

Credit Evaluation – Loans and Credit Administration						
Date	:	24/12/2015	Branch	:	CMO	
From	:	Credit Evaluation – Loans and Credit Administration				
To	:	Head, Credit Management & Branch Manager				
1.0	Borrower Information					
Borrower:	1	Mr.Bou Sothearak	Nature of business/ Employment	1	Admin staff	
	2	Mdm Kea Chea Chea		2	Retail/wholesale of lubricant business	
	3					
	4					
Guarantor:	1		Borrowing R's ship since:	Jan 2015		
	2					
	3					
	4					
CRR Grade	5					
2.0	Term Sheet					
New/ Additional	Facility	Existing Limit (USD)	Proposed Limit (USD)	O/S balance	Tenure	Interest rate ECOF = 5.25% p.a.
Existing	HL	60,000		56,640	10 years	ECOF + 4.75%p.a. on monthly rest subject to min 10%p.a.
New	TL		30,000		10 years	ECOF + 4.75%p.a. on monthly rest subject to min 10%p.a.
Total		60,000	30,000	56,640		
Fees	Processing fee	:	1% on approved limit			
	Prepayment fee	:	1 st – 5 th year: 3% 6 th – 10 th year: 1%			
	Renewal fee	:	NA			
	Commitment fee	:	NA			
Loan Purpose:	- As additional working capital					
Request/ Deviation:	- To allow CRR grade 5					

3.0	Comment by Credit Evaluation:
1.	Borrowers are husband and wife and our existing customer since Jan 2015. Mr. Bou is still employed as a administrative staff at JM Bag & case (Cambodia) Co.,Ltd with monthly salary of USD700 while Mdm Chea is operating a wholesale/retail of Valvoline brand engine oil with her partnet Mr.Chea Makara since 2012. Her partner Mr.Chea Makara is also our existing customer with CMO branch as well.

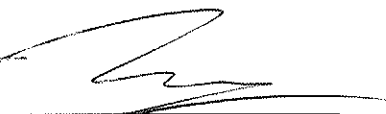
2. Existing HL was fully drawdown in Jan 2015 to purchased subject property charged to us. The HL has been promptly paid thus far while the house is also owner occupied by borrower. The additional funding of USD30K is to finance the working capital needs of the business with net working capital requirement of USD30K mainly in receivable financings as 43 days credit term granted to their supplier.
3. Comments on financials:-
 - i. Borrower submitted 2 years and nine months financials up to Sep 2015 with average monthly sales of USD20.8K p,m. which is an increase of 9% against 2014 figure. The reported revenue is substantiated via 3 months sales invoices from July to September 2015 with average monthly sales of USD21.4K which is 103% of reported revenue.
 - ii. Reported net profit margin of 19% is consistent for the past 3 financial year while the projection income is also stable based on previous track record at 8%. However, the EBIT attributed to the borrower is only 50% of the net income since the partner Mr.Chea Makara is not joining in borrower/guarantor.
 - iii. DSR based on salary & 50% share of Mdm Kea is at 2.22x to be improved slightly to 2.39x by 2016. Under sensitized scenario where net income reduce by 20% DSR is still acceptable at 1.91x.
4. No additional collateral offered with existing 3 storey shophouse provides security coverage of 1.25x (ascribed value) or MOA at 61%. The property is currently owner occupied by borrower as residence.

4.0

Recommendation by Credit Evaluation

- i. I would concur on branch's recommendation for Management's approval subject to:-
 - (a) Reduced TL USD15K at 8 years only which is 50% of requirement in view that the other 50% should be contributed by the partner instead. With revised loan amount, DSR will improve to 2.59x and CRR score at 4.

Concurred by:



Tang Siew Hon
 Senior Manager
 Date: 24/12/2015

RHB INDOCHINA BANK LTD

CREDIT APPLICATION FOR JOINT APPROVAL

Borrower Name: : Mr. Bou Sothearak and Mdm. Kea Chea Chea
 Credit Application No. : RHBIBL-0002-2014-0036-1
 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

Date 1 st Site Visit to Customer by Branch	: 18-Nov-15
Date Completed Document Received by Branch	: 30-Nov-15
Date Submission received by CMD	:

ACCOUNT STATUS			CONNECTED PARTY			
Not Impaired	Impaired		Yes	No	Yes	No
Performing	Performing	NPL	EXCEPTIONAL CREDIT			
Yes	NA	NA	Yes	No	Yes	No
EAM			AST MONITORING			
Yes	No	Yes	Yes	No	Yes	No

For Joint Approval By :

GCC Members/Retail/Business Banking

Credit Management

☒ Branch Manager

☒ Head Credit Management

Request Type:

☐ New ☒ Additional ☐ Renewal ☐ Amendment ☐ Rescheduling ☐ Others (pls specify)

1.0 Customer Profile			
Name of Borrower	:	Mr. Bou Sothearak (38) and Mdm. Kea Chea Chea (36)	
Group/Ultimate Parent	:	N/A	
Business Activity	:	Selling Lubricant, Valvoline Brand	
Industry	:	Retail Trade	Compliance to Industry Lending Limit : YES
		Relationship since	: Jan 2015
		Officer in charge	: Sok Ratanak
Date Last Reviewed	:	N/A	Expiry Date of Last Renewal : N/A
Directors/Shareholders and Ownership* (S):			

2.0 Borrower's Risk Rating	STANDALONE		LGD Rating	Expected Loss Rating	Final Rating (For credit decision only)
Borrower	Current CRR Rating	New CRR Rating			
Mr. Bou Sothearak	3	5			5
And Mdm. Kea Chea Chea					
Corporate Guarantor	Current CRR Rating	New CRR Rating			
N/A					
Remark (To provide reason for credit risk rating movement or final rating notch down)	CRR is at score 5 due to the increment of installment.				

External Rating (if any)	RAM	MARC	S&P	Pitch	Moody's
N/A					
Remarks					

Group	Current Rating	New Rating	Core Business & Group Activities
N/A			

3.0 Details of Request
- To seek approval for TL of USD30K to use as working capital in business - To Seek approval for CRR>4 i.e. 5

4.0 Breaches /Non-Compliance with Approved Terms & Conditions
N/A

RHB INDOCHINA BANK LTD
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 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

5.0 Facility Details (in USD)						
Facility Type	O/S @ 14/12/2015	Existing Limit	Increase/Decrease (+/-)	New Limit	Pricing	Purpose/Tenor/Terms
HL	56,640.13	56,640.13	-	+56,640.13	ECOF + 4.75% p.a. subject to min 10%p.a.	Purpose: To part finance purchase of 2.5 storey flat and remaining balance for reimbursement in business Tenure: 10 years by 120 months Prepayment: Installment: USD793.00 Processing fee: 1% total approved limit Prepayment: 1 st to 5 th year: 3% and 6 th to 10 th year: 1% on prepayment amount if the facility is fully/partially settled before expired date.
TL	-	-	+30,000	+30,000	ECOF + 4.75% p.a. subject to min 10%p.a.	Purpose: To use as working capital Tenure: 10 years by 120 months Prepayment: Installment: USD396.45 Processing fee: 1% total approved limit Prepayment: 1 st to 5 th year: 3% and 6 th to 10 th year: 1% on prepayment amount if the facility is fully/partially settled before expired date.
Total	56,640.13	56,640.13	+30,000	+86,640.13		

5.1 Risk Based Pricing Analysis			
	Minimum Breakeven	12% RARORC	Actual
Profitability	N/A		
Credit Spread (basis points)			
All In Price (basis points)			
Return on Asset			
Return on Risk Capital/Return on Equity			

5.2 Earnings / Risk Adjusted Return on Regulatory Capital (RARORC)									
Facility	Average Utilisation (%)	Last 12mths Gross Income	Current RARORC	Current ROA	Current RRWA	Next 12mths Gross Income	Projected RARORC	Projected ROA	Projected RRWA
N/A									
Total									
Comments									

5.3 Rationale If Less Than Model Recommended Minimum Pricing (12% RARORC)	
Facility Type	Rationale If Less Than Model Recommended Minimum Pricing
N/A	

5.4 Ancillary Business/Cross Selling
- Borrowers are potential customers for other referral facilities from other bank

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 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

6.0 Group Exposure Profile (USD)									
Exposure With	Borrower			Related Borrowers**			Borrower + Related Borrowers (SCEL**)		
	Secured*	Clean	Total	Secured*	Clean	Total	Secured*	Clean	Total
RHBIBL	86,640.13		86,640.13				86,640.13		86,640.13
RHB Bank (incl. Spore, Thai, Brunei)									
RHB Labuan/Islamic/Investment/Leasing									
SCEL**									
Beyond SCEL***									
Total RHB Group									
Total Credit (RHB Group Exp+Other Banks)	86,640.13		86,640.13				86,640.13		86,640.13

* Based on value as per Credit Policy

** Aggregated based on Power of Control (PoC) and Economic Dependency (ED)

*** All other exposure derived based on Power of Control (before disaggregation)

7.0 SECURITY DETAILS		
New/EXISTING (OBTAINED)	OMV	Security Value (as per CP)
<p><u>Existing</u></p> <ol style="list-style-type: none"> Facility Agreement of USD60K as the principal instrument. 1st party 1st legal charge over the following property as subsidiary instrument <p><u>New:</u></p> <ol style="list-style-type: none"> Facility Agreement of USD30K as the principal instrument. 1st party 1st legal charge over the following property as subsidiary instrument <p>Property</p> <div style="border: 1px solid black; padding: 5px;"> <p>Title No.: 12070509-2137 Registered owner: Mr. Bou Sothearak and Mdm. Kea Chea Chea Description: The property is a 3-storey terraced house, located along Street No. 2011, Kouk Khleang Village, Sangkat Phnom Penh Thmei, Khan Russey Keo, Phnom Penh. It is 240 meters away from Chamkar Pring Amusement Park and about 800 meters from Borey New World. Tenure: freehold Lease expiry: N/A Encumbrances: Charged to RHBIBL LA: 99sqm BUA: 317.77sqm</p> </div> <div style="border: 1px solid black; padding: 5px;"> <p>Formal Valuation by: CARE Date: 10 September 2015 Land cost: USD94,050 (USD950/sqm x 99sqm) Built-up cost: USD47,392.45 (USD149.14/sqm x 317.77sqm) OMV: USD141,442.45</p> <p>Verbal valuation by: Mr. Nith, Property Valuer of CARE Date: 08 December 2015 Land cost: USD94,050 (USD950/sqm x 99sqm) Built-up cost: USD47,392.45 (USD149.14/sqm x 317.77sqm) OMV: USD141,442.45 (The property value is remained unchanged)</p> </div>	USD141K	USD109K

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Credit Application No. : RHBIBL-0002-2014-0036-1
Branch : City Mall Olympic Branch
Group Exposure/Group Clean Exposure : N/A

Verbal valuation by: Ms. Danich, Property Valuer of Bonna Date: 08 December 2015 Land cost: USD99,000 (USD1,000/sqm x 99sqm) Built-up cost: USD79,442.50 (USD250/sqm x 317.77sqm) OMV: USD178,442.50			
Comment on Valuation:	We still are agreeable to indicative value of CARE as it is a reasonable value.		
Insurance policy by:	Bank's pannel		
Panel:	Forte		
Expiry date:	16-09-2016		
Guarantor Details			
Name	NRIC/Reg No.	Estimated Networth	
N/A			
Security Coverage (Times)		1.62 Times	1.25 Times
TOTAL VALUE		USD141K	USD109K

8. EXISTING SECURITY DOCUMENTATION COMPLIANCE				
Item	Compliance			Explanations If Answer Is Negative And Actions Taken To Rectify
	Yes*	No	N/A	
1. Existing Documentation Checked and Confirmed to be completed and In Order/Intact (For Renewal/Enhancement CAs)			√	

9. TERMS & CONDITIONS / COVENANTS				
Details	Please tick (√)			Remarks
	Complied		Pending	
	Yes	No		
<u>New</u> <ul style="list-style-type: none">- Acceptance of Letter of Offer TL: USD30K- Payment of processing fee of 1% on approved limit (USD300)- Release of facilities subject to:-<ul style="list-style-type: none">• Compliance of Terms under Condition Precedent.• 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.			√ √ √ √	
<u>Disbursement Method</u> <p>After blocking of Title deed, TL of USD30K will be released to borrower RHBIBL's account.</p>			√	

RHB INDOCHINA BANK LTD
CREDIT APPLICATION FOR JOINT APPROVAL

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 Credit Application No. : RHBIBL-0002-2014-0036-1
 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

I) BACKGROUND (INFORMATION ON BORROWER)

Industry information:

Ministry of Commerce officials maintained that low import taxes and increased demand from consumers were the causes behind the 45.26 increase in vehicle imports in the first half of 2012 compared to the same period last year.

The data showed 486,827 vehicles, of all makes and models, were imported during the first six months of the year compared to 335,131 vehicles during the first six months of 2011; the value of the imports increased from US\$179.45 million to \$239.20 million.

Kong Putheara, director of the Department of Statistics and Information at the Ministry of Commerce, said Cambodia's economic growth and tax deductions led to an increase in vehicle imports. "The government decided to make the tax lower than that of Vietnam, so people with a decent income are able to afford a car."

Cambodia imports vehicles from Thailand, the United States, Germany, the United Arab Emirates, Taiwan and Singapore, though most Cambodians like vehicles from the US and Germany, according to Kong Putheara.

Background of the borrower:

1. Mr. Bou Sothearak (38 years) and Mdm. Kea Chea Chea (36 years) are related as husband and wife. They have been our loan customer and granted HL of USD60K since Jan 2015.
2. Mr. Bou Sothearak is employed as Administrative Staff of JM Bag and Case (Cambodia) Co., Ltd. he has worked for Chinese factory for over 10 years and currently he gets paid of USD700.00 per month while Mdm. Kea Chea Chea is engaged in selling of engine oil mainly for Valvoline product which has 50% share with Mr. Chea Makara, our existing loan customer, since 2012 (Shareholder's agreement is enclosed).
3. The business is cooperated with VHK Business Group Co., Ltd to exclusively distribute the Valvoline products in Phnom Penh. Presently, the premise business is under "Rally Shop" operated in No. 311J, Street 271, Sangkat Tomnub Tek, Khan Chamkarmon, Phnom Penh. It is offered such as Valvoline (Lubricant) and Adhesive tape.
4. Target customers are wholesale and retail, car washing garages, car garages, and motor repairing shops.
5. The borrowers generate monthly income of about USD2.6K derived from business and employment.

Banking information:

- Conduct account for last year is summarized as follows:

Bank: RHBIBL			
Account Name: Bou Sothearak and Kea Chea Chea			
Period:	Jan/15 to Nov/15		
Month	Debit	Credit	Bal.
Forward			0.00
Jan-15	58,560.00	60,700.00	2,140.00
Feb-15	2,093.00	0.00	47.00
Mar-15	793.00	800.00	54.00
Apr-15	793.00	800.00	61.00
May-15	4,993.00	5,133.60	201.60
Jun-15	793.32	608.18	16.46
Jul-15	1,655.30	1,724.60	85.76

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 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

Aug-15	793.00	800.00	92.76
Sep-15	5,863.00	12,095.00	6,324.76
Oct-15	7,433.54	5,120.00	4,011.22
Nov-15	3,993.00	0.00	18.22
Total	87,763.16	87,781.38	
Average	7,978.47	7,980.13	1,186.62

Comment:

- Applicants have maintained saving account with us since Jan 2015.
- For the last 11 months, By excluding loan drawdown limit of USD60K, turnover of credit reported of USD27.7K while the average monthly deposit reached of USD2.5K. The conduct of account is not active since it is used for monthly installment.
- Common transactions are cash deposit and cash withdrawal.
- Based on CBC report on 15/12/2015, the borrowers have maintained loan as follow:

Bank	Limit	O/S @Dec/2015	Tenure	Interest Rate (Approximately)	Monthly installment	Purpose	Remark
RHBIBL	HL: USD60K	USD56,640.13	10 year	10% p.a.	USD793	Housing loan	Prompt

2. DETAILED PURPOSE / JUSTIFICATION OF REQUEST

Working Capital in selling lubricant

Revenue	187,326.60
COGS	140,494.95
Daily Sale	693.80
	Amount
Stock	20,000.00
A/R	30,000.00
A/P	12,000.00
	Turnover
	38 Day
	43 Day
	23 Day
WCR	30,500.00
	59 days

As at September 2015, the business reported total revenue of USD187K, i.e. USD20K per month. Up to date, A/R, A/P, and Stock are summed up of USD30K, USD12K, and USD20K respectively.

Meanwhile, in order to maintain as well as to compete in the market, a credit-term between of 30 days and 45 days are allowed to the potential customers. That is why the borrowers have faced on cash flow concern in business.

Therefore, they approach us for TL of USD30K to use as working capital in selling lubricant.

Disbursement Method

After blocking of Title deed, the TL of USD30K will be released to borrower RHBIBL's account.

3) SOURCE OF REPAYMENT

RHB INDOCHINA BANK LTD

CREDIT APPLICATION FOR JOINT APPROVAL

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 Credit Application No. : RHBIBL-0002-2014-0036-1
 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

3) SOURCE OF REPAYMENT

PRIMARY REPAYMENT SOURCE			
	Historical 2015	Projected 2016	Remarks
A) EBITDA	USD2,648.22	USD2,851.22	<ul style="list-style-type: none"> Currently DSR is 2.22x based on actual financial statement as at Sep 2015 Revenue is project to increase by 8%. So, DSR is to be further improved to 2.39x in 2016
B) Existing debt repayment RHBIBL: HL of USD60K	USD793.00	USD793.00	
C) Proposed additional Debt Repayment (RHB)	USD396.45	USD396.45	
D) Total debt repayment (B + C)	USD1,189.45	USD1,189.45	
DSR [(A+B)/D+E]	2.22x	2.39x	
(G) Other source of income (scheduled/dividend repayment)	N/A	N/A	
Adjusted DSR [(C + G)/F]	N/A	N/A	

4) FINANCIAL HIGHLIGHTS

Reminder:

All credit submission must have financial statements (audited or management accounts) which are not older than 6 months from the date of submission. Also, in any case, audited account must not be more than 12 months old from the date of submission. In the event that the above could not be complied, LU is to make notification in the "Details of Request" section of credit proposal detailing (i) the reason for audited financials; (ii) justifying the reasons why it is in order to accept the outdated financials; (iii) committing the date when the updated financials can be obtained & (iv) indicating in details other sources of information i.e. updated sales report, current account summary, cash balances, CCRIS, etc.

• Income Statement

Lubricant (Valvoline)	As at Dec-2013 USD	As at Dec-2014 USD	As at Sep-2015 USD
Sale	220,500.00	229,320.00	187,326.60
COGS	165,375.00	171,990.00	140,494.95
Gross Profit	55,125.00	57,330.00 ✓	46,831.65 ✓
Operating Expenses			
Staff Salary	5,670.00	5,896.80	4,599.50
Transportation	2,520.00	2,620.80	2,044.22
Utilities and Telephone	3,200.00	3,288.00	2,564.64
Others	3,150.00	3,276.00	2,555.28
Total Operating Expenses	14,540.00	15,081.60 ✓	11,763.65

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 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

Net Income	40,585.00	42,248.40 ✓	35,068.00 ✓
50% share (Mdm. Kea Chea Chea)	20,292.50	21,124.20	17,534.00 ✓
Salary (Mr. Bou Sothearak)	8,148.00	8,400.00	6,300.00
Total incomes	28,440.50	29,524.20	23,834.00
Average	2,370.04	2,460.35	2,648.22

Comment:

- Total Revenue continues to grow by 8.9% for the first 9 months in 2015 which reported average monthly revenue of USD20.8K against USD19.1K in 2014.
- It is justified and evident of the furnished summary sale invoice of 3 months (Jul-Sep/2015) with monthly sale of USD21.4K. However, the monthly deposit of USD2.5K based on bank statement with RHBIBL for the last 11 months provided since they have used it for monthly installment only.
- Net Profit Margin is about 19% for the first 9 months in 2015.

• **Income Projection**

Lubricant (Valvoline)	2016 USD	2017 USD	2018 USD
Sale	269,750.30	291,330.33	314,636.75
COGS	202,312.73	218,497.75	235,977.57
Gross Profit	67,437.58	72,832.58	78,659.19
Operating Expenses			
Staff Salary	6,377.98	6,633.10	6,898.42
Transportation	2,834.66	2,948.04	3,065.97
Utilities and Telephone	3,556.30	3,698.55	3,846.49
Others	3,543.32	3,685.05	3,832.46
Total Operating Expenses	16,312.26	16,964.75	17,643.34
Net Income	51,125.32	55,867.83	61,015.85
50% share (Mdm. Kea Chea Chea)	25,562.66	27,933.92	30,507.92
Salary (Mr. Bou Sothearak)	8,652.00	8,911.56	9,178.91
Total incomes	34,214.66	36,845.48	39,686.83
Average	2,851.22	3,070.46	3,307.24

Comment:

- Sale is projected to grow by 8% in 2016, 2017, & 2018 based on the past revenue recorded.
- Net Profit margin is projected about 19% in 2016, 2017, & 2018.

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DSR Computation:

	2015 (USD)	2016 (USD)	2017 (USD)	2018 (USD)
Net Income	2,648.22	2,851.22	3,070.46	3,307.24
RHBIBL HL : USD60K	793.00	793.00	793.00	793.00
RHBIBL TL: USD30K	396.45	396.45	396.45	396.45
Total commitment	1,189.45	1,189.45	1,189.45	1,189.45
DSR	2.22x	2.39x	2.58x	2.78x

DSR sensitize scenario:

Current DSR is 2.22x, in worst case of 20% drop of net income, DSA could be summary as follows:

	2015 (USD)	2016 (USD)	2017 (USD)	2018 (USD)
Drop 20%				
Net Income	2,118.57	2,280.97	2,456.36	2,645.79
RHBIBL HL : USD60K	793.00	793.00	793.00	793.00
RHBIBL TL: USD30K	396.45	396.45	396.45	396.45
Total commitment	1,189.45	1,189.45	1,189.45	1,189.45
DSR	1.78x	1.91x	2.06x	2.22x

5) ACCOUNT CONDUCT

	Yes	No	N/A
There is no hardcore overdraft (average o/s is => 90% of approved limit)			√
Current A/c-Not more than 2 incidences of excesses over the past 6 months (other than interest application)			√
Term Loans - Not more than 2 incidences of 60dpd over past 6 months			√
Trade - No past dues over the past 6 months			√
Guarantees - No call on guarantees			√
Current account credit turnover at RHB is at least 50% of company's sales.		√	
Not listed under BMC	√		
CCRIS /CTOS/KYC (AMLA) records on borrower and guarantor are clean or well mitigated.	√		
<i>Comments (Mitigating reasons required if any question is answered in the negative)</i>			

6) KEY CREDIT ISSUES/CONCERNS

- 1) Income statement is un-audited reported and invoice copies are not proper kept since it is a family business.
- 2) Competitors are major concern of the borrower's business; however, the business has long establishment with good reputation and relationship with customers which can compete and maintain their customers in the same industry.

SUMMARY - Why do we want to do it?

- Borrowers have been involved in selling lubricant since 2011. The business is profitable by year to year which is justified by increment of sale and net income.
- Repayment capacity of applicants are well substantiated from average monthly net income of USD2.6K derived from business and employment
- The conduct of account with other banks during the last 11 months has not been significantly active since it is used for monthly installment only. However, monthly instalments have been promptly paid.
- DSR is 2.22x.
- The property charged is located in favorable area and surrounded by Borey Varina (Somrong Andeth) and Borey New World (Boeung Chhuk). MoA is 61.25%

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Branch : City Mall Olympic Branch
Group Exposure/Group Clean Exposure : N/A

Reminder:

All Business Unit are reminded to exercise due care in ensuring the factual accuracy & completeness of contents/representations set out in the CA submitted to the approving authorities.

Group Credit Policy 2.2.11 – "Account Relationship Managers (ARMs) are primarily accountable for their recommendations, monitoring & overall management of the account that has been assigned to them."

Group Credit Policy 3.3.1.3 – "Primary accountability rest with the ARMs who recommend initial facilities or subsequent increases. Credit evaluation officers whose primary responsibility is to independently review the credit proposal originating from the ARM are to ensure quality of the credit and compliance of the credit proposal with the relevant policies & guidelines".

We hereby confirm that the information represented herein is accurate & the application is within the Bank's credit guidelines/policies with all exceptions duly highlighted.

PREPARED BY:



.....
Name: Sok Ratanak
Assistant Manager-Credit Relationship
Date: 17-12-2015.

RHB INDOCHINA BANK LTD

CREDIT APPLICATION FOR JOINT APPROVAL

Borrower Name: : Mr. Bou Sothearak and Mdm. Kea Chea Chea
 Credit Application No. : RHBIBL-0002-2014-0036-1
 Branch : City Mall Olympic Branch
 Group Exposure/Group Clean Exposure : N/A

APPROVER 1 (Joint)	APPROVER 2
<p>APPROVED/DECLINED</p> <p>Name: Chiv Hak Senior Branch Manager Date: 17-12-2015</p>	<p>APPROVED/DECLINED <i>as per conditions by CED-</i></p> <p>Name: Yong Ching San Position: Head, Credit Management Date:</p>
<p>Comments: (if any)</p>	<p>Comments: (if any)</p> <p><i>- To decline if borrower not agreeable.</i></p>
<p>Additional Terms/ Conditions/Covenants: (if any)</p>	<p>Additional Terms/ Conditions/Covenants: (if any)</p>

Notes:

* A proposal is deemed as approved **only if both Approver 1 (Business) & Approver 2 (CMD) approve** the proposal.

** Additional comments/terms/conditions by approvers, in a case of inadequate space, can be done via attachment.

Decline Codes (Pls tick the relevant code for declined proposals)

D001- First Level Screening Not Carried Out by LU (eg: CCRIS, CTOS, NP69 findings)	D007- Unsatisfactory financial performance/ key financial indicators
D002- High risk of impairment (1 or more AST/MST)	D008- Unsatisfactory conduct of account
D003- Inappropriate/ unsuitable credit structure	D009- WC requirement not adequately justified/ mitigated
D004- Repayment capacity inadequate/ unmitigated	D010- Project viability not adequately justified/ mitigated
D005- No justification/ rationale for request in CA	D011- High clean exposure not justified & mitigated
D006- Unacceptable level of risk	D012- Others (provide description)