

RHB Indochina Bank

CONSUMER LOAN APPLICATION

Branch	CMO	Date	01 December 2017
To	BM & HOC	CA No.	RHBIBL/BDM/0002/2017/0170
(To be escalated to next level if applicable)			

Borrower(B) / Guarantor(G) Profile						
No.	Name	B/G	ID /Passport No.	Age		
1	Miss. Buon Ratana	B	010427559(01)	34	Borrowing Relationship Since (Year)	New
2	Ms. Ly Vanny	G	010372749(01)	55	Related / Connected Party	Y N
					Borrow KYC Level	H M L
					Credit Grade	3

Applicant's Background/Business information

Miss. Buon Ratana and Ms. Ly Vanny are related as daughter and mother and currently they are living at address No. 15B, St. 430 Sangkat Phsar Doerm Thcov, Khan Chamkarmorn, Phnom Penh.

Miss. Buon Ratana has been working at United Nations Educational, Scientific and Cultural Organization (UNESCO) in Cambodia as an administrative assistant with her current salary of USD1,398.28. (Contract extension Letter and salary slip are enclosed for reference).

Ms. Ly Vanny is a housewife and own the property at #15B, St. 430 Sangkat Phsar Doerm Thcov, Khan Chamkarmorn, Phnom Penh which is pledge at RHBIBL to guarantee for home loan USD34,500 of Mr. Eng Sereyvuth and Mdm. Buon Vannak. (House ownership is enclosed for reference).

Ms. Ly Vanny is rope in as a guarantor because Miss. Buon Ratana does not want to purchase personal insurance and use her property to cross charge for new home loan at Borey New World Takhmau.

Employer's information

United Nations Educational, Scientific and Cultural Organization (UNESCO) established in the early 1991 in Phnom Penh as it mission working toward on Education, Culture, Natural Sciences, Social and Human Sciences, Communication and information. It is operate under 33 staffs involving. Currently ADB located at # 38 Samdech Sothearos Blvd Phnom Penh and has its own web site is <http://www.unesco.org/new/en/phnompenh/about-this-office/contact-us/> or www.facebook.com/unescophnompenh

Request			
1. New Housing Loan (HL) of USD47,000.00 under HL Campaign	Request for	Y	N
	Age deviation		N
	DSR deviation		N
	MOA deviation		N

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Loan Details							
Type	Existing Limit	Proposed Limit (USD)	Total Limit (USD)	Outstanding Balance	Pricing (Current ECOF @ 5.5%)	Repayment Period (Years)	Repayment Amount (USD)
HL	0.00	47,000.00	47,000.00	0.00	1st year: ECOF + 2.0%p.a. on monthly rest subject to minimum 7.50%p.a. 2nd year on ward: ECOF + 2.75%p.a. on monthly rest subject to minimum 8.25%p.a.	15	USD436.0 (1 st year) USD455.0 (fr. 2 nd year)

Loan Purpose						
To part finance the purchase 2 storeys flat house located at Borey New World Takhmau, #14A, Street NW-10A, National Road 21, Phum Prek Samrong, Sangkat Takmau, Takmau City, Kandal Province for residence						
Under Construction	Y	N	Completed from developer	Y	N	Applicants signed SPA with Borey on 31/10/2017 to purchase a 2 storey flat located in #14A, Street NW-10A, National Road 21, Phum Prek Samrong, Sangkat Takmau, Takmau City with the selling price USD58,880.0 (SPA is enclosed). Applicants already paid to developer amount USD11,776.0 (Invoice is enclosed) We have cross checked with two valuers and noted that the property value is higher than SPA.
Name of Developer	: Borey New World					
Panel	: N/A					
Unit Capping	: N/A					
Approved unit @ to date	: N/A					
% of completion	: 40% completed					
SPA Price	: USD58,880.00					

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
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Details of Property to be Charged	
Property 1	
Address	#15B, St. 430 Sangkat Phsar Doerm Thcov, Khan Chamkarmorn, Phnom Penh.
Type of Property	A unit of 3 storeys house
Land Area	126sqm (As per hard title)
Built Up Area	217.8sqm (As per measurement)
Title Details	
i. Title No /Expiry Date of LH	No. 12011201-0182
ii. Tenure – FH/LH (Balance of Years)	Freehold
iii. Registered Owner	Mr. Boun kosal and Ly Vanny (Mr. Boun Kosal was passed away)
iv. Encumbrances	RHBIBL for secure loan of Mr. Eng Serevuth with amount USD34,500
v. Restriction in Interest/Conditions	None
Remark (s)	N/A
Registered Owner's Relationship With borrower	N/A
Fire Insurance by	To be insured by RHBIBL's panel
Cross Charge (Y/N) (Please furnish details if "Y")	Yes: Property cross charge with existing home loan under name Mr. Eng Serevuth with outstanding balance USD29,631.61 as of 30/11/2017

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Valuation		
i. Formal Valuation <ul style="list-style-type: none"> Land value Building Value Total OMV Value Name Date 	To be insured by RHBIBL's panel valuer	
ii. Verbal/Cross Check <ul style="list-style-type: none"> Land value Building Value Total OMV Valuer Name Date 	Verbal 1	Verbal 2
	USD151,200 (USD1,200/sqm) USD43,560.00 (USD200/sqm) USD194,760.00 9base November 11, 2017	USD151,200 (USD1,200/sqm) USD54,450.00 (USD250/sqm) USD205,650.00 ARC November 11, 2017
Adopt market value		
USD194,760(based on 9base)		
Margin of Financing (%)		
39.34% based on ARC		
Security Coverage (Times)		
2.54 time		

Conduct of Account I) With RHBIBL (Own/Related Account)					
Name	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
RHBIBL	Home loan	34,500	29,631.61	9%	Prompt
Conduct of Account II) With other financial institution as per CBC checking					
Bank	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
N/A	N/A	N/A	N/A	N/A	N/A

Noted:-

Based on latest CBC and World checking on 30 November 2017, Miss Buon Ratana has no loan with other banks and MFIs.

Ms. Ly Vanny rope in as guarantor because her property charged for home loan Mr. Eng Sereyvuth as outstanding balance of USD29,631.61.

AML and World Checking

In addition, there is no entry matching to World Check and AML as well.

Financial Analysis

Sensitivity Analysis

By conservatively assumed that the net salary of the applicant will increase around 10% each year, while daily food and other expense to increase 10% each year, the sensitized DSR remain sufficient at least 2.08x.

Description (USD)	Actual 2017	Proj. 2018	Proj. 2019
Miss. Buon Ratana	1,398.3	1,538.1	1,691.9
Total Monthly Income	1,398.3	1,538.1	1,691.9
Expense			
Transportation	100.0	100.0	100.0
Utility expense	50.0	50.0	50.0
Daily Food	200.0	220.0	242.0
Other Expense	100.0	110.0	121.0
Total Monthly Expense	450.0	480.0	513.0
Remaining Income	948.3	1,058.1	1,178.9
Monthly Commitment Rhb	455.0	455.0	455.0
Sensitized DSR(X)	2.08	2.33	2.59

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Repayment Risk Analysis			
Total monthly Income*	USD1,398.28		
	Miss. Buon Ratana: USD1,398.28		
Less Total Commitment	RHBIBL: USD455.0(2 nd year)		
Balance Uncommitted	USD943.28		
Estimated / Disclosed Net worth***	USD172K		
DSR	3.07 times		
Within Bank Lending Criteria	1/3 Income	N	
	45% Income	Y	
Risks		Mitigating Factors	
N/A		N/A	

Note:

(*) Salary is verified by verification of Employment Confirmation and salary slip

(***) Net worth of the borrowers is around USD172K as per below:-

No.	Description	Location	USD'000
Assets			
1	Current resident	Khan Chamkamorn	194.8
2	Purchased house	Kandal province	58.9
Total Asset			253.6
Liabilities			
1	Loan at RHB (Eng Sereyvuth)		34.5
2	Loan at RHB (Buon Ratana)		47.0
Total Liabilities			81.5
Estimated Net Worth			172.1

Recommendation		
Prepared by	Recommended by	Joint approved by
		
Nhim Tola Senior Executive, Mortgage 01 December 2017	Chiv Hak Senior Manager, Retail & Consumer 01 December 2017	Kheang Chanveasna Branch Manager Date: 06/12/2017

Credit Policy : In Compliance/ Non-Compliance

D/P Check: BM & HOC

AML/CFT Check: No name matched

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DP Check (Amount in USD)		
Description	Borrower + related borrowers (RHBIBL only)	Borrower + related borrowers (RHB Banking Group)
Total Exposure	USD47,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD47,000.00	N/A
Of which	N/A	
Secured facilities	USD47,000.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	BM & HOC	N/A

Head office use only

Comment by Loan and Credit Administration

Term Sheet

Home Loan (New)	USD47,000.00	Tenure : 15 Years Installment amount : USD436.0 (first year), USD455(2 nd year -) Processing fee : 1% of approved limit Prepayment : 1 st to 3 rd year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 4 th to 15 th year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.
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Condition precedent:

1. Acceptance of Letter of Offer
2. Payment of processing fee of 1% on approval limit Fire Insurance over the secured property has duly been purchased
3. A formal valuation report from the bank panel valuer indicating a minimum OMV of USD194,760 on the subject property to be charged to RHBIBL, or the loan will be reduced accordingly
4. Fire Insurance over the secured property has duly been purchased
5. Full completion of the purchased property.
6. 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.

Disbursement method:

Up on blocking of the secured property and Submission of payment evidence for the initial sum to vendor, the full loan amount of USD47,000.00 is to be released directly to the seller.

Reimburse is allowed if the borrower pay more than USD11,880.00 to house owner subject to acceptable evidence to the bank.

Post drawdown condition:

N/A

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

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Appendix I

Repayment Analysis				
Item	Yes	No	NA	Remark (mandatory if "NO" is (x))
Employment Confirmation Letter	x			
Bank Statement for the last 3 months	x			
Salary slip for the last 3 months		x		Bank Statement obtained
Income statement (P&L)		x		Salary earner
Sale/Purchase invoices (for the last 3 months)		x		Salary earner
Balance Sheet		x		
Income Projection		x		
Sale-Purchase Agreement		x		To submit upon loan approval

Security Document	New / Complied
Facility agreement of USD47,000 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property __1__	New