

# ធនាគារ អ៊ីនដូចិនា **RHB**◆Indochina Bank

## Memorandum

Date : August 06 2015

To : Mr. Yong Ching San  
Head of Credit Management

From : Mr. Chiv Hak, Senior Branch Manager

Borrowers : Mr. Sin Voun & Mdm. Taing Siv Guech

Facilities : TL of USD 150,000.00

Subject : To seek approval for interest reduction from 9%p.a to 8%p.a

Presently, the borrower has following facility with RHBIBL:-

Type	Current limit (USD)	O/S @ 06-08-2015	Start Date	Expiry Date	Pricing (ECOF=5.25%)
Term Loan	150,000.00	119,211.74	31/03/2014	31/03/2019	ECOF + 3.75%p.a. on monthly rest, subject to min. 9%p.a
<b>Total</b>	<b>150,000.00</b>	<b>119,211.74</b>			

## REQUEST/APPEAL

The borrowers approached as for interest rate reduction from 9%p.a to 8%p.a, since the market lending rate is lower and two banks (Mega Bank and Taiwain Bank) are also approached them for lower rate at 6.50% p.a.

The Mega Bank and Taiwain Bank also approached them for lower rate at 6.5%p.a. since their business is stable and the mortgaged property are also located in the prime commercial area of Phnom Penh.

Therefore, the borrowers would like to request us again to reduce the rate from 9%p.a to 8%p.a.

## BUSINESS INFORMATION

Mr. Sin Voun (38 years old) and Mdm. Taing Siv Guech (39 years old) are related as husband and wife. They have operated as a phone seller for over 9 years. In 2006, Mdm. Taing Siv Guech was a small vendor in selling mobile phone and accessories and she is aware of the market development of Cambodia on the smart phone, i.e. Apple & Samsung Products by turning to sell many kinds of expensive smart phones and famous model ranging from all models of I Phone, I Paid & Samsung Galaxy. Besides, the borrowers have invested in property and room rental since 2015 with 152-room-building for rental in Phum Toul Pong Ro 2, Sangkat Steung Meanchey, Khan Meanchey, Phnom Penh.

## COLLATERAL INFORMATION

Title Details	The flat held under title No. PP23079 issued by Phnom Penh Department of Land Management, Urban planning and Construction.
Registered owner & existing occupant:	<b>Individual owned</b> <i>Mr. Sin Voun (Husband of Mdm. Taing Siv Guech)</i>
Tenure:	<b>Freehold</b>
Encumbrance	<b>RHBIBL</b>
Property address:	House No. 298Eo, Street No. 245, Sangkat Boeung Salang, Khan Toul Kork, Phnom Penh.

Formal Valuation by "KRE" @ February 17, 2014	Land Value = 49.40sqm x USD 4,494 = USD 222,000.00 Building Value = 80sqm x USD 300 = USD 28,000.00 <b>Total Value: USD 250,000.00</b>
Verbal Checked by "CARE" @ February 17, 2015	Land Value = 49.40sqm x USD 5,668.01 = USD 280,000.00 Building Value = 80sqm x USD 250 = USD 20,000.00 <b>Total Value: USD 300,000.00</b>

#### CONDUCT OF ACCOUNT

**Borrowers' Name:** Mr. Sin Voun and Mdm. Taing Siv Guech  
**Account No. :** 4-0001-000772-000000

Installment Amount	Due Date	Payment Date	Days Past Due
3,113.75	15-08-2014	15-08-2014	-
3,113.75	15-09-2014	15-09-2014	-
3,113.75	15-10-2014	16-10-2014	1
3,113.75	15-11-2014	14-11-2014	-
3,113.75	15-12-2014	15-12-2014	-
3,113.75	15-01-2015	15-01-2015	-
3,113.75	16-02-2015	16-02-2015	-
3,113.75	16-03-2015	16-03-2015	-
3,113.75	17-04-2015	17-04-2015	-
3,113.75	16-05-2015	12-05-2015	-
3,113.75	15-06-2015	16-06-2015	-
3,113.75	15-07-2015	13-07-2015	-

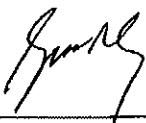
According to the history record with RHBIBL, the repayment was satisfactory during the last 12 months.

#### RECOMMEDATION/RATIONAL

Branch would like to seek for management's approval on the above request with the followings:

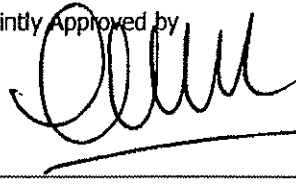
- The borrowers are good and cooperative customers. They have a stable income and networking. Beside the business, the borrowers have a various properties being rental with a stable and sustainable income.
- So far, the borrowers have proved a good repayment record for last 12 months without any distress.
- The reduction of interest rate is given that Competitor Banks such as Mega Bank and Taiwain Bank also approached them for lower rate at 6.5%p.a. for refinancing case. Moreover, it will retain the customer for attraction from other bank.

Requested by:




Ken Sonly  
Senior Executive Credit Relationship

Jointly Approved by



Chiv Hak  
Senior Branch Manager

Approved/Declined by:

*and to impose fresh lock in period*  


Yong Ching San  
Head, Credit Management

4/9/15

Concurred



Chris Tony

& Request to reduce to 8%p.a. as borrower's brother is having difficulty with Mega Bank at 6.5%p.a. A fresh lock in period of 5 years 3% to be imposed. \*