

# RHB Indochina Bank

## CONSUMER LOAN APPLICATION

Branch	Kbal Tnol	Date	07 June 2017
To	HOC & CH	CA No.	RHBIBL-BDM-0004-2017-0090
(To be escalated to next level if applicable)			

Borrower(B) / Guarantor(G) Profile						
No.	Name	B/G	ID /Passport No.	Age		
1	Mr. Ban Chenda	B	170416767	30	Borrowing Relationship Since (Year)	New
2	Miss. Ban Socheat	B	171080397	29	Related / Connected Party	Y N
					Borrow KYC Level	H M L
					Credit Grade	5

### Applicant's Background/Business information

Mr. Ban Chenda and Miss Ban Socheat are related as sibling. They are single and residing with their parent located at St. Northbridge, Phum Sieng Roleung, Sangkat Teok Thla, Khan Sen Sok, Phnom Penh, Cambodia.

Mr. Ban Chenda is working as a Programming Director at Southeast Asia Television "SEATV" since June 2015 with net salary is USD880.43. (Bank Statement from Canadia Bank PLC, Employment Contract and latest staff ID to confirm the position is obtained for further reference). In his position he also obtain additional allowance about USD450.0 per month (Confirmation Letter and Payslip are obtained for more reference).

Miss. Ban Socheat is an Accountant at Hout Chea Company Co., Ltd since 2016 with monthly salary is about USD450.0 (Confirmation Letter and Bank Statement PPCB are obtained for further reference)

### Employer's information

SEATV was established in 2010, is registered under Mdm. Khem Rany. It located at St. Nortbridge, Sangkat Toek Thla, Khan Sensok, Phnom Penh, Cambodia. SEATV is the top 5 TVs in Cambodia with 300 employments.

Hout Chea Company Co., Ltd is a private company that is import the construction material from Vietnam, Thailand, Malaysia and etc. The company is located at No. 10, St. 271, corner of St. 371, Phnom Penh, Cambodia. There are more about 50 staffs working at the company.

Request			
<ul style="list-style-type: none"> <li>A new Housing Loan (HL) of USD30,555.00</li> <li>To allow CRR at grade 5 in view that:-                             <ul style="list-style-type: none"> <li>Comfortable repayment capacity with DSR is 3.14x</li> <li>Uncommitted balance of USD1,216.42 is sufficient for applicant's expense</li> </ul> </li> </ul>	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)		30,555.00	30,555.00		ECOF + 3.5%p.a. on monthly rest subject to minimum 9.0%p.a.	12	348.00 (Round Up)

Loan Purpose							
To part finance the purchase of a single storey flat house from Borey Maha Sen Sok for applicants' residence.							
Under Construction	Y	N	Completed from developer	Y	N	Applicants signed SPA with Borey Maha Sen Sok on 10/01/2017 to purchase a flat #B-150, Borey Maha Sen Sok, S/K. Kraing Thnong, Khan Sen Sok, Phnom Penh with the total selling price	

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Name of Developer	: Maha Family Properties Co., Ltd.	USD50,925.00 (SPA is enclosed).
Panel	: Y/N	
Unit Capping	: 132	
Approved unit @ to date	: 71	Applicant already paid USD20,370.0 (Deposit slip is enclosed for further reference)
% of completion	: 80% completed (purchased house)	
SPA Price	: USD50,925.00	Based on the SPA the house will be completed in Jan 2018.

I. Refinancing					
Bank	Approved / Operating Limit	Outstanding Balance	Pricing	Repayment Record	Remark
N/A	N/A	N/A	N/A	N/A	N/A

II. Others		N/A
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Details of Property to be Charged													
	<b>Property</b>												
Address	#B-150 Ea, St. Maha B, Phum Vimean Trung, S/k. Krang Thnong, Khan Sen Sok, Phnom Penh.												
Land Area	85.0 sqm [as per sub-divided title]												
Built Up Area	57.4 sqm (4.1m x 14m)												
Title Details													
i. <b>Title No</b> /Expiry Date of LH	<b>Under Master Title (To be Sub-divided)</b>												
ii. <b>Tenure</b> – FH/LH (Balance of Years)	Freehold												
iii. Registered Owner	To be registered under Mr. Ban Chenda.												
iv. Encumbrances	None												
v. Restriction in Interest/Conditions	None												
Remark (s)	1. Before Ownership Transfer <ul style="list-style-type: none"> <li>- Buy back guarantee from Developer</li> <li>- Deed of Assignment on SPA from buyer</li> <li>- Undertaking not to charge or encumber the master title without bank's express consent</li> <li>- Undertaking to sub-divide the master title</li> </ul> 2. Post Ownership Transfer (Hard Title Deed) Hypothetic registration of the Title Deed under buyer name are to be dully made within 6 month from completion and handing over of financed property												
Registered Owner's Relationship With borrower	N/A												
Fire Insurance by	To be insured by RHBIBL's panel upon completing of the property.												
Cross Charge (Y/N)	No												
(Please furnish details if "Y")													
Valuation													
i. <b>Verbal/Cross Check</b>	<b>Formal valuation report to be issued by RHBIBL's panel valuers</b>												
<ul style="list-style-type: none"> <li>- Land value</li> <li>- Building Value</li> <li>- Total OMV</li> <li>- Value Name</li> <li>- Date</li> </ul>													
ii. <b>Verbal/Cross Check</b>													
<ul style="list-style-type: none"> <li>- Land value</li> <li>- Building Value</li> <li>- Total OMV</li> <li>- Valuer Name</li> <li>- Date</li> </ul>	<table border="1"> <tr> <th>Verbal 1</th> <th>Verbal 2</th> </tr> <tr> <td>USD37,400.00 (USD440 per sqm)</td> <td>USD37,400.00 (USD440 per sqm)</td> </tr> <tr> <td>USD14,350.00 (USD250 per sqm)</td> <td>USD14,350.00 (USD250 per sqm)</td> </tr> <tr> <td>USD51,750.00</td> <td>USD51,750.00</td> </tr> <tr> <td>Bonna</td> <td>ARC</td> </tr> <tr> <td>June 02, 2017</td> <td>June 02, 2017</td> </tr> </table>	Verbal 1	Verbal 2	USD37,400.00 (USD440 per sqm)	USD37,400.00 (USD440 per sqm)	USD14,350.00 (USD250 per sqm)	USD14,350.00 (USD250 per sqm)	USD51,750.00	USD51,750.00	Bonna	ARC	June 02, 2017	June 02, 2017
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Bonna	ARC												
June 02, 2017	June 02, 2017												
<b>Adopt market value</b>	USD50,925.00 Based on SPA												
Margin of Financing (%)	<b>60.0% based on SPA</b>												
Security Coverage (Times)	<b>1.67x times based on SPA</b>												

# RHB Indochina Bank

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	Pricing	Conduct
CLBC	Credit Card (Mr. Ban Chenda)	800.00	416.57	18%	Prompt
AEON	Personal Loan (Miss. Socheat)	900.00	840.01	32%	Prompt
Active People	Personal Loan (Miss. Socheat)	700.00	660.10	38%	Prompt

The purpose of the loan is to buy motor bike for Miss. Ban Socheat. The repayment is considered prompt to date.

## CBC, AML and World Checking

There is no entry matching to World Check and AML.

Repayment Risk Analysis			
Total monthly Income*	USD1,785.43		
	Mr. Chenda:	USD1,335.43	
	Miss Socheat :	USD450.00	
Less Total Commitment	RHBIBL:	USD348.00	
	Credit Card:	USD84.00	
	Installment AEON:	USD64.00	
	Installment Active people:	USD73.00	
	USD569.0		
DSR (x)	3.14x		
Balance Uncommitted	USD1,216.43		
Estimated / Disclosed Net worth**	USD20,370.0		
Within Bank Lending Criteria	1/3 Income	Y	
	45% Income	Y	
Risks		Mitigating Factors	
N/A		N/A	

(\*) Salary is verified by verification of Employment Letter, Passbook and Bank Statement.

(\*\*) Networth is the borrower's equity contribution for the purchase of the property.

Financial Analysis				
Sensitized Scenario 1:				
By assuming that the net salary of Mr. Ban Chenda and Miss. Ban Socheat will increase 5% respectively each year, while daily food and other expense to increase 10% each year, the sensitized DSR remain strong at 2.42x				
Description (USD)	Actual2017	Proj.2018	Proj.2019	Proj.2020
Monthly Income				
Mr. Chenda	1,335.4	1,402.2	1,472.3	1,545.9
Miss. Socheat	450.0	472.5	496.1	520.9
Total Salary	1,785.4	1,874.7	1,968.4	2,066.9
Expenditure				
Daily Food	200.0	220.0	242.0	266.2
Transportation	40.0	44.0	48.4	53.2
Utilities Exp	30.0	33.0	36.3	39.9
Other Exp	100.0	110.0	121.0	133.1
Total Expense	370.0	407.0	447.7	492.5
Remaining Income	1,415.4	1,467.7	1,520.7	1,574.4
Installment RHB	348.0	348.0	348.0	348.0

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Credit Card	84.0	84.0	84.0	84.0
Installment AEON	64.0	64.0	0.0	0.0
Installment Active people	73.0	73.0	0.0	0.0
<b>Total Installment</b>	<b>569.0</b>	<b>569.0</b>	<b>432.0</b>	<b>432.0</b>
<b>Sensitized DSR</b>	<b>2.49x</b>	<b>2.58x</b>	<b>3.52x</b>	<b>3.64x</b>

Note. The installment at AEON and Active People will be mature in 2019.

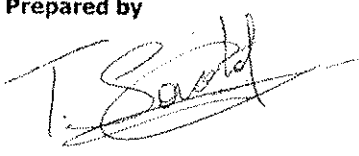

## Sensitized Scenario 2:

We conduct sensitized scenario base on the following two events:-

- Sensitized Scenario A: Total income drop by 20%
- Sensitized Scenario B: Total income drop by 50%

Description (USD)	Monthly 2017	Monthly 2017	
		Sensitized 1	Sensitized 2
Net Salary	1,785.4	1,428.3	892.7
Total installment	569.0	569.0	569.0
DSR (X)	3.14x	2.51x	1.57x
Uncommitted balance	1,216.4	859.3	323.7

In the worst case, repayment capacity remains sufficient with DSR is 1.57x and uncommitted balance still remain sufficient for monthly expense at USD323.7.

Recommendation	
<b>Prepared by</b>  <b>Tek Sovichet</b> <b>Assistant Manager, Mortgage</b> <b>09 June 2017</b>	<b>Recommended by</b>  <b>Srean Raksmeay</b> <b>Senior Manager, Mobile Credit &amp; Mortgage.</b> <b>09 June 2017</b>

Credit Policy : Non Compliance / In-Compliance

D/P Check: HOC & CH

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	USD30,555.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD30,555.00	N/A
Of which	N/A	
Secured facilities	USD30,555.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	HOC & CH	N/A

Head office use only
Comment by Loan and Credit Administration
<b>Term Sheet</b>

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Home Loan (New)	USD30,555.00	Tenure Installment amount Processing fee Prepayment	: 12 Years : USD348.00 : 1% of approved limit : 1 <sup>st</sup> to 5 <sup>th</sup> year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. : 6 <sup>th</sup> to 12 <sup>th</sup> year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.
<b>Condition precedent:</b> <ol style="list-style-type: none"> <li>1. Acceptance of Letter of Offer</li> <li>2. Payment of processing fee of 1% on approval limit</li> <li>3. Release of facilities subject to :- <ol style="list-style-type: none"> <li>a) Compliance of Terms under Condition Precedent.</li> <li>b) 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.</li> </ol> </li> </ol>			
<b>Disbursement method:</b> <p>Up on satisfactory submission site visit report from bank staff assuring the on-going of the project, the loan will be progressively released as per SPA terms and conditions with Final 10% of SPA will be release upon:-</p> <ol style="list-style-type: none"> <li>i. Full completion of the financed property;</li> <li>ii. Completion of Ownership Transfer and Hard Title is duly hypothetic to RHB;</li> <li>iii. Purchase of Fire Insurance over the financed property;</li> <li>iv. Obtain valuation report from bank's panel valuer indicating property value of not less than USD50,925.00.</li> </ol> <p>Reimburse is allowed if the buyer pay more than USD20,370.00 to the developer subject to acceptable evidence to the bank.</p>			
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			
Bank statement for the last 6 months	X			
Income statement (P&L)			X	Salary earner
Sale/Purchase invoices (for the last 3 months)			X	Salary earner
Balance Sheet			X	Salary earner
Income Projection			X	Salary earner
Sale-Purchase Agreement	X			

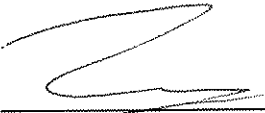


Security Document		New / Complied
Facility agreement of USD30,555.00 as principal instrument		New
Hypothec Agreement as subsidiary instrument on Property <u>1</u>		New



Credit Evaluation – Loans and Credit Administration							
Date	:	12/06/2017	Branch	:	KTL		
From	:	Credit Evaluation – Loans and Credit Administration					
To	:	Head, Credit Management & Country Head					
<b>1.0 Borrower Information</b>							
Borrower:	1	Mr.Ban Chenda (30)	Nature of business/ Employment	1	Programming Director		
	2	Mdm Ban Socheat (29)		2	Accountant		
	3						
Guarantor:	1		Borrowing R's ship since:	New			
	2						
	3						
CRR Grade	5						
<b>2.0 Term Sheet</b>							
New/ Additional	Facility	Existing Limit (USD)	+/-	Proposed Limit (USD)	O/S balance	Tenure	Interest rate ECOF = 5.50% p.a.
New	HL	/	+30,555	30,555		12 years	ECOF + 3.5% subject to min 9%
Total		/	+30,555	30,555			
Fees	Processing fee	:	1% on approved limit				
	Prepayment fee	:	1 <sup>st</sup> – 5 <sup>th</sup> year: 3% 6 <sup>th</sup> – 12 <sup>th</sup> year: 1%				
	Renewal fee	:	NA				
	Commitment fee	:	NA				
Loan Purpose:	- / To part finance purchase of a unit of single storey flat house						
Request/ Deviation:	- / To seek approval for CRR grade 5						

3.0	Comment by Credit Evaluation:
1.	Borrowers are both single and related as sibling. Mr.Chenda is currently working as a Program Director with SEA TV with monthly net salary of USD1,330.43 since 2015 while Ms. Socheat is an account with Hout Chea Company Co.,Ltd since 2016. Their combined monthly net salary of USD1,785.43 provides strong DSR of 3.14x
2.	The purchase house will be for owner occupation with Borey Maha Sen Sok which is our existing end financing project with MOA of 60% against purchase price of USD50,925.
3.	CRR at grade 5 due to borrower's young age and low <u>networth</u> despite strong repayment coverage and acceptable MOA.

<b>4.0</b>	<b>Recommendation by Credit Evaluation</b>
1. I would concur on branch's recommendation for Management's approval	

<p><b>Concurred by:</b></p>  <p>Tang Siew Hon          Senior Manager          Date: 12/06/2017</p>
<p><b>Jointly approved by:</b></p>  <p>Yong Ching San          Head, Credit Management          Date: 13/6/17</p>
<p><b>Jointly approved by:</b></p> <p>As above</p>  <p>Lim Loong Seng          Country Head          Date: 15/6</p>