

Credit Evaluation – Loans and Credit Administration						
Date	:	07/09/2016	Branch	:	Phnom Penh Main	
From	:	Credit Evaluation – Credit Management Department				
To	:	Head, Credit Management & Deputy Country Head				
<b>1.0 Borrower Information</b>						
Borrower:	1	Mr. Chhom Manith	Nature of business/ Employment	1	Government officer	
	2	Mdm. Thouk Much Theory		2	Property rental	
	3	Mdm. Peng Chakrya				
Guarantor:	1	N/A	Borrowing R's ship since:	New		
CRR Grade	4					
<b>2.0 Term Sheet</b>						
New/ Additional	Facility	Existing Limit (USD)	Proposed Limit (USD)	O/S balance	Tenure	Interest rate ECOF = 5.25% p.a.
New	HL	-	29,000	-	15 years	ECOF+3.5% p.a. on monthly rest subject to mini 9% p.a.
Total			29,000			
Fees	Processing fee	:	1% on the approved limited			
	Prepayment fee	:	- 1 <sup>st</sup> -5 <sup>th</sup> year: 3% - 6 <sup>th</sup> -15 <sup>th</sup> year: 1% on prepayment amount if the facility is fully/partially settled before expiry date.			
	Renewal fee	:	n/a			
	Commitment fee	:	n/a			
Loan Purpose:	To part finance purchase a single storey house at Borey Maha Sen Sok costing USD48,985.					
Request/ Deviation:	- To seek approval age deviation of Mdm. Touk Much Theory will be 73 years old upon maturity of the loan.					
<b>3.0 Comment by Credit Evaluation:</b>						
<ol style="list-style-type: none"> <li>Mr. Chhom Manith is a government officer at Ministry of Commerce attached to Intellectual Property Department since 2009 with monthly salary of KHR1,797,150 (USD450). Confirmation letter, staff ID and bank statement enclosed.</li> <li>Mdm. Thouk Much Theory is Deputy Head of Intellectual Property Department at Ministry of Commerce since 2003 with monthly salary of KHR4,315,563 (USD1,079). Confirmation letter, staff ID and bank statement enclosed.</li> <li>Beside the above, they also got monthly rental income of USD730 per month from 3 storey shophouse. Lease agreement of the ground floor expired in Sep 2016 while lease agreement of the first floor valid until Aug 2019.</li> <li>Collateral offered is a single storey flat and the HL is under end financing package. MOA at 59.20%.</li> <li>Adequate DSR at 3.01x.</li> </ol>						

Borrowers: Mr. Chhom Manith, Mdm. Thouk Much Theory & Mdm. Peng Chakrya  
 CA No: RHBIBL/BDM/2016/0004

**6. Risk/concern:**

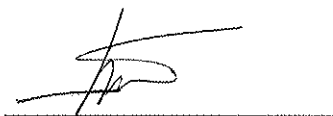
- i. 48% of the income is derived from Mdm. Thouk Much Theory's salary which she (age 58) will retire soon in the next two years. Borrower informed that since her positions as deputy manager she can extent for another 5 years. However, if we exclude her salary, the DSR is still acceptable at 1.57x and the loan with UCB will be matured in 2019 then DSR will be improved to 4x. It is understood that Mdm. Thouk will still received her pension on a monthly basic as well.

**4.0**

**Concurred by Credit Evaluation**

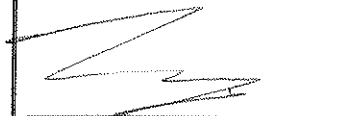
I would concur for management approval as per branch proposed subject to submission renewal lease agreement of the ground floor house prior to loan drawdown.

**Prepared by:**



Ngan Chhayheang  
 Assistant Manager  
 Date: 07/09/2016

**Concurred by:**

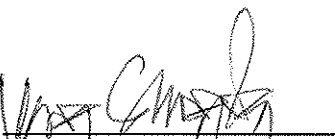


Tang Siew Hon  
 Senior Manager  
 Date:

**Jointly Approved by :**

**Subject to:**


*Noted the risks but adequately mitigated*



Yong Ching San  
 Head, Credit Management  
 Date: 8/9/16

**Jointly Approved by :**

**Subject to:**



Thoo Kim Seng  
 Deputy Country Head  
 Date: 8/9/16

# RHB Indochina Bank

## CONSUMER LOAN APPLICATION

Branch	Main Branch	Date	16 August 2016
To	DCH & HCM	CA No.	RHBIBL/BDM/2016/0004

Borrower(B) / Guarantor(G) Profile						
No.	Name	B/G	ID /Passport No.	Age		
1	Mr. Chhom Manith	B	010477939(01)	31	Borrowing Relationship Since (Year)	New
2	Mdm. Thouk Much Theary	B	010370065(01)	58	Related / Connected Party	Y N
3	Mdm. Peng Chakrya	B	010991269	25		
					Borrow KYC Level	H M L
					Credit Grade	4

### Applicant's Background/Business information

Mr. Chhom Manith and Mdm. Peng Chakrya are related as husband and wife. Mr. Chhom Manith is a government officer, while Mdm. Peng Chakrya is a housewife.

Mdm. Thouk Much Theary is also a government officer, and aunt-in-law of Mr. Chhom Manith.

Currently applicants are residing at Mdm. Theary's resident at # 93E2, Street 360, Phum No. 4, Sangkat Boeung Keng Kong 3, Khan Chamkar morn, Phnom Penh city.

Mr. Chhom Manith has been working at Ministry of Commerce since 2009 in the Department of Intellectual Property with the average monthly income is about KHR1,797,150.00 equal USD449.29 (Confirmation Letter, Bank statement and staff ID are enclosed for reference).

Mdm. Thouk Much Theary has been working at Ministry of Commerce since 2003 in position as deputy head of the Intellectual Property department with the average monthly income is about KHR4,315,563.33 equal USD1,078.89 (Confirmation Letter, Bank statement and staff ID are enclosed for reference).

Beside the job above, Mdm. Theary has rental income from the ground and first floor of her residence with monthly rental income of USD730.00 (The rental agreements are enclosed for reference).

Request			
<b>1- A new Housing Loan (HL) of USD29,000.00</b> <b>2- To seek approval on deviation: Borrower's age i.e Mdm. Thouk Much Theary will exceed 60 years old during the loan tenure.</b>	Request for	Y	N
	Age deviation	Y	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)
Housing Loan (HL)		29,000.00	29,000.00		ECOF + 3.5%p.a. on monthly rest subject to minimum 9.00%p.a.	15	295.00 (Round Up)

Loan Purpose
To partial finance the purchase of a single storey flat house from Borey Maha Sen Sok for applicants' residence.

# RHB Indochina Bank

Name of Developer Panel Unit Capping Approved unit @ to date %, of completion SPA Price		developer : Maha Family Properties Co., Ltd. : Y/N : 66 : 18 : 25% completed : USD48,985.00		on 05/05/2016 to purchase a house #D-52, Borey Moha Sen Sok, S/k. Krang Thnug, Khan Sen Sok, Phnom Penh with the selling price USD48,985.00 (SPA is enclosed).  Applicants already paid of USD14,697.00 to Borey (Deposit slip is enclosed)	
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			
<b>Details of Property to be Charged</b>					
			<b>Property 1</b>		
Address			#D-52, Borey Moha Sen Sok, S/k. Krang Thnug, Khan Sen Sok and Phnom Penh city		
Land Area			85sqm [as per sub-divided title]		
Built Up Area			57.4sqm (14m x 4.1m)		
Title Details			<b>Under Master Title (To be Sub-divided)</b> Freehold To be registered under Mr. Chhom Manith and Mdm. Peng Chakrya None None		
Remark (s)			1. Before Ownership Transfer - Buy back guarantee from Developer - Deed of Assignment on SPA from buyer - Undertaking not to charge or encumber the master title without bank's express consent - Undertaking to sub-divide the master title 2. Post Ownership Transfer (Hard Title Deed) Hypothetic registration of the Title Deed under buyer name are to be dully made within 6 month from completion and handing over of financed property		
Registered Owner's Relationship With borrower			Husband & Wife		
Fire Insurance by			To be insured by RHBIBL's panel upon completing of the property.		
Cross Charge (Y/N) (Please furnish details if "Y")			No		
Valuation			To be issued by RHBIBL's panel		
<b>i. Verbal/Cross Check by CARE</b> - Land value - Building Value - Total OMV - Value Name - Date					
<b>ii. Verbal/Cross Check</b> - Land value - Building Value - Total OMV - Valuer Name - Date			Verbal 1  USD34,850.00 (USD410 per sqm) USD14,350.00 (USD250 per sqm) USD49,200.00 ✓ Bonna Aug 02, 2016 Bonna	Verbal 2  USD35,700.00 (USD420 per sqm) USD14,350.00 (USD250 per sqm) USD50,050.00 ✓ ARC Aug 02, 2016 ARC	
Adopt market value			Base on the SPA with Borey, the property price is USD48,985.00 to calculate the MOA.		
Margin of Financing (%)			59.20%		
Security Coverage (Times)			1.68 time		

# RHB Indochina Bank

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					
Bank	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
UCB	Working Capital	20,000.00	13,772.46	N/A	Prompt

## CBC, AML and World Checking

Based on latest CBC and World checking on 11 August 2016, the borrowers have received loan with UCB bank. Currently, the outstanding loan is USD13,772.46 and the repayment record is prompt. In addition, there is no entry matching to World Check and AML as well.

## Financial Analysis

Mr. Chhom Manith's income is calculated as below with exchange rate 4,000 Riel per USD:-

Month	Salary and Bonus (KHR)	USD
Jan'16	1,815,300	453.83
Feb'16	1,646,300	411.58
Mar'16	1,629,400	407.35
Apr'16	2,264,300	566.08
May'16	1,650,100	412.53
June'16	1,777,500	444.38
Total	10,782,900	2,695.73
Average monthly	1,797,150	449.29

Note: Salary and benefit is transferred through Canada Bank. The bank statement form Canada is enclosed for reference.

As informed by Mr. Manith, his salary & bonus in July, 2016 to forwards be higher than compare to other previous months because he will be promote from officer level to deputy manager in charge of Geography Identification and Secret Information Office. So the salary and bonus is also increasing amount with his position (the confirmation letter from Ministry of Commerce is enclosed for reference)

Mdm. Thouk Much Theary's Average Monthly Income is calculated as below with exchange rate 4,000 Riel per USD:-

Month	Salary and Bonus (KHR)	USD
Jan'16	4,536,680	1,134.17
Feb'16	4,029,680	1,007.42
Mar'16	3,978,980	994.74
Apr'16	5,483,680	1,370.92
May'16	3,741,080	935.27
June'16	4,123,280	1030.82
Total	25,893,380	6,473.35
Average monthly	4,315,563	1,078.89

Note: Salary and benefit is transferred through Canada Bank. The bank statement form Canada is enclosed for reference.

## Repayment Risk Analysis

Total monthly Income*	USD2,258.18	
	Chhom Manith: USD449.29	
	Thouk Much Theary: USD1,078.89	
	Rental Income: USD730.00	
Less Total Commitment	RHBIBL: USD295.00	
	UCB: USD454.50	
Balance Uncommitted	USD749.50	
	USD1,508.68	



# RHB Indochina Bank

Balance Uncommitted		USD1,508.68
Estimated / Disclosed Net worth**		USD219,985.00
Within Bank Lending Criteria	1/3 Income	Y
	45% Income	Y
<b>Risks</b>		<b>Mitigating Factors</b>
N/A		N/A

Note:

(\*) Income is verified by bank statement from Canada bank.

(\*\*) Networth of the borrowers is around USD219,985.00 (equity contribution to purchase the property at Borey Moha Sen Sok is about USD48,985.00 and the property has located at # 90E, Street No. 360, Group 40, Phum 3, SK BKK3, Khan Chamkar morn is about USD200K). All properties price had been verbal check by mobile phone with Bonna real estate co., Ltd and ARC Co., Ltd on 01/08/2016 (Photo of properties, Rental agreement and SPA is enclosed for reference).

Recommendation	
<b>Prepared by</b>   <b>Roeurn Sarak</b> <b>Executive, Mobile Credit &amp; Mortgage</b> <b>16 August 2016</b>	<b>Recommended by</b>   <b>Srean Raksmeay</b> <b>Senior Manager, Mobile Credit &amp; Mortgage</b> <b>16 August 2016</b>

Credit Policy : In Compliance

D/P Check: HOC & DCH

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	USD29,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD29,000.00	N/A
Of which	N/A	
Secured facilities	USD29,000.00	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

<b>Home Loan (New)</b>	<b>USD29,000.00</b>	<b>Tenure</b> : 15 Years <b>Installment amount</b> : USD295.00 <b>Processing fee</b> : 1% of approved limit <b>Prepayment</b> : 1 <sup>st</sup> to 5 <sup>th</sup> year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 6 <sup>th</sup> to 15 <sup>th</sup> year: 1% on prepayment amount
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# RHB Indochina Bank

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.

## Disbursement method:

Up on satisfactory submission of evidence of initial sum of deposits (about 40.58% of SPA, i.e USD19,985.00) paid to developer together with the site visit report from branch assuring the on-going of the project, the loan will be progressively released as per SPA terms and conditions with Final 10% of SPA will be release upon:-

- i. Full completion of the financed property;
- ii. Completion of Ownership Transfer and Hard Title is duly hypothetic to RHB;
- iii. Purchase of Fire Insurance over the financed property;
- iv. Obtain valuation report from bank's panel valuer indicate property is value at least USD43,500.00.

In case the borrower has paid more than USD19,985.00 for whatever reasonable justification, the loan can be partially or fully disbursed to borrower account.

Post drawdown condition: 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 (Bank Statement)	X			
Salary slip for the last 3 months		X		Salary earner
Income statement (P&L)		X		Salary earner
Sale/Purchase Invoices (for the last 3 months)		X		Salary earner
Balance Sheet		X		Salary earner
Income Projection		X		Salary earner
Sale-Purchase Agreement	X			SPA is attached
Current DSR	Total EBIT 2016 (USD2,258.18) ----- = 3.01 times Total commitment (USD749.50)			

Security Document	New / Complied
Facility agreement of USD29,000 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property __1__	New