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Druk Holding and Investments Limited

DISBURSEMENT ORDER

Date: 13th October, 2020

Head,
Credit Operations,
Bank of Bhutan Limited
Thimphu.

Subject: Disbursement order for the DHI Business Acceleration Fund.

Dear Madam/Sir,
With reference to the agreement signed and the DHI Business Acceleration Fund managed by Bank of Bhutan, kindly maintain a financing account and make a disbursement with the following details;


| | |
|--|---|
| FDO No. 1 | DHI Business Acceleration Fund account no : 201669417 |
| Name of Entrepreneur | Shishir P. Chhetri |
| CID.No | 11201002424 |
| Financing Account No | |
| Mobile No | 17735416 |
| Total Approved Amount | Nu. 300,000/- (Three lakhs) only |
| Tranche (figures/words) | Nu.300,000/- (Nu.Three lakhs) only |
| Entrepreneur (Fund release to (Business Name)/License No | Shishir P. Chhetri. (Gawa Shop, Thimphu) 1037636 |
| Entrepreneur (Fund release bank account details) | 100692521, Bank of Bhutan limited. |

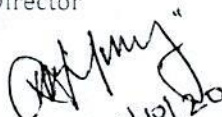
The above may kindly be debited to our DHI Business Acceleration Fund A/c No.201669417 maintained with Bank of Bhutan, Thimphu.


You are requested to arrange the above at the earliest.

Thanking you,

Yours sincerely,


(Tenzin)
Associate Director
DOI, DHI


13/10/20

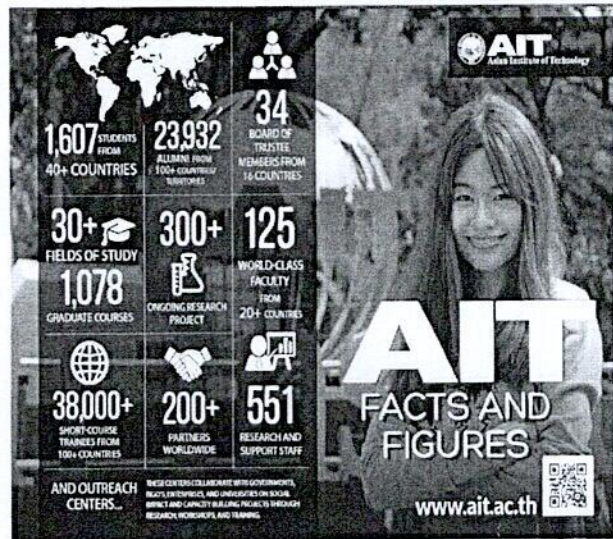

(Loday Phintsho)
Head of Accounts
Accounts Unit, DHI



BP02: Asian Institute of Technology (AIT)

The Asian Institute of Technology (AIT) is an independent, international institute of higher education established by Royal Charter in the Kingdom of Thailand, with a mandate for “developing highly qualified and committed professionals who can play a leading role in the sustainable development of their countries and the region, accelerating its integration into the global economy”.

Founded in 1959 as the SEATO Graduate School of Engineering, the Institute’s 30,000 alumni are a who’s who of success stories in the public and private sectors, as well as academia, in more than half the world’s countries. It partners with notable public and private sector entities throughout the Asian region and with some of the world’s top universities and international organizations. AIT operates an affiliated center in Vietnam. AIT has become a leading regional postgraduate institution and is actively working with public and private sector partners throughout the region and with some of the top universities in the world.



AIT build specialized capacity for advanced professionals by offering masters and doctoral academic programs, professional degrees and short-term trainings. Over 25 academic programs are taught in three schools – Engineering and Technology, Environment Resources and Development, and Management. AIT conducts applied research through its faculty, dedicated researchers and specialized research and outreach centers. The research arm of the institute is equipped with a dedicated pool of experts and researchers, as well as specialized research and outreach centers to carry out the research mandate of AIT. ICT research theme focuses on world-class teaching and research into the foundations and applications of computing systems, planning the effective use of information and communication technologies within organizations, developing corporate and government policies to maximize the benefits resulting from the wide-spread use of these technologies and increasing the productivity.

The Institute’s outreach work is carried out by a number of specialized Institute-wide centers. These include AIT Extension, AIT Solutions, Artificial Intelligence Center, AI Center in Vietnam, Interlab, Asian Center of Innovation for Sustainable Agriculture Intensification, Center of Excellence in Nanotechnology, Regional Resource Center for Asian and the Pacific, GEO informatics Center, Belt & Road Research Center, and Entrepreneurship Center.

The AIT Entrepreneurship Center is a place for innovation, creation, and incubation to nurture and drive the entrepreneurial capabilities of AIT in collaboration with the industry to support

FUND RELEASE REQUEST

Date:

Director,
Department of Investments,
Druk Holding and Investments Limited.

Subject: Fund release from the DHI Business Acceleration Fund.

Dear Madam/Sir,

With reference to the financing agreement signed with DHI, I would like to request for release of the fund as detailed below:

| | | |
|-------|--|---|
| Sl.No | Name of Entrepreneur | SHISHIR P. CHHETRI |
| 1 | Business Name : Individual /joint | GAWA SHOP |
| 2 | License No. | 1037636 |
| 3 | Financing Account No | |
| 4 | Tranche (figures/ words) | 300,000/- |
| 5 | Usage | To purchase, Ranekab Fusion Retail software, Desktop, UPS, Storage Rack & Carates |
| 6 | Proof- Fund transfer to vendor within one week in Bhutan Deadline | Receipt / Invoice 30 days from the date of Purchase. |
| 7 | To be paid to / Business Name | |
| 8 | Entrepreneur bank account details | 100692521 (BOBL |

Applicable deductions for fund transfer, if any may kindly be deducted at source from the approved financing.

I hereby confirm that the fund release is being requested as per the financing agreement signed and that the funds will be utilized for the agreed business plan only.

Thanking you,

Yours sincerely,

Shishir P. Chhetri

Signature
Name : Shishir P. Chhetri
CID no: 11201002424
Mobile: 17735416



Background of the Proponent

BP01: Key Highlights

1. AIT is a strong brand in Bhutan and in the region. Participants will benefit from a AIT branded certificate when they launch their services
2. AIT has a powerful and extensive network which can be source of support and business for freelancers and SMEs in the domain
3. AIT offers a one stop shop for technical training and entrepreneurship development through AIT Entrepreneurship Center (AITEC) and AIT Entrepreneurship Alliance (AITEA)
4. Teaching faculty and mentors are highly skilled in the domain and are very experienced in training and mentoring
5. AIT Extension which is going to implement the training program, has more than 40 years of experience in capacity building and professional development programs, with more than 20,000 alumni around the Asia-Pacific region.
6. As a not-for-profit organization, AIT is reasonably priced and provides great value for money.
7. As an international dynamic educational institute thriving for more than 60 years, AIT offer a host of opportunities for continuous learning for its alumni.
8. Tested aftercare services model such as Educate-Engage-Empower
9. A global and regional database of professional Resource Persons complementing AIT's 150+ faculty, and strong client base for continuing education.

**FINANCING AGREEMENT
BETWEEN DHI AND GAWA SHOP**

This **FINANCING AGREEMENT** (hereinafter "**Agreement**"), effective from 02 Day 10 Month 2020 Year (the "**Effective Date**"), is made and entered into by and between:

Druk Holding & Investments Limited, a company registered under the Companies Act of the Kingdom of Bhutan, 2000/2016 having its office in Motithang, Thimphu, Bhutan (hereinafter "**DHI**"), duly represented by the Chief Executive Officer;

AND

M/s **Shishir Chhetri** holding a Citizenship ID no. **11201002424** (hereinafter "**Entrepreneur**") owning a business M/s. **Gawa Shop** (*Business License number 1037636*) having its office in **Thimphu**, Bhutan;

DHI and the Entrepreneur are sometimes referred to herein individually as the "**Party**" and collectively as the "**Parties**".

Recital

As the commercial arm of the Royal Government of Bhutan and in keeping with Article III (xii) of its Articles of Incorporation, DHI desires to support entrepreneurs to facilitate private sector development in Bhutan by providing eligible entrepreneurs with access to finance businesses on mutually agreed terms.

The Entrepreneur desires to avail financing to promote their business and agrees to put in sincere and best effort to make the business successful.

The Parties acknowledge and understand the need to mutually collaborate to fulfill the requirements of fund management and repayment, among other things.

THEREFORE, in consideration of the foregoing premises and the mutual understandings and agreements set forth herein, the Parties do hereby agree as follows:

1. Business Activity

The Parties acknowledge and agree that the financing by DHI shall be for the following business activity:

- Business Name: **Gawa Shop**
- Nature of Business: **Online Service**
- Business License no.: **1037636**

2. Financing Amount

DHI will provide an amount of **Nu. 300,000 only** (*Ngultrum Three Hundred Thousand Only*) to the Entrepreneur to finance the Business Activity in accordance with the provisions

of this Agreement.

3. Utilization

DHI's financing will be utilized, recognized and accounted as part of the Entrepreneur's contribution in the Business activity specified under Clause 1 above. The financing shall be utilized only for the intended purposes as specified by the Entrepreneur to DHI. Utilization of the fund must begin within 4 months of the date of signing of this contract after which nullification of the contract shall be initiated.

4. Limitation of Liability

- a) Unless otherwise decided by DHI, DHI's financing through this Agreement shall not imply automatic additional fund commitment by DHI to the Entrepreneur.
- b) DHI shall not have any ownership stake in the Business of the Entrepreneur and bears no responsibility, whether legal or otherwise, on behalf of the Entrepreneur or the Business Activity including contractual obligations with third parties whether fiduciary, pecuniary, or other such undertakings and liabilities entered into by the Entrepreneur or the Business.
- c) The Business and the Entrepreneur shall be jointly and/or severally responsible for any claims, liabilities, and disputes arising from the Business Activity and shall under any circumstances absolve DHI from any claims, liabilities or disputes due to the Business Activity including indemnification.
- d) DHI and the Entrepreneur are not partners in the Business Activity and any misrepresentation as partners shall be *void-ab-initio*. In the event of any claims or liabilities in violation of this provision, the Entrepreneur shall indemnify DHI.

5. Collateral

The DHI financing is provided as a collateral free financing essentially based on the potential viability of the business proposal and the credibility of the Entrepreneur.

6. Guarantor

The Guarantor of the Entrepreneur in the Agreement shall be subject to the terms and conditions provided in the Letter of Guarantee executed by the Guarantor and provided as Annexure I. The Guarantor must be credible and the Entrepreneur shall submit the guarantor's CIB report to DHI. The guarantor must not be an employee of the entrepreneur or from amongst the DHI BizAP cohort.

7. Disbursement

The financing amount will be disbursed on the disbursement requests from the Entrepreneur. This may be in tranches or in entirety based on the agreed financing plan of the business. The disbursements will be made directly to the vendors wherever applicable. DHI reserves the right to stop further disbursements where circumstances relevant to the business has changed and/or when the fund tranches disbursed are not utilized as agreed resulting in a need to reassess the credibility of the Entrepreneur or the potential of the Business. The Entrepreneur shall at least collect the first tranche of the fund within 4 months of signing this agreement

beyond which it will result in withdrawal of the funding support.

8. Changes in Business Plan or Circumstances

The Entrepreneur shall obtain prior consent of DHI for any major changes in the business plan or major changes in circumstances of the Business than that proposed during the application for financing. If DHI is satisfied upon review of the Business Plan or the situation with respect to realignment of Business activity through credible actions by the Entrepreneur, DHI may decide to disburse the outstanding fund based on revised Business Plan which may entail revision of the repayment schedule. In such a case, the other terms and conditions of this Agreement will apply *mutatis mutandis*. However, if DHI is not satisfied, the Entrepreneur shall repay the fund already disbursed within a reasonable period determined by DHI. In the event of inability to repay the fund by the Entrepreneur, DHI may take actions including legal recourse or other appropriate measures that may lead to termination of the Agreement.

9. Full Financing

In case, the financing provided by DHI is inadequate to operationalize the Business Plan, the fund disbursements shall be subject to obtaining remaining financing from other sources. Disbursements for parts of the Business plan may be considered as long as it results in revenue generation or enhances productivity of existing business.

10. Gestation Period

The gestation period shall be for duration of **12 months** from the date of first disbursement. Until the end of the gestation period, no administration fee shall be applicable on the amount disbursed and outstanding, and repayment shall commence only after the gestation period. The gestation period however can be affected by the Poor Conduct Penalty in Clause 17 of this contract.

11. Interest charges

No interest charges are applicable for the financing.

12. Administration Fee

An administration fee of 5% per annum shall be applicable from the end of gestation period.

13. Repayment Schedule

Repayments shall commence only after the gestation period. Repayments may be monthly/quarterly in accordance with the equated periodic repayment schedule provided by BOBL.

14. Tenure

The financing shall be for a maximum period of **60 months** excluding the gestation period.

15. Pre-payment penalty

No pre-payment penalty shall be applicable.

16. Late Payment Penalty

A penalty amount of 2% per annum shall be charged on the repayment amount past due date.

17. Poor Conduct Penalty

The Gestation period will be reduced if the funded entrepreneur displays poor conduct such as:

- i. Repeated late submission of documents (invoices, receipts, authorization letters, etc.)
- ii. Refusing to accept or follow up with communication with DHI.
- iii. General poor decorum that leads to the difficulty of administering the fund.

The reduction in the gestation period will be communicated through a letter from DHI and this letter shall form an integral part of this agreement.

18. Defaults

In case of repayment default, DHI may *suo moto* or in consultation with the Entrepreneur take remedial measures including revision of the repayment schedule. Except for this change, the Agreement shall apply *mutatis mutandis* between the Parties until final settlement of dues outstanding. Any further default may result in DHI taking appropriate measures including legal recourse.

19. Insurance

Wherever applicable, the entrepreneur shall consider availing of insurance services for the Business.

20. Maintenance of records

The entrepreneur shall maintain proper records of utilization of the financing and business revenue and expenses. Such records shall be made accessible to DHI Officials for purposes of verification, information and record keeping. DHI in turn shall be obliged to utilize such information only for the intended purposes of ensuring repayment.

21. Other Financing

The Entrepreneur shall inform DHI, in writing, when obtaining additional financing for the Business.

22. Progress Report

The Entrepreneur shall submit both physical and financial progress reports every quarter in an agreed format.

23. Mentor

The Entrepreneur shall agree to take guidance of a mentor and to attend any relevant training prescribed or/and required by DHI.

24. Information Sharing

The Entrepreneur will give his/her consent to DHI for sharing His/Her/Their personal bio-data and any other details relating to loan accounts with regulatory agencies with the Royal Monetary Authority, Credit Information Bureau and as required by law. DHI shall however ensure that such information sharing shall not adversely affect the Entrepreneur's business.

25. Partner Bank

To facilitate fund management services such as fund disbursement, repayment etc., DHI has employed the services of Bank of Bhutan. The Entrepreneur will be required closely work with the Bank of Bhutan and ensure smooth operation of fund management services.

26. Final Settlement

This Agreement shall cease to bind the Parties after final settlement of dues owed to DHI by the Entrepreneur in keeping with the terms and conditions of this Agreement as signified by issuance of the Final Settlement Letter by DHI.

Under any other circumstances, if the Parties mutually wish to no longer proceed with the terms of the Agreement, the following shall apply;

- a) If any or all the agreed financing has been disbursed, the Entrepreneur shall refund the entire outstanding amount along with the applicable administrative charges within a reasonable period determined by DHI. DHI shall then issue a letter of Final Settlement and the Agreement shall then be terminated. In the event, the outstanding amount and the applicable administrative charges are not refunded in the said period, then the Agreement shall continue to remain in force and DHI may choose to initiate appropriate measures as per the provisions of the Agreement.
- b) If no funds have been disbursed, DHI shall issue a Letter of Final Settlement and then the Agreement shall be terminated.

27. Governing Law

This Agreement shall be governed by, and construed and enforced in accordance with, the laws of the Kingdom of Bhutan.

28. Entire Understanding

This Agreement constitutes entire agreement between the Parties with respect to the subject matter of this Agreement and supersedes all prior agreements and understandings, both oral and written, between the Parties with respect to the subject matter of this Agreement. The Annexes to this Agreement shall constitute and be construed as integral part of the Agreement.

29. Amendment

The Parties may amend any provision of this Agreement by executing another agreement in writing and upon fulfilling the requirements of a valid agreement under law.

30. Notices and other Communication

Notices, approvals and other communication under this Agreement shall be in writing and delivered by mail or other electronic transmission or by express or personal delivery, addressed as follows:

To DHI:

Director,

Department of Investments,

Druk Holding and Investments Limited

Phone: +975-2-337530

PO Box 1127

Thimphu, Bhutan

To the Entrepreneur:

Shishir Chhetri,

Gawa Shop,

Thimphu, Bhutan

IN WITNESS WHEREOF, the Parties have caused this Agreement to be duly executed as of the Effective Date.

For:

DRUK HOLDING & INVESTMENTS LTD.

By:



Name: Dasho Karma Yezer Raydi
Title: Chief Executive Officer, DHI

Date:

WITNESS

Name: *Jonan Philip*
Title: *Asst. CSO*

CID No. 16103000832
Mobile No. 17660078

THE ENTREPRENEUR

By:



Name: *Mr. Shishir P. Chhetri*
Title: *CEO - gawashop*

CID No. 11201002424
Date: 18th Sept. 2020
Mobile No. 17735416

WITNESS

Name: *M/s Buddhi Maya Rai*
Title: *Mrs.*

CID No. 11812001550
Mobile No. 17669277



IN WITNESS WHEREOF, the Parties have caused this Agreement to be duly executed as of the Effective Date.

For:

DRUK HOLDING & INVESTMENTS LTD.

By:



Name: Dasho Karma Yezer Raydi
Title: Chief Executive Officer, DHI

Date:

THE ENTREPRENEUR

By:



Name:
Title: Mr. Shishir P. Chhetri
CEO - gawashop

CID No. 11201002424

Date: 18th Sept. 2020

Mobile No. 17735416

WITNESS

Name: Jonam Philip
Title: AS, CSD

CID No. 10103000832

Mobile No. 17660078

WITNESS

Name: Mrs. Buddhi Maya Rai
Title: Mrs.

CID No. 11812001550

Mobile No. 17669277

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ANNEXURE I: LETTER OF GUARANTEE

That I, **Susma Bhujel** holding CID card no: **11314000438**, a resident of **Thimphu** hereby submit an irrevocable letter of guarantee to stand as the guarantor for the amount **Nu 300,000** availed by Mr. **Shishir Chhetri** holding CID no **11201002424** hereinafter referred to as "Entrepreneur", from Druk Holding and Investments Limited, hereinafter referred to as "DHI".

That I, **Susma Bhujel** after having understood all implications with free will consented to stand as the guarantor for the above Entrepreneur hereby undertake to repay the aforesaid amount along with the penalty amount (if charged) upon any default by the Entrepreneur or upon demise of the Entrepreneur or based on any other exigencies, without any external recourse against the Entrepreneur.

That this guarantee shall be binding as a continuing security on me, **Susma Bhujel**, and/or my heirs or legal representatives, until the Entrepreneur notifies me, **Susma Bhujel**, in writing that the amount borrowed is fully liquidated or the fund account is closed, without any objection from the DHI.

That the DHI has the absolute right to make any demand or provide intimation or serve a written notice to me **Susma Bhujel**, or my heirs or legal representatives either through the postal service or hand delivery or email to the last known place of the guarantor.

That in the event of nonpayment of the amount availed from DHI, I fully authorize DHI to debit money from my personal account number **BOB A/C: 100803957** or any deposit account or realize the amount from the proceeds of any Cheque payable to me towards the repayment of the amount availed with the intimation to me. I fully understand that I have surrendered my right to seek any external recourse and I shall be fully governed by this letter of guarantee submitted herein.

The Guarantee may not be waived, modified, amended, terminated, released or otherwise changed except by writing signed by the undersigned and DHI.

That the contact details are true and accurate and shall intimate DHI of any change in the contact details and shall be held liable for providing false information if proved wrong.

S.B. 

IN WITNESS WHEREOF, the guarantor has executed this Letter of Guarantee on the 18.9.2020 (September) (2020).

(Signature of Guarantor)

Name... SuSma Bhujel.

CID No... 11314000438

Address... Thimphu (Changjiji)

Agency... Private.

Email... SuSmaBhujel@gmail.com.

Mobile No... 17470153.

(Signature of Witness)

Name... Buddhi Maya Rai

CID No... 11812004550

Mobile No... 17669277

THE ENTREPRENEUR

(Signature)

Name... Shishir P. Chhetri

Title... CEO, gawashop.

CID No... 11201002424

