

Upgrade to Casa Mea all-in-one

An upgrade which brings you right at home:

- ✓ **Fewer trips to the bank through Casa Mea application**
Send the files for your house online, know the status of your application at any time, find out instantly when your loan is approved and communicate with us by chat
- ✓ **Real Estate/mortgage loan with interest starting from 3.42%**
You can choose between variable interest for the entire loan period or fixed interest in the first 5 or 10 years of the loan and variable afterwards
- ✓ **BCR – IKEA credit card, optional with the loan, which offers up to 60 interest-free installments to IKEA for house refurbishment**



⊕ CHARACTERISTICS:

Destination:

- purchase of dwellings
- refinancing other real estate/mortgage loans in progress with BCR or other banks

Minimum amount: RON 45,000

Maximum amount: we offer you up to **85% of the investment value**

Maximum term: 30 years

Minimum down payment:

- **15%** of investment value;
- **0%** in case of loans granted to refinance other mortgage/real estate credits in progress

Real estate guarantees: the credit granting requires the establishment of real estate guarantees in favor of BCR as follows:

- **Mortgage established** in favor of the bank over the **real estate purchased by credit** or, by the case, of the real estate which secured the refinanced credit and, to supplement, if the case, another real estate on Romania's territory (in case of **mortgage loans**)
- **Mortgage** established in favor of the bank over another real estate than the one purchased by credit or, by the case, of the real estate which secured the refinanced credit on Romania's territory (in case of **real estate loans**)

Good to know:

- (1) To bring a real estate as guarantee in BCR favour the respective real estate has to be valued by an authorized valuator, member of the National Association of Authorized Valuators of Romania.
- (2) The valuation implies the payment of a valuation fee, which depends on the tariff practiced and communicated by the valuator. The valuation payment is done either to BCR, or directly to the valuator, depending on your option for the valuation performance: through a valuator who signed a collaboration contract with BCR, or by your preferred valuator who will sign a services contract with you.

By way of example, but not limited to, **the following properties are not accepted under the guarantee by BCR:**

- Real estate classified as seismic risk Class I and II Rs I / Rs II, based on the list drawn up by the City Hall or authorized expertise. All buildings registered in other classes of earthquake risk (Class 3 and 4) may be accepted under warranty. If a building is technically but not classified in a seismic risk class or is registered in a seismic risk emergency category (U1, U2, U3) then the building should be classified as seismic risk class (risk class 1, 2, 3 or 4). This classification must be carried out by an expert in technical expertise.
- Flats with low comfort (III and IV), non-functional housing (example: no kitchen, shared bathroom, etc.). The minimum useful areas to be considered comfort II or superior are: for a room (studio) - min. 23 sqm; for 2 rooms - min. 36 sqm; for 3 rooms - min. 48 sqm; for 4 rooms - min. 60 sqm; for 5 or more rooms, 10 sqm for each room will be added to the required minimum floor area for 4 rooms. The subunit values are mathematically rounded (0.5 or greater is rounded up, and below 0.5 it is rounded down). These minimum areas do not include the balcony / log surface
- Buildings for which insurers refuse to conclude insurance policies or for which insurers impose additional clauses / additional franchises or exclusions of insured risks.

Insurances

- **Mandatory**

Mandatory (against payment) dwellings insurances (PAD), necessary for obtaining a loan, assigned in favor of BCR.

Optional (against payment) building/buildings insurance which stands for the credit guarantee, **necessary for obtaining the loan**, assigned in BCR favor; we come to your support and **offer you the chance to sign at BCR premise the optional building insurance, for the whole lending period, with OMNIASIG VIG**, although you can also chose another insurance company.

- **Optional (against payment)- necessary to receive and keep the discounted interest; starting with the date they are terminated, standard contractual interest without discounts will be applied**

Life Insurance BCR Life Insurance, provided that the eligibility conditions set up by the Insurer are met.

Complex Insurance, supporting you in case of **unemployment, extended medical leave and total and permanent disability** (if the eligibility conditions set up by the Insurer are met)

Good to know:

To conclude the insurances, you can choose any insurance company authorized by the Financial Supervisory Authority (former Insurances Supervisory Commission).

The obligation to insure the commodities presented as guarantee is valid for the entire duration of the loan; period requested to prove the conclusion of the insurance contracts and to assign to BCR the rights deriving from the insurance.

Credit

repayment:

is done in monthly total equal installments in a standard current account or in a current account for credit running, depending on your option.

Good to know:

During the credit contract running, you can at any moment repay in advance, totally or partially the credit. We recognize this right without imposing you the condition to pay a certain minimal amount or a certain number of instalments. In case of partial anticipated repayment, you have the right to choose between:

- (1) decrease of monthly instalment and keeping the initial lending period, or
- (2) keeping the monthly instalment value and decrease of initial lending period, or
- (3) decrease of both monthly instalment value and of the initial lending period

If you opt for full or partial advance reimbursement of the contracted loan, the advance reimbursement fee will be 0.

INTERESTS, FEES AND CALCULATION EXAMPLES:

Representative example for CASA MEA loan of RON 200.000 granted for 300 months (25 years)

➤ **with salary/pension in a BCR current account**

CASA MEA BCR Loan	Fixed in the first 5 years, variable for the rest of lending tenor	Fixed in the first 10 years, variable for the rest of lending tenor	Variable interest
Interest* (IRCC = 1.17% valid until 31.03.2022)	4,38%/year fixed in the first 5 years, variable for the rest of lending tenor 3,67%/year (IRCC + 2.5%)	4,78%/year fixed in the first 10 years, variable for the rest of lending tenor 3,67%/year (IRCC + 2.5%)	3,52%/year (IRCC + 2.35%)
Credit analysis fee		RON 0	
Credit management fee		RON 0	
Valuation cost	RON 470 including VAT (apartment)		
ANCPI cost	RON 340 including VAT (mortgage/privilege registration: RON 100 + 0.1% of the loan value; Real Estate Register excerpt: RON 40)		
DAE**	4,51%	4,93%	3,62%
Cost total credit	RON 114.472	RON 129.093	RON 101.828
Total payable value	RON 314.472	RON 329.093	RON 301.829
Monthly instalment	RON 1.099 in the first 5 years, RON 1.033 after	RON 1.144 in the first 10 years, RON 1.062 after	RON 1.004 Variable

➤ **without salary/pension in a BCR current account**

CASA MEA BCR Loan	Fixed in the first 5 years, variable for the rest of lending tenor	Fixed in the first 10 years, variable for the rest of lending tenor	Variable interest
Interest* (IRCC = 1.17% valid until 31.03.2022)	4,68%/year fixed In the first 5 years, variable for the rest of lending tenor 3,97%/year (IRCC + 2.8%)	5,08%/year fixed In the first 10 years, variable for the rest of lending tenor 3,97%/year (IRCC + 2.8%)	3,82%/year (IRCC + 2.65%)
Credit analysis fee		RON 0	
Credit management fee		RON 0	
Valuation cost	RON 470 including VAT (apartment)		
ANCPI cost	RON 340 including VAT (mortgage/privilege registration: RON 100 + 0.1% of the loan value; Real Estate Register excerpt: RON 40)		
DAE**	4,82%	5,24%	3,93%
Cost total credit	RON 124.393	RON 139.214	RON 111.579
Total payable value	RON 324.394	RON 339.215	RON 311.580
Monthly instalment	RON 1.133 in the first 5 years, RON 1.066 after	RON 1.179 in the first 10 years, RON 1.095 after	RON 1.036 variable

Representative example for CASA MEA loan of RON 350.000 granted for 300 months (25 years)

➤ with salary/pension in a BCR current account

CASA MEA BCR Loan	Fixed in the first 5 years, variable for the rest of lending tenor	Fixed in the first 10 years, variable for the rest of lending tenor	Variable interest
Interest* (IRCC = 1.17% valid until 31.03.2022)	4,08%/year fixed in the first 5 years, variable for the rest of lending tenor 3,37%/year (IRCC + 2.2%)	4,48%/year fixed in the first 10 years, variable for the rest of lending tenor 3,37%/year (IRCC + 2.2%)	3,42%/year (IRCC + 2.25%)
Credit analysis fee		RON 0	
Credit management fee		RON 0	
Valuation cost	RON 470 including VAT (apartment)		
ANCPI cost	RON 440 including VAT (mortgage/privilege registration: RON 100 + 0.1% of the loan value; Real Estate Register excerpt: RON 40)		
DAE**	4,18%	4,60%	3,50%
Cost total credit	RON 182.799	RON 208.026	RON 172.120
Total payable value	RON 532.799	RON 558.026	RON 522.121
Monthly instalment	RON 1.863 the first 5 years, RON 1.751 after	RON 1.942 in the first 10 years, RON 1.801 after	RON 1.738 Variable

➤ without salary/pension in a BCR current account

CASA MEA BCR Loan	Fixed in the first 5 years, variable for the rest of lending tenor	Fixed in the first 10 years, variable for the rest of lending tenor	Variable interest
Interest* (IRCC = 1.17% valid until 31.03.2022)	4,68%/year fixed In the first 5 years, variable for the rest of lending tenor 3,97%/year (IRCC + 2.8%)	5,08%/year fixed In the first 10 years, variable for the rest of lending tenor 3,97%/year (IRCC + 2.8%)	3,82%/year (IRCC + 2.65%)
Credit analysis fee		RON 0	
Credit management fee		RON 0	
Valuation cost	RON 470 including VAT (apartment)		
ANCPI cost	RON 440 including VAT (mortgage/privilege registration: RON 100 + 0.1% of the loan value; Real Estate Register excerpt: RON 40)		
DAE**	4,81%	5,23 %	3,91 %
Cost total credit	RON 217.231	RON 243.168	RON 194.806
Total payable value	RON 567.231	RON 593.168	RON 544.807
Monthly instalment	RON 1.982 in the first 5 years, RON 1.865 after	RON 2.063 in the first 10 years, RON 1.916 after	RON 1.813 Variable

Offer is valid until **31.03.2022**

* If you opt in for the life and complex insurances offered by BCR Asigurari de Viata, you can benefit of an **additional interest discount of up to 0.20 p.p. to the contract interest**, vald for the period that you keep the insurances.

With CASA MEA BCR loan with flat interest rate in the first 5 years or in the first 10 years, you know how much you pay monthly, you can plan your budget well and you are protected during this period against the fluctuations of the reference index for loans granted in national currency (IRCC).

The variable interest is made of the reference index for loans granted in national currency (IRCC), plus the flat margin/year (at the percentage shown in the table). Thus, the variable interest rate is changing quarterly,

independent of BCR will, depending on the quarterly evolution of the reference index for loans granted in national currency (IRCC). As a result of this fluctuation, the value of your monthly instalments will rise or fall.

The floating interest rate for loans in RON currency is calculated depending on the reference index for loans granted in national currency (IRCC) quote and represents the interest rate calculated on the interbank market transactions in accordance with the applicable legal provisions. IRCC is published in the last working day of each quarter on the National Bank of Romania's website and also, on the BCR website (www.bcr.ro) and in all BCR branches.

The reference index for loans granted in national currency (IRCC) and your income may vary during the credit period. Thus, if the reference index increases or your income decreases, credit obligations may increase. Therefore, before deciding to borrow, carefully analyze the implications of the loan and make sure you can repay it on time.

DAE is calculated in the presented conditions and it does **NOT include the following costs/fees:

- **Cost of the mandatory insurances** on the building and the optional insurance for financial non-payment risk, namely:
 - o Mandatory dwellings insurance (PAD)
 - o Optional insurance of the building/buildings standing for the credit guarantee
- **Costs charged by third parties, which are not known by BCR:**
 - o Notary's fees for authentication and registration taxes of the selling-buying contract in the land register and the mortgage contract
 - o Cost of guarantee valuation by a valuator who is not contracted by BCR, according to your option.
- **Fees charged by BCR, for services performed at your request:**
 - o **Sole fee:** RON 90 for the services performed included on the request date of the borrower/co-payer/co-payers in the list of tariffs and services displayed at BCR premise.

Penalty interest: is the interest you will have to pay if you did not pay the amounts due to BCR at the agreed due date by the credit contract.

For the cost of other services than those shown above, please, see the Standard Fees Tariff practiced by BCR, available in any BCR unit.

! DOCUMENTS:

The main documents regarding income achievement requested to customers:

Clients whose income is reported to ANAF or cashed in the current account with BCR:

- o **Without income documents** (only by signing ANAF Inquiry Consent)

In case of income from salaries for which the working contract duration cannot be determined from ANAF data (determined or undetermined), BCR might request an additional document issued by the employer.

In case the current income is higher by over 20% than the income of the previous year, BCR can request additional documents, depending on the reason declared by the customer for the income increase.

Clients whose income is not reported to ANAF:

Clients whose salary income is not reported ANAF (employees of MAI, MAPN, SRI, SIE, SPP, Community Police, Jandarmerie, employees of prisons or of other units with special nature), customers shall provide **Income Certificate** (only if the salary is not cashed into a BCR account)

Clients with income from pension:

- o Decision of Definitive Retirement
- o Recent pension slip or current account statement from another bank (only if the pension is not reported to ANAF or cashed in BCR account)

BCR also admits for calculation other types of income: income from client's independent activities, other income for determined period collected by natural persons (from other sources), income from individual labor agreements/boarding contracts of navigators, other income (life annuity, doctor's scholarships, post doctor's scholarships, etc.).

Property deeds of the building brought as guarantee – differ depending on credit destination (e.g. copies of the property deed registered with the Land Register Office, copies of cadastral documentation)

+ ADVANTAGES:

REDUCED COSTS:

- **fixed interest in the first 5 years / in the first 10 years**, then variable or **variable interest for the entire tenor of the loan**, according to your option:
 - o 0.30 p.p. / 0.40 p.p. / 0.60 p.p. discount (depending on the loan amount) if you receive the salary/ pension in a BCR current account
 - o 0.10 p.p if you choose to contract and keep the life insurance offered by BCR Life Insurance
 - o 0.20 p.p if you choose to contract and keep the life insurance offered by BCR Life Insurance together with the complex insurance
- **zero credit analysis fee**
- **zero credit management fee**
- **zero foreign currency exchange rate risk** as long as your income or resources securing credit repayment are in the same currency as the contracted credit

SAFETY AND COMFORT:

- you know from the beginning what credit instalment you will have during the first 5 years of 10 years and **you have control over your budget**.
- we offer you the chance to also sign at BCR premise the real estate insurance policy for the whole lending period with OMNIASIG VIG
- you can choose a special current account to run the credit, which is not fee-bearing and which allows only drawings from and repayments for the credit, enabling you in this way to pay your instalments safely and comfortably.

SIMPLICITY:

- **NO need of income documents**, as the information is obtained from ANAF data basis

FLEXIBILITY:

- **you can get your credit approval and then in 30 days you can find your home**
- in case you have not found the house you want to buy, we first approve your credit and than you have 30 days since the credit offer signing to find the desired house
- you can choose both the valuator and the notary you want to collaborate with in this process, or you can choose the valuator and the notary the bank has collaboration contracts with.

FAST and TRANSPARENT with CASA MEA application, available in national premiere:

Casa Mea

Inovație **BCR** 

- upload fast and comfortable the documents in the application, without coming to the bank
- know from the start which documents you need in every step and where you can get them from
- know the status of your application and how much it takes until the loan amount is transferred to the seller
- get notified anytime along the evaluation about the status updates of your application or files and anytime your action is needed
- the application is available in App Store and Google Playstore and you can access it safe and easy with the user name and password required for George - Online Banking Sistem.

**PHASES:**

Here are the steps to be followed to obtain the credit:

- You present the documents required to analyze your income, and we verify if you meet the conditions for the requested amount; Even if you do not have all the documents, you can come and ask about the lending conditions and even get a customized calculation. In that case, you will receive from BCR the **“European Sheet for Standardized Information”** which includes all the information you need to decide about your credit
- The next step is to come with all the documents, including those regarding the real estate you want to buy, you sign the credit application and the credit analysis is starting internally
- You pay the assessment fee, whether or not the loan agreement is concluded, and an ANEVAR member evaluator will assess the building you wish to present as guarantee.

- After receiving the valuation report, we inform you if the loan was approved and After the credit approval, you sign the credit contract, the guarantee contracts, the real estate insurance policy as well as the **“European Sheet for Standardized Information”**, etc. Then, you will ask the notary to register the mortgage with the national Cadaster and Publicity Agency and to obtain an excerpt from the Land Register and a mortgage registration conclusion which you will bring to BCR
- We put the money in the current account from which it will be transferred into the account of the seller or to the financial institutions from which the credit is refinanced

Good to know:

- CASA MEA is a real estate/mortgage loans in lei but if your income, or, by the case the resources securing the credit repayment are in another currency at the moment of credit contracting, or are changed during its execution from RON into another currency, we inform you that you are, or by the case, can be exposed to a foreign currency exchange rate risk. In that case, the possible fluctuations of the foreign exchange rate could affect your monthly payment obligations
- Your income can vary during the credit tenor. That is why, a prudent conduct is extremely important; for instance, it is important to make sure you will be able to repay your monthly instalment even if your income goes down
- During the period the interest applicable to your credit is variable, according to those mentioned above, the variation of reference index for loans granted in national currency (IRCC) could change your monthly payment obligations
- The default payments, according to your contractual obligations, could have serious consequences, starting from the report to the Credit Bureau and the Credit Risks Central Office, with all the consequences derived from that and reaching to the foreclosure both of the goods brought as guarantee, and of your patrimony and/or of your co-Payer and/or Guarantor in case the amount resulting from the guarantee execution is not enough to cover the whole receivable