នទានា៖ ទ ទេខ ទី ឥណ្ឌូទៃសា RHB® Indochina Bank

	Credit Evaluation — Loans and Credit Administration								
Date	: 19/4/2	2018	***********		XXX	Branch	:	KTL	
From	: Credit	Evaluation -	- Lo	ans and	l Credit Admir	nistration		andonios (676)	
То	: Head,	Credit Mana	iger	nent & /	Acting DCH		*****		
1.0	Borrower Information								
Borrower:	1 Mr.Ha	k Kimhor (3	7)			Nature of	1	Proj	ect Director
•	<u> </u>	San Sreymoi	January	33)		business/	2	Petr	ol Station
4	3	emocratica, and emocratic				Employment			
Guarantor:	1				i de la companya de l	Borrowing	Ne	:W	
	2	- Down	***************************************			R's ship since:			
	3		41141171						
CRR	5	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	***************************************						
Grade									
				<u> </u>					
2.0					Term S	heet			
New/ Additional	Facility	Existing Limit (USD)	+	+ /-	Proposed Limit (USD)	O/S balance	Ten	ure	Interest rate ECOF = 5.50% p.a.
New	HL.	J		+88K	88K	-	20 y	ears	Y1-Y2: 7.50% Y3-Y20: 8%
Total		4	<i>a</i> 4	+88K	88K				
	D	f		10/- 00	approved lim	it			
Fees	Processi		•	š		iit			
	Prepaym	ent fee	Market .		rd : 3% 0 th year: 1%				
	Renewa	fee	•	NA -	0 ycar. 170				
		ment fee	:	NA					
Loan Purpose:		o part finand luoth.	се р	urchase	of a unit of 3	storey linked h	ouse	for U	SD111K at Borey Peng
Request/ Deviation:		To seek approval for CRR grade 5. To seek approval for variance of land area/ Building area subject to OMV of not less than USD120K.							

3.0 Comment by Credit Evaluation:

- 2. Borrowers are husband and wife where Mr.Hak is currently employed as Project Director at Sim Design & Constructions Co.,Ltd since 2012 with monthly salary of USD1.8K. Mdm San on the other hand is operating her own petrol station under Tela branch in Prey Veng since 2012. The borrower has existing KHR facility with CNB for working capital purpose with good repayment record.
- 2. The proposed purchase house for USD111K is justified with verbal valuations by valuers indicates OMV of at least USD120K. The requested MOA of 79% is consistent with the special HL package.
- 3. Comment in financials:
 - i. The past 2 financial year has been profitable with average monthly revenue of USD54.6K or 56K liter per month on average. The sales are mostly in KHR while the revenue is substantiated via 2 months purchase invoices of 65K liter of petroleum in Dec 2017 & Jan 2018.

នទាឝារ ទេ ទេខ ទី ឥណ្ឌូនៃសារ RHB® Indochina Bank

- ii. Average monthly net income of USD8.7K inclusive of the vehicle rental of USD2.5K and salary income of USD1.8K provides strong DSR of 3.34x. Under sensitized scenario excluding the vehicle rental income, DSR is still above 2x at 2.18x in view that the vehicle rental is in short term.
- 4. Key issue:
 - i. The high MOA of 79% has resulted in lower CRR grade 5 while it is still within our special HL Package, the risk should be lowered with shorter loan tenor to supplement the higher risk and to also structure in KHR in view of the business nature.

4.0

Recommendation by Credit Evaluation

- 1. I would concur on branch's recommendation for Management's approval subject to:
 - i... Shorter loan tenor of 15 years.
 - ii. Approval in KHR of USD88K equivalent during drawdown since borrower's petrol station business derived sales in KHR

Common of the last	Concurred by:
Jacon	
-	
-	Tang Siew Hon
	Senior Manager
200	Date: 19/04/2017
THE PROPERTY AND ADDRESS OF THE PARTY OF THE	Jointly approved by:
	Yong Ching San Head, Credit Management Date:
į	Jointly approved by:
	-As Recommended -
	Simon Cheong Acting DCH Date: 19(04) 2018

CONSUMER LOAN APPLICATION

April 1

Branch KTL	Date	02 March 2018
To HOC & ADCH	CA No.	RHBIBL-BDM-0004-2018-0023
(To be escalated to next level if applicable)	244394427944022644344444	

Borr	Borrower(B) / Guarantor(G) Profile								
No.	Name	B/G	ID /Passport No.	Age					
1 1	Mr. Hak Kimhor	В	051079790	37	Borrowing Relationship Since (Year)	New			
2	Mdm. San Sreymom	В	050853977	33	Related / Connected Party	YN			
					Borrow KYC Level	HML			
					Credit Grade	5			

Applicant's Background/Business information:

Applicants, Mr. Hak Kimhor and Mdm. San Sreymom, are husband and wife with 2 children. Their permanent address is located in No. 236, Unnamed Road, Mea Nea Phsar Village, Kdoeung Reay Commune, Kanhchreach District, Prey Veng Province. Presently, a couple has maintained loan in Khmer Riel currency equivalent to USD140K with CNB since Mar 2017. Mr. Hak Kimhor is employment while Mdm. San Sreymon is owned business. The brief information of career and business are briefed as follow:

Mr. Hak Kimhor has engaged in career for over 10 years. He has employed with SIM Design and Constructions Co., Ltd. since 2012 where the establishment of the company is. Presently, he is holding position as Project Director with monthly gross salary of **USD1,800** where is paid by cash. (Employment letter and last 3-months pay slips are attached).

Mdm. San Sreymom has engaged in Petroleum Station business since 2012. The premise business is located in Prey Veng Province, next to their current resident where is currently charged with CNB. Presently, the business is under named of Hor Vouch Chheng Depo-Tela Station (Patent 2017 is attached). The business is not only petroleum but beverage is also offered. Purchase invoices of Petroleum for last 3 months were attached while the beverage income is not provided and it is not included to compute DSR as well. However, we noted that there are many beverage stored in their resident when we conducted site visit on the premise business in Prey Veng Province. As revealed by applicant, they could generate monthly net income of about **USD4,301.92** from petroleum station.

Besides, they also generate rental income of **USD2,500** per month from vehicle rental which is used to transport sand, rock, etc. for construction purpose. Noted, the tenure of rental is not mentioned as the tenant is the applicant's relative; however, the contract date is on 01 Jan 2018. (Car Registration Card and photo of car are attached).

Employer Background:

SIM Design & Construction Co., Ltd. is a local company provided design and construction service. The company is well operated since 2012 and situated in 114i, National Road No. 6A, Sangkat Chroy Changva, Khan Russey Keo, Phnom Penh.

Kampuchea TELA Company

Kampuchea Tela Company was established in 1993. At that time, the company's name was Kandal Import Export (Kadimex). Due to our continuous growth and in response to the demands of the free market, the company changed the nature of its business, as well as its name, from Kadimex to **Kampuchea Tela Company** in 1995.

Transportation Service

Presently, construction sector is satisfactorily increased consists of housing development, hotel, and commercial building as well as infrastructure. So, the transportation service by trucks is extremely important for transportation of construction material and supporting those projects.

Request			
	Request for	Y	N
- To request 20-Year HL of USD88,000 under HL campaign (RHB Better Home Bett	er Age deviation	Y	N
life 2).	DSR deviation		N
- To seek approval for CRR grade 5.	MOA deviation	ļ	N
 To seek approval for a variance of land area and/or building area of the proper charged subject to total OMV of not less than USD120,000. 	ty	-	
			1 1

Loan Det	Loan Details							
Type	Existing Limit	Proposed Limit (USD'000)	Total Limit (USD'000)	Outstanding Balance	Pricing (Current ECOF @ 5.5%)	Repayment Period (Years)	Repayment Amount (KHR' Million)	
HL	-	88	88	THE CONTRACT OF THE CONTRACT O	ECOF + 2% p.a. on monthly rest subject to minimum 7.5% p.a. (1 st and 2 nd year) and; 8% p.a. (from 3 rd to 20 th year)	20	737 (Round Up)	
Total	-	88	88	-				

Loan Purpose

To part finance on purchase 3-Storey house located in No. 42EoE1E2, St. J10, Phum Prek Leap, Sangkat Prek Leap, Khan Chroy Changva, Phnom Penh City.

Under Construction	Υ	N Completed from developer	Y	N	 Since Mr. Hak Kimhor works in Phnom Penh, the applicant want to have owned
Name of Developer Panel Unit Capping Approved unit @ to date %, of completion SPA Price		: Borey Peng Hourt : N/A : N/A : N/A : 100% : USD111,000.			house in Phnom Penh as well to comfort for staying; however, their current resident in Prey Veng Province. - Applicant has purchased a house with SPA of USD111K dated 26-Feb-2018. (SPA is attached) - 20% of SPA was already deposited by applicant. While, the balance shall be financed by RHBIBL. - MOA is at 79.28% against with SPA.
I. Refinancing					

Refinancing

II. Others	N/A				
N/A	N/A	N/A	N/A	N/A	N/A
Bank	Approved / Operating Limit	Outstanding Balance	Pricing	Repayment Record	Remark

Details of Property to be C	harged
	Property 1
Property Type	3-Storey house
Address	No. 42EoE1E2, St. J10, Phum Prek Leap, Sangkat Prek Leap, Khan
	Chroy Changva, Phnom Penh City.
Land Area	107sqm (Based on Hard TD)
Built Up Area	192sqm (Approximately)

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 	A parcel of land accommodating Freehold To be registered under Mr. Hak I None None	•	
Remark (s)	N/A		
Fire Insurance by	To be insured by RHBIBL's panel	Insurance company	
Cross Charge (Y/N) (Please furnish details if "Y	No		
Valuation i. Valuation Report - Land value - Building Value - Total OMV - Value Name - Date	To be issued by RHBIBL's panel valuer, ARC, with total price of not less than USD120,000 prior to loan disbursement.		
ii. Verbal/Cross Check	Verbal 1	Verbal 2	
 Land value Building Value Total OMV Valuer Name Date 	USD77,000 (USD750 psqm) USD43,000 (USD224 psqm) USD120,000 ARC 13 March 2018	USD90,950 (USD850 per sqm) USD38,400 (USD200 per sqm) USD129,000 9 Base 12 March 2018	
Adopt market value	Based on SPA USD111,000		
Margin of Financing (%) Security Coverage (Times)	79.28 % based on SPA		

Conduct of Accou	int I) With RI	BIBL (Own/Related Ac	count)		
Name	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
N/A	N/A	N/A	N/A	N/A	N/A
Conduct of Accou	int II) With o	ther financial institutio	n as per CBC check	ing on 15 March	2018
Name/Bank	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
CNB	TL	KHR400M	KHR366.2M	10.5% p.a.	Prompt
CNB	TL	KHR160M	KHR155.5M	10.5% p.a.	Prompt
Tot	al	KHR560M			

AML and World Checking

Based on latest CBC and World Checking on 27 March 2018, the borrower has maintained TL1 of KHR400Million and TL2 of KHR160Million. Their monthly installment has been promptly paid. And there is no entry matching to World Check and AML as well.

Conduct Account

Bank: Canadia (Bank)

AC Name: Hak Kimhor AC No.: (6000) 054-0000017088

7 months

/ INVALIS								
Month	Debit (KHR)	Credit (KHR)	Balance (KHR)					
		Bal. forward	68,945					
Sep-17	6,244,378	6,220,000	44,567					
Oct-17	165,812,562	166,017,756	249,761					
Nov-17	8,434,229	9,201,925	1,017,457					
Dec-17	8,434,206	8,201,338	784,589					
Jan-18	8,434,195	8,011,068	361,462					
Feb-18	8,211,676	8,422,888	572,674					
Mar-18	8,656,652	8,445,000	361,022					
Total	214,227,898	214,519,975	i de Nobel de de de de de Navelle es seu de la Secreta de Secreta de la Secreta de de de de de de de de de deservo de deservo de					
Average	30,603,985	30,645,711	484,505					

CNB

Conduct of 8-Year TL1: KHR400M

Period: 7 Months

Account No.: 0540000017072 Account Name: Hak Kimhor

No	Installment Amount (KHR)	Due Date	Payment Date	Days Past Due	Remarks
1	6,211,852	21-09-17	22-09-17	1	5 Mill Mill to Sing S. Sanda, Sanda Andre Say (1945) (1944) (1945) (1945) (1945) (1945) (1945) (1945) (1945) (1945)
2	6,211,852	21-10-17	21-10-17	0	PPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPPP
3	6,211,852	21-11-17	21-11-17	0	he had
4	6,211,852	21-12-17	23-12-17	2	
5	6,211,852	21-01-18	22-01-18	1	
6	6,211,852	21-02-18	21-02-18	0	
7	6,211,852	21-03-18	23-03-18	2	the server late to describe them that make a server manner of

Comment: Overdue date with 2 days as the applicant was busy in business.

CNB

Conduct of 5-Year TL2: KHR160M

Period: 5 Months

Account No.: 054000019601 Account Name: Hak Kimhor

No	Installment Amount (KHR)	Due Date	Payment Date	Days Past Due	Remarks
1	2,222,300	03-11-17	01-11-17	0	Miking the territories of the te
2	2,222,300	03-12-17	04-12-17	1	
3	2,222,300	03-01-18	03-01-18	0	
4	2,222,300	03-02-18	03-02-18	0	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
5	2,222,300	03-03-18	05-03-18	2	

Comment: Overdue date with 2 days as the applicant was busy in business.

Repayment Risk Analysis				
Total monthly Income*				USD8,714.73
	Mr. Hak Kimhor's salary			USD1,800.00
	Net monthly income (Petroleum Station)			USD4,414.73
	Vehicle rental income			USD2,500.00
Less Total Commitment	Total commitm	nent		USD2,845.54
	RHBIBL: USD	' 37		Barantara da
		aling to USD555.58		
	CNB-TL2: equ	aling to USD1,552.96		
Balance Uncommitted				USD5,869.19
DSR				3,34x
Estimated / Disclosed Net worth**			USD23,000	
Within Bank Lending Criteria		./3 Income	~~~~~	N
	4	5% Income		Υ
Risks			gating Facto	
 Rental agreement of vehicle has not maturity date of leasing. Premise business is located in Prey V 		rental income, DSR current DSR is at 3.0 - However, the pre province, it is opera position comparing business and patent - Their monthly instal based on the fur	is still accepta 06x. mise busines: ated in a long to surround are complied. Iment with CN nished bank	g income from vehicle able at 2.18 where the s is located in the er term with a strong ded area. Moreover, IB has no any distress statement where is pacity repayment shall

Financial Analysis

Income Statement

	2016	2017	2018	
Petroleum Station	12-Month	12-Month	3-Month (Jan to Mar)	
Revenue			(Jan to Har)	
No. of liters	632,336.56	651,893.36	168,013.75	
Sale (KHR currency)	2,466,112,579.15	2,542,384,102.21	655,253,634.59	
Total revenue (KHR currency)	2,466,112,579.15	2,542,384,102.21	655,253,634.59	
COGS (KHR currency)	2,244,162,447.02	2,313,569,533.01	596,280,807.48	
Total profit (KHR currency)	221,950,132.12	228,814,569.20	58,972,827.11	
Operating expenses (KHR currency)	Control of Control of Control			
Salary (KHR currency)	15,107,850.00	15,903,000.00	4,185,000.00	
Utilities (KHR currency)	3,167,775.00	3,334,500.00	877,500.00	
Repair and Maintenance (KHR currency)	779,760.00	820,800.00	216,000.00	
Other expenses (KHR currency)	2,590,265.25	2,726,595.00	717,525.00	
Total operating expense (KHR currency)	21,645,650.25	22,784,895.00	5,996,025.00	
EBIT (KHR currency)	200,304,481.87	206,029,674.20	52,976,802.11	
Average EBIT(KHR currency)	16,692,040.16	17,169,139.52	17,658,934.04	
Average EBIT Convert to USD currency	4,173.01	4,292.28	4,414.73	
Mr. Hak Kimhor's salary (USD monthly)	1,624.50	1,710.00	1,800.00	
Vehicle rental (USD monthly)	2,256.25	2,375.00	2,500.00	
Total income (USD monthly)	8,053.76	8,377.28	8,714.73	

Comment:

- Sale reported of KHR655M for first 3 months in 2018 with average 56K lite per month, increased by 3% against to KHR2,542M in 2017.
- Sale invoices are not properly kept as it is mostly used in cash basic and were lost after full payment. So, we could justify income based on:
 - ✓ The furnished average purchase invoice of 65.3K lite while the average sale reported of 56K lite. It means that 85.75% of stock is sold out.
 - ✓ Average cost is between KHR3,400 and KHR3,600 per lite.
 - ✓ So, sale shall be computed as follow 56,000 lite x KHR3,500 x 3 months = KHR588,000,000 or 90% of the reported sale and the balance of 10% is generated from selling lubricant.
- Net profit margin is about 8% which is reasonable and acceptable comparing to our existing customer, Mr. Meng Sunna who has the same business.
- Vehicle rental income is based on the furnished rental agreement.

Income Projection

Petroleum Station	2019	2020	2021	
retroleum Station	12-Month	12-Month	12-Month	
Revenue *				
Sale (KHR currency)	2,699,644,974.51	2,780,634,323.75	2,864,053,353.46	
Total revenue (KHR currency)	2,456,676,926.81	2,530,377,234.61	2,606,288,551.65	
COGS (KHR currency)	242,968,047.71	250,257,089.14	257,764,801.81	
Total profit (KHR currency)	2,699,644,974.51	2,780,634,323.75	2,864,053,353.46	
Operating expenses (KHR currency)				
Salary (KHR currency)	17,577,000.00	18,455,850.00	19,378,642.50	
Utilities (KHR currency)	3,685,500.00	3,869,775.00	4,063,263.75	
Repair and Maintenance (KHR currency)	907,200.00	952,560.00	1,000,188.00	
Other expenses (KHR currency)	3,013,605.00	3,164,285.25	3,322,499.51	
Total operating expense (KHR currency)	25,183,305.00	26,442,470.25	27,764,593.76	
EBIT (KHR currency)	217,784,742.71	223,814,618.89	230,000,208.05	
Average EBIT(KHR currency)	18,148,728.56	18,651,218.24	19,166,684.00	
Average EBIT Convert to USD currency	4,537.18	4,662.80	4,791.67	
Mr. Hak Kimhor's salary (USD monthly)	1,890.00	1,984.50	2,083.73	
Vehicle rental (USD monthly)	2,500.00	2,500.00	2,500.00	
Total income (USD monthly)	8,927.18	9,147.30	9,375.40	

Comment:

- Sale is projected to increase 3% for the next 3 years based on past record.
- COGS is still unchanged with 91% while the net project margin is at 8%.
- Operating expenses are estimated to increase by 5%.
- Vehicle rental income is projected to unchanged since the lease agreement is not mentioned the maturity date of contract.

DSR calculation

Commitment	Y2018	Y2019	Y2020	Y2021
Monthly income	8,714.73	8,927.18	9,147.30	9,375.40
CNB	555.58	555.58	555.58	555.58
CNB	1,552.96	1,552.96	1,552.96	1,552.96
RHB	737.00	737.00	737.00	737.00
Total commitment	2,845.54	2,845.54	2,845.54	2,845.54
DSR (times)	3.06x	3.14x	3.21x	3.29x

Sensitized DSR calculation (Excluding vehicle rental income)

Commitment	Y2018	Y2019	Y2020	Y2021
Monthly income	6,214.73	6,427.18	6,647,30	6,875.40
CNB	555.58	555,58	555.58	555.58
CNB	1,552.96	1,552.96	1,552.96	1,552,96
RHB	737.00	737.00	737.00	737.00
Total commitment	2,845.54	2,845.54	2,845.54	2,845.54
DSR (times)	2.18x	2.26x	2.34x	2.42x

Prepared by	Recommended by	Recommended by
Destamance	1 Du	
Sok Ratanak Assistant Manager 02-Apr-2018	Chiv Hak Senior Manager 02-Apr-2018	Nhim Borey Branch Manager 02-Apr-2018

Credit Policy: In Compliance / Non Compliance

D/P Check: HOC & ADCH

AML/CFT Check: No name matched

Description	Borrower + related borrowers (RHBIBL only)	Borrower + related borrowers (RHB Banking Group)
Total Exposure	USD88,000.00	N/A
Less standalone facilities	WA	N/A
Total exposure excluding standalone	facilities USD88,000.00	N/A
Of which	N/A	N/A
USD88,000.00	USD88,000.00	N/A
Unsecured facilities	N/A	I N/A
This application is within DP of	HOC & ADCH	NA

Head office use only

Comment by Loan and Credit Administration

Term Sheet			
Home Loan (New)	USD88,000.00	Tenure Installment amount Processing fee Prepayment	: 20 Years : 737.00 : 1% of approved limit : 1 st to 3 th year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 4 th to 20 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 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 USD88,000.00 should be released as below:

- Obtain valuation report from bank's panel, ARC, on the subject charged property with total value is not less than USD120,000.
- Purchase of Fire Insurance over the subject charged property.
- After completion of LOO acceptance and TD blocking, HL of USD88,000.00 shall be issued by banker check to the seller subject to submission differential sum of not less than USD23,000.
- Reimbursement is allowed subject to submission of evident of full payment by applicant.

Post drawdown condition:

N/A

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

Appendix I

Yes	No	NA	Remark (mandatory if "NO" is (x))
x			
х			
x			
		x	Salary earner
		×	Salary earner
	***************************************	х	Salary earner
		x	Salary earner
x			SPA is attached
	x x	X X X	x x x x x x x

Security Document	New / Complied
Facility agreement of USD88,000.00 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property1_	New