

RHB Indochina Bank

CONSUMER LOAN APPLICATION

Branch	TKK	Date	13 October 2017
To	DCH & BM	CA No.	RHBIBL-BDM-0010-2017-0155
(To be escalated to next level if applicable)			

Borrower(B) / Guarantor(G) Profile						
No.	Name	B/G	ID /Passport No.	Age		
1	Mr. Boun Sovisith	B	010038235 (01)	37	Borrowing Relationship Since (Year)	New
2	Mdm. Siv Chantha	B	010408312 (01)	34	Related / Connected Party	Y N
					Borrow KYC Level	H M L
					Credit Grade	4

Applicant's Background/Business information:

Mr. Boun Sovisith and Mdm. Siv Chantha are related as husband and wife with 2 kids.

Mr. Boun Sovisith has been working at Ministry of Labour and Vocational Training for 15 years. Currently, he is a Dean Faculty Electronic with reported average net monthly salary and allowance accepting of USD1,286.40 (Employment Letter, Canada Bank Statement and Payment Slip are enclosed for reference).

Currently, Mdm. Siv Chantha is a Chinese Translator and also Online Product Seller with monthly income of about USD750.00; however, her career cannot calculate income due to there is no document to justify and it is just a translating for small family and sell product by Facebook online and this income is not included into DSR (Facebook Page's name Emili Kidoti is enclosed for reference).

Currently, they live together with their parents at # 14A, St. 602, Phum 8, Sangkat Beoung Kok 2, Khan Toul Kork, Phnom Penh (Family Book and ID Card are enclosed for reference).

Request			
1. New Housing Loan (HL) of USD32,000.00 under HL Campaign	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)
HL		32,000.00	32,000.00		ECOF + 3%p.a. on monthly rest subject to minimum 8.5%p.a.	10	397.00 (Round Up)

RHB Indochina Bank

Loan Purpose					
To part finance the purchase a double-storey link house for applicant's residence.					
Under Construction	Y	N	Completed from developer	Y	N
Name of Developer			: The Flora Project		<p>The applicant purchased a link house is located at # 84, St. F1 (6A National Road), Sangkat Bak Kheng, Khan Chroy Chongva, Phnom Penh, Cambodia. Applicants signed SPA on 10 April 2016.</p> <p>Applicants already paid to developer amount USD27,027.50. SPA and payment slip to Borey are obtained for more reference.</p> <p>The incomplete parts are interior and exterior decoration, glass, lighting, and installing door ... etc. As per SPA, the construction will be taken 20 months from 10 April 2016 till 10 December 2017.</p>
Panel			: Y/N		
Unit Capping			: 45		
Approved unit @ to date			: 0		
% of completion			: 90%		
SPA Price			: USD54,055.00		
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 1		
Property Type			A double-storey link house		
Address			# 84, St. F1, Sangkat Bak Kheng, Khan Chroy Chongva, Phnom Penh, Cambodia.		
Land Area			84.80sqm (5.3m*16m) [Base on Hard Title Deed]		
Built Up Area			84.80sqm (5.3m*8m* 2 floors) [Base on SPA]		
Title Details					
i. Title No/Expiry Date of LH ii. Type of Property iii. Tenure – FH/LH (Balance of Years) iv. Registered Owner v. Encumbrances vi. Restriction in Interest/Conditions			PP41277 A parcel of land accommodating double-storey Link-house. Freehold To be registered under Mr. Boun Sovisith and Mdm. Siv Chantha None None		
Remark (s)			1. Before Ownership Transfer - Buy back guarantee from Developer until the hard title has transferred ownership to under borrower's name is duly charged with RHB bank. - Deed of Assignment on SPA from buyer - Undertaking letter by developer to sub-divide the master title and surrender the individual title to RHB bank. 2. Post Ownership Transfer (Hard Title Deed) Hypothetic registration of the Tittle Deed under buyer name is to be dully made within 6 months from completion of building block, failing which the interest rate will be increased by 3% p.a.		
Fire Insurance by			To be insured by RHBIBL's panel insurance company		
Cross Charge (Y/N) (Please furnish details if "Y")			No		

RHB Indochina Bank

Valuation		
i. Valuation Report <ul style="list-style-type: none"> - Land value - Building Value - Total OMV - Value Name - Date 	Formal valuation report to be issued by RHBIBL's panel valuers	
ii. Verbal/Cross Check <ul style="list-style-type: none"> - Land value - Building Value - Total OMV - Valuer Name - Date 	Verbal 1	Verbal 2
	USD36,040.00 (USD425 per sqm) USD22,048.00 (USD260 per sqm) USD58,088.00 9-Base 19 October, 2017	USD39,856.00 (USD470 per sqm) USD19,504.00 (USD230 per sqm) USD59,360.00 ARC August 11, 2017
Adopt market value		Based on SPA USD54,055.00
Margin of Financing (%)		59.19 % based on SPA
Security Coverage (Times)		1.68 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 on 30 March 2017					
Bank	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
N/A	N/A	N/A	N/A	N/A	Prompt

AML and World Checking

Based on latest CBC and World Checking on 11 October 2017, the borrower has no loan with other banks and FIs. In addition, there is no entry matching to World Check and AML as well.

Repayment Risk Analysis			
Total monthly Income*	USD1,286.40		
	Mr. Boun Sovisith's Salary: USD1,286.40		
	Mdm. Siv Chantha's Salary: N/A		
Less Total Commitment	RHBIBL: USD397.00		USD397.00
Balance Uncommitted			USD889.40
DSR			3.24x
Estimated / Disclosed Net worth**			USD22,055.00
Within Bank Lending Criteria	1/3 Income		N
	45% Income		Y
Risks		Mitigating Factors	
N/A		N/A	

Note:

(*) Income is verified by Confirmation Letter, Bank Statement and Allowance Accepting.

(**) Net worth of the borrower is around USD22,055.00

RHB Indochina Bank

Financial Analysis

Mr. Boun Sovisith's average net salary of 1,545,606.70Riel equal USD386.40 as per below calculation:-

Month	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Average
Net Payment (Khmer)	1,513,940.0	1,551,940.0	1,551,940.0	1,551,940.0	1,551,940.0	1,551,940.0	1,545,606.7
Average Net Salary (USD)							386.4

Note: Salary is transferred through ABA Bank Statement (6 months from ABA Bank Statement attached).

Mr. Kong Samvitey's allowance accepting of USD900.00 as per below calculation:-

Month	Mar-17	Apr-17	May-17	Average
Net Payment	900.0	900.0	900.0	900.0
Average Allowance (USD)				900.0

Note: In Addition to above income, the applicant also gets allowance from position with amount USD900.00 each month and this allowance also concluded into DSR (Employment Letter and Payment Slip attached).

Sensitized Scenario

By conservatively assumed that the net salary and allowance of the borrower will increase around 5% each year, while daily food and other expense to increase 10% each year, the sensitized DSR remain sufficient at least 1.75x.

Description (USD)	Actual 2017	Proj. 2018	Proj. 2019	Proj. 2020
Mr. Boun Sovisith	1,286.4	1,350.7	1,418.3	1,489.2
Mdm. Siv Chantha	-	-	-	-
Total Monthly Income	1,286.4	1,350.7	1,418.3	1,489.2
Expense				
Children Education	100.0	100.0	100.0	100.0
Transportation	40.0	40.0	40.0	40.0
Utility Expense	50.0	50.0	50.0	50.0
Daily Food	300.0	330.0	363.0	399.3
Other Expense	100.0	110.0	121.0	133.1
Total Monthly Expense	590.0	630.0	674.0	722.4
Net Income	696.4	720.7	744.3	766.8
Monthly Commitment	397.0	397.0	397.0	397.0
Sensitized DSR (x)	1.75	1.82	1.87	1.93

Prepared by	Recommended by	Jointly approved by
 Ngan Phallen Executive, Mortgage 20 October 2017	 Chiv Hak Senior Manager, Retail & Consumer 20 October 2017	 Huot Sovathanak Branch Manager, TTK Date: 20.10.17

Credit Policy : In Compliance / Non-Compliance

D/P Check: DCH & BM

AML/CFT Check: No name matched

RHB Indochina Bank

DP Check (Amount in USD)		
Description	Borrower + related borrowers (RHBIBL only)	Borrower + related borrowers (RHB Banking Group)
Total Exposure	USD32,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD32,000.00	N/A
Of which	N/A	N/A
USD32,000.00	USD32,000.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	DCH & BM	N/A

Head office use only

Comment by Loan and Credit Administration

Term Sheet

Home Loan (New)	USD32,000.00	Tenure : 10 Years Installment amount : 397.00 Processing fee : 1% of approved limit Prepayment : 1 st to 5 th year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 6 th to 10 th year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.
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Condition precedent:

1. Acceptance of Letter of Offer
2. Payment of processing fee of 1% on approval limit
3. Release of facilities subject to :-
 - a) Compliance of Terms under Condition Precedent.
 - 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.

Disbursement method:

Housing Loan ("HL") of USD32,000.00 shall be progressive released to **developer** as per terms and conditions of Sale and Purchase Agreements upon completion of legal documentation, submission of additional differential sum has been paid by you to developer with the site visit report from Branch assuring the on-going of the project submission of necessary regulatory approval from local authorities and compliance with conditions precedent to the Bank's satisfaction while the remaining balance of 10% of Sale and Purchase Agreement will be released upon:

- i. Full completion of the financed property.
- ii. Completion of ownership transfer and has been charged to the Bank.
- iii. Purchasing of fire insurance of the financed property.
- iv. Receipt of Formal Valuation Report from our Bank's panel of valuer with market price of not less than **USD54,055.00** on the subject property.

Reimburse is allowed if the buyer pays more than USD27.50 to the developer subject to acceptable evidence to the bank and reimburse USD5,000.00 to borrower's RHBIBL account for register fee of title deed.

Note: Valuation report to be waived as per approved package.

Post drawdown condition:

N/A

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

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			SPA is attached

Security Document	New / Complied
Facility agreement of USD32,000.00 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property __1__	New