

RHB BANK BERHAD

BRIEF CREDIT APPLICATION/REQUEST FOR VARIATION (RFV) FORM

Request Type :
 Administrative/Operational Request | | RFV ☒ | Others | |

For Joint Approval By:
 GCC Members/Retail/Business Banking
☒ Deputy Country Head
 Credit Management
☒ Head of Credit Management

For Approval By: ☐ CLC
 To be affirmed By: ☐ BCC

Borrower	Mr. Heng Khmera (Age: 44) and Mdm. Heng Sok Leang (Age: 37)	Application Date	16/12/2016
Business Activity	<ul style="list-style-type: none"> Mao Leang Construction and Serviced Apartment Property rental 	Lending Unit	RHBIBL
Date Established	2001	Limit Expiry Date	N/A
Relationship Since	New	Account Status	New
Connected Party	NO	Exceptional Credit	NO
EAM	NO	Impaired	NO
AST Monitoring	NO	Group/Ultimate Parent/	N/A
Name of Directors	NA	Percentage Ownership	NA

Borrower's Risk Rating	STANDALONE		LGD Rating	Expected Loss Rating	Final Rating (For credit decision only)
Borrower	Current CRR	New CRR			
Mr. Heng Khmera (Age: 44) and Mdm. Heng Sok Leang (Age: 37)	4	-			4
Corporate Guarantor	Current PD Rating	New PD Rating			
N/A					
Remark (To provide reason for credit risk rating movement or final rating notch down)					

Group	Current Rating	New Rating	Core Business & Group Activities
N/A			

Nature of Requests
To appeal for loan tenure and interest rate as the following request:

Borrower Name : Mr. Heng Khmera and Mdm. Heng Sok Leang
 Submission Date : 16/12/2016
 CBBC/Region : NA
 Brief Nature of Request: To retain loan tenure and interest rate request
 Group Exposure/Group Clean Exposure : N/A

Existing Terms	Revised Term
Approved loan on 14-12-2016 <ul style="list-style-type: none"> OD limit of USD100K subject to the soft TD for their business premise to be deposited to the bank failing which OD limit to be reduced to USD50K instead to cap our exposure. 7-Year TL: USD280K at interest rate 8.25% p.a. 	Retain the interest rate and tenure <ul style="list-style-type: none"> OD limit of USD100K subject to the soft TD for their business premise (Serviced Apartment) under soft TD No. 3950 to be deposited to the bank. 10-Year TL: USD280K at interest rate 8% p.a.

Existing Facilities	Facility Type	(USD'000)		Pricing/ Tenor
		Approved Limit	O/S as at	
	OD	100	-	ECOF + 3% p.a. on monthly rest subject to min 8.5% p.a.
	7-Year TL	280	-	ECOF + 2.75% subject to min 8.25%p.a.
	Total	300	-	
Comments on Conduct of Account:	CNB: <ul style="list-style-type: none"> The monthly payment has been promptly paid for last 8 months. 			
	ACLEDA <ul style="list-style-type: none"> 1 to 4 overdue days due to the customer was so busy in business 6 to 8 overdue days due to the National Holiday, Khmer New Year (13th to 18th April 2016) and King's Birthday (13th to 16th May 2016) and the customer deposit after holiday. In this view, there was a few day overdue on working day only. Note that, it could not consider as a red flag as the customer have sufficient OD limit to withdrawal in Mar, Apr, and May 2016 for loan installment at ACLEDA. Honestly, they are so busy in their business. 			

Group Exposure Profile									
Exposure With	Borrower			Related Borrowers**			Borrower + Related Borrowers (SCEL**)		
	Secured*	Clean	Total	Secured*	Clean	Total	Secured*	Clean	Total
RHB Bank									
Limit:	380	-	380	-	-	-	380	-	380
Standalone:									
RHB Labuan/Islamic/ Investment/Leasing									
SCEL**									
Beyond SCEL***									
Total RHB Group	380	-	380	-	-	-	380	-	380

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Total Credit (RHB Group Exp+Other Banks)	380	-	380	-	-	-	380	-	380
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Financial Position as at Nov 2016	(USD'000)			Gearing (times)
	Turnover	Pre-Tax Profit	Shareholders Fund	
Borrower	1,015	108.7	-	-
Corporate Guarantor	N/A			

Terms and conditions of this application:

N/A

Conduct Account

Canadia Bank					
Mr. Heng Khemara					
12 Months					
Month	No. of Transaction	Debit (USD)	No. of Transaction	Credit (USD)	Balance (USD)
Balance Forward					13,689.71
Dec-15	21	102,910.88	5	55,759.11	(33,462.06)
Jan-16	15	50,445.00	3	20,894.00	(63,013.06)
Feb-16	17	44,206.66	4	48,635.00	(58,584.72)
Mar-16	20	43,535.11	5	82,080.00	(20,039.83)
Apr-16	12	26,114.91	4	44,389.00	(1,765.74)
May-16	25	58,383.85	4	49,000.02	(11,149.57)
Jun-16	32	52,852.86	6	60,800.27	(3,202.16)
Jul-16	23	55,775.04	5	72,087.29	13,110.09
Aug-16	24	95,746.82	9	53,320.39	(29,316.34)
Sep-16	26	45,433.97	7	63,533.00	(11,217.31)
Oct-16	19	78,086.68	2	34,900.00	(54,403.99)
Nov-16	15	40,195.00	6	56,602.00	(37,996.99)
Total	249	693,686.78	60	642,000.08	-
Excluding TL: USD30K	248	663,686.78	59	612,000.08	
Average	21	57,807.23	5	51,000.00	(25,920.14)
OD Limit					70,000.00
Average OD Balance					(29,468.34)
OD utilization rate					42%

Comment:

- TL of USD30K was released in 04-Apr-2016.

Borrower Name : Mr. Heng Khmera and Mdm. Heng Sok Leang
 Submission Date : 16/12/2016
 CBBC/Region : NA
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 Group Exposure/Group Clean Exposure : N/A

- For latest 12 month, by excluding TL drawdown, total turnover credit and debit reported USD612K and USD663.6K derived monthly deposit and withdrawal of USD51K and USD57K respectively.
- Common transactions are cash deposit and OD interest and commitment fee.
- There was no adverse remark on insufficient fund/check return.
- Noticeably, the monthly payment has been promptly paid.
- OD utilization rate is 42% with approved OD limit of USD70K.

History Repayment at Canadia Bank

Canadia Bank				
Conduct of TL: USD30K (Interest service only)				
Account No. : 0230000113854				
Account Name: Heng Khemara				
No.	Installment Amount	Due Date	Payment Date	Days Past Due
1	300.00	3-Apr-16	3-Apr-16	0
2	300.00	3-May-16	3-May-16	0
3	310.00	3-Jun-16	3-Jun-16	0
4	300.00	3-Jul-16	3-Jul-16	0
5	310.00	3-Aug-16	3-Aug-16	0
6	310.00	3-Sep-16	3-Sep-16	0
7	300.00	3-Oct-16	3-Oct-16	0
8	310.00	3-Nov-16	3-Nov-16	0

Comment:

- Noticeably, the monthly payment has been promptly paid for last 8 months.

Bank Statement

ACELDA Bank					
Mdm. Heng Sok Leang					
11 Months					
Month	No. of Transaction	Debit (USD)	No. of Transaction	Credit (USD)	Balance (USD)
Balance Forward					96.32
Jan-16	2	38,371.00	1	38,371.00	96.32
Feb-16	2	1,420.84	1	1,421.00	96.48
Mar-16	2	1,329.17	1	1,329.17	96.48
Apr-16	2	1,420.84	1	1,421.00	96.64
May-16	1	1,375.01	1	1,375.00	96.63
Jun-16	2	1,512.51	1	1,512.00	96.12
Jul-16	1	1,283.34	1	1,284.00	96.78

Borrower Name : Mr. Heng Khmera and Mdm. Heng Sok Leang
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 Group Exposure/Group Clean Exposure : N/A

Aug-16	1	1,420.84	1	1,421.00	96.94
Sep-16	1	1,466.67	1	1,467.00	97.27
Oct-16	1	1,329.17	1	1,330.00	98.10
Nov-16	1	1,420.84	1	1,421.00	98.26
Total	16	52,350.23	11	52,352.17	
Average	3	8,725.04	2	8,725.36	96.91

Comment:

- Total turnover credit and debit reported USD52,351.17 and USD52,350.23 derived monthly deposit and withdrawal of USD8,725.36 and USD8,725.04 respectively.
- Common transactions are cash deposit and withdrawal and loan installment.

History Repayment at ACLEDA Bank

ACLEDA Bank				
Conduct of TL: USD220K				
Account No. : 3600-00-590493-1-3				
Account Name: Heng Sok Leang				
No.	Installment Amount	Due Date	Payment Date	Days Past Due
1	38,371.00	11-Jan-16	12-Jan-16	1
2	1,420.08	11-Feb-16	12-Feb-16	1
3	1,329.17	11-Mar-16	15-Mar-16	4
4	1,420.84	11-Apr-16	19-Apr-16	8
5	1,375.01	11-May-16	17-May-16	6
6	1,512.51	13-Jun-16	14-Jun-16	1
7	1,283.34	11-Jul-16	11-Jul-16	0
8	1,420.84	11-Aug-16	11-Aug-16	0
9	1,466.67	11-Sep-16	12-Sep-16	1
10	1,329.17	11-Oct-16	11-Oct-16	0
11	1,420.84	11-Nov-16	11-Nov-16	0

Comment:

- TL of 220K was approved with monthly interest only and settle principle of USD36,666 every 12 months.
- 1 to 4 overdue days due to the customer was so busy in business
- 6 to 8 overdue days due to the National Holiday, Khmer New Year (13th to 18th April 2016) and King's Birthday (13th to 16th May 2016) and the customer deposit after holiday. In this view, there was a few day overdue on working day only.

Note that, it could not consider as a red flag as the customer have sufficient OD limit to withdrawal in Mar, Apr, and May 2016 for loan installment at ACLEDA. Honestly, they are so busy in their business.

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Justification/Comments:



Branch also recommends on the borrower's request as the following reasons:

- Business Unit approached the customers with competition with Canadia Bank and Cathay Bank
- With approved limit and additional fund of USD46.70 from RHBIBL, It can't be met the WC requirement and more they are also offered from Canadia Bank of USD400K to move all loan from ACLEDA Bank. More they have to be charged for settlement penalty from the two banks.
- It is a key break deal to move this case on.
- With 15 years of sustainable business and business expansion, they have proved strong business performance with good DSR



EXCEPTIONS/CERTIFICATIONS

	Yes	No	N/A
1. Full compliance with mandatory terms of Credit Policy	x		
2. Existing approved terms & conditions fully complied with	x		
3. No past dues/unsettled TOD /arrear over the past 12 months	x		
4. Existing security documentation checked & confirmed in order	x		
5. Previous audit/credit inspection recommendation fully implemented	x		
5. No negative CCRIS/CTOS/BMC/Market Findings	x		

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We hereby confirm that the information provided is accurate & the application is within the Bank's credit guidelines/policies. All other exceptions are highlighted.	
PREPARED BY:  Sok Ratanak Assistant Manager Date: 16-12-2016	RECOMMENDED BY:  Keang Chhunveasna Branch Manager Date: 16-12-2016

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APPROVER 1	APPROVER 2
APPROVED/DECLINED Fair deal for 8 th /7 years tenure  Yong Ching San Head, Credit Management Date: 19/12/16	APPROVED/DECLINED  Thoo Kim Seng Head, Credit Management Date: 19/12/16
Comments: [If any]	Comments: [If any]
Additional Terms/ Conditions/Covenants: [If any]	Additional Terms/ Conditions/Covenants: [If any]

Notes:

* A proposal is deemed as approved **only if both** Approver 1 (Business) & Approver 2 (CMD) approve the proposal.

** Additional comments/terms/conditions by approvers, in a case of inadequate space, can be done via attachment.

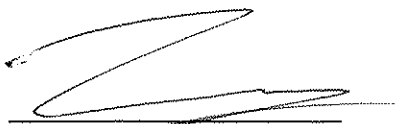
Decline Codes (Pls tick the relevant code for declined proposals)

D001- First Level Screening Not Carried Out by LU (eg: CCRIS, CTOS, NP69 findings)	
D002- High risk of impairment (1 or more AST/MST)	
D003- Inappropriate/ unsuitable credit structure	
D004- Repayment capacity inadequate/ unmitigated	
D005- No justification/ rationale for request in CA	
D006- Unacceptable level of risk	

D007- Unsatisfactory financial performance/ key financial indicators	
D008- Unsatisfactory conduct of account	
D009- WC requirement not adequately justified/ mitigated	
D010- Project viability not adequately justified/ mitigated	
D011- High clean exposure not justified & mitigated	
D012- Others (provide description)	

Concurred by:

- Concurred on the request by branch subject to TL tenor at 7 years remains unchanged.



Tang Siew Hon
Senior Manager
Date: 16/12/2016