

# RHB Indochina Bank

## CONSUMER LOAN APPLICATION

Branch	Kbal Tnol	Date	07 June 2017
To	BM & HOC	CA No.	RHBIBL-BDM-0004-2017-0090
(To be escalated to next level if applicable)			

Borrower(B) / Guarantor(G) Profile						
No.	Name	B/G	ID /Passport No.	Age		
1	Mr. Ban Chenda	B	170416767	30	Borrowing Relationship Since (Year)	New
2	Miss. Ban Socheat	B	171080397	29	Related / Connected Party	Y N
					Borrow KYC Level	H M L
					Credit Grade	4

### Applicant's Background/Business information

Mr. Ban Chenda and Miss Ban Socheat are related as sibling. They are single and residing with their parent located at St. Northbridge, Phum Sleng Roleung, Sangkat Teok Thla, Khan Sen Sok, Phnom Penh, Cambodia.

Mr. Ban Chenda is working as a Programming Director at Southeast Asia Television since June 2015 with salary is USD880.43. (Bank Statement from Canadia Bank PLC is obtained for further reference). In his current position he also acting as TV Programming with additional salary about USD450.0 (Confirmation Letter and Payslip are obtained for more reference).

Miss. Ban Socheat is an Accountant at Hout Chea Company Co., Ltd since 2016 with monthly salary is about USD450.0 (Confirmation Letter and Bank Statement PPCB are obtained for further reference)

### Employer's information

Hout Chea Company Co., Ltd is a private company that is import the construction material from Vietnam, Thailand, Malaysia and etc. The company is located at No. 10, St. 271, corner of St. 371, Phnom Penh, Cambodia. There are more about 50 staffs working at the company.

Request			
- A new Housing Loan (HL) of USD30,500.00	Request for	Y	N
	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)
Housing Loan (HL)		30,500.00	30,500.00		ECOF + 3.5%p.a. on monthly rest subject to minimum 9.0%p.a.	12	348.00 (Round Up)

### Loan Purpose

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

Under Construction	Y	N	Completed from developer	Y	N	Applicants signed SPA with Borey Maha Sen Sok on 10/01/2017 to purchase a flat #B-150, Borey Maha Sen Sok, S/K. Kraing Thnang, Khan Sen Sok, Phnom Penh with the total selling price
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Name of Developer Panel Unit Capping Approved unit @ to date %, of completion SPA Price	: Maha Family Properties Co., Ltd. : Y/N : 132 : 71 : 80% completed (purchased house) : USD50,925.00	USD50,925.00 (SPA is enclosed).  Applicant already paid USD20,370.0 (Deposit slip is enclosed for further reference)  Based on the SPA the house will be completed in Jan 2018.
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## 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					
Address	#B-150 Eo, St. Maha B, Phum Vimean Trung, S/k. Krang Thnong, Khan Sen Sok, Phnom Penh.				
Land Area	85.0 sqm [as per sub-divided title]				
Built Up Area	57.4 sqm (4.1m x 14m)				
<u>Title Details</u>					
i. <b>Title No</b> /Expiry Date of LH ii. <b>Tenure</b> – FH/LH (Balance of Years) iii. Registered Owner iv. Encumbrances v. Restriction in Interest/Conditions	<b>Under Master Title (To be Sub-divided)</b> Freehold To be registered under Mr. Ban Chenda. 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	N/A				
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				
<u>Valuation</u>					
i. <b>Verbal/Cross Check</b> - Land value - Building Value - Total OMV - Value Name - Date	<b>Formal valuation report to be issued by RHBIBL's panel valuers</b>				
ii. <b>Verbal/Cross Check</b> - Land value - Building Value - Total OMV - Valuer Name - Date	<table> <tr> <th>Verbal 1</th><th>Verbal 2</th></tr> <tr> <td>USD37,400.00 (USD440 per sqm) USD14,350.00 (USD250 per sqm) USD51,750.00 Bonna June 02, 2017</td><td>USD37,400.00 (USD440 per sqm) USD14,350.00 (USD250 per sqm) USD51,750.00 ARC June 02, 2017</td></tr> </table>	Verbal 1	Verbal 2	USD37,400.00 (USD440 per sqm) USD14,350.00 (USD250 per sqm) USD51,750.00 Bonna June 02, 2017	USD37,400.00 (USD440 per sqm) USD14,350.00 (USD250 per sqm) USD51,750.00 ARC June 02, 2017
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<b>Adopt market value</b>	USD50,925.00 Based on SPA				
Margin of Financing (%)	<b>59.89% based on SPA</b>				
Security Coverage (Times)	<b>1.67x times based on SPA</b>				

## Conduct of Account I) With RHBIBL (Own/Related Account)

Name	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
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N/A	N/A	N/A	N/A	N/A	N/A
<b>Conduct of Account II) With other financial institution as per CBC checking</b>					
Bank	Facility	Approved/ Operating Limit	Outstanding Balance	Pricing	Conduct
CUBC	Credit Card	800.00	416.57	18%	Prompt
AEON	Personal Loan	900.00	840.01	32%	Prompt
Active People	Personal Loan	700.00	660.10	38%	Prompt

## CBC, AML and World Checking

Based on latest CBC and World Checking on 06 June 2017, Miss. Ban Socheat have 2 loans with AEON and Active People Microfinance whilst, Mr. Ban Chenda have only one Credit card with CUBC. The loan at AEON and Active People Microfinance has just drawn down in Jan & Feb 2017. The purpose of the loan is to buy motor bike for Miss. Ban Socheat. The repayment is considered prompt to date.

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

<b>Repayment Risk Analysis</b>			
Total monthly Income*	USD1,785.43		
	Mr. Chenda:	USD501.00	
	Miss Socheat :	USD257.13	
Less Total Commitment	RHBIBL:	USD348.00	
	Credit Card:	USD100.00	
	Installment AEON:	USD64.00	
	Installment Active people:	USD73.00	
		USD585.0	
DSR (x)			3.05x
Balance Uncommitted			USD1,200.43
Estimated / Disclosed Net worth**			USD20,425.0
Within Bank Lending Criteria	1/3 Income		Y
	45% Income		Y
<b>Risks</b>		<b>Mitigating Factors</b>	
N/A		N/A	

(\*) Salary is verified by verification of Employment Letter, Passbook and Bank Statement.

(\*\*) Network is the borrower's equity contribution for the purchase of the property.

<b>Financial Analysis</b>				
<b>Sensitized Scenario 1:</b>				
By assuming that the net salary of Mr. Ban Chenda and Miss. Ban Socheat will increase 10% respectively each year, while daily food and other expense to increase 10% each year, the sensitized DSR remain strong at 2.42x				
Description (USD)	Actual2017	Proj.2018	Proj.2019	Proj.2020
<b>Monthly Income</b>				
Mr. Chenda	1,335.4	1,469.0	1,615.9	1,777.5
Miss. Socheat	450.0	495.0	544.5	599.0
<b>Total Salary</b>	<b>1,785.4</b>	<b>1,964.0</b>	<b>2,160.4</b>	<b>2,376.4</b>
<b>Expenditure</b>				
Daily Food	200.0	220.0	242.0	266.2
Transportation	40.0	44.0	48.4	53.2
Utilities Exp	30.0	33.0	36.3	39.9
Other Exp	100.0	110.0	121.0	133.1
<b>Total Expense</b>	<b>370.0</b>	<b>407.0</b>	<b>447.7</b>	<b>492.5</b>
<b>Remaining Income</b>	<b>1,415.4</b>	<b>1,557.0</b>	<b>1,712.7</b>	<b>1,883.9</b>
Installment RHB	348.0	348.0	348.0	348.0
Credit Card	100.0	100.0	100.0	100.0
Installment AEON	64.0	64.0	64.0	64.0

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Installment Active people	73.0	73.0	73.0	73.0
Total Installment	585.0	585.0	585.0	585.0
Sensitized DSR	2.42x	2.66x	2.93x	3.22x

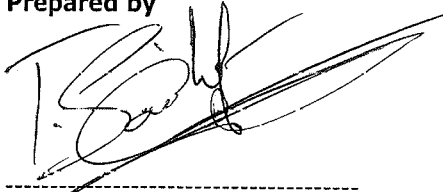
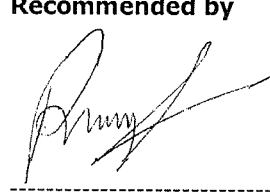
## Sensitized Scenario 2:

We conduct sensitized scenario base on the following two events:-

- Sensitized Scenario A: Total income drop by 20%
- Sensitized Scenario B: Total income drop by 50%

Description (USD)	Monthly 2017	Monthly 2017	
		Sensitized 1	Sensitized 2
Net Salary	1,785.4	1,428.3	892.7
Total Installment	585.0	585.0	585.0
DSR (X)	3.05	2.44	1.53
Uncommitted balance	1,200.4	843.3	307.7

In the worst case, repayment capacity remains sufficient with DSR is 1.53x and uncommitted balance still remain sufficient for monthly expense at USD307.7.

Recommendation		
<b>Prepared by</b>  <b>Tek Sovichet</b> <b>Assistant Manager, Mortgage</b> <b>09 June 2017</b>	<b>Recommended by</b>  <b>Srean Raksme</b> <b>Senior Manager, Mobile Credit &amp; Mortgage.</b> <b>09 June 2017</b>	<b>Jointly Approved by</b>    <b>Nhim Borey</b> <b>Branch Manager.</b> <b>Date.....</b>

Credit Policy : Non-Compliance / In Compliance

D/P Check: BM & HOC

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	USD30,500.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD30,500.00	N/A
Of which	N/A	
Secured facilities	USD30,500.00	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			
<b>Home Loan (New)</b>	<b>USD30,500.00</b>	<b>Tenure</b>	: 12 Years
		<b>Installment amount</b>	: USD348.00
		<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

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expiry date.  
6<sup>th</sup> to 12<sup>th</sup> 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.

## Disbursement method:

Up on satisfactory submission of evidence of differential sum of USD55.0 paid to developer together with the site visit report from bank staff 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 hypothec to RHB;
- iii. Purchase of Fire Insurance over the financed property;
- iv. Obtain valuation report from bank's panel valuer indicating property value of not less than USD50,925.00.

Reimburse is allowed if the buyer pay more than USD20,425.00 to the developer subject to acceptable evidence to the bank.

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	X			
Salary slip for the last 3 months	X			
Bank statement for the last 6 months	X			
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			

Security Document	New / Complied
Facility agreement of USD30,500 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property __1__	New