

RHB Indochina Bank

CONSUMER LOAN APPLICATION

Branch	PPM	Date	08 December 2016
To	HOC & BM	CA No.	RHBIBL-BDM-0001-2016-0051
(To be escalated to next level if applicable)			

Borrower(B) / Guarantor(G) Profile						
No.	Name	B/G	ID /Passport No.	Age	Borrowing Relationship Since (Year)	
1	Mr. Ath Sophorn	B	010766668 (01)	32	New	
2	Mdm. Mom Chantheary	B	010766667 (01)	30	Related / Connected Party	
					Borrow KYC Level	H M L
					Credit Grade	4

Applicant's Background/Business information

Mr. Ath Sophorn and Mdm. Mom Chantheary are related as husband and wife.

Mr. Ath Sophorn has been working at Cambodia Phnom Penh Airport for 4 years since April 2012. Currently, he is a Project Manager with net monthly salary of around USD1,053.00 (Employment Letter, Bank Statement, and Pay Slip are enclosed for reference).

Mdm. Mom Chantheary is a housewife to look after one son and currently both of them live together with their parents at # 218E0, St. C, Phum Krang Angkrong, Sangkat Krang Thnong, Khan Porsenchey, Phnom Penh. (Residence Book is enclosed for reference).

Employer Background:

Cambodia Phnom Penh Airports is a company holds the concession for the development and the management of Cambodia's three international airports Phnom Penh; Siem Reap, and Sihanoukville.

The shareholders of Cambodia Airports are France's group VINCI (70%) and Muhibbah Masteron Cambodia (30%), a Malaysian-Cambodian joint venture.

The Phnom Penh airport manages 17 airlines with 17 daily and another 12 non-daily international flights as below:-

No.	Name	No.	Name	No.	Name
1	Air Asia	7	Dragon Air	13	Myanmar Air
2	Air France	8	Eva Air	14	Shanghai Air
3	Asiana	9	Jetstar	15	Silk Air
4	Bangkok Airways	10	Korean Air	16	Thai Air
5	China Eastern	11	Lao Airlines	17	Vietnam Airlines
6	China Southern	12	Malaysian Airlines		

The Cambodia Phnom Penh Airport is located in side Phnom Penh International Airport at Russie Confederation Blvd, Sangkat Kakap, Khan Porsenchey, Phnom Penh.

Request			
1. New Housing Loan (HL) of USD33,000.00		Request for	Y N
		Age deviation	N
		DSR deviation	N
		MOA deviation	N

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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)		33,000.00	33,000.00		ECOF + 3.5%p.a. on monthly rest subject to minimum 9%p.a.	15	335.00 (Round Up)

Loan Purpose						
To part finance the purchase 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 Moha Sen Sok on 24/08/2016 to purchase a house # D-17, Street Maha D, Borey Moha Sen Sok, S/k. Krang Thnung, Khan Sen Sok, Phnom Penh with the total selling price USD55,775.00 (SPA is enclosed). Applicants already total paid of USD22,310.00 as at the end of Nov 2016 (Deposit slip is enclosed). The purchase price is high to compares to previous customers due to the land size of 90sqm and its location is near the main gate of Borey and also in the front.
Name of Developer		: Maha Family Properties Co., Ltd.				
Panel		: Y/N				
Unit Capping		: 66				
Approved unit @ to date		: 39				
%, of completion		: 50% completed				
SPA Price		: USD55,775.00				

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				

Details of Property to be Charged	
	Property 1
Address	#D-17, Street Maha D, Borey Maha Sen Sok, S/k. Krang Thnung, Khan Sen Sok, Phnom Penh
Land Area	90sqm [as per sub-divided title]
Built Up Area	57.4sqm (14m x 4.1m) [as per SPA]
<u>Title Details</u>	
i. Title No /Expiry Date of LH ii. Tenure – FH/LH (Balance of Years) iii. Registered Owner iv. Encumbrances v. Restriction in Interest/Conditions	Under Master Title (To be Sub-divided) Freehold To be registered under Mr. Ath Sophorn and Mdm. Mom Chantheary
Remark (s)	1. Before Ownership Transfer <ul style="list-style-type: none"> - Buy back guarantee from Developer - Deed of Assignment on SPA from buyer - Undertaking not to charge or encumber the master title without bank's express consent - Undertaking to sub-divide the master title 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 insurance company upon completion

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	of the construction.	
Cross Charge (Y/N) (Please furnish details if "Y")	No	
Valuation i. Verbal/Cross Check - Land value - Building Value - Total OMV - Value Name - Date	Formal valuation report to be issued by RHBIBL's panel valuers	
ii. Verbal/Cross Check - Land value - Building Value - Total OMV - Valuer Name - Date	Verbal 1 USD39,100.00 (USD460 per sqm) USD14,350.00 (USD250 per sqm) USD53,450.00 CARE Dec 08, 2016	Verbal 2 USD39,950.00 (USD470 per sqm) USD14,924.00 (USD260 per sqm) USD54,874.00 Bonna Dec 08, 2016
Adopt market value	Based on the SPA with Borey, the property price is USD55,775.00 to calculate the MOA.	
Margin of Financing (%)	59.2 % based on SPA	
Security Coverage (Times)	1.69 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	Pricing	Conduct
N/A	N/A	N/A		N/A	Prompt

CBC, AML and World Checking

Based on latest CBC and World Checking on 09 December 2016, the borrowers have been no loan with other banks and MFIs. In addition, there is no entry matching to World Check and AML as well.

Repayment Risk Analysis		
Total monthly Income*	USD1,053.00	
	Mr. Ath Sophorn: USD1,053.00	
	Mdm. Mom Chantheary: N/A	
Less Total Commitment	RHBIBL: USD335.00	
	Other: N/A	USD335.00
DSR		3.14
Balance Uncommitted		USD718.00
Estimated / Disclosed Net worth**		USD22,775.00
Within Bank Lending Criteria	1/3 Income	Y
	45% Income	Y
Risks		Mitigating Factors
N/A		N/A

Note:

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

(**) Net worth of the borrowers is around USD22,775.00 (equity contribution to purchase the property is about USD22,775.00).

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Financial Analysis

N/A

Sensitized Scenario

By deducting family expense of around USD515, the applicant's remaining income would remain sufficient for the monthly installment.

Description (USD)	Year 2016
Mr. Ath Sophorn	1,053.0
Mdm. Mom Chantheary	-
Total Monthly Income	1,053.0
Expense	
<i>Child Education</i>	50.0
<i>Transportation</i>	40.0
<i>Utility Expense</i>	25.0
<i>Daily Food</i>	300.0
<i>Other Expense</i>	100.0
Total Monthly Expense	515.0
Remaining Income	538.0
<i>Monthly Commitment</i>	335.0
Sensitized DSR (X)	1.61

Prepared by	Recommended by	Jointly approved by
<p>-----</p> <p>Ngan Phallen Executive, Mobile Credit & Mortgage 13 December 2016</p>	<p>-----</p> <p>Srean Raksmeay Senior Manager, Mobile Credit & Mortgage 13 December 2016</p>	<p>-----</p> <p>Hourt Ang Senior Branch Manager, PPM Date:.....</p>

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

D/P Check: HOC & BM

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	USD33,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD33,000.00	N/A
Of which	N/A	
Secured facilities	USD33,000.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	HOC & BM	N/A

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Head office use only									
Comment by Loan and Credit Administration									
Term Sheet									
Home Loan (New)	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20%;">US\$33,000.00</td> <td>Tenure : 15 Years</td> </tr> <tr> <td></td> <td>Installment amount : USD335.00</td> </tr> <tr> <td></td> <td>Processing fee : 1% of approved limit</td> </tr> <tr> <td></td> <td>Prepayment : 1st to 5th year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 6th to 15th year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.</td> </tr> </table>	US\$33,000.00	Tenure : 15 Years		Installment amount : USD335.00		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 15 th year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.
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Condition precedent: <ul style="list-style-type: none"> 1. Acceptance of Letter of Offer 2. Payment of processing fee of 1% on approval limit 3. Purchase PA Insurance for the approved limit 4. Release of facilities subject to :- <ul style="list-style-type: none"> 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: <p>Up on satisfactory submission of evidence for additional differential sum of USD465.00 paid to developer together with the site visit report from branch 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> <ul style="list-style-type: none"> i. Full completion of the financed property; ii. Completion of Ownership Transfer and Hard Title is duly hypothec to RHB; iii. Purchase of Fire Insurance over the financed property; iv. Obtain valuation report from bank's panel valuer indicate two property is value at least USD55,775.00. <p>Reimbursement is allowed if the borrower pay more than USD22,775.00 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 3 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
Current DSR	Total EBIT 2016 (USD1,053.00) ----- = 3.14 times			

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	Total commitment (USD335.00)
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Security Document	New / Complied
Facility agreement of USD33,000.00 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property __1__	New