

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Nocut; Mr. Lanh Viehhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

1.0 REQUEST TYPE	2.0 ACCOUNT INFORMATION
New	From
Additional	Date of Submission to Cr Mgmt
Renewal	Date Rec'd Complete Doc
Amendment	Current Limit Expiry Date
Restructuring	Next Limit Expiry Date
Others	Relationship Since
For Affirmation by Group Credit Co	Account Status
Connected Party	EAM
Exceptional Credit	AST Monitoring

3.0 BORROWERS RISK RATING	STANDALONE	LGD Rating	Expected Loss Rating	Final Rating (For credit decision only)
Borrowers	Current CRR Rating	New CRR Rating		
Mr. Lanh Ny(59); Mdm. Chin Sa Nocut (54); Mr. Lanh Viehhay (25) and Mdm. Meas Puth Theavy (48)	4	3	N/A	N/A
Rating Override	Yes	No		
If yes, how many notches?				
Remark (To provide reason for override)				
Corporate Guarantor	Current CRR Rating	New CRR Rating		
Remark (To provide reason for credit risk rating movement or final rating notch down)				

External Rating (if any)	RAM	MARC	S&P	Fitch	Moody's
Remarks					

Group	Current Rating	New Rating	Core Business & Group Activities
Mr. Lanh Viehhay (age 25) and Mdm. Meas Puth Theavy (age 48)	N/A	N/A	Market, vehicle collection Fee

4.0 DETAILS OF REQUEST
<ol style="list-style-type: none"> 1. Annual review incorporating the request to extend the existing Overdraft facility for another 12 months. 2. To maintain minimum pricing as before the revision of the ECOF as follows:- <ol style="list-style-type: none"> a. OD – 9%p.a. b. TL 1, TL 2, TL 3 & TL 4 – 8.5%p.a. c. TL 5 – 8%p.a. 3. To allow submission of call report for Koh Kong business and property visit report site inspection of property 5, 10, 11 & 12. 30 days after approval of this review.

5.0 FACILITY DETAILS (USD'000)						
Facility Type	O/S as at 04 July 2016	Existing Limit	Increase/ Decrease(+/-)	New Limit	Pricing 5.50%	Purpose
TL1	335.51	400	-	335.51	ECOF+3.25% p.a subject to minimum 8.75% p.a.	To redeem from ANZ Royal bank and pay off ACLEDA bank.
TL2	209.68	250	-	209.68		Upgrading/renovating of Battambang and Koh Kong parking facilities.

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Group/ Parent Company: Lanh Ny Group		

TL3	478.68	600	-	478.68		1-Advance payment of USD330K for a 04 years lease of taxi fee collection in Battambang. 2-Advance payment of USD300K for a 04 years lease of NAT market fee collection in Battambang and 4 years agreement
TL4	319.14	400	-	319.14		1-To build car parking space at O'dor Meanchy Province. 2-To renovate market premise of Samrong Market, O'dor Meanchy Province.
TL5	858.19	1,000	-	858.19	ECOF+2.75% p.a subject to minimum 8.25% p.a.	1-To settle private money lender 2-To part finance of buy over and renovation KTV and Hotel 3-To reimburse on construction parking space
OD	45.06	50	-	50	ECOF+4.75% p.a subject to minimum 9.25% p.a.	Working capital on business operation
Grand Total	2,246.26	2,700	-	2,251.2		

6.0 REPAYMENT TERMS

Facility	Tenor/ Repayment Terms	
Term Loan1 (USD400K)	Purposes	-To redeem from ANZ. Royal bank and pay off ACLEDA bank.
	Tenure	: 7 Years
	Interest Rate	: ECOF(5.5%)+ 3.25% p.a. on monthly rest subject to minimum rate of 8.75% p.a.
	Processing Fee	: 1% on the total approved limit (US\$ 4,000.00)
	Repayment	: 84monthly installments of US\$6,378.69
	Prepayment	: 1 st to 3 th year: 3% and 4 th to 7 th year: 1% on prepayment amount if the facility is fully/partially settle before expire date.
Term Loan2 (USD250K)	Purposes	: Upgrading/renovating of Battambang and Koh Kong parking facilities.
	Tenure	: 7Years
	Interest Rate	: ECOF(5.5%)+ 3.25% p.a. on monthly rest subject to minimum rate of 8.75% p.a.
	Processing Fee	: 1% on the total approved limit (US\$ 2,500.00)
	Repayment	: 84monthly installments of US\$3,986.68
	Prepayment	: 1 st to 3 th year: 3% and 4 th to 7 th year: 1% on prepayment amount if the facility is fully/partially settle before expire date.
Term Loan3 (USD600K)	Purposes	: Advance payment of USD330K for a 04 years lease of taxi fee collection in Battambang and Advance payment of USD300K for a 04 years lease of NAT market fee collection in Battambang and 4 years agreement.
	Tenure	: 6 Years
	Interest Rate	: ECOF(5.5%)+3.25% p.a. on monthly rest subject to minimum rate of 8.75% p.a.
	Processing Fee	: 1% on the total approved limit (US\$ 6,000.00)
	Repayment	: 72 monthly installments of US\$10,696.97
	Prepayment	: 1st to 3rd year: 3% 4th to 6th year: 1% on prepayment amount if the facility is fully/partially settles before expiry date.
Term Loan4 (USD400K)	Purposes	1-To build car parking space at O'dor Meanchy Province. 2-To renovate market premise of Samrong Market, O'dor Meanchy Province.
	Tenure	: 6 Years
	Interest Rate	: ECOF(5.5%)+3.25% p.a. on monthly rest subject to minimum rate of 8.75% p.a.

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 Group/ Parent Company: Lanh Ny Group

	Processing Fee	: 1% on the total approved limit (US\$ 4,000.00)
	Repayment	: 72monthly installments of US\$7,131.74
	Prepayment	: 1 st to 5 th year: 3% and 6 th to 8 th year: 1% on prepayment amount if the facility is fully/partially settle before expire date.
Term Loan5 (USD1M)	Purposes	1-To settle private money lender 2-To part finance of buy over and renovation KTV and Hotel 3-To reimburse on construction parking space
	Tenure	: 8 Years
	Interest Rate	: ECOF(5.5%)+ 2.75% p.a. on monthly rest subject to minimum rate of 8.25% p.a.
	Processing Fee	: 1% on the total approved limit (US\$ 10,000.00)
	Repayment	: 96 monthly installments of US\$14,136.68
	Prepayment	: 1 st to 5 th year: 3% and 6 th to 8 th year: 1% on prepayment amount if the facility is fully/partially settle before expire date.
Overdraft1 (USD50K)	Purposes	: Working capital on business operation
	Tenure	: 1 Year
	Interest Rate	: ECOF(5.5%)+ 3.75% p.a. on monthly rest subject to minimum rate of 10% p.a.
	Processing Fee	: 1% on the total approved limit (US\$500.00)
	Repayment	: Payable on demand and interest in arrears to be serviced monthly.
	Prepayment	: 1% on total approved limit cancelled and/or reduced prior to expiry of tenure.
	Renewal Fee	: 1% on the limit renewed

Noted: The facility of TL1-TL4 was approved on 03 December 2015 to reduce interest rate to 8.5% p.a.

5.0 COMMENTS ON CONDUCT OF ACCOUNT

TL1 Account No. : 40001001036500000

Due Date	Amount Billed(USD)	Payment Date	No. of Day Over Due
13-07-2015	6,640.47	17-07-2015	4
12-08-2015	6,640.47	18-08-2015	6
14-09-2015	6,640.47	15-09-2015	1
14-10-2015	6,640.47	16-10-2015	2
12-11-2015	6,640.47	13-11-2015	1
14-12-2015	6,640.47	15-12-2015	1
12-01-2016	6,378.69	13-01-2016	1
12-02-2016	6,378.69	17-02-2016	5
14-03-2016	6,378.69	21-03-2016	7
12-04-2016	6,402.69	19-04-2016	7
12-05-2016	6,403.59	17-05-2016	5
13-06-2016	6,378.69	17-06-2016	4

TL2 Account No. : 40001001037300000

Due Date	Amount Billed(USD)	Payment Date	No. of Day Over Due
13-07-2015	4,150.30	13-07-2015	0
12-08-2015	4,150.30	18-08-2015	6
14-09-2015	4,150.30	14-09-2015	0
14-10-2015	4,150.30	16-10-2015	2
12-11-2015	4,150.30	13-11-2015	1
14-12-2015	4,150.30	15-12-2015	1
12-01-2016	3,986.68	13-01-2016	1
12-02-2016	3,986.68	17-02-2016	5
14-03-2016	3,986.68	15-03-2016	1
12-04-2016	3,986.68	18-04-2016	6
12-05-2016	3,986.68	12-05-2016	0
13-06-2016	3,986.68	17-06-2016	4

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 Group/ Parent Company: Lanh Ny Group

TL3 Account No. : 40001001038100000

Due Date	Amount Billed(USD)	Payment Date	No. of Day Over Due
13-07-2015	10,815.32	17-07-2015	4
12-08-2015	10,815.32	12-08-2015	0
14-09-2015	10,815.32	14-09-2015	0
14-10-2015	10,815.32	16-10-2015	2
12-11-2015	10,815.32	13-11-2015	1
14-12-2015	10,815.32	15-12-2015	1
12-01-2016	10,696.97	13-01-2016	1
12-02-2016	10,696.97	18-02-2016	6
14-03-2016	10,696.97	15-03-2016	1
12-04-2016	10,696.97	18-04-2016	6
12-05-2016	10,696.97	17-05-2016	5
13-06-2016	10,696.97	13-06-2016	0

TL4 Account No. : 40001001039000000

Due Date	Amount Billed(USD)	Payment Date	No. of Day Over Due
13-07-2015	7,210.21	13-07-2015	0
12-08-2015	7,210.21	18-08-2015	6
14-09-2015	7,210.21	14-09-2015	0
14-10-2015	7,210.21	16-10-2015	2
12-11-2015	7,210.21	13-11-2015	1
14-12-2015	7,210.21	15-12-2015	1
12-01-2016	7,131.74	13-01-2016	1
12-02-2016	7,131.74	18-02-2016	6
14-03-2016	7,131.74	15-03-2016	1
12-04-2016	7,131.74	19-04-2016	7
12-05-2016	7,159.47	19-05-2016	7
13-06-2016	7,158.68	17-06-2016	4

TL5 Account No. : 40001001040300000

Due Date	Amount Billed(USD)	Payment Date	No. of Day Over Due
13-07-2015	14,136.68	13-07-2015	0
12-08-2015	14,136.68	12-08-2015	0
14-09-2015	14,136.68	14-09-2015	0
14-10-2015	14,136.68	19-10-2015	5
12-11-2015	14,136.68	13-11-2015	1
14-12-2015	14,136.68	18-12-2015	4
12-01-2016	14,136.68	13-01-2016	1
12-02-2016	14,136.68	12-02-2016	0
14-03-2016	14,136.68	21-03-2016	7
12-04-2016	14,189.88	19-04-2016	7
12-05-2016	14,191.86	12-05-2016	0
13-06-2016	14,136.68	13-06-2016	0

Comment: The repayments of TL1 and TL5 for the past 12 months with longest overdue was 7days which is still within the grace period.

Conduct of OD for past 12 months: 1010008000000468

Month	Debit	Credit	Balance
July'15	108,087.35	98,752.98	(49,559.05)
Aug'15	128,384.15	128,452.98	(49,490.22)
Sept'15	305,060.04	305,152.98	(49,397.28)
Oct'15	169,467.77	169,547.98	(49,317.07)
Nov'15	87,331.63	87,452.98	(49,195.72)
Dec'15	111,571.78	115,878.98	(44,888.52)
Jan'16	266,042.30	288,845.76	(22,085.06)
Feb'16	261,847.24	294,263.00	10,330.70
Mar'16	151,986.18	97,500.00	(44,155.48)
April'16	340,176.66	406,535.00	22,202.86

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 Group/ Parent Company: Lanh Ny Group

May'16	248,004.41	190,800.00	(35,001.55)
Jun'16	136,764.42	126,700.00	(45,065.97)
Total	2,314,723.93	2,309,882.64	(405,622.36)
Average	192,893.66	192,490.22	(33,801.86)

Comment: The monthly utilization of OD account for the last 12 months was 67.60% which indicates that the borrower did not have any cash flow constraints and no return cheque noted.

6.0 EARNINGS/RETURN ON ASSET (ROA)

	Ave Utilization	Last 12 months gross income	Current RARORC/ RRWA/ ROA	Next 12 months gross income	Projected RARORC/ RRWA/ ROA
	(%)	(USD'000)	(%)	(USD'000)	(%)
Borrower					
Group					
Explanation required if ROE is below target (12%):					

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Group/ Parent Company: Lanh Ny Group		

7.0 SECURITY DETAILS (USD'000)

Description (Type, Location, Size, Owner's Name)	OMV	FSV	Value per CP																																																		
<p>Existing Security <i>Facility Agreement for USD2.7M as the principal instrument.</i> <i>3rd party 1st legal charge over the following property as subsidiary instrument</i></p> <p>Detail of Property 1: <i>Title No : 02030203-0619 issued on 01 Nov 2011</i> <i>Registered owner: Mr. Lanh Ny and Mdm. Chin Sa Noeut (Spouse)</i> <i>Description: A parcel of land erected with two storey villa house</i> <i>Land area: 1,714sqm and building: 660sqm</i> <i>Address/Location: Phum 13 Makara, Sangkat Prek Preah Sdach, Battambang City-Province, Cambodia.</i> <i>Tenure: Leasehold/freehold</i> <i>Lease expiry: N/A</i> <i>Restriction in interest: N/A</i> <i>Encumbrance: RHBIBL</i></p> <p>Previous OMV Valuation Report by CARE dated 12 Mar 2013</p> <table><tr><td>Land: 1,284sqm</td><td>USD218,280(\$170/sqm)</td></tr><tr><td>Villa: 424sqm</td><td>USD127,200(\$300/sqm)</td></tr><tr><td>Kitchen: 80sqm</td><td>USD14,400(\$180/sqm)</td></tr><tr><td>Car Port: 60sqm</td><td>USD7,800(\$130/sqm)</td></tr><tr><td>House: 96sqm</td><td>USD9,600(\$100/sqm)</td></tr><tr><td>Total</td><td>USD377,280.00</td></tr></table> <p>Valuation Update by CARE dated 01 Dec 2014:</p> <table><tr><td>Land: 1,284sqm*</td><td>USD231,120(\$180/sqm)</td></tr><tr><td>Villa: 424sqm</td><td>USD127,200(\$300/sqm)</td></tr><tr><td>Kitchen: 80sqm</td><td>USD14,400(\$180/sqm)</td></tr><tr><td>Car Port: 60sqm</td><td>USD7,800(\$130/sqm)</td></tr><tr><td>House: 96sqm</td><td>USD9,600(\$100/sqm)</td></tr><tr><td>Total</td><td>USD390,120.00</td></tr></table> <p>* Land area based on old title deed.</p> <p>Verbal check by CARE dated 04 July 2016</p> <table><tr><td>Land: 1,714sqm</td><td>USD325,660(\$190/sqm)</td></tr><tr><td>Villa: 424sqm</td><td>USD127,200(\$300/sqm)</td></tr><tr><td>Kitchen: 80sqm</td><td>USD14,400(\$180/sqm)</td></tr><tr><td>Car Port: 60sqm</td><td>USD7,800(\$130/sqm)</td></tr><tr><td>House: 96sqm</td><td>USD9,600(\$100/sqm)</td></tr><tr><td>Total</td><td>USD484,660.00</td></tr></table> <p>Verbal check by Bonna dated 04 July 2016</p> <table><tr><td>Land: 1,714sqm</td><td>USD342,800(\$200/sqm)</td></tr><tr><td>Villa: 424sqm</td><td>USD127,200(\$300/sqm)</td></tr><tr><td>Kitchen: 80sqm</td><td>USD14,400(\$180/sqm)</td></tr><tr><td>Car Port: 60sqm</td><td>USD7,800(\$130/sqm)</td></tr><tr><td>House: 96sqm</td><td>USD9,600(\$100/sqm)</td></tr><tr><td>Total</td><td>USD501,800.00</td></tr><tr><td>FSV</td><td>USD401,440.00</td></tr></table> <p>Insurance policy by: Infinity Insurance RHB: Yes Panel: Yes Expiry date of insurance policy: 27 May 2017</p>	Land: 1,284sqm	USD218,280(\$170/sqm)	Villa: 424sqm	USD127,200(\$300/sqm)	Kitchen: 80sqm	USD14,400(\$180/sqm)	Car Port: 60sqm	USD7,800(\$130/sqm)	House: 96sqm	USD9,600(\$100/sqm)	Total	USD377,280.00	Land: 1,284sqm*	USD231,120(\$180/sqm)	Villa: 424sqm	USD127,200(\$300/sqm)	Kitchen: 80sqm	USD14,400(\$180/sqm)	Car Port: 60sqm	USD7,800(\$130/sqm)	House: 96sqm	USD9,600(\$100/sqm)	Total	USD390,120.00	Land: 1,714sqm	USD325,660(\$190/sqm)	Villa: 424sqm	USD127,200(\$300/sqm)	Kitchen: 80sqm	USD14,400(\$180/sqm)	Car Port: 60sqm	USD7,800(\$130/sqm)	House: 96sqm	USD9,600(\$100/sqm)	Total	USD484,660.00	Land: 1,714sqm	USD342,800(\$200/sqm)	Villa: 424sqm	USD127,200(\$300/sqm)	Kitchen: 80sqm	USD14,400(\$180/sqm)	Car Port: 60sqm	USD7,800(\$130/sqm)	House: 96sqm	USD9,600(\$100/sqm)	Total	USD501,800.00	FSV	USD401,440.00	467.5	374	327.3
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Group/ Parent Company: Lanh Ny Group		

Detail of Property 2:

Title No.: 02030203-0689 issued on 04 Nov 2011
Registered owner: Mr. Lanh Ny and Mdm. Chin Sa Noeut (Spouse)
Description: A parcel of land erected with three adjoining 1.5 storey flat
Land area: 229 sqm and building: 324sqm
Address/Location: Phum 13 Makara, Sangkat Prek Preah Sdach, Battambang City Province, Cambodia.
Tenure: Leasehold/freehold
Lease expiry: N/A
Restriction in interest: N/A
Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 11 Mar 2013

Land: 218sqm*	USD196,200(\$900/sqm)
Building: 324sqm	USD81,000(\$250/sqm)
Total	USD277,200.00

Valuation Update by CARE dated 01 Dec 2014

Land: 218sqm*	USD218,000(\$1,000/sqm)
Building: 324sqm	USD81,000(\$250/sqm)
Total	USD299,000.00

* Land area based on old title deed.

Verbal check by CARE dated 04 July 2016

Land: 229sqm	USD231,290(\$/1,010sqm)
Building: 324sqm	USD81,000(\$250/sqm)
Total	USD312,290.00

Verbal check by Bonna dated 04 July 2016

Land: 229sqm	USD233,580(\$1,020/sqm)
Building: 324sqm	USD81,000(\$250/sqm)
Total	USD314,580.00

Insurance policy by: Infinity Insurance

RHBIBL: Yes

Panel: Yes

Expiry date of insurance policy: 27 May 2017

310

248

217

Detail of Property 3:

Title No.: BB 009919 issued on 17 July 2007
Registered owner: Mr. Lanh Ny and Mdm. Chin Sa Noeut (Spouse)
Description: A parcel of land erected with two adjoining four storey flat
Land area: 327sqm and building: 1,144sqm
Address/Location: Phum Kamakor, Sangkat Svaypor, Battambang City-Province, Cambodia.
Tenure: Leasehold/freehold
Lease expiry: N/A
Restriction in interest: N/A
Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 11 Mar 2013

Land: 327sqm	USD425,100(\$1,300/sqm)
Building: 1,144sqm	USD343,200(\$300/sqm)
Total	USD768,300.00

Valuation Update by CARE dated 01 Dec 2014

Land: 327sqm	USD457,800(\$1,400/sqm)
Building: 1,144sqm	USD343,200(\$300/sqm)
Total	USD801,000.00

801

640.8

560.7

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Group/ Parent Company: Lanh Ny Group		

Verbal check by CARE dated 04 July 2016

Land: 327sqm	USD474,150(\$1,450/sqm)
Building: 1,144sqm	USD343,200(\$300/sqm)
Total	USD817,350.00

Verbal check by Bonna dated 04 July 2016

Land: 327sqm	USD490,500(\$1,500/sqm)
Building: 1,144sqm	USD343,200(\$300/sqm)
Total	USD833,700.00

Insurance policy by: Infinity Insurance

RHBIBL: Yes

Panel: Yes

Expiry date of insurance policy: 27 May 2017

Detail of Property 4:

Title No.: 02030305-0138 issued on 20 Mar 2012.

Registered owner: Mr. Lanh Ny and Mdm. Chin Sa Noeut (Spouse)

Description: A parcel of land erected with two adjoining one storey flat

Land area: 222sqm and building: 192sqm

Address/Location: Phum Romcheck 5, Sangkat Ratanak, Battambang City-Province, Cambodia.

Tenure: Leasehold/freehold

Lease expiry: N/A

Restriction in interest: N/A

Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 12 Mar 2013

Land: 205sqm	USD143,500(\$700/sqm)
Building: 192sqm	USD42,240(\$220/sqm)
Total	USD185,740.00

Valuation Update by CARE dated 01 Dec 2014

Land: 205sqm	USD164,000(\$800/sqm)
Building: 192sqm	USD42,240(\$220/sqm)
Total	USD206,240.00

** Land area based on old title deed.*

Verbal check by CARE dated 04 July 2016

Land: 222sqm	USD182,040(\$820/sqm)
Building: 192sqm	USD42,240(\$220/sqm)
Total	USD224,280.00

Verbal check by Bonna dated 04 July 2016

Land: 222sqm	USD188,700(\$850/sqm)
Building: 192sqm	USD42,240(\$220/sqm)
Total	USD230,940.00

Insurance policy by: Infinity Insurance

RHBIBL: Yes

Panel: Yes

Expiry date of insurance policy: 27 May 2017

Detail of Property 5:

Title No.: 12040813-0092 issued on 14 Dec 2005.

Registered owner: Mr. Lanh Ny and Mdm. Meas Puth Theavy (Spouse)

Description: A land and three storey flat house

Land area: 119sqm and building: 382.8sqm

Address/Location: St. 582, Phum 13, S/K Boeung Kok II, K/H Toul Kok, Phnom Penh.

219.8

175.8

153.9

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Tenure: Leasehold/freehold
 Lease expiry: N/A
 Restriction in interest: N/A
 Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 6 March 2013:

Land: 119sqm	USD267,750(\$2,250/sqm)
Building: 382.8sqm	USD84,216(\$220/sqm)
Total	USD351,966.00

Valuation Update by CARE dated 01 Dec 2014:

Land: 119sqm	USD267,750(\$2,250/sqm)
Building: 382.8sqm	USD84,216(\$220/sqm)
Total	USD351,966.00

Verbal check by CARE dated 04 July 2016

Land: 119sqm	USD271,320(\$2,280/sqm)
Building: 382.8sqm	USD84,216(\$220/sqm)
Total	USD355,536.00

Verbal check by Bonna dated 27 April 2016

Land: 119sqm	USD273,700(\$2,300/sqm)
Building: 382.8sqm	USD84,216(\$220/sqm)
Total	USD357,916.00

Insurance policy by: Campu Lonpac Insurance
 RHBIBL: Yes
 Panel: Yes
 Expiry date of insurance policy: 18 Dec 2016

351.9 281.5 246.3

Detail of Property 6:

Title No.: PL000274, PL000275, and PL000276 issued on 09 Sept 2003
 Registered owner: Mr. Lanh Ny and Mdm. Chin Sa Noeut (Spouse)
 Description: Three parcel of agriculture land
 Land area: 92,603sqm
 Address/Location: Phum O' Ta Puk Krom, S'K Toul Lvea, Pailin City, and Pailin Province.
 Tenure: Leasehold/freehold
 Lease expiry: N/A
 Restriction in interest: N/A
 Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 23 Sep 2013

Land: 92,603sqm	USD259,288.40(\$2.8/ sqm)
Total	USD259,288.40

Valuation Update by CARE dated 15 Dec 2014

Land: 92,603sqm	USD324,110.50(\$3.5/sqm)
Total	USD324,110.50

Verbal check by CARE dated 04 July 2016

Land: 92,603sqm	USD324,110.50(\$3.8/sqm)
Total	USD351,891.40

Verbal check by Bonna dated 04 July 2016

Land: 92,603sqm	USD324,110.50(\$4/sqm)
Total	USD370,412.00

Insurance policy by: N/A
 RHBIBL: N/A
 Panel: N/A
 Expiry date of insurance policy: N/A

324.1 259.3 162.0

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010 Lending Unit: RHBIBL Branch/Region: Battambang
 Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy
 Group/ Parent Company: Lanh Ny Group

Detail of Property 7:

Title No.: 02030302-0123 issued on 20 Mar 2012
 Registered owner: Mr. Lanh Ny and Mdm. Chin Sa Noeut (Spouse)
 Description: A parcel of industrial land with brick kiln factory
 Land area: 9,643sqm
 Address/Location: Rom Chek 2 Village, Ratanak Commune, Battambang District, Battambang Province.
 Tenure: Leasehold/freehold
 Lease expiry: N/A
 Restriction in interest: N/A
 Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 12 Mar 2013

Land: 9,643sqm	USD657,010(\$70/sqm)
Total	USD657,010.00

Valuation Update by CARE dated 01 Dec 2014

Land: 9,643sqm	USD723,225(\$75/sqm)
Total	USD723,225.00

Verbal check by CARE dated 04 July 2016

Land: 9,643sqm	USD752,154(\$78/sqm)
Total	USD752,154.00

Verbal check by Bonna dated 04 July 2016

Land: 9,643sqm	USD771,440(\$80/sqm)
Total	USD771,440.00

Insurance policy by: N/A

RHBIBL: N/A

Panel: N/A

Expiry date of insurance policy: N/A

723.2 578.6 361.6

Detail of Property 8:

Title No.: 02030208-0222 issued on 12 Aug 2012
 Registered owner: Mr. Ly Ratha and Mdm. Lanh Sokha (Spouse)
 Description: A parcel of vacant land
 Land area: 5,088sqm
 Address/Location: Phum Chamkar Russey, S/K Prek Preach Sdach, Krong Battambang, Battambang Province.
 Tenure: Leasehold/freehold
 Lease expiry: N/A
 Restriction in interest: N/A
 Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 12 Mar 2013

Land: 5,088sqm	USD457,920(\$90/sqm)
Total	USD457,920.00

Valuation Report by CARE dated 01 Dec 2014

Land: 5,088sqm	USD483,360(\$95/sqm)
Total	USD483,360.00

Verbal check by CARE dated 04 July 2016

Land: 5,088sqm	USD498,624(\$98/sqm)
Total	USD498,624.00

Verbal check by Bonna dated 04 July 2016

Land: 5,088sqm	USD508,800(\$100/sqm)
Total	USD508,800.00

483.3 386.6 241.7

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Insurance policy by: N/A
RHBIBL: N/A
Panel: N/A
Expiry date of insurance policy: N/A

Detail of Property 9:

Title No.: BB 012965 issued on 30 April 2012
Registered owner: Mr. Lanh Ny and Mdm. Chin Sa Noeut (Spouse)
Description: A parcel of vacant land
Land area: 177sqm
Address/Location: Phum Kamakor, Khum Svay Por, Battambang City, Battambang Province.
Temure: Leasehold/freehold
Lease expiry: N/A
Restriction in interest: N/A
Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 12 Mar 2013

Land: 177sqm	USD230,100(\$1,300/sqm)
Total	USD230,100.00

Valuation Update by CARE dated 01 Dec 2014

Land: 177sqm	USD247,800(\$1,400/sqm)
Total	USD247,800.00

Verbal check by CARE dated 04 July 2016

Land: 177sqm	USD256,650(\$1,450/sqm)
Total	USD256,650.00

Verbal check by Bonna dated 04 July 2016

Land: 177sqm	USD265,500(\$1,500/sqm)
Total	USD265,500.00

Insurance policy by: N/A
RHBIBL: N/A
Panel: N/A
Expiry date of insurance policy: N/A

247.8 198.2 123.9

Detail of Property 10:

Title No.: 08101304-0393 issued on 01 Feb 2012
Registered owner: Mr. Lanh Ny and Mdm. Meas Puth Theavy (Spouse)
Description: A parcel of agriculture land
Land area: 11,908sqm
Address/Location: Village Lek 4, Svay Rolum Commune, Sa Ang District, Kandal Province.
Temure: Leasehold/freehold
Lease expiry: N/A
Restriction in interest: N/A
Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 06 Mar 2013

Land: 11,908sqm	USD297,700(\$25/sqm)
Total	USD297,700.00

Valuation Update by CARE dated 01 Dec 2014

Land: 11,908sqm	USD309,608(\$26/sqm)
Total	USD309,608.00

309.6 247.7 154.8

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Verbal check by CARE dated 04 July 2016

Land: 11,908sqm	USD321,516(\$27/sqm)
Total	USD321,516.00

Verbal check by Bonna dated 04 July 2016

Land: 11,908sqm	USD333,424(\$28/sqm)
Total	USD333,424.00

Insurance policy by: N/A

RHBIBL: N/A

Panel: N/A

Expiry date of insurance policy: N/A

Detail of Property 11:

Title No.: 08101305-1701 issued on 01 Feb 2012

Registered owner: Mr. Lanh Ny and Mdm. Meas Puth Theavy (Spouse)

Description: A parcel of agriculture land

Land area: 4,256sqm

Address/Location: Village Lek 5, Svay Rohm Commune, Sa Ang District, Kandal Province.

Tenure: Leasehold/freehold

Lease expiry: N/A

Restriction in interest: N/A

Encumbrance: RHBIBL

Previous OMV

Valuation Report by CARE dated 06 Feb 2013

Land: 4,256sqm	USD110,656(\$26/sqm)
Total	USD110,656.00

Valuation Update by CARE dated 01 Dec 2014

Land: 4,256sqm	USD114,912(\$27/sqm)
Total	USD114,912.00

Verbal check by CARE dated 04 July 2016

Land: 4,256sqm	USD321,516(\$28/sqm)
Total	USD119,168.00

Verbal check by Bonna dated 04 July 2016

Land: 4,256sqm	USD333,424(\$29/sqm)
Total	USD123,424.00

Insurance policy by: N/A

RHBIBL: N/A

Panel: N/A

Expiry date of insurance policy: N/A

Detail of Property 12:

Title No.: 12040701-0083 issued on 22 Mar 2012

Registered owner: Mr. Lanh Ny and Mdm. Meas Puth Theavy (Spouse)

Description: A parcel of land adjoining with two storey flat house

Land area: 140sqm and building: 567sqm

Address/Location: Street 355, Village 1, S/K Boeung Kork 1, Khan Toul Kok, Phnom Penh

Tenure: Leasehold/freehold

Lease expiry: N/A

Restriction in interest: N/A

Encumbrance: RHBIBL

114.9

91.9

57.5

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Previous OMV

Valuation Report by CARE dated 06 Mar 2013

Land: 140sqm	USD259,000(\$1,750/sqm)
Building: 304sqm	USD27,360(\$90/sqm)
Total	USD272,360.00

Valuation Report by CARE dated 01 Dec 2014

Land: 140sqm	USD259,000(\$1,850/sqm)
Building: 567sqm	USD147,420(\$260/sqm)
Total	USD406,420.00

Verbal check by CARE dated 04 July 2016

Land: 140sqm	USD263,200(\$1,880/sqm)
Building: 567sqm	USD147,420(\$260/sqm)
Total	USD410,620.00

Verbal check by Bonna dated 04 July 2016

Land: 140sqm	USD266,000(\$1,900/sqm)
Building: 567sqm	USD147,420(\$260/sqm)
Total	USD413,420.00

Insurance policy by: Campu Lonpac Insurance

RHBI: Yes

Panel: Yes

Expiry date of insurance policy: 18 Dec 2016

3-Personal guarantee by Mr. Ly Ratha (age: 36) and Mdm. Lanh Sokha (age: 31) for USD2.7M.

Total	4,759.5	3,807.6	2,891.1
Security Coverage (times)	2.11x	1.69x	1.28x

Supporting Security

No value ascribed

Security Analysis (covers risk of disposability, valuation, location, restrictions-in-interest etc)

*Property 1, 2 & 4: Branch OMV are higher than the valuation update as the valuation report was based on the land area from the old title deed (i.e. 1,284 sq m) before the conversion to new title deed at higher land area of 1,714 sq m.

Site visit has been conducted on most of the properties except for properties in Kandal and Phnom Penh (ie. property no.5, 10, 11 & 12) due to the long distance from Battambang Province. Branch is seeking the help from Phnom Penh branch to conduct the site visit on behalf.

8.0 PERSONAL/CORPORATE GUARANTEES:

Name	Risk Grade	Estimated Networth	Remarks

9.0 EXISTING SECURITY DOCUMENTATION COMPLIANCE

Item	Compliance			Explanations If Answer Is Negative And Actions Taken To Rectify
	Yes	No	N/A	
Existing Security Documentation Checked And Confirmed To Be Completed And In Order/ Intact (For Renewal/ Enhancement CAs)	✓			

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Nœut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

10.0 CONDITIONS PRECEDENT & COVENANTS

Details	Complied		To Comply
	Yes	No	
<u>Existing Conditions Precedent (TL1, TL2 and OD)</u>			
1. Acceptance of Letter of Offer dated 27 May 2011.	✓		
2. Payment of processing fee of 1% on approved limit(USD7,000)	✓		
3. Release of facilities subject to:-			
i. Compliance of Terms under Condition Precedent.	✓		
ii. 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 Borrower and/or the relevant security parties, duly stamped and registered at such registries as the Bank may deem necessary.	✓		
4. Term Loan and OD of USD700K shall be disbursed as following:-			
i. TL1: To be disbursed to redeem existing collaterals with Title Deed No. BB009476, BB 009919 and BB009661 currently charged to ANZ Royal Bank and to settle the outstanding loan at ANZ Royal Bank and ACLEDA Bank Plc.	✓		
ii. TL2: To be disbursed subject to applicants evidencing the renewal of the Battambang and Koh Kong contracts.	✓		
iii. OD: shall be credited into your current account with OSKIBL No.1-01-0008-00000046-8 upon compliance with conditions precedent to the bank's satisfaction.	✓		

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Existing Conditions Precedent (TL3)

- | | | | |
|---|---|--|--|
| 1. Acceptance of Letter of Offer dated 15 Dec 2011 | ✓ | | |
| 2. Payment of processing fee of 1% on approved limit(USD6,000) | ✓ | | |
| 3. Release of facilities subject to:- | | | |
| i. Compliance of Terms under Condition Precedent. | ✓ | | |
| ii. 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 Borrower and/or the relevant security parties, duly stamped and registered at such registries as the Bank may deem necessary. | ✓ | | |
| 4. In one lump sum which shall be automatically credited into your account with OSK Indochina Bank Limited, Current Account No. 2-01-0008-00000046-8 upon compliance with conditions precedent to the Bank's satisfaction. | ✓ | | |

Existing Conditions Precedent (TL4)

- | | | | |
|---|---|--|--|
| 1. Acceptance of Letter of Offer dated 15 Dec 2011 | ✓ | | |
| 2. Payment of processing fee of 1% on approved limit(USD6,000) | ✓ | | |
| 3. Release of facilities subject to:- | | | |
| i. Compliance of Terms under Condition Precedent. | ✓ | | |
| ii. 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 Borrower and/or the relevant security parties, duly stamped and registered at such registries as the Bank may deem necessary. | ✓ | | |
| 4. Partially disbursement of US\$200K shall be credited to your account with OSK Indochina Bank Limited No. 2-01-0008-000000-64-4 upon the blocking of Titles and the balance shall be disbursed subject to branch site visit and all relevant approvals including the Governor and the Ministry of Economy and Finance and upon compliance with conditions precedent to the bank's satisfaction. | ✓ | | |

Existing Conditions Precedent(TL5)

- | | | | |
|---|---|--|--|
| 1. Acceptance of Letter of Offer dated 04 Sept 2013. | ✓ | | |
| 2. Payment of processing fee of 1% on approved limit(USD10,000) | ✓ | | |
| 3. Release of facilities subject to:- | | | |
| i. Compliance of Terms under Condition Precedent. | ✓ | | |
| ii. 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 Borrower and/or the relevant security parties, duly stamped and registered at such registries as the Bank may deem necessary. | ✓ | | |
| 4. Term Loan 6 disbursement: | | | |
| i. USD150K shall be disbursed to redeem collateral No.12040701-0083 from Money Lender (Mr. Yan Huot) via Banker's cheque, and | ✓ | | |
| ii. USD350K shall be credit into your account with RHBIBL No.1-01-0008-00000046-8 in order to issue cheque to private money lender (Mr. Veng Srun), and | ✓ | | |
| iii. USD400K shall be credited into your account upon submission documentary evidence that differential sum between the construction cost and loan amount had been paid in full. | ✓ | | |
| iv. USD100K shall be credited to your account upon completion of parking space construction of poli clinic with site visit to be conducted and upon compliance with conditions precedent to the bank's satisfaction. | ✓ | | |
| 5. Other Condition:- | | | |
| i. No further borrowing to be incurred without the bank's written consent. | ✓ | | |
| ii. Borrower is to deposit the proceeds from the parking space and KTV business to RHBIBL. | ✓ | | |
| iii. Submission of permission agreement letter from authority transfer under the name of Mr. Ly Ratha. | ✓ | | |
| iv. Submission of settlement letter from money lender. | ✓ | | |
| v. Submission of new lease agreement with Mr. Lim Tea Leng. | ✓ | | |

RHB BANK BERHAD CREDIT APPLICATION FORM CA-1 (PART III - CREDIT ANALYSIS MEMORANDUM)		
Application No: RIIBIBL/0008/2011/0010	Lending Unit: RIIBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		
Existing Covenants (Continuing Covenants)		
New Covenants		
Explanation required if any existing terms & conditions are not complied with.		

1.0 ACCOUNT INFORMATION	2.0 CLASSIFICATION
Date Established	CIS No : 210000507
Registration No :	Sector Code : Hotel and Restaurant
Business Activity : 1.Market Rental Fee Collection - Concessioner 2.Vehicle Parking Fee Collection - Concessioner 3.Property Renting 4.Brick Kiln Factory 5.Asian Hotel & KTV	Purpose Code : N/A
Business Address : Battambang Province	Exempt/Non-Exempt : N/A
	Priority Sector : N/A
Business Premise is : Owned/Rented	Staff Code : N/A
Premise Owned by : Borrower	State Code : N/A
Contact Person : Mr. Lanh Ny	Schedule Code : N/A
Contact No/ Fax :	Race Code : Resident
	NRCC Status : NRCC

3.0 SHAREHOLDERS (S)/ DIRECTORS (D)/ GUARANTORS (G) DETAILS					
Name	Age	Relation-ship	% share-holding	Years with Co	Experience/ Qualification
Mr. Lanh Ny	59	Husband	25%	15	15
Mdm. Chin Sa Noeut	54	Wife	25%	15	15
Mr. Lanh Vichhay	25	Son	25%	5	5
Mdm. Meas Puth Theavy	48	Second wife	25%	10	10

4.0 KEY MANAGEMENT					
Name	Age	Area of Responsibility	Years of Exp	Years with Co	Qualification
Mr. Lanh Ny	59	Overall operation	15	15	More than 10 years experienced in wholesales and retails trade.
Mdm. Chin Sa Noeut	54	Support the Financial	15	15	
Mr. Lanh Vichhay	25	Sell and marketing	5	5	
Mdm. Meas Puth Theavy	48		10	10	
No. of Staff-- (Full Time)					
Succession Plan for Key Personnel: <i>The business operated as family business whilst the borrowers, Mr. Lanh Ny and Mdm. Chin Sanoeut are directly managing all business operations and other children responsible for overall operation, MKT and accountance.</i>					

5.0 DETAILS OF KEY SUPPLIERS/ BUYERS				
Buyers (Name / location / telephone) (top 3 in terms of volume)	% of Total Sales	Years of Relation-ship	Terms of credit	Mode of Payment (D.A, DP, LC, open a/c)
N/A				

RHB BANK BERHAD CREDIT APPLICATION FORM CA-1 (PART III – CREDIT ANALYSIS MEMORANDUM)		
Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Sellers (Name / location / telephone) (top 3 in term of volume)	% of Total Purchases	Years of Relation-ship	Terms of credit	Mode of Payment (DA, DP, LC, open a/c)
Types of Product Traded				
N/A				

6.0 MAIN COMPETITORS	TYPE OF PRODUCTS /SERVICES
N/A	

7.0 DETAILS OF OTHER BANKERS/ FINANCIAL INSTITUTIONS*							
Name of Banker/ FI	Facility Type	Pricing	Total Facilities (USD'000)				Brief Description of Security
			Secured Portion	Clean Portion	Total	O/s as at Dd/mm/yy	
N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Total							

*Only for Borrower, group borrowings to be reflected in Executive Summary (Appendix).

CBC: Based on CBC report dated 05/07/2016 the borrowers don't have any facilities with other banks. However, Mr. Iy Ratha and Mdm. Lanh Sokha; guarantor, are enjoying facilities with ACLEDA Bank and TOYOTA TSUSHO Finance PLC.

World Check: No new matched.

1.0 Request / Rationale

1. Annual review incorporating the request to extend the existing Overdraft facility for another 12 months.
2. To maintain minimum interest rates as before the revision of ECOF. Upon branch relay the news to the borrowers, they are not happy with the revision and requested the bank to revert back to original rate. Branch would like to support borrowers' request, as they are one of our bank's valued borrowers with no repayment issues with us.
3. Branch has conducted business visits to the borrowers businesses in Battambang and Pailin except for the business in Koh Kong. We also pending site inspection for properties located in Kandal province and Phnom Penh. Due to the distance of our branch we are seeking the help from branches at Phnom Penh, which might took some time to be completed.

2.0 Background Information on Borrower

Mr Lanh Ny (age 59) and Mdm Chin Sa Noeut (age 54) "the borrowers", are related as husband and wife. Residing at Group 37, 13 Makara Village, S/K Prek Preah Sdach, Battambang City, and Battambang Province. Whereas, Mdm. Meas Puth Theavy and Mr. Lanh Vichhay are Mr. Lanh Ny's second wife and son who are assisting in the business in Odor Meanchey province operation as well. The couples are widely known as top business players in the town in term of big multi-business operation, public relationship to the top governor of Cambodia.

3.0 Businesses Information:

i-Thmei Market or 13 Makara Market Contractor:

They have ventured into the business as Thmei Market Contractor on building investment and fee-taking in Battambang since year 1998. Mr. Lanh Ny advised that he was offered an exclusive contract agreement from government as follows:-

1-15years' tenure from 01 January 2000 to 31 December 2014, approved by Ministry of Economy and Finance dated Dec January 2004 which is renewable Letter from Council of Minister dated 13 June 2011 to be extended till year 2060.

Thmei Market, a second largest market of Battambang town, located at the east part of Battambang town's main market (Commercial Market) and consists of the usual variety of fruits, vegetables, meat, clothes, sundries, food stalls, etc. The market area consisted of different store' sizes depend on the type of business. Numbers of stores are list as below.

Items	Size	Number of Store
Small Store Grade 4	1.0m x 1.0m	248 Stores

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
(PART III – CREDIT ANALYSIS MEMORANDUM)

Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Small Store Grade 3	2.0m x 1.8m	12 Stores
Small Store Grade 2	2.0m x 2.0m	35 Stores
Small Store Grade 1	2.2m x 1.8m	406 Stores
Depots Shop Grade 2	4.5m x 9.0m	128 Stores
Depots Shop Grade 1	4.5m x 10.0m	32 Stores
Total		861 Stores

The stores are usually classified by type of products such as Food products, Hard goods ("hard-line retailers" - appliances, electronics, furniture, sporting goods, etc) and Soft goods - clothing, apparel, and other fabrics. All the stores are being rented to the wholesaler and retailer.

The said contract requires the maintenance of the market area and business premises with respective 861 stores in order to collect yearly/monthly/daily fee from all retailers/wholesalers.

ii-Vehicle Collection Fees in Battambang-New Battambang Supermarket

The parking yards and fee collection office were instructed by the Provincial Governor Approved by MOEF No.591K.B.B & No.592K.B.B dated 20.May.2013, to replace the existing of 13 Makara (Thmei Market Yard, Refer TL2-3, in order to release the traffic jam issues happened by truck and big vehicle. The approval is to release the traffic jam in the town and not allow the heavy vehicles pass by except taxi is allowed to transit in the town. Mr. Lanh Ny lease the land from the landlord (Mr. Po Puy) in 2015 until 31/12/2031 for USD4,000/ month.

The projection cost of new parking space was about US\$650K on concert parking space 7,000sqm (140x50), building of departure lounge 3,640sqm, office and ticket booth 120sqm, rest room 47sqm, tiles 2,305sqm, and irrigation system 320m.

The parking space of bus stop is located at suburb of Battambang about 5km from the town. The bus stop commenced to service on 1 June 2013 for all use of vehicles during the loading and unloading of cargo, merchandise or passengers. Parking meter payment requirements remain in effect in all designated metered space loading zones utilized for loading and unloading.

iii-Vehicle Collection Fees in Battambang-O'dombang:

With two national road lines of N. Road 5 and N. Road 57 pass by Battambang city, additional parking space for lorries/truck/bus at O'dombang zone was instructed to build where recommended to lighten the any heavy loading (un) for the transit of vehicle from Thailand, Pailin, Komrieng transportation that is over the capacity space. The zone is located at suburb of Battambang about 3km from the RHBIBL-BTB. The place was commenced to service on 1 Jun 2013 for all use of vehicles during the loading and unloading of cargo, merchandise or passengers. Parking meter payment requirements remain in effect in all designated metered space loading zones utilized for loading and unloading.

Based on renewed lease agreement between Mr. Lanh Ny and Ministry of Finance and Economic dated on 20th May 2013, Mr. Lanh Ny is offered exclusive contractor of Vehicle Collection Fee with 17 years' tenure from 01 January 2015 to 31 December 2031 with a yearly payment of US\$4,000.00 to Battambang Provincial Treasury.

Parking fees for vehicles are classified as below tariff:

Nº	Type of mighty vehicle (PP3 & PP4)	Net Weight	Price (US\$)	Frequency
1	Truck	2.5T - 4.0T	1.50	1time
2	Truck	5.0T - 9.0T	2.50	1time
3	Truck	10T - 19T	3.00	1time
4	Truck with cart	20T - 29T	3.75	1time
5	Truck with cart	30T - 39T	4.25	1time
6	Truck with cart	40T - 59T	5.00	1time
7	Business Van	18-25 Seats	4.25	1time
8	Business Bus	26-45 Seats	5.00	1time
9	Business Bus	46-65 Seats	6.25	1time

RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
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Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Viehbay and Mdm. Mens Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

iv-Vehicle Collection Fees in Pailin Branch Zone

Based on lease agreement between Mr. Lanh Ny and Ministry of Finance and Economic dated on 18th March 2005, Mr. Lanh is offered exclusive contractor of Vehicle Collection Fee with 19 years' tenure from 15 January 2005 to 15 January 2024 with a yearly payment of US\$1,925 to Pailin Provincial Treasury.

Mr Lanh Ny advised that vehicles are mostly from Phnom Penh, Posat, Battambang and other provinces in Cambodia requiring loading and unloading goods of import and export between Cambodia and Thailand. Parking fee for vehicle is classified as below tariff:-

Nº	Type of vehicle (PP2, PP3 & PP4)	Net Weight/Unit	Price (US\$)	Frequency
1	Taxi Car from N-Road 10	4 Seats	2.50	1time
2	Taxi Car (Pailin-Phsar Prum)	4 Seats	1.50	1time
3	Pick Up Car	1 Pick Up	3.00	1time
4	Tourists Van (12 Seats and below)	1 Van	2.50	1time
5	Business Bus (24 Seats and below)	1 Bus	3.75	1time
6	Business Bus (34 Seats and below)	1 Bus	5.00	1time
7	Business Bus (50 Seats and below)	1 Bus	6.25	1time
8	Hand Tractor	1 Hand Tractor	1.50	1time
9	Motor with cart	1 Motorbike	0.25	1time
10	TUK-TUK- Motorcycle	1Tuk-Tuk	0.25	1time
11	W.C (Utilized Service)	1 Person	0.075	1time
12	Truck	1.5T	1.25	1time
13	Truck	2.5T - 3T	1.50	1time
14	Truck	3.5T - 5T	2.00	1time
15	Truck	5T - 10T	2.50	1time
16	Truck	11T - 19T	3.00	1time
17	Truck	20T - 25T	3.75	1time
18	Truck with carry cart	25T and Up	5.00	1time

v-Vehicle Collection Fees Koh Kong (Smach Meanchey District)

Based on lease agreement between Mr. Lanh Ny and Ministry of Finance and Economic dated on 27th September 2004, Mr. Lanh Ny was offered exclusive contractor of Vehicle Collection Fee with 13 years' tenure from 25 May 2004 to 25 May 2017 with a yearly payment of US\$2,500.00 to Koh Kong Provincial Treasury.

Vehicles are mostly from Phnom Penh, Pursat, Preah Sihanouk Province and other provinces in Cambodia that working related to loading and unloading goods of import and export between Cambodia and Thailand. Parking fees for vehicles are classified as below tariff:-

Nº	Type of vehicle (PP2, PP3 & PP4)	Net Weight/Unit	Price (US\$)	Frequency
1	Taxi Car	4 Seats	0.55	1time
4	Taxi Car	6 Seats and below	0.75	1time
5	Tourists Van (7chairs - 12 chairs)	1 Van	0.87	1time
6	Business Van (13chairs - 20 chairs)	1 Van	1.00	1time
7	Business Bus (21chairs - 30 chairs)	1 Bus	1.25	1time
8	Business Bus (31chairs and up)	1 Bus	1.62	1time
9	Mighty Truck	2.5T and lower	0.75	1time
10	Mighty Truck	3T - 4.5T	1.00	1time
11	Mighty Truck	5T and up	1.50	1time

vi-Vehicle Collection Fees Boeung Chhuk Market (Battambang)

Mr Lanh Ny, a sub-contractor, had signed the contract agreement with Mr Tan Chhun dated 29 Sep' 2011 on buying contract business of Taxi Parking Fee Collection with four year projection at cost of US\$330K. The contract is validated from 1st Jun'2014 to 31st Dec'2017. The contract is renewable as at a discussion of both parties at the end of term.

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Application No: RHBIBL/0008/2011/0010	Lending Unit: RHBIBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Nout; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Vehicle are mostly from district of Battambang Province such as Sampov Lun, Kamrieng, Phnom Proek, Bavel, Thmor Koul, Rattanak Mondou etc., and from other province such as Pailin, Banteay Meanchey, Poipet City and Seam Riep.

Nº	Type of vehicle (PP2)	Capacity	Price(KH Riel)	Frequency
1	Taxi Car (BB-PP)	4 Seats	15,000	1time
2	Taxi Car (BB -BMC)	4 Seats	10,000	1time
3	Taxi Car (BB -Svay Chek)	4 Seats	12,000	1time
4	Pick Up Car (BB -PP)	1 Pick Up	15,000	1time
5	Pick Up Car (BB -BMC)	1 Pick Up	10,000	1time
6	Pick Up Car (BB -Svay Chek)	1 Pick Up	12,000	1time
7	Business Bus (12-16 Seats)	1 Bus	15,000	1time

vii-Market Fee-Taking of NAT Market:-

Mr Lanh Ny had signed on contract agreement with Mr. Nay Kim Son dated 29 Sep' 2011. The contract is validated from 1st Jun'2014 to 31st Dec'2017. The contract requires maintaining market area and premises with respective 752 stores, to do daily fee collection from retailers/wholesalers.

NAT Market, a history and first largest market of Battambang town since French colonial, located in the heart of Battambang town is the main market (Commercial Market) and consisted of the usual varieties of fruits, vegetables, meat, clothes, sundries, food stalls, jewelries, etc., and surrounded by shop, banks, clinics, hotels, restaurants and many others. NAT Market area is divided into three sectors and consisted of different store' sizes depend on the type of business of sellers. Numbers of stores are listed as below.

No.	Grade of Stores	Number of Store
1	Outlet Fee Surrounding Market	230
2	Boot Inside Market (Tax)	752
3	Boot Outside Market (Tax)	405
4	Parking Fee (Car/Motorbike)	1,500
5	Umbrella	170
6	Washing Room-Service	2
7	Security Guards Fee	753
8	Foods/Meats/Vegetable	175
Total		3,987

viii-House Rental Business

Description	Lessor	Lessee	Commenced date	End date	Monthly fee
USA International School, BTB	Lanh Ny	Chea Heang	01-Jul-2015	01-Jul-2020	US\$1,500
Single storey house with metal roof (14*23) - BTB	Lanh Ny	Viettel Cambodia	05-Jul-2007	05-Jul-2017	US\$2,000
Total					US\$3,500

ix-Kiln Factory Rental:-

The handicraft is consisting of two units of elephant kilns which can load about total 180,000 pieces of raw bricks. Mr. Lanh Ny rent out the handicraft to Mr. Seng at rental fee of US\$2,500.00 per month. Branch was informed that the rental contract is made by verbal agreement. Branch also was noticed that the lessee is not allowed to use the property land as clay for raw bricks. The clay is taken from outside the property land.

3.0 Financial Highlights

Actual income of year 2014-to Jan-June 2016

Income	2014	2015	Jan-Jun'16
Vehicle Fee Collection - Koh Kong	136,529	140,625	72,422
Vehicle Fee Collection - Pailin	198,147	204,092	105,107
Vehicle Fee Collection - BTB supermarket	455,468	469,132	241,603

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Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

Vehicle Fee Collection - B.Chhouk Market	193,050	204,633	107,432
Market Fee Collection at Nat Market	161,417	171,102	89,829
Market Fee Collection - at Thmei Market	165,049	170,000	87,550
House Rental to Viettel Ltd.	24,000	24,000	12,000
House Rental to USA Int' School	18,000	18,000	9,000
Total Revenues	1,351,660	1,401,584	724,943
Less: Op-Exp. of KK Branch	42,409	43,680	22,496
Less: Op-Exp. of Pailin Branch	36,149	37,233	19,175
Less: Op-Exp. of BTB-Branch	71,375	73,516	37,861
Less: Op-Exp. of Th. Market BTG	61,829	63,684	32,797
Less: Exp. Taxi Fee of B.Ch MK	57,915	71,622	42,973
Less: Exp. of Fee at Nat Market	48,425	59,886	35,931
Less: Other Expense	20,600	21,218	10,927
Total Operation Expenses	338,702	370,840	202,160
EBIT: Earning Before Inter' & Tax	1,012,958	1,025,811	522,783
Average	84,413	85,848	87,130

Comment: Borrowers have included the revenue from the brick kiln and house to car dealer. However we have excluded the revenue from the brick kiln rental and house rental to car dealer, as there is no rental agreement available to be conservative.

Revenue grew by 3.45% on average for the 1st 6 months of 2016, while EBIT grew by 1.49% compared to average figure in 2015. The average revenue of USD724K was substantiated by the average monthly deposit of USD192K with RHBIBL.

Mr. Lanh Ny have sold the rental contract for Asian KTV and Hotel to Mr. Lanh Bora, young brother since year 2015. Hence he no longer operates the business.

Income projection period year 2016-2020

Income	Y-2016	Y-2017	Y-2018	Y-2019	Y-2020
Rev. fr. Vehicle Fee Taking Koh Kong	144,844	149,189	153,665	158,275	163,023
Rev. from Vehicle Fee Taking PL	210,214	216,521	223,016	229,707	236,598
Rev. from Vehicle Fee Taking BB	483,206	497,702	512,633	528,012	543,852
Shop Rental at Thmei Market	175,100	180,353	185,764	191,337	197,077
House Rental to Viettel Ltd.	24,000	24,000	24,000	24,000	24,000
House Rental to USA Int' School	18,000	18,000	18,000	18,000	18,000
Rev. fr. Taxi Fee B.Chh. Market	214,865	227,757	241,422	255,907	271,262
Rev. from Fee at Nat Market	179,657	190,437	201,863	213,975	226,813
Total Revenues	1,449,886	1,503,958	1,560,364	1,695,656	1,680,626
Less: Op-Exp. of KK Branch	44,991	46,341	47,731	49,163	50,638
Less: Op-Exp. of Pailin Branch	38,350	39,501	40,686	41,906	43,163
Less: Op-Exp. of BTB-Branch	75,722	77,994	80,333	82,743	85,226
Less: Op-Exp. of Th. Market BTG	65,594	67,562	69,589	71,677	73,827
Less: Exp. Taxi Fee of B.Ch MK	70,040	72,141	74,306	76,535	78,831
Less: Exp. of Fee at Nat Market	71,863	76,175	80,745	85,590	90,725
Less: Other Expense on Biz (i) to (xi)	21,855	22,510	23,185	23,881	24,597
Total Operation Expenses	388,415	402,224	416,576	431,495	447,008
EBIT: Earning Before Inter' & Tax	1,061,471	1,101,734	1,143,788	1,187,718	1,233,618
Average	88,455	91,811	95,315	98,976	102,801

Description	Jan-Jun 2016	FY2016 (P)	FY2017 (P)	FY2018 (P)	FY2019 (P)	FY2020 (P)
EBIT (USD)	87,130	88,455	91,811	95,315	98,976	102,801
Monthly Commitment	42,774.37	42,774.37	42,774.37	42,774.37	42,774.37	42,774.37
DSR (X)	2.03	2.06	2.14	2.22	2.31	2.40

RHB BANK BERHAD
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 Group/ Parent Company: Lanh Ny Group

Under worst case sensitized scenario of -20% and -50% deviation then the projection and DSR will be forecasted as below:-

Description (In USD)	2016	2017	2018	2019	2020
Monthly project income -20%	70,764	73,448	76,252	79,180	82,240
Monthly project income -50%	44,227	45,905	47,657	49,488	51,400
RHBIBL	42,774.37	42,774.37	42,774.37	42,774.37	42,774.37
DSR (-20%)	1.65x	1.71x	1.78x	1.85x	1.92x
DSR (-50%)	1.03x	1.07x	1.11x	1.15x	1.20x

4.0 Key Credit Issues

4.1 Industry Risk

Sector (please specify): Agriculture			Subsector (please specify): Rice Milling		
Sector Lending Direction	<input type="checkbox"/> Get Market Share	<input type="checkbox"/> Accelerate	<input checked="" type="checkbox"/> Organic	<input type="checkbox"/> Slowdown	<input type="checkbox"/> Reduce
Subsector Outlook	<input checked="" type="checkbox"/> Strong		<input type="checkbox"/> Neutral		<input type="checkbox"/> Weak
If Sector Falls Under Slowdown or Reduce, Justification for Maintain or Increase Exposure :					

4.2 Management Risks

1. The business is commenced since year 1998 or over 10 years experienced in business line.
2. The business is under managed and control by borrower s and got assist by his children.
3. Year to year, the business is ongoing without any concerned due to the expanded distribution channel, clientele based and all products are well known by people in community.

4.3 Industry Risk

1. Many people like to entertain after working, on weakened or to have party with friend, with co-worker and for communication.
2. Year after year the business is increased due to the need of passenger travelling.

SUMMARY & RECOMMENDATIONS

We would recommend Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy, borrowers for credit review based on the following ground:-

1. Satisfactory of DSR of 2.03x for 1st half of 2016 and is projected to reach 2.40x by year 2020.
2. Good repayment track records to their existing facility with RHBIBL without sign of adverse. Even those overdue were 7days late which is still within the grace period.
3. Businesses are staying in strong and keep going with no concern.
4. The subject properties are designated of Battambang, Pailin and Kandal Province with high density and demand of real-estate market and also provide sufficient security coverage of 2.11times against total O/S loan amount.

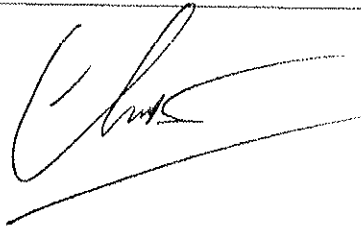
RHB BANK BERHAD
CREDIT APPLICATION FORM CA-1
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Application No: RHIBBL/0008/2011/0010	Lending Unit: RHIBBL	Branch/Region: Battambang
Borrower : Mr. Lanh Ny; Mdm. Chin Sa Noeut; Mr. Lanh Vichhay and Mdm. Meas Puth Theavy		
Group/ Parent Company: Lanh Ny Group		

RECOMMENDATION BY LENDING UNIT



Senior Executive, Credit Relationship
Name: Ien Veasna
Date: 04 July 2016



Branch Manager
Name: Ean Channa
Date: 04 July 2016