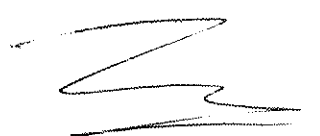

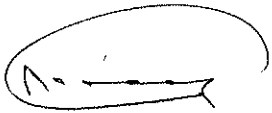


Credit Evaluation – Loans and Credit Administration							
Date	:	28/11/2017	Branch	:	CMO		
From	:	Credit Evaluation – Loans and Credit Administration					
To	:	Head, Credit Management & Acting Deputy Country Head					
1.0 Borrower Information							
Borrower:	1	Mr.Cheat Sopheak	Nature of business/ Employment	1	Ministry of Defense		
	2	Mdm Chhay Samen		2	Secretary of Rural Development Bank		
	3						
Guarantor:	1		Borrowing R's ship since:	New			
	2						
	3						
CRR Grade	5						
2.0 Term Sheet							
New/ Additional	Facility	Existing Limit (USD)	+/-	Proposed Limit (USD)	O/S balance	Tenure	Interest rate ECOF = 5.50% p.a.
New	HL		+40K	40K	-	20 years	Y1: 7.50% Y2: 8.25%
Total			+40K	40K			
Fees	Processing fee	:	1% on approved limit				
	Prepayment fee	:	1 st – 5 th year: 3% 6 th – 20 th year: 1%				
	Renewal fee	:	NA				
	Commitment fee	:	NA				
Loan Purpose:	To part finance purchase of a unit of double storey house.						
Request/ Deviation:	- NA						
3.0 Comment by Credit Evaluation:							
<ol style="list-style-type: none"> Borrowers are both employed at Government agencies where Mr.Sopheak is currently Lieutenant Colonel at the Ministry of Defense with monthly salary of USD357.50 while Mdm Chhay is a secretary with Rural Development Bank with average monthly salary of USD708.43. The proposed purchase house is located in Chbar Ampov where the house is recently completed with MOA of 61.2% based on OMV of USD65,360 or 51.28% against SPA price of USD78K. The combined monthly net salary of USD1,065.93 provides a strong DSR of 3.13x. Under sensitized scenario inclusive of monthly expenses, DSR reduce to 1.57x at the minimum. The key issue of CRR grade 5 is due to low net worth and young age of borrower which is mitigated by strong DSR over 3x and the collateral is for owner occupation. 							

4.0	Recommendation by Credit Evaluation
1. I would concur on branch's recommendation for Management's approval.	

Concurred by:  Tang Siew Hon Senior Manager Date: 28/11/2017	
Jointly approved by: As recommended by C&I  Yong Ching San Head, Credit Management Date: 29/11/17	
Jointly approved by: - AS RECOMMENDED -  Simon Cheong Acting Deputy Country Head Date: 29/11/2017	

RHB Indochina Bank

CONSUMER LOAN APPLICATION

Branch	CMO	Date	13 November 2017
To	HOC & DCH	CA No.	RHBIBL-BDM-0002-2017-0166
(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)	New
1	Mr. Cheat Sopheak	B	061947327	35	Related / Connected Party	Y
2	Mdm. Chhay Samen	B	011243380	33	Borrow KYC Level	H M L
					Credit Grade	5

Applicant's Background/Business information:

Mr. Cheat Sopheak and Mdm. Chhay Samen are related as husband and wife with 1 kid.

Mr. Cheat Sopheak has been working at Ministry of National Defense for 9 years. Currently, he is a Lieutenant Colonel with reported average net monthly salary of 1,430,000.00Riel equal to USD357.50 (Employment Letter is enclosed for reference).

Mdm. Chhay Samen has been working at Rural Development Bank (RDB) for 9 years. Currently, she is Secretary, equaling to Chief Division with reported average net monthly salary and allowance of USD708.43 (Employment Letter is enclosed for reference).

Currently, they live together with their parent's home is located at # C70, St. Betong, Phum Russey 1, Sangkat Steung Mean Chey, Khan Mean Chey, Phnom Penh. (ID Card and Married Certificate are enclosed for reference).

Request			
1. New Housing Loan (HL) of USD40,000.00 under HL Campaign	Request for	Y	N
2. To accept CRR grading 5 as the applicant would still has high balance of USD724.93 for their expense.	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		40,000.00	40,000.00		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.	20	323.00 (1st year) 341.00 (2rd year onward)

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Loan Purpose

To part finance the purchase a double-storey flat house for Borrower's residence.

Under Construction	Y	N	Completed from developer	Y	N	Applicants signed SPA with house owner on 31/08/2017 to purchase a double storey flat house which is located at # 63, St. Betong, Phum Ta Ngov, Sangkat Niroth, Khan Chbar Ampov, Phnom Penh city with total selling price is USD78,000.00 (SPA is enclosed)
Name of Developer			: Mr. Pit Karuna			Application already total paid of USD23,400.00 as on 31 August 2107. The house is fully completed (Picture site visiting is enclosed)
Panel			: N/A			
Unit Capping			: N/A			
Approved unit @ to date			: N/A			
% of completion			: 100%			
SPA Price			: At least USD78,000.00			

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

Details of Property to be charged		Property 1
Address	# 63, St. Betong, Phum Ta Ngov, Sangkat Nirot, Khan Chbar Ampov, Phnom Penh city.	
Type of Property	A double storey flat house.	
Land Area	4m x 18.5m = 74sqm (Base on title deed)	
Built Up Area	4m x 16m =128sqm (Actual size maybe slightly different)	
<u>Title Details</u>		
i. <u>Title No</u> /Expiry Date of LH	N/A	
ii. <u>Tenure</u> – FH/LH (Balance of Years)	Freehold	
iii. Registered Owner	To be registered under name of Mdm. Chhay Samen	
iv. Encumbrances	None	
v. Restriction in Interest/Conditions	None	
Remark (s)	The security is a fully completed double-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		

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ii. Verbal/Cross Check	Verbal 1	Verbal 2
<ul style="list-style-type: none"> - Land value - Building Value - Total OMV - Valuer Name - Date 	USD38,480.00 (USD520 per sqm) USD26,880.00 (USD210 per sqm) USD65,360.00 Bonna September 29, 2017	USD46,620.00 (USD630 per sqm) USD29,000.00 (USD230 per sqm) USD75,620.00 ARC September 29, 2017
Adopt market value	Based on Bonna USD65,360.00	
Margin of Financing (%)	61.20 % based on Bonna	
Security Coverage (Times)	1.63 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 November 2017					
Bank	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
N/A	N/A	N/A	N/A	N/A	Prompt

AML and World Checking

Based on latest CBC and World Checking on 16 November 2017, the borrower has no loan with other banks and FIs. In addition, there is no entry matching to World Check and AML as well.

Repayment Risk Analysis			
Total monthly Income*			USD1,065.93
	Mr. Cheat Sopheak's Salary: USD357.50		
	Mdm. Chhay Samen's Salary: USD708.43		
Less Total Commitment	RHBIBL: USD341.00		USD341.00
Balance Uncommitted			USD724.93
DSR			3.13x
Estimated / Disclosed Net worth**			USD34,928.00
Within Bank Lending Criteria	1/3 Income		N
	45% Income		Y
Risks		Mitigating Factors	
N/A		N/A	

Note:

(*) Income is verified by Confirmation Letter and Payment Slip.

(**) Net worth of the borrower is around USD34,928.00

Financial Analysis

Mdm. Chhay Samen's average net salary at RDB for last 6 months is USD643.3 as per below calculation:-

Month	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Average
Net Payment	638.4	634.9	629.1	623.4	622.2	617.7	627.6
Gas Solin and Phone Card	35.0	35.0	35.0	35.0	35.0	35.0	35.0
Average Net Salary (USD)							662.6

Note: Salary is transfer through RDB Bank Statement (6 months from RDB Bank Statement attached).

Mdm. Chhay Samen's allowance accepting at RDB for last 3 months is USD45.83 as per below calculation:-

Month	Jun-17	Jul-17	Aug-17	Average
Allowance (KHR)	180,000.0	150,000.0	220,000.0	183,333.3
Total Average (USD)				45.83

Note: Allowance accepting is transferred through by Accepting Signing Letter (3 months attached).

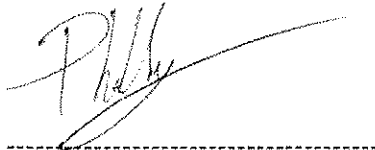
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Sensitized Scenario

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 10% each year, the sensitized DSR remain sufficient at least 1.57x.

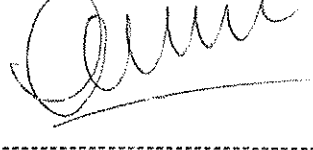
Description (USD)	Actual 2017	Proj. 2018	Proj. 2019	Proj. 2020
Mr. Chheat Sopheak	357.5	375.4	394.1	413.9
Mdm. Chhay Samen	708.4	743.9	781.0	820.1
Total Monthly Income	1,065.9	1,119.2	1,175.2	1,233.9
Expense				
Children Education	50.0	50.0	50.0	50.0
Transportation	30.0	30.0	30.0	30.0
Utility Expense	50.0	50.0	50.0	50.0
Daily Food	300.0	330.0	363.0	399.3
Other Expense	100.0	110.0	121.0	133.1
Total Monthly Expense	530.0	570.0	614.0	662.4
Net Income	535.9	549.2	561.2	571.5
Monthly Commitment	341.0	341.0	341.0	341.0
Sensitized DSR (x)	1.57	1.61	1.65	1.68

Prepared by



Ngan Phallen
Executive, Mortgage
17 November 2017

Recommended by



Chiv Hak
Senior Manager, Retail & Consumer
17 November 2017

Credit Policy : In Compliance / Non-Compliance

D/P Check: HOC & DCH

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	USD40,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD40,000.00	N/A
Of which	N/A	N/A
USD40,000.00	USD40,000.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	HOC & DCH	N/A

Head office use only

Comment by Loan and Credit Administration

Term Sheet

Home Loan (New)	USD40,000.00	Tenure : 20 Years
		Installment amount : 323.00 (1st year), 341.00 (2nd year on ward)
		Processing fee : 1% of approved limit
		Prepayment : 1st to 5rd year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 6th to 20th 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 USD ~~74,928.00~~ ^{65,366}

Disbursement method:

The amount of USD40,000.00 will be disbursed to vendor by issuing banker check or transfer to vendor's account with RHBIBL upon:-

- Blocking of title deed of the security.
- Submission of differential sum payment between the loan amount and the purchase price.

Reimbursement is allowed if the borrower pay more than USD38,000.00 to house owner subject to acceptable evidence to the bank.

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			
Salary slip for the last 3 months	x			
Bank Statement for the last 6 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 will be submitted upon approval

Security Document		New / Complied
Facility agreement of USD40,000.00 as principal instrument		New
Hypothec Agreement as subsidiary instrument on Property 1		New