation by the lawyer cooperating with the Bank, in the competent court.
D. Costs for the Registration of the Prenotation and issuance of certificates and cadastral excerpts.
These concern the fee for the registration of the mortgage prenotation. This amount does not include costs of application, summary and issuance of certificates as these are determined by the competent Land Registry or Cadastral Office.
E. Costs for the declaration of an encumbrance in the competent Cadastral Office

This concerns the costs for the declaration of an encumbrance per property and auxiliary space (e.g. parking space/storage room) and if the auxiliary space is an autonomous horizontal property.

Loans with a Deposit Pledge Security
F. Cost for examining the application:

For every housing loan application filed, the credit beneficiary does not bear the costs for examining the application.
G. Costs of Notice

This concerns the costs of notice (service) of the pledge or receivable concession agreement to the natural or legal persons set by law. The respective cost is indicated on the official invoice of the Bank.

## Cost for conversion of credit currency

H. Cost for examining the change of the currency of the loan: For the application of conversion of the currency of the housing loan from euro to the alternative currency (CHF/USD/GBP), the customer bears the cost for examining their application.

## 12. CONSEQUENCES OF BREACH OF OBLIGATIONS OF THE CREDIT TERMS

In case of delay of the payment of any amount due, under the credit agreement, the Credit beneficiary shall be charged for the delayed amounts from the day of the delay until repayment, with a default interest, calculated according to the Default Interest Rate defined above. In case an interest rate is established, which exceeds the Default Interest Rate, the ceiling of the default interest rate will be applicable, without the need of a prior nuisance or notice to the Credit beneficiary or payment order.
The Bank also has the right, in case of delay of the payment of any installment, in whole or in part, for a period greater than 90 days from the set payment date, either to seek the collection of the delayed installment with the interest (contractual and default) and costs due, or to terminate the contract, in which case the non-overdue part of the loan becomes overdue and payable, and to seek the collection of the total debt. In this case, the provisions on Overall Annual Percentage Rate (OAPR) of Charge cease to apply and the total debt, consisting of principal, interest, interest of interest and costs, shall be subject to interest even after the termination of the contract and the adjudication of the receivable with the above default interest rate. In any case of default, the Bank is also entitled to compound the delayed interest, even after the termination of the contract, as per the minimum periods permitted
by law, which will be applicable upon the occurrence of the default, which currently equals to six months.
In case of termination of the contract, the Credit beneficiary shall bear the total extrajudicial or judicial fees that may occur for the collection of the receivable by the Bank. The Bank has the right to withhold and offset, at any time, at its discretion and will, any claim or counterclaim of yours against the Bank, irrespective of the reason from which it arises and in any currency, current or future, to anybody, with any overdue debt of yours from the loan. For this purpose, the Bank has the right to charge any Deposit Account of yours, with any amount owed by you to the Bank for any reason.

## 13. LOAN PROGRAM ANALYSIS

## Housing loan in Euro as a credit in Foreign Currency, linked to Euribor

Housing loan with floating interest rate linked to Euribor 1M plus spread, which remains fixed throughout the loan, plus the levy of Law 128/75. The spread of the loan interest rate is shaped following the assessment of your loan application by the Bank pursuant to its applicable credit policy, considering factors such as the trading behavior, the security provided, the amount and duration of the loan.

## 14. ILLUSTRATIVE EXAMPLES OF OVERALL ANNUAL PERCENTAGE RATE OF CHARGE (OAPR)

## A) ILLUSTRATIVE EXAMPLE OF OAPR OF A NEW LOAN GRANTING

For a housing loan of $100,000 €$, with a property prenotation security, 20 years repayment duration, that is 240 monthly installments, floating Euribor 1 M interest rate ( $2.82 \%$ on $21 / 03 / 2023$ ), plus $3.05 \%$ spread (plus the levy of Law 128/75, $0.12 \%$ ), Cost for Examining the Application: $0 €$, Cost for Legal Audit: $50 €$, Cost for Technical Audit: $142.40 €$, the following applies:
Monthly installment: 715.85€
Total Credit Amount: 100,000€
Total Credit Cost: 72,104.55€
Total Amount to be paid: 172,104.55€
OAPR: 6.19\%
The Total Credit Cost of the above example does not include the costs $\mathrm{C}, \mathrm{D}$, and E described in paragraph 11 hereof. In case of granting a loan with a cash deposit pledge security on the total cost of the credit, the costs under G described are not included.

It shall be clarified that in the above examples OAPR, the monthly installment and the total amount to be paid are mentioned exclusively as an example and result only under the condition that the above data occur. In the above example, the cost for the insurance of the property under prenotation for the risks of Fire/Earthquake and LIFE/Total Permanent Disability of the borrower is not calculated.

## B) ILLUSTRATIVE EXAMPLES OF OAPR OF A CONVERSION OF THE GRANTING TO THE ALTERNATIVE CURRENCY

1. For a housing loan of 102,600 CHF (equal to $100,000 €$ following the increase of the $€ / \mathrm{CHF}$ exchange rate by $20 \%$ ), with a property prenotation security, $60 \%$ financing rate, 30 years repayment duration, that is 360 monthly installments, floating CHF SARON 1M interest rate
( $0.88 \%$ on $21 / 03 / 2023$ ), plus $3.05 \%$ spread (plus the levy of Law $128 / 75,0.12 \%$ ), Cost for Examining the Loan Currency Conversion: 150€, Cost for Technical Audit: 142.40€, the following applies:
Monthly installment: 492.79 CHF
Total Credit Amount: 102,600 CHF
Total Credit Cost: 75,195.47 CHF
Total Amount to be paid: 177,795.47 CHF
OAPR: 4.15\%
2. For a housing loan of 91,200 GBP (equal to $100,000 €$ following the increase of the $€ /$ GBP exchange rate by $20 \%$ ), with a property prenotation security, $60 \%$ financing rate, 30 years repayment duration, that is 360 monthly installments, floating GBP SONIA 1M interest rate ( $3.96 \%$ on $21 / 03 / 2023$ ), plus $3.05 \%$ spread (plus the levy of Law $128 / 75,0.12 \%$ ), Cost for Examining the Loan Currency Conversion: 150€, Cost for Technical Audit: 142.40€, the following applies:
Monthly installment: 614.74 GBP
Total Credit Amount: 91,200 GBP
Total Credit Cost: 130,582.89 GBP
Total Amount to be paid: 221,782.89 GBP
OAPR: 7.41\%
3. For a housing loan of 112,400 USD (equal to $100,000 €$ following the increase of the $€$ /USD exchange rate by $20 \%$ ), with a property prenotation security, $60 \%$ financing rate, 30 years repayment duration, that is 360 monthly installments, floating USD SOFR 1 M interest rate ( $467 \%$ on $21 / 03 / 2023$ ), plus $3.05 \%$ spread (plus the levy of Law 128/75, $0.12 \%$ ), Cost for Examining the Loan Currency Conversion: 150€, Cost for Technical Audit: 142.40€, the following applies:
Monthly installment: 812.25 USD
Total Credit Amount: 112,400 USD
Total Credit Cost: 180,646.07 USD
Total Amount to be paid: 293,046.07 USD
OAPR: 8.17\%

It shall be clarified that in the above examples OAPR, the monthly installment and the total amount to be paid are mentioned exclusively as an example and result only under the condition that the above data occur. In the above example, the cost for the insurance of the property under prenotation for the risks of Fire/Earthquake and LIFE/Total Permanent Disability of the borrower is not calculated.

The standard general information mentioned herein are provided under Law 4438/2016, by which the national legislation has been harmonized with Directive 2014/17 EU of the European Parliament and Council of 4 February 2014 on credit agreements for consumers related to residential properties.

