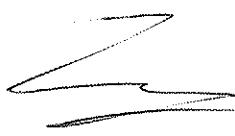

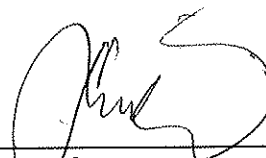


Credit Evaluation – Loans and Credit Administration							
Date	:	25/08/2017			Branch	:	TKK
From	:	Credit Evaluation – Loans and Credit Administration					
To	:	Head, Credit Management & Country Head					
1.0 Borrower Information							
Borrower:	1	Mr.Chhim Rapiseth			Nature of business/ Employment	1	Credit Branch Manager
	2	Mdm Meas Nakry				2	
	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		+110K	110K	-	20 years	Y1: 7.50% Y2: 8.00%
Total			+110K	110K			
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 3 storey flarhouse						
Request/ Deviation:	- To allow CRR grade 5						

3.0 Comment by Credit Evaluation:	
1.	Borrowers are husband and wife where Mr.Chhim is currently the Credit Branch Manager for Times Finance which is a locally incorporated credit operator with monthly net salary of USD900. Mdm Meas on the other is working at CCES Engineering Services Co.,Ltd since 2009 as Account Manager since 2014 with monthly net salary of USD1.2K. This loan will be considered as related party transactions as Mr.Chhim is the brother of our PSK Branch.
2.	The proposed purchase of the 3 storey flathouse for USD160K is still pending final SPA while as per cross checking with panel valuer, the purchase property has OMV of between USD162K to USD170.4K. Borrower in this case offered their existing house currently rented out with OMV of USD157.4K where our MOA would be at 70% against the offered collateral or 69% against the indicated purchase price of USD160K at the minimum. SPA will be confirmed once the loan is approved. The offered collateral is currently rented for USD500 per month expiring in 2021.

3. The combined net salary of USD2,600 per month provides adequate DSR of 2.82x while under sensitized scenario with monthly expenses included, DSR is still acceptable at 2.07x the minimum.
4. Key issue:-
CRR at grade 5 due to low net worth and young age. Nevertheless, both borrowers are of stable salary income and the purchased property is for owner occupation.

4.0	Recommendation by Credit Evaluation
1. I would concur on branch's recommendation for Management's approval subject to all reporting is appropriately maintained and reported to NBC under connected party loan.	

<p>Concurred by:</p>  <p>Tang Siew Hon Senior Manager Date: 25/08/2017</p>
<p>Jointly approved by:</p>  <p>Yong Ching San Head, Credit Management Date:</p>
<p>Jointly approved by:</p>  <p>Lim Loong Seng Country Head Date: 25/8</p>

RHB Indochina Bank

CONSUMER LOAN APPLICATION

Branch	TKK	Date	18 August 2017
To	HOC & CH	CA No.	RHBIBL-BDM-0010-2017-0135
(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)	
1	Mr. Chhim Rapiseth	B	130148421	38	New	
2	Mdm. Meas Nakry	B	010407270 (01)	34	Related / Connected Party	
					Borrow KYC Level	H M L
					Credit Grade	5

Applicant's Background/Business information

Mr. Chhim Rapiseth and Mdm. Meas Nakry are related as husband and wife with 2 kids.

Mr. Chhim Rapiseth has been working at Times Finance since January 2016. Currently, he is a Credit Branch Manager with the net monthly salary of USD900.00 (Employment Letter and Payment Slip are enclosed for reference). To further note, Mr. Chhim Rapiseth is the brother of Mr. Chhim Chanphirom, who is the branch manager of PSK branch.

Mdm. Meas Nakry has been working at CCES Engineering Services Co., Ltd since 2009. She had been promoted as an Account Manager since October 2014 until present with the net monthly salary of USD1,200.00 (Employment Letter and Payment Slip are enclosed for reference).

Beside of salary, the applicant also have income from house rental as below:-

Types of properties	Location	Name of tenant	Period	Price	Remark
3 storey flat	Borey New World at # 135, St. 72P, Phum Kork Khleang, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh	Mr. Chan Savoeun	01 Jan 2016 to 01 Jan 2021	USD500.00	The tenant is happen to be the borrower's employer

Currently, they live together with their parents at # 166AE0, St. 208, Sangkat Boeung Reang, Khan Daun Penh, Phnom Penh (ID Card is enclosed for reference).

As informed, they will move out from parents'house to new purchasing house because the new purchase house is nearer to their work place and more convenient as their family grow bigger

Employer Background:

Times Finance is located at # 135, St. Betong, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh. Times Finance is currently the Credit Operator established since 2014 with 18 staffs and provides small and micro loan to customers in the area. The FI has two branches.

CCES Engineering Services Co., Ltd is located at # 14, St. 568, Sangkat Boeung Kok II, Khan Toul Kork, Phnom Penh and this company is established since 2008 with about current 65 staffs. This company provides service such as Road Construction, Lighting System Installation, Property Development and Telecom Antenna System Installation.

Request			
1. New Housing Loan (HL) of USD110,000.00 under HL Campaign 2. To allow CRR at grade 5 due to DSR is only 2.82x	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		110,000.00	110,000.00		1st year: ECOF + 2.0%p.a. on monthly rest subject to minimum 7.5%p.a. 2nd year onward: ECOF + 2.5%p.a. on monthly rest subject to minimum 8.0%p.a.	20	887.00 (1 st year) 921.00 (2 nd year)

Loan Purpose						
To part finance the purchase a 3-storey flat for Borrower's residence.						
Under Construction	Y	N	Completed from developer	Y	N	
Name of Developer		: N/A		Applicant intends to purchase a 3 storey house located at # 10, St. Tang Kasang, Sangkat Krang Thnung, Khan Porsenchey, Phnom Penh (Picture of the property to purchase attached). The vendor has verbally agreed to sell for USD170K, while the applicant is bidding at USD160K. Applicants have not yet booked a new house waiting for loan approval first. The SPA will submit to the bank after approval. Currently, the house is fully completed.		
Panel		: N/A				
Unit Capping		: N/A				
Approved unit @ to date		: N/A				
% of completion		: 100%				
SPA Price		: At least USD160,000.00				
Note: The new purchasing house is fully completed and it is kind of 3 storey house locates at # 10, St. Tang Kasang, Sangkat Krang Thnung, Khan Porsenchey, Phnom Penh, Cambodia. <ul style="list-style-type: none"> - Land Size: 72sqm - Building Size: 192sqm As per verbal on new purchasing property from the bank's panel of valuers in 12 August 2017, the property is valued at USD161,760.00 by CARE and USD170,400.00 by ARC.						
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 1			
Address			# 135, St. 72P, Phum Kork Khleang, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh.			
Land Area			4*18=72sqm as per title deed			
Built Up Area			4*18=72sqm* 3 Floors=288sqm as per measurement			

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<u>Title Details</u>		
i. Title No /Expiry Date of LH	12080109-3438	
ii. Tenure – FH/LH (Balance of Years)	Freehold	
iii. Registered Owner	Mdm. Meas Nakry is a wife of Mr. Chhim Rapiseth	
iv. Encumbrances	None	
v. Restriction in Interest/Conditions		
Remark (s)	The security is a fully completed 3-storey house.	
Registered Owner's Relationship With borrower	N/A	
Fire Insurance by	To be insured by RHBIBL's panel insurance company upon completion of the construction.	
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	
ii. Verbal/Cross Check	Verbal 1	Verbal 2
<ul style="list-style-type: none">- Land value- Building Value- Total OMV- Valuer Name- Date	USD115,000 (USD1,600 per sqm) USD42,240 (USD220 per sqm) USD157,440 Bonna August 11, 2017	USD100,800 (USD1,400 per sqm) USD66,816 (USD232 per sqm) USD167,616 ARC August 11, 2017
Adopt market value	Based on Bonna USD157,440.00	
Margin of Financing (%)	69.87 % based on Bonna	
Security Coverage (Times)	1.44 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 30 March 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 18 August 2017, the borrower has no loan with other banks and FIs. The borrower used to have mobile phone loan with AEON specialized bank, but has been fully settled with good track record of the repayment.

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

Repayment Risk Analysis		
Total monthly Income*	USD2,600.00	
	Mr. Chhim Rapiseth's Salary: USD900.00	
	Mdm. Meas Nakry's Salary: USD1,200.00	
	Rental House Income: USD500.00	
Less Total Commitment	RHBIBL: USD921.00	USD921.00

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Balance Uncommitted	USD1,649.00	
DSR	2.82x	
Estimated / Disclosed Net worth**	USD207,440.00	
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 USD207,440.00 (equity contribution to purchase the property USD50,000 and the value of the security of USD157,440).

Financial Analysis

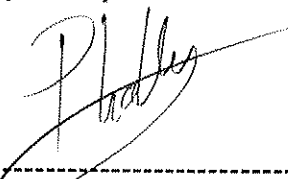
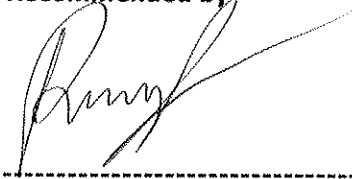
N/A

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 2.07x.

Description (USD)	Actual 2017	Proj. 2018	Proj. 2019	Proj. 2020
Mr. Chhim Rapiseth	900.0	945.0	992.3	1,041.9
Mdm. Meas Nakry	1,200.0	1,260.0	1,323.0	1,389.2
Rental House Income	500.0	500.0	500.0	500.0
Total Monthly Income	2,600.0	2,705.0	2,815.3	2,931.0
Expense				
Children Education	100.0	100.0	100.0	100.0
Transportation	40.0	40.0	40.0	40.0
Utility Expense	50.0	50.0	50.0	50.0
Daily Food	400.0	440.0	484.0	532.4
Other Expense	100.0	110.0	121.0	133.1
Total Monthly Expense	690.0	740.0	795.0	855.5
Net Income	1,910.0	1,965.0	2,020.3	2,075.5
Monthly Commitment	921.0	921.0	921.0	921.0
Sensitized DSR (x)	2.07	2.13	2.19	2.25

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Prepared by  <hr/> Ngan Phallen Executive, Mortgage 23 August 2017	Recommended by  <hr/> Srean Raksmeay Senior Manager, Mobile Credit & Mortgage 23 August 2017
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Credit Policy : In-Compliance / Non Compliance

D/P Check: HOC & CH

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	USD110,000.00	N/A
Less standalone facilities	N/A	N/A
Total exposure excluding standalone facilities	USD110,000.00	N/A
Of which	N/A	N/A
USD110,000.00	USD110,000.00	N/A
Unsecured facilities	N/A	N/A
This application is within DP of	HOC & CH	N/A

Head office use only

Comment by Loan and Credit Administration

Term Sheet

Home Loan (New)	USD110,000.00	Tenure : 20 Years Installment amount : 887.00 (1 st year), 921.00 (2 nd year on ward) Processing fee : 1% of approved limit Prepayment : 1 st to 5 th year: 3% on prepayment amount if the facility is fully/partially settled before expiry date. 6 th to 20 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
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 USD157,440

Disbursement method:

The amount of USD110,000.00 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 SPA with house value of not less than USD160,000.00
- Documentary evidence that the Differential Sum has been paid to vendor.

Post drawdown condition:

Evidence of ownership transfer of the purchased house to be obtained within 6 months from fully drawdown

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 6 months	x			
Bank Statement		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 USD110,000.00 as principal instrument	New
Hypothec Agreement as subsidiary instrument on Property __1__	New