

# RHB Indochina Bank

## CONSUMER LOAN APPLICATION

Dep.	<b>Retail and Mortgage</b>	Date	<b>28 Feb 2019</b>
Park to	<b>MTT</b>	CA No.	<b>RHBIBL-BDM-0011-2019-0015</b>
To	<b>BM &amp; HCED</b>		
(To be escalated to next level if applicable)		N/A	

### Borrower(B) / Guarantor(G) Profile

No.	Name	B/G	ID/Passport No	Age	
1	<b>Mr. Hing Cheyrath</b>	<b>B</b>	<b>050263351</b>	<b>46</b>	Borrowing Relationship Since (Year)
2	<b>Mdm. Sien Sina</b>	<b>B</b>	<b>011036020</b>	<b>43</b>	Related / Connected Party
					Borrower KYC Level
					Credit Grade

### Applicant's Background

Applicants, Mr. Hing Cheyrath and Mdm. Sien Sina, are husband and wife. Presently, Mr. Hing Cheyrath is employment while Mdm. Sien Sina is a housewife. They are residing in Sangkat Steung Meanchey, Khan Meanchey, Phnom Penh, with parents.

Mr. Hing Cheyrath has engaged in career since 1998 and gradually updated level from position as Officer to Manager. Presently, he is holding position as Project Manager of KUY LEANGKY CONSTRUCTION TRADING GROUP CO., LTD since 04 Feb 2016 with gross salary of USD1,800 per month. Noted, the salary is paid by cash in Khmer Riel (last 3 months pay slips are attached)

Applicants request HL to part finance on purchase Flat EoE1 located in Borey Piphup Thmei Chamkaroung as they plan to move out from their parents and stay with their own family. But the purchased house is currently under Soft TD so the applicant has another house (Hard TD) which is current residence to charge with us instead.

### Employer's information

KUY LEANGKY CONSTRUCTION TRADING GROUP CO., LTD is a company which have providing services such as design, engineering, construction, real estate and other services that client need with the international standard quality and services.

Company registered No.: 00028045

Incorporation Date: 13 Sep 2006

Company Type: Private Limited Company

Country: Cambodia

Address: No. 2,3Eo, St. 516, Sangkat Beoung Kak 1, Khan Toul Kork, Phnom Penh.

Director: Kuy Leangky

### Request

<ul style="list-style-type: none"> <li>To request 15-Year HL of KHR205Million (Easy Loan Easy Home)</li> <li>To seek approval for variance on land/building value after issuing a formal valuation report subject to total OMV of not less than USD80K.</li> </ul>	Request for	<b>Y</b>	<b>N</b>
	Age deviation		<b>N</b>
	DSR deviation		<b>N</b>
	MOA deviation		<b>N</b>

### Loan Details

Type	Existing Limit (KHR'Million)	Proposed Limit (KHR'Million)	Change	Outstanding Balance (KHR'Million)	Pricing (Current ECOF @ 5.5%)	Repayment Period (Years)	Repayment Amount (KHR'Million)
HL	-	205	-	205	<b>1<sup>st</sup> &amp; 3<sup>rd</sup> year:</b> ECOF + 1.38%p.a. on monthly rest subject to min 6.88%p.a. <b>3<sup>rd</sup> year onward:</b> ECOF + 2.25%p.a. on monthly rest subject to min	15	Round-up 1.83 (1 <sup>st</sup> & 3 <sup>rd</sup> year) 1.92 (3 <sup>th</sup> year onward)

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					7.75%p.a.		
<b>Total</b>	<b>-</b>	<b>205</b>	<b>-</b>	<b>205</b>			

## Loan Purpose

Applicants request HL of KHR205M to part finance on purchase 2-storey Flat located in Borey Piphup Thmey, Phum Sambour, Sangkat Dangkor, Khan Dangkor, Phnom Penh.

Under Construction	Y	N	Completed from developer	Y	N	
Name of Developer	: New World					<ul style="list-style-type: none"><li>- Revealed by applicants, they want to purchase new house located in Borey Piphup Thmei-Chamkar Doung. Based on verbal SPA, the property worth of USD95K.</li><li>- They apply HL of RHB205M (Equivalent to USD50K) for part finance on purchased house.</li><li>- Since the house to be purchased is under soft TD, the loan will be charged with another property to secure loan.</li><li>- MOA is at 62.50% adapt verbal check of 9-Base (Flat Eo)</li><li>- Based on verbal check of 9-Base and CPL, MOF is at 51.02% and 59.86% respectively. While, MOF is 52.63% against verbal SPA.</li></ul>
Panel	: Y/N					
Unit Capping	: N/A					
Approved unit @ to date	: N/A					
%, of completion	: 100%					
SPA Price	: <b>USD95K</b>					

## 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	
Property type		Eo Flat	
Address		Phum Trea, Sangkat Steung Meanchey, Khan Meanchey, Phnom Penh	
Land Area		84sqm	
Built Up Area		64sqm (Estimated measurement)	
<b>Title Details</b>			
i. <b>Title No/Expiry Date of LH</b>		<b>12060103-4086</b>	
ii. <b>Type of Property</b>		Eo flat	
iii. <b>Tenure – FH/LH (Balance of Years)</b>		Freehold	
iv. <b>Registered Owner</b>		<b>Mr. Hing Cheyrath and Mdm. Sien Sina</b>	
v. <b>Encumbrances</b>		None	
vi. <b>Restriction in Interest/Conditions</b>		None	
Fire Insurance by		To be insured by RHBIBL’s panel valuer	
Cross Charge (Y/N) (Please furnish details if “Y”)		N	
<b>Valuation</b>			
i. <b>Valuation Report</b>			
- <b>Land Value</b>		<b>Formal valuation report to be issued by 9-Base with total value of not less than USD80,000</b>	
- <b>Building Value</b>			
- <b>Total OMV</b>			
- <b>Value Name</b>			
- <b>Date</b>			
ii. <b>Verbal/Cross Check</b>			
		<b>9-Base</b>	
		<b>CPL</b>	
- <b>Land Value</b>		USD67,000 (800psqm)	USD79,800 (950psqm)
- <b>Building Value</b>		USD13,000 (200psqm)	USD12,800 (200psqm)
- <b>Total OMV</b>		USD80,000	USD92,600
- <b>Value Name</b>		Mr. Monnpech	Mr. Chrin Toury
- <b>Date</b>		24 Jan 2019	22 Jan 2019

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<b>Verbal SPA</b>	<b>USD95,000</b>
<b>Adopt market value</b>	<b>USD80,000 based on 9-Base</b>
Margin of Financing (%)	<b>62.50%</b>
Security Coverage (Times)	<b>1.12x (Ascribe value)</b>

## CBC, AML and World Checking

Based on the CBC report in Feb 2019, the applicants have no maintained Loan with other Banks/MFIs.

AML and world check: There is no any distress.

## ➤ **Conduct of Account**

So far, the applicant has not maintained saving account with Banks while his salary is paid by cash.

## **Income Statement**

Income	Actual		Projection		
	2019	2019	2020	2021	2022
	Monthly	Annually	Annually	Annually	Annually
Mr. Hing Cheyrath's salary	1,800	21,600	22,680	23,814	25,005
Total incomes	1,800	21,600	22,680	23,814	25,005
<b>Average</b>	<b>1,800</b>	<b>1,800</b>	<b>1,890</b>	<b>1,985</b>	<b>2,084</b>
Monthly installment					
RHBIBL HL (convert to USD)	467	467	467	467	467
Total commitment	467	467	467	467	467
<b>Current DSR (Times)</b>	<b>3.85x</b>	<b>3.85x</b>	<b>4.05x</b>	<b>4.25x</b>	<b>4.46x</b>
<b>Expenses</b>					
Utilities exp.	80	960	1,008	1,059	1,111
Living exp.	500	6,000	6,300	6,615	6,946
Other exp.	200	2,400	2,520	2,646	2,778
Total expenses	780	9,360	9,828	10,320	10,835
Net income	1,020	12,240	12,852	13,494	14,170
<b>Average income</b>	<b>1,020</b>	<b>1,020</b>	<b>1,071</b>	<b>1,125</b>	<b>1,181</b>
Total commitment	467	467	467	467	467
<b>Sensitized DSR (Times)</b>	<b>2.18x</b>	<b>2.18x</b>	<b>2.29x</b>	<b>2.41x</b>	<b>2.52x</b>
<b>Uncommitted balance</b>	<b>553</b>	<b>553</b>	<b>604</b>	<b>658</b>	<b>714</b>

Comment:

- Applicants' incomes are generated from employment evidenced by the furnished job contract. We assume that the salary shall be increased 5% for projection income and all expenses.
- LU asked applicant for other supporting documents to more verify their income such as bank statement but they don't have as they habitually save money in hand.
- Current DSR is 3.85x and sensitized DSR is 2.18x after all expenses.
- Applicants' Assets and Liabilities

<b>Statement of Assets and Liabilities (USD)</b>			
<b>Assets Owned</b>		<b>Liabilities</b>	
Property to be charged with RHBIBL	80,000	RHBIBL HL	50,000
Property to be purchased	83,520		
<b>Total Assets</b>	<b>163,520</b>	<b>Total Liabilities</b>	<b>50,000</b>
<b>Net Assets</b>	<b>113,520</b>		

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Repayment Risk Analysis			
Monthly Income			USD1,800.00
	Mr. Cheyrath	USD1,800.00	
Less Total Commitment	i) RHBIBL (convert to USD)	USD467.00	USD467.00
	ii) Other MFIs/Banks	N/A	
DSR			3.85x
Balance Uncommitted			USD1,333.00
Estimated / Disclosed Net worth*			USD113,520
Within Bank Lending Criteria	1/3 Income		Y
	45% Income		N
Risks	Mitigating Factors		
- Only one source of income	<ul style="list-style-type: none"> <li>- Revenue is generated from Mr. Cheyrath's salary only while his wife is an housewife. But Mr. Cheyrath has experienced in career for over 20 years in Construction Skill. Presently, he is holding a high position as Project Manager of KUY LEANGKY CONSTRUCTION Co., Ltd which has been established in long-term in Cambodia.</li> <li>- Based on his career's background, he has been employed since 1998 and gradually upgraded level from Officer to Manager which is shown that the Un-employment rate shall be not concern to him.</li> <li>- Moreover, as the current and future's economic growth, the construction industry is still continued to progress with long term demand where is comfortable and double free for applicant's career as well as his capacity for monthly loan installment with us.</li> <li>- Noted, the applicant's net worth is at about USD113.5K (including the property to be charged of USD80K) which is easy to covert in cash for worst scenario.</li> <li>- The requested tenure of 15 years is reasonable to comfort loan against the length's career.</li> </ul>		

Recommendation	
Prepared By:	Recommended By
<p>-----</p> <p>Sok Ratanak Assistant Manager 28-02-2019</p>	<p>-----</p> <p>Nhim Borey Senior Manager 28-02-2019</p>
	Jointly Approved By
	<p>-----</p> <p>Lav Menghuoy Branch Manager 01-03-2019</p>

Credit Policy : In Compliance / ~~Non-Compliance~~  
D/P Check: BM & HCED  
AML/CFT Check: No name matched

DP Check (Amount in USD)		
Description	Borrower + related borrowers	Borrower + related borrowers

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	(RHBIBL only)	(RHB Banking Group)
Total Exposure	KHR205Million	
Less standalone facilities	N/A	
Total exposure excluding standalone facilities	KHR205Million	
Of which	N/A	
Secured facilities	KHR205Million	
Unsecured facilities	N/A	
This application is within DP of	BM & HCED	
<b>Head office use only</b>		
Comment by Loan and Credit Administration		

## Term Sheet

<b>HL</b> <b>(Easy Loan</b> <b>Easy Home)</b>	<b>KHR205M</b>	<b>Tenure: 15 Years</b> <b>Installment amount: KHR1.83M (1<sup>st</sup> &amp; 3<sup>rd</sup> year)</b> <b>and KHR1.92M(from 4<sup>th</sup> year onward)</b> <b>Processing fee: Waive</b> <b>Prepayment:</b> <b>1<sup>st</sup> to 5<sup>th</sup> year:</b> 3% on prepayment amount if the facility is fully/partially settled before expiry date. <b>4<sup>th</sup> year onward:</b> 1% on prepayment amount if the facility is fully/partially settled before expiry date.
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## Condition precedent:

1. Acceptance of Letter of Offer
2. Payment of processing fee of 1% on approval limit
3. Purchase of fire insurance over the subject property
4. To submitted the renewal employment contract prior to loan release.
5. 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) Submission of valuation report from CPL with total OMV of not less than **USD272,300.00**

## Disbursement method:

- After completion of blocking TD, the **HL of KHR205Mill (Equivalent to USD50K)** shall be released by issuing banker check to vendor/seller subject to submission of formal SPA and differential sum on the purchased house. Or reimbursement is allowed subject to submission of formal SPA and evidence that the full payment has been paid by the applicant.

## Post drawdown condition:

- To submit a copy of TD (Soft) of the purchased house and registered ownership under applicant's name within 2 months after loan drawdown date.

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

## Other comments:

## Appendix I

## Repayment Analysis

Item	Yes	No	NA	Remark (mandatory if "NO" is (x))
Employment Confirmation Letter	<b>x</b>			
Salary slip for the last 3 months	<b>x</b>			
Income statement (P&L)			<b>x</b>	
Sale/Purchase invoices (for the last 3 months)			<b>x</b>	Salary earner

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Balance Sheet			<b>x</b>	Salary earner
Income Projection			<b>x</b>	Salary earner
SPA	<b>x</b>			To be submitted before loan disbursements

Security Document	New / Complied
Facility agreement of <b>KHR205Million</b> as principal instrument	New
Hypotheac Agreement as subsidiary instrument on Property <b>__1__</b>	New