Dear Ratanak,

Kindly attend the following

**1. Deviation**

-  NA

**2. Additional document to be obtained (with reason)**

-  Please furnish photo of property rental & also the business premise

- Any business patent/ license? If no, please elaborate in the CA as well

**3. Additional information**

1. Where is P2 located ? pleae furnish location map

P2 and location already are captured in site visit report.

1. There are 2 inquiry by Shinhan Bank for USD140K, is it approved? if not why ?

Not yet approved as their process is too slow, confirmed by applicant.

1. P1 is a villa or linked house? From photo attached, it is a linked house, please confirm and amend

It is linked house, CA will be amended.

1. Who are the suppliers for the plastic bottle? This is recycle business means the plastic recycling center or they are collect the plastic on the road themselves? Please be clear as based on your CA, they sell those plastic bottles to recycling center so it means they collect the bottles from the waste directly?

Their suppliers are Plastic end-user and wholesale plastic bottle collectors.

Collectors------🡪Applicant -----🡪Plastic Recycle Factory (Mr. Leang You).

1. Why is there a need for working capital for plastic waste collection as there shouldn’t be 35 stock as the plastic recycle bottle is recycled every day I don’t see the rationale to have 35 day stock period as those bottles are collected daily.

Of course, applicants collect daily and need expense to seller as well. (expense first) and sell out (wholesale) to recycling factory (Leang You) then. OD shall be facilitated their daily expense.

1. The buyer of plastic bottle is only one? Please give more info on this leang You.

Please refer to CA on page 7

1. What is the selling price, purchase price of the bottles? Source of the bottles etc must also be fully elaborated.

|  |  |  |  |
| --- | --- | --- | --- |
| Description | Selling price | Source of bottle | Times/month |
| Plastic bottle waste | USD0.30/ton | BTB, SRP, SNK | At least 10 per truck |
| Transportation Service | USD375/transport | PP, BTB, SRP, SNK | At least 15 per truck |

Note:

* There are 2 trucks for the applicant’s business recently.
* USD0.30 per ton for plastic bottle waste, and there are at least 10 times per truck for collection from some provinces such as BTB, SRP, and SNK
* Applicant earns at least USD375 per transport or more than subject to destinations.
* Most destinations of plastic bottle collection and transportation service of fishes are in the same zone. (Going with fishes and turn back with plastic bottle waste)
* Source of bottle collection is targeted in potential provinces for tourists who are enjoyed in drink.
* Since Mr. Leang You is the main applicant’s customer, all payments are made in end of each month. In this view, the applicants have to pay all daily expenses first before bill payment from their buyers.

1. Please elaborate further the transportation service i.e. what is the fee structure , frequency of delivery per month.

Kindly refer to Question No. 7.

1. The borrower only have 2 trucks, is the reported revenue of USD12K a month realistic or USD6K per truck per month ?

Based on sale record, the average fee is at USD375/trans. It is reasonable for transportation service due to the distance of each destination such BTB, SRP, and SNK.

1. Is it reasonable to provide OD facility since borrower is in Takhmao where there is no branch presence? We don’t need to be in situation where OD is inactive with min deposit.

It is okay for OD facility as the applicant come to PP in very often.

**4. Others**

-  Please amend the CA with above addressed.

Yes

Dear Mr. Chris,

Please attend the following

**1. Deviation**

-  NA

**2. Additional document to be obtained (with reason)**

-  Please furnish photo of property rental & also the business premise

It is shown in site visit photo

- Any business patent/ license? If no, please elaborate in the CA as well

As it is operated as a small family business, all business patent/license are not applied. And it is already mentioned in CA on page 7

**3. Additional information**

1. Where is P2 located ? pleae furnish location map

P2 and location already are captured in site visit photo report.

1. There are 2 inquiry by Shinhan Bank for USD140K, is it approved? if not why ?

Not yet approved as their process is too slow, confirmed by applicant.

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It is linked house, CA will be amended.

1. Who are the suppliers for the plastic bottle? This is recycle business means the plastic recycling center or they are collect the plastic on the road themselves? Please be clear as based on your CA, they sell those plastic bottles to recycling center so it means they collect the bottles from the waste directly?

Their business is collecting plastic waste and sell to the recycle factory. Their suppliers are Plastic end-user and wholesale plastic bottle collectors.

Collectors------Applicant -----Plastic Recycle Factory (Mr. Leang You).  This means borrower is merely a middle man ? pls be specific as they do not collect the waste themselves and they do not recycle as well? so what is the advantage of borrower as they are dozens such kind of business? Of course, the borrower is a middle man. The business cycle is structured by transports fishes to wholesalers/retail to provinces and transports the plastic waste back.

1. Why is there a need for working capital for plastic waste collection as there shouldn’t be 35 stock as the plastic recycle bottle is recycled every day I don’t see the rationale to have 35 day stock period as those bottles are collected daily.

Of course, applicants collect daily and need expense to seller as well. (expense first) and sell out (wholesale) to recycling factory (Leang You) then. OD shall be facilitated their daily expense. So how is this going to have a stockholding of 35 days which is absurd? At most they had a debtor aging only not stocks and I don’t see any warehouse with the so called stocks which is kept for one month?

Actually, the borrower don’t have any warehouse for inventory but those are stocked at the retails collectors and the borrower will take it then.

1. The buyer of plastic bottle is only one? Please give more info on this leang You.

Please refer to CA on page 7

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1. Is it reasonable to provide OD facility since borrower is in Takhmao where there is no branch presence? We don’t need to be in situation where OD is inactive with min deposit.

It is okay for OD facility as the applicant come to PP in very often. Not comfortable for high OD limit as the requirement is not justified , I am ok for USD20K OD in KHR equivalent only. To be a middle man in plastic waste business, the borrower have to deposit money to all retail collectors first for them to pay to end-users for plastic payment from houses, restaurants, etc in provinces. Further, the borrower has bought a vacant land of USD130K (To be charged with us) by using the business’s fund as well. So, they extremely need a high OD limit as per request.

**4. Others**

-  Please amend the CA with above addressed.

Yes