



Introduction

Melbourne Capital Group and your adviser are required to have due regard for your best interests when providing advice. This fact find and the questions contained within are important and enable Melbourne Capital Group and your financial advisor to understand your situation in order to make appropriate recommendations for you.

We work on the basis of full disclosure and full advice. The alternative is restricted disclosure and restricted advice. The more thorough you are in helping us complete your fact find, the more suitable the advice can be.

Please confirm if you would like to have full disclosure, or restricted disclosure, for your fact find:	Please confirm if you would like to have full scope advice, or restricted scope advice, for your statement of advice. If you chose restricted disclosure, it is only possible to choose restricted advice.
Full Disclosure ☐ Restricted Disclosure ☐	Full Advice □ Restricted Advice □
Introductory Questions	
What is the primary reason for you seeking financial advice?	
What expectations do you have about seeking financial advice?	
Are there any circumstances which might suggest that you are potentially vulnerable?	
Is third party assistance required? For instance, should a family member or trusted friend be present in meetings?	
Do you foresee any changes to your future circumstances?	
What major expenditure do you foresee over the next five years and how do you plan to fund it? E.g. holidays, new car, school fees, house purchase, etc.	
Are you expecting any inheritance or cash lump sum payments from pensions? Please provide a description in terms of approximate amount and timescale.	
What lifestyle objectives are important to you?	
What issues or events may affect your lifestyle objectives in the short, medium and long term?	

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Personal Information	Primary Applicant	Secondary Applicant
Title and Full Name		
Preferred Name		
Gender		
Date of Birth (DD/MM/YYYY)		
Marital Status		
Country of Birth		
Country of Residence		
Country of Nationality		
Passport Number or NRIC		
If you are Malaysian, do you have Bumiputera status?	Yes □ No □	Yes □ No □
Dual Nationality		
Country of Domicile		
Residential Address (and correspondence address if different)		
Employment Status		
What is your current occupation (or former occupation if you are retired?)		
Employer		
Employer Address		
Tax Identification Number		
National Insurance Number (UK)		
Where do you pay your taxes?		
If you live abroad, how long have you been doing so?		
Do you see yourself leaving your current country of residence?		
Who usually makes financial decisions?		
Have you ever been a US citizen, US Connected person, lived in the US, or held a US Green Card?	Yes□ No□	Yes □ No □
If you are self employed or own a company, what is the nature of your Business?		
Annual Turnover		

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Will and Estate	(please use DD/	MM/YYYY)				
Do you have a w		ooth your home country a	and current co	ountry of residenc	re? Yes □	No 🗆
Self in Home C	ountry :	Yes □ No □	Partner i	n Home Country	: Yes D] No □
Self in Country	of Residence :	Yes □ No □	Partner i	n Country of Resi	dence: Yes D	∃ No □
			Prima	ry Applicant	Secondary	Applicant
Who are the exe	cutors of your v	will?				
Does your Will in	ncorporate a tes	stamentary trust?	Yes	□ No □	Yes□	No □
Do you have a Pohealth?	ower of Attorne	ey for your finances and	Yes	□ No□	Yes □	No □
Have you nomin protection polici		ies for your pension and ?	Yes	□ No□	Yes□	No □
Have you appoir If yes, who?	nted guardians	for your dependents?	Yes	□ No □	Yes□	No □
	My Documents mental capacity	ire to help your loved in the event of your y"?	Yes	□ No□	Yes□	No □
·	inancial adviser	ny other advisers you rs, lawyers, accountants				
Children and De	pendents					
Name	Date of Birth	Occupation or Current School		re they financially ependent on you	•	Country of Residence
			Ye	es 🗆 No 🗆		
			Ye	es 🗆 No 🗆		
			Ye	es 🗆 No 🗆		
			Ye	es 🗆 No 🗆		
			Ye	es 🗆 No 🗆		
			Ye	es 🗆 No 🗆		
Have you ever co	onsidered secu	ring another citizenship c	or residency fo	or you, your spous	se, or family? Ye	es 🗆 No 🗆

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Income, Expenses, Assets, and Liabilities

Income and Expenses

Income Details	Frequency	Pre/Post Tax	Currency	Primary Applicant	Secondary Applicant
Basic Earned Income	Monthly □ Annual □	Pre □ Post□			
Bonus / Commission	Monthly □ Annual □	Pre □ Post□			
Housing allowance	Monthly □ Annual □	Pre □ Post□			
Investment income	Monthly □ Annual □	Pre □ Post□			
Pension Income	Monthly □ Annual □	Pre □ Post□			
Rental Income	Monthly □ Annual □	Pre □ Post□			
Other	Monthly □ Annual □	Pre □ Post□			
Other	Monthly □ Annual □	Pre □ Post□			
Total (Annual)					
Expense Details	Frequency	Pre/Post Tax	Currency	Primary Applicant	Secondary Applicant
Accommodation	Monthly □ Annual □	Pre □ Post□			
Food	Monthly □ Annual □	Pre □ Post□			
Utilities	Monthly □ Annual □	Pre □ Post□			
Travel	Monthly □ Annual □	Pre □ Post□			
Debt Payments	Monthly □ Annual □	Pre □ Post□			
Lease Payments	Monthly □ Annual □	Pre □ Post□			
Savings	Monthly □ Annual □	Pre □ Post□			
Insurance Premiums	Monthly □ Annual □	Pre □ Post□			
Investment Purchases	Monthly □ Annual □	Pre □ Post□			
Other	Monthly □ Annual □	Pre □ Post□			
Other	Monthly □ Annual □	Pre □ Post□			
Total (Annual)					
Net Income					
Net Income	Monthly □ Annual □	Pre □ Post□			
Combined Income	Monthly □ Annual □	Pre □ Post□			
Total Income available to pursue financial goals					

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Assets and Liabilities

In the section below, please specify your assets, such as bank and cash deposits, real estate, cars, personal property, and so forth. If you have an asset held at a company, such as a bank account or an investment account, the company can be specified as well.

				Primary A	Applicar	nt	Secondary	/ Applicant
Do you have cas	sh set aside for a	ı "rainy day" fund	d?	Yes □	No □		Yes □	No □
If yes, how muc	h? (Please spec	ify currency).						
How long would	I this support yo	u?						
How many years	s of investment	experience do yo	ou have?					
Could you descr	ribe your experie	ence with investr	nents?					
Asset Name	Comp	any	Held by			Currency	Value	
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 J	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
Total								
In the section be forth.	elow, please sp	ecify your liabili	ties, such as mort	gages and	loans,	car leases,	credit card	debt, and so
Liability Name	Term (Years)	Company	Held by			Currency	Value	
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
			Primary □ Seco	ndary 🗆 Jo	oint 🗆			
Total								

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Family Security and Protection

This section is to assess and document the financial safeguards and insurance in place for you and your family. It includes an evaluation of life insurance policies, health and disability coverage and critical illness cover. The goal is to ensure comprehensive protection against unforeseen circumstances, providing peace of mind and financial stability. We can identify potential gaps in coverage and make recommendations to strengthen your family's financial security.

	Primary Applicant Average □ Good □ Poor □		Secondary Applicant		
Please describe your health?			Average □ Good □ Poor □		
Do you smoke? (cigars, cigarettes, and vape)	Yes□	No □	Yes □	No □	
Are you on any medication? If yes, what types?	Yes□	No □	Yes□	No □	
Do you have private health insurance? If yes, please note the following details: Insurer, Policy Type, Term, Cost.	Yes □	No 🗆	Yes □	No 🗆	
Do you have critical illness insurance? If yes, please note the following details: Insurer, Policy Type, Term, Cost, Sum Assured.	Yes□	No □	Yes□	No 🗆	
Do you have life insurance? If yes, please note the following details: Insurer, Policy Type, Term, Cost, Sum Assured.	Yes □	No 🗆	Yes □	No 🗆	
Do you have any other insurance to protect you and any dependents? If yes, please detail.	Yes□	No □	Yes□	No 🗆	
Is your existing life cover held under trust? If yes, who are the trustees and beneficiaries?	Yes □	No 🗆	Yes □	No 🗆	
If you do have insurance policies, what countries are they set up in?					
Other Notes:					

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including risk and diversification levels?

Retirement Planning	Primary Applicant	Secondary Applicant
Do you have any existing pension arrangements? If yes, please provide full details including any state pension entitlement. Are you currently contributing to your pension arrangements?		
Who are your nominated pension beneficiaries? What is their relationship to you? What is their nationality? Are they more than 10 years younger than you?		
At what age do you plan to retire?		
In which country/countries do you plan to spend your retirement?		
What is your target level of income in retirement?		
Have you had a pension crystallization event? What percentage of your lifetime allowance has been used? (Post 5 th April 2006 only) (UK specific)		
Do you have pension protection in place? If so, what type? Primary, Enhanced, Fixed. (UK specific)		
Have you taken a pension commencement lump sum? If so, how much?		
What percentage of your pension would need to carry on being paid to your spouse or partner in the event of your death?		
If you have not yet taken one, will you require a cash lump sum from your pension? Do you intend to use the lump sum for any specific reason?		
Have you received any advice on your options for taking benefits at retirement? (e.g. Annuity, drawdown).		
Do you know where your funds are invested,		

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Estate Planning	Primary Applicant	Secondary Applicant
Have you taken advice on the potential taxation of your estate on death?	Yes □ No □	Yes □ No □
Have you ever been an executor and dealt with probate?	Yes □ No □	Yes□ No□
Have you established a trust, been appointed as a trustee or the beneficiary to a trust? If yes, please specify.	Yes□ No□	Yes □ No □
Are you expecting an inheritance in the future? If yes, please specify.	Yes □ No □	Yes □ No □
Have you made any gifts to individuals or trusts in the last 14 years? (UK specific)	Yes □ No □	Yes□ No□
If yes, please specify. You should include the values and beneficiaries.	Yes □ No □	Yes□ No□
Have you inherited assets within the past two years? (UK specific).	Yes□ No□	Yes □ No □
Internal Coronlines	Driven Avaliant	Casandan, Annlianata
Internal Compliance	Primary Applicant	Secondary Applicant
Would you consider yourself a Politically Exposed Person (PEP)?	Yes□ No□	Yes □ No □
Please confirm your source of wealth. For example, Savings from Income, Sale of Business, Sale of Property, Divorce Settlement, Pension Lump Sum, Proceeds from Trusts, Other please specify.		
Would you like to sign a Letter of Authority (LOA) should that MCG can provide advice on your plans?	Yes □ No □	Yes □ No □

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Investor and Risk Profile

1. What is your current age? □18 to 30 years old □18 to 30 years old □18 to 30 years old □19 to 43 years old □19 to 55 years old □10 Above 55 years old □10 Above 55 years old □10 Concerned that it coal die a wrong decision. □10 my god! What if it fails? □10 my god! What if it god! □10 my god! What if it fails? □10 my god! My god! God! God! God! God! God! God! God! G				
More than 8 months	☐ 18 to 30 years old ☐ 31 to 43 years old ☐ 44 to 55 years old	[3] [2]	decision? ☐ Optimistic that the decision will bring substantial benefits ☐ Content that it is a right decision ☐ Concerned that it could be a wrong decision.	[3] [2]
More than 7 years	emergency funds cover? More than 8 months 4 to 8 months Less than 3 months	[3] [2]	□ 0 □ 1 □ 2 to 3	[3] [2]
what would you do? Top up aggressively	☐ More than 7 years ☐ 5 to 7 years ☐ 2 to 4 years	[3] [2]	□ Disagree □ Neutral □ Somewhat agree	[3] [2]
salary, pension) are: Portfolio that has a potential loss of < 25% - 50% (or even [4] more) p.a. with a potential return of 12% p.a. Stable	what would you do? □ Top up aggressively □ Hold on to it, no action will be taken. □ Switch into a conservative type of fund.	fund	that you invested falls below 15% of your original investment,	[3] [2]
□ Portfolio that has a potential loss of < 25% - 50% (or even [4] more) p.a. with a potential return of 12% p.a. □ Stable [3] □ Portfolio that has a potential loss of < 10% - 15% p.a. with a [3] □ potential return of 7% p.a. □ Very unstable [1] □ Portfolio that has a potential loss of < 5% - 10% p.a. with a [2] potential return of 5% p.a. □ Portfolio that has a potential loss of < 5% p.a. with a potential return of 5% p.a. □ Portfolio that has a potential loss of < 5% p.a. with a potential return of 3% p.a. 10. What is your primary investment objective? □ Capital Gain □ More than 30% □ More than 30% □ More than 30% □ 16 to 30% □ 17 to 15% □ 18 to 15% □ 19 to 15% □ 1			9. Which investment would you make?	
□ Unstable [2] potential return of 7% p.a. □ Very unstable [1] □ Portfolio that has a potential loss of < 5% - 10% p.a. with a potential return of 5% p.a.		[4]	more) p.a. with a potential return of 12% p.a.	[4]
potential return of 5% p.a. Portfolio that has a potential loss of < 5% p.a. with a potential return of 3% p.a. 10. What is your primary investment objective? Capital Gain	□ Unstable	[2]	potential return of 7% p.a.	
□ Capital Gain [4] □ More than 30% [4] □ Children Education [3] □ 16 to 30% [3] □ Retirement Planning [2] □ 0 to 15% [2] □ Capital Preservation [1] □ I currently have no income [1]	□ Very unstable	[1]	potential return of 5% p.a. ☐ Portfolio that has a potential loss of < 5% p.a. with a potential	
Total Risk Score:	☐ Capital Gain ☐ Children Education ☐ Retirement Planning	[3] [2]	☐ More than 30% ☐ 16 to 30% ☐ 0 to 15%	[3] [2]
	Total Risk Score:			

Risk Profile Results:

□ 11 to 17 Points	□ 18 to 25 Points	☐ 26 to 32 Points	☐ 33 to 40 points	□ Above 40
Conservative	Moderately Conservative	Balanced	Moderately Aggressive	Aggressive

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Goals and Objectives

This section is to capture your financial goals and objectives. It includes both short-term and long-term aspirations, such as retirement plans, education funding, major purchases, and investment targets. The aim is to understand your priorities and align your financial strategy accordingly. By clearly defining your goals, we can provide tailored advice and develop a roadmap to help you achieve them.

For each of the items below, please note on a scale of 1 to 5 how important they are to you.

	Primary Applicant	Secondary Applicant
Financial protection for myself, and/or family from death, illness, and injury.		
Saving and accumulating wealth, including building a portfolio.		
Investing and managing existing wealth, including providing an income.		
Mortgage and finance.		
Retirement Planning including pension consolidation.		
Tax Planning.		
Property / Real Estate Investment.		
Will and Estate Planning (including IHT and Succession).		
Review of existing arrangements and previous advice.		
Other Planning Areas		
Specific Goals		
Goal or Planning Area	Owner	Priority (1 – 5)
	Primary □ Secondary □ Joint □	

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Privacy and Data Protection Policy

This Privacy Policy describes the Client's personal data and information that Melbourne Capital Group collects, and the handling of such Client Data. The term Client wherever appearing in this Privacy Policy shall refer to Melbourne Capital Group Clients as well as prospective clients or persons applying for any services, accounts or products from Melbourne Capital Group and its service providers.

What types of personal information about me does Melbourne Capital Group hold?

As a provider of financial services, we collect and hold information about you that is both relevant and necessary in order for us to provide you with those services. The types of information we hold depend on the services provided and may include information about the identity of yourself and your family, your personal objectives, financial position, health, lifestyle, financial plan and issues of a personal nature. We will always endeavour to obtain information about you directly from you.

How does Melbourne Capital Group use my personal information?

Our primary purpose in collecting information about you is to understand your needs and provide you with appropriate financial advice and services. Your information is used to develop your financial advice and products recommendation which serves as a basis for product selection and regular performance review. In order to achieve this, we may need to appoint another authorised representative within the firm to manage your financial needs and services. This authorised representative shall be assisted by other authorised employees, agents and/or service providers in order to provide you with the necessary service. From time to time we may use your information in order to assess and bring to your attention other products and services that may be relevant to your financial advisory.

What is a Licensee, Employee, Agent and Service Provider?

A Licensee is a Capital Market Services License entity of Securities Commission Malaysia. Employees are those employed whether on a permanent and/or contractual term basis, whether on a full time, part time or casual type of employment, with the Capital Market Service License. Agents and/or service providers are persons such the representatives and/or agents and/or employees service providers that provide you with financial products and services, as well as authorised representatives and/or agents and/or employees of the ancillary functions of the Capital Market Services License such as amongst others, legal, accounting and auditing.

Who does Melbourne Capital Group disclose my personal information to?

Your information is only disclosed to other parties as are necessary for us to provide our services to you and in maintaining your relationship with us by virtue of the products and services that you have taken with us. Other parties may include investment firm, fund managers, life companies, other Licensees, regulators and service providers for financial products and the Licensees agents and service providers as necessary. In addition, we will disclose your information where we are required to by law or in obtaining legal opinion and/or advice for any issues arising related to your relationship with us. We will not pass your information to other parties for any purposes other than those for which you have been informed, unless such disclosure is prohibited by law.

How do I get access to the personal information Melbourne Capital Group holds about me?

You may request access to the information we hold about you by contacting your financial adviser or Melbourne Capital Group directly. Upon receipt of your request, we will endeavour to service your request as fully and as quickly as possible. In some circumstances, access to your information or parts thereof may not be possible. If this is the case, we will inform you as to why and, where practicable, make alternative arrangements. Depending on the requirements, a fee may be charged to service requests.

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Terms of Engagement

Scope of Engagement

Melbourne Capital Group will be acting for you in relation to the scope of work as detailed below:

- a. Taking into account your need and requirements, our scope of work is to provide a Statement of Advice which includes the following items:
 - i. Advice on establishing a wealth structure which is suitable for your requirements, taking into consideration your personal circumstances;
 - ii. Advice on structuring an investment portfolio which caters towards your investment goals and attitude to risk;
 - Advice on structuring your estate and succession plans for your wealth, such as ensuring you have a Will in place; and
 - iv. To provide advice in relation to your circumstances on an ongoing basis.
- To discuss investment ideas, and provide general information and insight where appropriate.
- Taking instructions from you and attending to meetings and correspondence relating to the above-mentioned items; and
- d. Rendering general care and conduct in the course of our services to you.

We are not tax agents or lawyers, and do not provide tax or legal advice.

Indemnity

We shall perform to the best of our ability in our advice to you, and should you need our assistance only in certain specific area of our services, we shall not be held liable for any losses, damages or claims resulting from other areas which we are not engaged in. We shall also not be held liable for any losses, damages or claims resulting from your noncompliance with our advice.

We also have your agreement that we shall not be liable for errors of fact or judgment so long as we act in good faith except for any wilful misconduct or gross negligence on our part. You understand and agree that all investments involve risks and that some investment decisions may result in losses. You understand and agree that we cannot guarantee that your investment objectives will be achieved based on our recommendations.

While reasonable care shall be taken in the preparation of our report, proposal and/or advice, no warranty is given to the accuracy of the opinion contained therein or liability accepted, if any, for any statement of opinion or for any errors or omission, our loss shall be limited to our sum fees stated in our report and/or proposal.

Avenue for Recourse

If you are unhappy with the Statement of Advice or our services in any way, please direct your dissatisfaction at the first instance to us and we will make every endeavour to resolve your complaints in a prompt and fair manner.

Complaint Unit Melbourne Capital Group

13-2, Level 13, UOA Corporate Tower, Lobby B, Avenue 10, No 3 Pe The Vertical, 8, Jalan Kerinchi, Bangsar South, 59200 Kuala Lumpur Lumpur, Wilayah Persekutuan Kuala Lumpur Tel: 603

Tel +6011-1692 1709 Fax: 603 5888 0407

E-mail: report@melbournecapitalgroup.com

Consumer and Investor Office Securities Commission Malaysia

No 3 Persiaran Bukit Kiara, Bukit Kiara 50490 Kuala

Tel: 603 6204 8999 Fax: 603 6204 8991

E-mail: aduan@seccom.com.my

Securities Industry Dispute Resolution Center

(SIDREC) Unit A-9-1, Level 9, Tower A Menara UOA Bangsar No. 5, Jalan Bangsar Utama 1 59000 KLTel: +60-3-2282 2280

Fax: +60-3-2282 3855 E-mail: info@sidrec.com.my

Federation Investment Manager Malaysia

(FIMM) 19-06-1, 6th Floor Wisma Tune, 19 Lorong Dungun Damansara Heights 50490 Kuala Lumpur Malaysia

Tel: 03-20932600

Email: complaints@fimm.com.my

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Agreement

We are committed to the relationship with you and thank you for giving us the opportunity to assist you in your affairs.

Should you have any questions on the above, please do not hesitate to contact us. If the above terms of engagement are acceptable to you, kindly sign below us as confirmation of our Engagement.

We note that "Melbourne Capital Group" at all times means jointly and severally Melbourne Capital Group Sdn Bhd (Melbourne Capital Group Sdn Bhd (Formerly known as Blueprint Planning Sdn Bhd) is licensed by Securities Commission Malaysia. Licence No. CMSL/A0254/2009) and Melbourne Capital Group Ltd (Melbourne Capital Group Limited is authorised and regulated by the Labuan Financial Services Authority as an insurance broker with licence number BS2021140.)

Yours faithfully,

Signature	:	Signature	:
Name	:	Name	:
Designation	:	Designation	:
Date	:	Date	:
CMSRL	:		

I/We hereby confirm the appointment of Melbourne Capital Group to act for me and to advise me in relation to the Engagement, and my acceptance of the Terms of Engagement and PDPA disclosure as stated above. I shall provide you with all the necessary information required for this engagement.

I/We hereby declare that the information provided in this form accurately represents my/our investment objectives, financial situation, and particular needs. I/We are not aware of any other information that may be relevant to the preparation of my/our Statement of Advice. I/We fully understand that a Statement of Advice or investment recommendation will be based on the information supplied in this form. In the event that I/We choose not to proceed with the provided advice, I/We acknowledge that the advice would have been formulated based on the information furnished herein.

Main Applicant		Joint Applicant (if app	Joint Applicant (if applicable).		
Signature	:	Signature	:		
Name	:	Name	:		
Passport No./NRIC	:	Passport No./NRIC	:		
Date	:	Date	:		

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