

Credit Evaluation – Loans and Credit Administration							
Date	:	05 Oct 2017			Branch	:	CMO
From	:	Credit Evaluation – Credit Management Department					
To	:	Head, Credit Management & Branch Manager					
1.0 Borrower Information							
Borrower: (age)	1	Mr. An Pasty(33)			Nature of business/ Employment	1	CEO
	2	Mdm. Ros Somphos(31)				2	General Manager
	3					3	
Guarantor:	1	N/A			Borrowing R's ship since:	New	
CRR Grade	4						
2.0 Term Sheet							
New/ Additional	Facility	Existing Limit (USD)	Proposed Limit (USD)	O/S balance@	Tenure	Interest rate ECOF = 5.5% p.a.	
New	HL	-	110K	-	25 years	ECOF+ 2% p.a. on monthly rest, subject to minimum 7.5% p.a.(1 st year) and 8.0%p.a.(from 2 nd year onward)	
Total			110K				
Fees	Processing fee	:	1% on approved limit				
	Prepayment fee	:	1 st to 3 rd year: 3% 4 th to 25 th year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.				
	Renewal fee	:	N/A				
	Commitment fee	:	N/A				
Loan Purpose:	- To part finance purchase of a 3 storey link house in Borey Phnom Penh Thmey						
Request/ Deviation:	- NA						

3.0 Comment by Credit Evaluation:	
1.	Borrowers are related as husband & wife .Mr. Pasty is working as CEO for Super Royal Alliances Co., Ltd since 2014 with monthly net salary of USD2,635. Mdm. Somphos on the other hand is General Manager at Modern Lux Wedding Embellishment since 2005 with monthly net salary of USD850. (Confirmation letter and pay slip enclosed)
2.	The purpose of loan is to part finance of purchase a 3 storey link house for residential purpose with total purchase price of USD165K as per SPA while current market price quoted by 2 of our valuer panel which range between USD140K to USD143K. We will finance 66% as per SPA or 78% based on lowest OMV which still within the allowable margin of 80% of special HL package.

3. Strong DSR of 4.01x. Under sensitized scenario if net income drops by 30% DSR still comfortable at 2.87x.
4. The purchase property will be charge to us with MOA of 78%.

4.0

Concurred by Credit Evaluation

- I would concur for Management's approval subjected to
 - i) Shorten loan tenor of 20 years instead as agreed.

Prepared by:



Hok kimsovichheka
 Assistant Manager
 Date:

Concurred by:



Tang Siew Hon
 Senior Manager
 Date:

Jointly Approved by :

Subject to:

As recommended by CED



Yong Ching San
 Head, Credit Management
 Date: 6/10/17

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CONSUMER LOAN APPLICATION

Branch	City Mall Branch	Date	14 September 2017
To	HOC & CH	CA No.	RHBIBL/BDM/0002/2017/0140

Borrower(B) / Guarantor(G) Profile					
No.	Name	B/G	ID /Passport No.	Age	
1	Mr. An Pasty	B	0700135554(01)	33	Borrowing Relationship Since (Year)
2	Mdm. Ros Somphos	B	011283323	31	Related / Connected Party
					Borrow KYC Level
					Credit Grade

Applicant's Background/Business information

Mr. An Pasty and Mdm. Ros Somphos are related as husband and wife. Currently they are residing at # 21L, Concrete road, Group No. 5, Phum Tagnao kroam, SK Niroad, Khan Chbar Ampov, Phnom Penh.

Borrower will move the existing residential with above address to living in the new address at the new purchase property. As inform by the borrower for the existing property will put rental out or selling out when he can get high price.

Mr. An Pasty has been working at Super Royal Alliances Co., Ltd since 2014 as CEO with the monthly salary about USD2,635.00 (Confirmation Letter, Salary payment slip and staff ID are enclosed for reference).

Mdm. Ros Somphos has been working at Sam Ang Kar Lux Toan Samay (Modern Lux Wedding Embellishment) since 2005 as position in charge of General Manager and Personal Assistant to Director with the monthly salary about USD850.00 (Confirmation Letter and Salary slip are enclosed for reference).

Background of Super Royal Alliances Co., Ltd

Super Royal Alliances Co., Ltd has located is No. 21L, St. 656, Phnom Penh city, Cambodia, Website: <http://www.royal-alliancegroups.com>, Phone Number: 023 881 086, Email: info@royal-alliancegroups.com.

Super Royal Alliances Co., Ltd has registration number: Co. 1887KH/2014; issued on date June 23, 2014 from Ministry of Commerce (The Certificate of Incorporation is enclosed for reference). This company is the importer the construction products, Hot Water System Installation, Instant Hot Water Dispensers and other relevant products.

Request			
New Housing Loan (HL) of USD110,000.00	Request for	Y	N
	Age deviation		N
	DSR deviation		N
	MOA deviation		N

Loan Details							
Type	Existing Limit	Proposed Limit (USD)	Total Limit (USD)	Outstanding Balance	Pricing (Current ECOF @ 5.5%)	Repayment Period (Years)	Repayment Amount (USD)
Housing Loan (HL)	0.00	110,000.00	110,000.00	0.00	1st year: ECOF + 2.0%p.a. on monthly rest subject to minimum 7.50%p.a. 2nd year on ward: ECOF + 2.5%p.a. on monthly rest subject to minimum 8.0%p.a.	25	First Year: 813.00 (Round Up) Second Year onward: 849.00 (Round Up)

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Loan Purpose																				
To part finance the purchase a parcel of a unit for 3- storey link house has located in Borey Phnom Penh Thmey for borrowers' residence.																				
Under Construction	Y	N	Completed from developer	Y	N															
Name of Developer	: Borey Phnom Penh Thmey																			
Panel	: N/A																			
Unit Capping	: N/A																			
Approved unit @ to date	: N/A																			
% of completion	: 90% completed																			
SPA Price	: USD165,000.00																			
<ul style="list-style-type: none"> - The purchased property is a unit of three storey link house for the borrower's residence. - The property to be purchased will transferred ownership from seller to Mr. An Pasty and Mdm. Ros Somphos. It will be charged to us. - The scheduled payment is mention as below:- <table border="1"> <thead> <tr> <th>Payment</th> <th>Amount (USD)</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>First Deposit</td> <td>500.00</td> <td>0.3%</td> </tr> <tr> <td>Second Deposit</td> <td>49,000</td> <td>29.70%</td> </tr> <tr> <td>Installment with Borey</td> <td>115,500</td> <td>70.00%</td> </tr> <tr> <td>Total</td> <td>165,000</td> <td>100.00%</td> </tr> </tbody> </table> <p>Remark: After get approval RHB bank, the borrower will pay initial amount of USD55K to seller and the balance sum amount of USD110K will disbursement to seller from RHB bank after blocking the title deed of property to be purchased.</p>						Payment	Amount (USD)	Percentage	First Deposit	500.00	0.3%	Second Deposit	49,000	29.70%	Installment with Borey	115,500	70.00%	Total	165,000	100.00%
Payment	Amount (USD)	Percentage																		
First Deposit	500.00	0.3%																		
Second Deposit	49,000	29.70%																		
Installment with Borey	115,500	70.00%																		
Total	165,000	100.00%																		
I. Refinancing																				
Bank	Approved / Operating Limit		Outstanding Balance	Pricing	Repayment Record															
N/A	N/A		N/A	N/A	N/A															
II. Others		N/A																		
Details of Property to be Charged																				
			Property																	
Address			A unit of 3 storey link house at Borey Phnom Penh Thmey, Street North Bridge, #16, St No. D, Phum Trea, Sangkat Stoeung Meanchey, Khan Meanchey, Phnom Penh.																	
Land Area			75sqm (as per measuring)																	
Built Up Area			137.70sqm (5.40m*8.50m*3floors) (as per measuring)																	
Title Details			<p>i. Title No/Expiry Date of LH : 12060103-5677 (to be transferred ownership to borrower' name)</p> <p>ii. Tenure – FH/LH (Balance of Years) : Freehold</p> <p>iii. Registered Owner : Under transferred ownership to Mr. An Pasty and Mdm. Ros Somphos</p> <p>iv. Encumbrances : None</p> <p>v. Restriction in Interest/Conditions : None</p>																	
Remark (s)			The ownership of the property currently is under the process of transferring the ownership to Mr. An Pasty and Mdm. Ros Somphos.																	
Registered Owner's Relationship With borrower			Buyer and Seller																	
Fire Insurance by			To be insured by RHBIBL's panel upon completing of the property.																	
Cross Charge (Y/N) (Please furnish details if "Y")			No																	
Valuation																				
<p>i. Valuation Report by ARC</p> <ul style="list-style-type: none"> - Land value - Building Value - Total OMV - Value Name - Date 			To be issued by RHBIBL's panel																	
ii. Verbal/Cross Check			Verbal 1		Verbal 2															

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- Land value	USD107,250.00 (USD1,430/sqm x 75sqm)	USD105,000.00 (USD1,400/sqm x 75sqm)
- Building Value	USD33,000.00 (USD240/sqm x 137.70sqm)	USD38,556.00 (USD280/sqm x 137.70sqm)
- Total OMV	USD140,250.00	USD143,556.00
- Valuer Name	ARC	9 Base
- Date	August 25, 2017	August 25, 2017
Adopt market value	Base on the above verbal check report with ARC, branch would like to take the value of USD140,250.00 to calculate the MOA.	
Margin of Financing (%)	78.43%	
Security Coverage (Times)	1.27 time	

Conduct of Account I) With RHBIBL (Own/Related Account)					
Name	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
N/A	N/A	N/A	N/A	N/A	N/A
Conduct of Account II) With other financial Institution as per CBC checking					
Bank	Facility	Approved/ Operating Limit	Outstanding Balance at 06/09/2017	Pricing	Conduct
N/A	N/A	N/A	N/A	N/A	N/A

CBC, AML and World Checking

Based on latest CBC and World checking on September 08, 2017, the borrower has no enjoy with other banks

Repayment Risk Analysis			
Total monthly Income*	USD3,485.00		
	Salary for Mr. An Pasty: USD2,635.00		
	Salary for Mdm. Ros Somphos: USD850.00		
Less Total Commitment**	RHBIBL (USD110K): USD849.00		
	Other: 0.00		USD849.00
DSR			4.10x
Balance Uncommitted			USD2,636.00
Estimated / Disclosed Net worth***			USD115,000.00
Within Bank Lending Criteria	1/3 Income		Y
	45% Income		Y
Risks		Mitigating Factors	
N/A		N/A	

Note:

(*) Income is verified by bank statement, Confirmation letter and Payment slip.

(**) Net worth of the borrowers is around USD115,000.00 as detail below:

- Equity contribution to purchase the property is about USD55,000.00 at Borey Phnom Penh Thmey, Street North Bridge, #16, St No. D, Phum Trea, Sangkat Stoeung Meanchey, Khan Meanchey, Phnom Penh for borrowers' residence (The property will be charged to RHB bank).
- A parcel of land at located is #21L, Concrete road, Phum Tagnao Kraom, SK Niroad, Khan Chbar Ampov, Phnom Penh is about USD60,000.00.

The property price had been verbal check with ARC real estate co., Ltd on 25/08/2017.

Saving Account Transaction:

The borrower has provided the saving account for 5 months as mention in below table:

Bank Name: Aceda bank Plc

A/C Name: An Pasty

A/C Number: 3483-00-370744-1-4

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Month	No.	Deposit	No.	Withdrawal	Month-End Balance
					1,687.18
17-Apr	0	0.00	9	1,099.61	587.57
17-May	0	0.00	4	569.45	18.12
17-Jun	1	0.01	0	0.00	18.13
17-Jul	1	0.01	0	0.00	18.14
17-Aug	1	5,000.00	4	1,500.46	3,518.56
17-Sep	1	20,000.00	1	500.00	23,018.56
Total	4	25,000.02	18	3,669.52	
Average	0.7	4,166.67	3	611.59	

Comments:


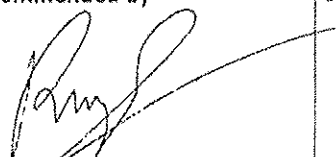
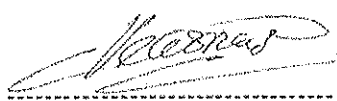
Within the period of 6 months for 2017, the borrower has average monthly deposits of USD4.1K. (Bank statement from Aceda bank is enclosed for reference).

Sensitized Scenario:

We conduct sensitized scenario base on income drop by 30% as table below:

Monthly Income	Actual 2017
Salary for Mr. An Pasty: USD2,635.00	3,485.00
Salary for Mdm. Ros Somphos: USD850.00	
Total for all income	3,485.00
Monthly Average Net Income (Less 30%)	2,439.50
Total Commitment	849.00
Sensitized DSR	2.87

As such if we have excluded the income drop of 30% by amount USD1,046.00 for family expenses, repayment capacity remains sufficient with DSR is 2.87x and uncommitted balance still remain high at USD2,439.50.

Recommendation		
Prepared by	Recommended by	Jointly approval by
		
Roeurn Sarak Senior Executive, Mobile Credit 14 September 2017	Srean Raksmeay Senior Manager, Mobile Credit & Mortgage 14 September 2017	Keang Chanveasna Branch Manager 14 September 2017

Credit Policy : ~~Non-Compliance~~/ In Compliance

D/P Check: BM & HOC

AML/CFT Check: No name matched

DP Check (Amount in USD)		
Description	Borrower + related borrowers (RHBIBL only)	Borrower + related borrowers (RHB Banking Group)
Total Exposure	USD110,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD110,000.00	N/A
Of which	N/A	

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Secured facilities	USD110,000.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	BM & HOC	N/A

Head office use only

Comment by Loan and Credit Administration

Term Sheet

Home Loan (New)	USD110,000.00	Tenure	: 25 Years
		Installment amount	: 1 st year: USD813.00, 2 nd year onward: USD849.00
		Processing fee	: 1% of approved limit
		Prepayment	: 1 st to 3 th year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 4 th to 25 th year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.

Condition Precedent:

1. Acceptance of Letter of Offer
2. Payment of processing fee of 1% on approved limit
3. Full completion of the purchased house
4. Obtain valuation report from bank's panel valuer indicate property is value at least USD140,250.00.
5. Purchase of Fire Insurance over the financed property;
6. Release of facilities subject to :-
 - i. Compliance of Terms under Condition Precedent.
 - ii. Completion of relevant security documentation. All loan/security documents which are required herein and/or such other documents as may be required by the Bank and/or its solicitors shall have been executed by the Applicants and/or the relevant security parties, registration fee duly paid and registered at such registries as the Bank may deem necessary.

Disbursement method:

Upon full completion of purchase house, blocking of title deed and additional differential sum of USD55,000.00 has been paid to vendor. The housing loan amount of USD110,000.00 is to be released directly to developer by issuing banker cheque.

Reimburse is allowed if the borrower pay more than USD55,000.00 to seller subject to acceptable evidence to the bank.

Post drawdown condition: N/A

Other terms and conditions (if any): N/A

Appendix I

Repayment Analysis				
Item	Yes	No	NA	Remark (mandatory if "NO" is (x))
Employment Confirmation Letter	x			
Salary slip for the last 3 months	x			
Rental agreements			x	
Income statement (P&L)			x	
Sale/Purchase invoices (for the last 3 months)			x	
Balance Sheet			x	
Income Projection			x	
Sale-Purchase Agreement	x			

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Security Document	New / Complied
Facility agreement of USD110,000 as principal instrument	New
Hypothec Agreement as subsidiary Instrument on Property __1__	New