

A. Details of Financial Needs Analysis

Name of Client:		NRIC/Passport No:	
Name of Spouse/Others:		NRIC/Passport No:	
Name of PIAS Representative:		PIAS Rep Code:	
Branch Name:		eFNA Reference:	

B. Details of Product(s) / Investment

Name of Product(s) / Investment	Premium/ Investment Amount	Date of Purchase

C. Client's Objective(s)

Financial Objective, Risk Profile, Time Horizon, Needs Analysis, Affordability, where applicable

D. Basis of Recommendations

- How does the product feature & benefits meet client's financial objectives and needs?
- How does the product fit client's risk profile and time horizon?
- What are the reasons for switching / replacement of products?
- How does the product meet client's financial situation?
- Has affordability and liquidity of the client been assessed?

Name of PIAS Representative:		eFNA Reference:	
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- *What are the risks, disadvantages and limitations of the products and recommendations?*
- *What are the products fees & charges?*

- *What are the reasons for deviation? E.g. Premium more than client's affordability (Refer to Section 11). Funds risk class is higher than client's risk profile (Refer to Section 8)*
- *Additional Notes*

E. Other Clarification(s)

F. Client's Acknowledgement

I acknowledge that my PIAS Representative has conducted the relevant needs analysis and/or disclosed and explained the benefits, risks/ limitations of the products and the basis of recommendation clearly to me in _____
(insert communicated language), which I am conversant in. I am satisfied with the product(s) purchased.

Signature of Client

Date:

Signature of Spouse/Others

Date:

Signature of PIAS Representative

Date:

Important Note:

The duly completed supplementary form is to be uploaded with the eFNA as a supporting document for lodgement with Business Support. If the form is submitted subsequent to the submission of the eFNA to Business Support, any infractions uncovered in the assessment by the Independent Sales Audit ("ISA") unit shall be factored into the BSC framework. The original form is to be submitted to Business Support.