

Credit Evaluation – Loans and Credit Administration						
Date	:	22/04/2015	Branch	:	KTL	
From	:	Credit Evaluation – Loans and Credit Administration				
To	:	Head, Credit Management & Branch Manager				
<b>1.0 Borrower Information</b>						
Borrower:	1	Mr.Ang Mengsuy	Nature of business/ Employment	1	Sales Rep	
	2	Ms. By Rathsopeavy		2	Teller	
	3					
	4					
Guarantor:	1		Borrowing R's ship since:	New		
	2					
	3					
	4					
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		30,800		15 years	ECOF + 3.75%p.a. on monthly rest subject to min 9.00%p.a.
<b>Total</b>			30,800			
<b>Fees</b>	<b>Processing fee</b>	:	1% on approved limit			
	<b>Prepayment fee</b>	:	1 <sup>st</sup> – 5 <sup>th</sup> year: 3% 6 <sup>th</sup> – 15 <sup>th</sup> year: 1%			
	<b>Renewal fee</b>	:	NA			
	<b>Commitment fee</b>	:	NA			
<b>Loan Purpose:</b>	To part finance purchase of a unit of single storey flat house					
<b>Request/ Deviation:</b>	- NA					

3.0	Comment by Credit Evaluation:
1.	Borrowers are husband & wife where both are currently employees for respective company. Mr.Ang is the sales rep for Medico Trading since February 2012 & Ms.By is a teller with PPCB since March 2014. Mr.Ang draws a monthly salary of USD500 while Mdm By for USD450 with their combined monthly salary of USD950 provides comfortable DSR of 3.03x. Medico Trading is a local pharmaceutical company where they import medicines for sale in Cambodia since 1990.
2.	The purchase property will be used as their own residence upon completion with MOF of 59%. The

property is expected to be completed within 12 months from the signing date of the SPA where hard TD will be issued before the last payment is made to the developer as per EF financing agreement.


3. The employment stability of the borrower should not be an issued as both has been gainfully employed with their respective company for more than 2 years. Assuming average increment of 5% p.a., borrower will have combined monthly income of USD1K by 2018 which further improve the DSR to 3.2x.

**4.0**

**Recommendation by Credit Evaluation**

- i. I would concur on branch's recommendation for Management's approval.

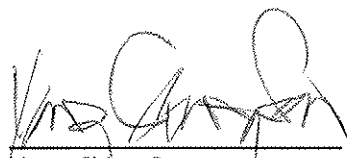
**Concurred by:**

  
 Tang Siew Hon  
 Senior Manager  
 Date: 22/04/2016

**Jointly approved by :**

**Subject to:**

*As recommended*

  
 Yong Ching San  
 Head , Credit Management  
 Date: 22/4/16

# RHB Indochina Bank

## CONSUMER LOAN APPLICATION

Branch	KBAL THNAL	Date	18 April 2016
To	BM & HCM	CA No.	RHBIBL/0004/2016/0006

Borrower(B) / Guarantor(G) Profile							
No.	Name	B/G	ID /Passport No.	Age	Borrowing Relationship Since (Year)		
1	Mr. Ang Mengsuy	B	250042714	25	Related / Connected Party		
						Y	N
2	Ms. By Rathsopeavy	B	061067389	26	Borrow KYC Level		
						H	M
					Credit Grade		
							4

Request			
Housing loan (HL) of USD 30,800.00		Request for	Y
		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 @ 5.25%)	Repayment Period (Years)	Repayment Amount (USD)
Housing Loan (HL)		30,800.00	30,800.00		ECOF + 3.75%p.a. on monthly rest subject to minimum 9.00%p.a.	15	313.00

Loan Purpose																																						
To partial finance the purchase a single storey flat located at Phum Vimean Trung, Sangkat Trang Thnung, Khan Por Senchey, PP. It is in Borey Maha Sen Sok Phnom Penh, a project of Maha Family Properties Co., Ltd. (under construction)																																						
Under Construction	Y	N	Completed from developer	Y	N																																	
Name of Developer	: Maha Family Properties Co., Ltd.																																					
Panel	: Y/N																																					
Unit Capping	: 66 units																																					
Approved unit @ to date	: 0																																					
% of completion	: 0%																																					
SPA Price	: USD 51,895.00 (Draft)																																					
The borrowers are going to purchase a single storey flat located at Phum Vimean Trung, Sangkat Trang Thnung, Khan Por Senchey. According to the draft sale-purchasing agreement between the borrowers and developer the sale-purchasing price is USD 51,895.00 with following payment schedule:																																						
<table><tr><th>Payment</th><th>Amount (\$)</th><th>Remarks</th></tr><tr><td>1<sup>st</sup> payment</td><td>5,190.00</td><td>Include booking</td></tr><tr><td>2<sup>nd</sup> payment</td><td>5,190.00</td><td></td></tr><tr><td>3<sup>rd</sup> payment</td><td>5,190.00</td><td></td></tr><tr><td>4<sup>th</sup> payment</td><td>5,190.00</td><td></td></tr><tr><td>5<sup>th</sup> payment</td><td>5,190.00</td><td></td></tr><tr><td>6<sup>th</sup> payment</td><td>5,190.00</td><td></td></tr><tr><td>7<sup>th</sup> payment</td><td>5,190.00</td><td></td></tr><tr><td>8<sup>th</sup> payment</td><td>5,190.00</td><td></td></tr><tr><td>9<sup>th</sup> payment</td><td>10,375.00</td><td>After house complete</td></tr><tr><td>Total</td><td>51,895.00</td><td></td></tr></table>						Payment	Amount (\$)	Remarks	1 <sup>st</sup> payment	5,190.00	Include booking	2 <sup>nd</sup> payment	5,190.00		3 <sup>rd</sup> payment	5,190.00		4 <sup>th</sup> payment	5,190.00		5 <sup>th</sup> payment	5,190.00		6 <sup>th</sup> payment	5,190.00		7 <sup>th</sup> payment	5,190.00		8 <sup>th</sup> payment	5,190.00		9 <sup>th</sup> payment	10,375.00	After house complete	Total	51,895.00	
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Total	51,895.00																																					
<b>Note:</b> The formal sale-purchasing agreement will be made after getting approval loan from RHBIBL and the borrowers will get discount 1% more at signing date of SPA. So, the real SPA will be USD 51,376.05																																						


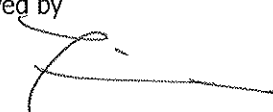
# RHB Indochina Bank

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		Phum Vimean Trung, Sangkat Krang Thnug, Khan Sen Sok, Phnom Penh.			
Land Area		4.1m x 27m based on estimation			
Built Up Area		4.1m x 14m based on draft SPA			
<u>Title Details</u>					
i. <b>Title No</b> /Expiry Date of LH		<b>Under Master Title (To be Sub-divided)</b>			
ii. <b>Tenure</b> – FH/LH (Balance of Years)		Freehold			
iii. Registered Owner		To be registered under Mr. Ang Mengsuy and Ms. By Rathsopeavy			
iv. Encumbrances		None			
v. Restriction in Interest/Conditions		None			
Remark (s)		1. Before Ownership Transfer <ul style="list-style-type: none"> <li>- Buy back guarantee from Developer</li> <li>- Deed of Assignment on SPA from buyer</li> <li>- Undertaking not to charge or encumber the master title without bank's express consent</li> <li>- Undertaking to sub-divide the master title</li> </ul> 2. Post Ownership Transfer (Hard Title Deed) Hypothetic registration of the Title Deed under buyer name is to be fully made within 6 month from completion and handing over of financed property.			
Registered Owner's Relationship With borrower		Husband and 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			
<u>Valuation</u>					
i. <b>Verbal/Cross Check by CARE</b>		<b>To be issued by RHBIBL's panel</b>			
<ul style="list-style-type: none"> <li>- Land value</li> <li>- Building Value</li> <li>- Total OMV</li> <li>- Value Name</li> <li>- Date</li> </ul>					
ii. <b>Verbal/Cross Check by</b>		CARE		BONNA	
<ul style="list-style-type: none"> <li>- Land value</li> <li>- Building Value</li> <li>- Total OMV</li> <li>- Value Name</li> <li>- Date</li> </ul>		110.7sqm x USD390.00 = USD43,173.00 57.4sqm x USD230.00 = USD13,202.00 <b>USD56,375.00</b> <b>Mr. Kheng Nit</b> <b>18 April 2016</b>		110.7sqm x USD400.00 = USD44,280.00 57.4sqm x USD250.00 = USD14,350 <b>USD58,630.00</b> <b>Mr. Sokea</b> <b>18 April 2016</b>	
<b>Adopt market value</b>		<b>USD 51,895.00 (based on draft SPA)</b>			
Margin of Financing (%)		<b>59.35%</b>			
Security Coverage (Times)		<b>1.68 time</b>			

# 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
N/A	N/A	N/A	N/A	N/A	N/A

Repayment Risk Analysis			
Total monthly Income			USD 950.00
Less Total Commitment	RHBIBL: HL of USD 30,800.00		USD 313.00
Balance Uncommitted			USD 637.00
Estimated / Disclosed Net worth			USD 20,000.00
Within Bank Lending Criteria	1/3 Income		Y
	45% Income		Y
Risks		Mitigating Factors	
The approved Housing Loan facility to be released up to 90% before blocking hard title deed.		The developer is studied carefully about background and credibility by our management before becoming ended financing panel with following conditions: <ul style="list-style-type: none"> <li>- Buy back guarantee from Developer</li> <li>- Deed of Assignment on SPA from buyer</li> <li>- Undertaking not to charge or encumber the master title without bank's express consent</li> <li>- Undertaking to sub-divide the master title</li> </ul>	

Recommendation	
Prepared by  <b>Pheng Senghong</b> Officer, Credit Relationship 18 April 2016	Approved by  <b>Nhim Borey</b> Branch manager 18 April 2016

Credit Policy : In Compliance

D/P Check: HCM & BM

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	USD 30,800.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD 30,800.00	N/A
Of which		
Secured facilities	USD 30,800.00	N/A
Unsecured facilities		N/A
This application is within DP of	HCM & BM	N/A

# RHB Indochina Bank

## Head office use only

Comment by Loan and Credit Administration

### Term Sheet

<b>Home Loan (New)</b>	<b>USD30,800.00</b>	<b>Tenure</b> : 15 Years <b>Installment amount</b> : USD 313.00 <b>Processing fee</b> : 1% (USD 308.00) <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 if the facility is fully/partially settled before expiry date.
<ol style="list-style-type: none"> <li>Acceptance of Letter of Offer</li> <li>Payment of processing fee of 1% on approval limit (USD308.00)</li> <li>Release of facilities subject to :- <ol style="list-style-type: none"> <li>Compliance of Terms under Condition Precedent.</li> <li>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.</li> <li>Receipt of formal SPA not less than USD 51,376.00 in favor of RHBIBL failing which MOF to be reduced according to approved MOF.</li> </ol> </li> </ol>		
<b>Disbursement method:</b> Upon satisfactory submission of evidence of initial sum of deposits (40% of SPA) 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 while the remaining balance 10% of SPA will be release upon:- <ol style="list-style-type: none"> <li>full completion of the financed property;</li> <li>Completion of Ownership Transfer and Hard Title is duly hypothetic to RHB;</li> <li>Purchase of Fire Insurance over the financed property;</li> <li>Obtain valuation report from bank's panel valuer indicate property is value at least USD 44,000.00</li> </ol>		
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	Y			
Salary slip for the last 3 months	Y			
Income statement (P&L)		X		
Sale/Purchase invoices (for the last 3 months)		X		
Balance Sheet		X		
Income Projection		X		
Sale-Purchase Agreement		X		-
Current DSR	Total EBIT 2016 (USD 950.00) ----- = 3.03 times Total commitment (USD 313.00)			

Security Document	New / Complied
Facility agreement of USD 30,800 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property __1__	New