

RHB Indochina Bank

CONSUMER LOAN APPLICATION

Branch	PPM	Date	30 January 2018
To	HOC & ADCH	CA No.	RHBIBL-BDM-0001-2018-0003
(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. Chun Pheakdey	B	190734725	32	Borrowing Relationship Since (Year)	New
2	Mdm. Suy Seima	B	190566563	28	Related / Connected Party	Y N
					Borrow KYC Level	H M L
					Credit Grade	5

Applicant's Background/Business information:

Mr. Chun Pheakdey and Mdm. Suy Seima are related as husband and wife. So far, a couple rented a house located in # 28, St. 93, Phum 06, Sangkat Srah Chork, Khan Daun Penh, Phnom Penh since their homeland is in province. Presently, they are residing in No. 9F (Borey Phnom Meas), St. Betong, Phum Prek Ta Long 1, Sangkat Chak Angre Kroam, Khan Meanchey, Phnom Penh City, where is the purchased house and to be charged with us. The applicant is allowed to live in the purchased house as they already paid of USD12,400.00 or 20% against with SPA.

Mr. Chun Pheakdey has been working at Thakral One Company Limited since August 2016. Currently, he is a System Engineer. His income is generated from based salary and commission. Based on the letter of appointment provided, the basic salary is USD1,666.67 per month, while the variable commission is USD416.67 upon the 100% achievement and paid quarterly which are credited into the payroll account maintained with ABA. According to the bank statement of ABA for last 5 months (Jul to Nov/2017), the net salary and commission reported totaling of USD9,536.53, i.e. **USD1,907.30 per month.**

Mdm. Suy Seima has been working as a Midwife at Phnom Penh's Department of Health since July 2014. And she has been transferred her work place from Banteay Meanchey province to Phnom Penh City since June 2017. Currently, she is a Midwife. Her salary and fixed bonus of KHR150,000.00 are paid in Khmer Riel currency through the payroll account maintained with ACLEDA Bank, Based on the bank statement provided and the average net Income plus fixed bonus reported of KHR1,178,500.00 equivalence to **USD294.62** (Letter appointment and bank statement are enclosed).

Meanwhile, LU has convinced the applicant to apply loan in Khmer Riel currency upon Mdm. Suy Seima's income currency. But they are not agreeable since the income of Khmer Riel is about of 50% only against with monthly installment (Letter Appointment and bank statement are attached).

Employer Background:

VMware International Ltd is a mother company is located in some modern companies in Asia and Thakral One is the local company representing of VMware International Ltd in Cambodia has been established since 1997 and currently it is located at # 35, St. 360, Sangkat Beoung Keng Korng 1, Khan Chamkamorn, Phnom Penh with about 80 staffs. For product and service of company is provided to user, mostly it related to IT business such as Banking Solution, System Analytic, Microsoft, IBM, Lenovo, Cisco, HPE and etc.

Thakral One, headquartered in Singapore, is a technology consulting and services company focused on core business applications, banking solutions, digital technologies and data analytics. The company focused on building consulting and delivery capabilities around leading global technologies. It draws on our specialized functional, technical and industry experts and our data scientists to design methodologies and optimize processes and infuse global know-how into each unique engagement. Thakral is currently footprint covers 15 markets across Asia Pacific and the Middle East (local offices). It is parented and supported by the 117-year old Thakral Group - among Singapore's largest home-grown conglomerates with interests in real estate, technology, consumer products, and lifestyle services. www.thakralone.com

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Request			
<ol style="list-style-type: none"> 1. New Housing Loan (10-Year HL) of USD43,000 under HL Campaign. 2. To accept CRR grading 5 as the applicant would still has high balance of USD1,508.03 for their expense. 3. To seek approval for a variance of land area and/or building area after converting to Hard TD of the property to be charged subject to total OMV of not less than USD54,000. 4. To issue undertaking letter to developer and sign off by BM after loan approval. 	Request for	Y	N
	Age deviation		N
	DSR deviation		N
	MOA deviation		N

Loan Details							
Type	Existing Limit	Proposed Limit (USD)	Total Limit (USD)	Outstanding Balance	Pricing (Current ECOF @ 5.5%)	Repayment Period (Years)	Repayment Amount (USD)
HL		43,000.00	43,000.00		1st year: ECOF + 2.0%p.a. on monthly rest subject to minimum 7.5%p.a. 2nd year onward: ECOF + 2.75%p.a. on monthly rest subject to minimum 8.25%p.a.	10	511.00 (1st year) 528.00 (2rd year onward)

Loan Purpose						
To part finance the purchase a single-storey flat house for Borrower's residence.						
Under Construction	¥	N	Completed from developer	Y	N	<p>Applicants signed SPA with house owner on 10/12/2017 to purchase a single-storey flat house which is located at # 9F, St. Betong, Phum Prek Talong 1, Sangkat Chak Angre Krom, Khan Mean Chey, Phnom Penh city with total selling price is USD62,000.00 (SPA is enclosed)</p> <p>Application already total paid of USD12,400.00 or 20% against with SPA as on 30 December 2017.</p> <p>The house is fully completed (Picture site visiting is enclosed)</p>
Name of Developer		: Mr. Sim Chan (Borey Phnom Meas)				
Panel		: N/A				
Unit Capping		: N/A				
Approved unit @ to date		: N/A				
%, of completion		: 100%				
SPA Price		: USD62,000.00				
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	# 9F, St. Betong, Phum Prek Talong 1, Sangkat Chak Angre Krom, Khan Mean Chey, Phnom Penh city.
Type of Property	A parcel of land erected with a single-storey flat house.
Land Area	4m x 20m=80sqm (Based on measurement)
Built Up Area	4m x 16m =64sqm (Based on SPA)

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<u>Title Details</u>		
i. Title No /Expiry Date of LH	N/A	
ii. Tenure – FH/LH (Balance of Years)	Freehold	
iii. Registered Owner	To be converting to Hard TD and registered under name of Mr. Chun Pheakdey and Mdm. Suy Seima	
iv. Encumbrances	None	
v. Restriction in Interest/Conditions	None	
Remark (s)	The security is a fully completed single-storey flat house.	
Registered Owner’s Relationship With borrower	N/A	
Fire Insurance by	To be insured by RHBIBL’s panel insurance company	
Cross Charge (Y/N) (Please furnish details if “Y”)	No	
<u>Valuation</u>		
i. Valuation Report <ul style="list-style-type: none">- Land value- Building Value- Total OMV- Value Name- Date	Formal valuation report to be issued by RHBIBL’s panel valuers	
ii. Verbal/Cross Check <ul style="list-style-type: none">- Land value- Building Value- Total OMV- Valuer Name- Date	Verbal 1	Verbal 2
	USD40,000.00 (USD500 per sqm) USD16,000.00 (USD250 per sqm) USD56,000.00 ARC January 18, 2018	USD37,000.00 (USD460 per sqm) USD17,000.00 (USD260 per sqm) USD54,000.00 9 Base January 19, 2018
Adopt market value	Based on 9 Base USD54,000.00	
Margin of Financing (%)	79.63 % based on 9 Base	
Security Coverage (Times)	1.26 time	

Conduct of Account I) With RHBIBL (Own/Related Account)					
Name	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
N/A	N/A	N/A	N/A	N/A	N/A
Conduct of Account II) With other financial institution as per CBC checking on 16 January 2018					
Bank	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
UCB	Credit Card	USD700.00	USD0.00	N/A	Prompt
Aeon Specialized Bank	Credit Card	USD2,000.00	USD829.48	N/A	Prompt
Royal Micro Finance PLC	Personal Loan	USD3,500.00	USD2,770.85	N/A	Prompt

Note:

- Credit Card under Mr. Chun Pheakdey at Aeon Specialized Bank. Currently he uses it for booking something due to he always has mission at other countries of his job and it is not effected DSR.
- Credit Card with UCB has been not used since Oct 2017.
- For personal loan at Royal MFI, applicants apply without using property and just submitted Confirmation Letter only. The purpose which applies this loan due to they need money urgently to pay for work place transferring process for them to move workplace from province to Phnom Penh. Currently, the loan was promptly paid and settled already since 19 Dec 2017 as per enclosed receipt pay off, however, the CBC report is stayed status in NORMAL since it is reported as at 30 Nov 2017 (Payoff Letter and Settlement Letter are enclosed).
- Since the loan with RMF was fully settled and the account was closed, LU could conduct account on their repayment. But we can verify their good repayment recorded based on CBC report.

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AML and World Checking

Based on latest CBC and World Checking on 16 January 2018, the borrower has used Credit Card with Aeon Specialized Bank and UCB and maintained personal loan with Royal Micro Finance Plc. However, for the Personal Loan was fully settled in 19 Dec 2017. In addition, there is no entry matching to World Check and AML as well.

Repayment Risk Analysis		
Total monthly Income*	USD2,201.92	
	Mr. Chun Pheakdey's Salary: USD1,907.30	
	Mdm. Suy Seima's Salary: USD294.62	
Less Total Commitment	Credit Card-AEON: USD165.89 (20% of O/S Bal.)	
	Credit Card-UCB: N/A	
	RHBIBL: USD528.00	USD693.89
Balance Uncommitted	USD1,508.03	
DSR	3.17x	
Estimated / Disclosed Net worth**	USD11,000.00	
Within Bank Lending Criteria	1/3 Income	Y
	45% Income	Y
Risks		Mitigating Factors
<ul style="list-style-type: none"> - All incomes are come from based salary. 		<ul style="list-style-type: none"> - Source of income are generated from 2 companies where are the long-term companies operating in Cambodia. And the Thakral One is the local company representing of VMware International Ltd in Cambodia has been established since 1997. This company focused on building consulting and delivery capabilities around leading global technologies. - Applicants are graduated people who have experienced in career for many years. So, the unemployment rate shall be not concerned. - Applicants used to have personal loan with Royal Micro Finance Plc. with good repayment recorded where are considered as a good characteristic for their banking.

Note:

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

(**) Net worth of the borrower is around USD11,000.00

Financial Analysis

Mr. Chun Pheakdey's average net salary for last 5 months is USD1,907.3 as per below calculation:-

Month	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Average
Net Salary + Commission (USD)	1,562.2	2,274.3	1,562.5	1,768.7	2,368.8	1,907.3
Average Net Salary (USD)						1,907.3

Note: Salary is transferred through by ABA Bank Statement (5 months attached).

Mdm. Suy Seima's average net salary for last 3 months is USD294.60 as per below calculation:-

Month	Oct-17	Nov-17	Dec-17	Average
Net Salary (KHR)	1,028,500.0	1,028,500.0	1,028,500.0	1,028,500.0
Fixed bonus (KHR)	150,000.0	150,000.0	150,000.0	150,000.0
Total				KHR1,178,500.0
Average Net Salary (Convert to USD)				USD294.62

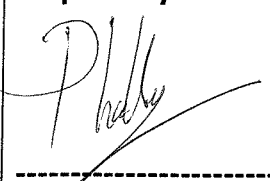
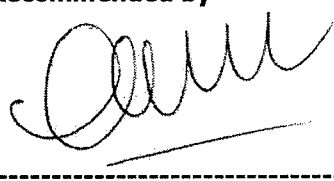
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Note: Salary is transferred through by Aleda Bank (3 months attached).

Sensitized Scenario

By conservatively assumed that the net salary and allowance of the borrower will increase around 5% each year, while daily food and other expense to increase 5% each year, the sensitized DSR remain sufficient at least 2.31x.

Description (USD)	Monthly			
	Actual 2017	Proj. 2018	Proj. 2019	Proj. 2020
Mr. Men Satha	1,907.3	2,002.7	2,102.8	2,207.9
Mdm. Sy Sreypich	294.6	309.3	324.8	341.0
Total Monthly Income	2,201.9	2,312.0	2,427.6	2,549.0
Expense				
Children Education	-	-	-	-
Transportation	50.0	50.0	50.0	50.0
Utility Expense	50.0	50.0	50.0	50.0
Daily Food	400.0	440.0	484.0	532.4
Other Expense	100.0	110.0	121.0	133.1
Total Monthly Expense	600.0	650.0	705.0	765.5
Net Income	1,601.9	1,662.0	1,722.6	1,783.5
Monthly Commitment	693.9	693.9	693.9	693.9
Sensitized DSR (x)	2.31	2.40	2.48	2.57

Prepared by  <hr/> Ngan Phallen Executive, Mortgage 05 Feb 2018	Recommended by  <hr/> Chiv Hak Senior Manager, Retail & Consumer 05 Feb 2018
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Credit Policy : In-Compliance / Non Compliance

D/P Check: HOC & ADCH

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	USD43,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD43,000.00	N/A
Of which	N/A	N/A
USD43,000.00	USD43,000.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	HOC & ADCH	N/A

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Head office use only

Comment by Loan and Credit Administration

Term Sheet

Home Loan (New)	USD43,000.00	Tenure	: 10 Years
		Installment amount	: 511.00 (1st year), 528.00 (2nd year on ward)
		Processing fee	: 1% of approved limit
		Prepayment	: 1st to 3rd year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 4th to 10th 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.
 - c) Purchase of Fire Insurance over the subject property;
 - d) Obtain valuation report from bank's panel valuer indicate property is value at least USD54,000.00

Disbursement method:

The amount of USD43,000.00 will be disbursed to vendor by issuing banker check upon:-

- Completion of ownership transfer
- Completion of title deed blocking on the subject property
- Submission of SPA and differential sum on the purchased house or reimbursement is allowed subject to evidence of fully payment by the borrower.

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 6 months		x		
Bank Statement for the last 5 months	x			
Income Statement (P&L)		x		
Sale/Purchase Invoices (for the last 3 months)		x		
Balance Sheet		x		
Income Projection		x		
Sale-Purchase Agreement	x			SPA as per attachment

Security Document

Security Document	New / Complied
Facility agreement of USD43,000.00 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property <u>1</u>	New